# Third Quarter 2022 Earnings Webcast October 27, 2022



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These expectations and projections are subject to significant known and unknown risks and uncertainties which may cause our actual results, performance or achievements, or industry results, to be materially different from any expected or projected results. performance or achievements expressed or implied by such forward-looking statements. Many important factors could cause our actual results. performance or achievements to differ materially from those expressed or implied in our forwardlooking 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 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.

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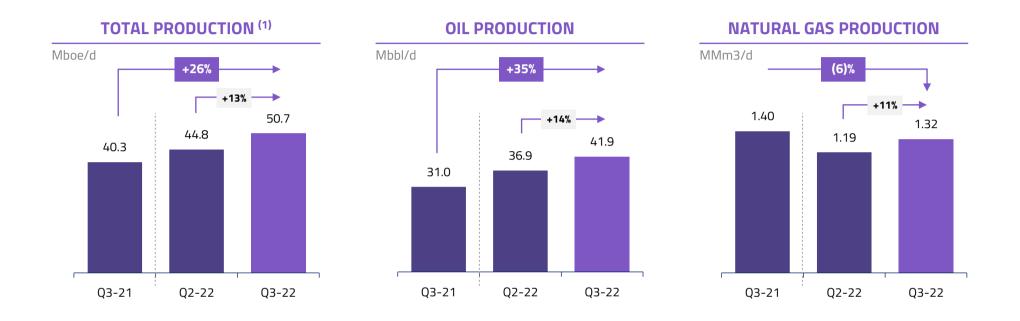


### Another quarter of strong operational and financial performance



- Adj. EBITDA = Net profit for the period + Income tax expense + Financial income (Expense), net + Depreciation, depletion and amortization + Restructuring and Reorganization expenses
- Adj. EPS = Adj. Net Income divided by weighted average number of ordinary shares

## Vaca Muerta shale oil assets driving strong production growth



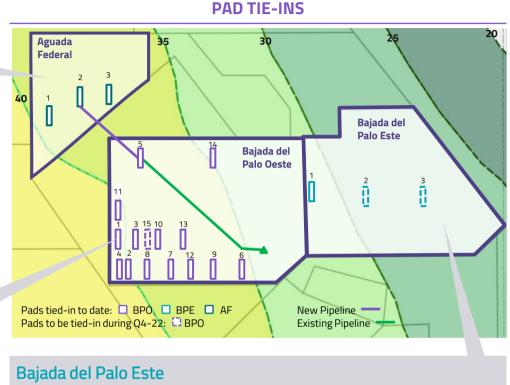
- Production growth driven by tie-in of 2 wells in pad AF-2 in Aguada Federal and 3 pads in Bajada del Palo Oeste
- Total shale oil production was 32.1 Mbbl/d, representing 77% of total oil production



### Vaca Muerta development update

#### **Aguada Federal** Core development extension

- First 2 wells showing comparable productivity to Bajada del Palo Oeste. Well AF-102(h) landed in La Cocina delivered an IP-30 of 2.5 Mboe/d and a 120-day cumulative production 20% above BPO type curve <sup>(2)</sup>
- Completed 4-well pad AF3, tied-in in October
- Completed pipeline connecting to BPO, currently operational



### Bajada del Palo Oeste Core development

- Solid performance to date, with 55 wells tied-in and producing on average 5% above our type curve <sup>(1)</sup>
- Completed and tied-in pads BPO-13 and BPO-14 in 03-22
- Currently drilling 5-well pad BPO-15, expected to be completed and tied-in during Q4-22
- Expecting to reach 60 wells on production by YE

# Pilot

- First 2 wells showing robust productivity, with average cumulative production to date 14% above BPO type curve after 180 days <sup>(2)</sup>
- Initial pilot results lead to the addition of up to 50 new wells in the western part of the block
- Planning to drill 3 additional wells to the East to de-risk block in Q4-22



## Implemented key project to reduce well cost

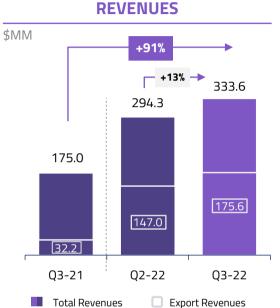
# Started operating Vista local sand mine and washing plant

- Plant located 260 km from BPO
- Reduces more than 1,000 km of sand trucking
- Currently producing 15,000 Tn/month of sand, 50% of Vista's sand demand
- Designed to fulfill 100% of Vista requirements at full capacity (estimated 1H-23)
- Forecasted to reduce well cost by 0.2 \$MM
- Total capex of 16 \$MM, estimated payback in <2 years</li>

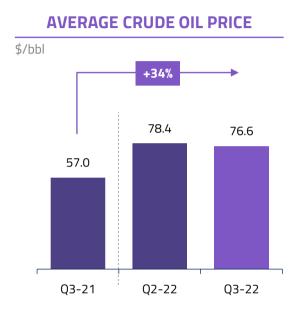






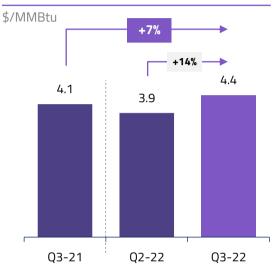


 Strong increase y-o-y, driven by 35% boost in oil production and 34% improvement in realized oil prices



- Realized oil prices of 64.2 \$/bbl in the domestic market and 90.2 \$/bbl in the export market <sup>(1)</sup>
- Exported 1.9 MMbbl of crude oil, representing 48% of total oil sales volumes and 56% of total oil revenues

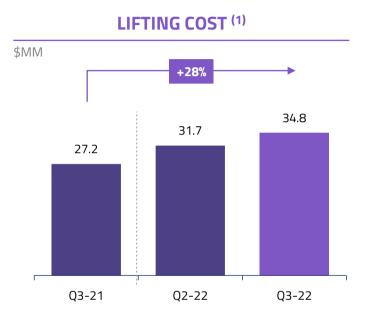
#### **AVERAGE NATURAL GAS PRICE**

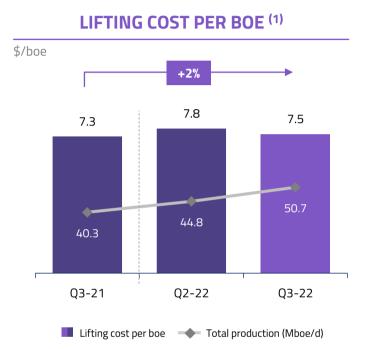


- Interannual increase driven by sales to industrial customers at 4.9 \$/MMBtu
- Sequential increase driven by Plan Gas winter price of 4.1 \$/MMBtu applicable to ~65% of volumes



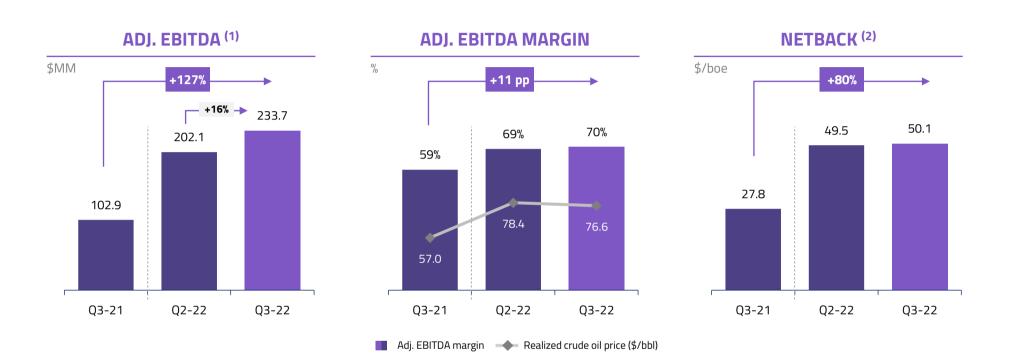
# Strong focus on cost control, sequentially reducing lifting cost per boe





- Implemented tactical cost saving initiatives to contain the impact of real-term appreciation of the Argentine Peso
- Dilution of fixed costs through incremental production volumes, leading to a 4% sequential decrease in lifting cost per boe
- Expected production growth for Q4-22 forecasted to deliver lifting cost of 7.5 \$/boe for the year





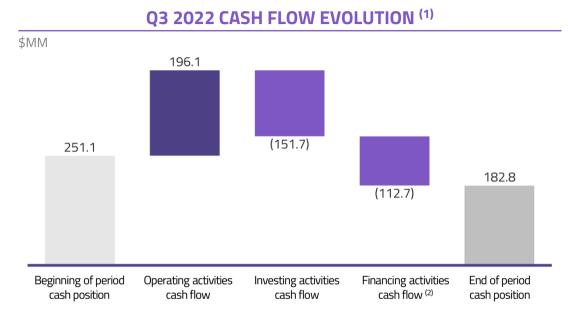
- Adj. EBITDA y-o-y increase driven by strong revenue growth amid stable lifting cost
- Netback increased 80% y-o-y, driven by higher realized prices and an increase in oil mix

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



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

# FCF generation coupled with gross debt reduction

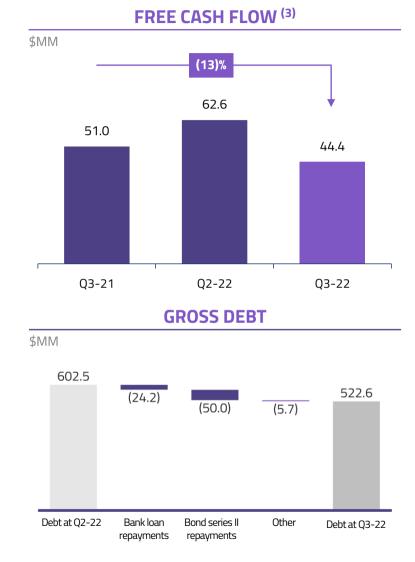


- Operating activities cash flow impacted by monthly advances of Income Tax payment
- Investing activities cash flow driven by D&C in Bajada del Palo Oeste and Aguada Federal
- YTD Free cash flow reached 140 \$MM <sup>(3)</sup>
- Financing activities cash flow reflects repayment of 24.2 \$MM of bank loans and 50.0 \$MM of bond series II
- Net debt stood at 340 \$MM resulting in a Net leverage ratio of 0.5x LTM Adj. EBITDA at quarter-end



(2) For the purpose of this graph, cash flow used in by financing activities is the sum of: (i) cash flow used in by financing activities for (91.9) \$MM; (ii) effect of exposure to changes in the foreign currency rate of cash and cash equivalents for (20.3) \$MM; and (iii) the variation in Government bonds for (0.5) \$MM

(3) Free cash flow = Operating activities cash flow + Investing activities cash flow





**Delivered strong operational and financial performance,** with production up 26% y-o-y, Adj. EBITDA of 234 \$MM, YTD Adj. Net Income of 201 \$MM and Adj. EPS of 0.9 \$/sh for the quarter

**Closed 2<sup>nd</sup> Vaca Muerta development JV with Trafigura,** marking a record acreage valuation for the basin and supporting the delivery of our investment plan

Warrant amendment proposal approved on October 4<sup>th</sup>, an important step to improve our capital structure, favoring a correct price formation of Vista shares

**Called shareholders meeting for December 7<sup>th</sup>** to vote on a proposal to approve a second share buyback program, for 25.6 \$MM





# THANKS!

Q&A