

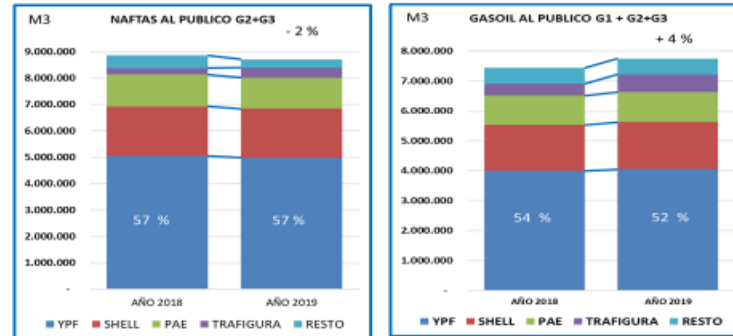
INFORME DE VENTAS AL MERCADO – AÑO 2019

VENTAS AL MERCADO

Año 2019 Vs 2018

NAFTAS AL PÚBLICO	MERCADO	YPF
G2	+ 4 %	+ 5 %
G3	- 14 %	- 15 %
G2 + G3	- 2 %	- 1 %

GAS OIL AL PÚBLICO	MERCADO	YPF
G2	+ 8 %	+ 5 %
G3	- 3 %	- 5 %
G2 + G3	+ 4 %	+ 1 %



LUBRICANTES: AÑO 2019 vs 2018

MERCADO:	- 8 %
YPF:	- 3 %

• Lubricantes incluye todos los sectores

AO YPF

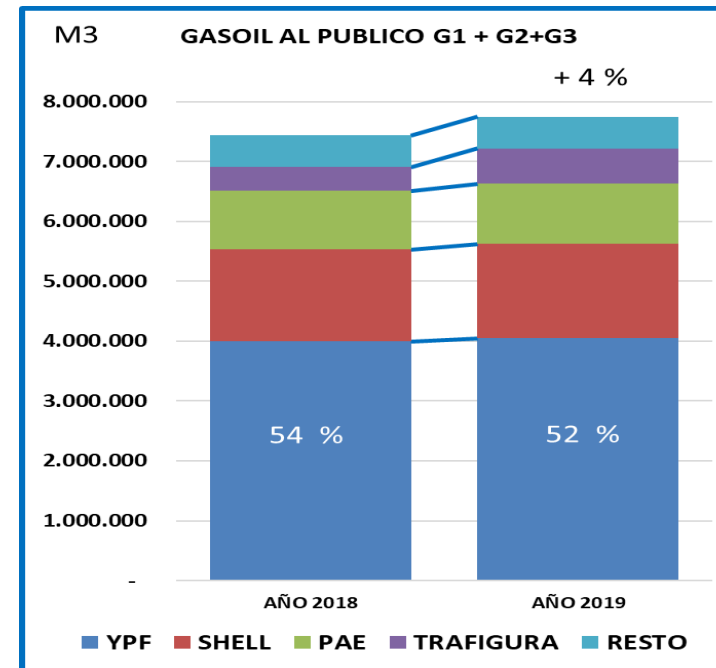
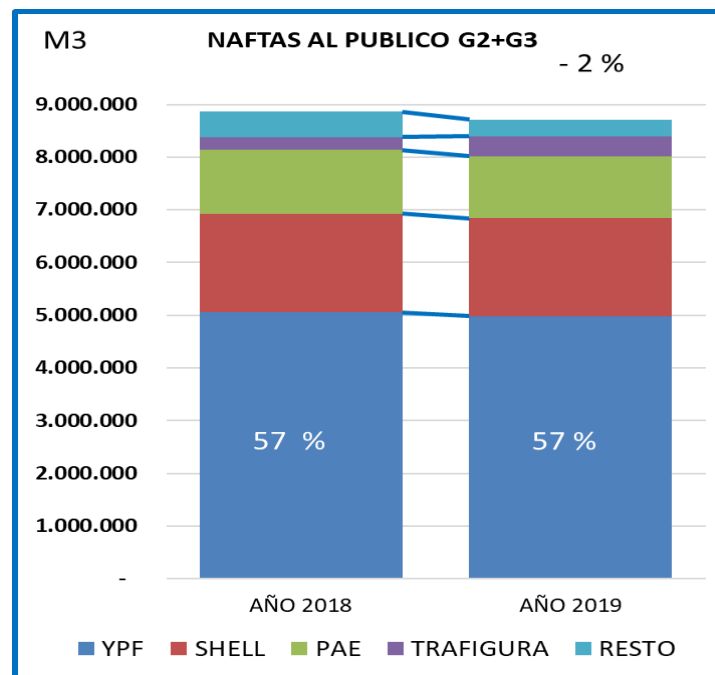
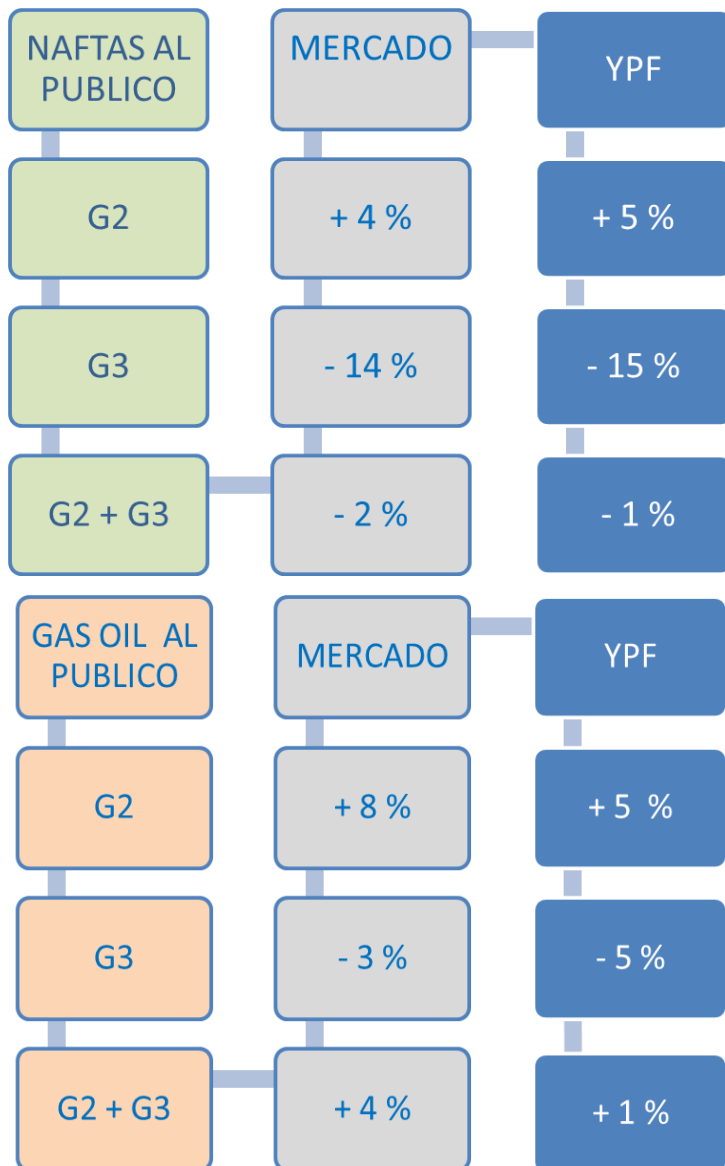


• Fuente: <https://www.argentina.gob.ar/energia/hidrocarburos/refinacion-y-comercializacion-de-petroleo-gas-y-derivados-tablas-dinamicas>

• Información pública recopilada por AOYPF.

VENTAS AL MERCADO

Año 2019 Vs 2018



LUBRICANTES: AÑO 2019 vs 2018

MERCADO: - 8 %

YPF: - 3 %

- Lubricantes incluye todos los sectores

VENTAS DE NAFTAS AL PUBLICO

NAFTAS AL PUBLICO M3	MERCADO			YPF			MERCADO			YPF		
	PROVINCIA	DIC 2018	DIC 2019	%	DIC 2018	DIC 2019	%	AÑO 2018	AÑO 2019	%	AÑO 2018	AÑO 2019
Buenos Aires	291.468	290.048	0%	163.198	158.310	-3%	3.283.326	3.294.074	0%	1.769.496	1.750.991	-1%
CABA	73.602	73.109	-1%	36.369	33.302	-8%	817.732	776.296	-5%	387.309	371.569	-4%
Catamarca	5.586	5.514	-1%	3.138	2.955	-6%	66.332	61.060	-8%	34.596	34.083	-1%
Chaco	16.138	16.111	0%	9.772	8.911	-9%	176.925	171.188	-3%	109.327	101.097	-8%
Chubut	19.494	19.325	-1%	14.129	13.315	-6%	217.082	205.087	-6%	153.548	146.483	-5%
Córdoba	67.608	67.163	-1%	37.728	36.212	-4%	779.007	767.514	-1%	419.210	426.301	2%
Corrientes	16.420	17.518	7%	10.077	9.858	-2%	182.894	179.780	-2%	113.575	108.077	-5%
Entre Rios	22.682	24.050	6%	13.482	13.722	2%	260.811	250.898	-4%	153.212	149.165	-3%
Formosa	7.665	8.169	7%	4.049	3.976	-2%	82.289	83.633	2%	38.005	43.488	14%
Jujuy	8.493	8.380	-1%	5.235	5.289	1%	98.475	95.153	-3%	61.438	60.468	-2%
La Pampa	11.834	12.056	2%	8.359	8.109	-3%	133.035	124.331	-7%	91.431	88.532	-3%
La Rioja	6.740	7.015	4%	3.863	4.063	5%	80.383	78.132	-3%	46.561	45.888	-1%
Mendoza	30.609	30.512	0%	21.703	20.602	-5%	351.512	346.015	-2%	252.116	241.162	-4%
Misiones	19.824	20.530	4%	12.621	12.504	-1%	219.315	218.946	0%	135.243	132.546	-2%
Neuquén	21.556	22.252	3%	15.423	15.442	0%	238.096	234.251	-2%	168.599	169.379	0%
Rio Negro	21.137	21.578	2%	14.847	14.459	-3%	235.997	223.283	-5%	158.662	160.375	1%
Salta	16.722	16.600	-1%	11.933	11.909	0%	194.426	186.349	-4%	140.678	134.987	-4%
San Juan	8.899	8.980	1%	6.938	6.724	-3%	104.291	101.878	-2%	81.251	78.397	-4%
San Luis	8.871	9.135	3%	5.914	5.648	-4%	102.071	102.644	1%	69.203	66.279	-4%
Santa Cruz	11.356	11.621	2%	8.872	8.650	-3%	127.868	122.701	-4%	97.099	94.606	-3%
Santa Fe	60.222	61.113	1%	31.169	30.119	-3%	672.634	662.609	-1%	332.706	340.064	2%
S. del Estero	11.289	12.168	8%	5.958	5.727	-4%	128.972	129.259	0%	67.713	65.830	-3%
T. del Fuego	6.009	5.834	-3%	5.634	5.429	-4%	70.978	67.206	-5%	64.590	61.920	-4%
Tucuman	20.522	20.457	0%	9.542	10.328	8%	233.993	227.388	-3%	110.133	113.078	3%
TOTAL	784.750	789.236	1%	459.953	445.563	-3%	8.858.447	8.709.675	-2%	5.055.701	4.984.765	-1%

VENTAS DE GAS OIL AL PUBLICO

GAS OIL AL PUBLICO M3	MERCADO			YPF			MERCADO			YPF		
	PROVINCIA	DIC 2018	DIC 2019	%	DIC 2018	DIC 2019	%	AÑO 2018	AÑO 2019	%	AÑO 2018	AÑO 2019
Buenos Aires	214.020	228.887	7%	106.675	111.437	4%	2.567.019	2.702.258	5%	1.190.521	1.227.261	3%
CABA	22.535	23.910	6%	12.428	12.665	2%	269.081	261.546	-3%	142.534	141.822	0%
Catamarca	3.082	3.354	9%	1.774	1.692	-5%	38.547	35.628	-8%	20.094	18.616	-7%
Chaco	15.461	15.267	-1%	7.164	7.657	7%	170.173	167.569	-2%	86.490	80.300	-7%
Chubut	16.850	16.836	0%	11.749	11.027	-6%	207.931	192.915	-7%	147.950	129.386	-13%
Córdoba	73.731	84.387	14%	35.362	40.288	14%	841.652	949.636	13%	404.952	432.601	7%
Corrientes	10.487	14.137	35%	6.057	7.494	24%	130.707	140.995	8%	74.479	76.038	2%
Entre Rios	24.332	28.746	18%	12.494	14.218	14%	288.266	290.127	1%	147.303	150.968	2%
Formosa	4.789	5.384	12%	2.315	2.514	9%	56.969	54.234	-5%	25.736	26.652	4%
Jujuy	7.279	7.839	8%	5.123	5.611	10%	95.161	93.165	-2%	65.823	62.894	-4%
La Pampa	15.097	16.491	9%	9.334	10.008	7%	183.209	173.716	-5%	106.611	110.035	3%
La Rioja	3.531	3.796	8%	2.350	2.312	-2%	48.496	44.922	-7%	31.106	28.910	-7%
Mendoza	34.252	39.641	16%	26.018	28.444	9%	405.583	419.005	3%	305.511	303.849	-1%
Misiones	14.297	16.882	18%	8.604	9.821	14%	179.964	183.674	2%	105.696	105.445	0%
Neuquén	17.425	16.866	-3%	9.934	9.799	-1%	200.063	202.387	1%	116.858	115.275	-1%
Rio Negro	17.798	16.907	-5%	13.175	12.136	-8%	215.756	200.407	-7%	154.825	150.411	-3%
S/D								966				
Salta	16.090	17.384		11.309	12.610	12%	200.386	206.803	3%	142.107	142.031	0%
San Juan	7.870	8.262	5%	5.631	5.766	2%	95.947	94.107	-2%	70.315	68.098	-3%
San Luis	7.800	9.110	17%	4.801	5.397	12%	93.480	97.947	5%	59.414	58.708	-1%
Santa Cruz	10.063	9.709	-4%	7.749	7.974	3%	120.376	116.893	-3%	93.383	90.530	-3%
Santa Fe	56.843	70.011	23%	25.677	30.255	18%	670.475	744.556	11%	299.263	321.712	8%
S. del Estero	10.768	14.640	36%	6.613	7.908	20%	138.231	150.741	9%	86.855	87.170	0%
T. del Fuego	2.806	3.075	10%	2.593	2.880	11%	36.489	33.400	-8%	32.496	30.585	-6%
Tucuman	13.872	16.265	17%	6.255	8.038	29%	187.358	194.510	4%	83.790	89.805	7%
TOTAL	621.077	687.786	11%	341.184	367.951	8%	7.441.320	7.752.106	4%	3.994.112	4.049.102	1%

COMBUSTIBLES AL PUBLICO

Naftas y Gas Oil

NAFTAS		DIC 2018	DIC 2019	%	AÑO 2018	AÑO 2019	%
MERCADO	G 2	579.948	583.684	1%	6.271.116	6.491.800	4%
	G 3	204.801	205.552	0%	2.587.331	2.217.875	-14%
	TOTAL	784.750	789.236	1%	8.858.447	8.709.675	-2%
YPF	G 2	331.916	320.590	-3%	3.457.899	3.630.546	5%
	G 3	128.037	124.973	-2%	1.597.802	1.354.219	-15%
	TOTAL	459.953	445.563	-3%	5.055.701	4.984.765	-1%
GAS OIL		DIC 2018	DIC 2019	%	AÑO 2018	AÑO 2019	%
MERCADO	G1		3.272			3.520	
	G 2	409.326	458.097	12%	4.845.490	5.239.856	8%
	G 3	211.751	226.417	7%	2.595.831	2.508.730	-3%
	TOTAL	621.077	687.786	11%	7.441.320	7.752.106	4%
YPF	G 2	213.009	236.072	11%	2.446.798	2.577.005	5%
	G 3	128.175	131.879	3%	1.547.314	1.472.097	-5%
	TOTAL	341.184	367.951	8%	3.994.112	4.049.102	1%
NAFTAS + GAS OIL		DIC 2018	DIC 2019	%	AÑO 2018	AÑO 2019	%
MERCADO		1.405.827	1.477.021	5%	16.299.767	16.461.781	1%
YPF		801.137	813.514	2%	9.049.813	9.033.867	0%
% YPF		57%	55%		56%	55%	

VENTAS DE GAS OIL

* Todos los sectores excepto Bunker Internacional

GAS OIL	MERCADO			YPF			MERCADO			YPF		
	PROVINCIA	DIC 2018	DIC 2019	%	DIC 2018	DIC 2019	%	AÑO 2018	AÑO 2019	%	AÑO 2018	AÑO 2019
Buenos Aires	378.194	370.436	-2%	202.303	193.143	-5%	4.513.297	4.495.856	0%	2.295.044	2.271.991	-1%
CABA	68.739	63.930	-7%	34.445	33.935	-1%	879.678	773.992	-12%	515.265	410.988	-20%
Catamarca	4.283	4.253	-1%	2.889	2.388	-17%	55.485	52.065	-6%	34.780	29.808	-14%
Chaco	21.921	20.815	-5%	12.372	11.184	-10%	257.373	236.255	-8%	151.032	127.510	-16%
Chubut	23.065	24.569	7%	16.481	15.814	-4%	313.407	306.617	-2%	220.951	197.763	-10%
Córdoba	120.240	122.559	2%	70.515	66.984	-5%	1.411.976	1.475.200	4%	827.364	811.529	-2%
Corrientes	17.107	19.803	16%	9.417	9.923	5%	220.534	224.567	2%	118.654	109.209	-8%
Entre Ríos	36.360	38.349	5%	21.095	20.649	-2%	433.696	418.952	-3%	247.565	245.125	-1%
Formosa	5.869	6.210	6%	3.356	3.302	-2%	69.448	65.842	-5%	37.793	36.176	-4%
Jujuy	13.226	12.512	-5%	10.638	10.079	-5%	171.356	164.813	-4%	137.026	123.917	-10%
La Pampa	26.645	25.115	-6%	15.781	14.939	-5%	282.354	281.505	0%	170.211	167.436	-2%
La Rioja	3.989	4.119	3%	2.791	2.624	-6%	56.691	51.075	-10%	38.932	34.673	-11%
Mendoza	54.825	54.494	-1%	41.509	39.984	-4%	661.556	650.351	-2%	515.092	474.565	-8%
Misiones	23.244	24.565	6%	16.699	16.281	-3%	292.972	284.168	-3%	208.778	192.703	-8%
Neuquén	34.005	34.309	1%	22.389	21.966	-2%	420.614	432.817	3%	282.623	278.135	-2%
Rio Negro	22.692	22.331	-2%	17.072	15.576	-9%	278.602	268.352	-4%	200.700	201.582	0%
S/D	234	0					6.762	5.802				
Salta	25.468	25.208	-1%	20.570	19.702	-4%	316.351	305.412	-3%	254.729	235.918	-7%
San Juan	21.941	20.810	-5%	19.409	17.772	-8%	258.491	256.866	-1%	226.669	222.835	-2%
San Luis	10.970	11.412	4%	7.296	6.923	-5%	130.348	128.082	-2%	88.733	78.675	-11%
Santa Cruz	20.588	19.796	-4%	17.913	16.311	-9%	257.831	257.713	0%	226.442	216.523	-4%
Santa Fe	121.038	130.555	8%	59.000	56.971	-3%	1.414.423	1.472.220	4%	678.730	663.231	-2%
S. del Estero	18.410	21.498	17%	12.752	12.559	-2%	237.231	238.222	0%	166.435	150.196	-10%
T. del Fuego	6.540	5.984	-9%	6.305	5.767	-9%	77.337	67.072	-13%	73.248	63.697	-13%
Tucuman	23.068	22.662	-2%	12.820	11.299	-12%	315.145	305.986	-3%	179.653	146.212	-19%
TOTAL	1.102.660	1.106.294	0%	655.817	626.075	-5%	13.332.959	13.219.802	-1%	7.896.449	7.490.397	-5%

LUBRICANTES

LUBS. M3	MERCADO			YPF			MERCADO			YPF		
	PROVINCIA	DIC 2018	DIC 2019	%	DIC 2018	DIC 2019	%	AÑO 2018	AÑO 2019	%	AÑO 2018	AÑO 2019
Buenos Aires	6.391	6.593	3%	2.653	2.078	-22%	87.307	79.898	-8%	28.849	27.141	-6%
CABA	2.208	912	-59%	286	322	13%	27.011	21.361	-21%	4.473	4.096	-8%
Catamarca	90	54	-39%	55	43	-21%	1.856	948	-49%	618	593	-4%
Chaco	361	429	19%	212	240	13%	4.691	4.592	-2%	1.980	1.938	-2%
Chubut	443	407	-8%	330	260	-21%	6.212	5.495	-12%	3.821	3.575	-6%
Córdoba	1.519	1.833	21%	853	1.263	48%	21.515	18.489	-14%	10.876	10.098	-7%
Corrientes	158	356	125%	101	295	193%	2.386	2.242	-6%	1.272	1.316	3%
Entre Ríos	561	479	-15%	303	173	-43%	6.898	6.621	-4%	2.654	2.742	3%
Formosa	117	67	-42%	101	48	-52%	1.073	946	-12%	845	750	-11%
Jujuy	221	364	65%	202	353	75%	2.958	2.765	-7%	2.549	2.345	-8%
La Pampa	271	401	48%	185	262	42%	3.668	4.072	11%	1.933	2.006	4%
La Rioja	108	115	6%	59	74	26%	1.180	1.110	-6%	655	651	-1%
Mendoza	789	626	-21%	593	493	-17%	9.996	9.014	-10%	6.353	6.292	-1%
Misiones	302	1.066	253%	214	312	46%	4.544	9.738	114%	2.162	2.402	11%
Neuquén	733	637	-13%	544	468	-14%	8.690	8.110	-7%	5.578	5.486	-2%
Rio Negro	171	177	4%	154	152	-1%	2.247	2.189	-3%	1.626	1.861	14%
S/D	453	535					6.038	6.648				
Salta	327	330	1%	270	287	7%	4.905	4.661	-5%	3.904	3.922	0%
San Juan	445	402	-10%	418	363	-13%	5.720	5.845	2%	4.827	5.188	7%
San Luis	132	150	14%	112	131	17%	1.696	1.452	-14%	1.376	1.209	-12%
Santa Cruz	272	185	-32%	157	135	-14%	2.848	2.561	-10%	1.493	1.802	21%
Santa Fe	2.286	1.682	-26%	1.106	781	-29%	30.416	25.053	-18%	11.462	11.211	-2%
S. del Estero	249	161	-35%	219	143	-35%	2.660	2.310	-13%	2.053	1.875	-9%
T. del Fuego	81	115	42%	38	84	124%	1.221	1.453	19%	729	699	-4%
Tucuman	418	559	34%	161	189	17%	7.327	7.024	-4%	3.503	2.883	-18%
TOTAL	19.105	18.633	-2%	9.323	8.950	-4%	255.061	234.598	-8%	105.592	102.081	-3%

MERCADO DE LUBRICANTES

M3	AÑO 2015	AÑO 2016	AÑO 2017	AÑO 2018	AÑO 2019
MERCADO	305.695	297.454	292.219	255.061	234.598
% CAMBIO		-3%	-2%	-13%	-8%
YPF	122.428	112.721	113.193	105.592	102.081
% CAMBIO		-8%	0%	-7%	-3%

