Fourth Quarter 2011 Earnings Conference Call and Webcast

Chevron

John Watson Chairman and Chief Executive Officer

**Pat Yarrington** Vice President and Chief Financial Officer

Jeanette Ourada General Manager, Investor Relations

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Certain terms, such as "resources," "undeveloped gas resources," "oil in place," "recoverable reserves," and "recoverable resources," among others, may be used in this presentation to describe certain oil and gas properties that are not permitted to be used in filings with the U.S. Securities and Exchange Commission.

#### 2011 Strategic Accomplishments

- Safety Performance
- Record Financial Performance
- Upstream
  - o Final investment decisions
    - ✓ Wheatstone LNG Australia
    - ✓ Clair Ridge U.K.
    - ✓ Tubular Bells Gulf of Mexico
  - o Platong II startup in Thailand
  - Completed Marcellus acquisitions
  - o Exploration discoveries in DW GOM, offshore Western Australia
  - o 171% reserve replacement ratio
- Downstream
  - o Portfolio rationalization progress, including sale of Pembroke refinery
  - o Pascagoula Base Oil Plant sanctioned







	4Q11	2011
Earnings	<sup>\$</sup> 5.1 Billion	<sup>\$</sup> 26.9 Billion
Earnings per Diluted Share	<sup>\$</sup> 2.58	<sup>\$</sup> 13.44
ROCE		21.6%
Year-End Debt Ratio		7.7%
Dividends Paid		<sup>\$</sup> 6.14 Billion
Share Repurchases	\$1.25 Billion	\$4.25 Billion
Total Shareholder Return (TSR)		20.3%

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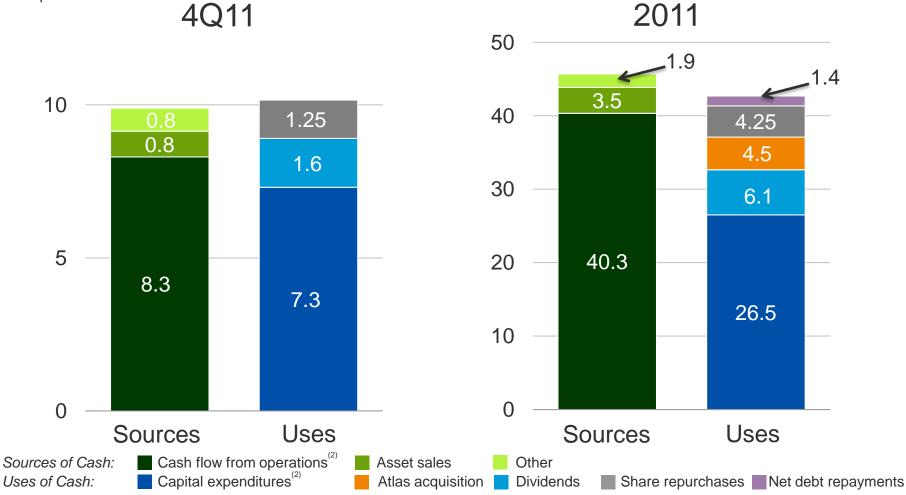
\$ Billions

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

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

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

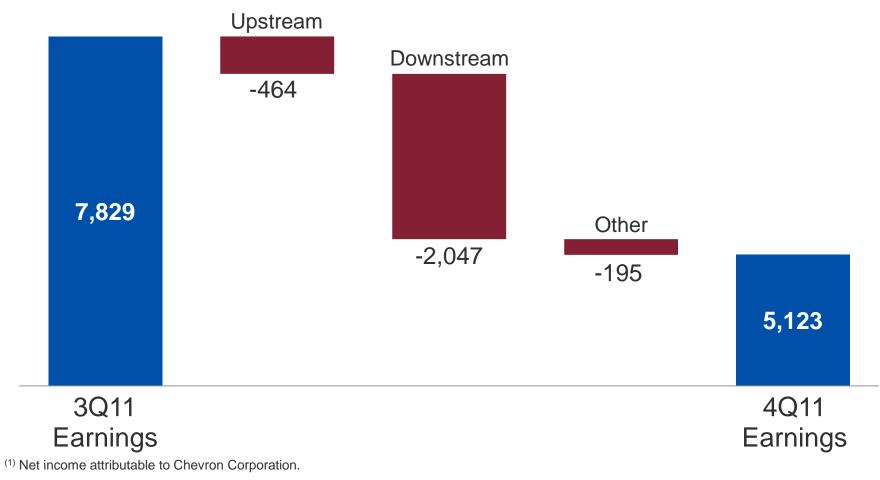




### Chevron Earnings<sup>(1)</sup> 4Q11 vs. 3Q11



#### \$ Millions

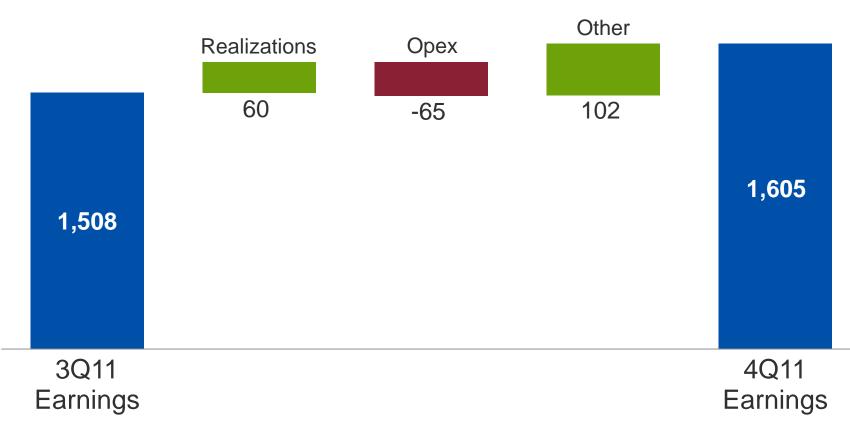


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#### U.S. Upstream Earnings 4Q11 vs. 3Q11

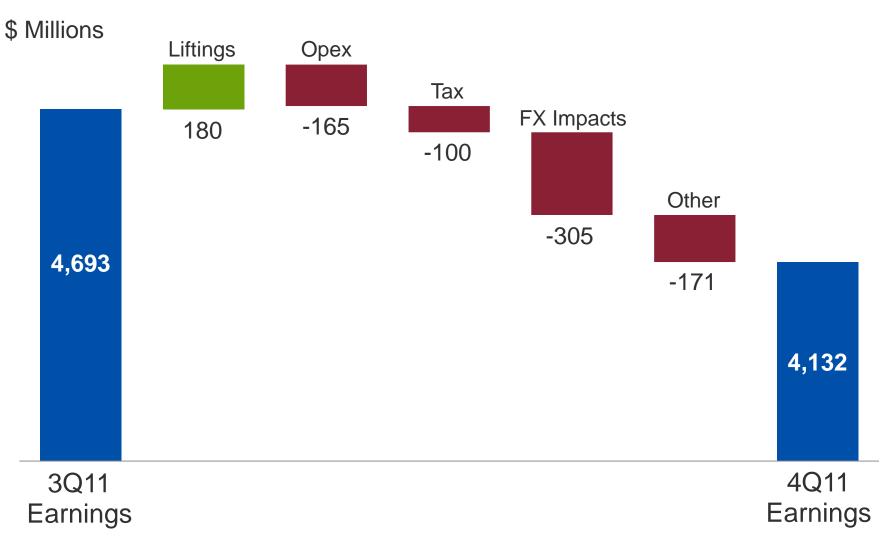


\$ Millions



# International Upstream Earnings 4Q11 vs. 3Q11





# Worldwide Net Oil & Gas Production 4Q11 vs. 3Q11

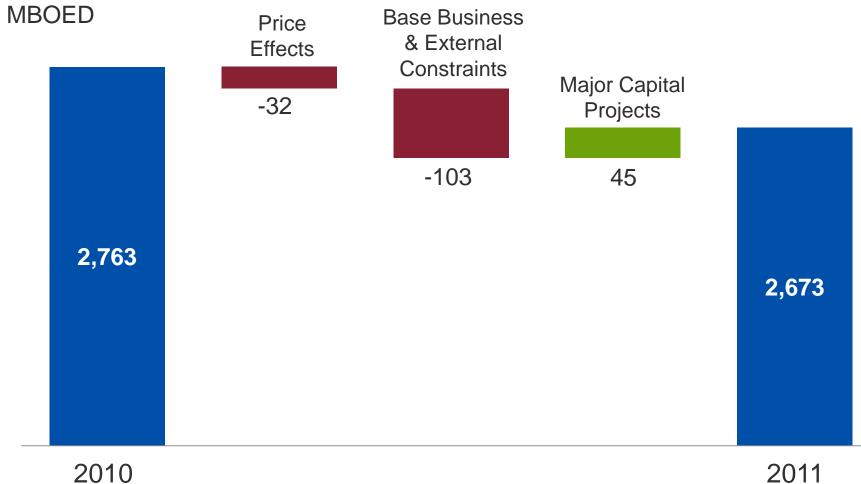


MBOED



#### Worldwide Net Oil & Gas Production 2011 vs. 2010

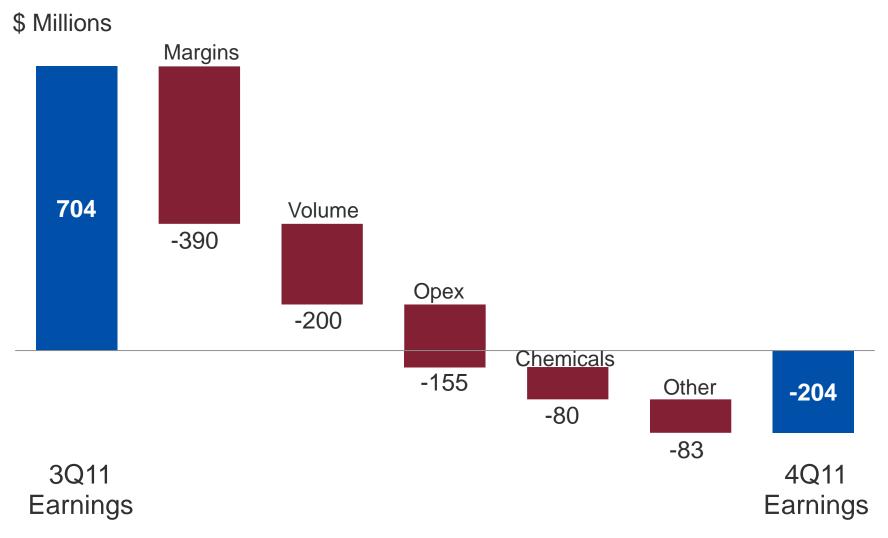




2011

## U.S. Downstream Earnings 4Q11 vs. 3Q11

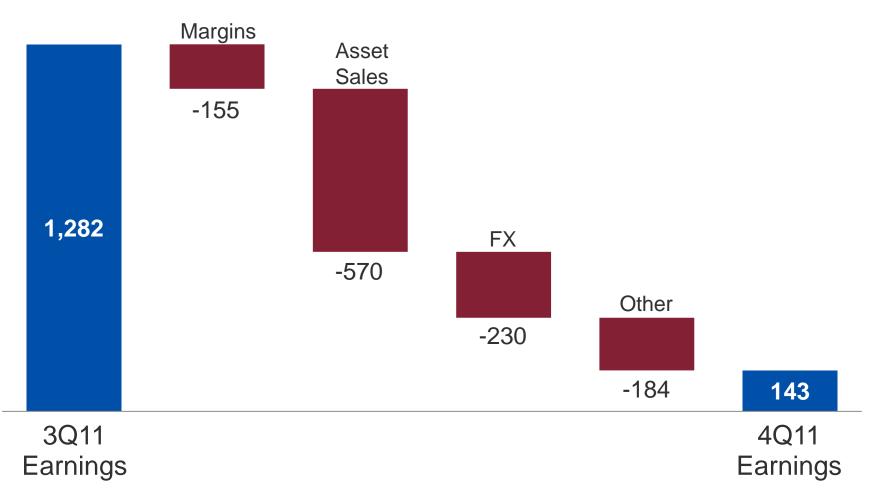




# International Downstream Earnings 4Q11 vs. 3Q11



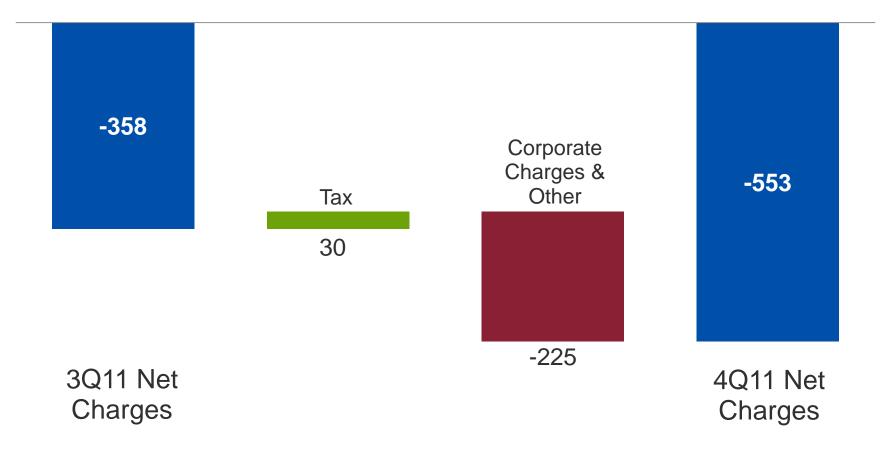




### All Other Net Charges<sup>(1)</sup> 4Q11 vs. 3Q11



#### \$ Millions



<sup>(1)</sup> Includes mining operations of coal and other minerals, and power generation.

#### Capital & Exploratory Program



\$ Billions		Actual 2011	Budget 2012
U.S. Upstream		8.3	6.2
International Up	stream	17.6	22.3
US Downstream	n	1.5	2.1
International Do	wnstream	1.2	1.5
Other		0.6	0.6
Total C&E <sup>(1)</sup>		29.1	32.7
Cash C&E		27.4	29.7

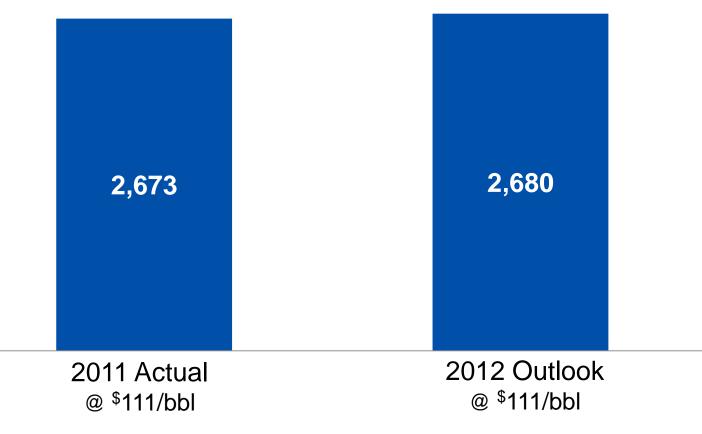
<sup>(1)</sup> Total C&E includes the company's share of affiliates' expenditures, which does not require cash outlays by the company, and excludes Atlas acquisition of ~\$4.5B in 2011.

#### 2012 Production Outlook



## 2011 Actual: 2,673 MBOED

Net Production MBOED

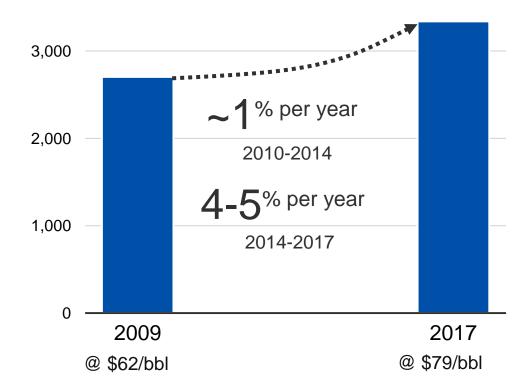


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#### Positioned for Long Term Growth

- Guidance of ~1% CAGR from 2010 to 2014 is unchanged
- Growth projects on track
- Production target of 3.3 MMBOED at \$79/bbl in 2017 unchanged

Net Production





#### 2012 Outlook



#### Downstream

- o Final year of restructuring
- o Pascagoula Base Oil Plant construction

#### Upstream

- o Major capital project startups
  - ✓ Angola LNG
  - ✓ Usan
- o Increased exploration activity
- o Front end engineering and design
  - ✓ Future Growth Project at Tengiz, PZ Steam Flood Pilot Expansion, Gorgon Train 4
- o Execution focus
  - ✓ Gorgon
  - ✓ Wheatstone
  - ✓ Jack/St. Malo
  - ✓ Bigfoot



# Questions Answers



### Appendix Reconciliation of Chevron's Adjusted Earnings

	TOTAL UPSTREAM								
	2011	4Q11	3Q11	2Q11	1Q11	2010	2009	2008	2007
Adjusted Earnings * (\$MM)	\$24,786	\$5,737	\$6,201	\$6,871	\$5,977	\$17,677	\$10,632	\$ 21,619	\$ 15,468
Adjustment Items:									
Asset Impairments & Revaluations							(100)	(400)	(350)
Asset Dispositions							400	950	
Tax Adjustments									
Environmental Remediation Provisions									
Restructurings & Reorganizations									
Litigation Provisions									
Total Special Items							300	550	(350)
Cumulative Effect of Changes in Accounting Principles									
Reported Earnings (\$MM)	\$24,786	\$5,737	\$6,201	\$6,871	\$5,977	\$17,677	\$ 10,932	\$22,169	\$ 15,118
Net Production Volume (MBOED) **	2,576	2,539	2,507	2,602	2,666	2,674	2,617	2,443	2,536
Reported Earnings per BOE	\$26.36	\$24.56	\$26.88	\$29.01	\$ 24.91	\$ 18.11	\$ 11.44	\$ 24.79	\$ 16.33
Adjusted Earnings per BOE	\$26.36	\$24.56	\$26.88	\$29.01	\$ 24.91	\$ 18.11	\$ 11.13	\$ 24.18	\$ 16.71
Average Capital Employed (\$MM) ***	\$86.595	\$79.989	\$79,989	\$79,989	\$79,989	\$77,662	\$71,387	\$63,545	\$56,057

\* 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); \*\*\* 2010 year-end capital employed is the proxy for quarterly average capital employed in 2011