

# 1<sup>st</sup> QUARTER 2004 PRELIMINARY RESULTS

WEBCAST-CONFERENCE CALL

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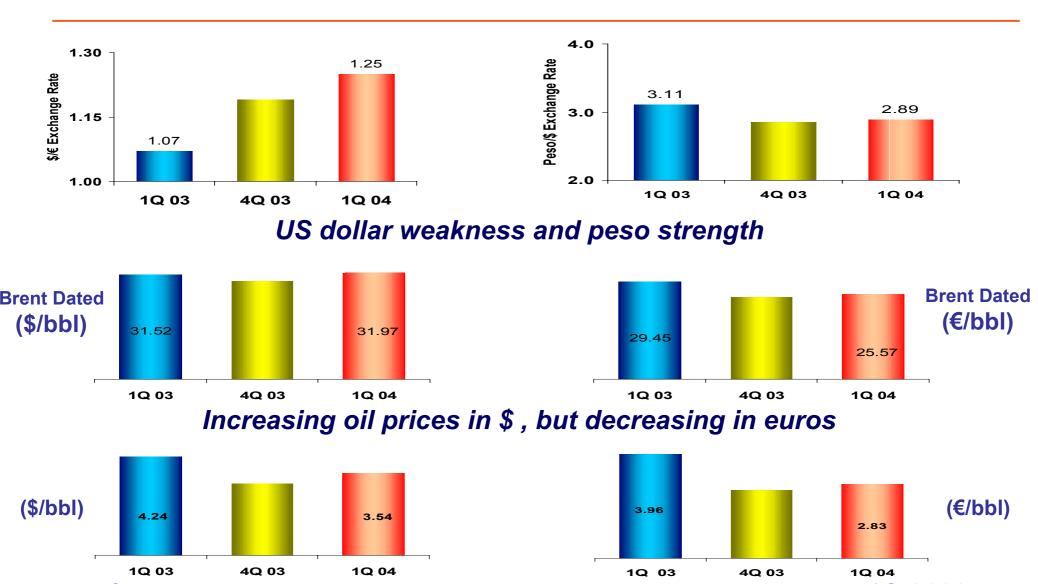


# **HIGHLIGHTS**

Luis Mañas CFO

#### **General Environment**





Refining margins upward trend continues, but still below than 1Q 2003

## Highlights 1Q 2004 vs. 1Q 2003

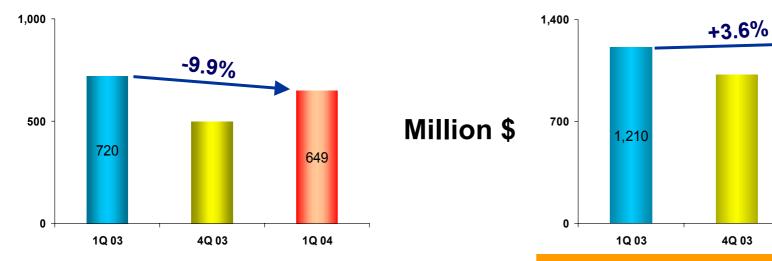


- 12 % production growth in oil&gas
- Similar refining capacity utilisation despite turnarounds
- Higher marketing sales
- Worldwide LNG sales quadrupled
- Close to 60% growth in Atlantic LNG operations
- Tax rate increase to 38%
- Reduction of financial expenses
- Strong free cash flow generation

# 1<sup>st</sup> Quarter Results







1Q 04

1,249

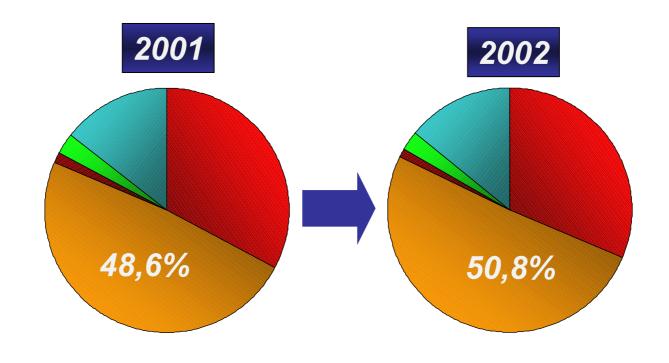




# NATURAL GAS MARKET IN ARGENTINA

# **Primary Energy Consumption**

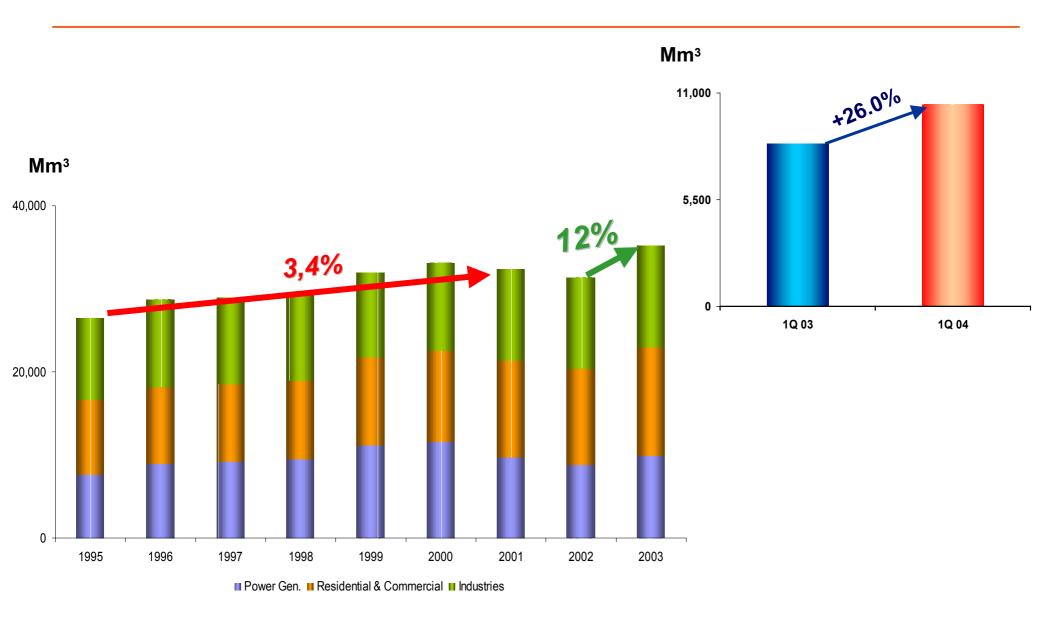




■ Oil ■ Gas ■ Coal ■ Nuclear ■ Hydro

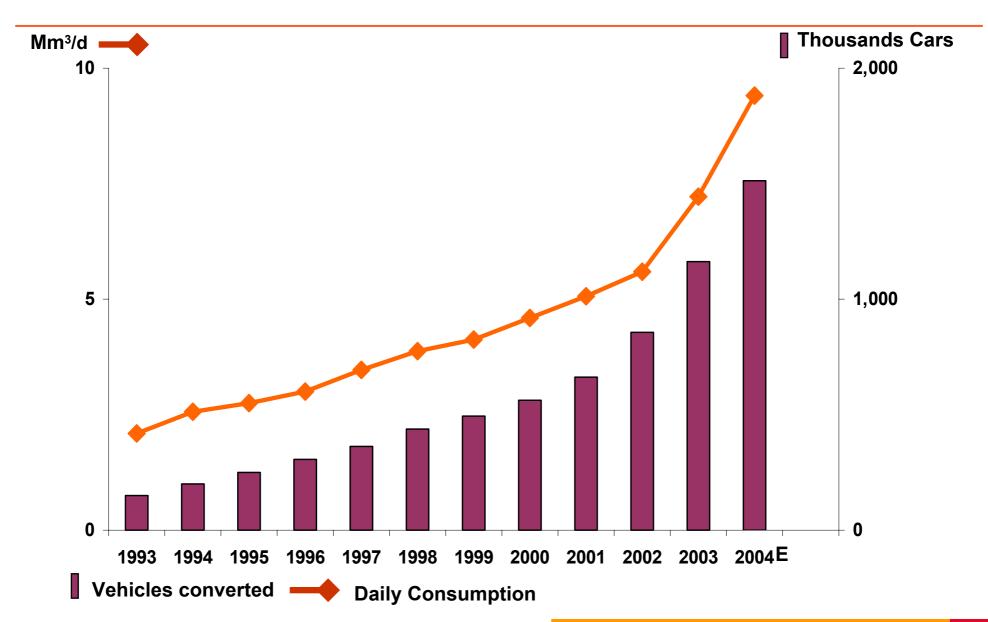
## **Gas demand**





# **Compressed Natural Gas**

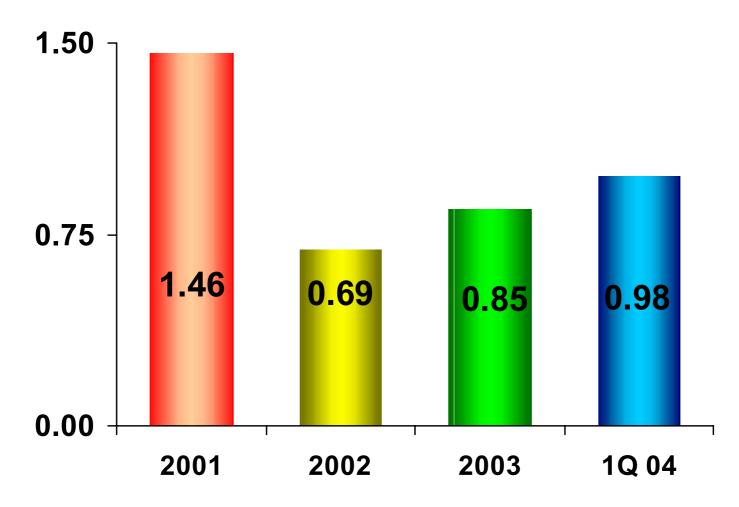




## **Evolution of Gas Price realisation**

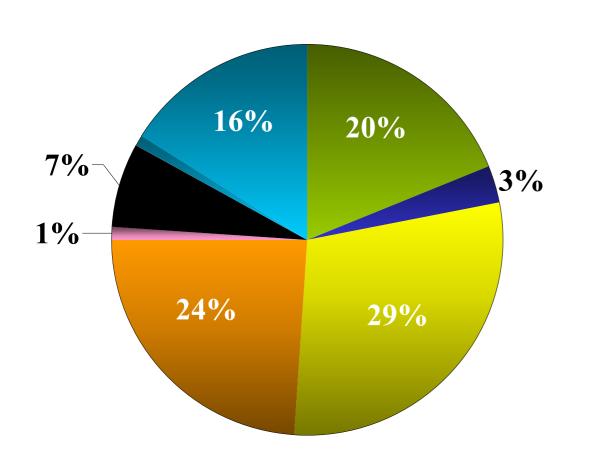


## **US\$/mscf**



## Gas demand in 2003





- Residential
- Commercial
- Industries
- Power Generation
- Public Sector
- CNG
- Exports

#### **Increase in Gas demand**



- Higher conversion to gas in the industrial sector
- CNG conversion for vehicles
- Increase demand by utilities

Increase in gas consumption: 0.8 Bscf/d

## **Correcting the distortions in the market**



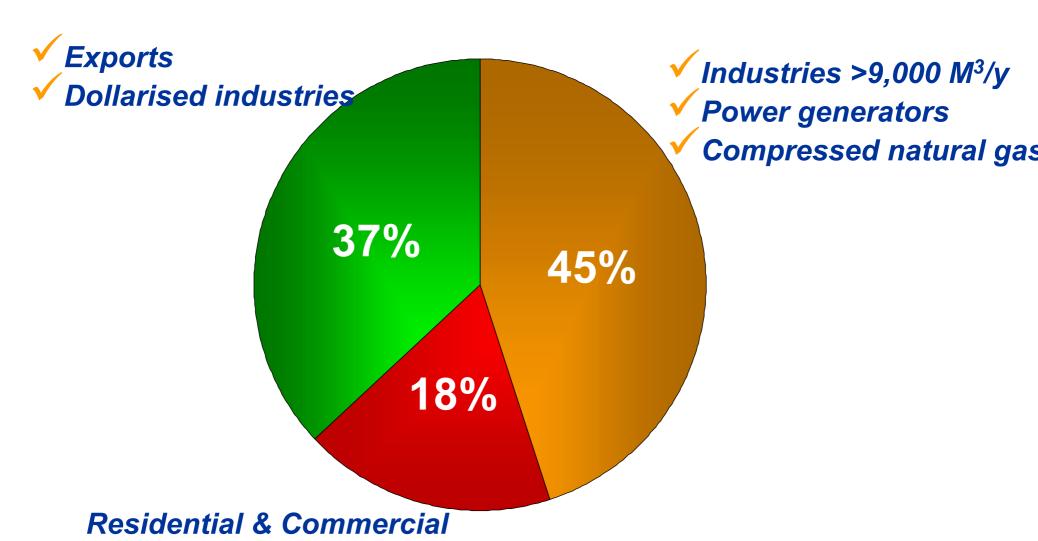
Progressive liberalization of the market for:

- ✓ Industries
- ✓ Power generators
- **✓** Compressed natural gas
- Spot market for gas will be created
- Obligation to release transportation capacity
- Prices will be risen in 4 steps

# **Consumer breakdown by tariff type**

 $<9,000 M^3/y$ 





#### **Price schedule**





Liberalized in 2002

>9,000 M<sup>3</sup>/y

May 04 Oct 04 May 05 Jul 05 +110% +35% 16% +16% +16%

<9,000 M<sup>3</sup>/y

Liberalization by Dec 06

# **Export of Natural Gas**



- Export of surplus volumes temporarily suspended
- Export volumes cannot exceed 2003 levels
- Need to import gas from Bolivia has been acknowledged: most likely from San Antonio and San Alberto fields

#### **Medium term outlook**



- Moving in the right direction of gas liberalization
- Bolivia will accelerate its monetization of gas reserves
- Prices will be set according to market forces
- Argentina, Brazil and Bolivia will become interlinked markets
- Bolivia will be long run marginal supplier



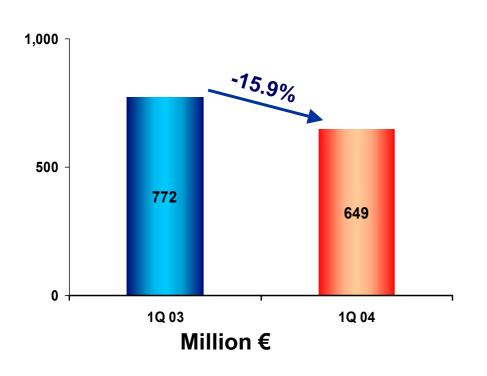


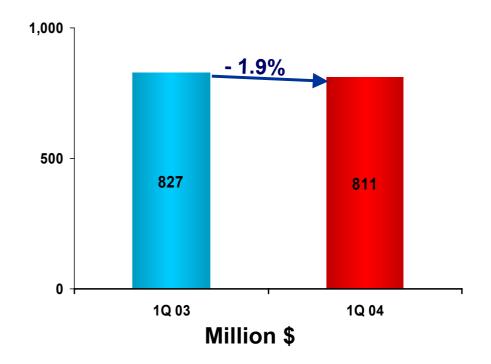
**RESULTS** 

# 1<sup>st</sup> Quarter Results



## Adj. Net Income





# **Comparison 1Q 40 VS. 1Q 03**

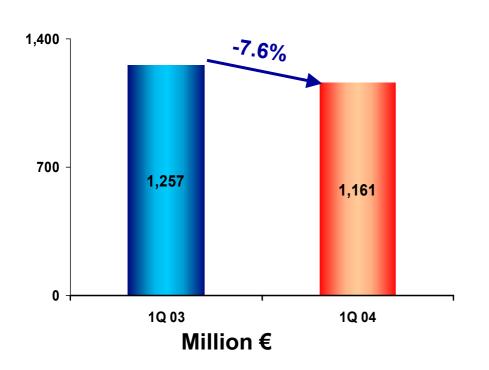


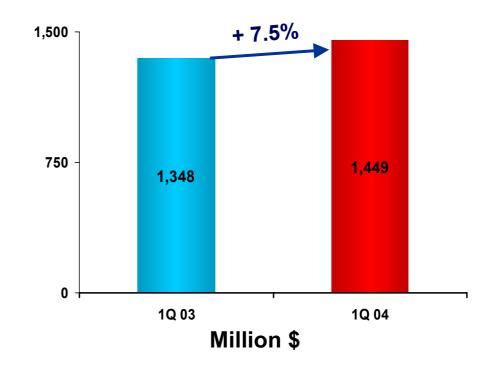
	REPORTED	Adj. by + €/\$ Exchange Rate	Adj. by + Tax Rate
Operating Income	-11.3%	+3.2%	+3.2%
Net Income	-22.6%	-9.9%	-0.4%
Adj. Net income	-15.9%	-2.1%	+6.7%
After tax Cash Flow	-7.6%	+7.5%	+13.3%

# 1<sup>st</sup> Quarter Results



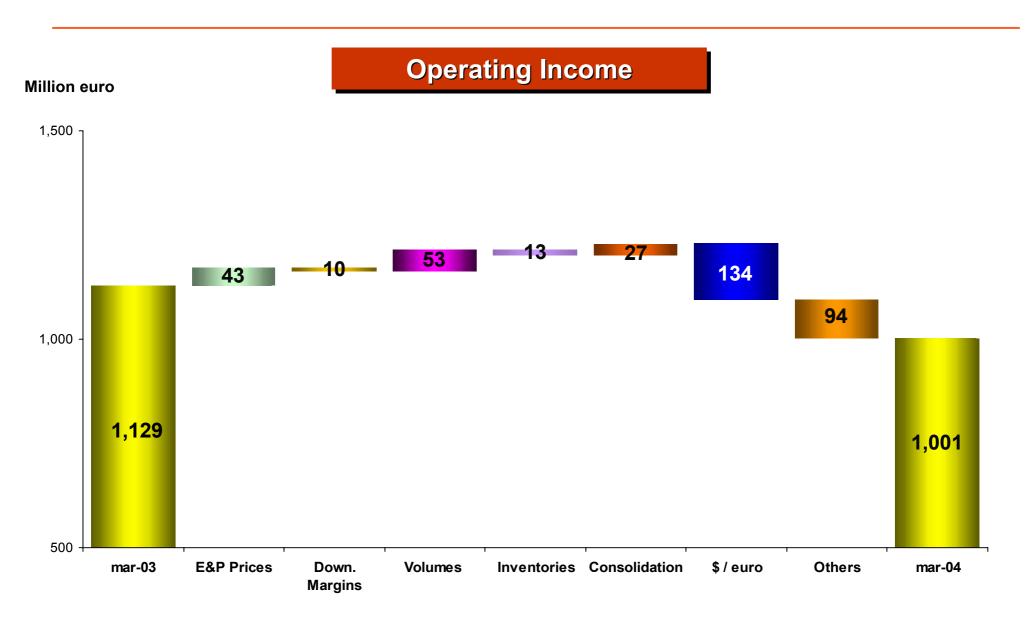
## **After Tax Cash Flow**





# 1<sup>st</sup> Quarter Results

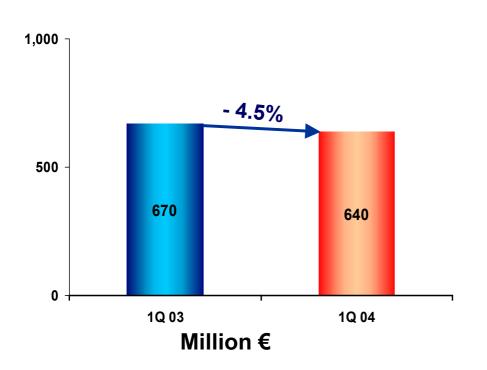


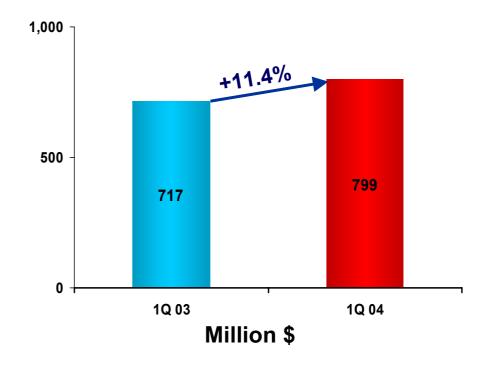


# **Exploration & Production**



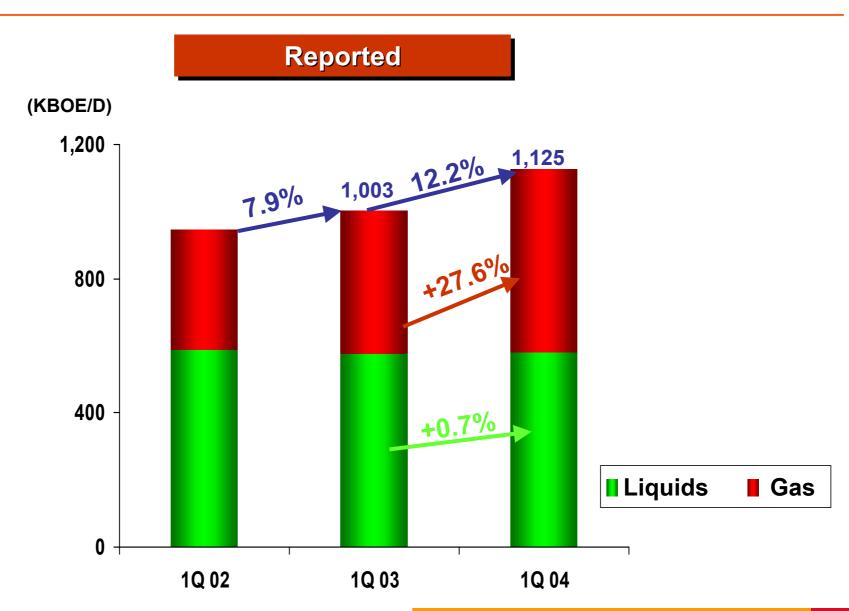
## **Operating Income**





# **Hydrocarbon Production**



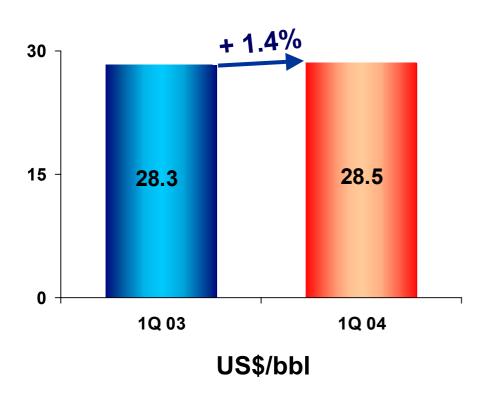


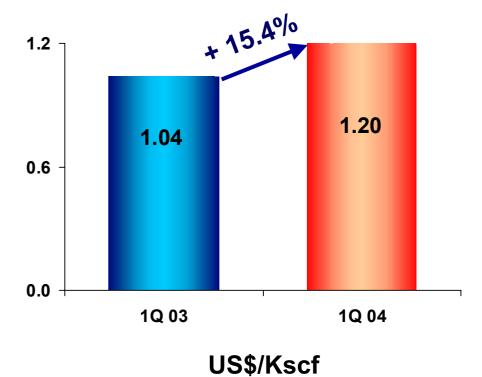
## **Realisation Prices**



## Liquids

## **Natural Gas**

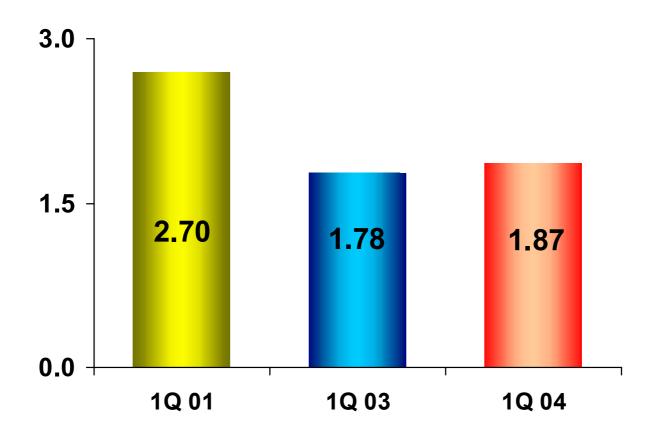




# **Lifting Cost**



US\$/boe



#### **2004 Main drivers**

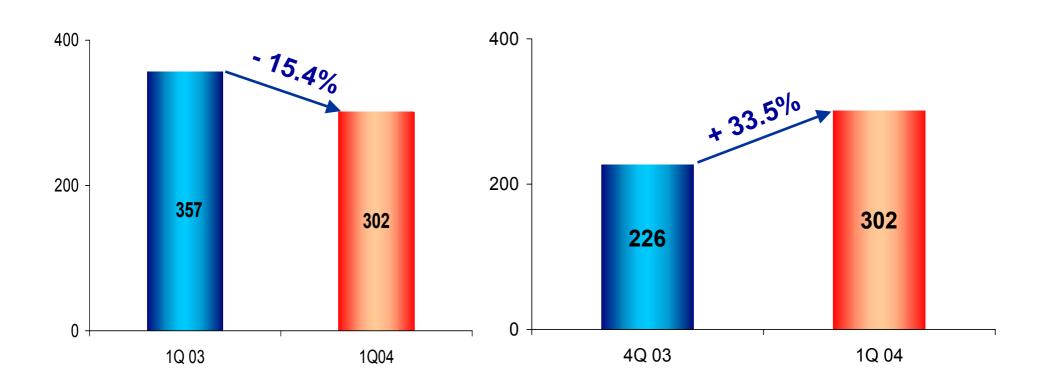


- New production coming from:
  - 1) Libya block D
  - 2) Trinidad and Tobago Methanol Plan
  - 3) Argentinean and Bolivian gas
- Prices increase in natural gas
- Long term actions:
  - 1. Drilling in new areas
  - 2. Advances in LNG

# **Refining & Marketing**



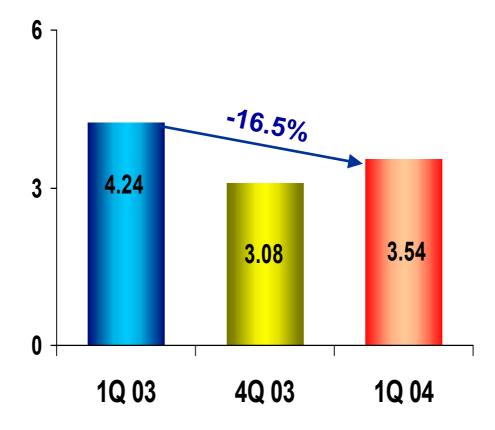
## **Operating Income**



# **Refining margins**



(\$/bbl)

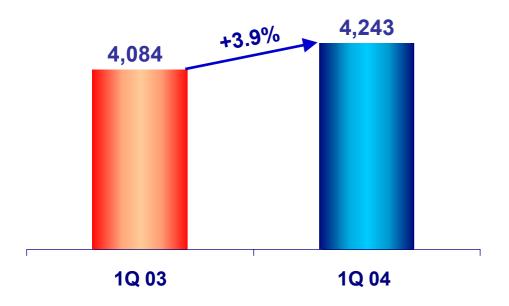


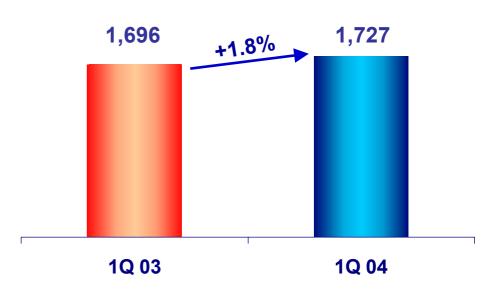
#### **Sales to Own Network**



# Spain Light product sales

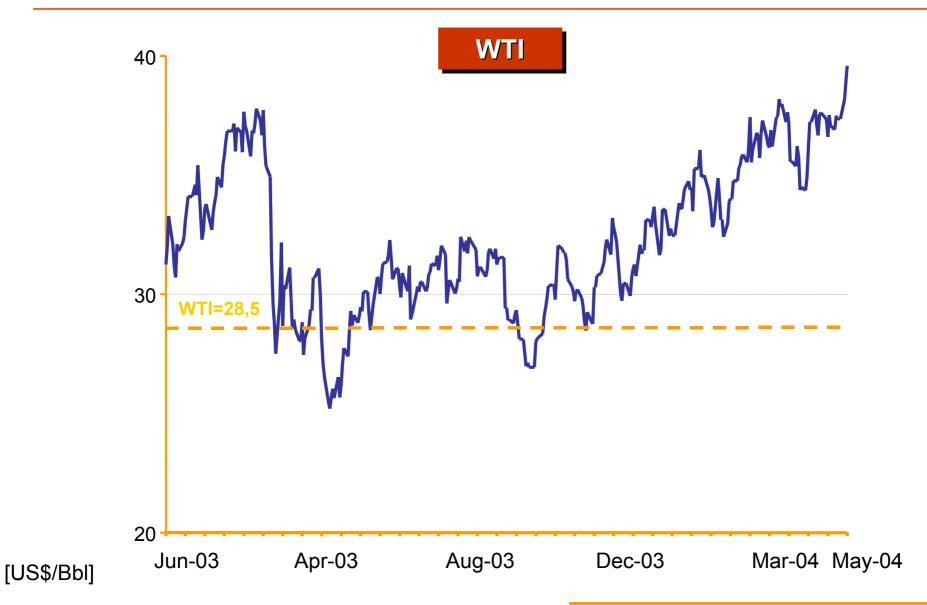
# Argentina Refined product sales





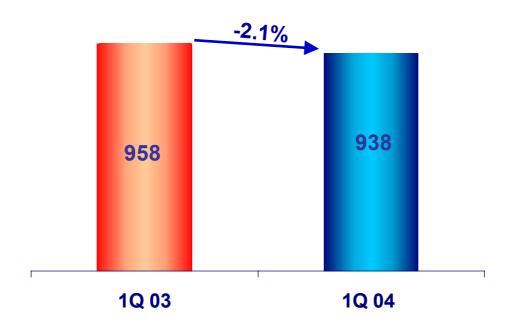
# **Stability Agreement**







## **Total LPG Sales**



#### **2004 Main drivers**

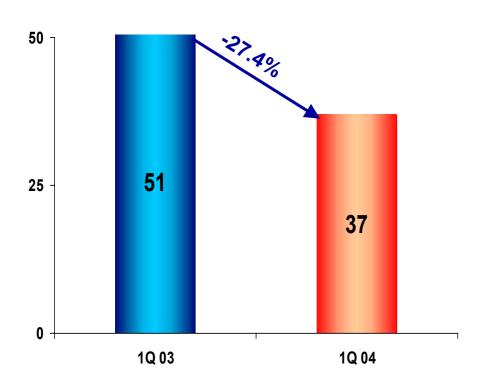


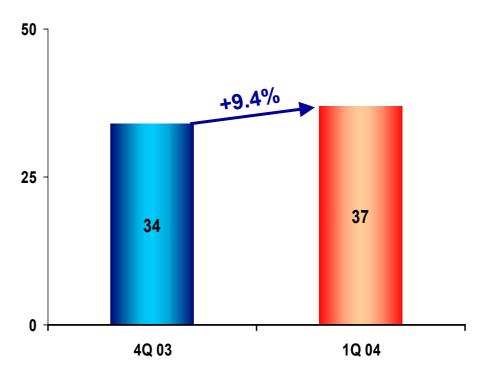
- Improvements in conversion capacity
  - 1. Puertollano mild hydrocracker
  - 2. Vacuum and Visbreaking units in Peru
- Production of fuels with 2005 specifications
- Volume growth through our marketing operations

## **Chemicals**



## **Operating Income**

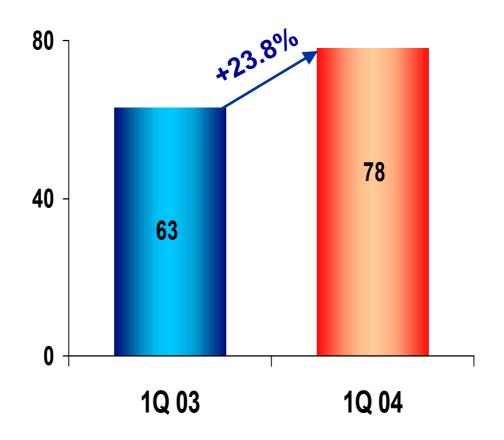




## **Gas & Power**



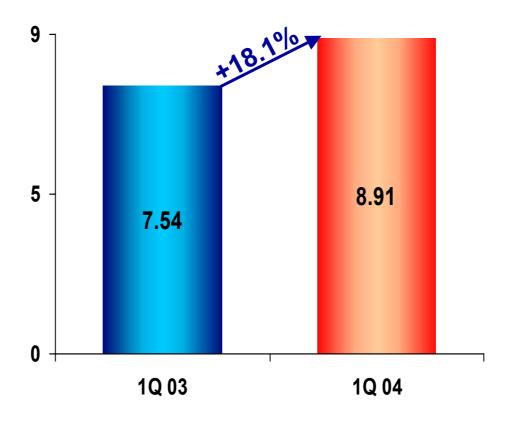
## **Operating Income**



## **Gas Sales**



## Sales

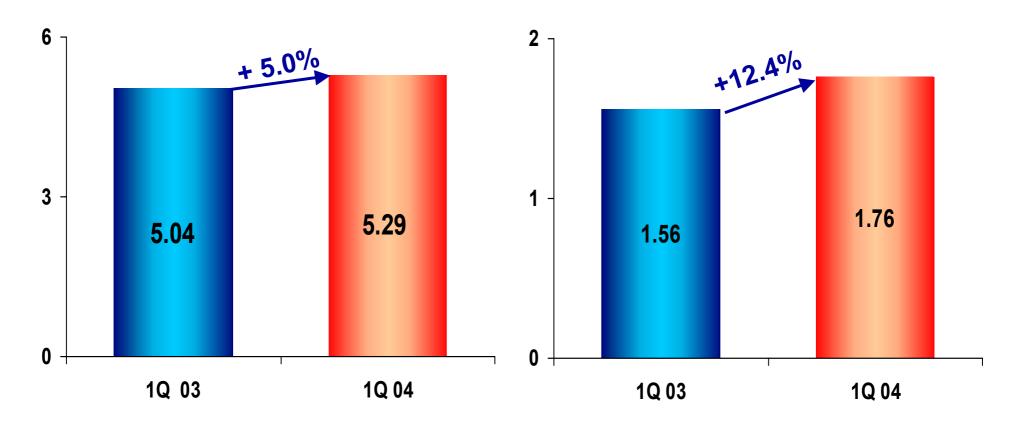


## **Gas Sales**



## **Spain**

## **Latin America**



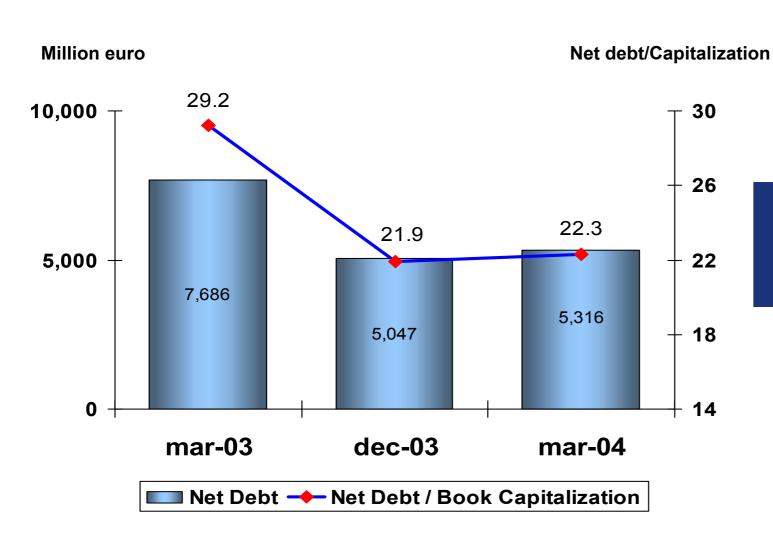




# FINANCIAL EVOLUTION

## **Net Financial Debt**



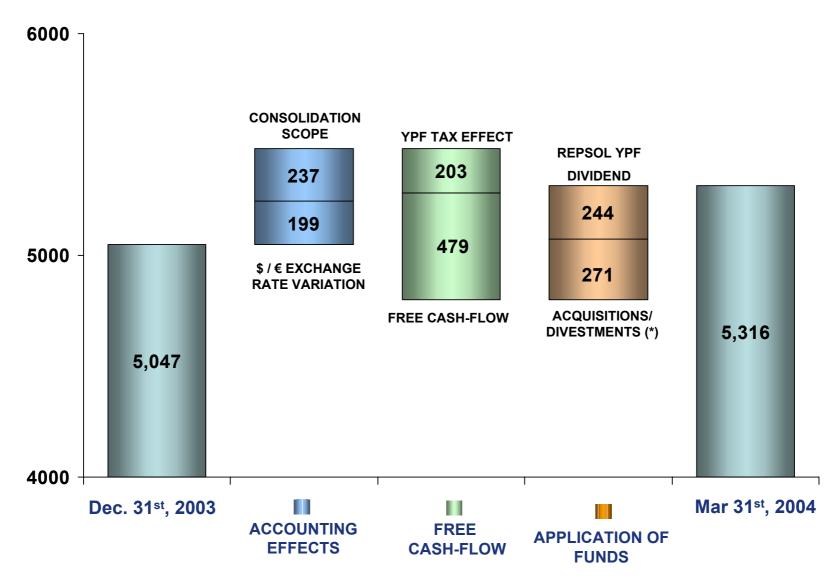


Net Debt ratio Mar 2004 22.3%

## **Net Debt Variation**

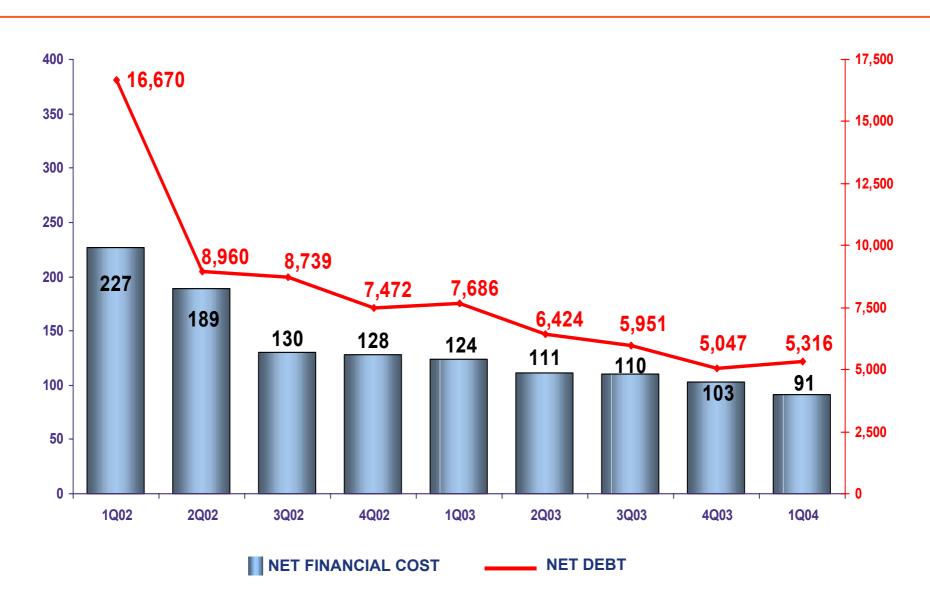
Million euros





## **Net Debt Evolution**





# **Financial Ratios**



	1Q03	4Q03	1Q04
NET DEBT	7,686	5,047	5,316
BOOK CAPITALIZATION	26,082	23,072	23,882
NET DEBT / BOOK CAPITALIZATION (%)	29.5	21.9	22.3
EBITDA	1,689	1,435	1,552
NET DEBT / EBITDA (X)	1.14	0.88	0.86
NET CASH-FLOW	1,257	935	1,161
NET CASH-FLOW / NET DEBT (%)	65.4	74.1	87.4
NET INTEREST EXPENSES	124	103	91
EBITDA / NET INTEREST (X)	13.6	14.1	17.1
EBITDA (EX-YPF) / NET INTEREST (X)	6.2	7.3	8.7



# 1st QUARTER 2004 RESULTS

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