

# Third Quarter 2011 Results

## WEBCAST – CONFERENCE CALL

November 10<sup>th</sup>, 2011

**Mr. Miguel Martínez**  
CFO



November 2011

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# Agenda

**Q3 2011 Results**

**Status of Upstream activity**

**Update on unconventional oil in YPF**

**Startup of Cartagena and Bilbao**

# Agenda

## **Q3 2011 Results**

Status of Upstream activity

Update on unconventional oil in YPF

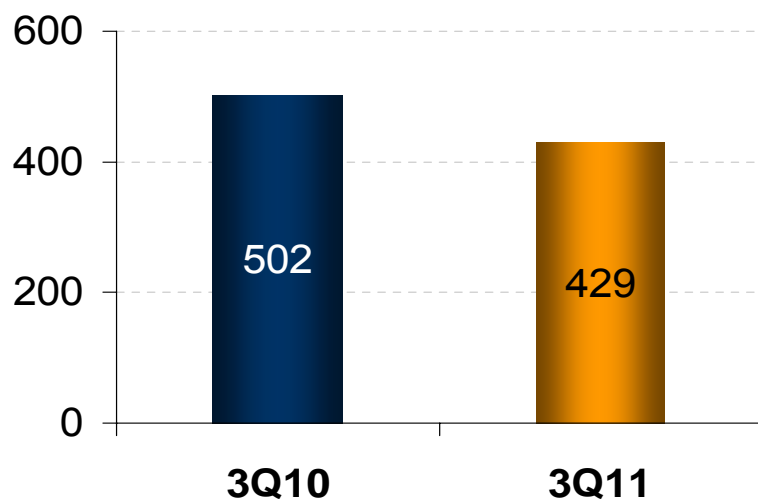
Startup of Cartagena and Bilbao

# Q3 2011 Results

## Overview

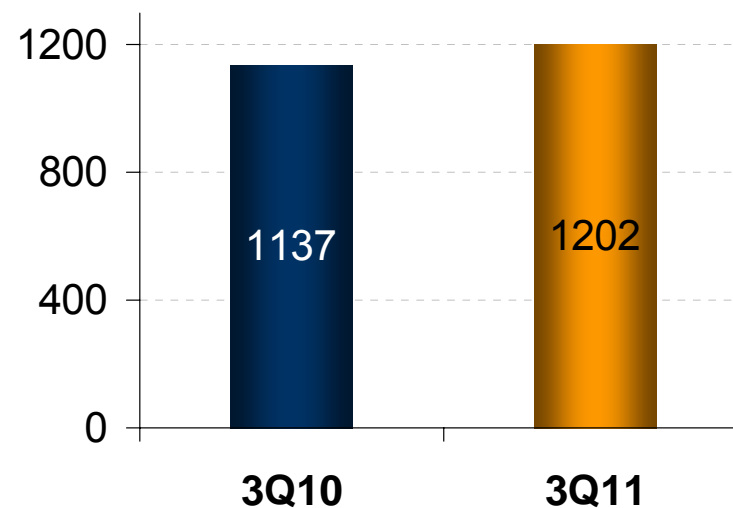
### CCS Adjusted Net Income

Million €



### CCS Adjusted Operating Income

Million €

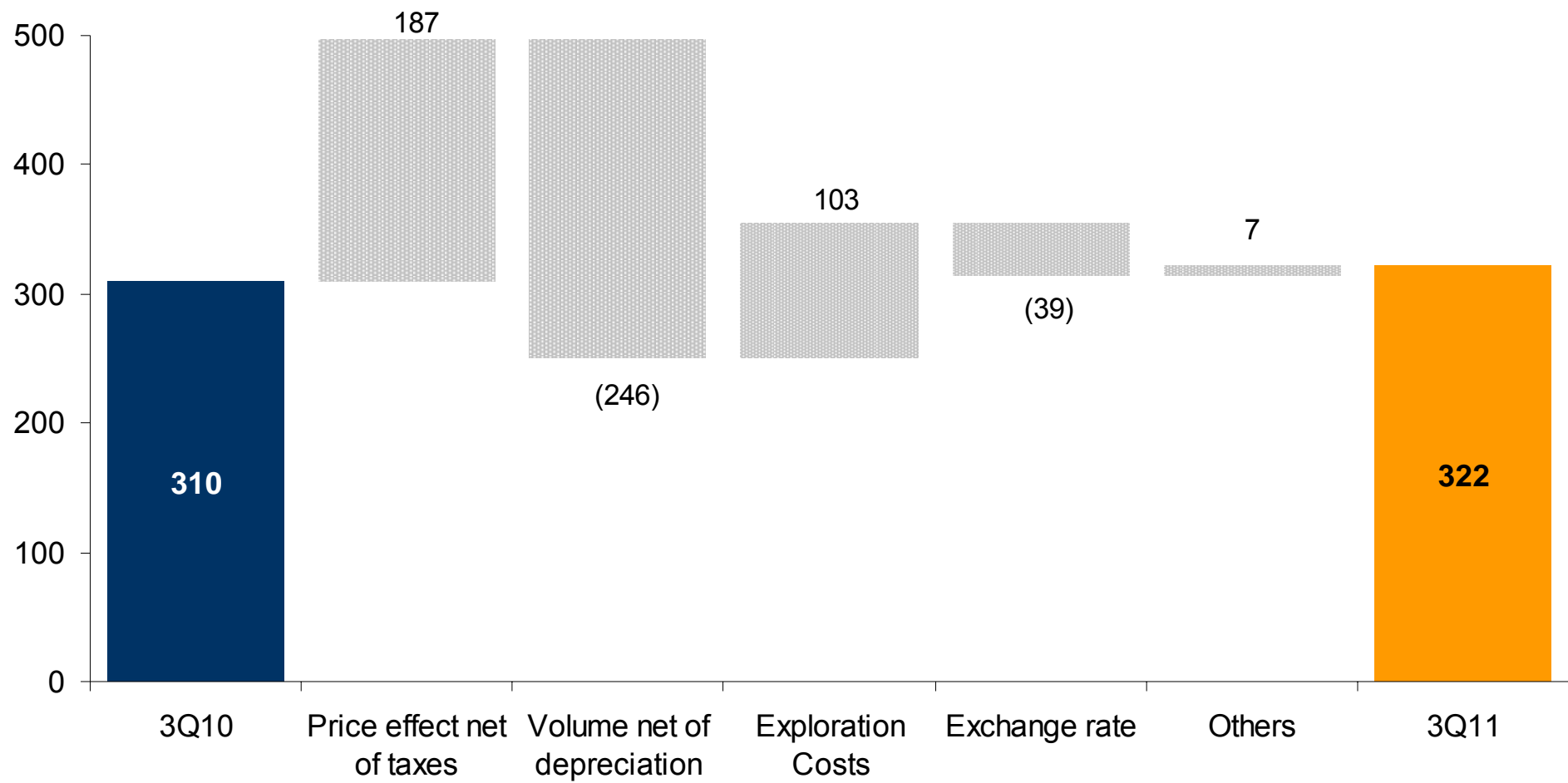


- Excellent performance in YPF
- Better results in LNG
- Increased results in Upstream

# Q3 2011 Results

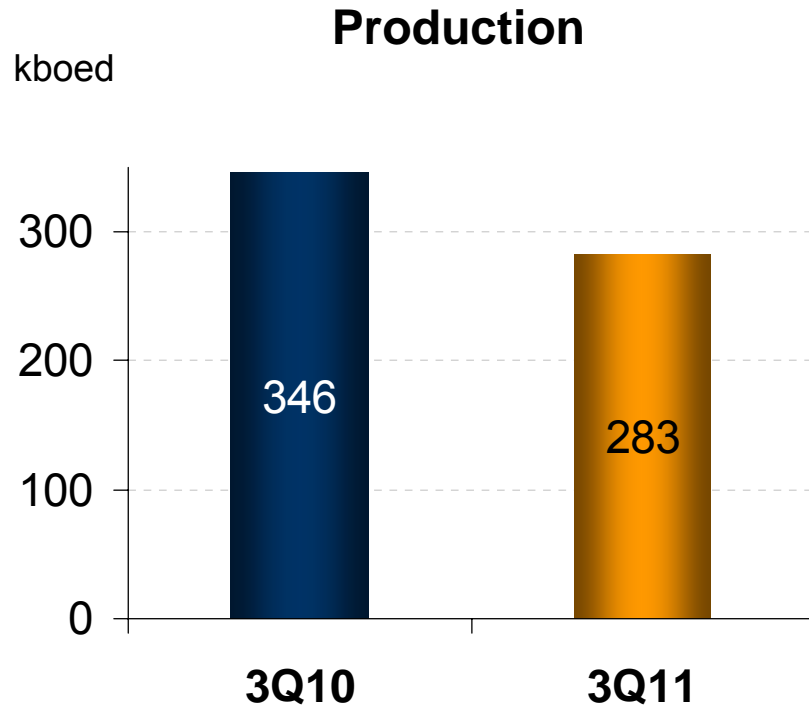
## Upstream Adjusted Operating Income

Million €



# Q3 2011 Results

## *Production*



### Main Factors:

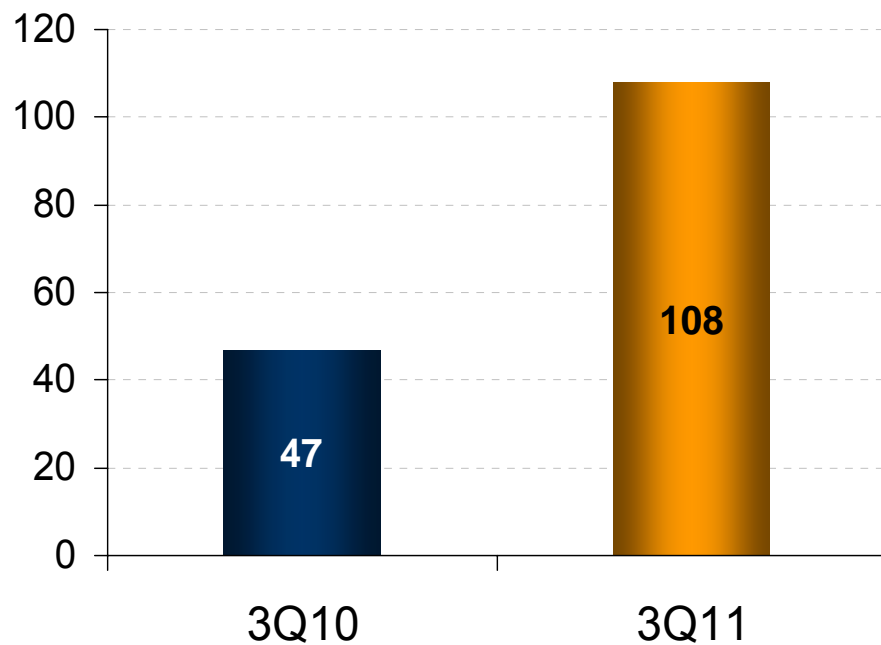
- Unrest in Libya
- Maintenance & refurbishing works in T&T

- ✓ Shenzi production is back to 2010 levels
- ✓ Peru production increased due to LNG project
- ✓ Libya already producing

# Q3 2011 Results

## *LNG Adjusted Operating Income*

Million €



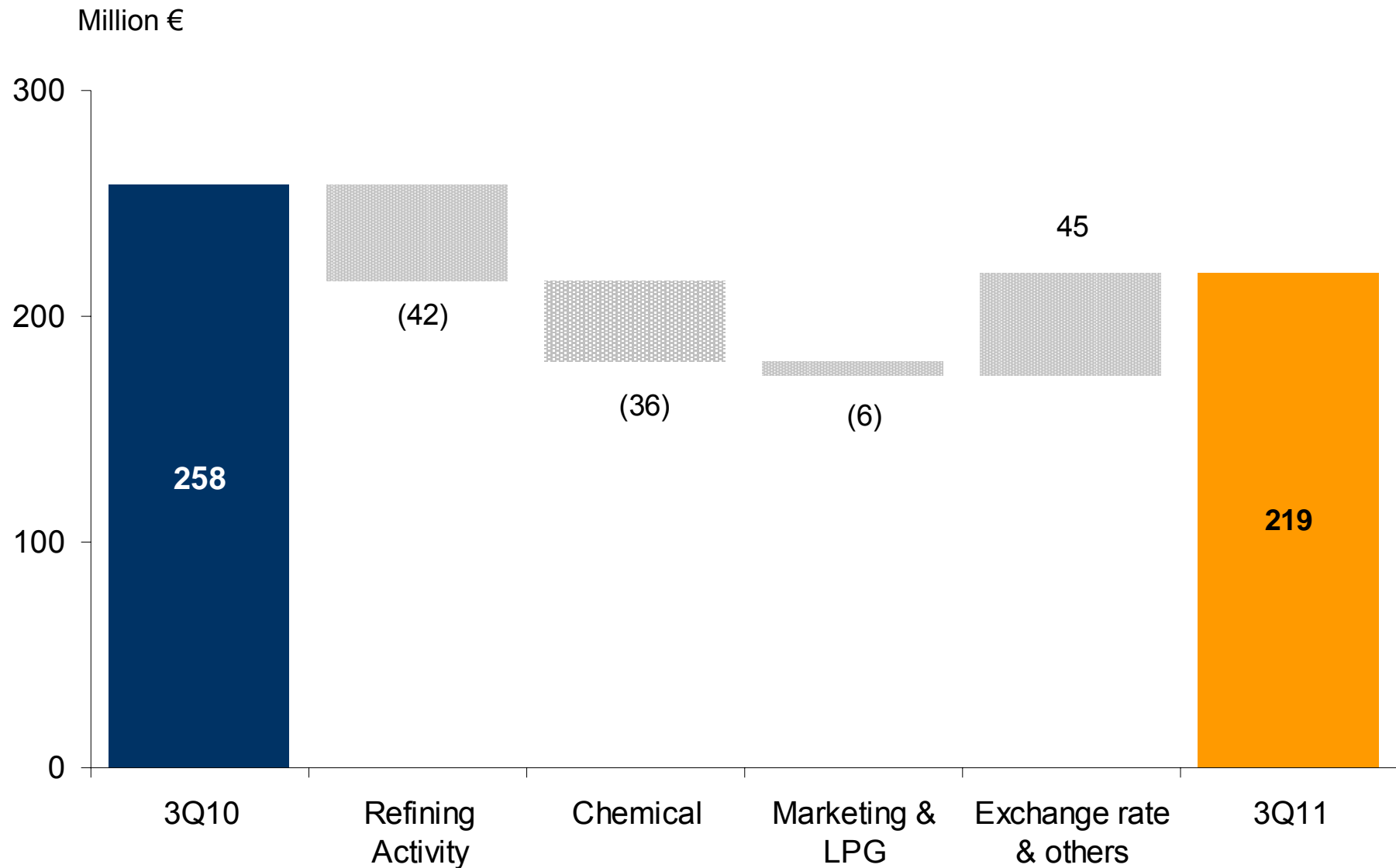
### Main Factors:

- Higher Peru LNG volumes
- Stronger LNG marketing margins



# Q3 2011 Results

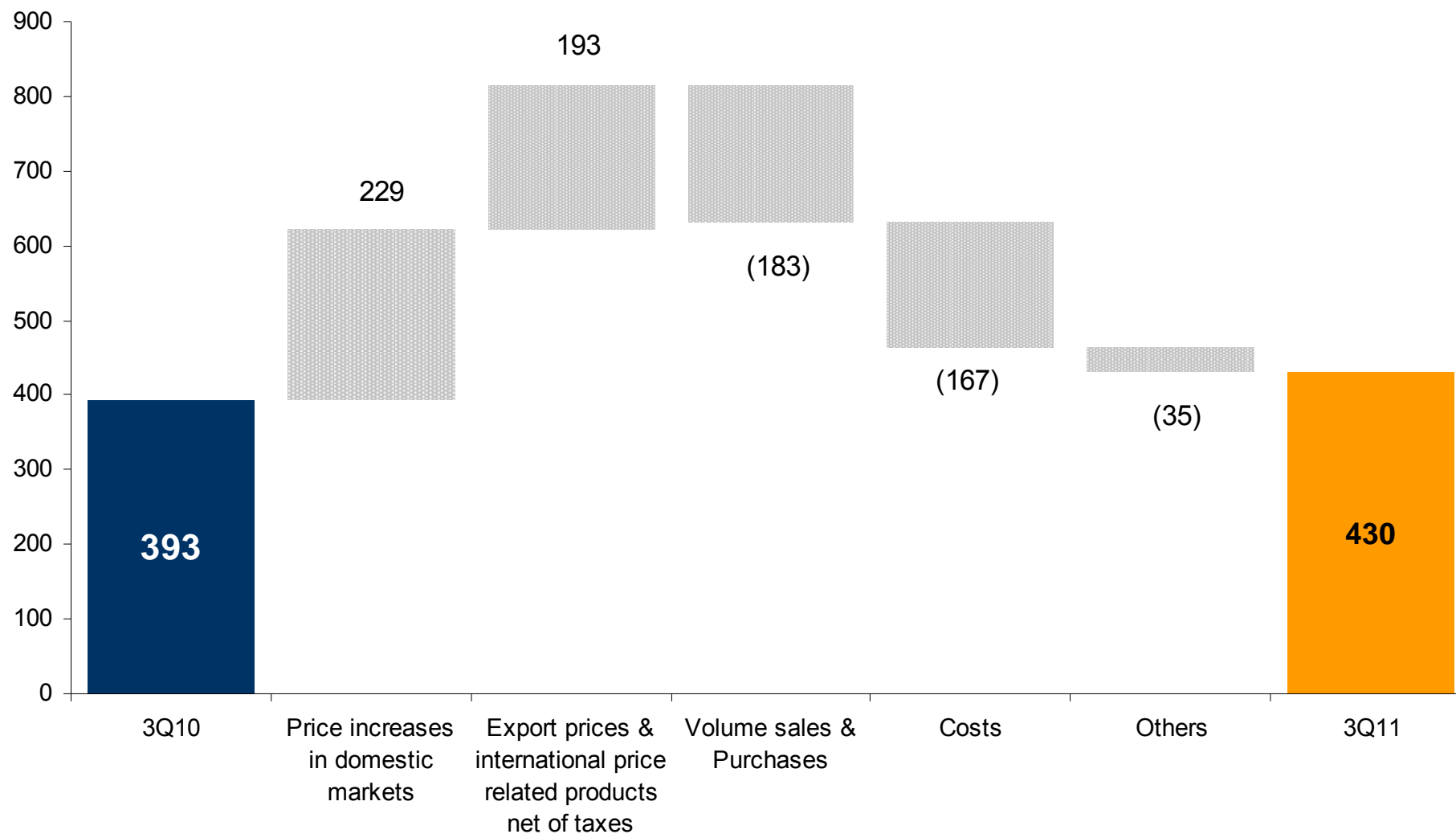
## *Downstream CCS Adjusted Operating Income*



# Q3 2011 Results

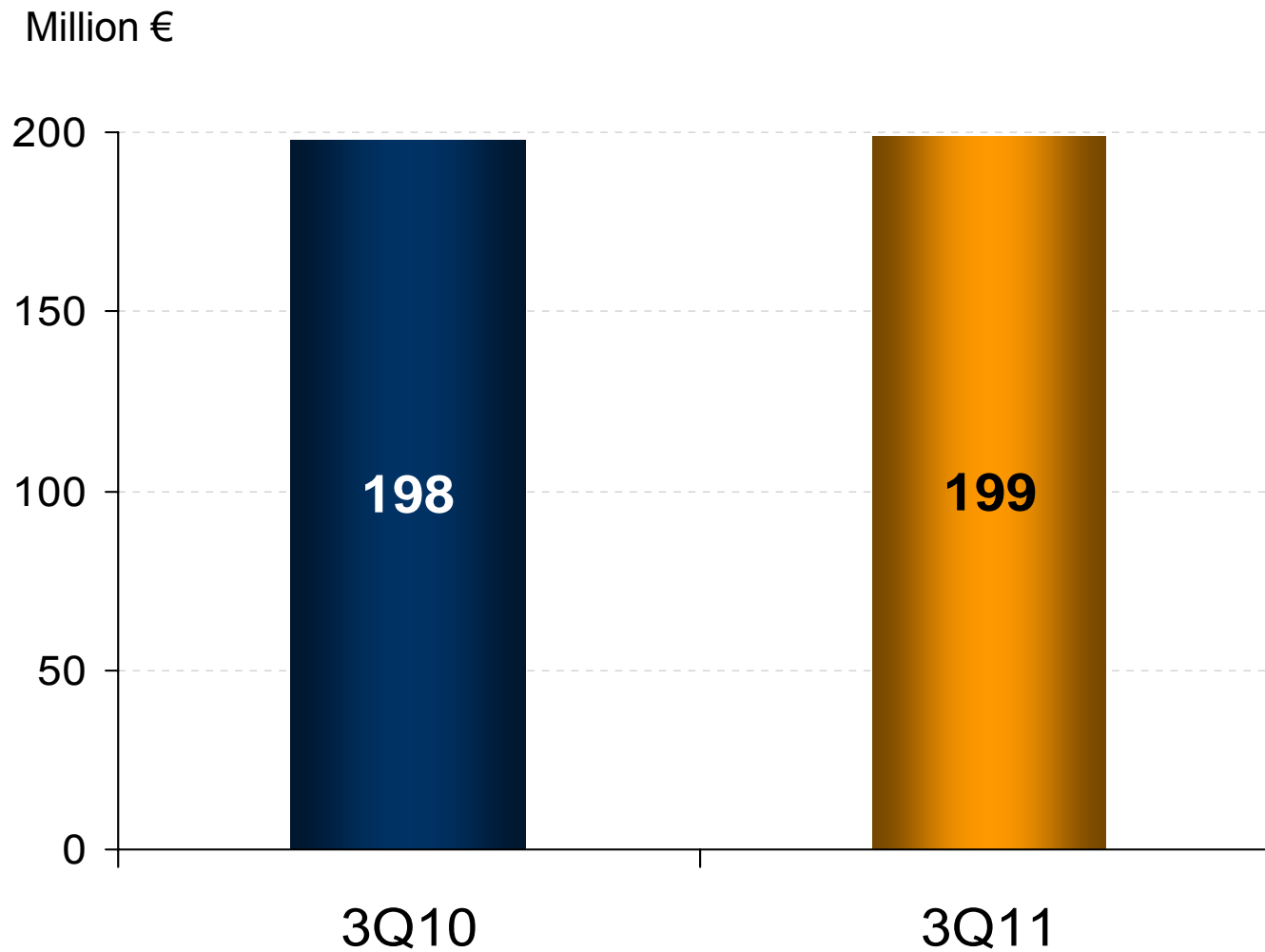
## YPF Adjusted Operating Income

Million €



# Q3 2011 Results

*Gas Natural Fenosa Adjusted Operating Income*



# Agenda

Q3 2011 Results

**Status of Upstream activity**

Update on unconventional oil in YPF

Startup of Cartagena and Bilbao

# Exploratory program

*Up to date activity*



## POSITIVE RESULTS

- **Exploratory wells (Brazil):**
  - Gavea
  - Tingua
  - Malombe
- **Appraisal wells:**
  - Peru (Kinteroni 2, 3)
  - Venezuela (Perla 4X, 5X)
  - Carioca NE
  - GoM (Buckskin 2)
  - Brazil (Guara Sul)

## CURRENT ACTIVITY

- **Exploratory wells:**
  - 3 in Brazil (Abaré, Pao de Azucar, Itaborai)
  - 1 in Bolivia (Sararenda)
- **Appraisal wells:**
  - Brazil (Guara RDA)

# Exploratory program

*Rest of the year activity*

COUNTRY	WELL
BRAZIL	SAGITARIO (BM-S-50) CARIOCA SELA (BM-S-9)
SIERRALEONE	JUPITER
GUYANA	JAGUAR
PERU	SAGARI
NORWAY	ULVETANNA

(\*) the six wells will be finished in 2012

# Agenda

Q3 2011 Results

Status of Upstream activity

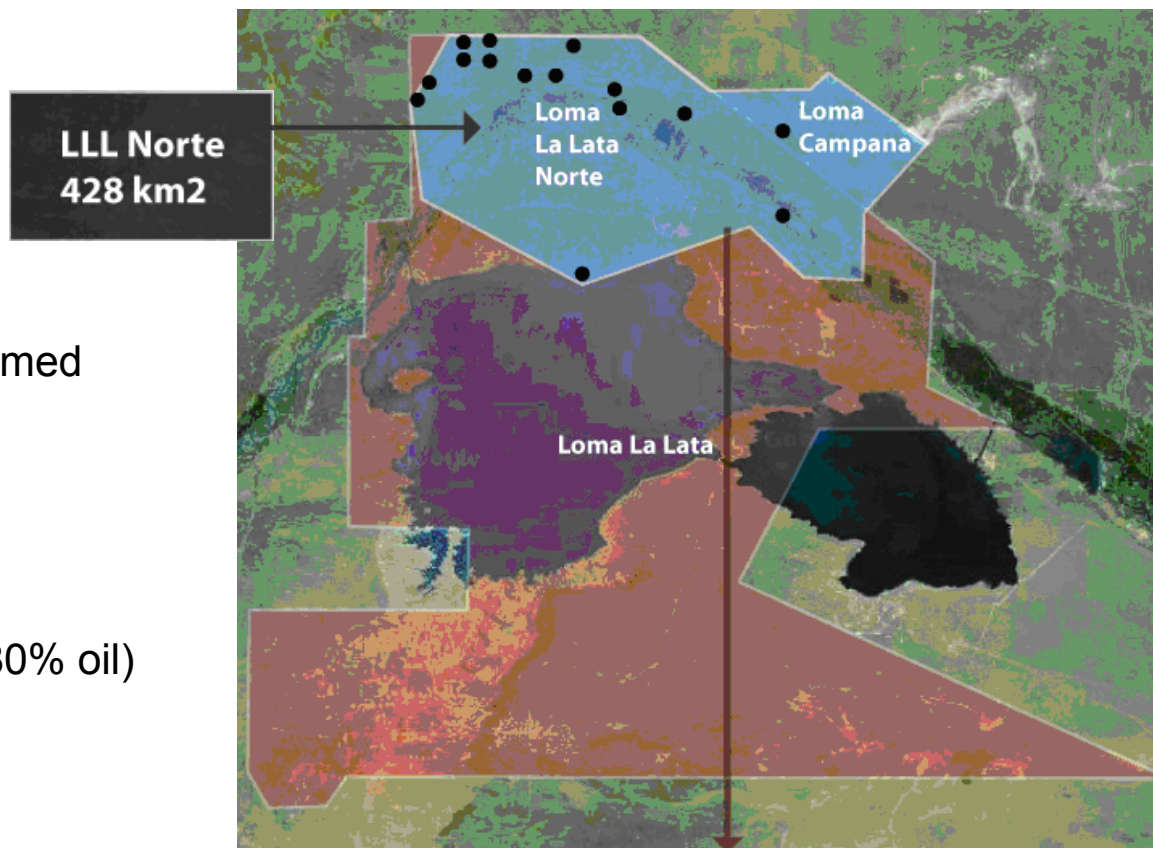
**Update on unconventional oil in YPF**

Startup of Cartagena and Bilbao

# YPF Unconventional Program

## *Progress on shale oil (II)*

- 428 Km2 area where pilot was performed
- 15 positive wells in production
- Initial productions: 200 / 600 BPD
- 43 M Bbl/km2 of OOIP (estimated)
- Recoverable resources: 927 Mboe (80% oil)

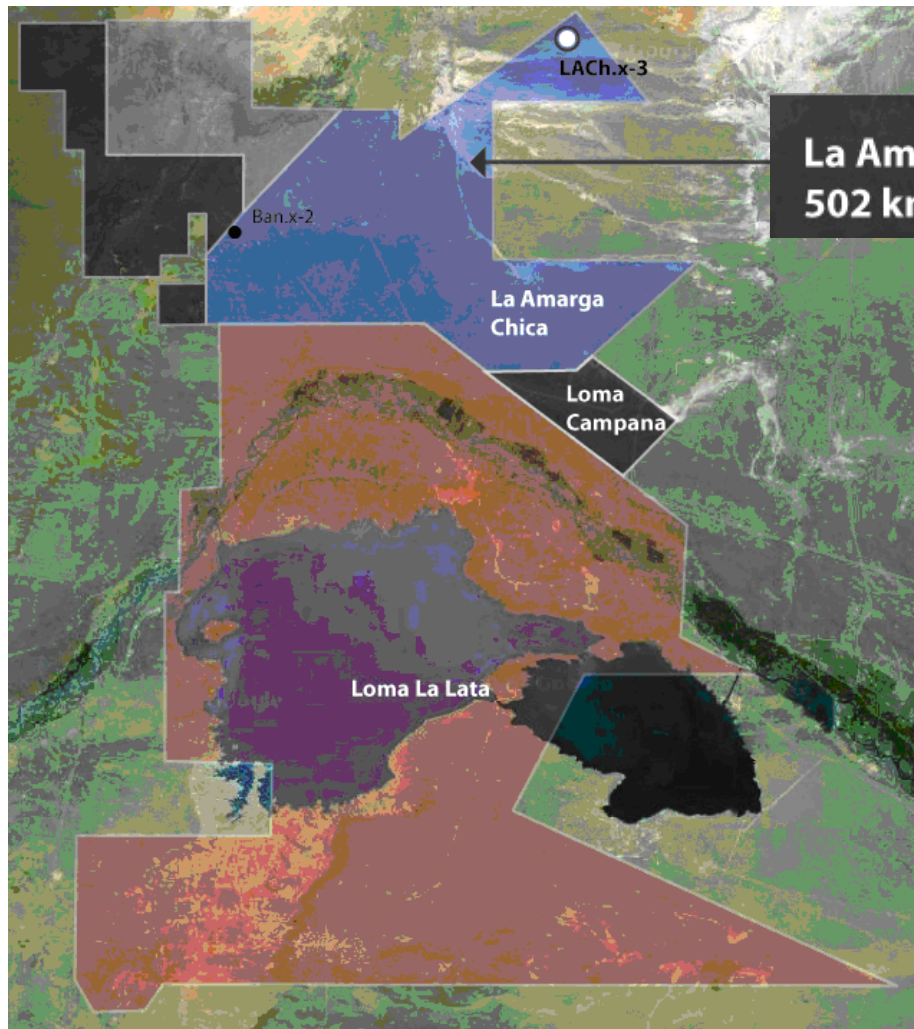


Loma La Lata Norte + Loma Campana	Surface (km2)	Crude (Mbbbls)	Gas (BCFs)	BOE (Mboe)
	428	741	1040	927



# YPF Unconventional Program

## *Progress on shale oil (III)*



**La Amarga Chica  
502 km<sup>2</sup>**

- Second area of 502 Km<sup>2</sup> area (306 Km<sup>2</sup> net) where additional activity is being conducted.
- Two discoveries: Bajada de Añelo, La Amarga Chica.
- Positive preliminary data.

# YPF Unconventional Program

*Progress on shale oil (I)*

## Activity & Results

**Area 1**  
**430 km<sup>2</sup>**

- 15 wells drilled and producing
- Further development in 2012
- 927 Mboe estimated recoverable resources

**Area 2**  
**502 km<sup>2</sup>**

- 2 wells drilled with good results
- Further appraisal activity in 2012

**Future Areas**

- Activity on remaining 11,000 km<sup>2</sup>

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Q3 2011 Results

Status of Upstream activity

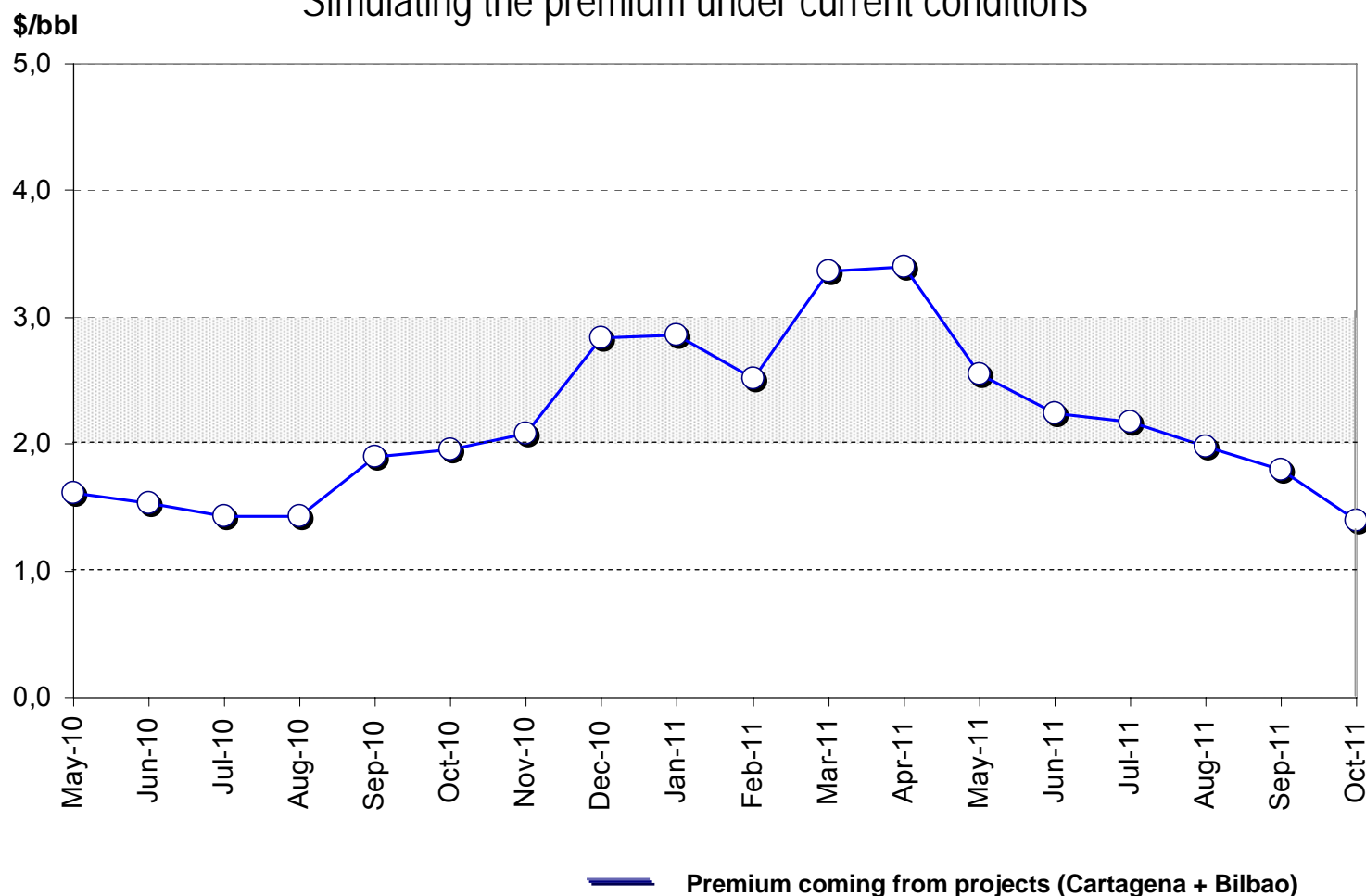
Update on unconventional oil in YPF

**Startup of Cartagena and Bilbao**

# Startup of Cartagena and Bilbao



Simulating the premium under current conditions



The premium on refining margins would consistently be above 2\$/bbl  
 Increase in CCS Operating Free Cash Flow before taxes ~ 1,1 Bn€ / Year (\*)

(\*) Based on a +2\$/bbl premium, and taking into account the difference in investments between both years.

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