

## YPF Disclaimer

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This document contains statements that YPF believes constitute forward-looking statements within the meaning of the US Private Securities Litigation Reform Act of 1995.

These forward-looking statements may include statements regarding the intent, belief, plans, current expectations or objectives of YPF and its management, including statements with respect to YPF's future financial condition, financial, operating, reserve replacement and other ratios, results of operations, business strategy, geographic concentration, business concentration, production and marketed volumes and reserves, as well as YPF's plans, expectations or objectives with respect to future capital expenditures, investments, expansion and other projects, exploration activities, ownership interests, divestments, cost savings and dividend payout policies. These forward-looking statements may also include assumptions regarding future economic and other conditions, such as future crude oil and other prices, refining and marketing margins and exchange rates. These statements are not guarantees of future performance, prices, margins, exchange rates or other events and are subject to material risks, uncertainties, changes and other factors which may be beyond YPF's control or may be difficult to predict.

YPF's actual future financial condition, financial, operating, reserve replacement and other ratios, results of operations, business strategy, geographic concentration, business concentration, production and marketed volumes, reserves, capital expenditures, investments, expansion and other projects, exploration activities, ownership interests, divestments, cost savings and dividend payout policies, as well as actual future economic and other conditions, such as future crude oil and other prices, refining margins and exchange rates, could differ materially from those expressed or implied in any such forward-looking statements. Important factors that could cause such differences include, but are not limited to, oil, gas and other price fluctuations, supply and demand levels, currency fluctuations, exploration, drilling and production results, changes in reserves estimates, success in partnering with third parties, loss of market share, industry competition, environmental risks, physical risks, the risks of doing business in developing countries, legislative, tax, legal and regulatory developments, economic and financial market conditions in various countries and regions, political risks, wars and acts of terrorism, natural disasters, project delays or advancements and lack of approvals, as well as those factors described in the filings made by YPF and its affiliates with the Securities and Exchange Commission, in particular, those described in "Item 3. Key Information—Risk Factors" and "Item 5. Operating and Financial Review and Prospects" in YPF's Annual Report on Form 20-F for the fiscal year ended December 31, 2014 filed with the US Securities and Exchange Commission. In light of the foregoing, the forward-looking statements included in this document may not occur.

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## Leading and fully integrated Argentine energy company

#### 2014

Sales (1) (USD)

17,576 MM

Adj.EBITDA (1)

5,128 MM

Net income (1)

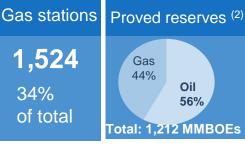
1,115 MM

Production	
Market Share (3) (%)	43
Oil (M bbl/d) (4)	245
Gas (MM m3/d) <sup>(4)</sup>	42

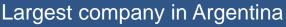
Refining	
Market Share (%)	50
Capacity (M bbl/d)	320
Utilization (%)	91

Marketing (3)	
Product	Market share (%)
Gasoline	58
Diesel	60
Fuel oil	43









**+ 22,000** employees

#1 in all business segments in which it operates





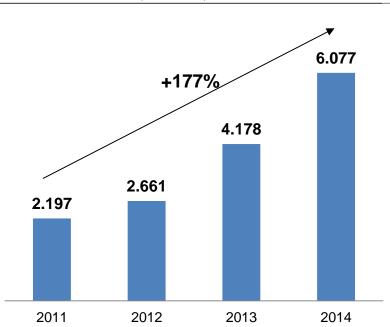
Marine transport



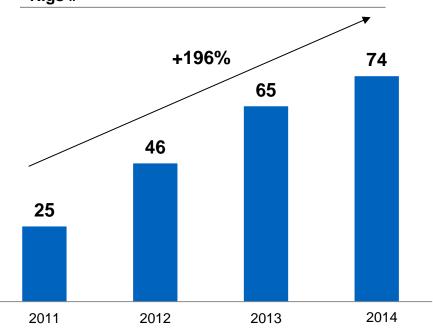
#### Investment growth

## Significant growth in activity

#### **Upstream Investment\*** (MMUSD)



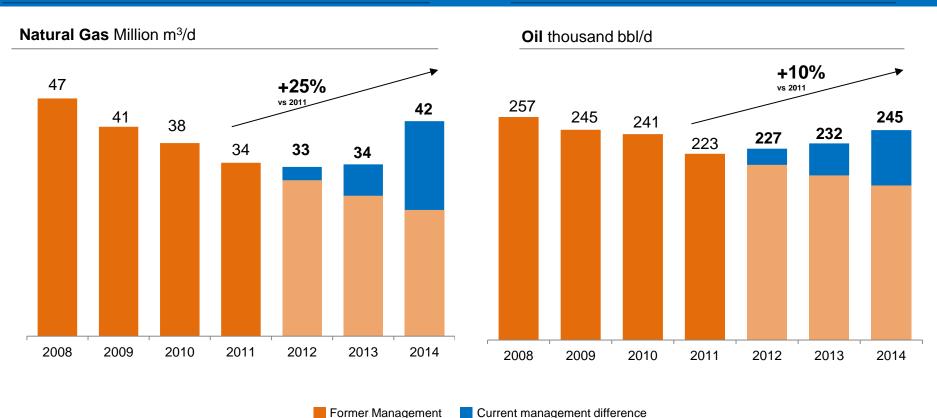






## Increased production, reversing decline

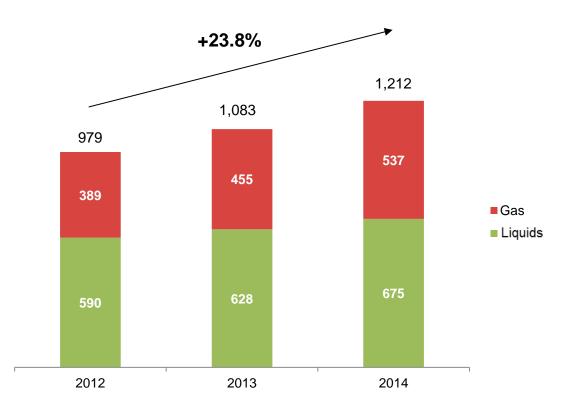
#### Increase in O&G production





## Consistant growth in oil & gas reserves

Oil & gas reserves in million boe

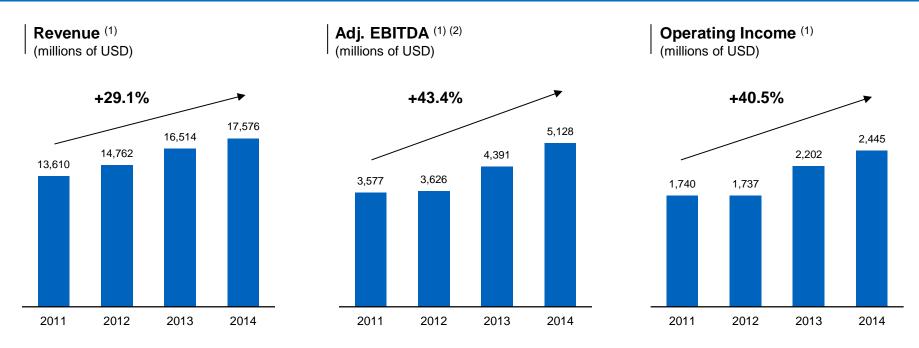


Reserves replacement ratio 2014

163%

## **Financial Results**

Revenues growth had a strong impact on increasing margins. Adj. EBITDA grew by 43.4% and Operating income by 40.5% in 3 years.



YPF financial statement values in IFRS converted to USD using an average exchange rate of each period.

Adjusted EBITDA = Net income attributable to shareholders + Net income (loss) for non-controlling interest - Deferred income tax - Income tax - Financial income (losses) gains on liabilities - Financial income gains (losses) on assets - Income on investments in companies + Depreciation of fixed assets + Amortization of intangible assets + Unproductive exploratory drillings.



#### **YPF** relocated in the International Financial Market



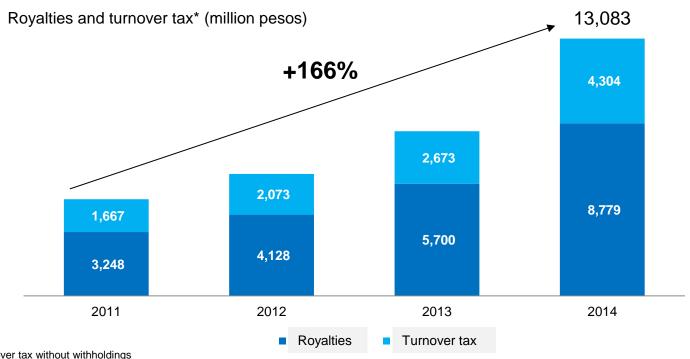
Constant presence with the investors

Total new issues: +US\$ 3,600 million



## Increased the contribution to the provinces

YPF increased the contribution of royalties and turnover tax to the provinces. In 2014 the contribution was more than 13,000 million pesos.



<sup>\*</sup> Turnover tax without withholdings

## Argentina has taken the right steps to promote new investments

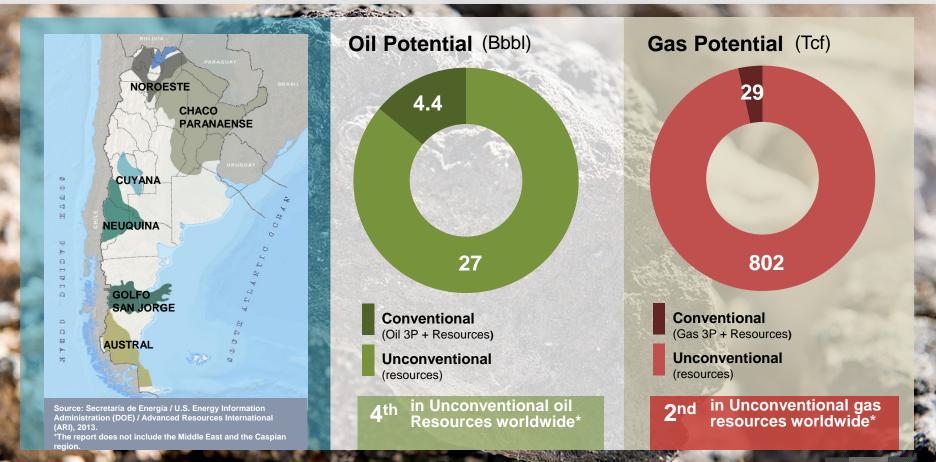








## Significant upside in the unconventional resource base

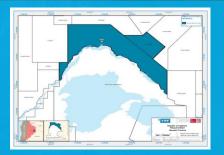




## JV partners in Vaca Muerta: Chevron, Dow and Petronas / YPF as operator

#### Loma Campana (395 km²)

Target
Vaca Muerta Shale Oil with Chevron



Pilot **130 wells / 1,240 MMUSD** 2014

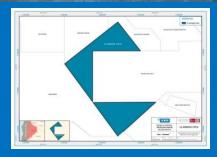
200 wells / +1,650 MMUSD

Complete development

Investment wells 15,000 MMUSD 1,400

La Amarga Chica (187 km²)

Target
Vaca Muerta Shale Oil with Petronas



First stage

+30 wells (verticals and horizontals) 550 MMUSD

Scheduled start Q2 2015

Complete development

Investment wells +9,000 MMUSD +1,000 El Orejano (45 km²)

Target
Vaca Muerta Shale Gas with Dow



First stage

+ 16 wells 180 MMUSD

Complete development

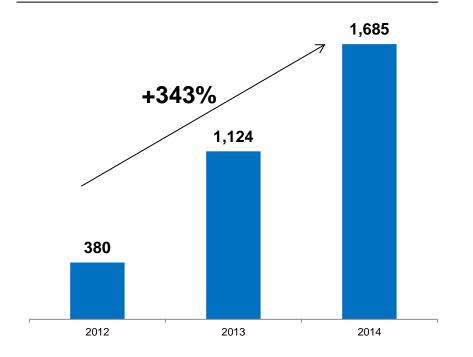
Producing wells 184 (12v + 172h)



## Loma Campana: 1st Unconventional massive development in Argentina

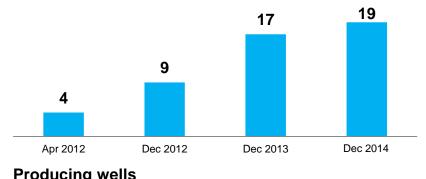


Capex (million USD)

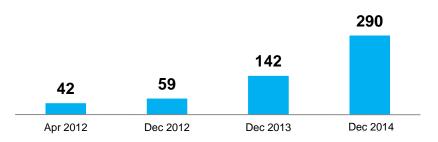


#### Significant increase in activity

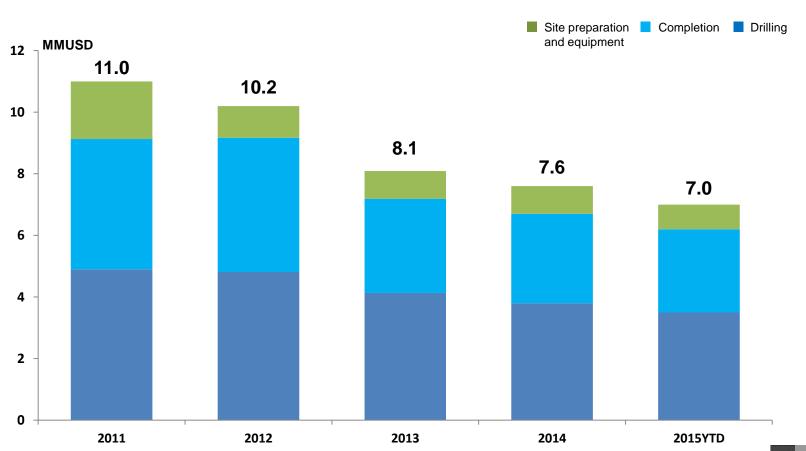
#### **Drilling rigs**



#### **Producing wells**



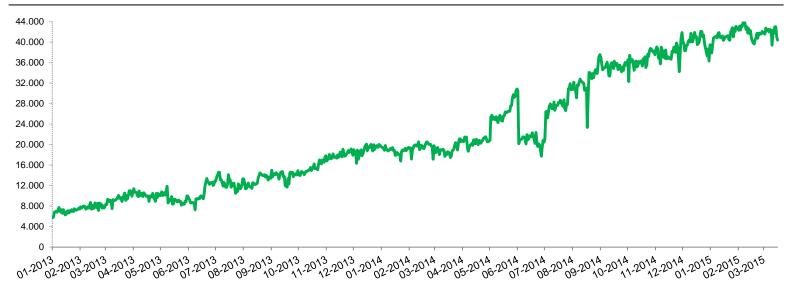
## Significant well cost reduction





## Growth in unconventional hydrocarbon production





+320 Producing wells

**Current Production** 

+ 43,000 boe/d

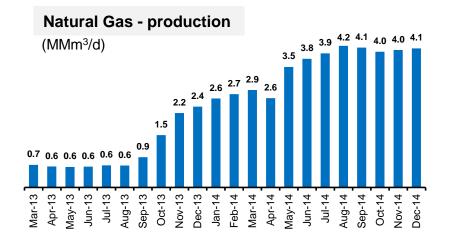
**TODAY production represents 19% of the production of YPF in the Neuquina Basin** 

Gross operated production at the concession level (LoCa, Band ,LaCh, Bañ, ElOr; PYga)

#### Loma La Lata (121 km<sup>2</sup>)<sup>1</sup>

Target: Lajas Formation

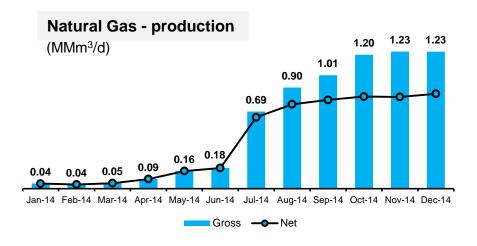
- + USD 580 millions of investments
- 80 wells drilled
- 68 producing wells
- 4 active drilling rigs



#### Rincón del Mangrullo (183 km²)

**Target: Mulichinco Formation** 

- + US\$230 millones of investments
- 38 wells drilled
- 37 producing wells
- 3 active drilling rigs







## We invest to produce more and better fuels



**Investment** (2012-2014)

+2,600 Million dollars

**Main projects** 

#### **New Coke A**

Higher quality and recovery of high-value components

#### **CCR**

Greater conversion to fuels

## **Desulphurisation**

Higher quality products with low sulfur levels, protecting the environment

**More investment** 

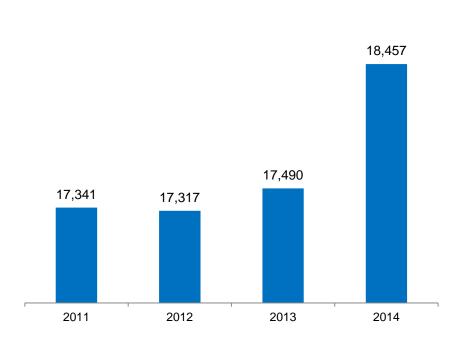
More and better fuels

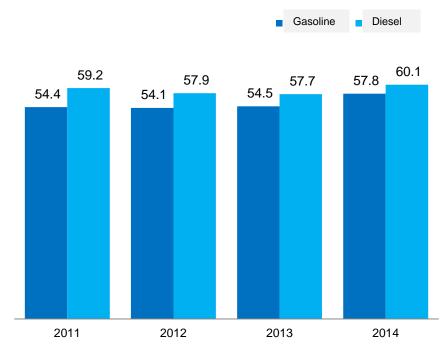


## We grew our sales of refined products



#### **Market Share in Gasoline and Diesel** (%)









#### Mission

Research, develop, produce and commercialize technologies, knowledge, goods and services for the energy industry.



#### Participation (51%)

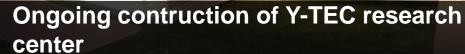
Provides leadership, capital funding, human resources and high-level equipment.



#### Participation (49%)

8,000 researchers, 2,500 technicians and 9,000 PhD scholars.

Upstream, Downstream, and Renewables R&D projects



320 staff members working in situ or at different Research Centers and Universities, PhD scholars and support staff.

## **Local sands development**

# Strategic project

To secure the supply of a key input for unconventional development while reducing costs, increasing efficiency and productivity, and achieving import substitution.

Generating benefits for YPF, local economies and the entire country.

#### **Business Opportunities**

- Local development costs are significantly smaller than import parity.
- There are local sands with high-quality standards and different granulometry.

Processing capacity

1<sup>st</sup> stage

**250,000** tons

Following stages up to

800,000 tons

- 6 months of geological research, mapping and data-gathering in 82 areas of 14 different provinces.
- Logistics challenge: development of a comprehensive and multi-modal logistics system.
- Transport infrastructure upgrade: roads, railways and sea routes.
- Sand quarry and classification and drying plant located in **Dolavon**, **Chubut**.
- Treatment and resining plant located in Añelo, Neuquén.

## **YPF**



## **Define a new Human Resources Strategy**



#### Main Focus

## **Culture and Values**

- DNA
- Meritocracy
- Sense of Belonging
- MBO + Long-term employee share compensation plan

## **Environment**

- Unions
- Universities
- Contractors
- Government
- Comunities

#### **Talent**

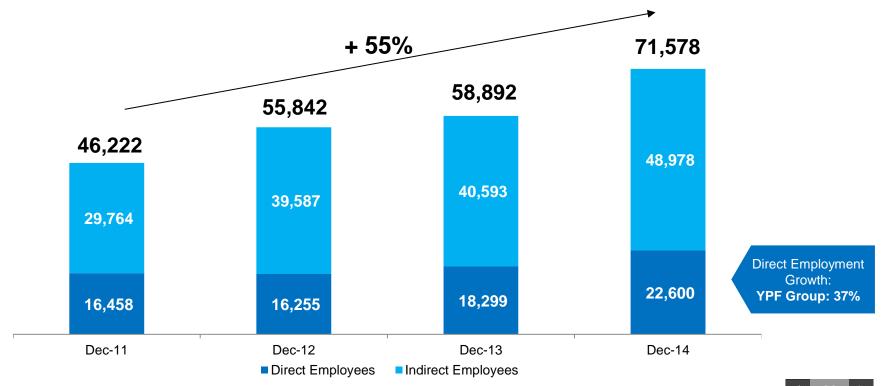
- Technical Careers
- Recruitment and Development
- Performance Feedback
- Detect high potencial y succession plan
- Knowledge Management

## Company structure

- Policies / Processes and systems
- Simplification of structures
- Decentralization and empowerment
- Measurement and planning of the workforce

## We Increased our Workforce

Investment growth enabled a 55% employment increase between December 2011 and December 2014





## **Educating for Energy**

# Community

Boost development of the oil communities

Skills training + 1,300 people

Integrating communities 40,000 people in cultural activities and sports

Sustainable cities program

Investment in social infrastructure

# Education

Promote the training of a new generation of energy professionals

Oil Universities Network

+120 undergraduate and graduate scholarships

Investment in school infrastructure

Sowing vocations +50,000 youth

#### Sustainable development for Añelo and Las Heras



Developed and implemented by YPF Foundation and the BID. Includes the execution of key infrastructure works in important areas such as health, water resources, transport, education and environment.



