

## **Business plan 2013 – 2017** 100 day plan



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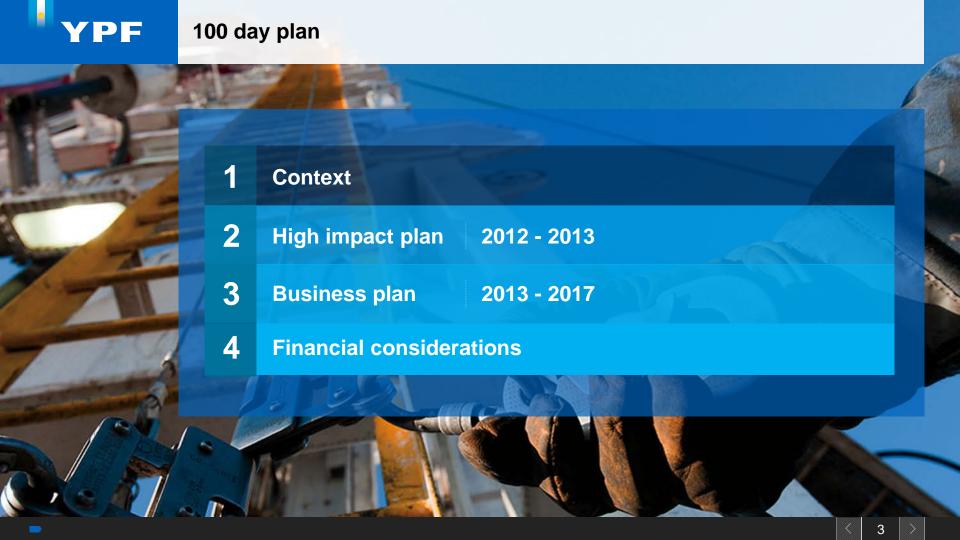
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These forward-looking statements may include statements regarding the intent, belief, plans, current expectations or objectives of YPF and its management, including statements with respect to YPF's future financial condition, financial, operating, 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.

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**Shareholder value** 

Competitiveness

Safety and environment

**Professionalism** 

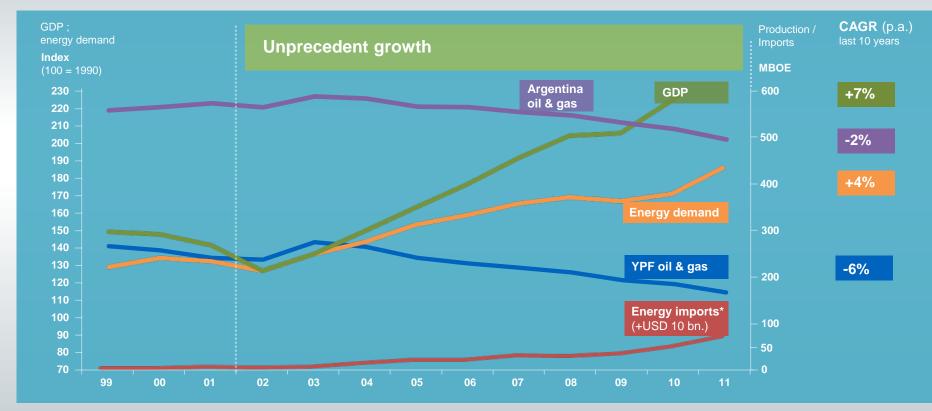
Global

National sense

Integration



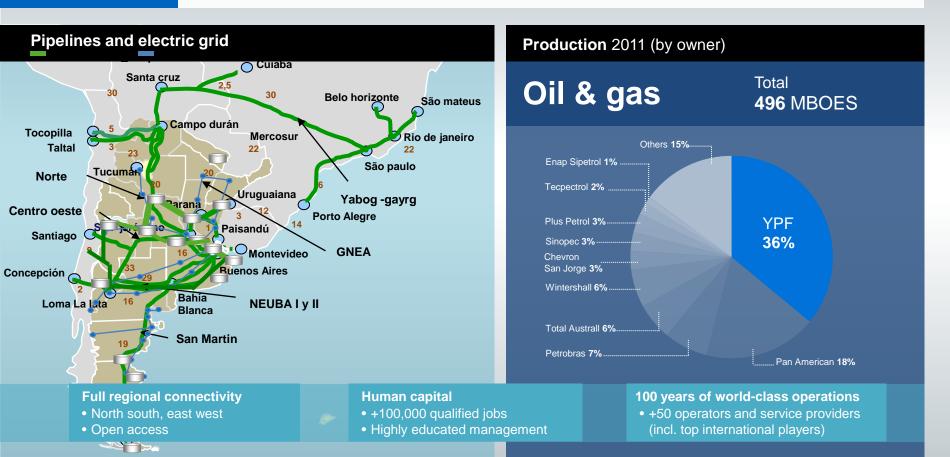
## Argentine energy demand has outstripped domestic supply



Source: IMF, World Bank , Secretaria de Energía de la Nación

<sup>\*</sup> Primary energy imported volume

## **High potential - strong infrastructure and dynamic market**



## Profitable growth strategy

## High impact

Stop the decline

**New working platform** 

Reverse the negative trend

## Growth

Establish new operational DNA

**Mature fields** 

Unconventional resources in "factory mode"

**Refining and marketing** 

## **New paradigm**

Change the future of the energy sector

Massive development of unconventional resources

Argentina: Net energy exporter



# Seasoned management team

## 2004

Years of cumulative oil and gas experience

## **Seasoned management team**



Local and international experience

15 + years of industry experience each

# Safety and environment first

## 45,000

Participants in safety and productivity program

## Reprioritized safety and environment

Creation of the **QHSE Function** at Corporate level, reporting directly to the CEO

Environmental commitment
Mapping of processes and capabilities to minimize impact

Enhancement of our approach to Quality as the key to Operational Efficiency

## YPF Y LOS TRABAJADORES

Technical training program focused on safety and productivity covering own and contractor's personnel across the country

+ 45,000 participants

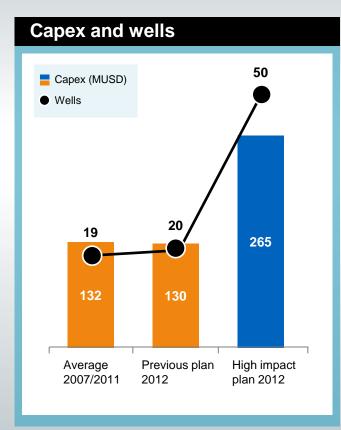
+ 220 instructors

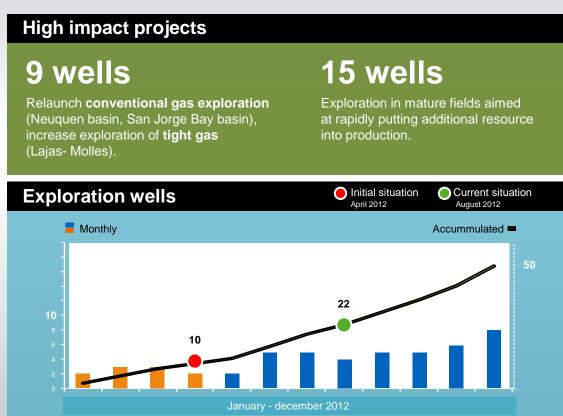
## Relaunch exploration

X 2.5
50 exploratory wells in 2012



## **Exploration high impact plan**



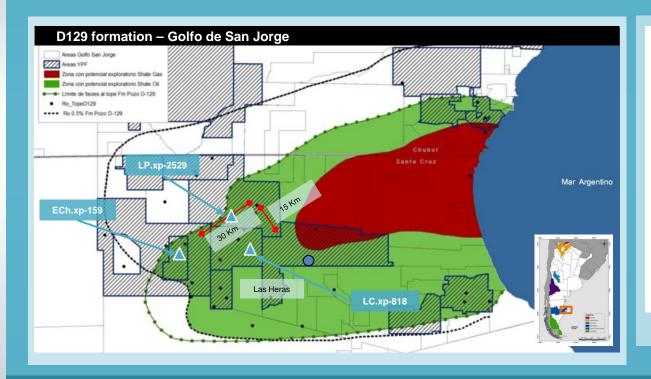


## 5 new shale discoveries

3 D-129 Golfo San Jorge

2 Vaca Muerta

## New shale reserve play in San Jorge Gulf basin



- Successful exploratory wells
- Wells with geochemical data

Total delineation area: 747 km<sup>2</sup>

Blocks 100% owned by YPF:

- Cañadón Yatel: 237 km²
- Los Perales-las Mesetas: 1202 km<sup>2</sup>
- El Guadal Lomas del Cuy: 531 km<sup>2</sup>

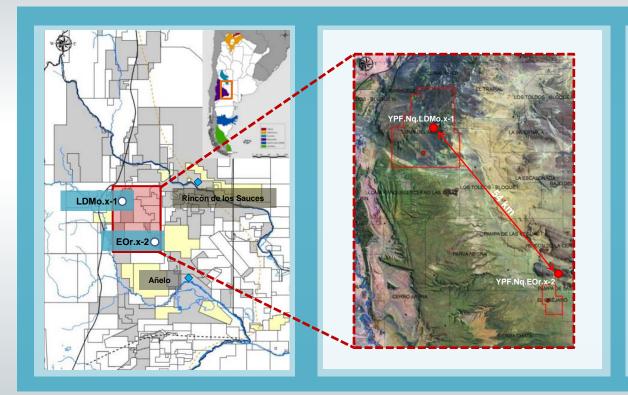




Disclosed to SEN in April and June 2012

Productivity proven in additional source rock: extending shale oil and shale gas to Argentina's most mature basin

## **Shale gas discoveries in Vaca Muerta**



## LDM.x-1 (Loma del Molle.x-1)

## Location

67 km WSW from Rincón de los Sauces

## **WI Exploration**

YPF 45% (operator), Exxon-Mobil 45% and G&P 10%

## EOr.x-2 (El Orejano.x-2)

## Location

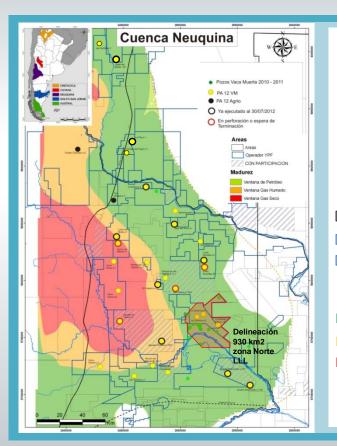
60 km NW from Añelo

## **WI Exploration**

100 % YPF

Disclosed to SEN on 13/08/12

## **Continuing focused shale development in Vaca Muerta**



- Vaca Muerta wells 2010-2011
- Vaca Muerta 2012
- Agrio 2012
- O Executed at 30/07/2012
- O Drilling or waiting completion

## **Areas**

- □ Blocks
- Operated by YPF
- With YPF Working Interest
- Oil window
- Wet gas window
- Dry gas window

Complete delineation in progress

Secure shale acreage

Increase shale acreage value

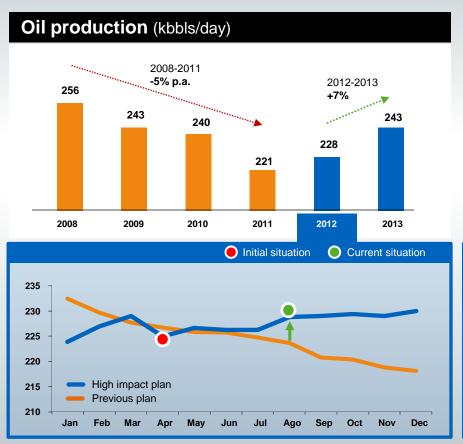
Delineate new development clusters

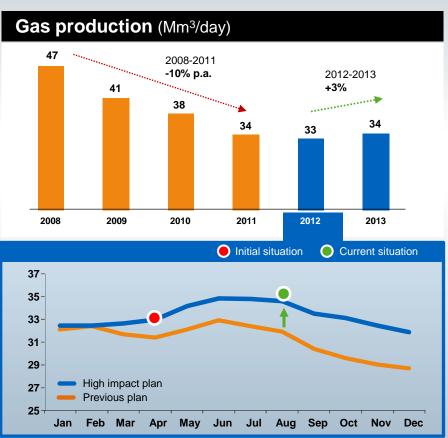
## 2012 Stop decline

## 2013 Growth again



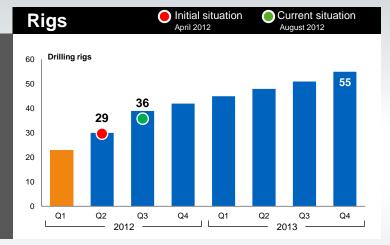
## **Exploitation high impact plan - production**

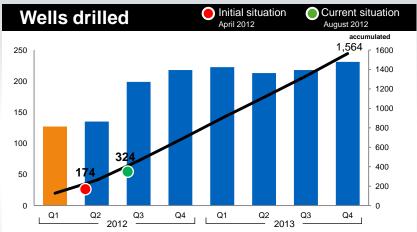




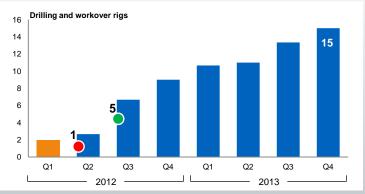
## **Exploitation high impact plan - activity**

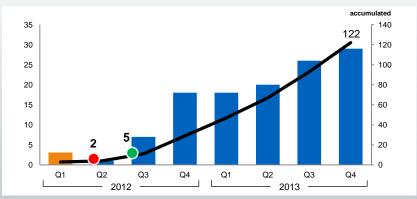
Oil





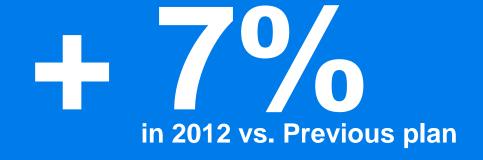
Gas





## Increase refined products

Reduce imports



- 470 in 1H-2012 vs. 1H-2011

## Downstream high impact plan



Increase crude oil processing through optimization of lubes production

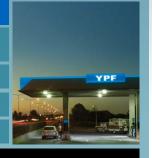
Start up of hydro-treatment plants

Increase utilization factor of refining complex

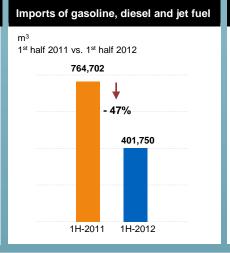
Higher fuel oil production to substitute imports

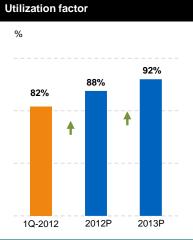
Increase production of distillates

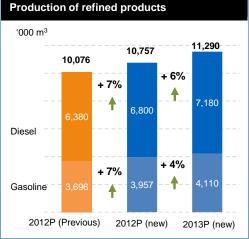
Increase production of refined products via CCR



# Production de fueloil m³ 1st haif 2011 vs. 1st haif 2012 600,304 + 46% 410,291







## Financial stability

## roadmap



## Financial stability roadmap

Extended local lines of credit with great reception from banks

Only lender that decided to accelerate financing was Repsol (\$125 million payment done); all other creditors provided waiver or letter of non-acceleration or simply continued doing business-as-usual

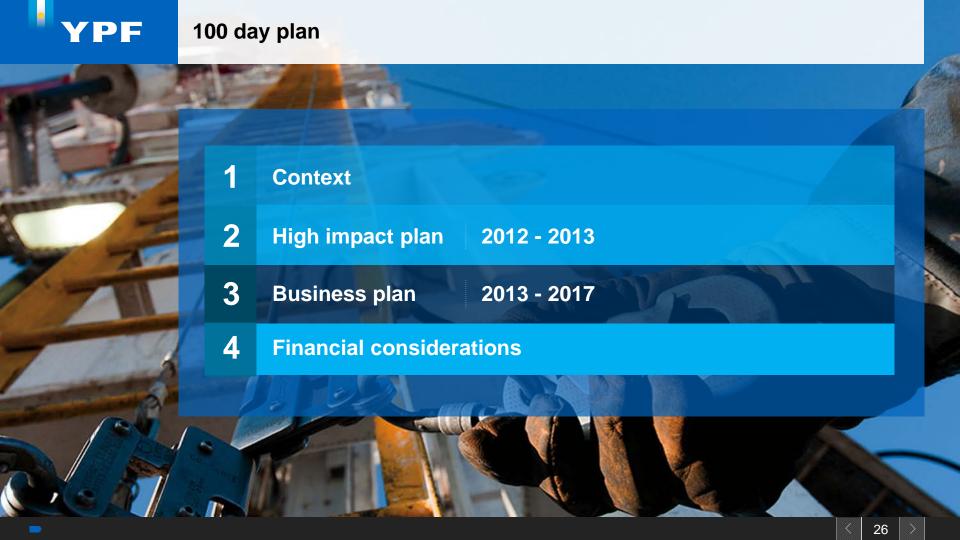
Met committment to repay 2028 bond holders

Eminent launch of local issuance of notes with six prominent local banks as placing agents

Received proposals from international banks for cross-border financing

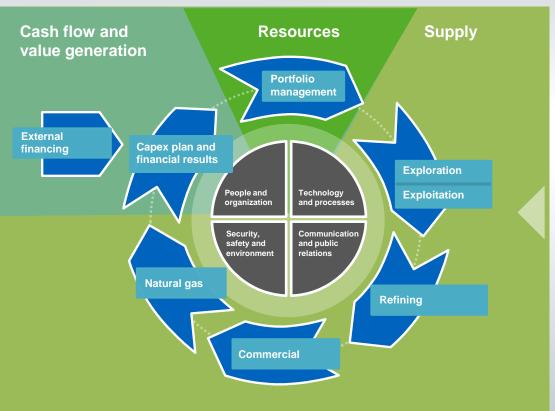
Called Shareholders' Meeting to increase size of medium term notes program; first international tranche mandated to a leading international financial institution

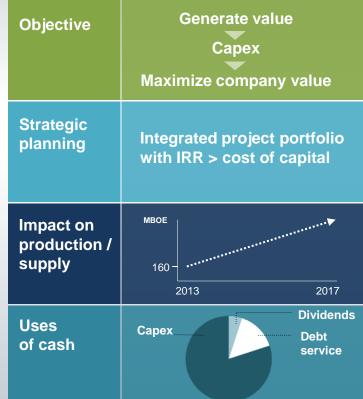
Will conduct international non-deal roadshow to communicate strategic plan to financial community





## **Business plan development**





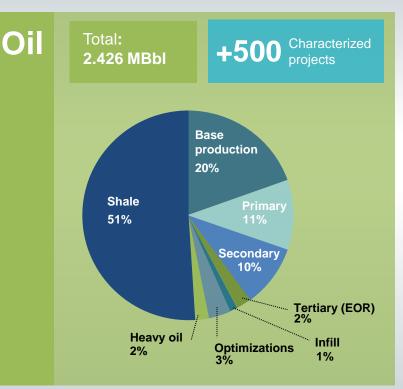
## Strong portfolio with upside

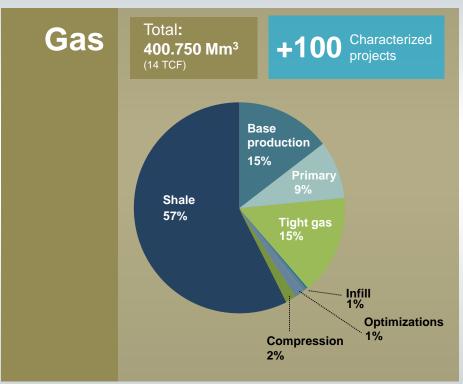
2,400 Mbbl Oil resources

400,000 Mm<sup>3</sup> Gas resources

## YPE

## Strong oil project portfolio – significant upside





Only 20% of this resource portfolio in proven reserves (which largely supports 5 year production plan)

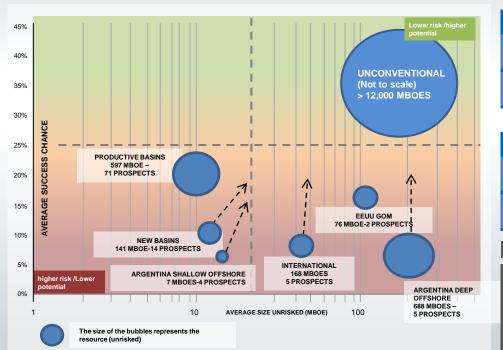
# Renew exploration focus

250 Exploratory wells 2013 - 2017



## **Exploration plan**

## **Exploration portfolio**



## **Exploration capex and activity**

Annual average	2007 - 2011	2012 - 2017
Capex (USD million)	132	288
Exploration wells	19	50

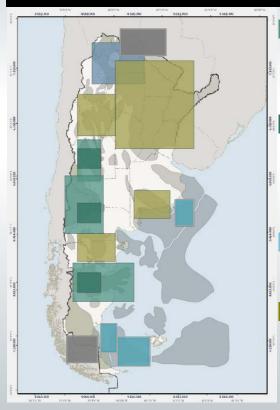
5 years total	2007 - 2011	2012 - 2017
Capex (USD million)	660	1,440
Exploration wells	90	250

Expected value of the process not included in production curves

The exploration growth vector focuses on the extension of productive basins and the characterization of unconventional resources

## 2013-2017 exploration plan - vision

## Full coverage of basins and exploratory concepts aligned with strategic objectives



## **Productive basins exploration**

- Relaunch conventional gas exploration (Neuquén Basin, CGSJ)
- Brown fields exploration with first oil in short term
- Investigate heavy crude belt

## **Unconventional Exploration**

- Feasible unconventional plays (VM, Lajas-Molles, GSJ and Cuyana Agrio)
- Oil & gas growth vector
- Focused on large sized opportunities
- Requires significant investment efforts

## Offshore exploration

- Start exploration in Colorado Basin and northern margin of Argentina Continental Shelf
- Relaunch exploration in Austral and Malvinas basins

## **New basins exploration**

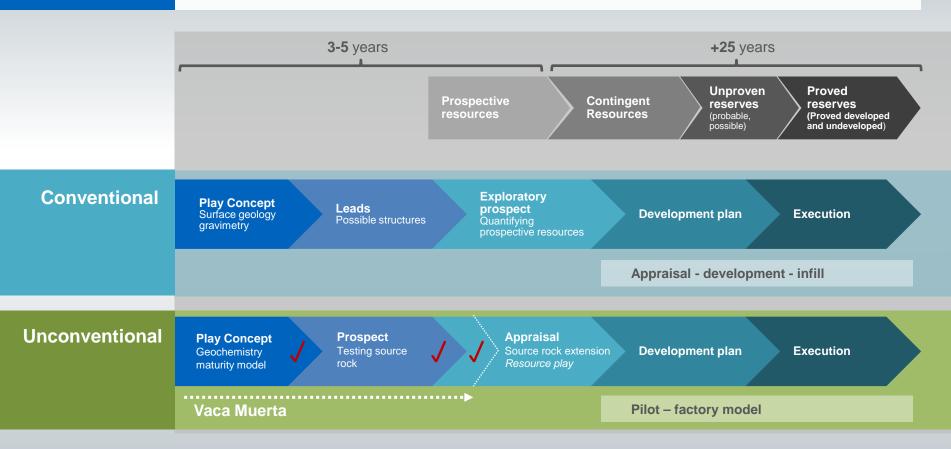
Define the potential of currently unproductive basins based on "Plan Argentina"

## **International exploration**

Exploration in countries in the region with strategic synergies

## **Exploration strategy - conventional vs. unconventional**

From play concept to execution

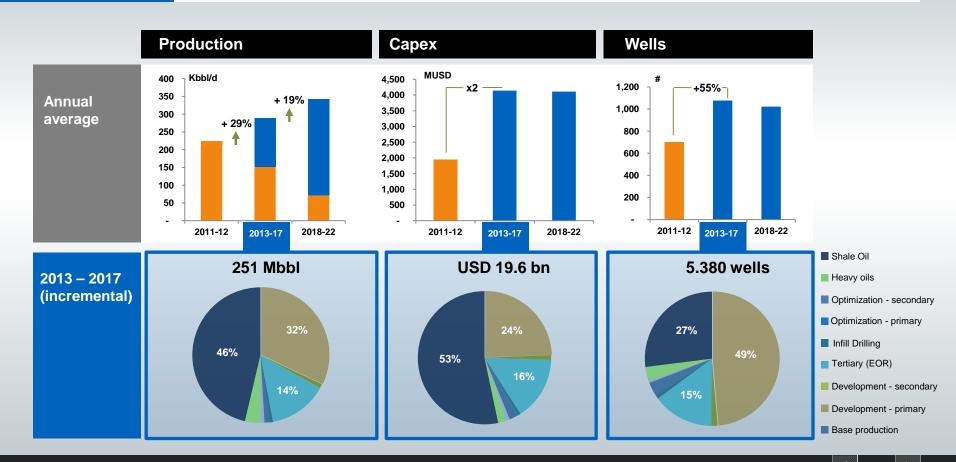


## **Boost oil** production



Average 2013-2017 vs. 2011-2012

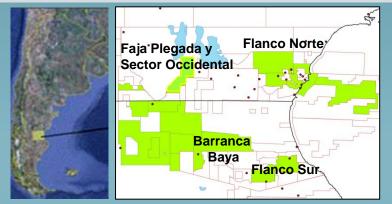
## **Exploitation plan - oil**



**Current Recovery Factor** 

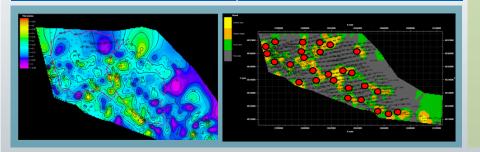
## **Example 1 – Primary Production**

Fr Final 15 %



Discovery Date	1961
Concession up to	November 2017
OOIP/OGIP	780 MBbl (164 Mm³)

11 %



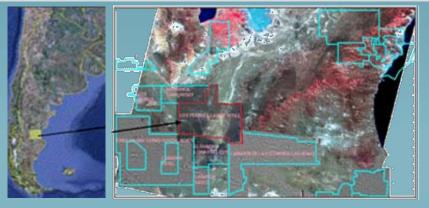
## **Barranca Baya Development**

## **Development Strategy**

- Amalgameted channel characterization
- Tighting well spacings
- Geologically optimized well locations
- Well completion optimization

Key parameters	
Oil (Kbbls)	49.938
Gas (Mm3)	330
Investment(MUSD)	1.517
Wells	886
Workovers	397
Unit Development Cost (USD/Boe)	29

#### **Example 2 – Waterflooding Project**



Discovery Date	1975				
Concession up to	November 2017				
OOIP/OGIP	1704 MBbl (271 Mm³)				
Current Recovery Factor	12 % Fr Final 22%				

Current Development	



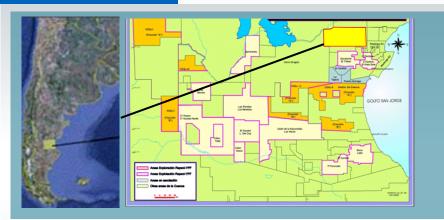
#### **Los Perales**

#### **Development Strategy**

- Full Field Water Injection
- Production Optimization
- Development of underdeveloped areas
- EOR
- Challenge technical limits and new technologies

Key parameters	
Oil (Kbbls)	106.443
Gas (Mm3)	455
Investment(MUSD)	3.834
Wells	1.548
Workovers	1.618
Unit Development Cost (USD/Boe)	35

#### **Example 3- Terciary Recovery (EOR)**

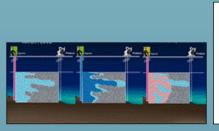


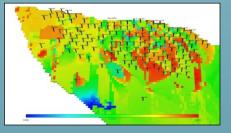
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#### **Development Strategy**

- Optimal recovery via a more efficient flood
- Pilot to Demonstrate Incremental Recovery
- Technology to be extended to full field after a short waterflood
- Challenge of new technical limits

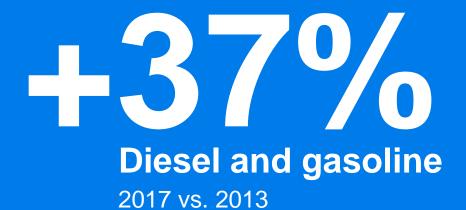
Discovery Date	1930
Concession up to	November 2015
OOIP/OGIP	730 MBbl (117 Mm³)
Current Recovery Factor	20 % Fr Final 30 %





Key parameters	
Oil (Kbbls)	39.200
Gas (Mm3)	453
Investment(MUSD)	1.564
Wells	801
Workovers	684
Unit Development Cost (USD/Boe)	37

# Increase refined products

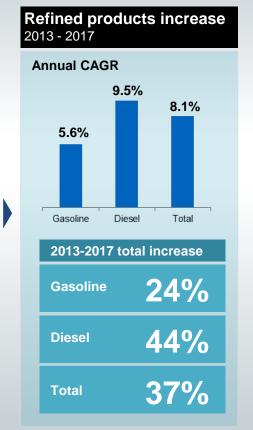




#### **Downstream plan**

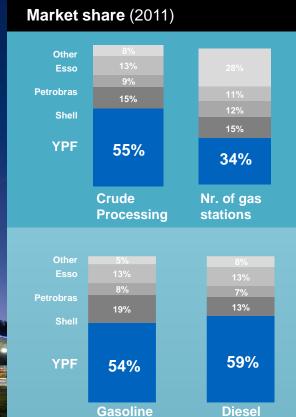




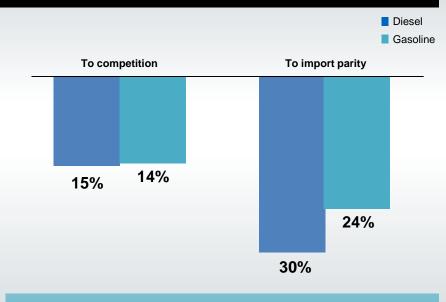


#### Leverage strong market position with commercial flexibility



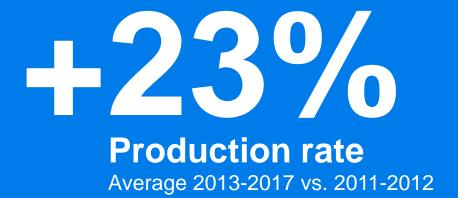


#### Price gap (2012 YTD)



Refined products increase of 8% per year will allow YPF to meet a growing demand while reducing price gap to competition and maintaining leading market share position

# Relaunch natural gas development



#### Natural gas plan



Import prices USD/Mbtu

Gasoil

23

Fuel oil

18

GNL

13-17



### USD 6.5 billion capex program 2013 - 2017

to boost local gas production

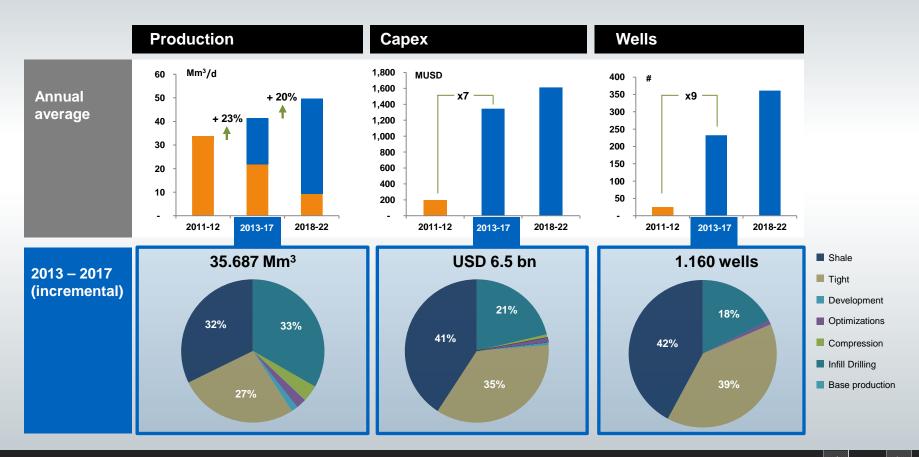
Susbtitute imports with local gas production

**Local prices** Gas plus USD/Mbtu

**Industry** 

4 - 6

#### **Exploitation plan - gas**



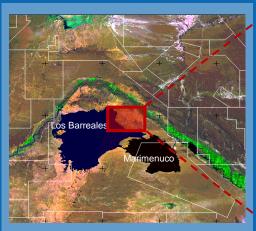


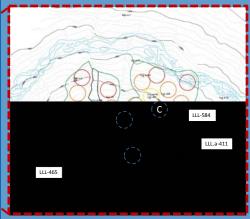
#### **Example - natural gas project**

#### Lotena (Loma la Lata, Neuquén Basin)

Integral Development of Lotena formation in block Loma La Lata-Sierra Barrosa.

The project consists in obtaining reservoir information and a field gas development plan in the area. (model validation, reservoir architecture, structural appraisal to develop 22 M BOE

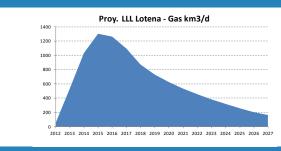




#### **Cumulative Gas Production, Wells/WO and Capex**

Gas Mm <sup>3</sup>		New we	wells Repairs		Capex M U\$S		
2012	Total	2012	Total	2012	Total	2012	Total
18	3587	1	18	2	6	11	227

#### **Production Curve**



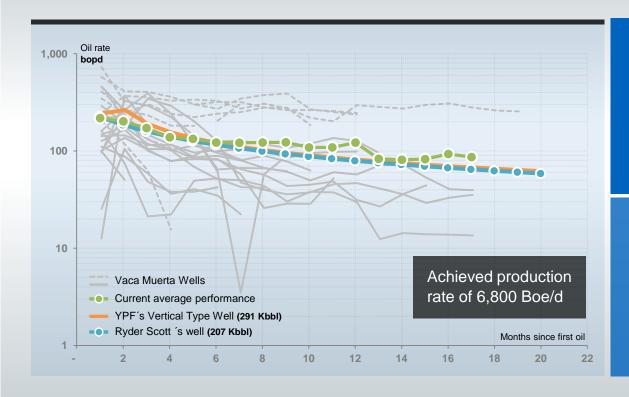
## Unlock shale potential

+100 Kbbl/d
Oil by 2017

+13 Mm<sup>3</sup>/d
Gas by 2017



#### **Encouraging results in Vaca Muerta development**

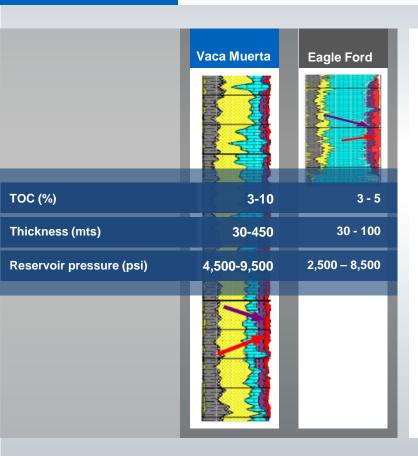


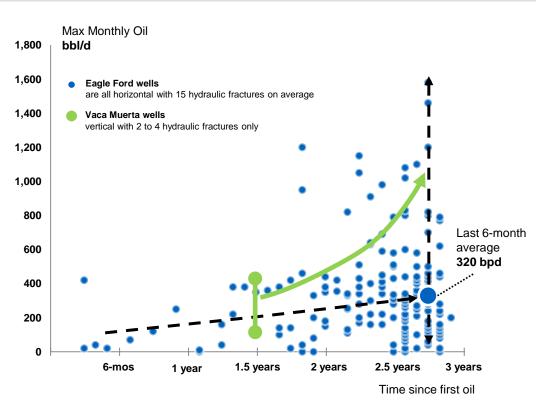
wells drilled

**27** wells completed

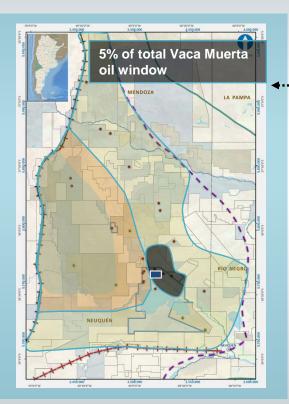
wells waiting for completion Another 26 wells to be drilled in 2012

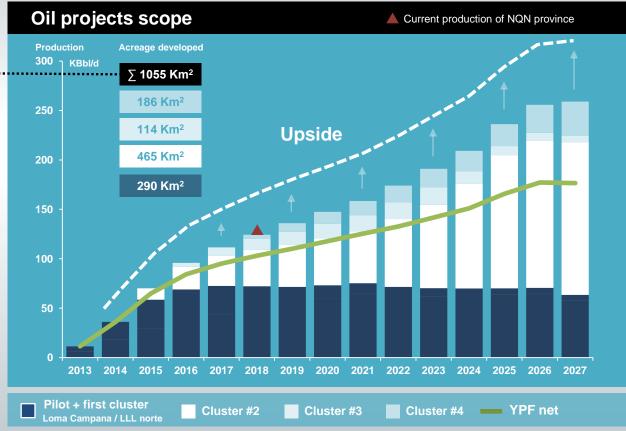
#### Better prospect than U.S. comparable basin



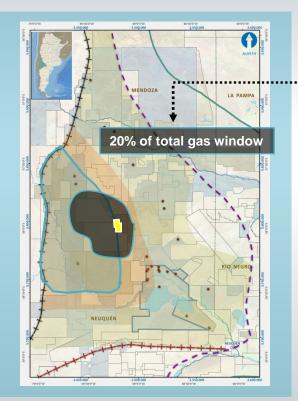


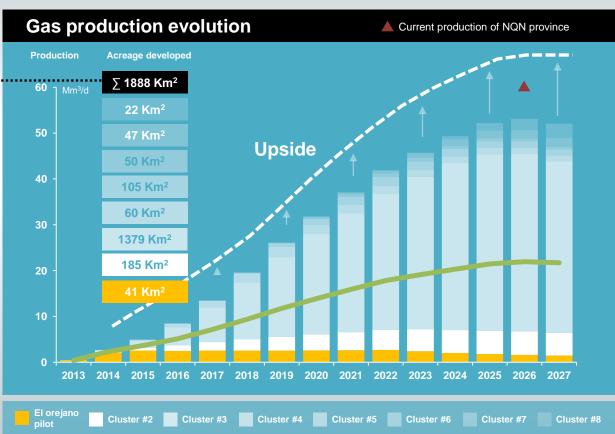
#### Shale oil development plan



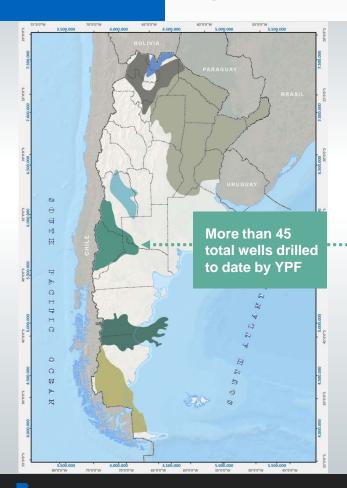


#### Shale gas development plan





#### **Huge unconventional potential in Argentina**



Among top 3 in the world (along China and U.S.A.), most advanced in shale oil

Tarija Los Monos (shale gas)

Cretaceous Yacoraite (shale/tight/oil & gas)

Chaco Paraná Devonico – Permico (shale oil)

#### Neuquina

Vaca Muerta (shale oil/gas)

Los Molles (shale gas) Agrio (shale oil) Lajas (tight gas)

Mulichinco (tight oil/gas)

#### Cuyana

Cacheuta (shale oil) Potrerillos (tight oil)

#### Golfo San Jorge

Pozo D-129 (shale oil/tight oil) Neocomiano (shale oil/gas)

Austral Inoceramus

#### Unlocking the potential



#### **Partners**

#### **Strategic**

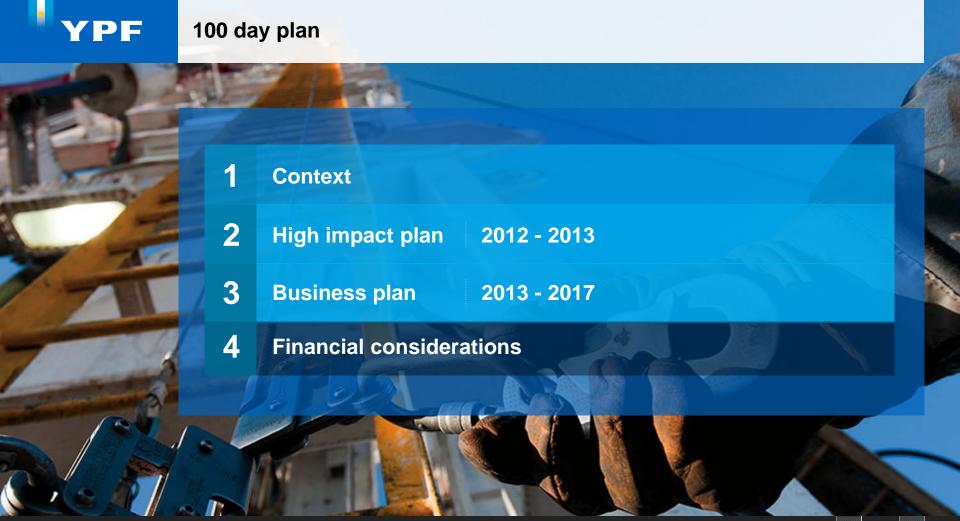
Unconventional experts

#### **Technology**

Services and applications

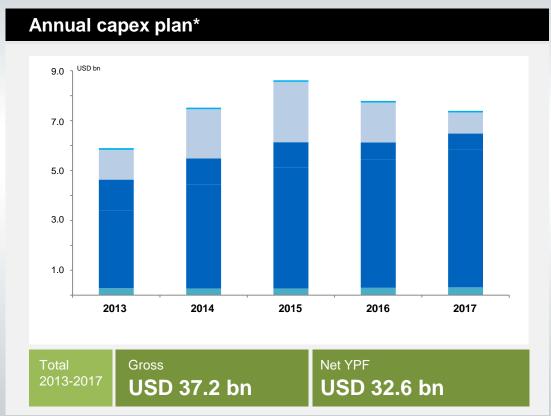
#### **Financial**

Local and international markets

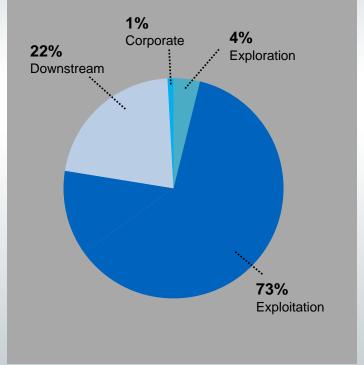




#### **Business plan - total capex**



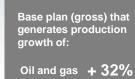
#### 2013 - 2017 breakdown



<sup>\*</sup> Total base plan (gross)

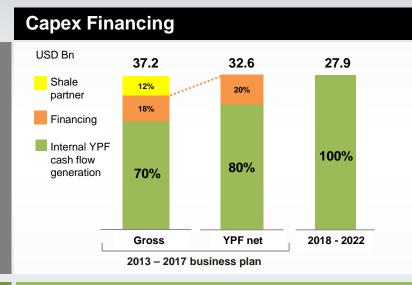


#### Cash flow generation and external financing needs

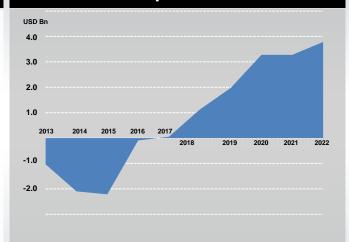


+ 37% Gasoline and diesel in 5 years

in 5 years



#### Free cash flow profile - YPF net



#### **Financiability** drivers

- Strong operating performance: growing EBITDA
- Prudent leverage: maximum debt/EBITDA < 1.5x
- Shale partner with 50% working interest in first cluster (250 km<sup>2</sup>) entering at an attractive IRR (carrying YPF in pilot development of 40km<sup>2</sup>)
- Dividend policy: pay out ratio > 5%

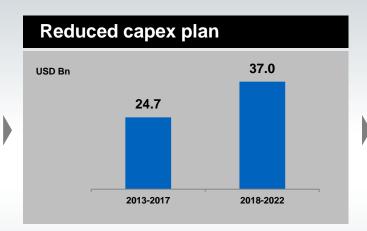


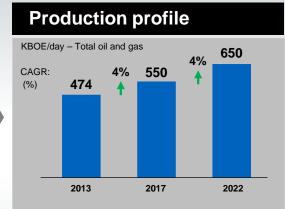
#### Stress test – reduced external financing

#### **Conservative scenario**

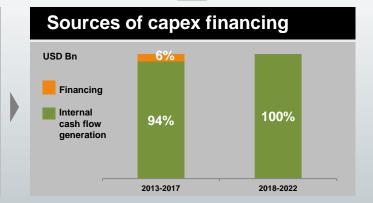
No shale partner

Only USD 500 million additional debt financing p.a. (2013 – 2015)





Financing with local banks / capital markets or with government sponsored funds



Sufficient supply to meet growing demand, while maintaining target market share

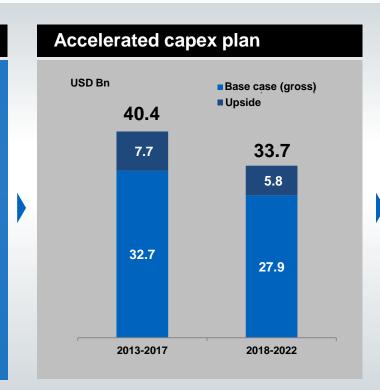


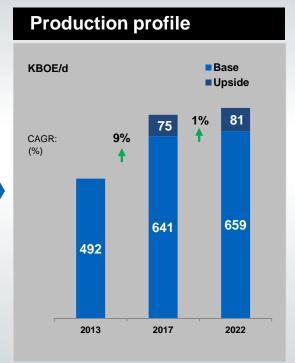
#### **Upside scenario – faster ramp-up of shale**

#### **Upside scenario**

#### **More shale partners** (50% working interest)

- 1 + shale oil cluster (290 km<sup>2</sup>)
- 1 + shale gas cluster  $(80 \text{ km}^2)$





Reflects only part of the upside (still more than 65% of YPF's acreage in Vaca Muerta undeveloped by 2017)

32%

Oil and gas production growth 37%



Diesel and gasoline production growth

**New jobs** 





### **Q&A Session**





#### **Business plan 2013 – 2017** 100 day plan

