

YPF SOCIEDAD ANONIMA
Form 6-K
February 27, 2015

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 6-K

Report of Foreign Issuer

**Pursuant to Rule 13a-16 or 15d-16
of the Securities Exchange Act of 1934**

For the month of February, 2015

Commission File Number: 001-12102

YPF Sociedad Anónima

(Exact name of registrant as specified in its charter)

Macacha Güemes 515

C1106BKK Buenos Aires, Argentina

(Address of principal executive office)

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Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F:

Form 20-F Form 40-F

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1):

Yes No

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Yes No

YPF Sociedad Anonima

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Full Year 2014
Earnings Webcast
February 27, 2015 Buenos Aires, Argentina

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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, including statements with respect to YPF's future financial condition, financial, operating, reserve replacement and other ratios, business strategy, geographic concentration, business concentration, production and marketed volumes and reserves, as well as YPF's plans and objectives with respect to future capital expenditures, investments, expansion and other projects, exploration activities, ownership interests, savings and dividend payout policies. These forward-looking statements may also include assumptions regarding future economic conditions, such as future crude oil and other prices, refining and marketing margins and exchange rates. These statements are not guarantees of performance and are subject to material risks, uncertainties, changes and other factors which 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 conditions, such as future crude oil and other prices, refining margins and exchange rates, could differ materially from those expressed or implied in these forward-looking statements. Important factors that could cause such differences include, but are not limited to, oil, gas and other price fluctuations.

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Increased sales by 6.4% in USD driven by volume and price increase across most products

Continued development of shale and tight opportunities

Executed selected acquisitions that enhance our asset base

Upstream production increase of 13.5% to 560.1 KBOE/d

Increased Proven Reserves by 11.9%; RRR was 163%

Highlights 2014

Increased Adj. EBITDA by 16.8% in USD, Operating Income by 11.0% in USD and operating cash flow by 120% in USD, expanding Adj. EBITDA margin to 29.2%

Raised USD 1 billion in the international markets and maintained sound capital structure: Net Debt / EBITDA = 0.9x

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Volume and sales growth resulted in margin expansion.

Adj. EBITDA grew by 17% and operating income by 11% y-o-y.

Revenues

(1)

(millions of USD)

Operating Income

(1)

(millions of USD)

Adj. EBITDA

(1) (2)

(millions of USD)

(1)

YPF

financial

statement

values

in

IFRS
converted
to
USD
using
an
average
exchange
rate
of
Ps
5.5
and
Ps
8.1
to
U.S.\$1.00
for
2013
and
2014,
respectively.
(2)
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.

+6.4%

+11%

+16.8%

Review of Operation

Results Expressed in US Dollars

16,514

17,576

2013

2014

4,391

5,128

2013

2014

2,202

2,445

2013

2014

7
Crude
Oil
Production
(Kbbl/d)
Natural
Gas
Production
(Mm
3
/d)
Review of Operations
Production
Total
Production
(Kboe/d)
+5.3%
+25.1%

+13.5%
Production
increase
resulting
from
development
of
shale
+
tight,
conventional
fields
and
acquisitions.
YSUR
Tight + Shale
Conventional
232.3
244.6
2013
2014
33.9
42.4
2013
2014
471.6
472.8
38.6
21.8
48.7
493.4
560.1
2013
2014

8

Liquids

(Mbbbl)

Natural

Gas

(Mboe)

Review of Operations

Reserves

Total

Hydrocarbon

(Mboe)

+6.4%

+18.0%

+11.9%

Boosted proved reserves by 11.9%. Solid results coming from secondary recovery projects, tight gas and shale formations, extension of concessions and acquisitions.

163%

144%

184%
1,083
1,212
2013
2014
455
537
2013
2014
628
675
2013
2014
RRR
RRR
RRR

9

Progress on
Shale Oil & Gas Developments

182

Shale wells
drilled in 2014

Horizontal well sweet spot identified in Loma Campana

Three distinct horizons evaluated with delineation wells

2015

focus

shifting

to

more

cost

effective

horizontal

wells

290

Shale wells in production

41.2

KBOE/D Shale Production

First operated shale gas pilot started, with positive initial results

2015 focus on completing the pilot project with vertical and horizontal wells

Sufficient gas processing capacity available

Loma Campana (Oil)

El Orejano (Gas)

(1)

January 2015 gross production.

10

Shale Development **Main Challenges**

Ongoing Initiatives

Increase
the
extension
and
number
of
fractures
of
horizontal
wells.

Optimize costs by using national sand and new stimulation service contracts.

Low-cost monobore 3 ½
horizontal wells for areas with low productivity.

Future Challenges

Development

of
the
horizontal
sweet
spot
in
factory
mode,
across
different
horizons.

Understanding the subsurface to resolve interferences detected between wells.

Vertical supply chain integration (sand, distribution, etc.).

11

Renewed Focus on **Natural Gas**

42.4

Mm

3

/d

Gas

Production*

110

Gas wells drilled in 2014

25%

Production Growth Y-o-Y

(*) Includes YSUR, MAXUS and Ramos YEE

Gas production boosted mainly due to YSUR and Tight Gas performance

0

5

10

15

20
25
30
35
40
45
50

CONVENTIONAL
YSUR
TIGHT GAS
SHALE

12
Stay the course on **Mature Fields**
10%
Production Growth Y-o-Y
40%
Of total Oil Production
Focus on Secondary Recovery of Mature Fields
1 billion
Barrels of water Injected
50
100
150
200
250
Q1-12
Q2-12
Q3-12
Q4-12

Q1-13

Q2-13

Q3-13

Q4-13

Q1-14

Q2-14

Q3-14

Q4-14

PRIMARY

SECONDARY

YSUR

SHALE

13
+4.3%
Crude
processed
(kbbbl/d)
Domestic
sales
of
refined
products
(Km
3
)
+6%
Review of Operations **Downstream Performance**
+4%
+1%
Crude processing up 4% to 91% of capacity.

Sales volume growth across most products.

+54%

15,988

16,916

2013

2014

Others

LPG

Fuel Oil

JP1

Gasoline

Diesel

278

290

2013

2014

14

Review of Operations **Refined Products Demand**

Monthly

Gasoline

Sales

(Km

3

)

Brand recognition; solid demand based on slight market share growth.

2014

2013

Monthly

Diesel

Sales

(Km

3

)

2014

2013

54.6%

57.7%

57.7%

60.0%

Gasoline Market Share

2013

2014

Diesel Market Share

2013

2014

+ 3.9%

+ 0.8%

300

320

340

360

380

400

420

440

Jan

Feb

Mar

Apr

May

Jun

Jul

Aug

Sep

Oct

Nov

Dec

500

550

600

650

700

750

800

Jan

Feb

Mar

Apr

May

Jun

Jul

Aug

Sep

Oct

Nov
Dec

15

5% reduction of gasoline and diesel prices at the pump,
partially supported by federal taxes reduction. (Dec. 2579/14)

Recent changes in domestic prices

Understanding among various sectors and the Argentine Federal
Government to reduce domestic crude oil prices by U.S.\$7/Bbl.

Lower cost for YPF on domestic crude oil purchases
(~20% of total processed crude)

Reduction on royalties paid amounts to provinces due
to lower wellhead prices

Additional U.S.\$3/Bbl compensation for producers that maintain or
increase production from one year to another.

Reduction of export taxes for all products to 1%, while Brent price
is
below
U.S.\$71/Bbl.

(Resolution
1077/14

-

Ministry
of
Economy)

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17
Revenues
(millions
of
Ps)
Adj.EBITDA
(millions
of
Ps)
(1)
FY 2014 Financial Results
Operating
Income
(millions
of
Ps)
+57.5%
+72.8%

+64.3%

Production and sales volume growth, coupled with pricing discipline, led to solid financial results and healthy margins.

(1)

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.
23,962
41,412
2013
2014
90,113
141,942
2013
2014
12,015
19,742
2013
2014

18

In million of Ps

FY 2014 Financial Results

Operating income reached Ps 19.7 billion during 2014, 64% above 2013, despite Ps 1.2 billion of non-cash provision at Maxus

12,015

19,742

51,829

-17,859

-10,105

-8,700

-4,121

-2,112

-1,205

2013

Revenues

Other costs of
sales

Purchases
DD&A
SG&A
Others
expenses
Exploration
expenses
2014

19
FY2014 Upstream Financial Results
Upstream
operating
income
grew
72%
due
to
higher
revenues
driven
by
an
increase
of
production and better prices for crude oil and natural gas.
In millions of Ps

7,179
12,353
28,000
-10,973
-7,589
-3,617
-647
2013
Revenues
Production
costs
DD&A
Royalties
2014

20

FY2014 Downstream Financial Results

Downstream operating income was positively impacted by higher sales volume and prices.

In millions of Ps

6,721

10,978

46,972

-32,399

-4,406

-2,906

-2,011

-993

2013

Revenues

Purchases

Production costs

SG&A

Other expenses

DD&A
2014

21

In millions of Ps

Q4 2014 Financial Results

Although operating income decreases, mainly because of the impact of two one-time charges, recurring results were positive by 10.7%.

2,341

3,820

1,364

2,591

1,479

12,445

-3,674

-3,535

-2,997

-2,829

-1,366

-500

1,227

Recurring
Operating
Income
Q4 2013
One-time Q4
2013
Insurance
recovery
Q4 2013
Revenues
Other costs
of sales
Purchases
Others
expenses
DD&A
SG&A
Exploration
expenses
Q4 2014
One-time Q4
2014 Maxus
provision
Recurring
Operating
Income
Q4 2014

22
Crude
oil
production
(kbbbl/d)
Natural
gas
production
(Mm
3
/d)
Q4 2014 Upstream Results
Production
Total
production
(kboe/d)
+4.4%
+23.1%

+12.7%

Total production grew by 12.7% boosted by a strong increased of 23% in natural gas.

35.5

43.7

Q4 2013

Q4 2014

239.3

249.8

Q4 2013

Q4 2014

517.0

582.8

Q4 2013

Q4 2014

23
+4.3%
Crude
processed
(kbb/d)
Domestic
sales
of
refined
products
(Km
3
)
+9.2%
Q4 2014 Downstream Results -
Sales
+0.4%
0%

Refinery utilization reached 93% helped by lighter crude coming from unconventional production.
All product demand grew by 9%.

+34%

287

296

Q4 2013

Q4 2014

4,094

4,472

Q4 2013

Q4 2014

Others

LPG

Fuel Oil

JP1

Gasoline

Diesel

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(1)

Includes effect of changes in exchange rates.

(2)

Effective
spendings
in
fixed
asset
acquisitions
during
the
year
net
of
the
insurance
recovery

of
Ps
1,818
million.

(3)

Net debt to Adj. EBITDA calculated in USD, Net debt at period end exchange rate of Ps 8.5 to U.S.\$1.00 and Adj. EBITDA at
5,128 / 4,652 = 0.9.

FY 2014 Financial Situation

Cash flow from operations grew Ps 25 billion against 2013.

Sound
capital
structure;

Net
Debt

/

Adj.
EBITDA

LTM
down

to
0.9x

(3)

.
(1)

(2)
+120%

Consolidated statement of cash flows

(in millions of Ps)

Cash flow from operations

(in millions of Ps)

20,964

46,154

2013

2014

10,713

9,758

46,154

6,296

-53,405

Cash at the
beginning 2014

Cashflow from
operations

Net financing

Capex

Cash at the end of
2014

26

Peso denominated debt **35%**

Financial debt amortization schedule

(1) (2)

(in millions of USD)

Average interest rates of **6.84%**

in USD and **23.05%**

in Pesos

(1)

As of December 31, 2014, does not include consolidated companies

(2)

Converted

to

USD

using

the

December

31,

2014
exchange
rate
of
Ps
8.5
to
U.S.\$1.00
and
February
10,
2015
of
Ps
8.7
U.S.\$1.00
for
pro-
forma figures of Notes series XXXVI and XXXVII.
Cash position strengthened
by additional indebtedness in the international and local markets
during Q1 2015.

Financial
Situation
Update

1
Trade facilities
Term Loans
Senior Bonds
and Notes
Average life of almost **3.5**
years

Overdraft
Includes additional issuances in the international market of Notes Series XXVI and XXXVII of U.S.\$175 million and
U.S.\$325
million,
respectively

and
Series
XXXVI
and
XXXVII

of
Ps
950
million
and
Ps
250
million

respectively

5%

11%

10%

74%

Cash

2015

2016

2017

2018

2019

2020+

1,624

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Maintaining activity to avoid compromising long term growth

Focusing on cost reduction opportunities

Executing our JV projects

Finalizing our new coke project to increase gasoline and diesel production by 10%

Maintaining leverage below 1.5x (Net Debt / Adj. EBITDA)

Adapt to a new business environment by:

Outlook 2015

Delivered 2012, 2013 and 2014 results ahead of expectations and built a strong base to face the challenges of a transition year

Track

Record
2015

Full
Year
2014
&
4
th
Quarter
2014
Earnings
Webcast
Questions and Answers

Full Year 2014
Earnings Webcast
February 27, 2015. Buenos Aires, Argentina

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

YPF Sociedad Anónima

Date: February 27, 2015

By: /s/ Diego Celaá

Name: Diego Celaá

Title: Market Relations Officer