

# Fourth Quarter and Full Year 2021

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Earnings Webcast  
February 23, 2022



# About projections and forward-looking statements

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There will be differences between actual and projected results, and actual results may be materially greater or materially less than those contained in the projections. Projections related to production results as well as costs estimations – including Vista’s anticipated performance and guidance for 2022 included in slide No. 16 of this presentation – are based on information as of the date of this presentation and reflect numerous assumptions including assumptions with respect to type curves for new well designs and certain frac spacing expectations, all of which are difficult to predict and many of which are beyond our control and remain subject to several risks and uncertainties. The inclusion of the projected financial information in this document should not be regarded as an indication that we or our management considered or consider the projections to be a reliable prediction of future events. 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Many important factors could cause our actual results, performance or achievements to differ materially from those expressed or implied in our forward-looking statements, including, among other things: uncertainties relating to future government concessions and exploration permits; adverse outcomes in litigation that may arise in the future; general political, economic, social, demographic and business conditions in Argentina, Mexico and in other countries in which we operate; changes in law, rules, regulations and interpretations and enforcements thereto applicable to the Argentine and Mexican energy sectors, including changes to the regulatory environment in which we operate and changes to programs established to promote investments in the energy industry; any unexpected increases in financing costs or an inability to obtain financing and/or additional capital pursuant to attractive terms; any changes in the capital markets in general that may affect the policies or attitude in Argentina and/or Mexico, and/or Argentine and Mexican companies with respect to financings extended to or investments made in Argentina and Mexico or Argentine and Mexican companies; fines or other penalties and claims by the authorities and/or customers; any future restrictions on the ability to exchange Mexican or Argentine Pesos into foreign currencies or to transfer funds abroad; the revocation or amendment of our respective concession agreements by the granting authority; our ability to implement our capital expenditures plans or business strategy, including our ability to obtain financing when necessary and on reasonable terms; government intervention, including measures that result in changes to the Argentine and Mexican, labor markets, exchange markets or tax systems; continued and/or higher rates of inflation and fluctuations in exchange rates, including the devaluation of the Mexican Peso or Argentine Peso; any force majeure events, or fluctuations or reductions in the value of Argentine public debt; changes to the demand for energy; uncertainties relating to the effects of the Covid-19 outbreak; environmental, health and safety regulations and industry standards that are becoming more stringent; energy markets, including the timing and extent of changes and volatility in commodity prices, and the impact of any protracted or material reduction in oil prices from historical averages; changes in the regulation of the energy and oil and gas sector in Argentina and Mexico, and throughout Latin America; our relationship with our employees and our ability to retain key members of our senior management and key technical employees; the ability of our directors and officers to identify an adequate number of potential acquisition opportunities; our expectations with respect to the performance of our recently acquired businesses; our expectations for future production, costs and crude oil prices used in our projections; increased market competition in the energy sectors in Argentina and Mexico; and potential changes in regulation and free trade agreements as a result of U.S., Mexican or other Latin American political conditions.

Forward-looking statements speak only as of the date on which they were made, and we undertake no obligation to release publicly any updates or revisions to any forward-looking statements contained herein because of new information, future events or other factors. In light of these limitations, undue reliance should not be placed on forward-looking statements contained in this presentation. Further information concerning risks and uncertainties associated with these forward-looking statements and Vista’s business can be found in Vista’s public disclosures filed on EDGAR ([www.sec.gov](http://www.sec.gov)) or at the web page of the Mexican Stock Exchange ([www.bmv.com.mx](http://www.bmv.com.mx)).

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Accordingly, investors should monitor Vista’s Investor Relations website, in addition to following Vista’s press releases, SEC filings, public conference calls and webcasts.

# Continued growth in a positive free cash flow quarter

## Q4 2021 highlights:

**41.1 Mboe/d**

+34% y-o-y

Production <sup>(1)</sup>

**117 \$MM**

+224% y-o-y

Adj. EBITDA <sup>(3)</sup>

**32.4 Mbbbl/d**

+41% y-o-y

Oil Production

**97 \$MM**

0% y-o-y

CAPEX <sup>(4)</sup>

**196 \$MM**

+146% y-o-y

Revenues

**62.8 \$MM**

Free Cash Flow <sup>(5)</sup>

**7.5 \$/boe**

(7)% y-o-y

Lifting Cost <sup>(2)</sup>

**35.4 \$MM**

Adj. Net Income <sup>(6)</sup>

(1) Includes natural gas liquids (NGL) and excludes flared gas, injected gas and gas consumed in operations

(2) Excludes the 50% non-operated interest in Aguada Federal and Bandurria Norte. Lifting cost includes production, transportation, treatment and field support services; excludes crude stock fluctuations, depreciation, royalties, direct taxes, commercial, exploration and G&A costs

(3) Adj. EBITDA = Net (loss) / profit for the period + Income tax (expense) / benefit + Financial results, net + Depreciation + Restructuring and Reorganization expenses + Impairment of long-lived assets + Other

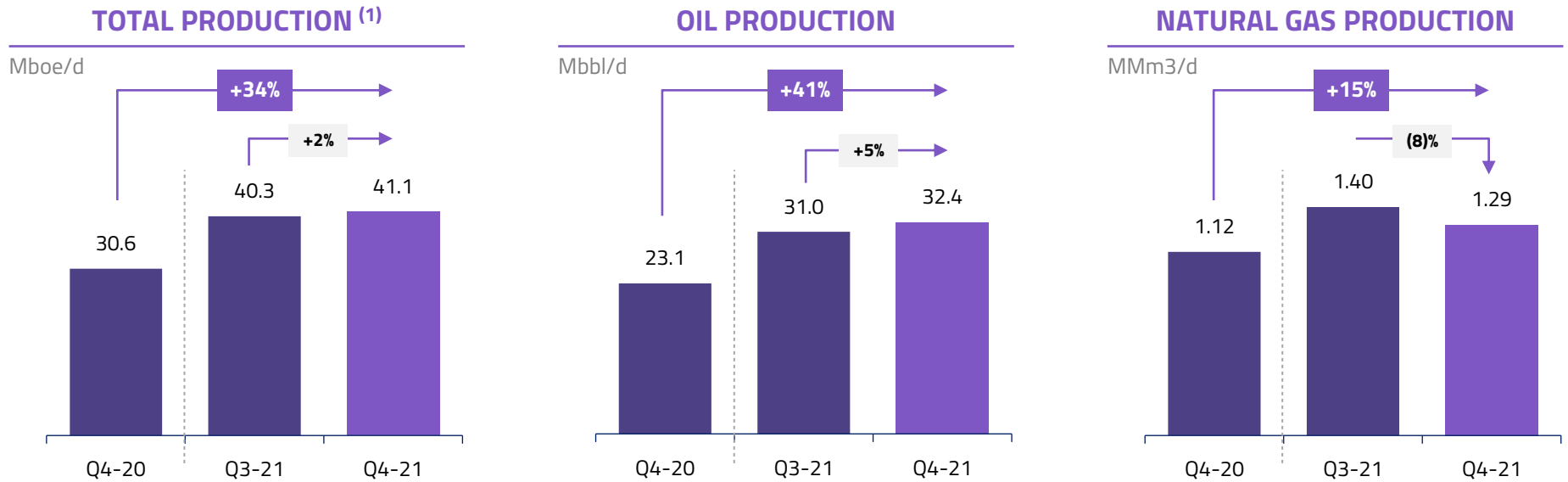
adjustments

(4) Property, plant and equipment additions. Excludes the additions for 30.1 \$MM related to the transfer of "Exploration rights" of CS-01 since this transaction did not generate cash flows

(5) Free cash flow is calculated as Operating activities cash flow plus Investing activities cash flow

(6) Adjusted net income/loss = Net profit/loss + Deferred Income Tax + Changes in the fair value of the warrants + Impairment of long-lived assets

# Production growth driven by solid Bajada del Palo Oeste performance

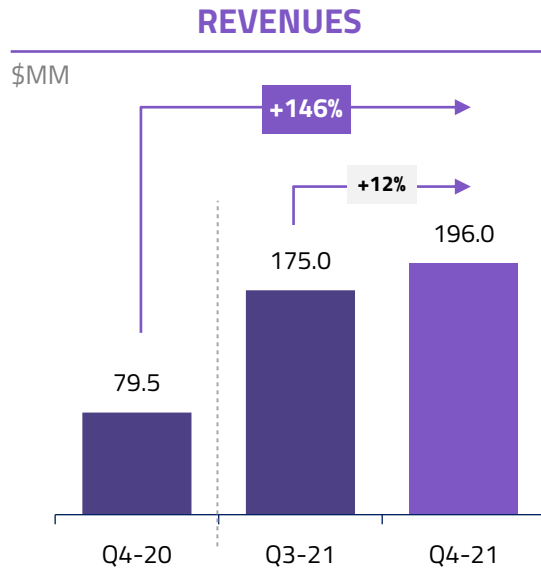


- Total production increase mainly driven by Bajada del Palo Oeste, which continues to deliver productivity above type curve
- Tied-in pad #10 in late December <sup>(2)</sup>, totaling 20 wells tied-in during 2021 and delivering on annual guidance
- Oil production growth y-o-y driven by Bajada del Palo Oeste oil content (~90%)

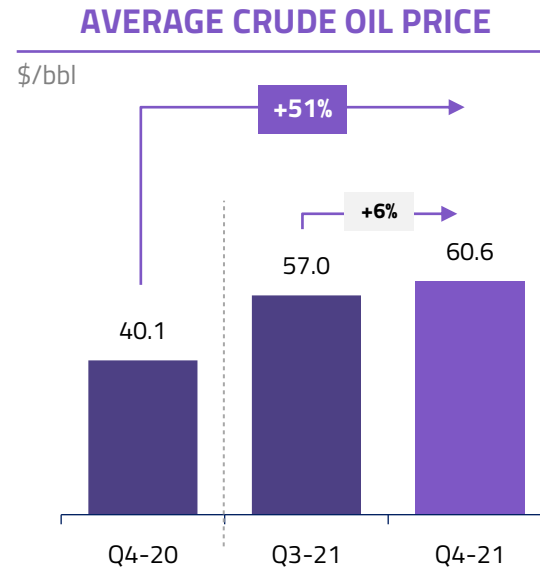
(1) LPG production in Q4 2021 totaled 524 boe/d, compared to 519 boe/d in Q3 2021 and 518 boe/d in Q4 2020

(2) Landed two wells in La Cocina and two wells in Orgánico. Average lateral length of 2,854 mts and 54 average stages per well

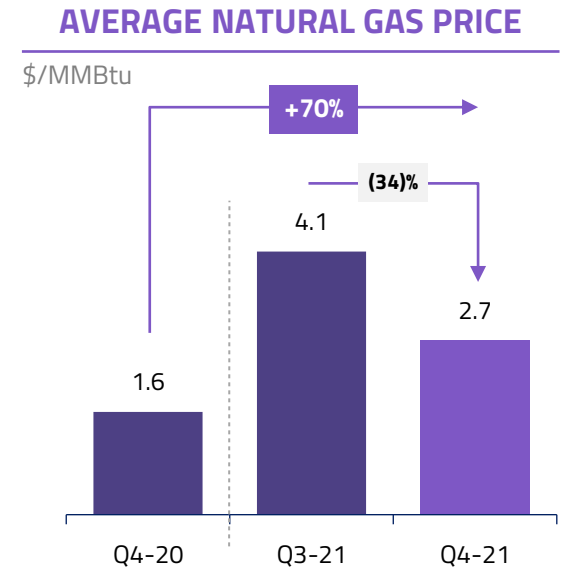
# Strong y-o-y revenue growth



- Strong increase y-o-y, driven by 41% boost in oil production and 51% improvement in oil realization prices

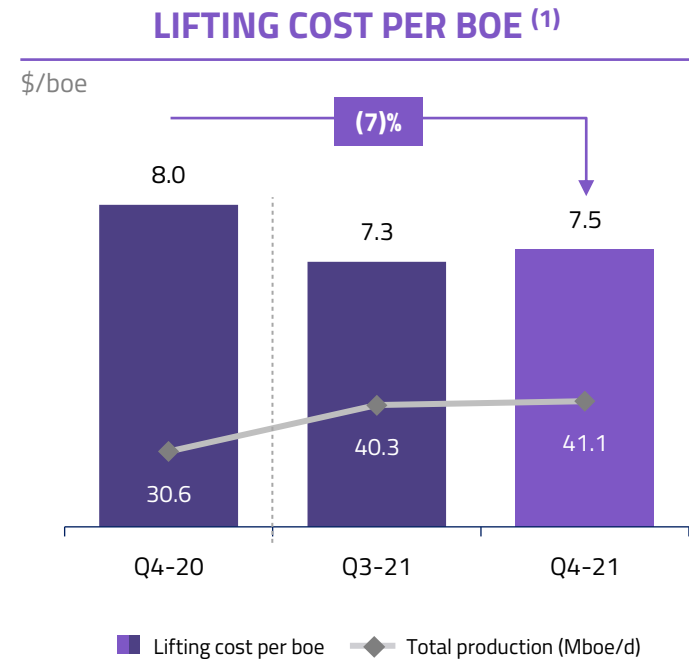
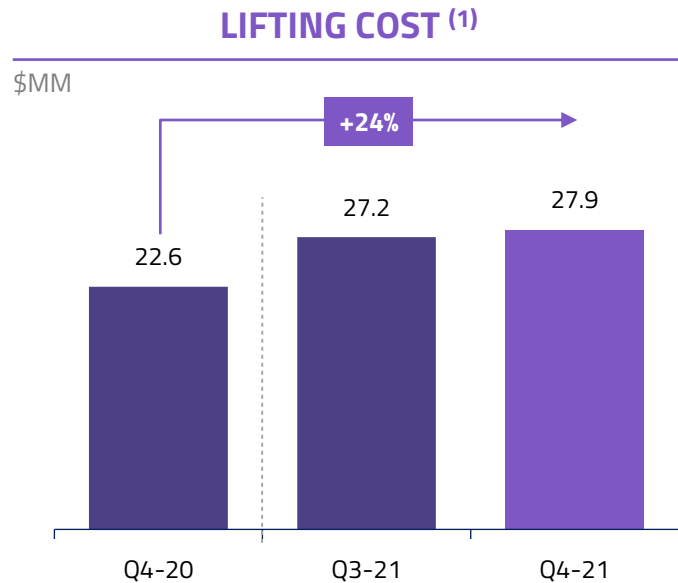


- 33% of crude oil sales volumes were to export markets
- Already locked-in 100% of Q1-22 sales



- Robust y-o-y price increase driven by Plan Gas summer prices of 2.7 \$/MMBtu (~70% of volumes)
- Industrial markets averaged 2.7 \$/MMBTU, 131% above y-o-y, supported by strong recovery in demand

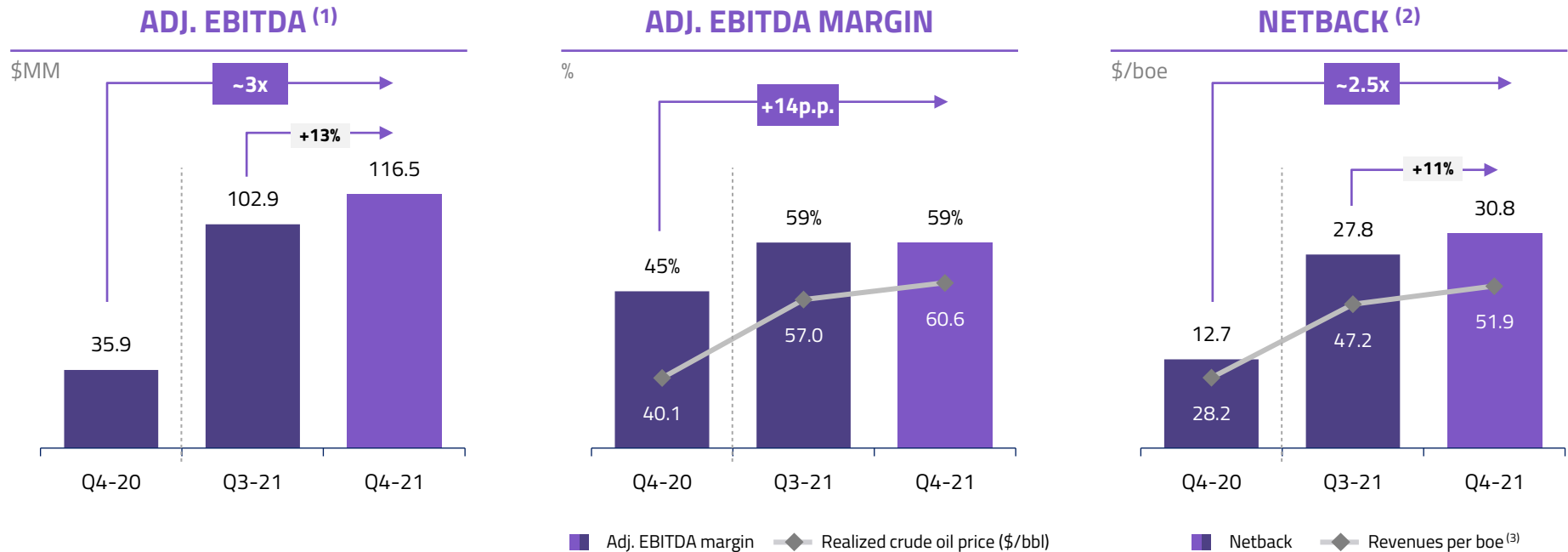
# Continued to achieve cost efficiencies



- Reduced 7% lifting cost per boe y-o-y in operated blocks, as incremental production continues to absorb fixed cost base
- 50% non-operated WI in Aguada Federal and Bandurria Norte adds 2.4 \$MM and 0.5 \$/boe to lifting cost in Q4-21

(1) Excludes the 50% non-operated interest in Aguada Federal and Bandurria Norte. Including such working interest, total lifting cost is 8.0 \$/boe and 30.3 \$MM in Q4-21. Lifting cost includes production, transportation, treatment and field support services; excludes crude stock fluctuations, depreciation, royalties, direct taxes, commercial, exploration and G&A costs

# ~3x expansion of Adjusted EBITDA



- Adj. EBITDA increased ~3x y-o-y, driven by increase in revenues amid flat lifting costs
- Adj. EBITDA includes 4.5 \$MM from Trafigura JV (1 pad tied-in)
- Netback increased ~2.5x, as stable costs per boe allowed us to capture full increase in realized prices

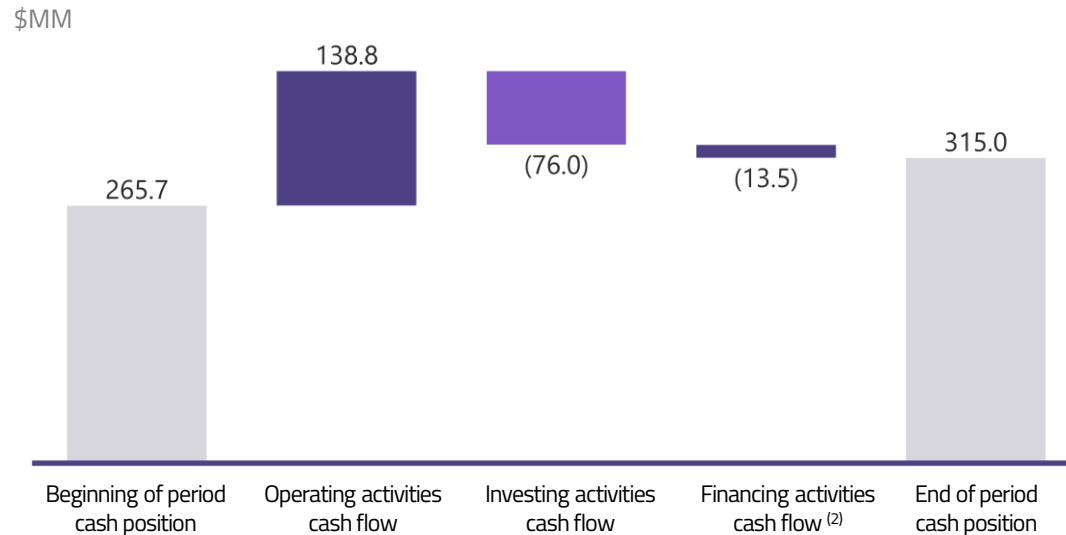
(1) Adj. EBITDA = Net (loss) / profit for the period + Income tax (expense) / benefit + Financial results, net + Depreciation + Restructuring and Reorganization expenses + Impairment of long-lived assets + Other adjustments

(2) Netback = Adj. EBITDA (in \$MM) divided by total production (in MMboe)

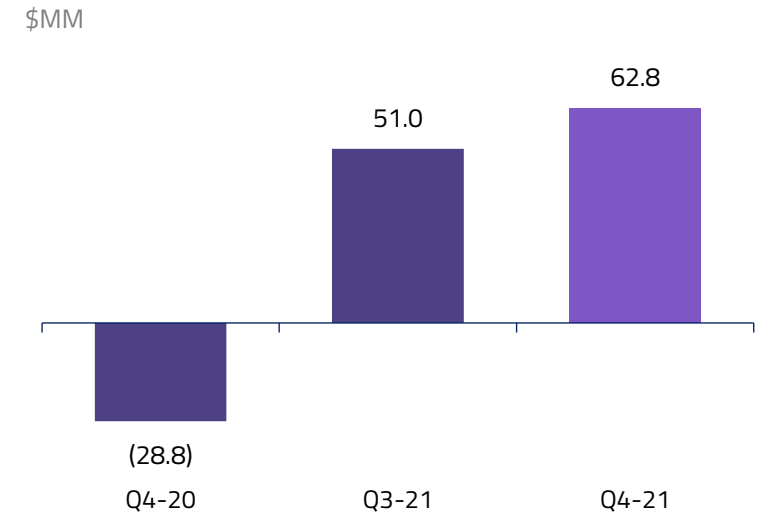
(3) Revenues per boe = Total revenues (in \$MM divided) by total production (in MMboe)

# Positive free cash flow quarter

## Q4 2021 CASH FLOW EVOLUTION <sup>(1)</sup>



## FREE CASH FLOW <sup>(3)</sup>



- Positive free cash flow quarter, for a total of 62.8 \$MM <sup>(3)</sup>
- Strong cash flow generated by operations, which increased ~5x y-o-y
- Cash flow used in investing activities was 76.0 \$MM, with capex activity of 97.3 \$MM <sup>(4)</sup>
- Cash flow used in financing activities was 13.5 \$MM, mainly driven by interest payments of 3.8 \$MM and debt repayments of 1.6 \$MM <sup>(2)</sup>

(1) Cash is defined as Cash and cash equivalents

(2) For the purpose of this graph, cash flow generated by financing activities is the sum of: (i) cash flow generated by financing activities for (8.1) \$MM; (ii) effects of exchange rate changes on the balance of cash held in foreign currencies for (4.9) \$MM; and (iii) the variation in Government bonds for (0.5) \$MM

(3) Free cash flow is calculated as Operating activities cash flow plus Investing activities cash flow

(4) Excludes the additions for 30.1 \$MM related to the transfer of "Exploration rights" of CS-01 since this transaction did not generate cash flows



# Delivered strong total shareholder return in 2021

## Full year highlights:

### Increased P1 reserves and well inventory

- Increased P1 reserves to 181.6 MMboe, resulting in an implied RRR of 477%
- Acquired 50.4k core acres in Vaca Muerta at favorable terms, adding ~300 locations to our new well inventory

### Delivered solid operating performance

- Increased total production 46% y-o-y to 38.8 Mboe/d, driven by the tie-in of 20 new wells in Bajada del Palo Oeste, delivering on 2021 guidance
- Reduced Lifting cost 18% to 7.4 \$/boe, delivering on 2021 guidance <sup>(1)</sup>
- Reduced D&C cost by 18% y-o-y, to 10.0 \$MM per well <sup>(2)</sup>

### Strengthened balance sheet

- Reduced Net leverage ratio to 0.8 x Adj. EBITDA at Dec-21
- Recorded 105.9 \$MM positive free cash flow <sup>(3)</sup>
- Raised ~260 \$MM in the Argentine debt capital markets during 2021, improving average debt duration to 2.5 years at YE2021 from 1.5 at YE2020

### Reinforced commitment to sustainability

- Published inaugural Sustainability Report
- Reduced GHG emissions by 14% implying a reduction in intensity of 39% to 24.1 kgCO<sub>2</sub>e/boe <sup>(4)</sup>
- Established our ambition to become net zero in 2026 <sup>(4)</sup>

(1) Excludes the 50% non-operated interest in Aguada Federal and Bandurria Norte. Including such working interest, total lifting cost is 7.6 \$/boe in 2021. Lifting cost includes production, transportation, treatment and field support services; excludes crude stock fluctuations, depreciation, royalties, direct taxes, commercial, exploration and G&A costs

(2) Normalized to a standard well design of 2,800 meters lateral length and 47 frac stages well

(3) Free cash flow is calculated as Operating activities cash flow plus Investing activities cash flow

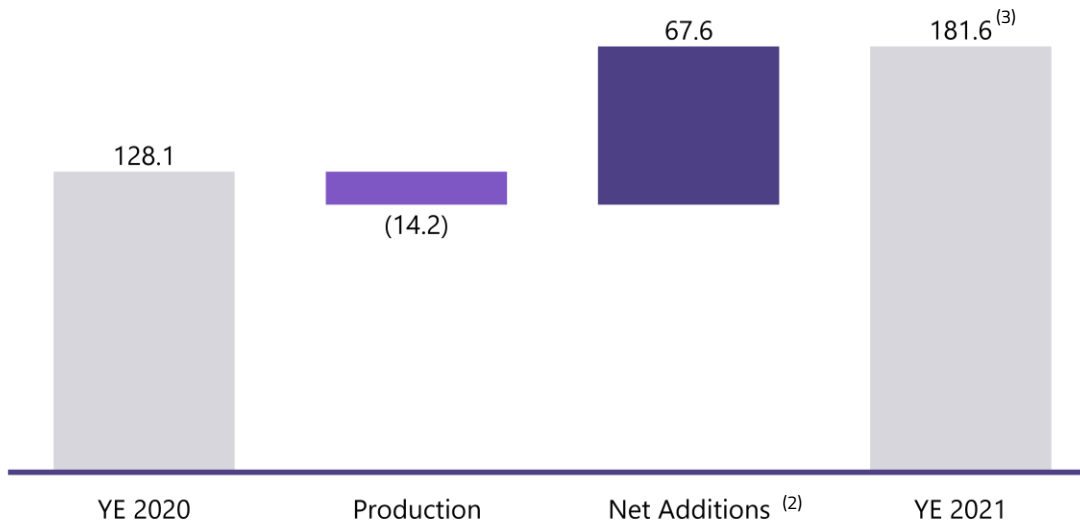
(4) Scope 1 & 2 GHG emissions

# Expanded proved reserves by 42%

Solid Vaca Muerta execution driving growth

## Proved reserves as of December 31, 2021 <sup>(1)</sup>

MMboe



## Key drivers

- Added 52 new well locations, driven by incremental activity in Bajada del Palo Oeste, resulting in a total of 134 booked locations
- 16% reduction in lifting cost extends economic limit of wells
- 31% increase in oil price assumption to 55.0 \$/bbl from 42.0 \$/bbl in 2020
- Shale reserves represent 85% of total proved reserves

**477%**

Total RRR

**519%**

Oil RRR <sup>(4)</sup>

Certified present value at 10% attributable to Vista's interest in P1 reserves of 1.5 \$Bn <sup>(5)</sup>

(1) 1 cubic meter of oil = 6.2898 barrels of oil; 1,000 cubic meters of gas = 6.2898 barrels of oil equivalent

(2) Net additions are calculated as the difference between: (i) YE 2021 proved reserves and; (ii) the YE 2020 proved reserves minus the 2021 total production

(3) Proved reserves were certified by DeGolyer and MacNaughton (for Argentina assets) and Netherland Sewell & Associates (for Mexico assets), under SEC methodology

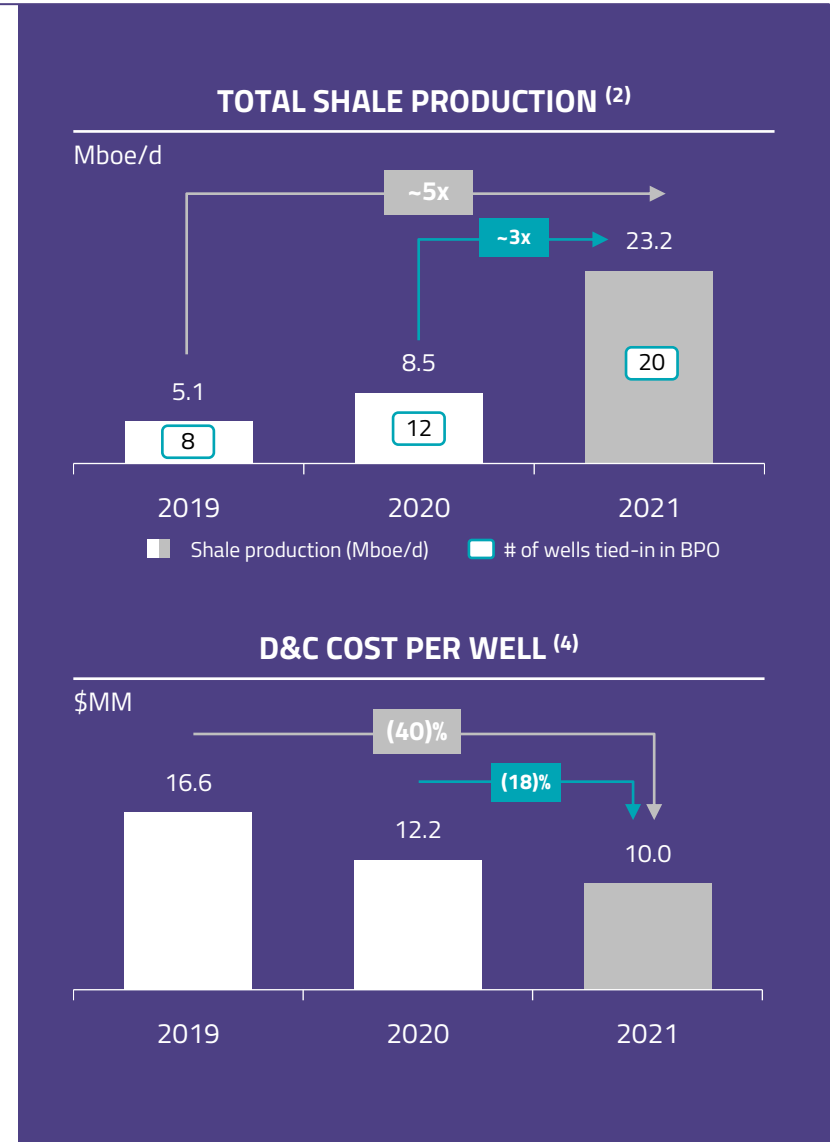
(4) Includes crude oil and condensate, and NGL; NGLs represent less than 1% of total reserves

(5) Based on reserves certification reports performed by DeGolyer & MacNaughton for Argentina and NSAI for Mexico, under SEC guidelines

# Delivered solid operating performance

Bajada del Palo Oeste shale production exit rate of 28.1 Mboe/d <sup>(1)</sup>

- Tied-in 20 new wells in 2021, doubling shale oil wells on production, from 20 to 40 wells
- Oil production increased 66% y-o-y to 30.4 Mbbbl/d in 2021
- Development plan executed within budget, with total Capex below 2021 guidance (324 \$MM actuals v. 330 \$MM guidance)
- 18% y-o-y reduction of D&C cost per well, mainly driven by:
  - ✓ 27% reduction in drilling days per well
  - ✓ Increase in completion efficiency to 8.2 stages per day
  - ✓ Reduction in drilling and completion service rates
  - ✓ Reduction in water and proppant purchase costs
  - ✓ Optimization of completion fluids
- Average well 6% above Vista type curve for the first 180 days, and 9% above Vista type curve for the first 360 days <sup>(3)</sup>
- D&C cost reduction drives development cost down to 7.3 \$/boe, a cornerstone of our high return, short-cycle, growth plan <sup>(4)</sup>



(1) Bajada del Palo Oeste shale production of 12/31/2021

(2) Bajada del Palo Oeste represented 96%, 98% and 99% of total shale production in 2019, 2020 and 2021, respectively

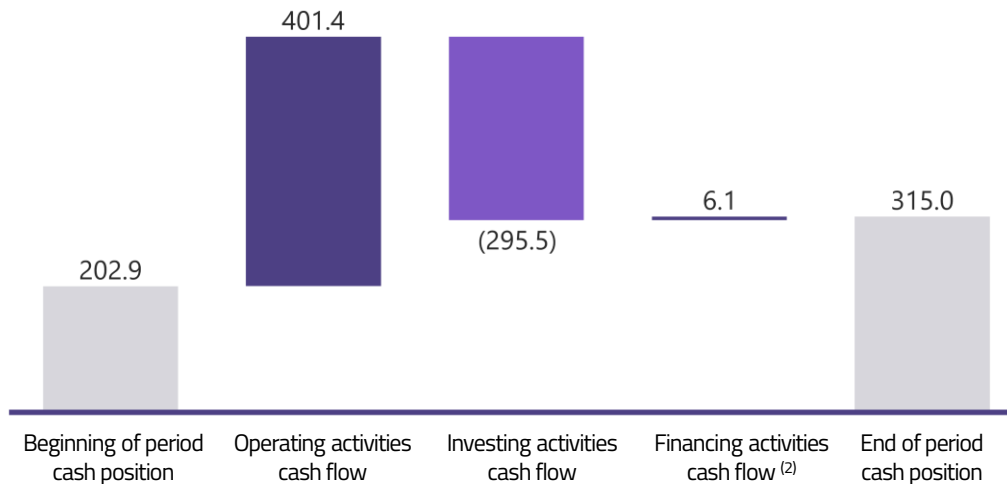
(3) 180 days 1-8 and 360 days 1-5

(4) Normalized to a standard well design of 2,800 meters lateral length and 47 frac stages well

# Strengthened balance sheet

## FY 2021 CASH FLOW <sup>(1)</sup>

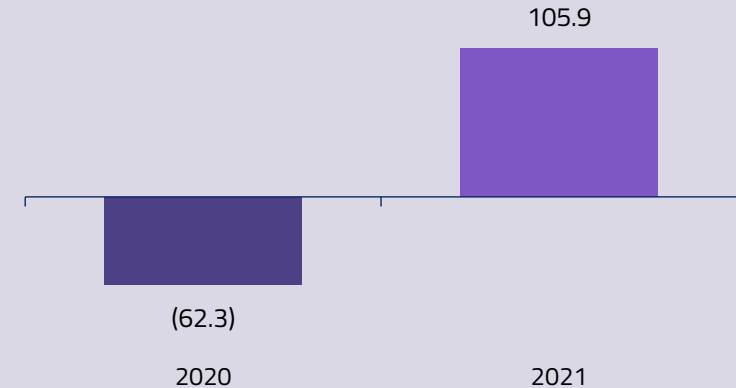
\$MM



- Strong cash flow generated by operations, which increased ~4x y-o-y
- Cash flow from investing activities in 2021 was 295.5 \$MM, ~ 2x compared to 2020, with capex activity of 324.1 \$MM <sup>(4)</sup>
- Raised ~260 \$MM through bond issuances in the Argentine capital markets during 2021, pre-financing 2022 maturities
- Reduced average debt cost to 5.8% at YE2021 from 6.9% at YE2020
- Net leverage ratio of 0.8x Adj. EBITDA, delivering below 2021 guidance

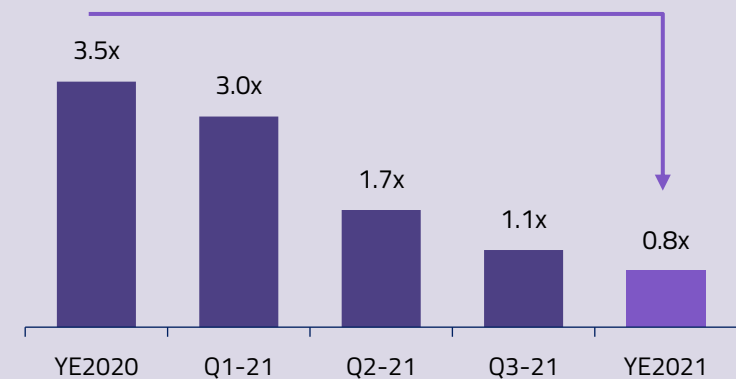
## FREE CASH FLOW <sup>(3)</sup>

\$MM



## NET LEVERAGE RATIO

x Adj. EBITDA



(1) Cash is defined as Cash and cash equivalents

(2) For the purpose of this graph, cash flow from financing activities is the sum of: (i) cash flow from financing activities for 6.5 \$MM; (ii) effects of exchange rate changes on the balance of cash held in foreign currencies for (2.6) \$MM; and (iii) the variation in Government bonds for 2.2 \$MM

(3) Free cash flow is calculated as Operating activities cash flow plus Investing activities cash flow

(4) Excludes the additions for 30.1 \$MM related to the transfer of "Exploration rights" of CS-01 since this transaction did not generate cash flows

# Reinforced commitment to sustainability

## Environmental

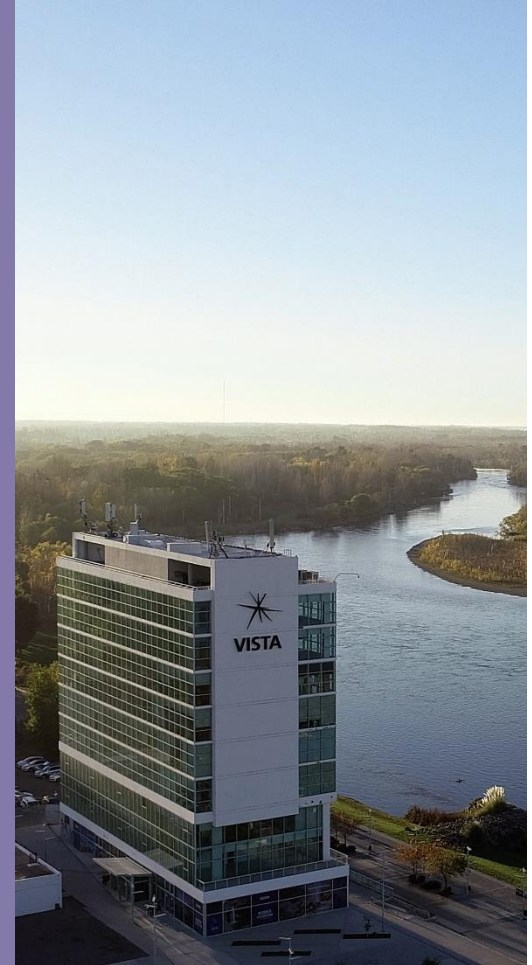
- Finished baseline study with GHG actuals for 2019 and 2020
- Ongoing implementation of selected projects prioritized by our carbon abatement cost curve
- Reduced GHG emissions by 14% y-o-y, with investment in carbon reduction projects more than offsetting impact of production increase
- Reduced GHG emissions intensity by 39% y-o-y, to 24.1 kgCO<sub>2</sub>e/boe
- Plan in place to reduce emissions in operations by 35% thru 2026
- Kicked off projects from our own portfolio of NBS to offset remaining CO<sub>2</sub> emissions, with the implementation of forest and soil carbon sequestration

## Social

- Recorded TRIR of 0.29, well above Tier-1 international O&G standards
- 60% of new hires were women, reflecting solid progress in diversity initiatives
- Share of local suppliers was 21% of total purchases, for a value of 78 \$MM in 2021, reflecting a 56% y-o-y increase
- Continued investment in social infrastructure in Cartiel: completed first phase of 8km bicycle lane and assigned company premises for children's sports activities

## Governance

- Published inaugural 2020 Sustainability report, aligned with GRI and SASB reporting standards
- Established internal carbon price of 50 \$/tn CO<sub>2</sub>e in order to reflect the cost of emissions in strategic planning and capital allocation
- Strengthened governance by issuing policies related to human rights, conflict of interest, diversity, equity & inclusion and anti-corruption, and trained staff to improve awareness



Established our ambition to become net zero in 2026 <sup>(1)</sup>

(1) Scope 1 & 2 GHG emissions

# Acquisition of Aguada Federal and Bandurria Norte

Vista becomes operator and sole concession holder

## DEAL BASICS

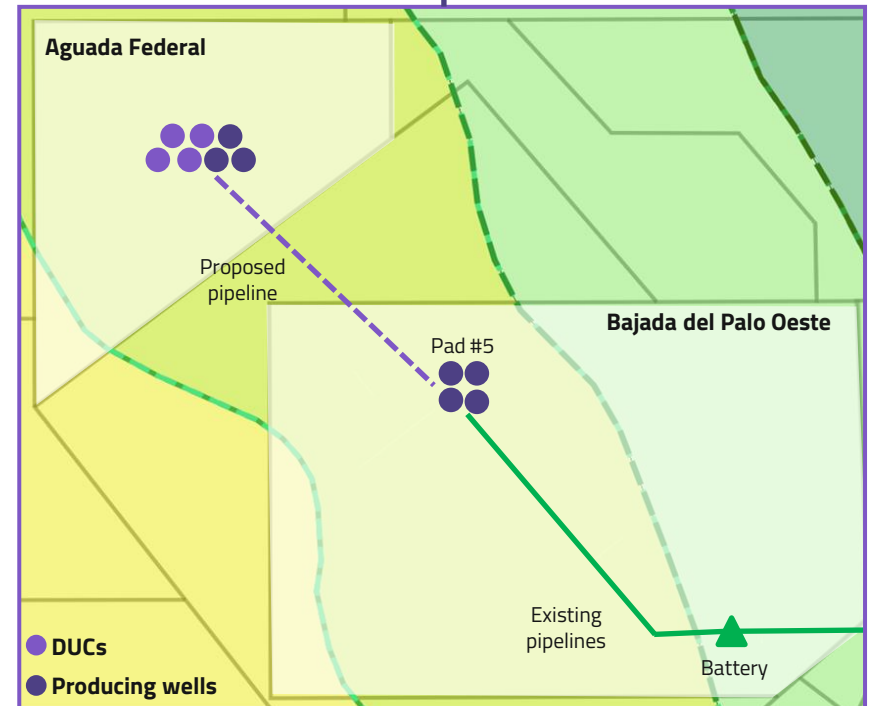
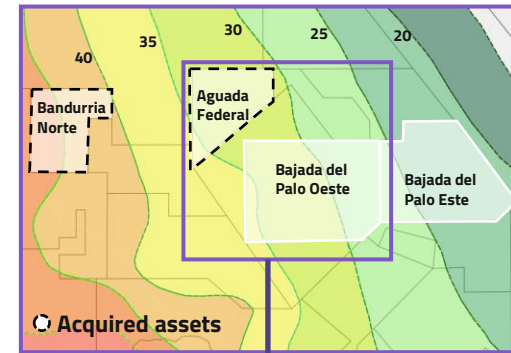
- Acquired 25,231 net acres, increasing our total acreage in Vaca Muerta to 183,084 acres
- Vista has agreed to pay a purchase price of 140 \$MM:
  - ✓ 90 \$MM were paid in January 2022
  - ✓ 50 \$MM are payable in 8 equal quarterly installments starting Apr-22
- The transaction effectively cancels the remaining carry consideration of 77 \$MM that Vista assumed when it acquired the initial 50% working interest in the blocks

## STRATEGIC RATIONALE

- Purchase of core Vaca Muerta acreage at ~2,700 \$/acre
- Expanded our portfolio of development wells, adding ~150 gross new well locations, for a total of up to 850 identified well locations
- Gain operatorship to enable replicating Vista business model & synergies
- 100% ownership maximizes development flexibility

## NEXT STEPS

- Execute cost reduction initiatives to reduce blocks lifting cost per boe to Vista's standards
- Build pipeline to connect Aguada Federal to Bajada del Palo Oeste
- Complete and tie-in 4 wells already drilled in Aguada Federal

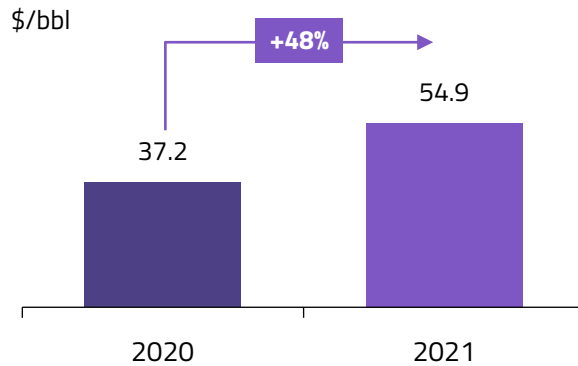


Above: project connecting Aguada Federal to Bajada del Palo Oeste

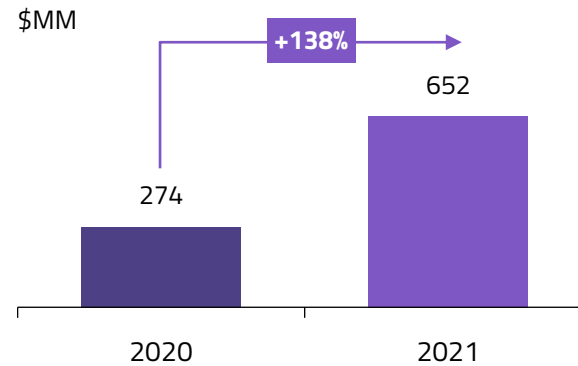
(1) 140 \$MM from purchase price – 6 \$MM from purchased entity consolidated cash) / 50.4k acres, implying ~2,700 \$/acre

# Delivered strong financial performance

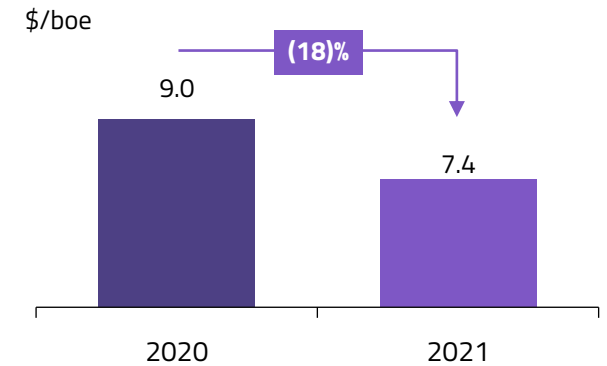
## REALIZED OIL PRICE



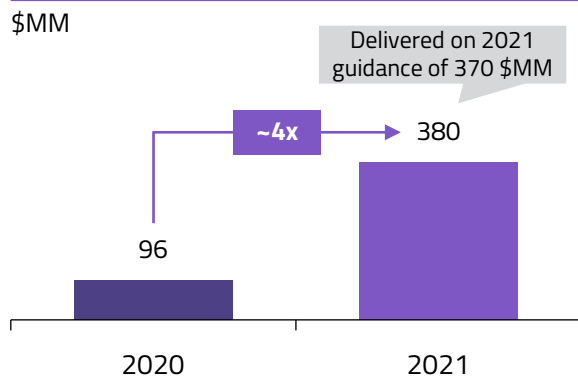
## REVENUES



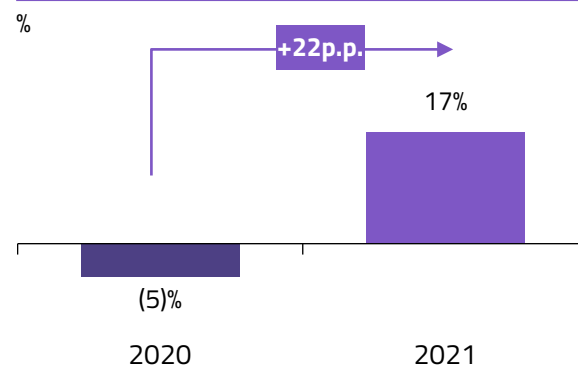
## LIFTING COST <sup>(1)</sup>



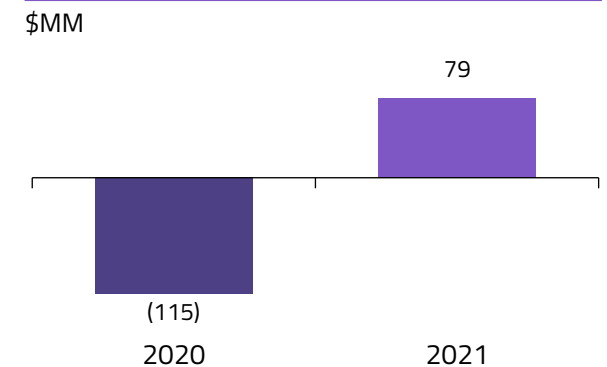
## ADJ. EBITDA <sup>(2)</sup>



## ROACE <sup>(4)</sup>



## ADJ. NET INCOME/LOSS <sup>(3)</sup>



(1) Excludes the 50% non-operated interest in Aguada Federal and Bandurria Norte. Including such working interest, total lifting cost is 7.6 \$/boe in 2021. Lifting cost includes production, transportation, treatment and field support services; excludes crude stock fluctuations, depreciation, royalties, direct taxes, commercial, exploration and G&A costs

(2) Adj. EBITDA = Net (loss) / profit for the period + Income tax (expense) / benefit + Financial results, net + Depreciation + Restructuring and Reorganization expenses + Impairment of long-lived assets + Other adj.

(3) Adjusted net income/loss = Net profit/loss + Deferred Income Tax + Changes in the fair value of the warrants + Impairment of long-lived assets

(4) ROACE = Operating profit (loss) / (Average total debt + Average total shareholders' equity). Total Debt = Current Borrowings + Non-current Borrowings + Current Lease liabilities + Non-current Lease liabilities

# 2022 Guidance

	2022	Key drivers	Expected y-o-y change <sup>(4)</sup>
<b>Shale oil wells</b>	<b>24 wells</b> tied-in	16 wells in BPO, 2 wells in BPE, 2 wells in Águila Mora, 4 wells in Aguada Federal	<b>+20%</b>
<b>Production</b>	<b>46.0 – 47.0</b> Mboe/d	Solid y-o-y growth every quarter; exit rate ~50 Mboe/d	<b>+20%</b>
<b>Lifting cost <sup>(1)</sup></b>	<b>7.5</b> \$/boe	Replicate operating model in Aguada Federal and Bandurria Norte	<b>(1)%</b>
<b>Adj. EBITDA <sup>(2)</sup></b>	<b>550 - 575</b> \$MM	Based on an average realized oil price of 60 \$/bbl. A 90\$ assumed average Brent for Q2 to Q4-22 adds 50 \$MM to Adj. EBITDA	<b>+48%</b>
<b>CAPEX</b>	<b>375 - 400</b> \$MM	Increased activity in Aguada Federal	<b>+20%</b>
<b>Gross debt <sup>(3)</sup></b>	<b>575</b> \$MM	Debt reduction using existing cash	<b>(6)%</b>



- (1) Lifting cost includes production, transportation, treatment and field support services; excludes crude stock fluctuations, depreciation, royalties, direct taxes, commercial, exploration and G&A costs  
(2) Adj. EBITDA = Net (loss) / profit for the period + Income tax (expense) / benefit + Financial results, net + Depreciation + Restructuring and Reorganization expenses + Impairment of long-lived assets + Other adj.  
(3) Excludes accrued interest and Lease Liabilities  
(4) Y-o-y change is calculated with the average of the corresponding guidance range



## Closing remarks

Solid operating performance, delivering on activity, production, lifting cost and Adjusted EBITDA 2021 guidance

Delivered strong financial performance and total shareholder return, with ROACE at 17% and Adjusted net income at 79 \$MM

Expanded proved reserves by 42%, on the back strong performance in Bajada del Palo Oeste. Added 300 new well locations to our inventory

Reinforced commitment to sustainability, by establishing our aspiration to become net zero in scope 1 and 2 GHG emissions in 2026

Re-financed maturities, reducing average cost of debt. Reduced net leverage ratio to 0.8x, strengthening our balance sheet

Set ambitious targets for 2022. We expect to continue delivering solid improvements in all key operational and financial metrics

**2021 was a turning point for our company, initiating a clear path of strong total shareholder return**

**We plan to submit for shareholder approval a ~20 \$MM share buyback program in our next general shareholders meeting**



**THANKS!**

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Q&A