

# **1<sup>ST</sup> QUARTER 2018** EARNINGS WEBCAST

YPF

May 09, 2018

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Cautionary Note to U.S. Investors — The United States Securities and Exchange Commission permits oil and gas companies, in their filings with the SEC, to separately disclose proved, probable and possible reserves that a company has determined in accordance with the SEC rules. We may use certain terms in this presentation, such as resources, that the SEC's guidelines strictly prohibit us from including in filings with the SEC. U.S. Investors are urged to consider closely the disclosure in our Form 20-F, File No. 1-12102 available on the SEC website www.sec.gov.

Our estimates of EURs, included in our Development Costs, are by their nature more speculative than estimates of proved, probable and possible reserves and accordingly are subject to substantially greater risk of being actually realized, particularly in areas or zones where there has been limited history. Actual locations drilled and quantities that may be ultimately recovered from our concessions will differ substantially. Ultimate recoveries will be dependent upon numerous factors including actual encountered geological conditions and the impact of future oil and gas pricing.



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Revenues of Ps 75.8 billion (+33.0%)

Recurring Adj. EBITDA (1) of Ps 24.5 billion (+45.7%)

Net Income of Ps 6.0 billion

Operating cash flow of Ps 21.4 billion (-13.1%)

Total hydrocarbon production down 4.2%

Gasoline sales volumes increased by 5.9%

Diesel sales volumes up 4.4%

(1) See description of Recurring Adj. EBITDA in footnote (2) on page 15



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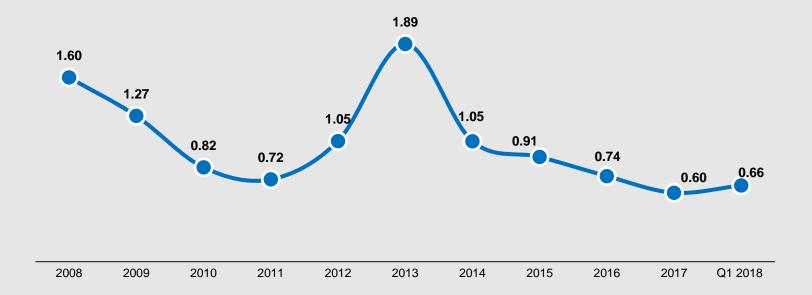
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# SAFETY AS A CORE VALUE

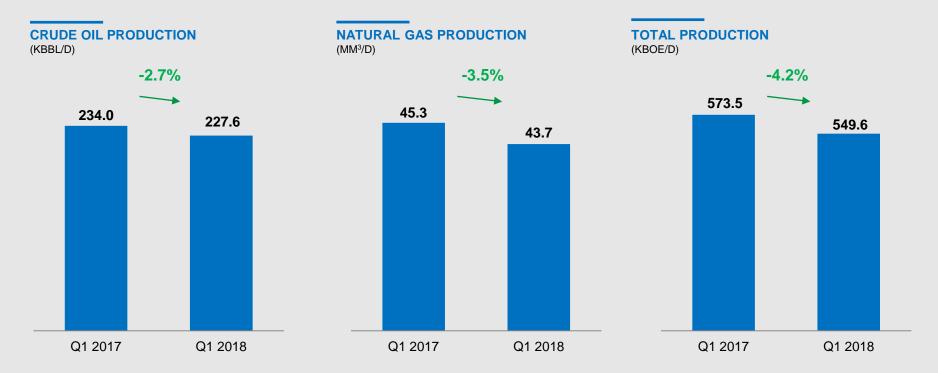
#### **TOTAL IFR**

# of people injured for each million hours worked 2008 - 2018



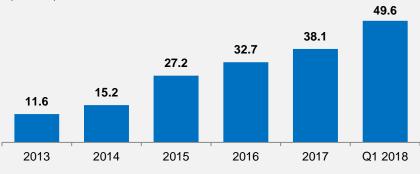
#### PRODUCTION

Total production decreased 4.2%. Natural gas was down 3.5% since there was lower demand of this product in this quarter and crude oil was down 2.7%.



#### SHALE OIL & GAS UPDATE

**NET SHALE O&G PRODUCTION** (KBOE/D)



SHALE OIL HISTORICAL COST - LOMA CAMPANA (USD/BOE)



PRODUCING **NEW WELLS** KBOE/D Q1 2018 SHALE IN Q1 2018 **GROSS PRODUCTION (1)** 90.7 621 Δ

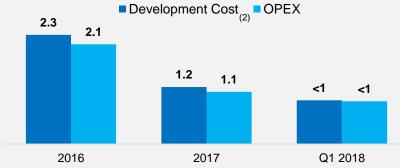
Total operated production ( Loma Campana + El Orejano + Bandurria+La Amarga Chica+ Narambuena (1)

+ Bajo del Toro+ Bajada de Añelo )

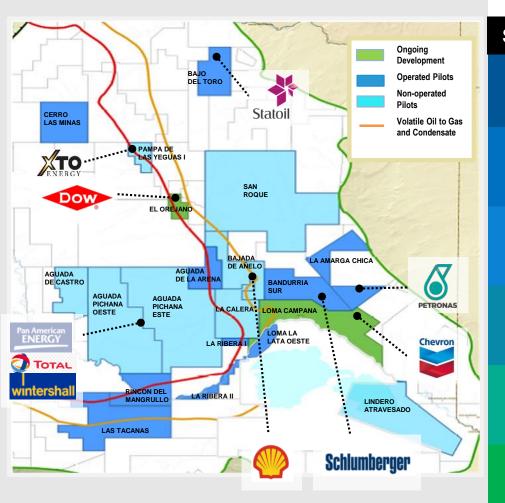
WELLS

Development cost for horizontal wells (2)

#### SHALE GAS HISTORICAL COST - EL OREJANO (USD/MMBTU)







#### SHALE OIL & GAS ACTIVITY

Continue reducing development and lifting cost in growth areas and preparing new developments

First 3200m lateral length well drilled successfully in Loma Campana. Completion expected Q2

2 to 3 new shale developments FID<sup>(1)</sup> expected in 2018

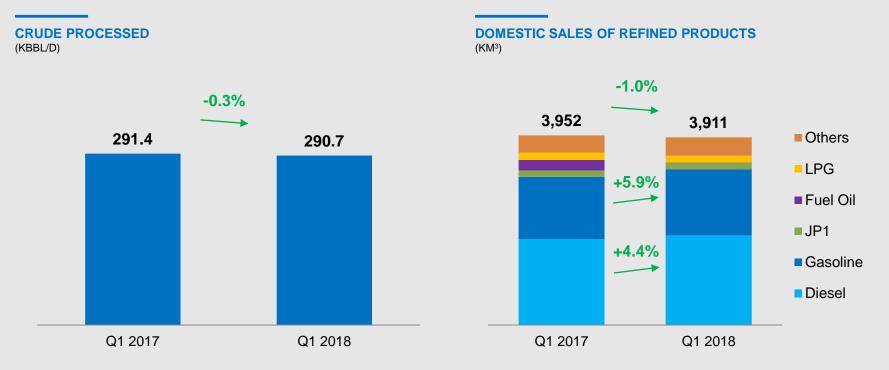
650 MUSD Capex in ongoing and new pilots in 2018 to prepare next 5 years FID's  $^{(1)}$ 

Currently operating 12 drilling rigs and 8 workovers in Vaca Muerta

YPF partner of choice of international players: low cost and efficiency

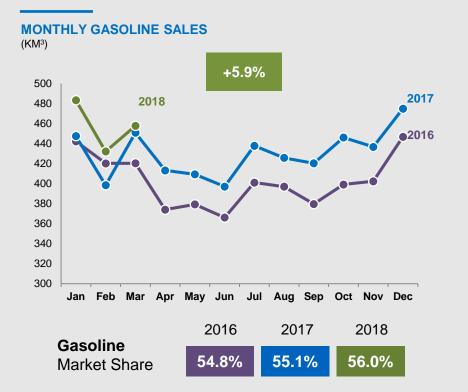
#### DOWNSTREAM PERFORMANCE

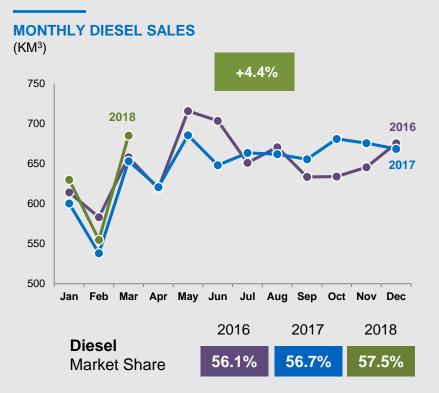
Sales volumes in the domestic market were down by 1.0% due to lower fuel oil sales while higher-value added products sales increased. Refinery output remained essentially flat.



#### **REFINED PRODUCTS DEMAND**

Strong gasoline and diesel demand pushed volumes sold up 5.9% and 4.4% respectively. Market share increased in both products.





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#### GAS & ENERGY UPDATE

**1.8 GW**<sub>(1)</sub> of installed capacity in YPF EE. Strong pipeline of projects under construction to reach **~2.4 GW** by **2020** 

Capitalized **YPF EE** by bringing along **GE** as partner with 25% share in exchange of **USD 275 M**, plus a contingent payment of **USD 35 M** 

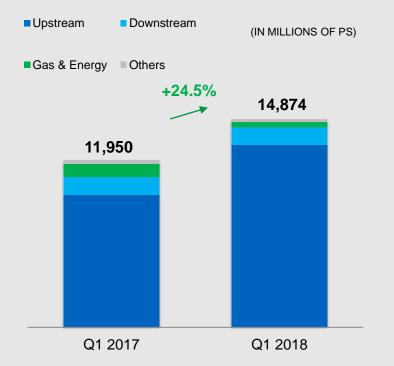
Implied valuation of USD 1,100 M to USD1,240 M

(1) In addition, YPF has 157 MW of installed capacity within its upstream business.



#### CAPEX BREAKDOWN

Capex was up 24.5% in peso terms and 1% lower in USD terms.



#### Upstream

Activity breakdown: 71.2% in drilling and workovers, 17.6% in facilities, 7.4% in exploration and 3.8% in other upstream activities.

Downstream

Activity breakdown: 48% in refining, 29% in logistics, 11% in chemical and 12% in marketing.



# 01 Q1 2018 Highlights

02 Review of Operations

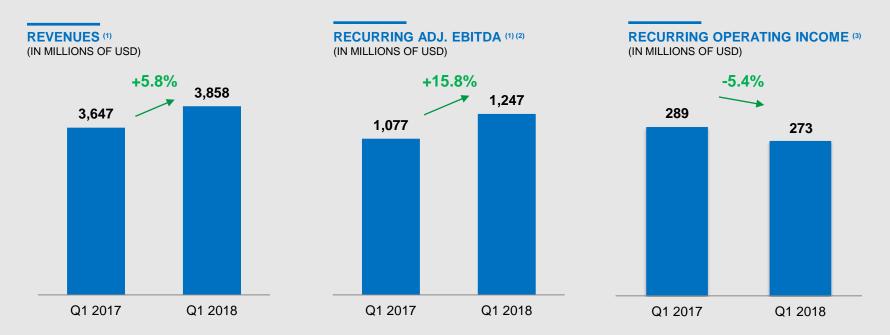
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#### **RESULTS EXPRESSED IN US DOLLARS**

Recurring Adj. EBITDA increased by 15.8% driven by a 5.8% increase in Revenues above Cash cost increase of 5.2%.



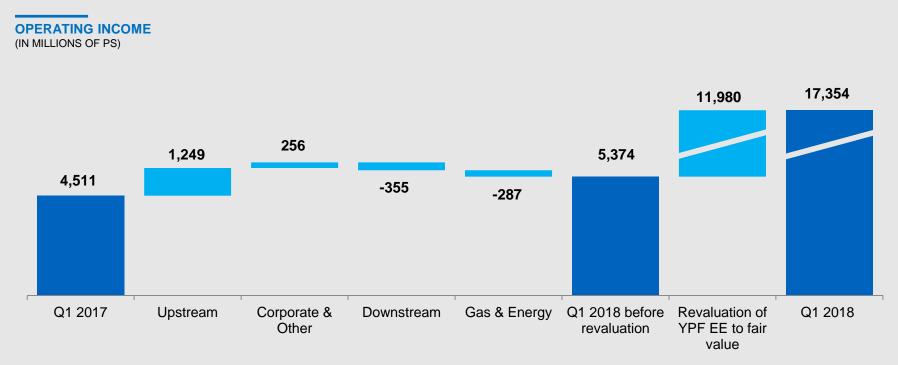
(1) YPF financial statement values in IFRS converted to USD using average exchange rate of Ps 15.63 and Ps 19.65 per U.S \$1.00 for Q1 2017 and Q1 2018, respectively.

(2) Recurring Adjusted EBITDA = Operating income + Depreciation and impairment of property, plant and equipment and intangible assets + Amortization of intangible assets + unproductive exploratory drillings. excluding the profit by revaluation of YPF S.A.'s investment in YPF Energía Eléctrica (YPF EE) for Ps 12.0 billion.

(3) Excludes the profit of YPF S.A.'s investment in YPF Energía Eléctrica for Ps 12.0 billion.

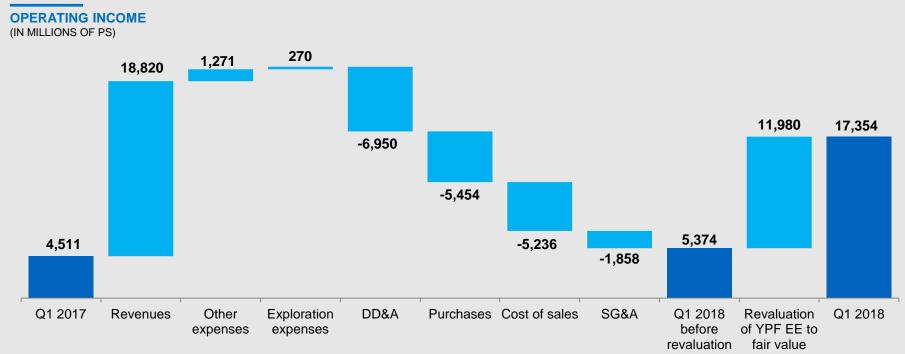
#### **OPERATING INCOME**

Recurring Operating Income<sup>(1)</sup> increased by 19% driven by higher crude oil prices in the Upstream business.



#### **OPERATING INCOME**

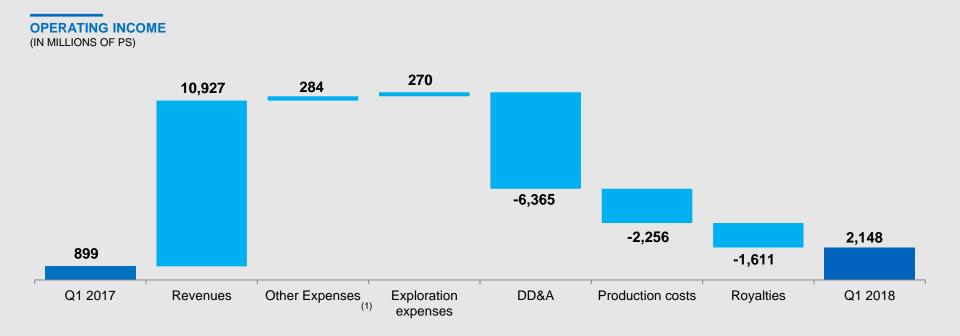
Revenue increase of 33.0% was higher than the 32.1% increase in cash costs (Cost of Sales + Purchases), resulting in higher Recurring Operating Income<sup>(1)</sup>.



(1) Excludes the profit of YPF S.A.'s investment in YPF Energía Eléctrica for Ps 12.0 billion.

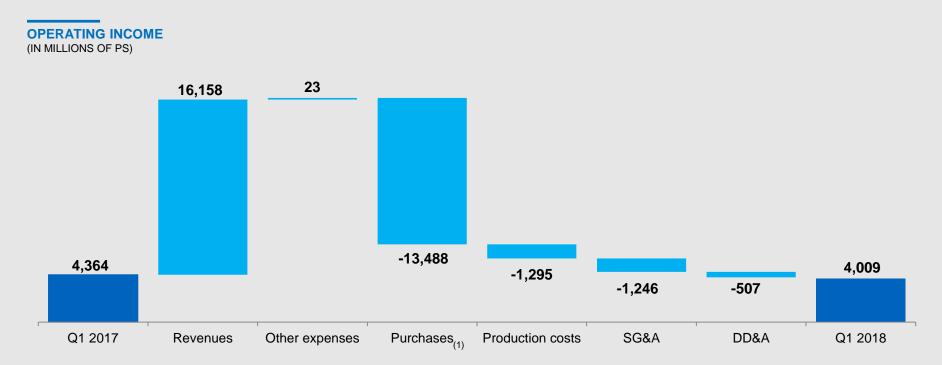
#### UPSTREAM OPERATING INCOME

Upstream Operating Income was up 138.9% due to a 39% increase in revenues driven by a 54% higher crude oil prices.



#### DOWNSTREAM OPERATING INCOME

Downstream Operating Income decreased by 8% on higher crude oil purchases and fuel imports that more than offset the 37% increase in revenues.





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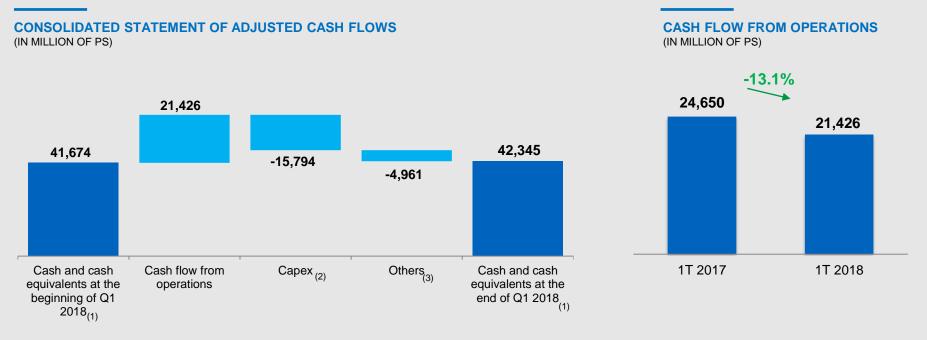
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#### FINANCIAL SITUATION

Strong cash position at the end of Q1 2018 and positive free cash flow. Increase in working capital.



(1) Includes cash & cash equivalents, including Argentine sovereign bonds BONAR 2020 and BONAR 2021.

(2) Effective spending in fixed asset acquisitions during the quarter.

(3) Includes Ps -4,681 million of net financing and Ps -280 million of other investment activities.

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#### FINANCIAL SITUATION

Cash position supported by solid operating cash flow generation in Q1 2018. Leverage ratio within the 2x area guidance.

FINANCIAL DEBT AMORTIZATION SCHEDULE (1) (2) (IN MILLIONS OF USD) 4,374 2,107 1,642 1,405 1,064 867 727 Cash & 2018 2019 2020 2021 2022 2023 +Equivalents (3) USD denominated debt Peso denominated debt

# **80.2%** denominated in USD and **19.8%** in Argentine Pesos

Average interest rates of **7.40%** in USD and **24.83%** in Pesos

Average life of 6.3 years

Net Debt /Recurring LTM Adj. EBITDA **1.89x** <sup>(3)(4)</sup>

- (1) As of March 31, 2018.
- (2) Converted to USD using the March 31, 2018 exchange rate of Ps 20.10 to U.S \$1.00.
- (3) Includes cash & equivalent, including Argentine sovereign bonds BONAR 2020 and BONAR 2021.
- (4) Net debt to Recurring LTM Adj. EBITDA calculated in USD. Net debt at period end exchange rate of Ps 20.10 to U.S \$1.00 and Recurring LTM Adj. EBITDA calculated as sum of quarters.



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#### SUMMARY



#### Reaffirming guidance of +10% EBITDA and production -2% area

Strong demand is resulting in continued growth for all our products

Improved financial ratios; positive free cash flow

Production stabilized in line with our expectations

Shale oil and gas pipeline with low development and lifting cost should allow profitable increase in production

Strong pipeline of projects in our power business

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# Questions and Answers

1<sup>st</sup> Quarter Earnings Webcast





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