Third Quarter 2013 Earnings Conference Call and Webcast

Chevron

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November 1, 2013

## **Cautionary Statement**



#### CAUTIONARY STATEMENTS RELEVANT TO FORWARD-LOOKING INFORMATION FOR THE PURPOSE OF "SAFE HARBOR" PROVISIONS OF THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995

This presentation of Chevron Corporation contains forward-looking statements relating to Chevron's operations that are based on management's current expectations, estimates and projections about the petroleum, chemicals and other energy-related industries. Words such as "anticipates," "expects," "intends," "plans," "targets," "forecasts," "projects," "believes," "seeks," "schedules," "estimates," "budgets," "outlook" and similar expressions are intended to identify such forward-looking statements. These statements are not guarantees of future performance and are subject to certain risks, uncertainties and other factors, many of which are beyond the company's control and are difficult to predict. Therefore, actual outcomes and results may differ materially from what is expressed or forecasted in such forward-looking statements. The reader should not place undue reliance on these forward-looking statements, which speak only as of the date of this presentation. Unless legally required, Chevron undertakes no obligation to update publicly any forward-looking statements, whether as a result of new information, future events or otherwise.

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Certain terms, such as "unrisked resources," "unrisked resource base," "recoverable resources," and "oil in place," among others, may be used in this presentation to describe certain aspects of the company's portfolio and oil and gas properties beyond the proved reserves. For definitions of, and further information regarding, these and other terms, see the "Glossary of Energy and Financial Terms" on pages 58 and 59 of the company's 2012 Supplement to the Annual Report and available at Chevron.com. As used in this report, the term "project" may describe new upstream development activity, including phases in a multiphase development, maintenance activities, certain existing assets, new investments in downstream and chemicals capacity, investment in emerging and sustainable energy activities, and certain other activities. All of these terms are used for convenience only and are not intended as a precise description of the term "project" as it relates to any specific government law or regulation.

Financial Highlights	Chev	ron
3Q13 Earnings	\$5.0 Billion	
3Q13 Earnings per Diluted Share	<sup>\$</sup> 2.57	
ROCE (trailing 12 months thru 9/30/2013)	15.4%	
<b>Debt Ratio</b> (as of 9/30/2013)	<b>11.4</b> %	
3Q13 Share Repurchases	\$1.25 Billion	

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In our earnings release, these two items are included in our "capital and exploratory expenditure" table in Attachment 2.

<sup>(2)</sup> Per U.S. GAAP, expensed exploration expenditures and assets acquired from capital leases are part of "cash flow from operations" in our SEC reports.

<sup>(1)</sup> Includes cash and cash equivalents, time deposits and marketable securities.

# Sources and Uses of Cash<sup>(1)</sup>

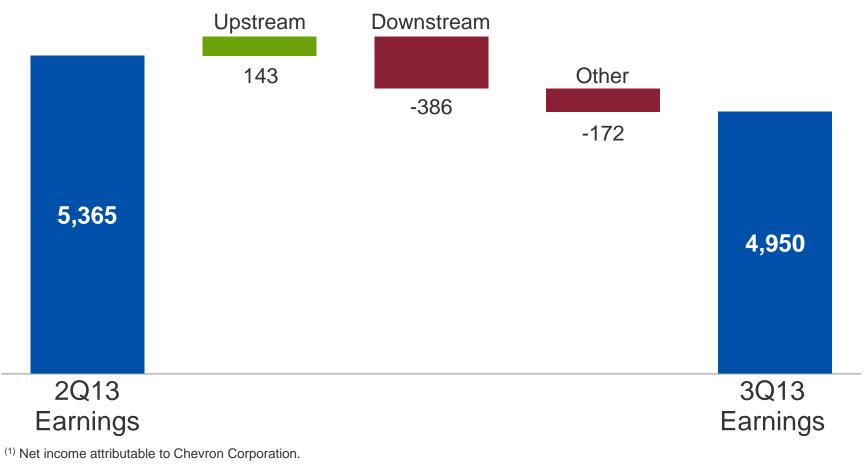
\$ Billions 3Q13 2013 YTD 40 16 0.1 35 0.5 3.75 1.25 0.9 12 30 5.6 0.2 6.4 1.9 25 8 20 15 26.4 10.3 24.6 9.6 10 4 5 0  $\mathbf{0}$ Uses Uses Sources Sources Cash flow from operations<sup>(2)</sup> Other Sources of Cash: Net debt issuance Asset sales Capital expenditures<sup>(2)</sup> Uses of Cash: Dividends Net debt repayment Share repurchases Other



# Chevron Earnings<sup>(1)</sup> 3Q13 vs. 2Q13



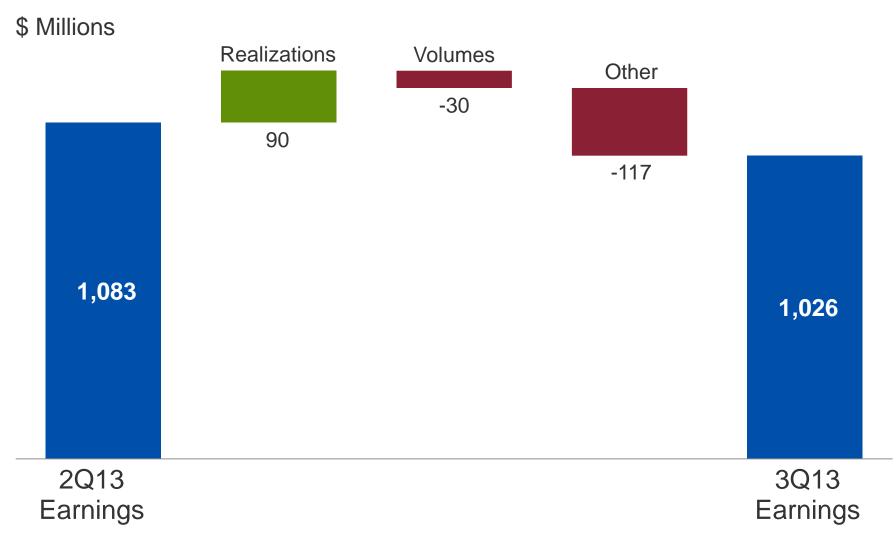
\$ Millions



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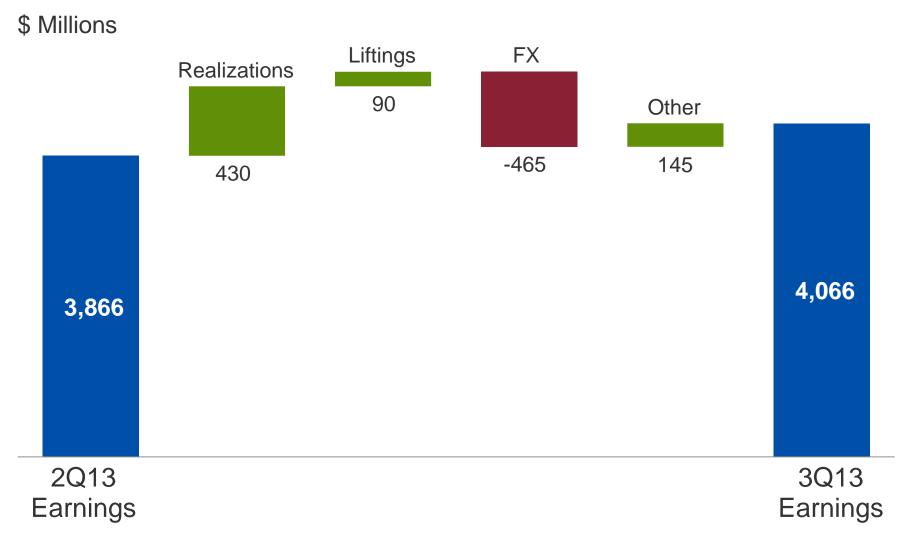
# U.S. Upstream Earnings 3Q13 vs. 2Q13





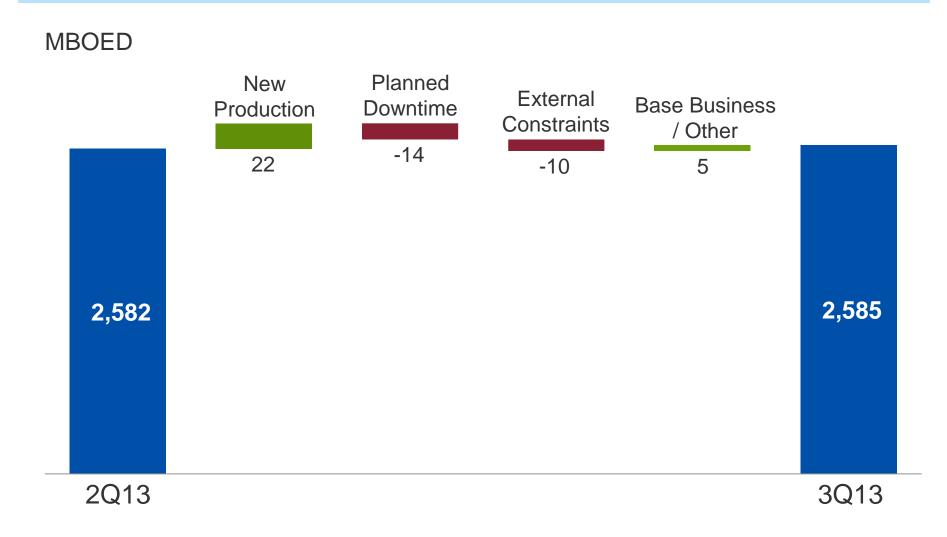
# International Upstream Earnings 3Q13 vs. 2Q13





# Worldwide Net Oil & Gas Production 3Q13 vs. 2Q13

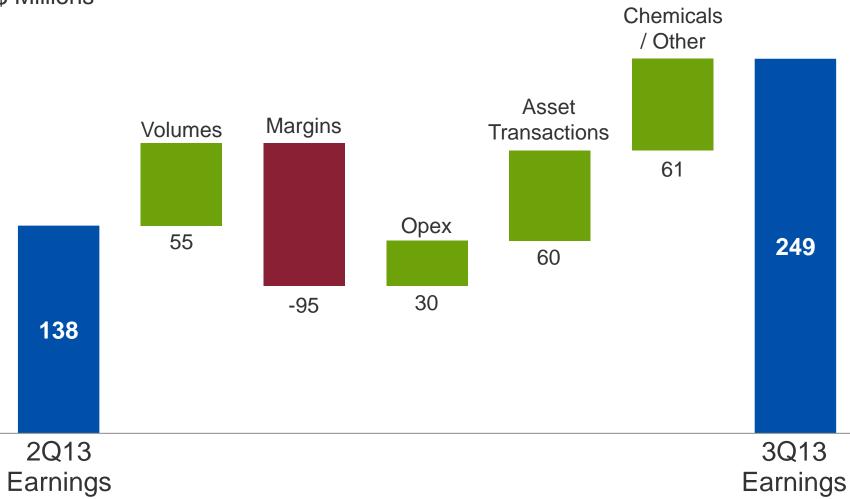




# U.S. Downstream Earnings 3Q13 vs. 2Q13

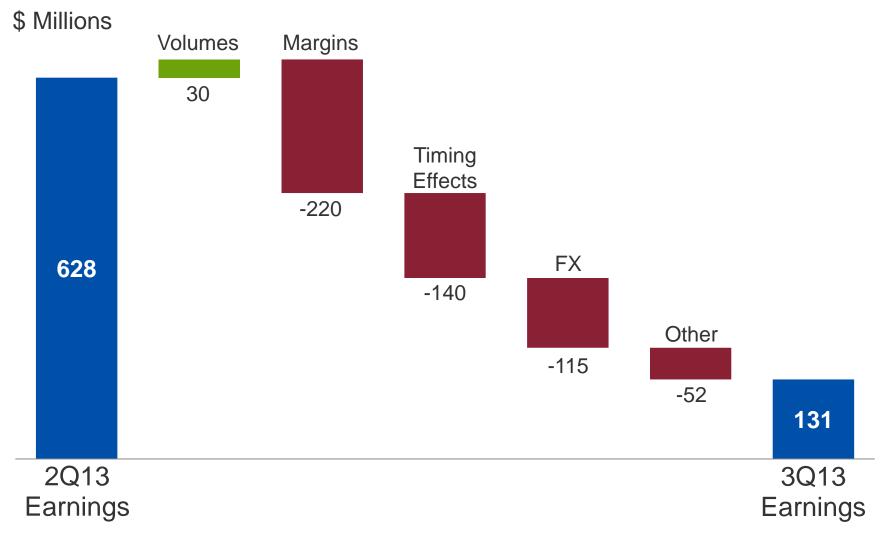


\$ Millions



# International Downstream Earnings 3Q13 vs. 2Q13

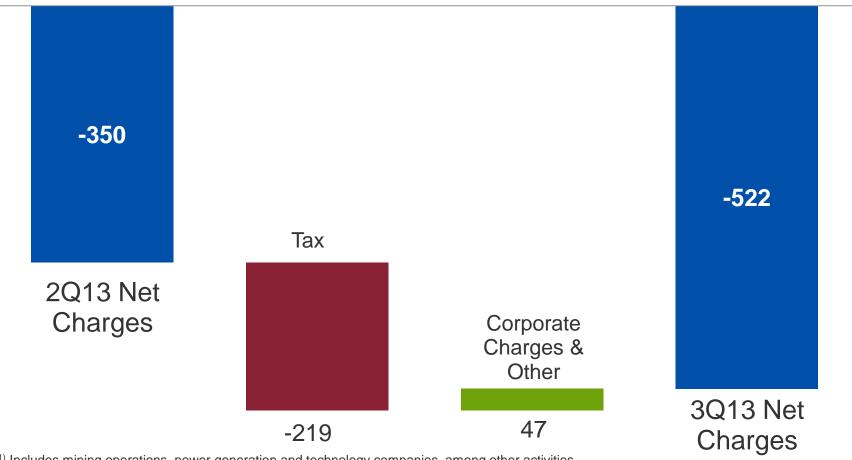




# All Other Net Charges<sup>(1)</sup> 3Q13 vs. 2Q13



#### \$ Millions



<sup>(1)</sup> Includes mining operations, power generation and technology companies, among other activities.

# LNG Marketing Activities





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# **Robust Global Energy Demand Growth**



#### Energy Demand 2000-2025 MMBOE/D 400 Renewables Including Biofuels 300 Nuclear Coal 200 ~40% Natural Gas 100 Liquids **Excluding Biofuels** 0 2000 2005 2010 2015 2020 2025

Growth

driven by increasing population and expanding income

>30%

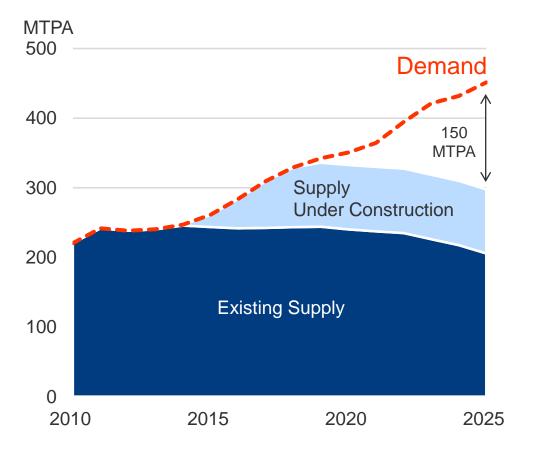
increase<sup>\*</sup> in total energy demand

increase<sup>\*</sup> in global gas demand

Source: Wood Mackenzie (Aug. 2013)

# Demand for Reliable LNG Supplies is Growing

#### Global LNG Supply and Demand



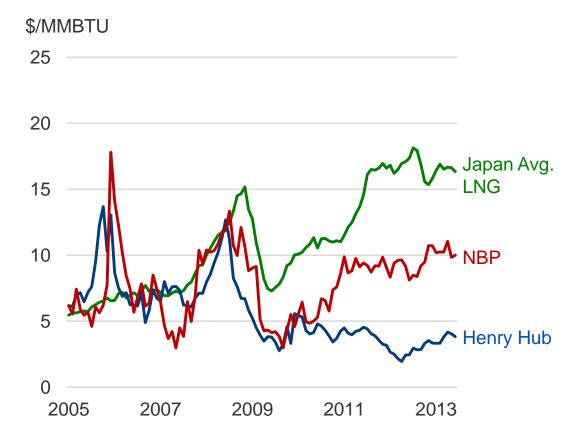
- Demand doubles by 2025
- ~150 MTPA new capacity sanctions needed
- Multiple supply sources required

Source: Chevron analysis of Wood Mackenzie data

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# **Regionally Distinct Major Gas Markets**

#### **Global Gas/LNG Prices**



- Regional gas markets are expected to persist
- Market characteristics and drivers differ

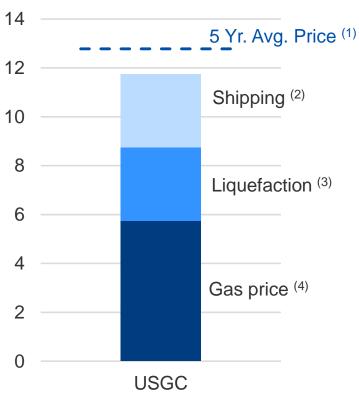
Source: Japan customs data, IPE, Platts



# US LNG Important, But not Enough

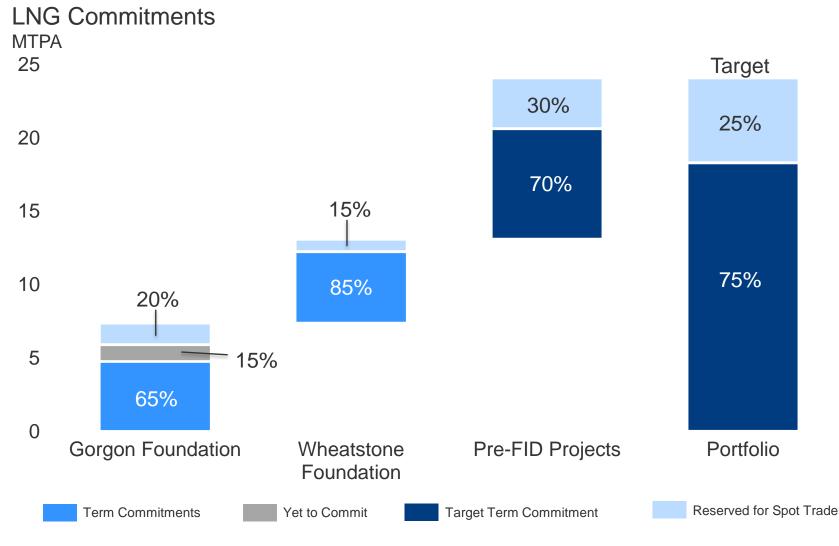


#### LNG Delivery Price \$/MMBtu (Ex Ship Japan)



Data: (1) Japan LNG Customs Clearing Price – 5 Year Average (2008-2012);
(2) Wood Mackenzie; (3) Cheniere Energy, Inc. 2012 Annual Report;
(4) \$5 HH \* 115% to cover transportation costs to the LNG plant plus shrinkage

- New supplies require robust pricing
- U.S. expected to provide ~50 MTPA of new supply by 2025
- Delivered cost of ~\$12/MMBTU or higher for majority of new supply



# Chevron's LNG Project Portfolio

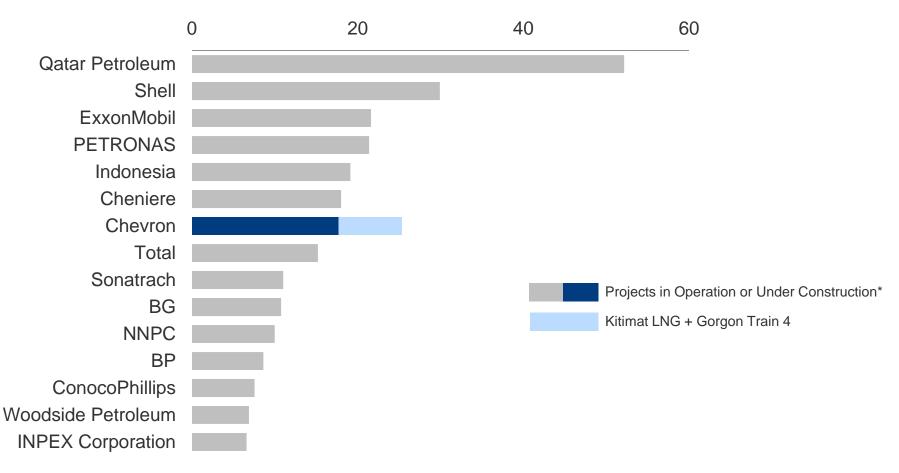
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# Chevron's Growing LNG Portfolio



#### Million Tonnes Per Annum



Sources: Chevron Analysis of Wood Mackenzie 3Q 2013 LNG data

\* 2020 LNG Capacity

# **LNG Project Updates**



## Gorgon

- ✓ Construction >70% complete
- ✓ 14 of 21 modules for Train 1 on BWI
- ✓ >75% LNG jetty caissons installed
- ✓ Domestic gas pipeline mechanical completion

## Wheatstone

- ✓ Construction >20% complete
- ✓ Shoreline micro-tunnel boring complete
- ✓ Commenced piling for LNG tanks

## **Kitimat**

- ✓ Marketing efforts progressing
- ✓ Continuation of LNG plant site earthworks
- Construction on office and camp industrial site and service road to plant site







# **Strategic Progress**

#### Upstream

- Australia binding SPA with Tohoku Electric for Wheatstone LNG
- Australia acquired exploration interests in 2 deepwater blocks in the Bight Basin
- Canada successfully concluded exploration drilling program in Duvernay shale

#### Downstream

 U.S. – CPChem reached final investment decision on Gulf Coast petrochemicals project





# **Superior Financial Performance**



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YTD 2013 Adjusted Earnings per barrel of \$23.33

Chevron outperformed nearest IOC by > \$5 per bbl Upstream Adjusted Earnings Per Barrel \$/BOE





# Questions Answers

# Appendix Reconciliation of Chevron's Adjusted Earnings



	TOTAL UPSTREAM								
	YTD	3Q13	2Q13	1Q13	2012	2011	2010	2009	2008
Adjusted Earnings * (\$MM)	\$15,957	\$5,092	\$4,949	\$5,916	\$21,788	\$24,786	\$17,677	\$10,632	\$ 21,619
Adjustment Items:									
Asset Impairments & Revaluations								(100)	(400)
Asset Dispositions					2,000			400	950
Tax Adjustments									
Environmental Remediation Provisions									
Restructurings & Reorganizations									
Litigation Provisions									
Total Special Items					2,000			300	550
Cumulative Effect of Changes in Accounting Principles									
Reported Earnings (\$MM)	\$15,957	\$5,092	\$4,949	\$5,916	\$23,788	\$24,786	\$17,677	\$ 10,932	\$22,169
Net Production Volume (MBOED) **	2,505	2,487	2,481	2,547	2,512	2,576	2,674	2,617	2,443
Reported Earnings per BOE	\$23.33	\$22.25	\$21.92	\$25.81	\$25.87	\$26.36	\$ 18.11	\$ 11.44	\$ 24.79
Adjusted Earnings per BOE	\$23.33	\$22.25	\$21.92	\$25.81	\$23.70	\$26.36	\$ 18.11	\$ 11.13	\$ 24.18
Average Capital Employed (\$MM) ***	\$109,943	\$109,943	\$109,943	\$109,943	\$101,566	\$86.589	\$77,662	\$71,387	\$63,545

\* Adjusted Earnings = Reported Earnings less adjustments for certain non-recurring items noted above.

Earnings of competitors are adjusted on a consistent basis as Chevron to exclude certain non-recurring items based on publicly available information.

\*\* Excludes own use fuel (natural gas consumed in operations).

\*\*\* 2012 year-end capital employed is the proxy for quarterly average capital employed in 2013.