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# Chevron 2019 Investor Presentation

February 2019

# Cautionary statement and legal notice

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

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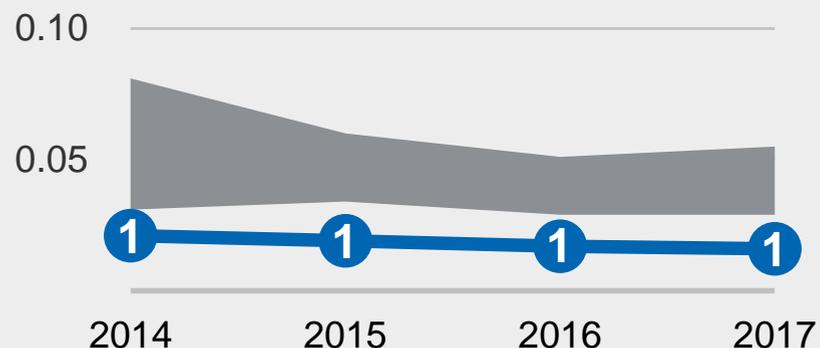
Certain terms, such as “unrisked resources,” “unrisked resource base,” “recoverable resources,” and “oil in place,” among others, may be used in this presentation to describe certain aspects of the company’s portfolio and oil and gas properties beyond the proved reserves. For definitions of, and further information regarding, these and other terms, see the “Glossary of Energy and Financial Terms” on pages 50 through 51 of the company’s 2017 Supplement to the Annual Report and available at [Chevron.com](http://Chevron.com). As used in this presentation, 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.

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# Operational excellence leadership

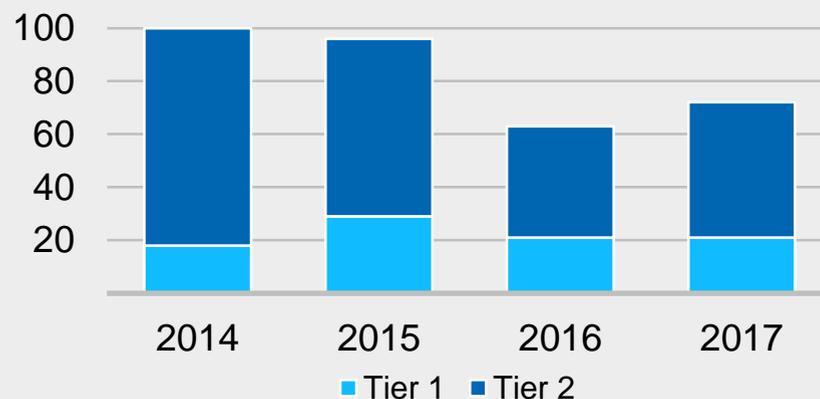
## Days away from work rate<sup>1</sup>



● CVX ranking relative to competitors, 1 being the lowest rate  
 ■ Competitors: BP, RDS, XOM

## Loss of containment events<sup>2</sup>

Basis: 2014 = 100



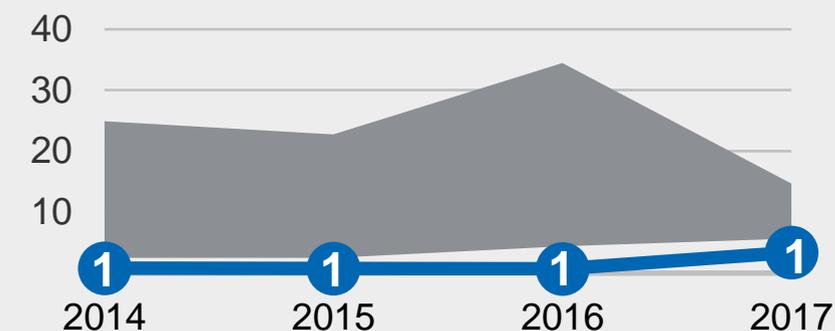
■ Tier 1 ■ Tier 2

**Industry leading safety and spill performance**

**Reduced energy consumption while increasing production**

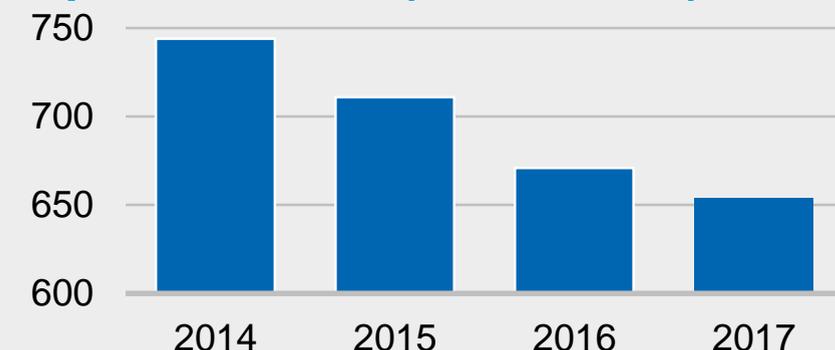
## Oil spills to land or water<sup>3</sup>

Thousands of barrels



● CVX ranking relative to competitors, 1 being the lowest rate  
 ■ Competitors: BP, RDS, XOM

## Total energy consumption<sup>4</sup> Operated assets (trillion BTUs)



<sup>1</sup> Source: Annual company sustainability reports. XOM is lost time incident rates; RDS is lost time incident rates for injuries only; TOT is not included in competitor range due to reporting differences.

<sup>2</sup> Source: Company data. American Petroleum Institute Recommended Practice (RP) 754 defines Tier 1 loss-of-primary-containment (LOPC) incident as an unplanned or uncontrolled release of any material, including non-toxic and nonflammable materials from a process that results in an injury, shelter in place or evacuation, fire, or material release that meets the thresholds as defined in the RP 754. A Tier 2 process safety event is an LOPC with lesser consequence.

<sup>3</sup> Source: Annual company sustainability reports. Oil spills greater than one barrel (excluding secondary containment). Includes sabotage events. TOT is not included in competitor range due to reporting differences. When needed, units converted to thousand bbl based on the following assumptions: 1 ton = 7.3 bbl; 1 bbl = 159 liters.

<sup>4</sup> Source: Company data and Corporate Responsibility Report. Energy consumption from Chevron Operated assets excluding energy utilized for major capital project constructions. Energy consumption includes all energy streams used to produce, transport, and deliver products to Chevron's customers.



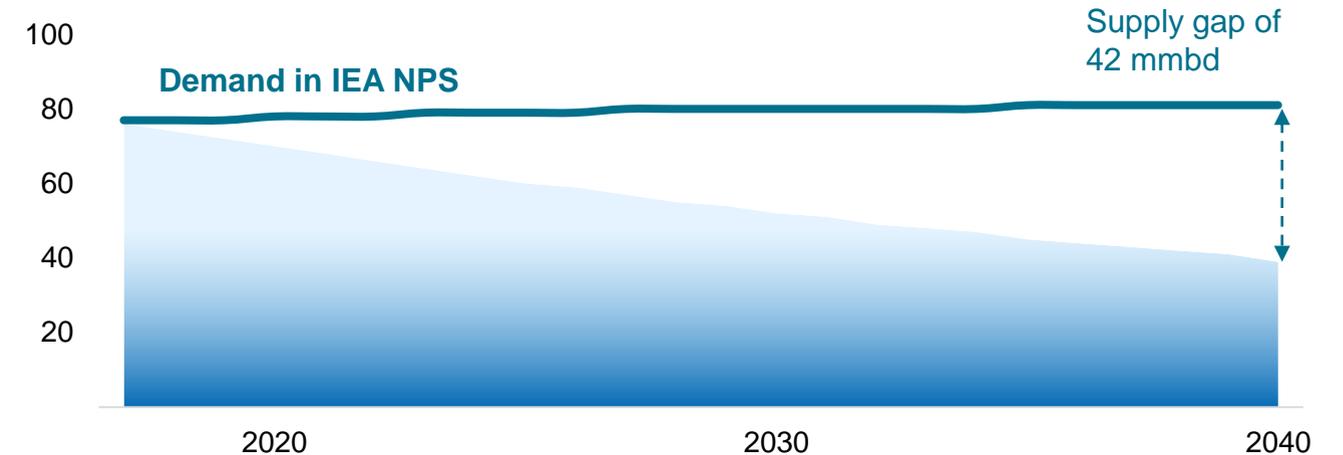
# Macro landscape

Demand growth and production declines lead to supply gap

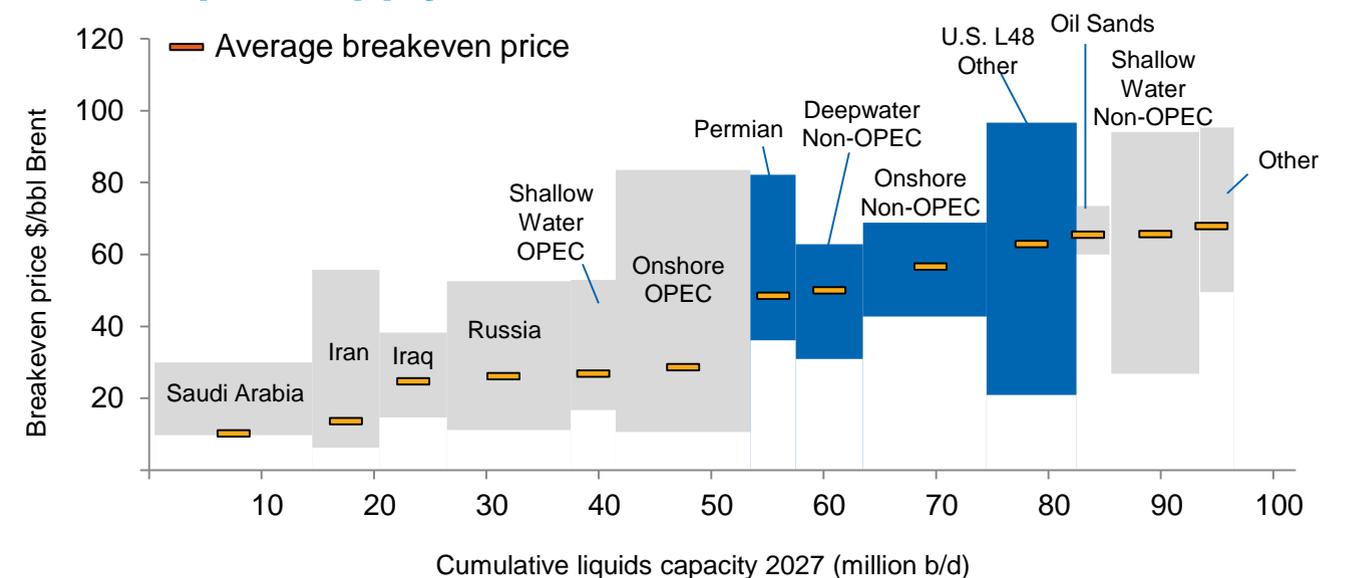
Longer, flatter supply curve: cost discipline remains key

## Global crude oil supply & demand<sup>1</sup>

Million barrels per day



## Global liquid supply curve in 2027<sup>2</sup>



<sup>1</sup> IEA World Energy Outlook 2017 NPS (new policy scenario).

<sup>2</sup> Wood Mackenzie data and Chevron analysis.



# Financial highlights

	4Q18	2018
Earnings	\$3.7 billion	\$14.8 billion
Earnings per diluted share	\$1.95	\$7.74
Earnings / EPS (excluding special items and FX) <sup>1</sup>	\$3.7 billion / \$1.95	\$15.5 billion / \$8.07
Cash flow from operations / excl. working capital <sup>1</sup>	\$9.2 billion / \$8.0 billion	\$30.6 billion / \$31.3 billion
ROCE		8.2%
Debt ratio / Net debt ratio <sup>2</sup>		18% / 14%
Dividends paid	\$2.1 billion	\$8.5 billion
Share repurchases	\$1.0 billion	\$1.75 billion

<sup>1</sup> Reconciliation of special items, FX, and other non-GAAP measures can be found in the appendix.

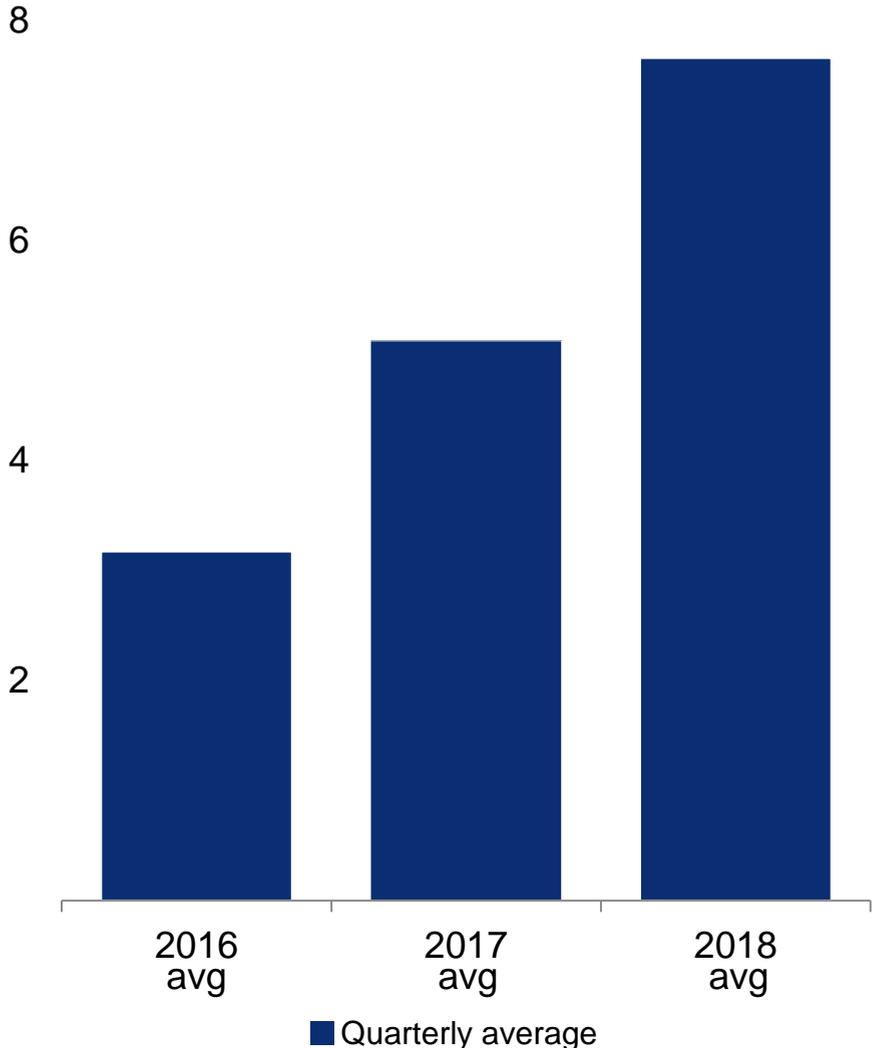


<sup>2</sup> As of 12/31/2018. Net debt ratio is defined as debt less cash equivalents, marketable securities and time deposits divided by debt less cash equivalents, marketable securities and time deposits plus stockholders' equity.

# Cash flow trend improving

## Cash flow from operations

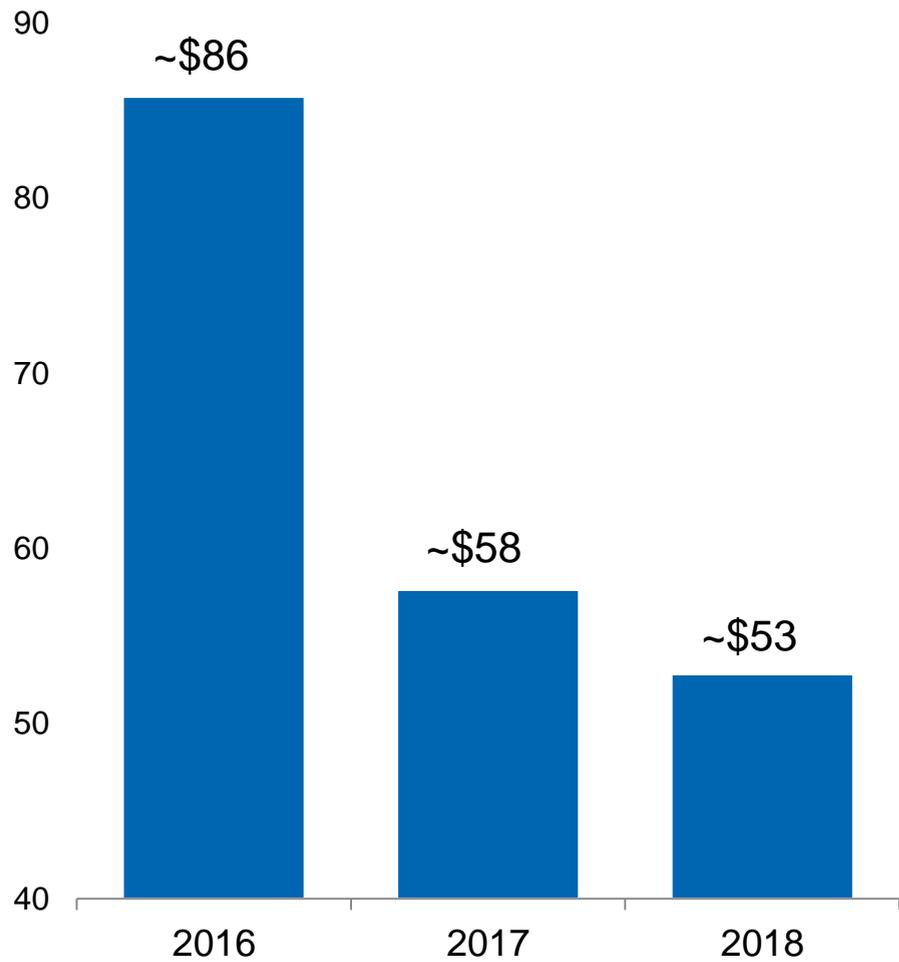
\$ billions



**Delivering 2018 cash generation**

## Dividend breakeven\*

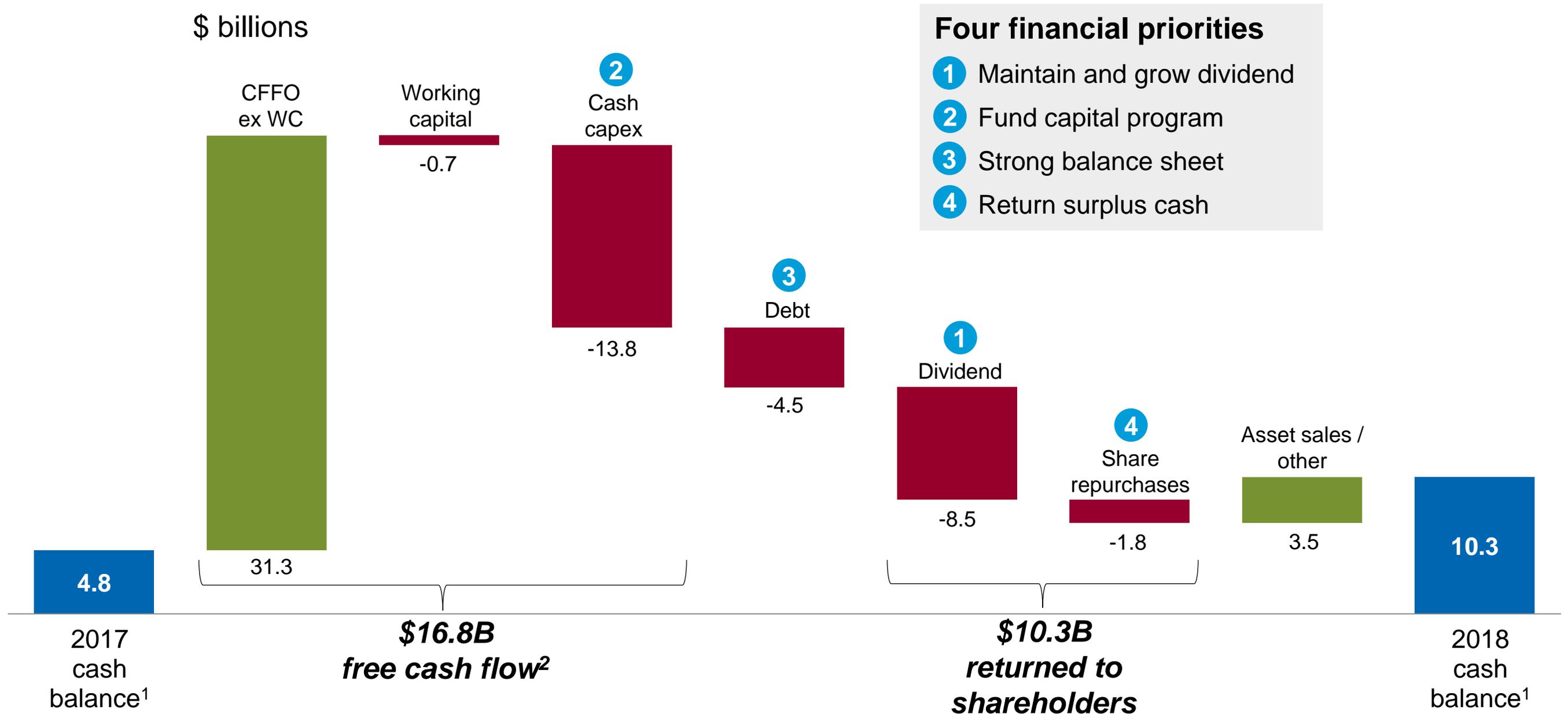
\$/bbl



\* Dividend breakeven is defined as the Brent price required to cover cash capex and dividend payments. Excludes TCO co-lending, which occurred in 2016. Calculation assumes \$1/bbl Brent sensitivity of \$450MM in 2018, \$350MM in 2017, and \$320MM in 2016, as previously disclosed.

# Delivering on all four financial priorities

## 2018 vs. 2017



<sup>1</sup> Includes cash, cash equivalents, marketable securities, and time deposits. Excludes restricted cash.

<sup>2</sup> Free cash flow is defined as cash flow from operations less cash capital expenditures.



# Looking ahead

## 1Q 2019 outlook

### Upstream

- Full year 2019 production 4-7% growth from 2018 (excluding asset sales)
- TCO co-lending

### Downstream

- “Low” refinery turnaround activity

### Corporate

- Full year cash flow “headwinds” guidance of \$2-3 billion
- Full year “other” segment guidance of ~\$2.4 billion
- Quarterly dividend increase of \$0.07/share
- \$1 billion of share repurchases



# Winning in any environment

## 2018 performance

Grow production & sustain margins

Returns-driven capital allocation

Lower our cost structure

Get more out of assets

High-grade portfolio



Grew production



Grew upstream cash margin



Improved CFFO ROCE\*



Lowered unit costs



Optimized portfolio



Grew dividend

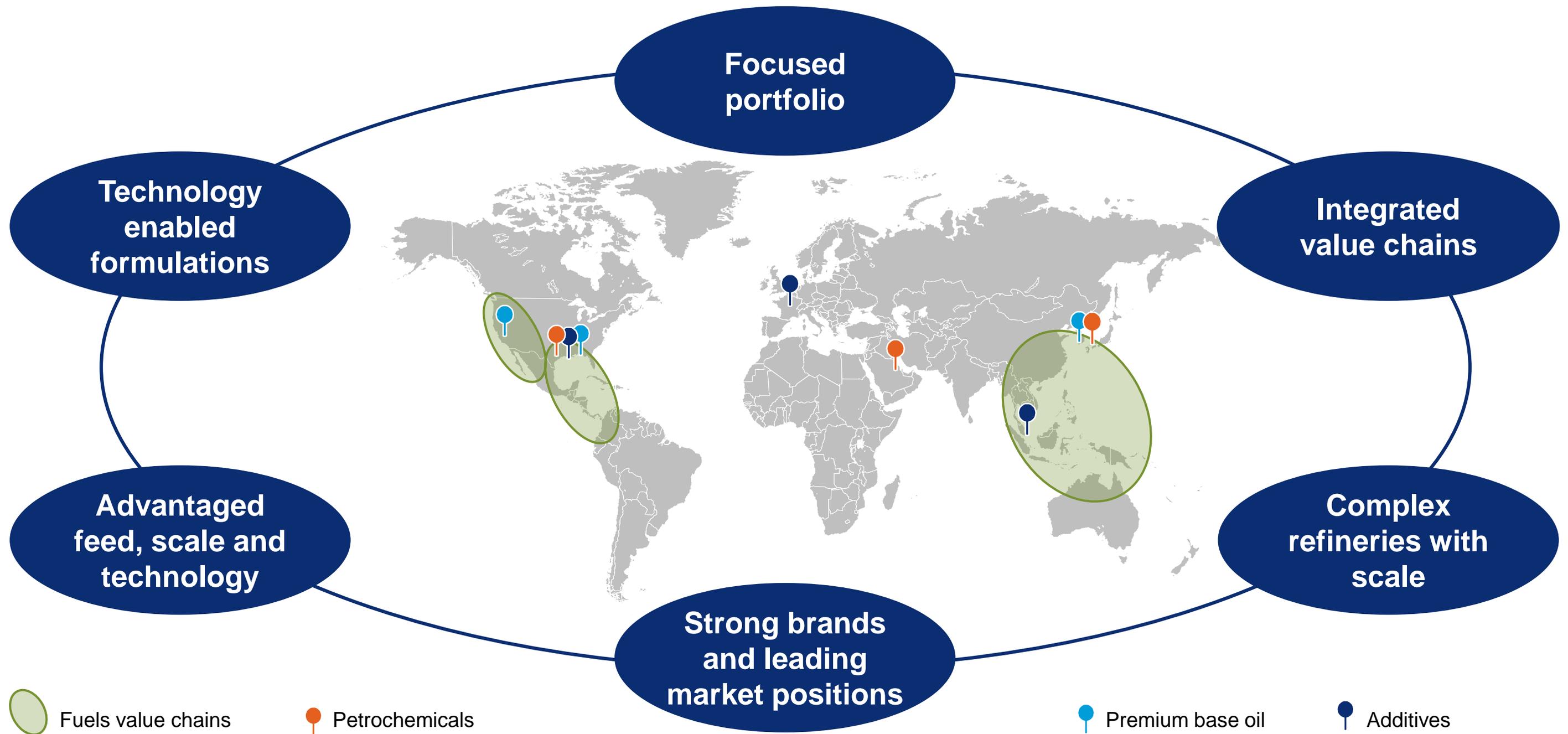


Initiated share repurchases

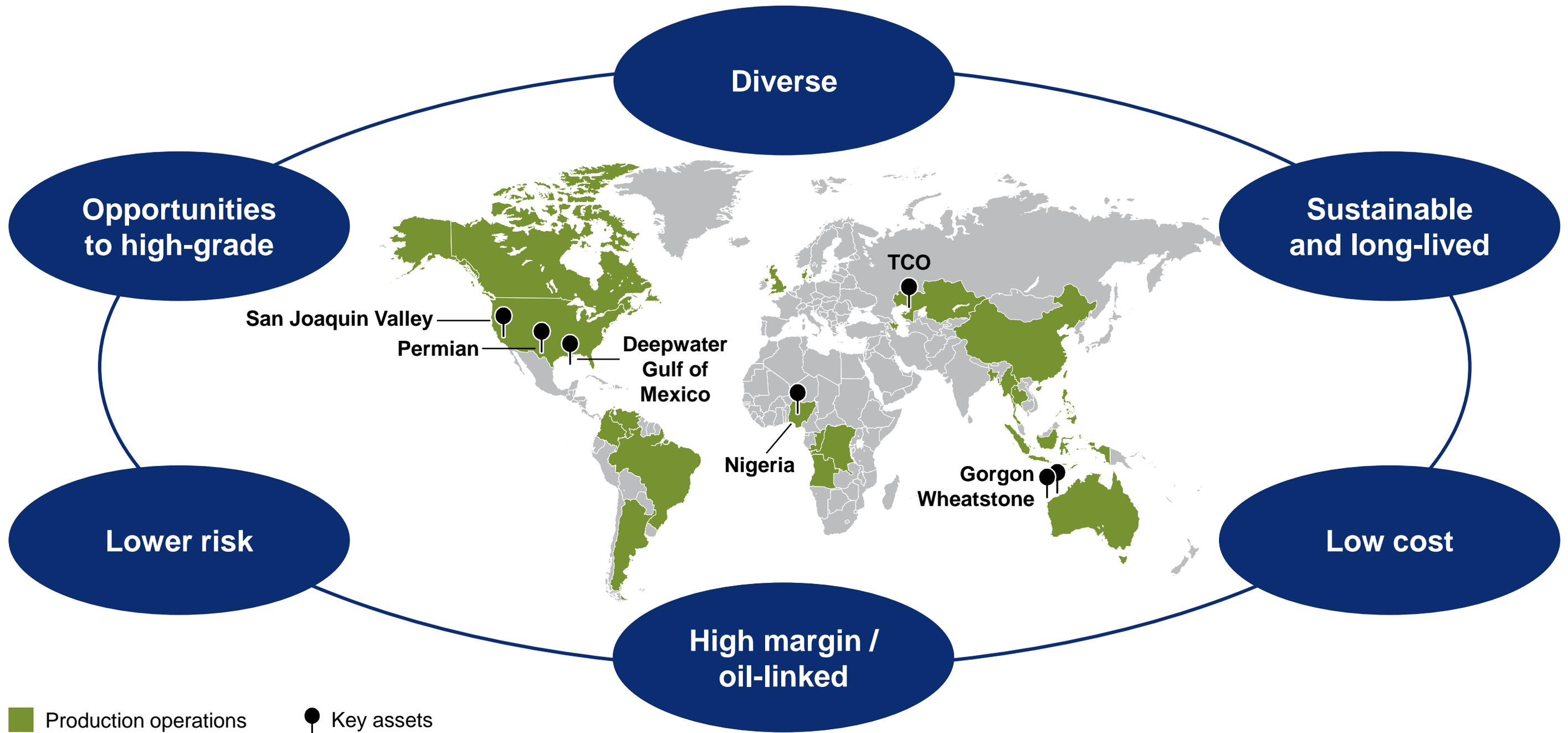


\* CFFO ROCE is cash flow from operations return on capital employed; this metric is defined as cash generated from operations as a % of average capital employed.

# Profitable downstream & chemicals portfolio



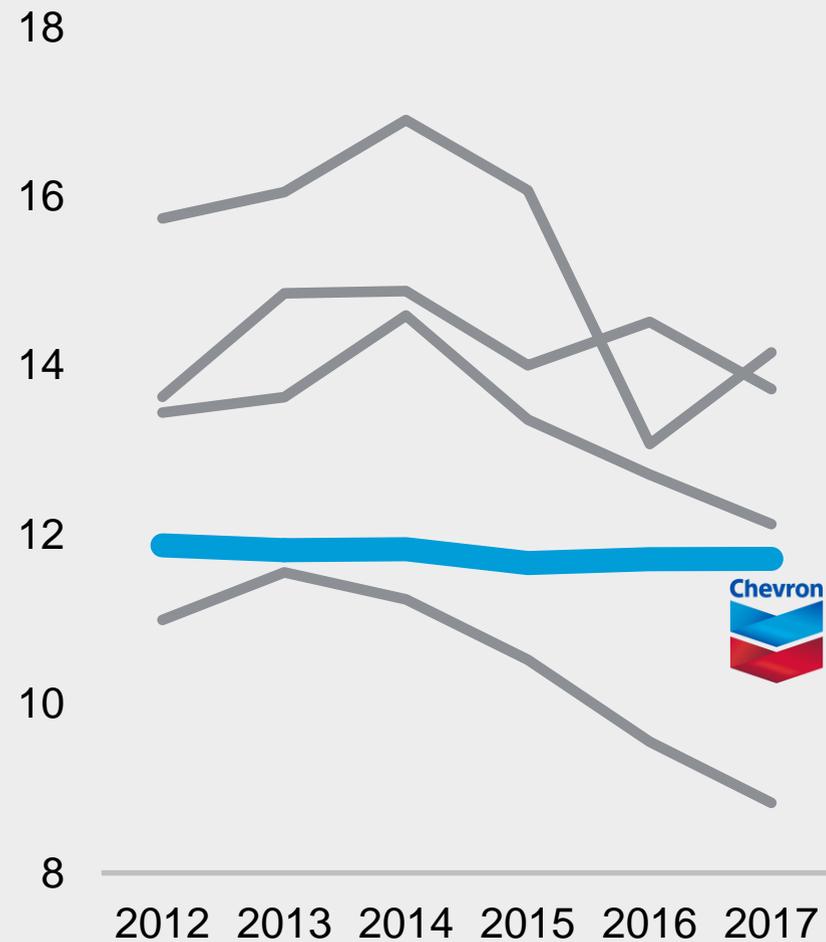
# Advantaged upstream portfolio



# Sustainable portfolio

## Reserves to production ratio<sup>1</sup>

Years



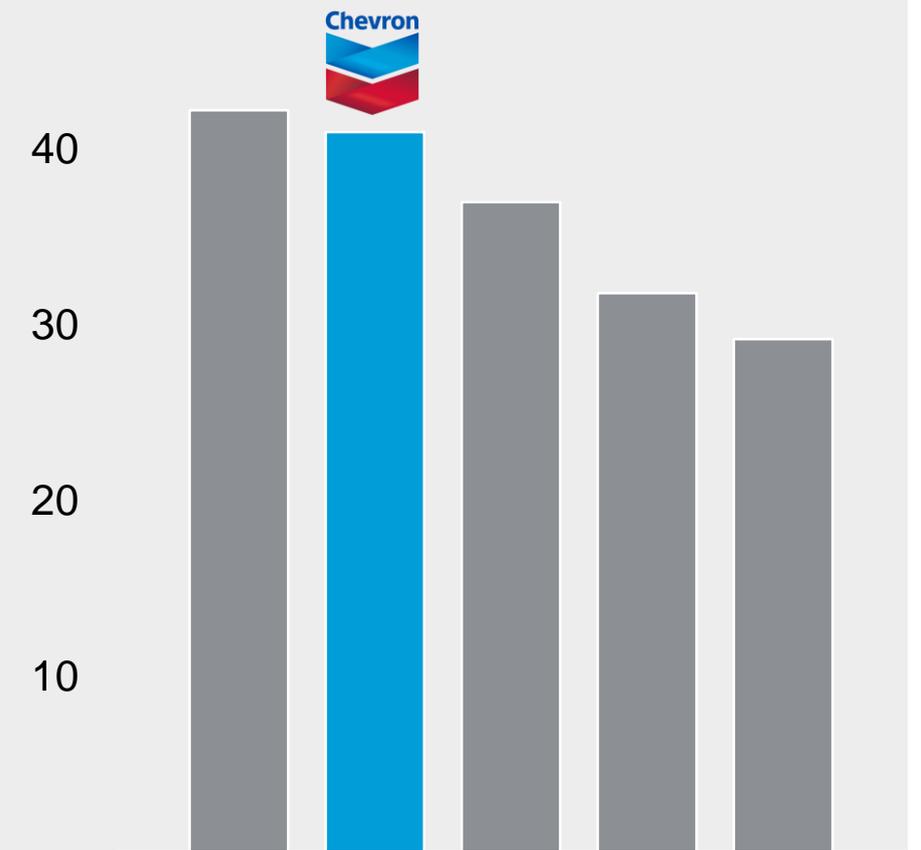
Competitors: BP, RDS, TOT, XOM

**Prudent and stable reserves to production**

**Long-lived resource base**

## Resource to production ratio<sup>2,3</sup>

Years



Competitors: BP, RDS, TOT, XOM

<sup>1</sup> Reserves to production source: Public information handled on a consistent basis and Chevron estimates.



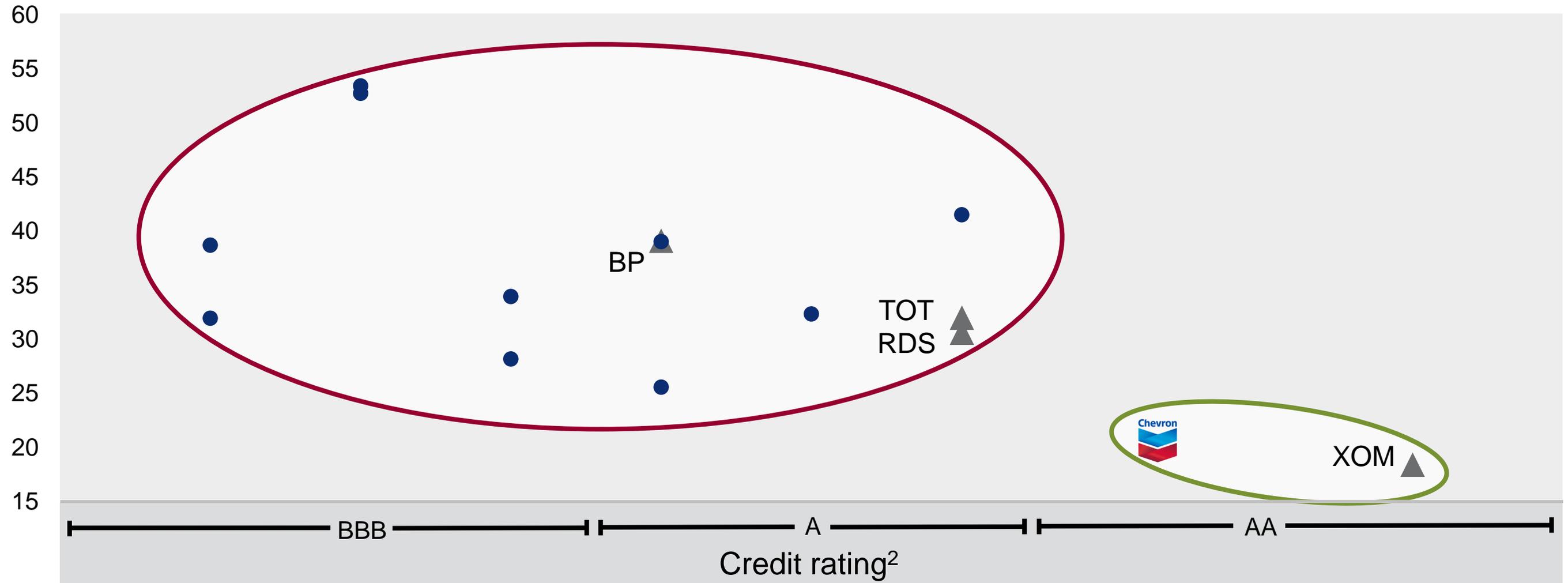
<sup>2</sup> Wood Mackenzie 1Q 2018 2P resource based upon 2P entitlement for commercial and good technical reserves and 2P working interest for technical contingent reserves. 2017 production is public information handled on a consistent basis and Chevron estimates.

<sup>3</sup> Resource to production ratio source: Wood Mackenzie; public information handled on a consistent basis and Chevron estimates.

# Strong balance sheet

## Debt ratio<sup>1</sup>

Percent



● Other companies included: APC, COP, DVN, EOG, ENI, HES, MRO, OXY, STO, SU

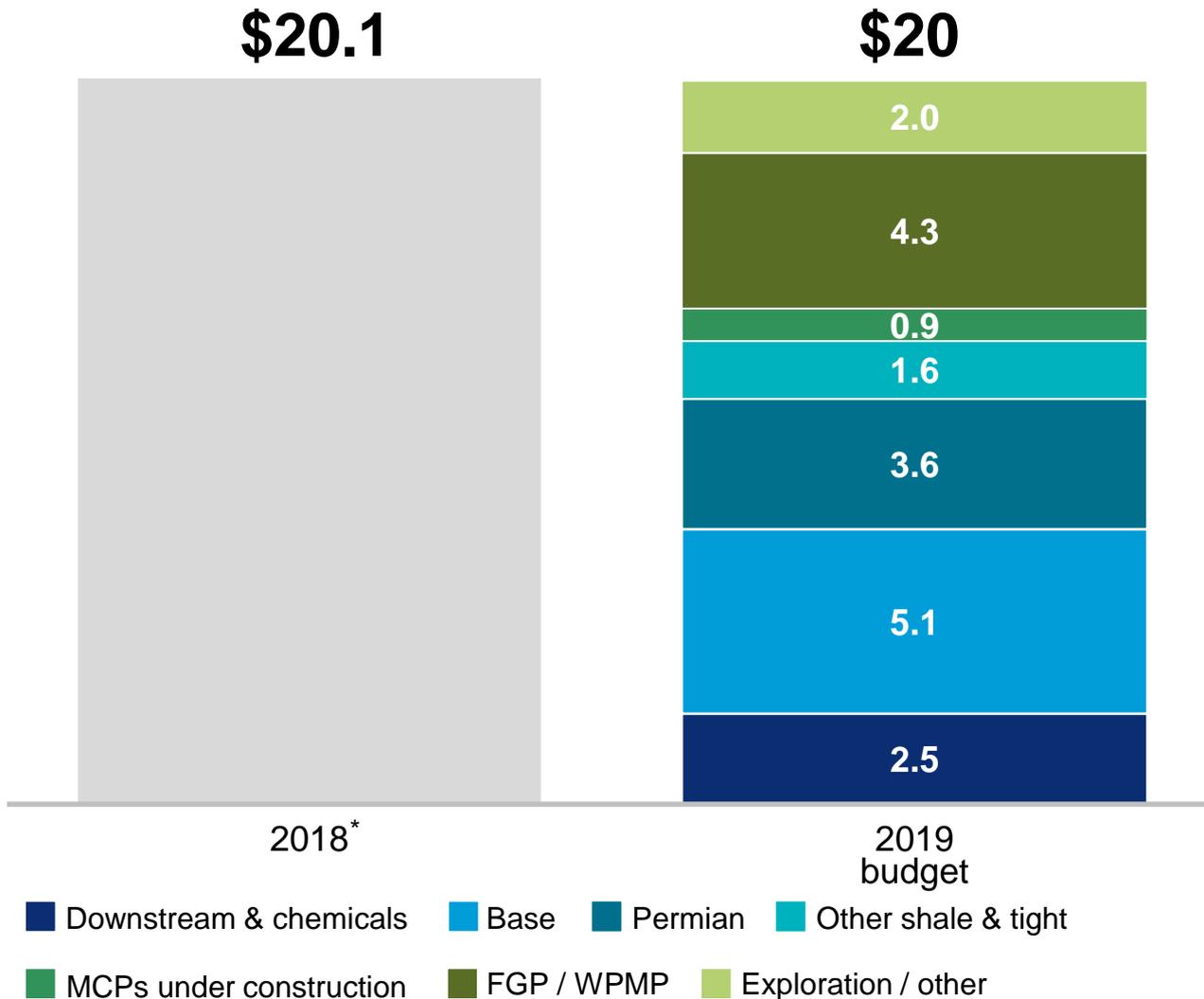
<sup>1</sup> Debt ratio = ((total debt) / [equity + total debt]). All data as of year-end 2017.

<sup>2</sup> Standard & Poor's local currency long term issue credit ratings as of 2/23/2018.



# Disciplined C&E program

## Total capital & exploratory expenditures \$ billions



\* Includes ~\$0.6B inorganic spend

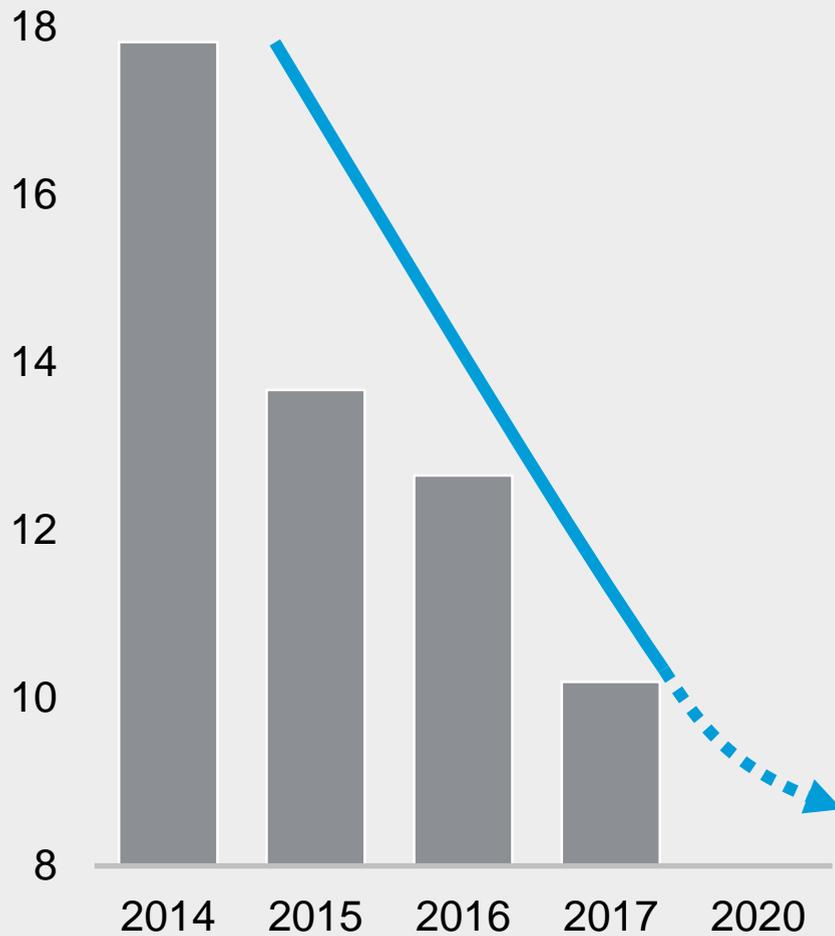
- Flat with 2018
- Increases in shale & tight
- Low execution risk

**~70% of spend delivers  
cash within 2 years**

# Cost reductions continue

## Production costs<sup>1</sup>

\$/BOE

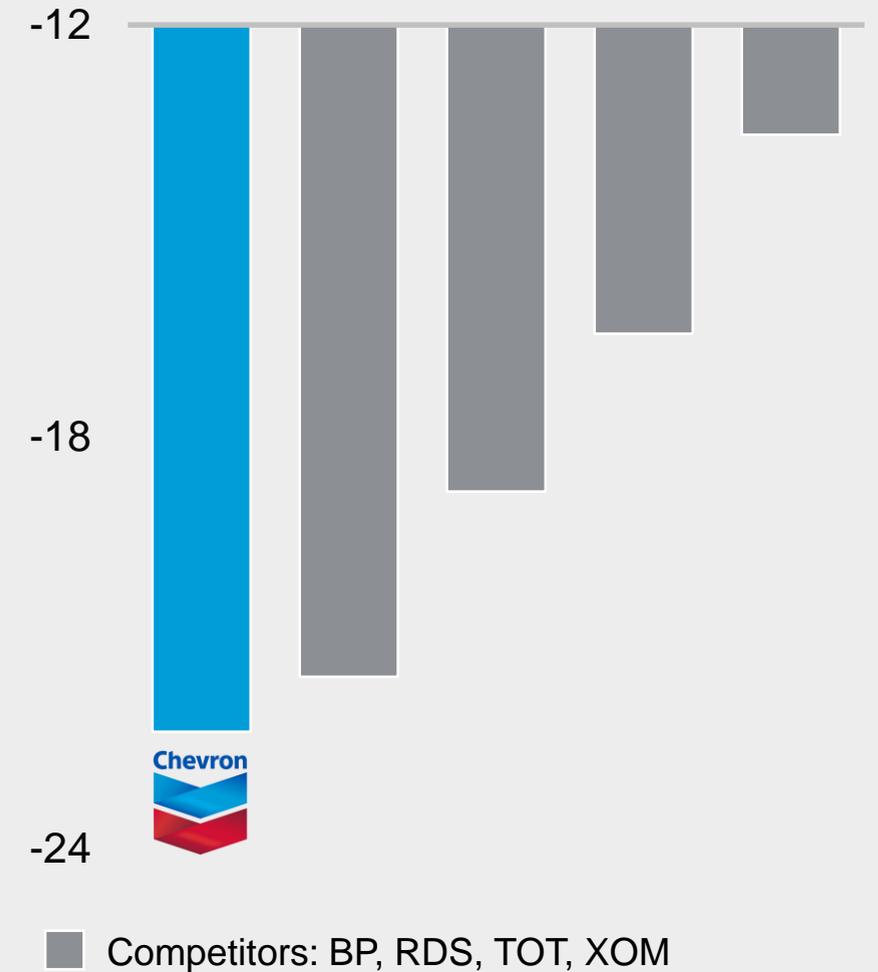


**Cost reductions continue**

**Technology enables increased efficiencies**

## Corporate cost reduction from 2014<sup>2</sup>

Percent



<sup>1</sup> Production costs per barrel sourced from Table III of the Supplemental Information on Oil and Gas Producing Activities in Form 10-K. Includes production expense, non-income taxes, and other income/expense. Excludes asset sales gains, LNG liquefaction, transportation and other non-oil & gas activities reported under the upstream segment. Includes affiliates. © 2019 Chevron Corporation

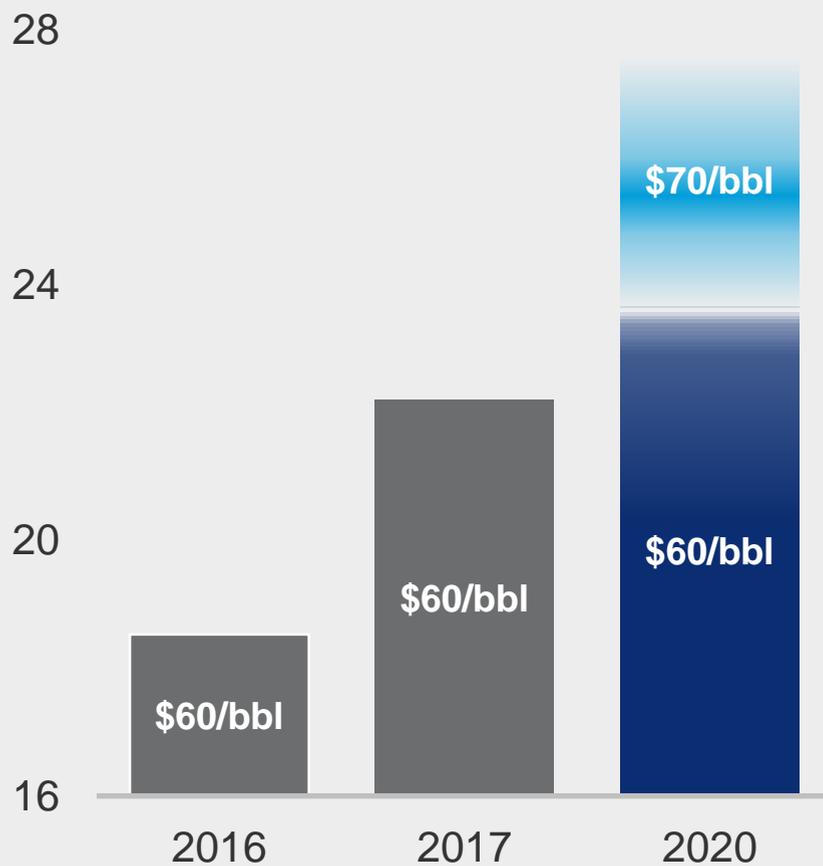


<sup>2</sup> OPEX and SG&A = operating, selling, general and administrative expenses as reported on income statement (excludes affiliate spend). All figures are annualized YTD 3Q 2017 results. Results not adjusted for differences due to divested assets, FX, and other effects. Excludes most production taxes and other non-income taxes. BP adjusted for Macondo. RDS includes BG Group since February 2016. 15 Source: Public information and Chevron internal estimates.

# Upstream cash margin grows

## Projected operating cash margin<sup>1</sup>

\$/BOE



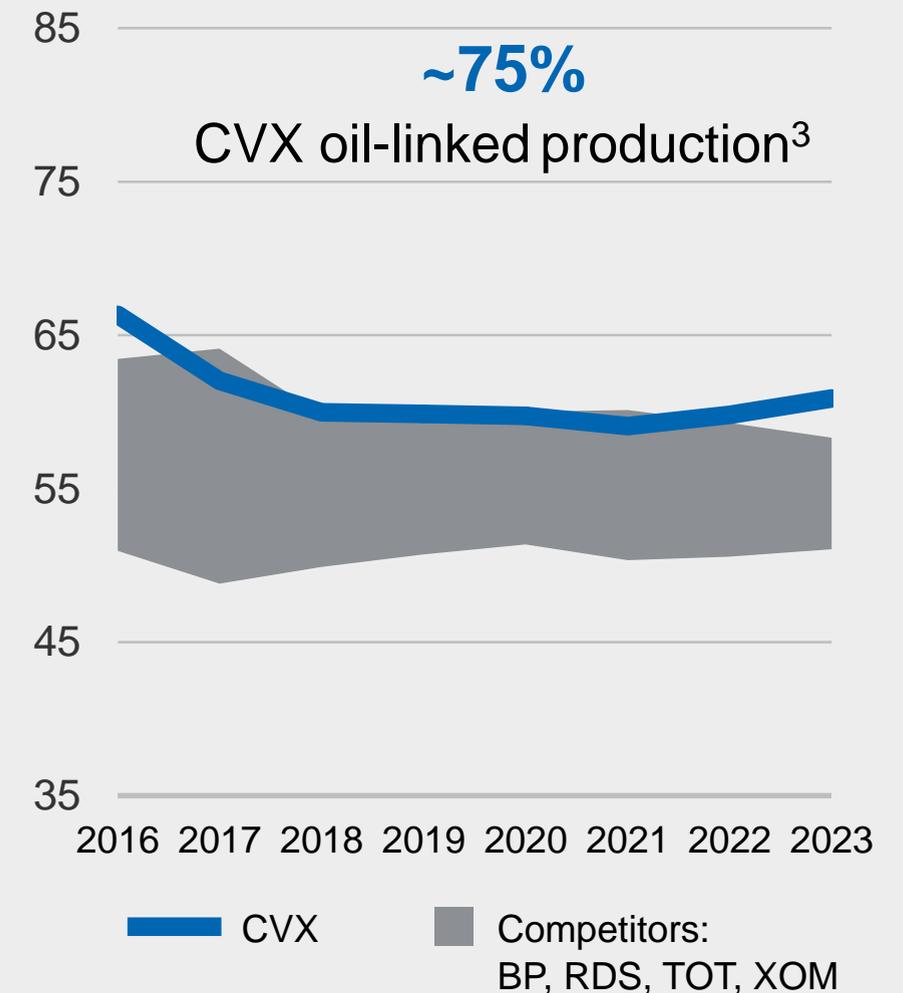
**Increase high margin,  
oil-linked volume**

**Divest lower margin  
barrels**

**Improve cost structure**

## Liquid % of total production<sup>2</sup>

Percent



<sup>1</sup> 2016 and 2017 cash margin normalized to \$60/bbl Brent. Estimated after-tax upstream cash flow from operations margin based on Chevron's internal analysis. Adds back impact of affiliate dividends.  
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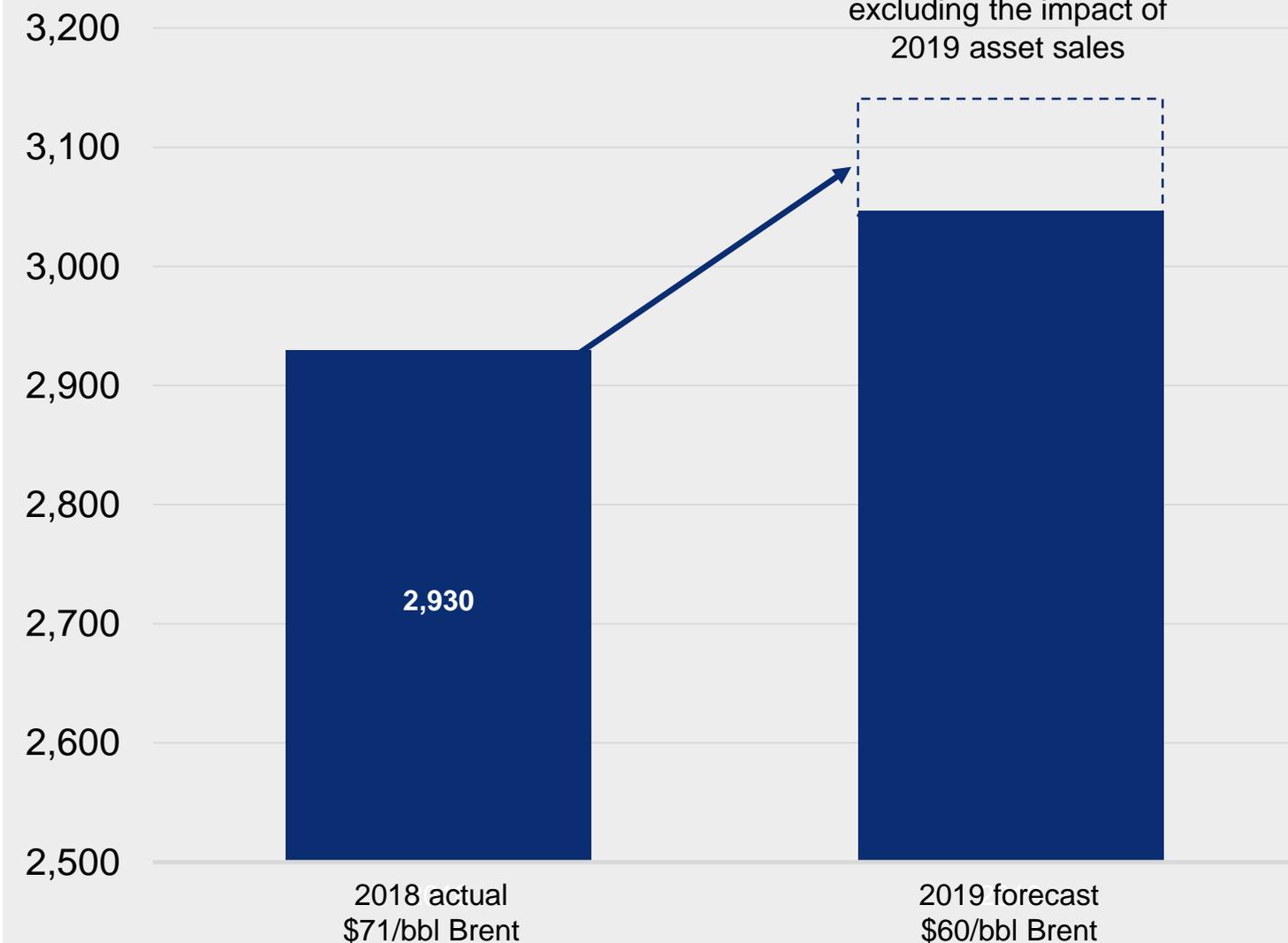


<sup>2</sup> Liquid % of total production data for Chevron and competitors sourced from Wood Mackenzie.  
<sup>3</sup> CVX oil-linked production is an internal Chevron estimate. Oil-linked represents liquid production plus gas production contracted on oil indices.  
Note: \$60/bbl Brent is for illustrative purposes only and not necessarily indicative of Chevron's price forecast. 16

# 2019 production outlook

## Net production

MBOED



## Growth

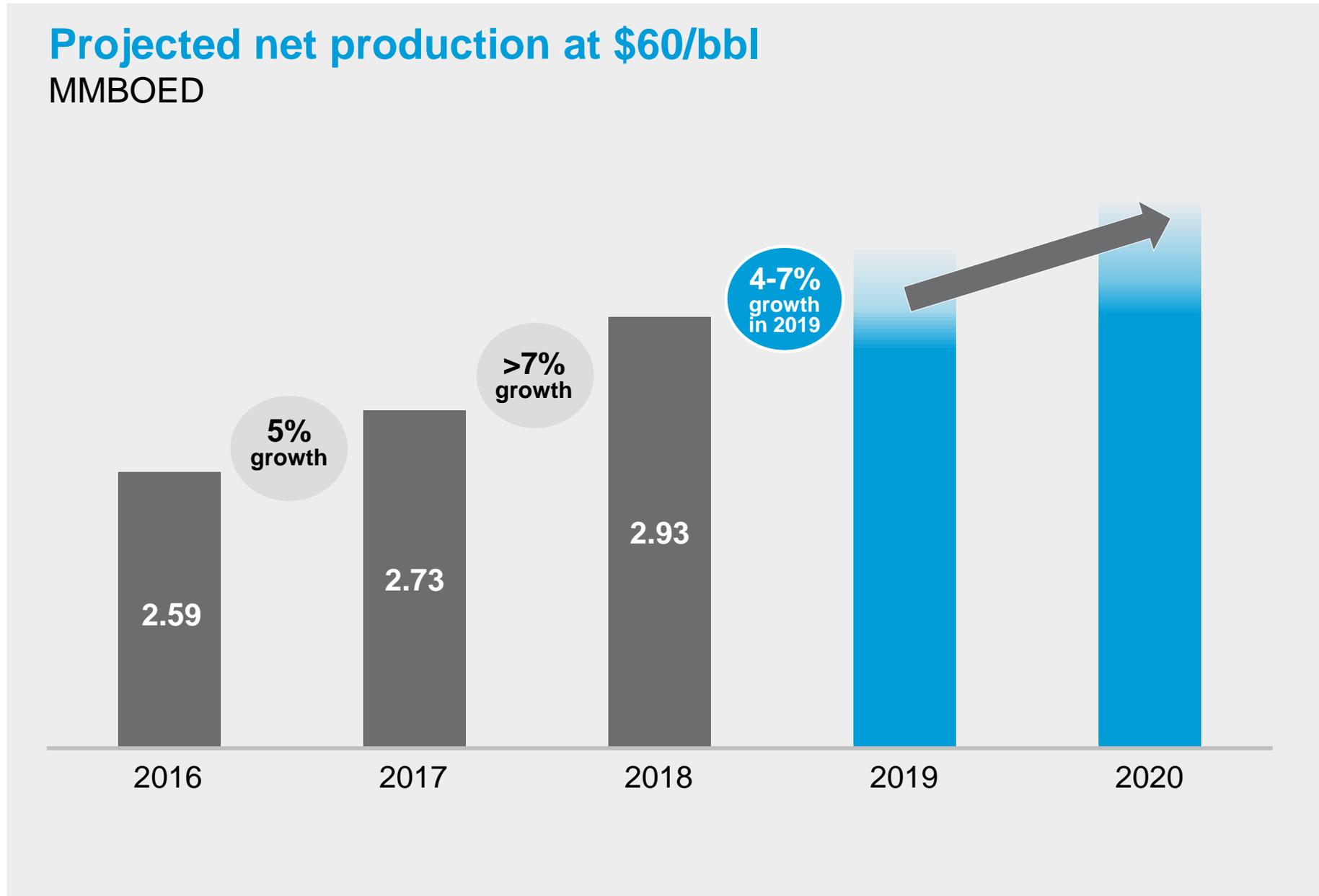
- Shale & tight
- Wheatstone

## Uncertainties

- External events
- NOJV activity levels
- Gas demand



# Production growth at low C&E



**Base<sup>1</sup> plus shale & tight**

2–3% CAGR through 2022  
with ~\$9–10B capital spend/yr<sup>2</sup>

- Uncertainties**
- Price effects
  - Status of PZ
  - Ramp-up pace of MCPs
  - Asset sales

<sup>1</sup> "Base" reflects producing assets as of January 2018, less shale & tight and recent MCPs (Gorgon, Wheatstone, Jack / St. Malo, Chuandongbei, Angola LNG, Lianzi, Moho Nord, Mafumeira Sul, Alder, Bangka, Sonam and Hebron). Assumes PSC extensions.  
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<sup>2</sup> Estimated production and C&E forecast are based on \$60/bbl Brent.  
Note: \$60/bbl Brent is for illustrative purposes only and not necessarily indicative of Chevron's price forecast.

# Portfolio optimization

## Asset sale proceeds

\$ billions (before tax)

**Target**  
**~\$5–10**

Public domain

Azerbaijan

U.K. Central

North Sea

Frade

Denmark

Rosebank

2018 YTD

~\$2B\*

2018–2020

## Divestment criteria

Strategic alignment

Resource potential

Relative economics

Good value

**2018–2020 asset sale  
target ~\$5–10B**

\* Excludes returns of investment as presented in the Statement of Cash Flows.

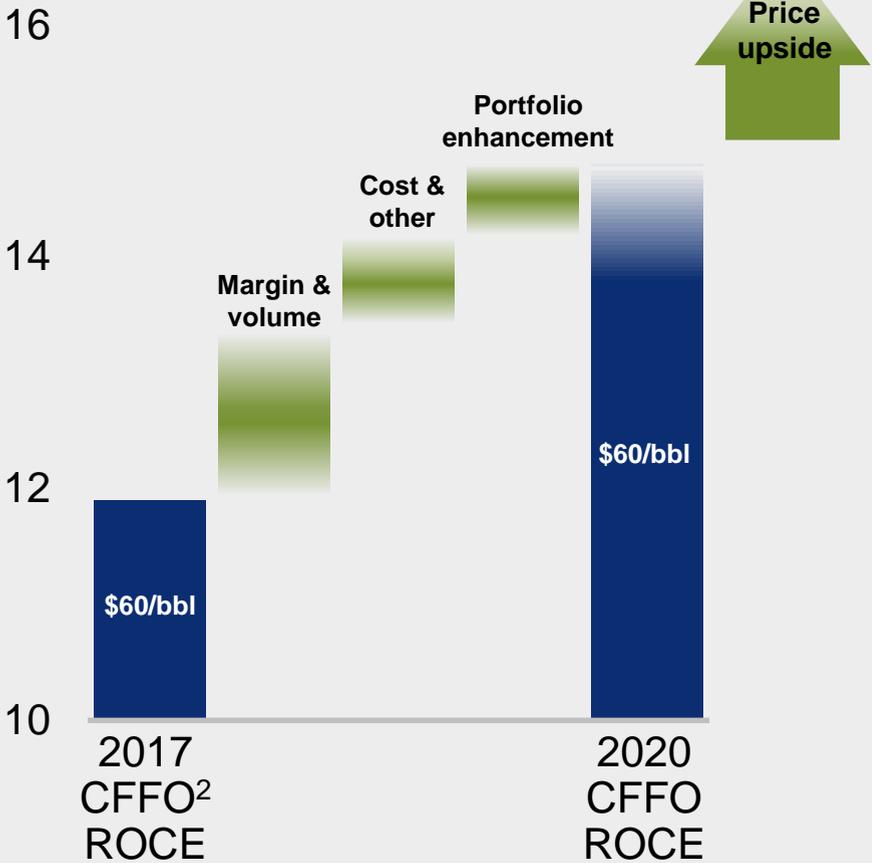


# Improving cash returns

## FFO ROCE<sup>1</sup> at \$60/bbl

2017–2020

Percent



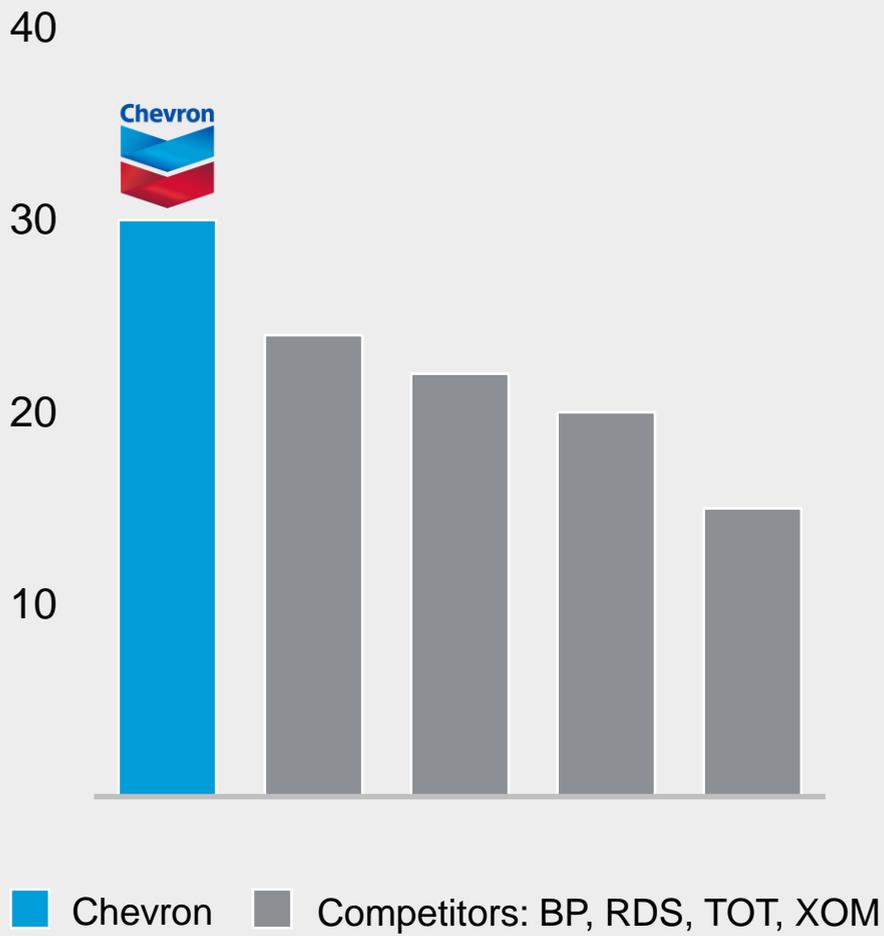
Expanding cash margins

Lower cost structure

Portfolio optimization

## Free cash flow growth<sup>3</sup>

CAGR % 2017–2020



<sup>1</sup> Data source for “FFO ROCE” chart is public information and Chevron internal estimates. “FFO ROCE” is cash flow from operations return on capital employed; this metric is defined as cash generated from operations as a % of average capital employed.

<sup>2</sup> 2017 cash flow from operations is normalized to \$60/bbl, assuming historical sensitivity of \$350MM cash flow impact per \$1/bbl change in Brent price or \$2.1B total impact.



<sup>3</sup> Data source for free cash flow chart for all companies including CVX is third-party analyst reports (chosen for recent and relevant data): Barclays, Exane BNP Paribas, Goldman Sachs, Jefferies, JPMorgan, and Simmons & Company. Growth is the average 2017-2020 free cash flow CAGR. Free cash flow is calculated as cash flow from operations (CFFO) from analyst models less cash capex from analyst models. Note, BP’s 2017 CFFO figures exclude Macondo payments.

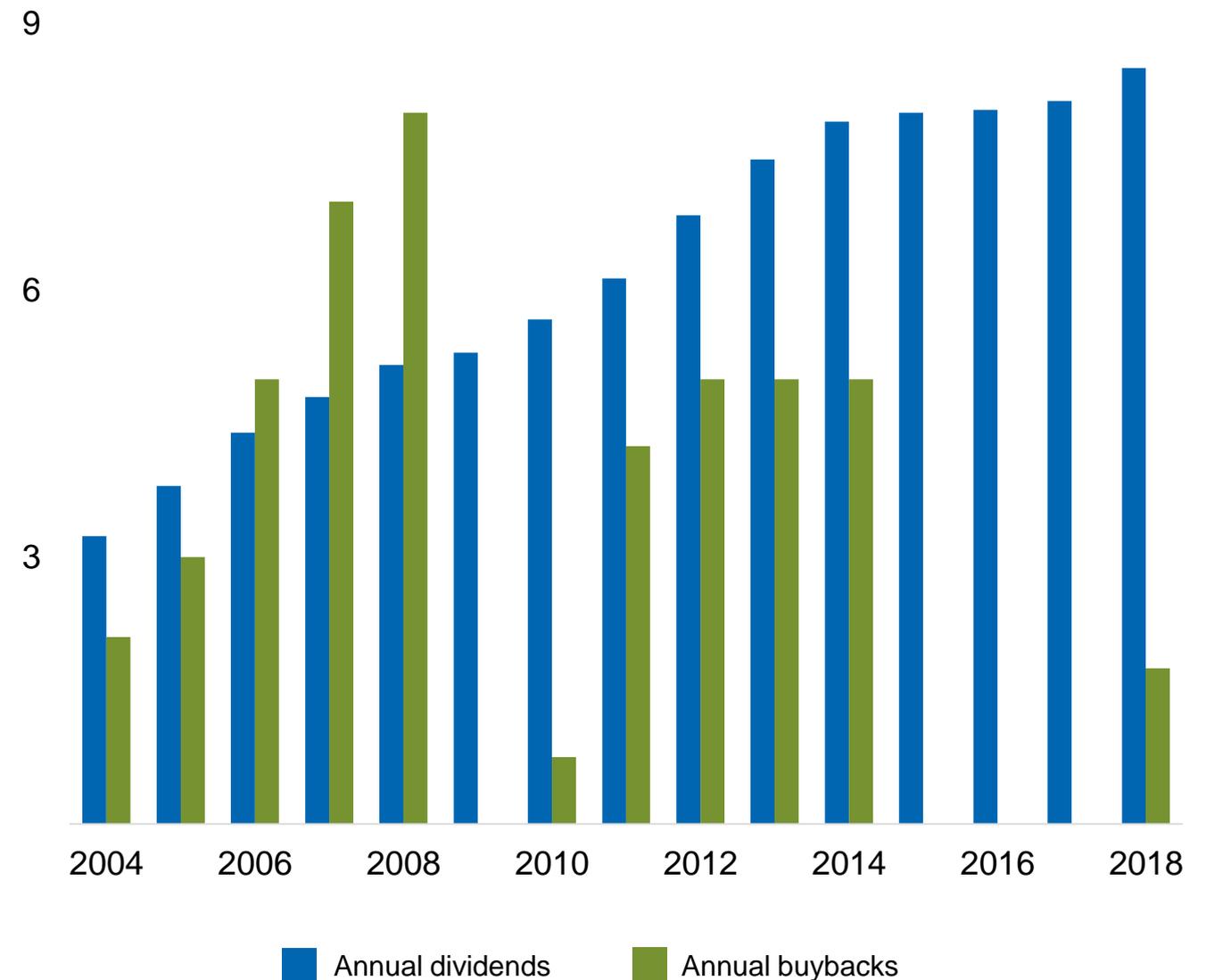
Note: \$60/bbl Brent is for illustrative purposes only and not necessarily indicative of Chevron’s price forecast.

# Initiate share repurchase 2018

Maintain and grow dividend	4% increase in 1Q18	✓
Fund capital program	Disciplined and on track	✓
Strong balance sheet	Average through cycle <20%	✓
Return surplus cash	Initiated 3Q 2018 Repurchased ~\$1.75B full-year 2018	✓

Historical total shareholder distributions

\$ billions



# Headlines

## Guidance through 2020:

- Annual C&E \$18–20B
- Asset sale proceeds \$5–10B
- Upstream cash margin grows \$1–2/bbl
- Cash flow sensitivity \$450 million per \$1 Brent

## Shareholder distributions:

- Competitive dividend growth
- Resume buyback



## Shale & tight resource

Increases to ~17.5 BBOE

## Permian unconventional:

- Acreage increases to 1.7 million acres
- YE 2022 production 650 MBOED

## Base\* plus shale & tight

2–3% production growth at  
~\$9–10B capital spend/yr

\* “Base” reflects producing assets as of January 2018, less shale & tight and recent MCPs (Gorgon, Wheatstone, Jack / St. Malo, Chuandongbei, Angola LNG, Lianzi, Moho Nord, Mafumeira Sul, Alder, Bangka, Sonam and Hebron). Assumes PSC extensions.  
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Note: Assumes average annual \$60/bbl Brent, 2018-2020. \$60/bbl Brent is for illustrative purposes only and not necessarily indicative of Chevron’s price forecast.



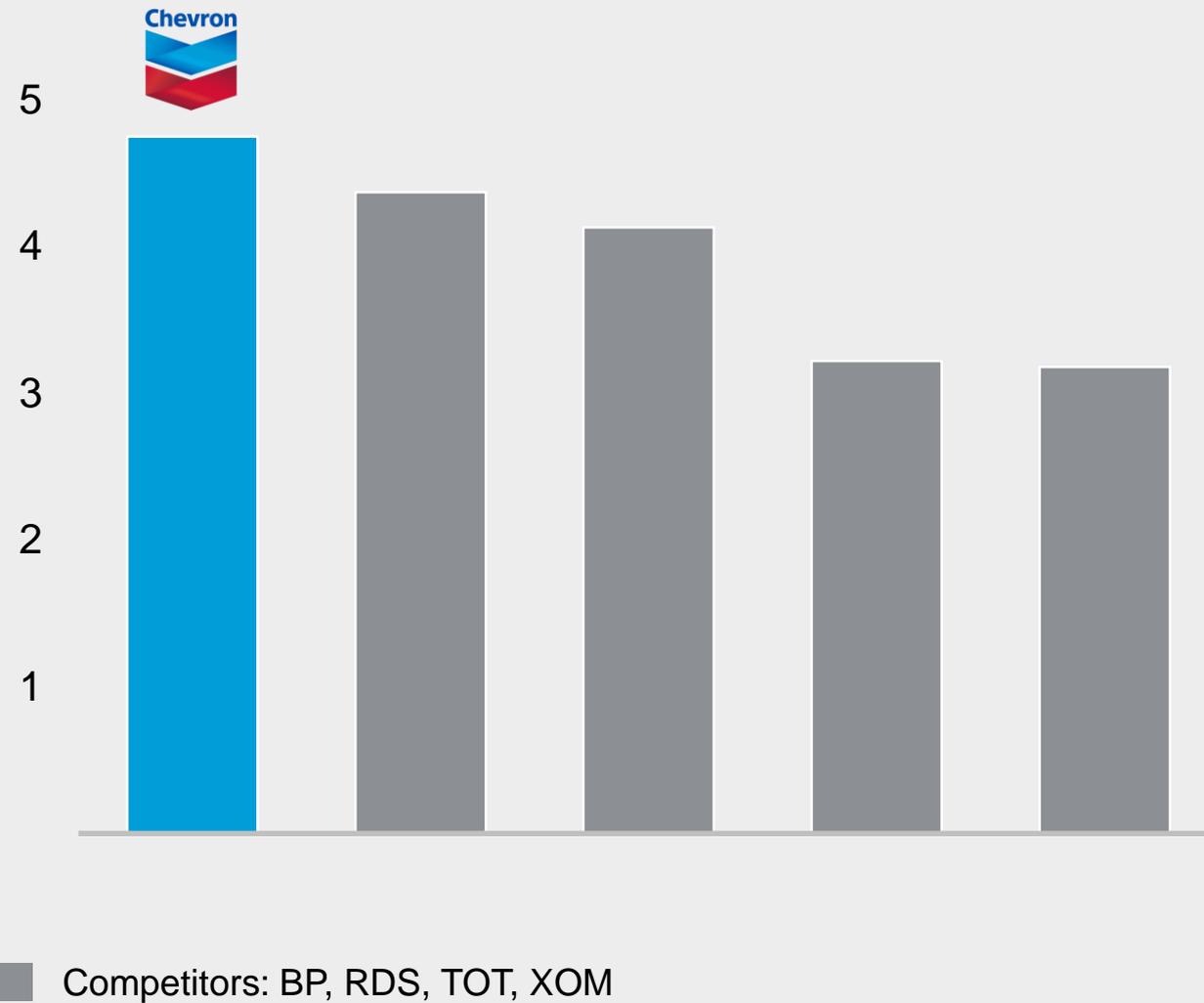
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# Upstream

# Advantaged portfolio

## Unit resource value\*

\$/BOE



**Diverse**

**Sustainable and long-lived**

**Low cost**

**High margin / oil-linked**

**Lower risk**

**Opportunities to high-grade**

Source: Wood Mackenzie Upstream Data Tool Q1 2018 @ \$65/bbl real.

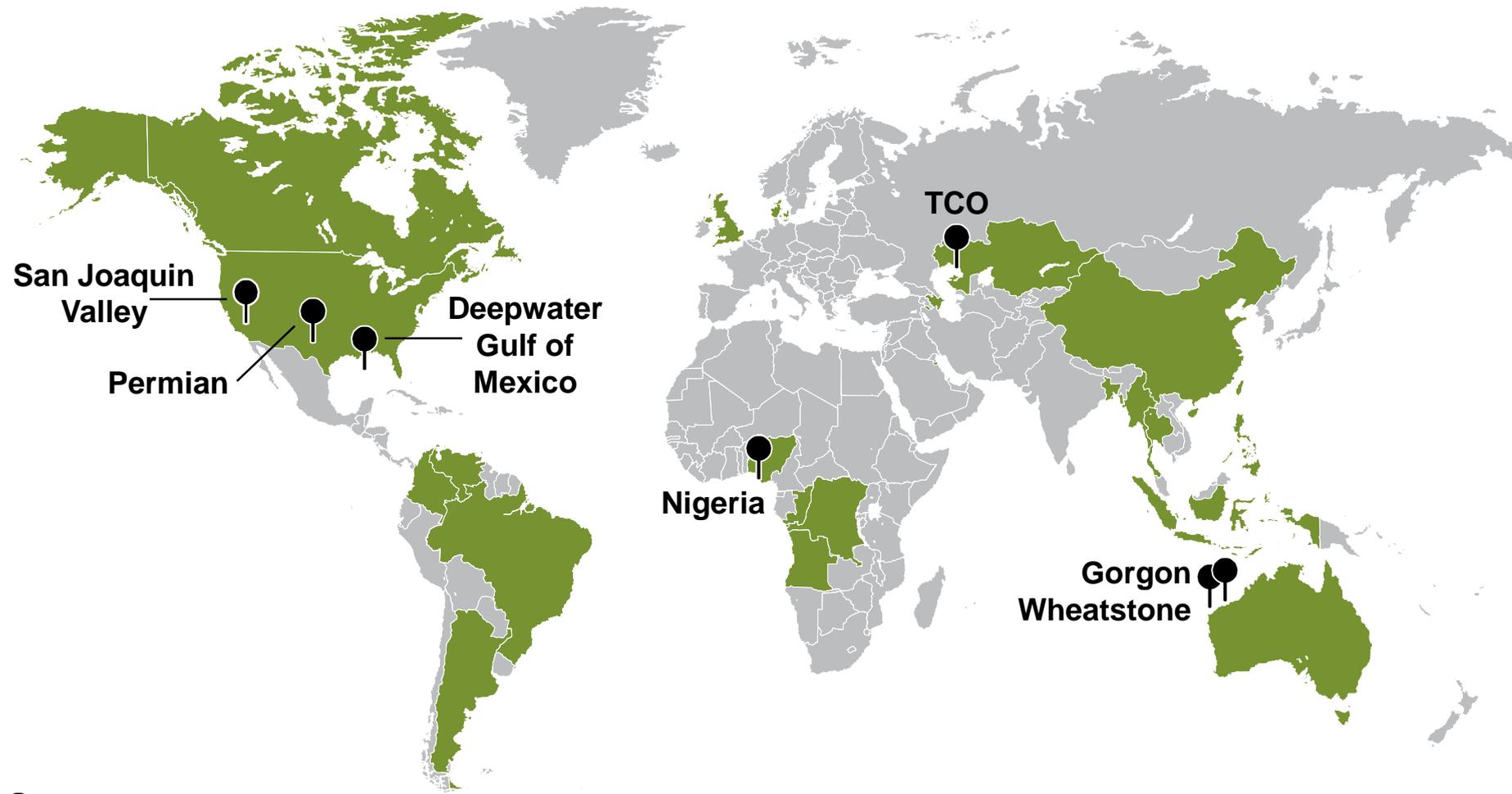
\* Wood Mackenzie unit resource value = Estimated net present value / 2P resources. 2P resources based upon 2P entitlement for commercial and good technical reserves and 2P working interest for technical contingent reserves.

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# Diverse upstream portfolio

## Geography

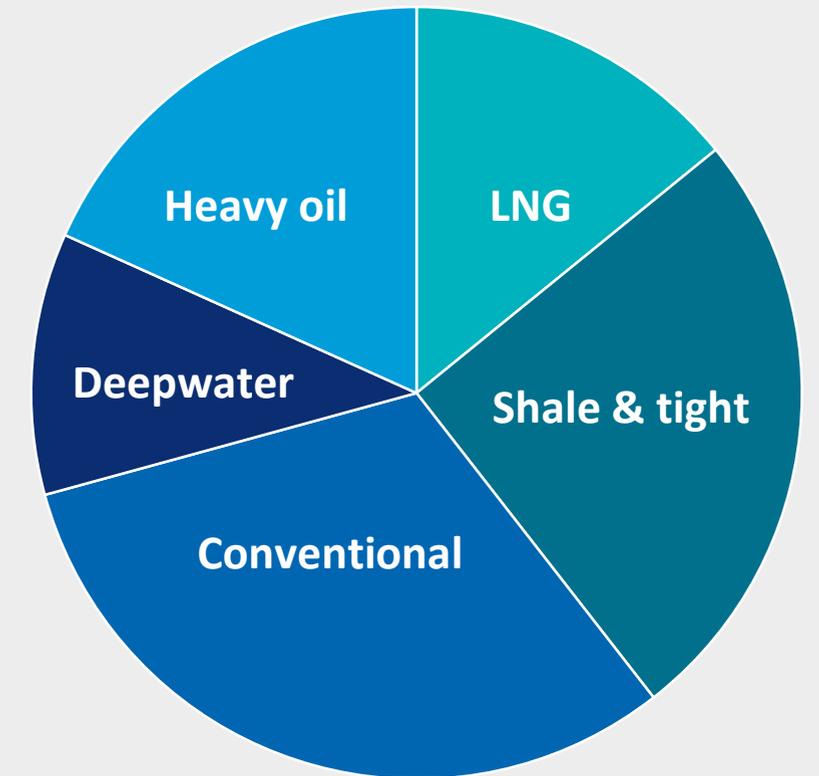


- Key assets
- Production operations

\* 6P resource: 2017 net unrisks resource as defined in the 2017 Supplement to the Annual Report.

## Asset class

69 BBOE of 6P resource\*



# 2018 reserves

*Replacing reserves while growing production*

Reserve replacement ratio

136%

1 year

117%

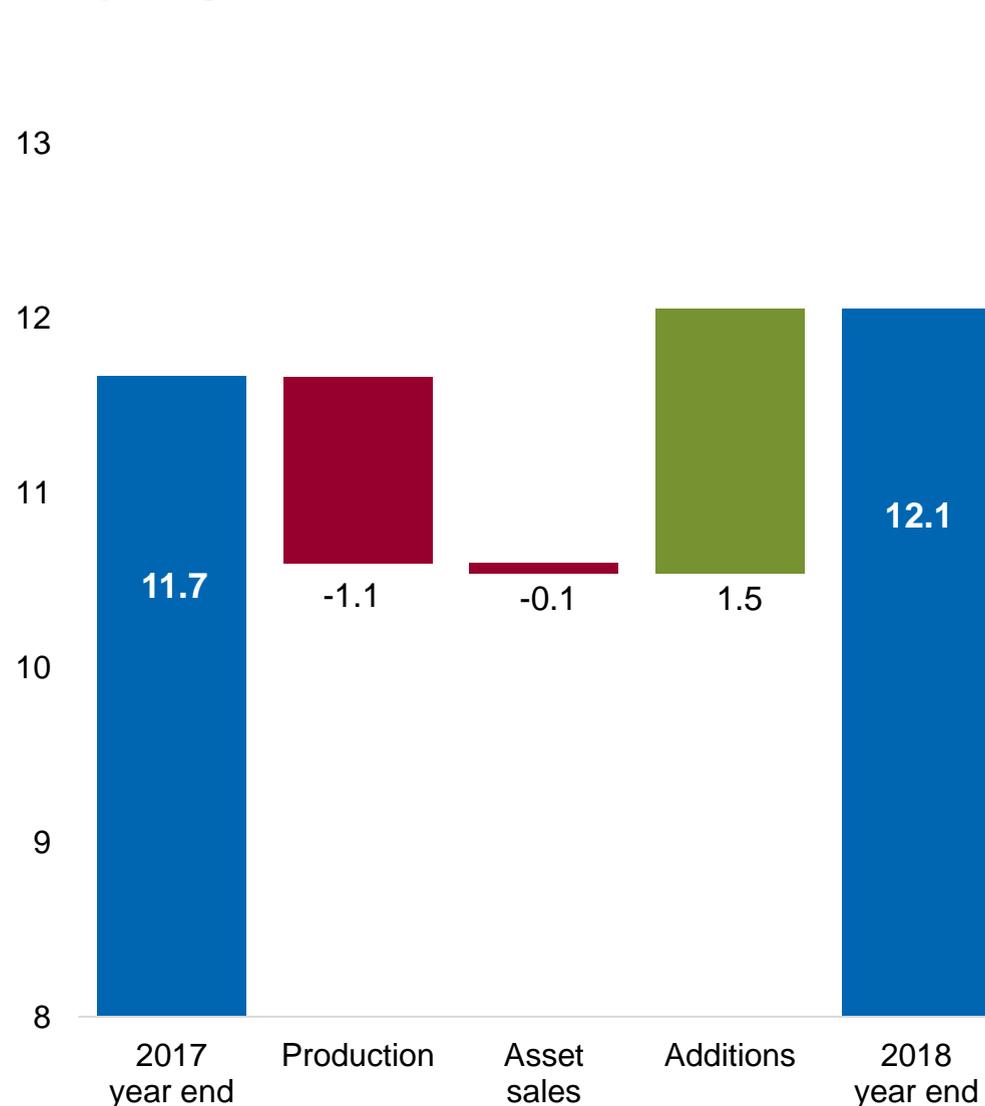
5 year

11.3

Reserves / Production ratio

## 1 year reserve replacement

Billion BOE



Note: Numbers do not add due to rounding.

Significant reserve additions in 2018:

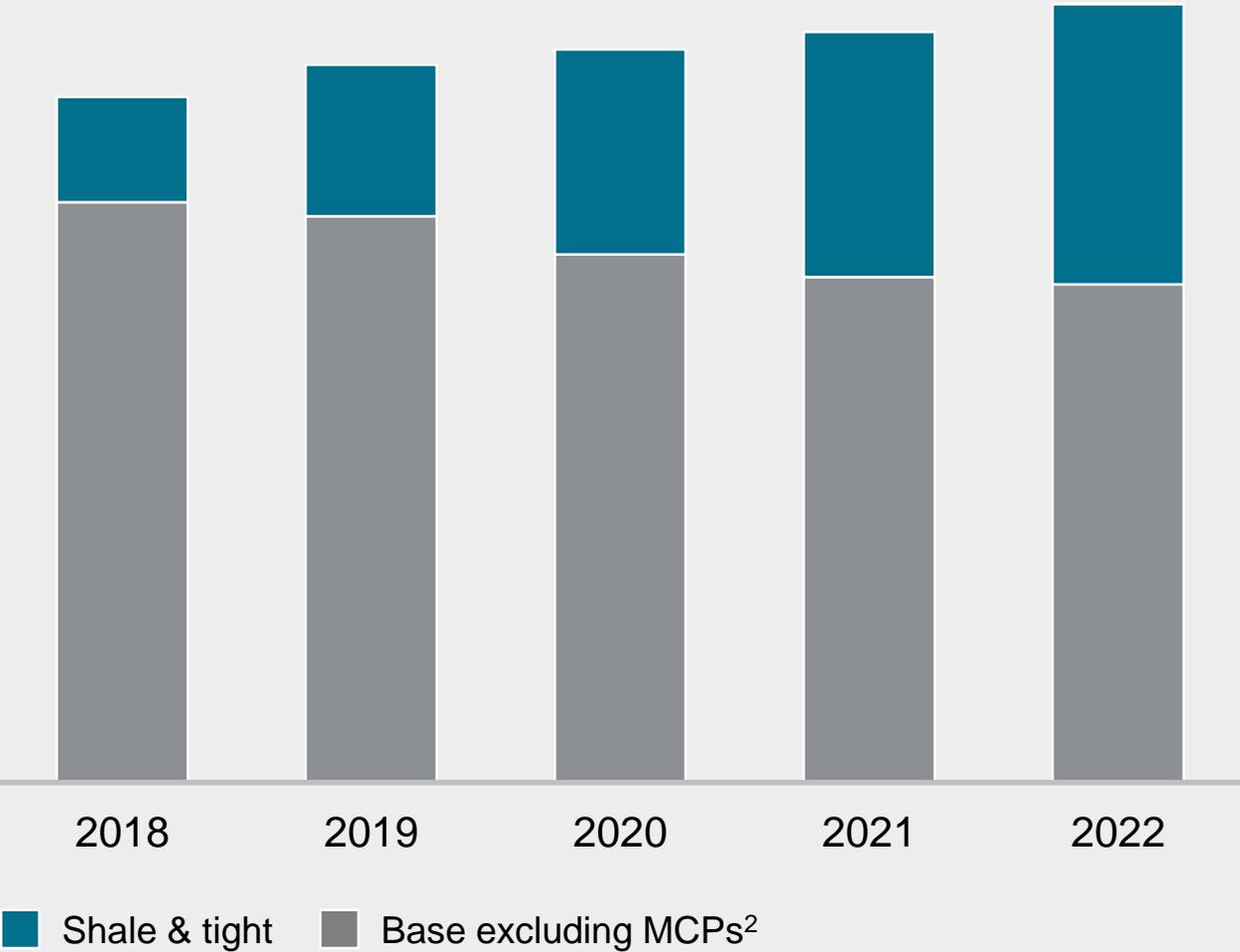
- Permian
- Marcellus / Utica
- Duvernay
- Gorgon
- Wheatstone



# Sustainable production

## Base and shale & tight net production<sup>1</sup>

2–3% CAGR



Short-cycle investments

Low execution & subsurface risk

~\$9–10 billion annual capital spend<sup>1</sup>

<sup>1</sup> Estimated production and C&E forecast are based on \$60/bbl Brent.  
 Note: \$60/bbl Brent is for illustrative purposes only and not necessarily indicative of Chevron's price forecast.

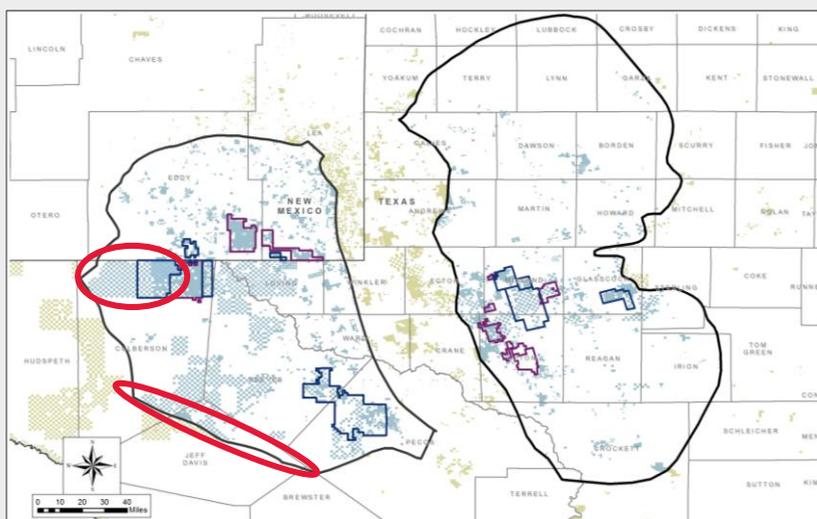


<sup>2</sup> Base excluding MCPs: Reflects producing assets as of January 2018, less shale & tight and recent MCPs (Gorgon, Wheatstone, Jack / St. Malo, Chuandongbei, Angola LNG, Lianzi, Moho Nord, Mafumeira Sul, Alder, Bangka, Sonam and Hebron). Assumes PSC extensions.

# Growing Permian value

## Quality position

2.2 million net acres<sup>1</sup>  
 >80% no or low royalty



- Chevron acreage
- Chevron operated development
- Chevron non-operated development
- Added unconventional acreage

**Increased resource  
 20% to 11.2 BBOE<sup>2</sup>**

**Portfolio value increased**

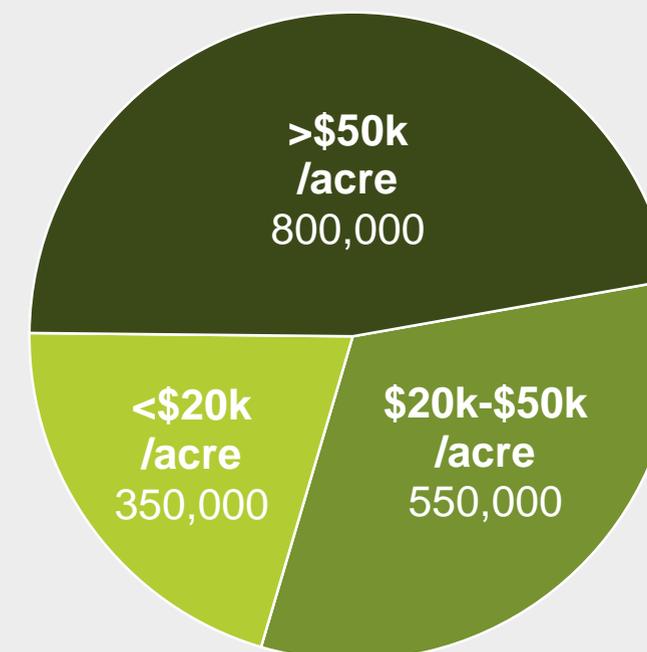
**Stronger well performance**

**Lower costs**

**Higher realizations**

**Increase in net acres**

## Unconventional acreage by NPV<sup>3</sup>



**Total Midland & Delaware**

**1.7 million  
 Net acres<sup>4</sup>**

<sup>1</sup> Net acres are net mineral acres.

<sup>2</sup> Increased resource 20% (relative to year-end 2016) to 11.2 BBOE references the 2017 net unrisks resource as defined in the 2017 Supplement to the Annual Report.

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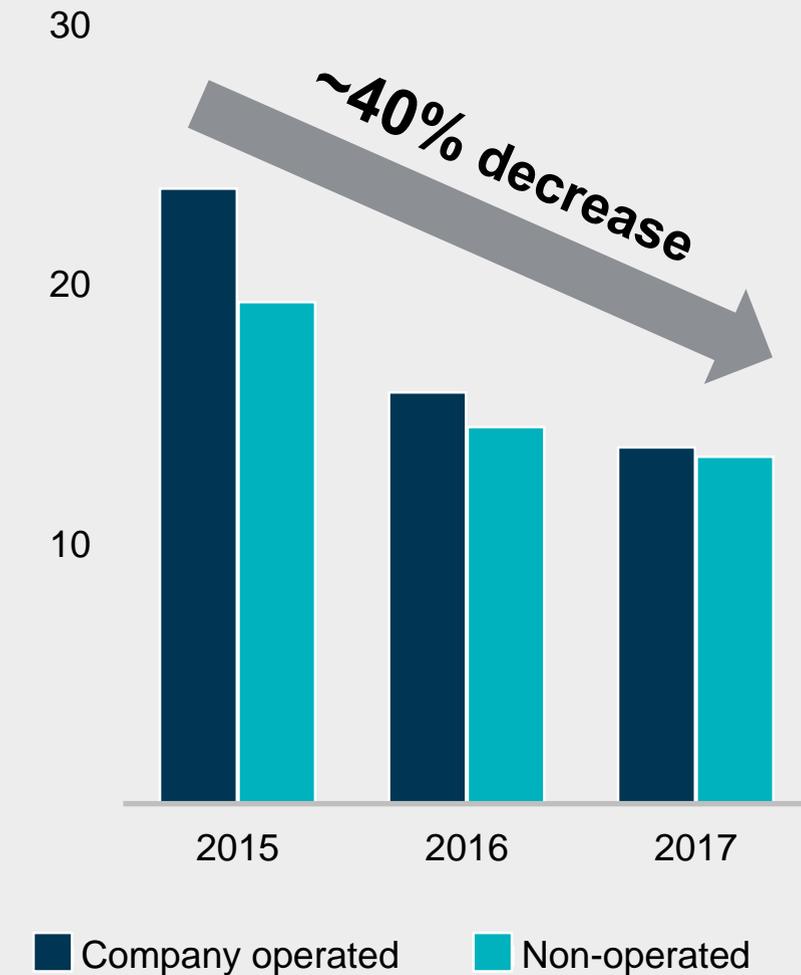
<sup>3</sup> NPV calculated assuming simultaneous development of all assessed benches (fully costed) across all acreage, using flat real \$55 WTI, \$3 HH and \$28 NGL prices.

<sup>4</sup> 1.7 million net acres in Midland and Delaware is prospective for shale & tight development. Note: All information as of 1Q 2018. \$55/bbl WTI, \$3 HH and \$28 NGL prices are for illustrative purposes only and not necessarily indicative of Chevron's price forecast.

# Strong Permian performance

## Development & production costs<sup>1</sup>

\$/BOE

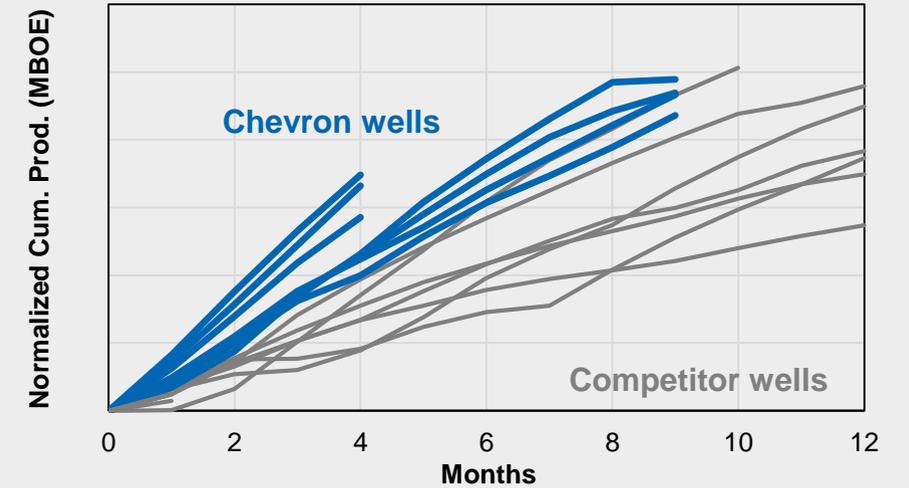


Delivering competitive performance

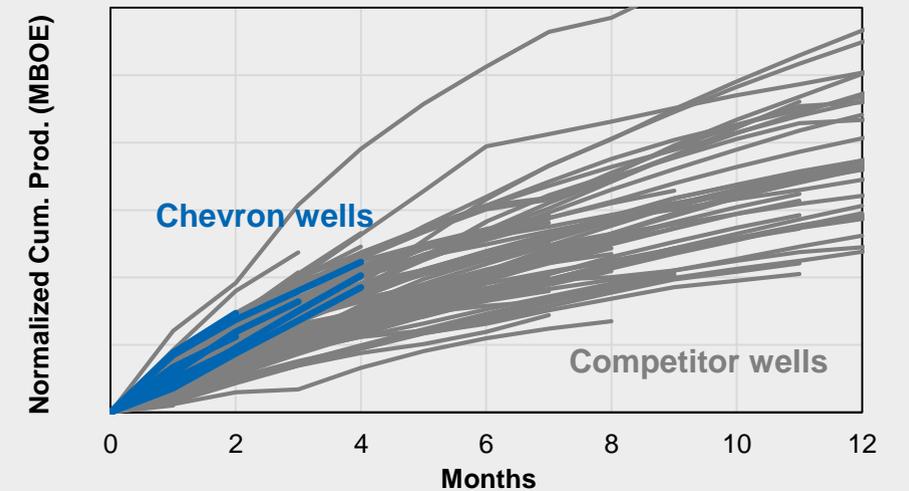
Maintaining capital efficient strategy

## Well performance<sup>2</sup>

### Delaware Basin<sup>3</sup>



### Midland Basin<sup>4</sup>



<sup>1</sup> Development & production costs: 2015, 2016 and 2017 total costs per BOE are calculated as the sum of actual operating costs per BOE produced plus development costs per BOE expected ultimate recovery for wells put on production in 2015, 2016 and 2017. Development costs are \$/BOE, gross capital excluding G&A and gross 3-stream Expected Ultimate Recovery BOE. Operating costs are \$/BOE, net operating costs and net 3-stream production. 3-stream production refers to oil/condensate, dry gas and NGL production.



<sup>2</sup> Well performance results data sourced from IHS.

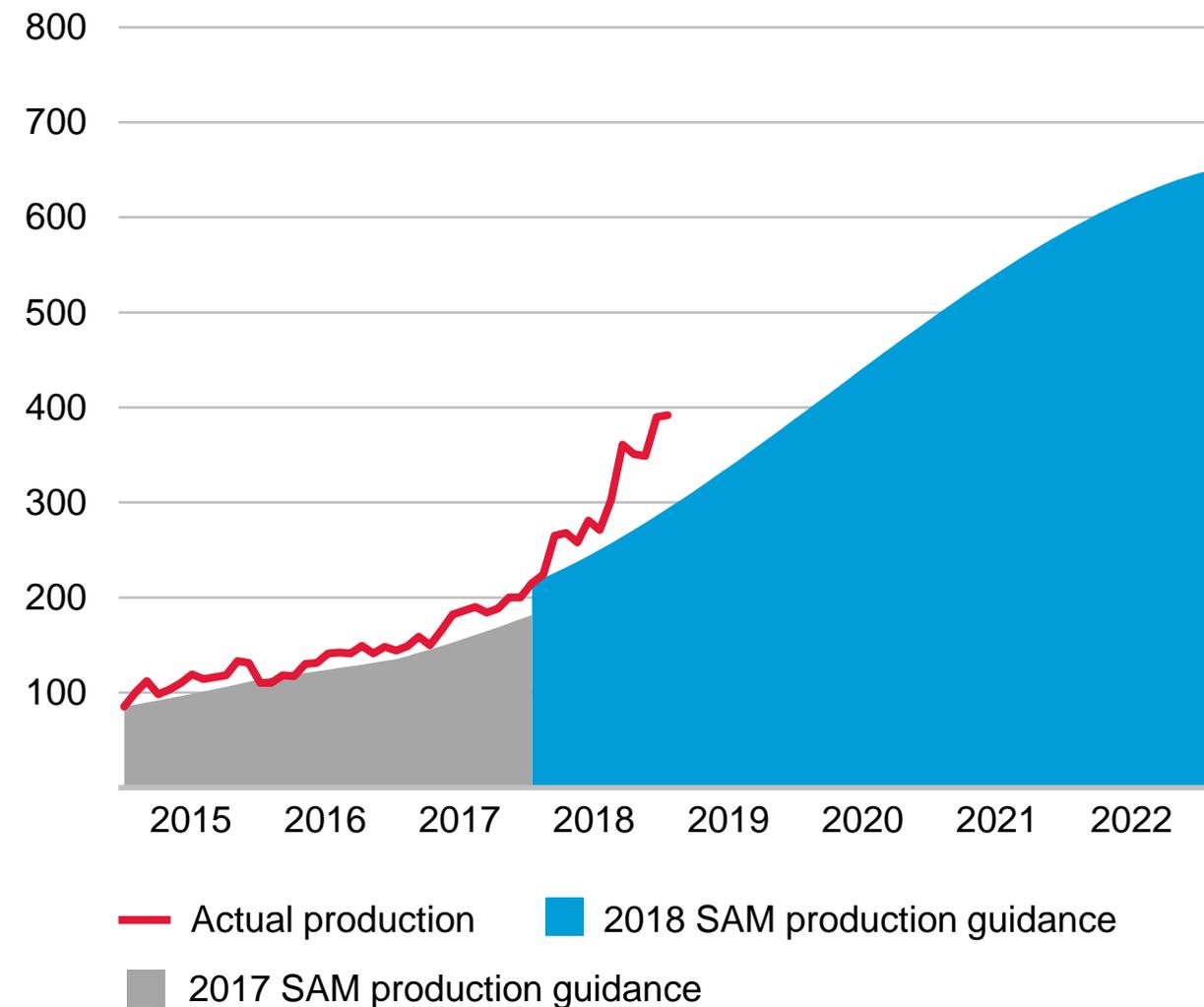
<sup>3</sup> Delaware Basin: Chevron Upper Avalon wells with new basis of design, drawn against similar competitor wells with 8,500'-12,000' laterals and >1,400 lbs/ft proppant loading; production normalized to 9,500 ft lateral length and adjusted for partial month one data.

<sup>4</sup> Midland Basin: Chevron Wolfcamp A & B wells with new basis of design; drawn against similar competitor wells with 5,500'-8,000' laterals and >1,600 lbs/ft proppant loading; multi-well pads; production normalized to 7,500 ft lateral length and adjusted for partial month one data. Last month Chevron production is internal data.

# Permian unconventional production

## Midland and Delaware Basin\*

Net MBOED



**4Q production 377 MBOED  
up 84% from 4Q17**

**Annual production 310 MBOED  
up 71% from 2017**

**Oil and liquids takeaway capacity  
secured through 2019**

**Improving capital efficiency  
& focus**

\* Midland and Delaware Basin production reflects shale & tight production only.

# Industry leading Permian position

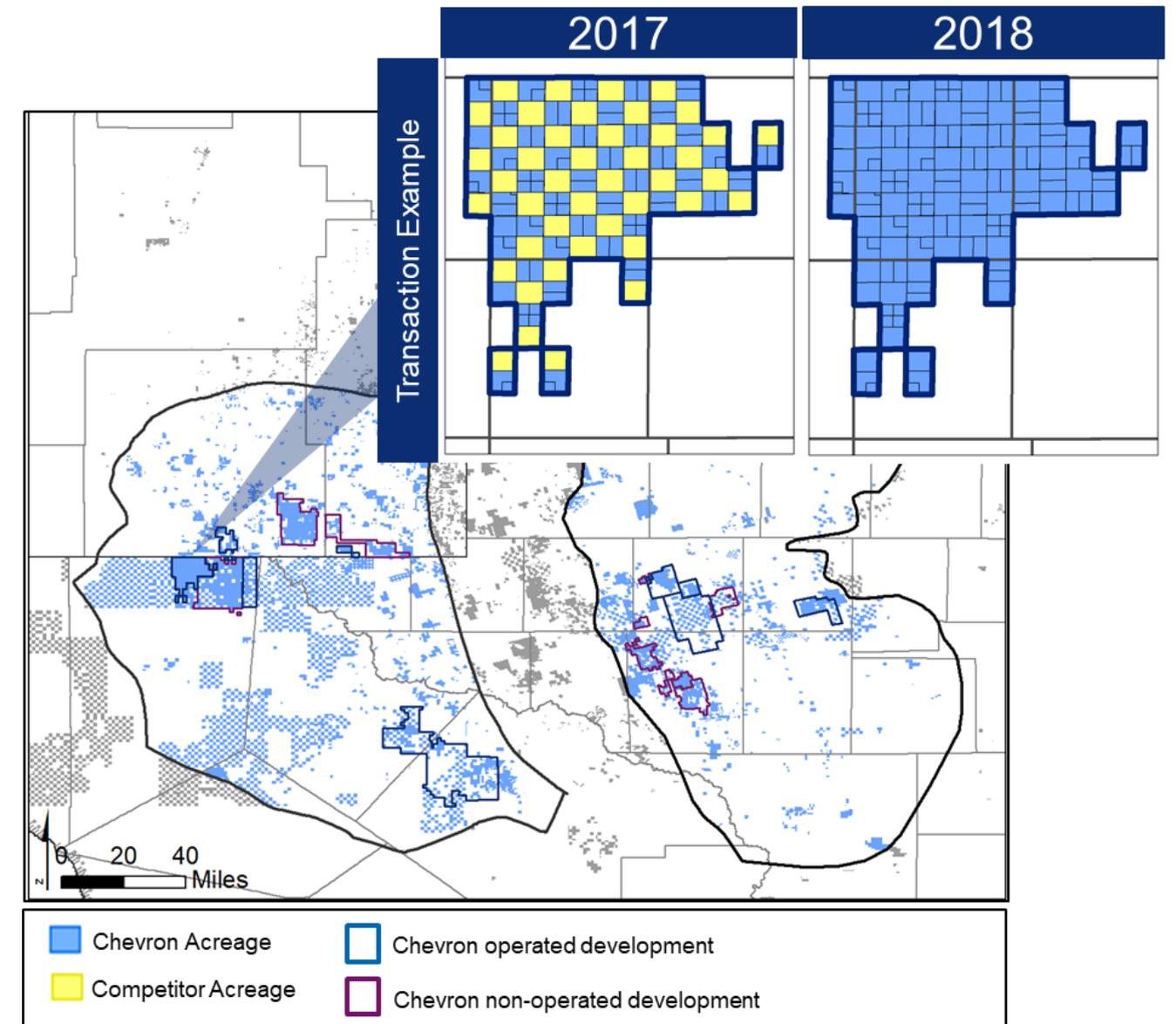
*Coring up acreage*

>80% acreage no or low royalty

Enhancing value with transactions

Transacted >150,000 acres  
in 2017 and 2018

Increased average lateral length  
per well by ~35% since 2016



# Permian takeaway capacity

## *Midstream business*

**Cumulative firm transport capacity of ~100% of operated + non-operated take-in-kind crude production through 2019**

**Firm dock capacity in the Houston Ship Channel with additional capacity in 2019**

**Sufficient NGL processing and natural gas flow assurance**

**Affirm Permian development program and production guidance**



# Expanding shale & tight activities

## Applying learnings across multiple assets

### Duvernay<sup>1</sup>

- EUR<sup>2</sup> per well increased 40%
- Unit development cost reduced 30%
- Commenced development activity



### Vaca Muerta (Loma Campana)<sup>3</sup>

- EUR<sup>2</sup> per well increased 100%
- Unit development cost reduced 25%
- Continuing development activity



### Appalachia<sup>4</sup>

- EUR<sup>2</sup> per well projected to increase >50%
- Improved realizations & economics with pipeline build-out
- Resumed development drilling



~17.5 BBOE resource<sup>5</sup> across shale & tight assets world-wide<sup>6</sup>

<sup>1</sup> EUR performance improvement between 2016 and 2017 well basis of design. Unit development cost reduction relative to 2016.

<sup>2</sup> EUR stands for expected ultimate recovery which is the sum of reserves remaining as of a given date and cumulative production as of that date.

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<sup>3</sup> EUR performance improvement between 2016 and 2017 well basis of design. Unit development cost reduction relative to 2016.

<sup>4</sup> EUR projected increase shows 2018 expected well basis of design performance relative to 2015 (limited activity in 2016).

<sup>5</sup> Resource is 2017 net unrisks resource as defined in the 2017 Supplement to the Annual Report.

<sup>6</sup> ~17.5 BBOE resource across shale & tight assets refers to Marcellus / Utica, Duvernay, East Texas, Liard / Horn River, Permian, Piceance, Vaca Muerta. 33

# Gorgon / Wheatstone

## *Strong performance*

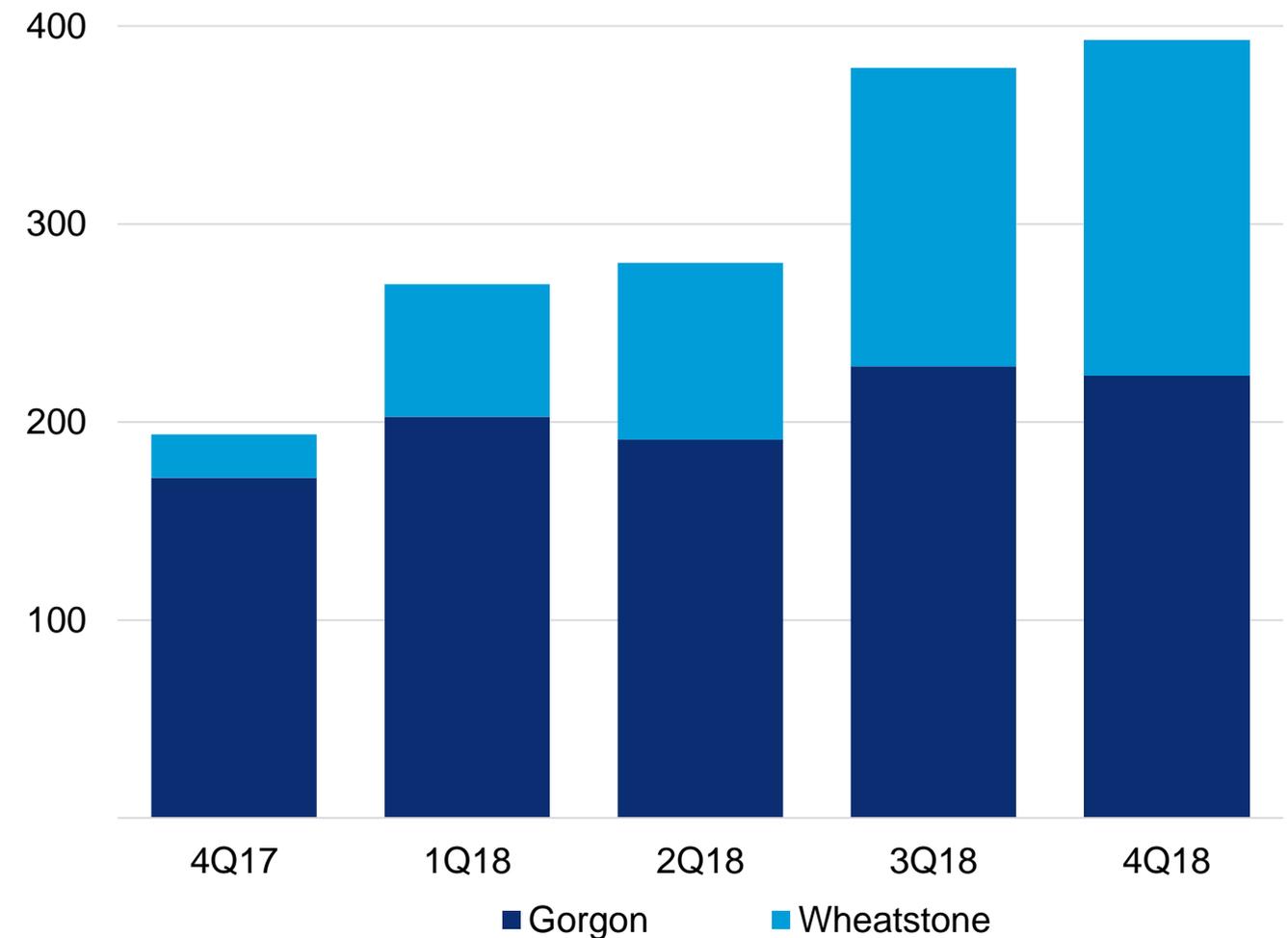
### 4Q18 net production

- Gorgon 223 MBOED
- Wheatstone 171 MBOED

### Wheatstone domestic gas

- Fully commissioned
- First sales expected imminently
- Production dependent on local demand

Net production  
MBOED



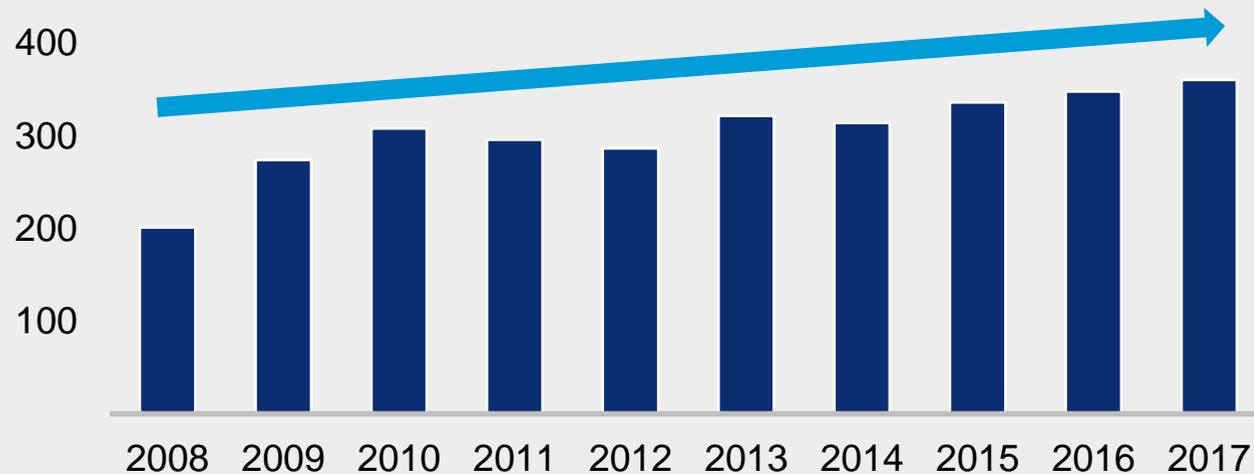
# Developing Tengiz

## Base business

- Strong earnings and cash flow
- Reliability of 98%<sup>1</sup>
- Net production grew by 17% since 2010, including debottlenecking of Second Generation Plant
- Record production – three years in a row

## TCO net production<sup>2</sup>

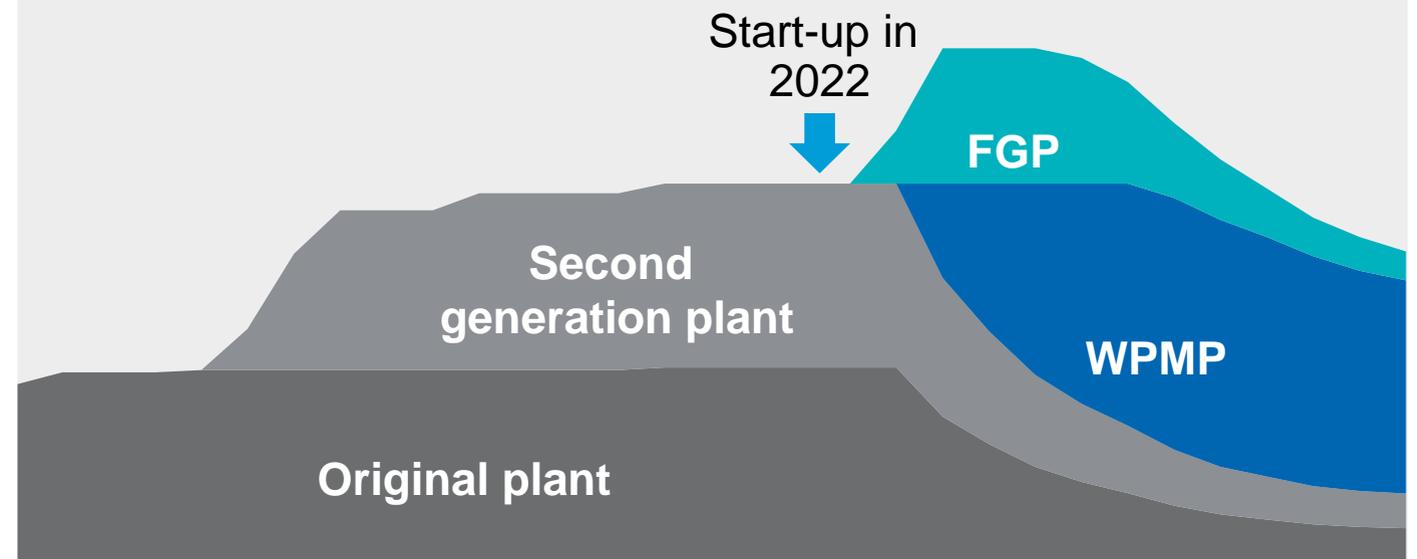
MBOED



## FGP / WPMP<sup>3</sup>

- On track for first production in 2022
- FGP adds 260 MBOED capacity and increases production to ~1 MMBOED<sup>4</sup>
- WPMP mitigates base decline

## Production profile



<sup>1</sup> Base business Production Reliability calculation: (actual production + planned losses) / (structural maximum production potential - uncontrollable losses).

<sup>2</sup> TCO net production shown is Chevron's share.  
© 2019 Chevron Corporation

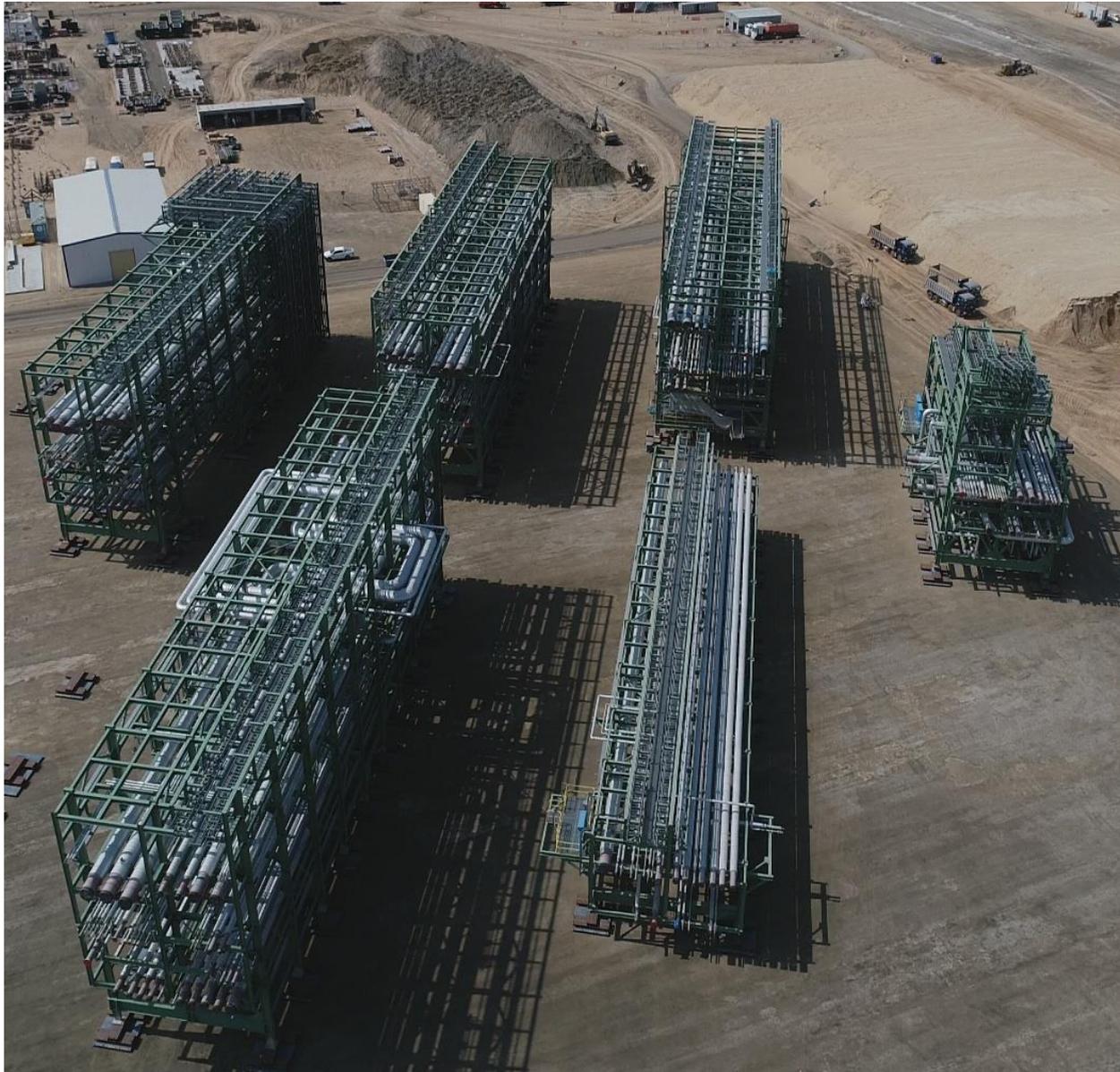


<sup>3</sup> FGP – Future Growth Project; WPMP – Wellhead Pressure Management Project.

<sup>4</sup> FGP addition to capacity and increases to production shown at 100%.

# FGP / WPMP

*Progressing toward first production in 2022*



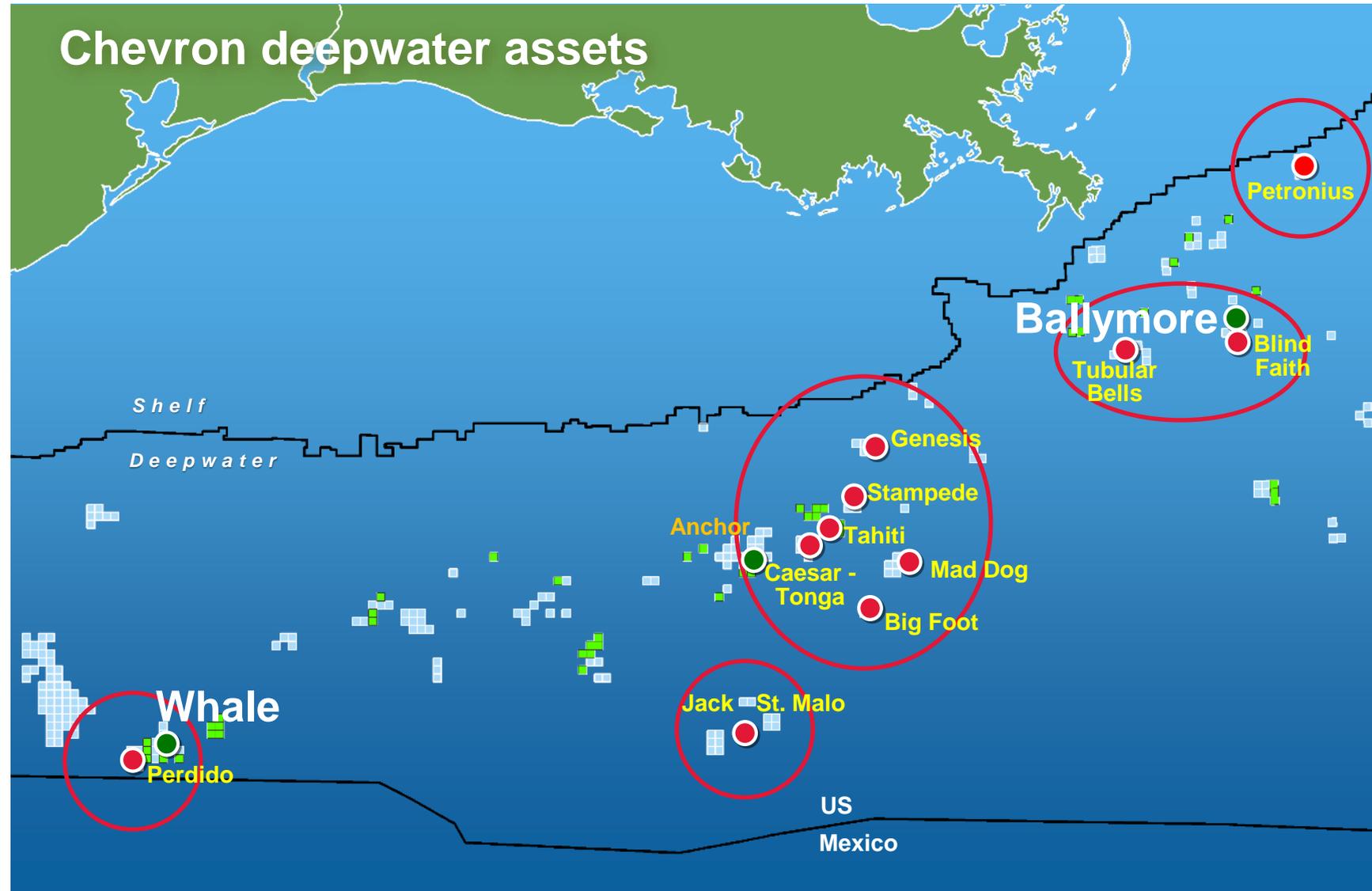
**Overall project ~40% complete**

**Pipe-racks and modules in transit from Kazakhstan, Korea, and Italy**

**6 pipe-rack modules delivered to site**

**3 drilling rigs in operation**

# Active Gulf of Mexico



■ Chevron deepwater leases   
 ■ Chevron leases acquired in 2017   
 ● Producing assets and projects under development   
 ● Discoveries   
  Potential tie-back opportunities\*

## Leveraging installed infrastructure

- Jack / St. Malo, Tahiti, Blind Faith and others
- Extending tie-back radius through technology

## Future greenfield developments

- Anchor
- Lowering development costs through efficiencies and standardization

## Successful exploration

- Ballymore, Whale
- Potential tie-back opportunities

\* Potential tie-back opportunities are not shown precisely to scale.  
 Note: Map as of January 31, 2018



# Improving deepwater value

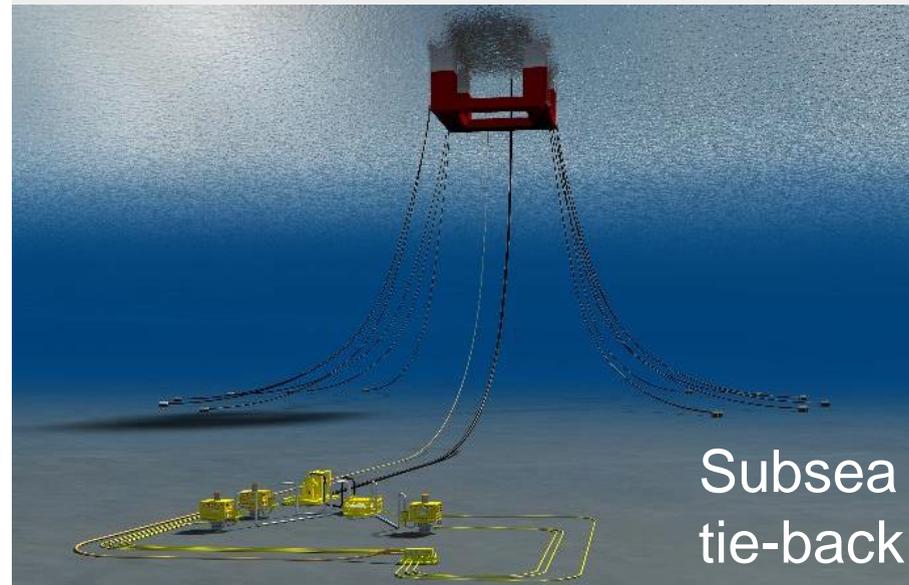
## Efficiencies

- Reduced completion time<sup>1</sup> >40%<sup>2</sup>
- Reduced unit operating cost by ~50%<sup>2</sup>
- Reliability<sup>3</sup> of ~98%



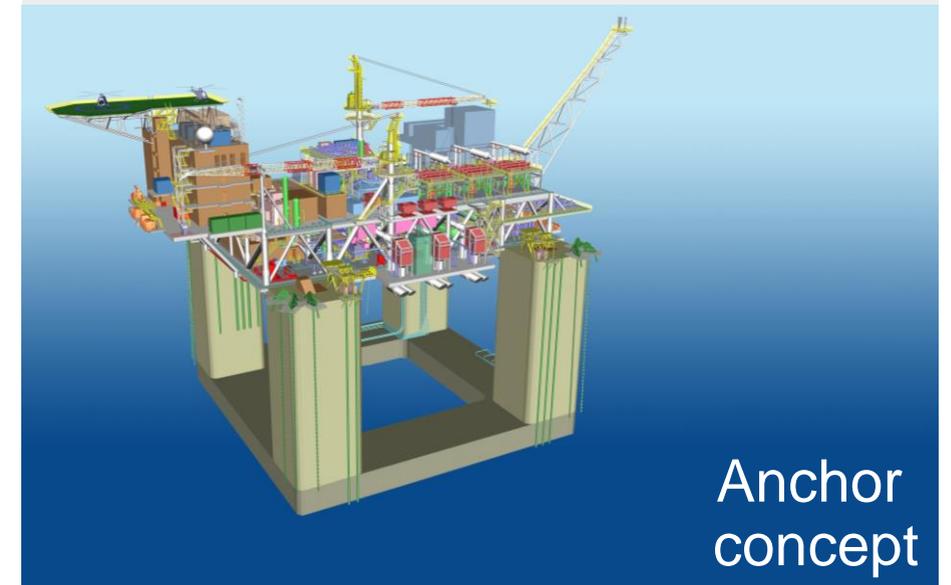
## Technology

- Extending subsea tie-back reach
- Real-time reservoir management
- Developing 20k psi equipment



## Standardization

- Subsea trees, equipment, topsides and floating systems
- Participant in joint industry effort



## Driving development costs lower

Improving brownfield economics

Lowering greenfield cost to compete

<sup>1</sup> Reduced completion time is average days per 10,000 ft depth for Chevron operated wells only.

<sup>2</sup> Reduction in completion time and unit operating costs are relative to 2014.

<sup>3</sup> Production Reliability calculation: (actual production + planned losses) / (structural maximum production potential - uncontrollable losses).





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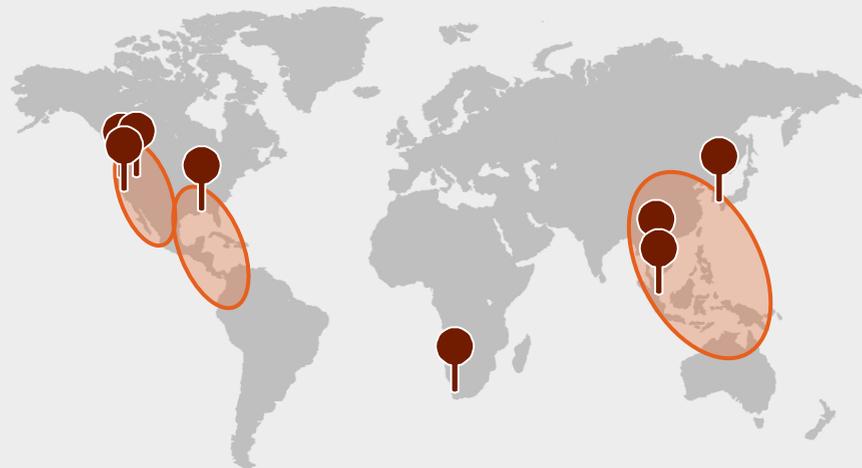
# Downstream & Chemicals



# Profitable downstream & chemicals portfolio

## Fuels refining & marketing

Focused, regional optimization



Refinery

Integrated fuels value chain

## Petrochemicals

Advantaged feed, scale and technology



Olefins / Polyolefins complex

Aromatics complex

## Lubricants & additives

Strategic positions serving global markets



Premium base oil plant integrated with refinery

World-scale additives plant



# Strategy focused on leading returns



**World-class operational excellence**

**Grow earnings  
across the value chain**

**Target investments**

**Lead the industry in returns**

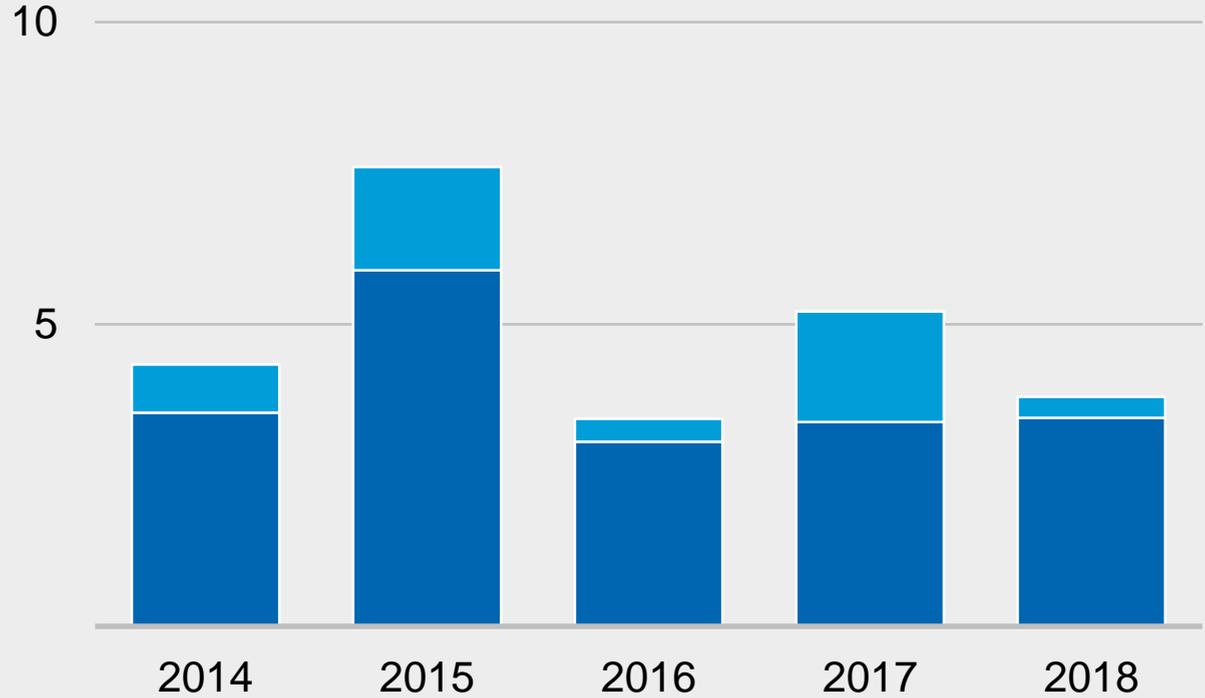


# Downstream financial performance

*Strong track record*

## Reported earnings

\$ billions



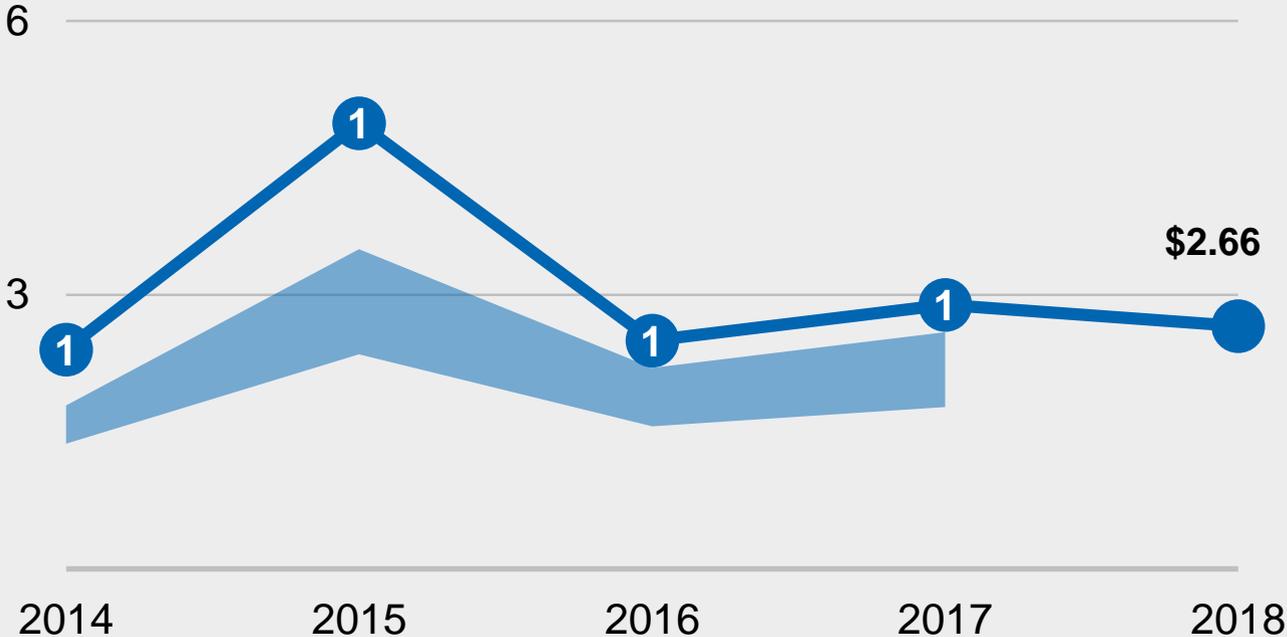
15.3%      24.8%      13.0%      14.1%      13.8%

**Adjusted ROCE<sup>1</sup>**

- Asset sales and other special items
- Adjusted earnings

## Adjusted earnings per barrel<sup>1,2</sup>

\$/bbl



\$2.66

- CVX ranking relative to IOC competitors, 1 being the highest
- IOC competitor range: BP, RDS, XOM

<sup>1</sup> See appendix for reconciliation of non-GAAP measures.

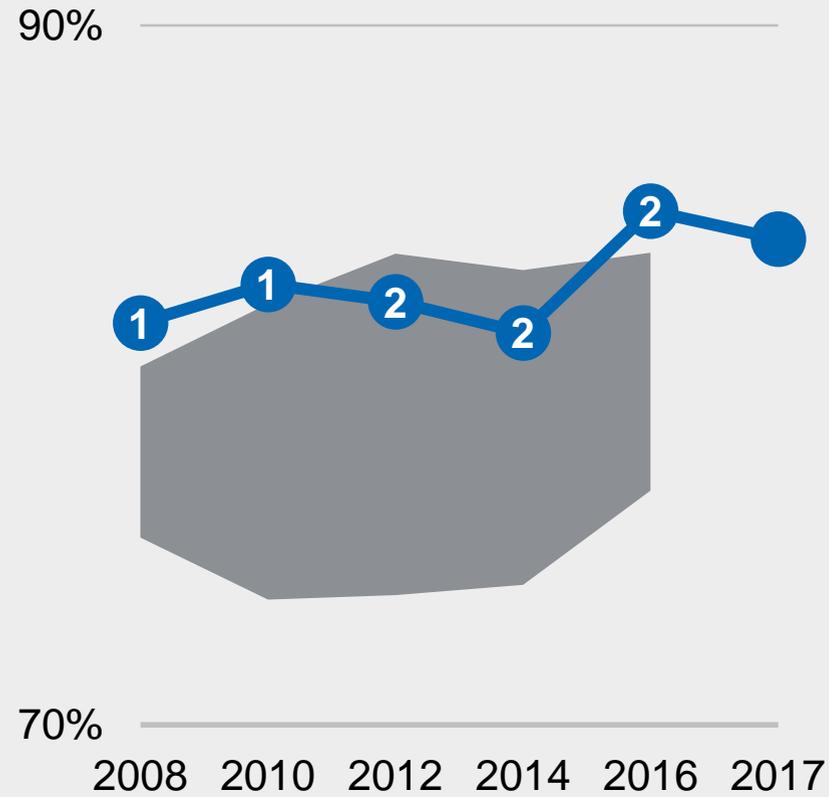
<sup>2</sup> Total downstream, excluding petrochemicals.



# Refinery performance<sup>1</sup>

## Utilization

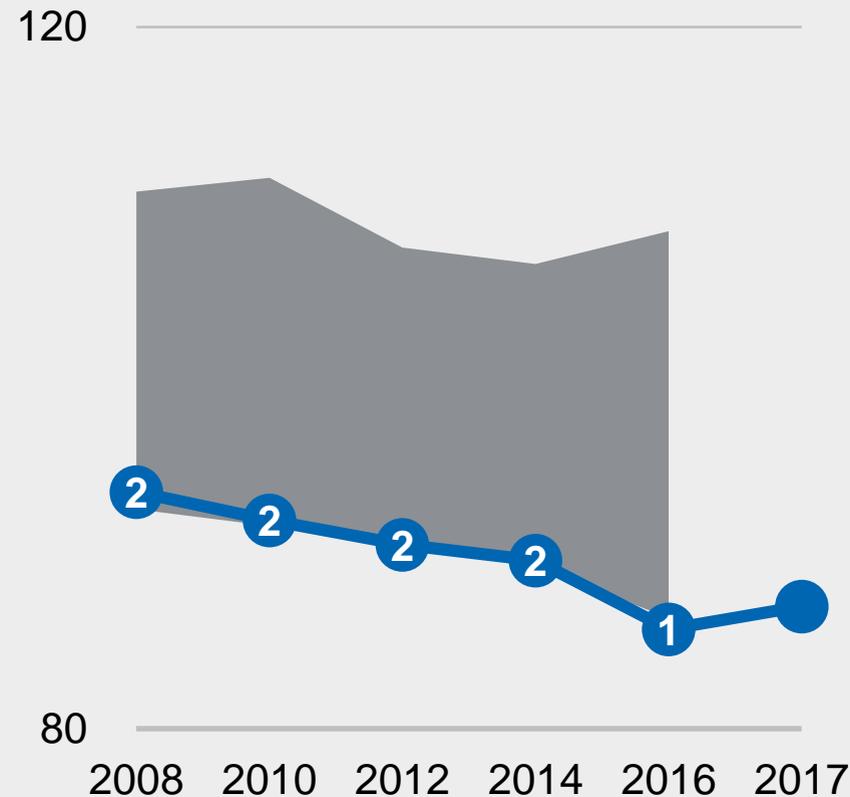
Percent



● CVX ranking relative to competitors  
 ■ Competitor range<sup>2</sup>

## Energy efficiency

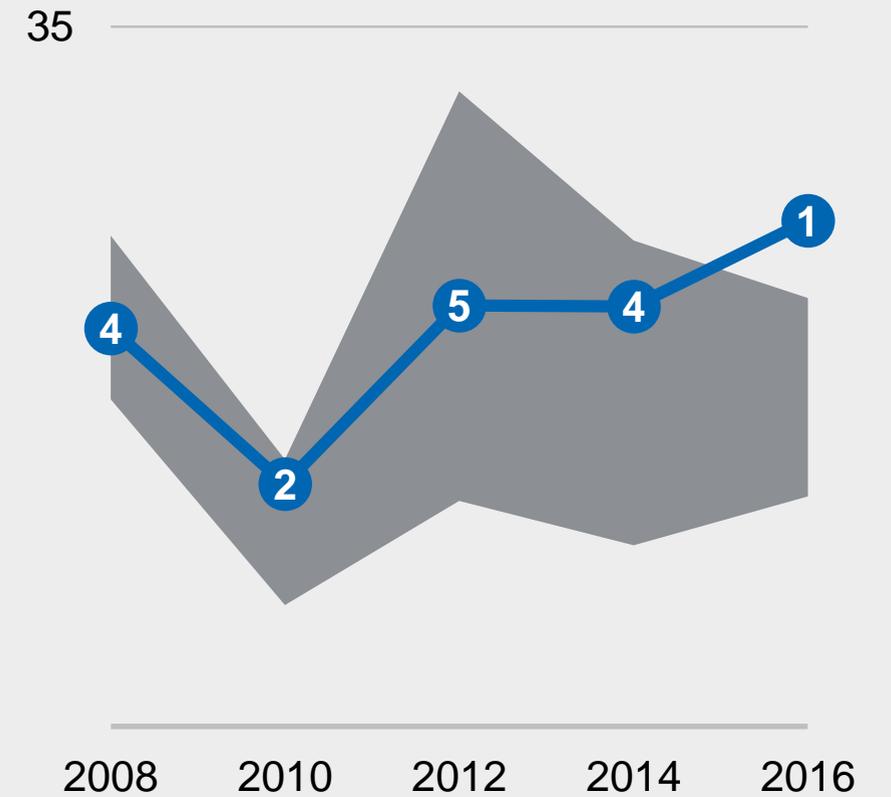
Index



● CVX ranking relative to competitors  
 ■ Competitor range<sup>2</sup>

## Net cash margin

Index



● CVX ranking relative to competitors  
 ■ Competitor range<sup>2</sup>

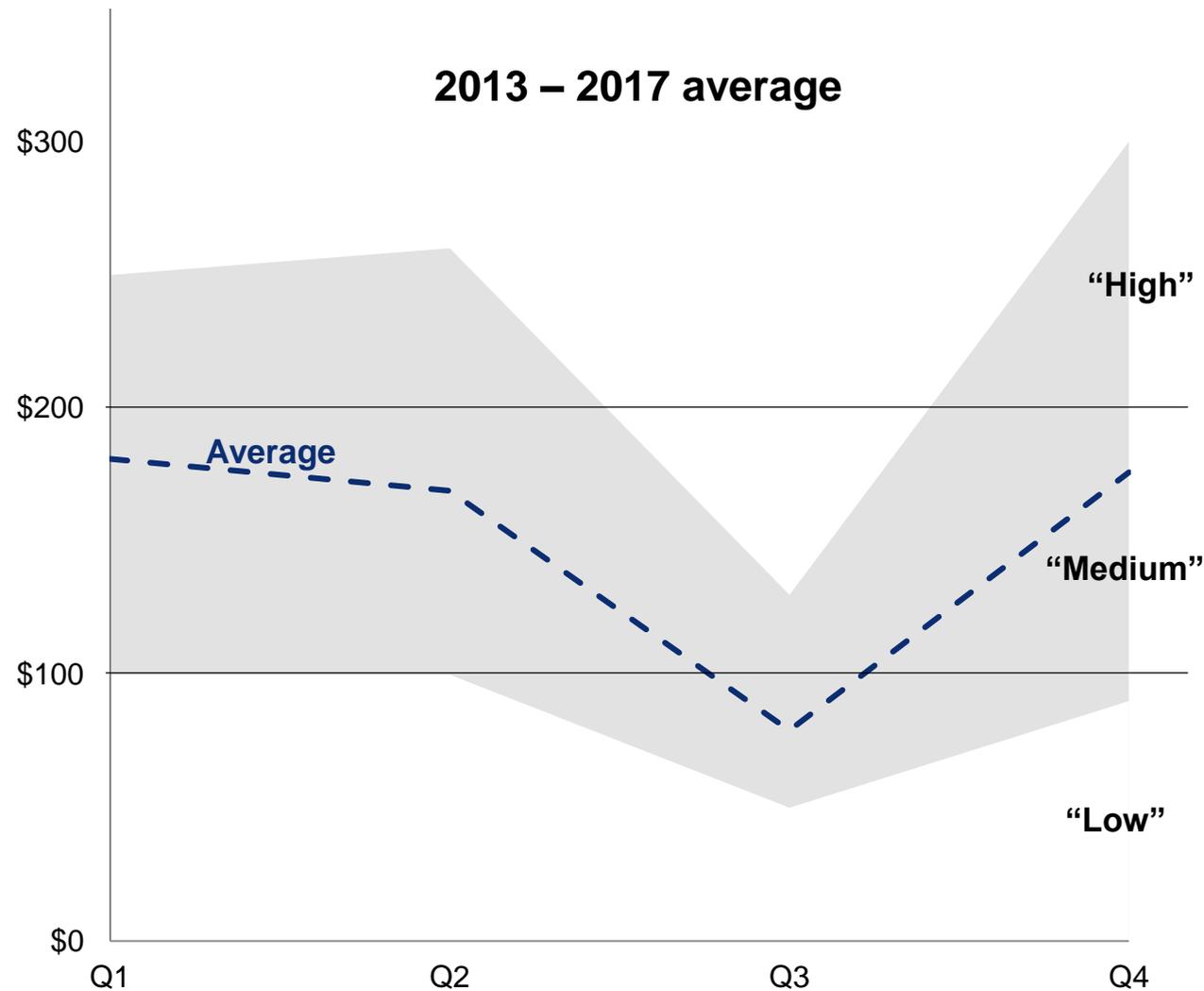
<sup>1</sup> Includes operated and non-operated refineries.  
<sup>2</sup> Average for top eight international refiners excl. CVX with facilities included in at least 2 of the 3 regional Solomon biennial surveys.  
 © 2019 Chevron Corporation



Sources: Solomon Associates and Chevron data.

# Refinery planned turnarounds

**A/T earnings impact of planned turnarounds\***  
\$ millions



**Third quarter typically lowest activity**

**Forward earnings guidance categories**

- High >\$200MM
- Medium \$100-200MM
- Low <\$100MM

\* 2013 – 2017 average quarterly earnings impact (A/T) associated with planned refinery turnaround activity. Impacts is defined as shutdown expense plus foregone margin. Excludes divested assets: Cape Town, Burnaby, Hawaii, and Caltex Australia.

# Pasadena refinery acquisition

## Scope

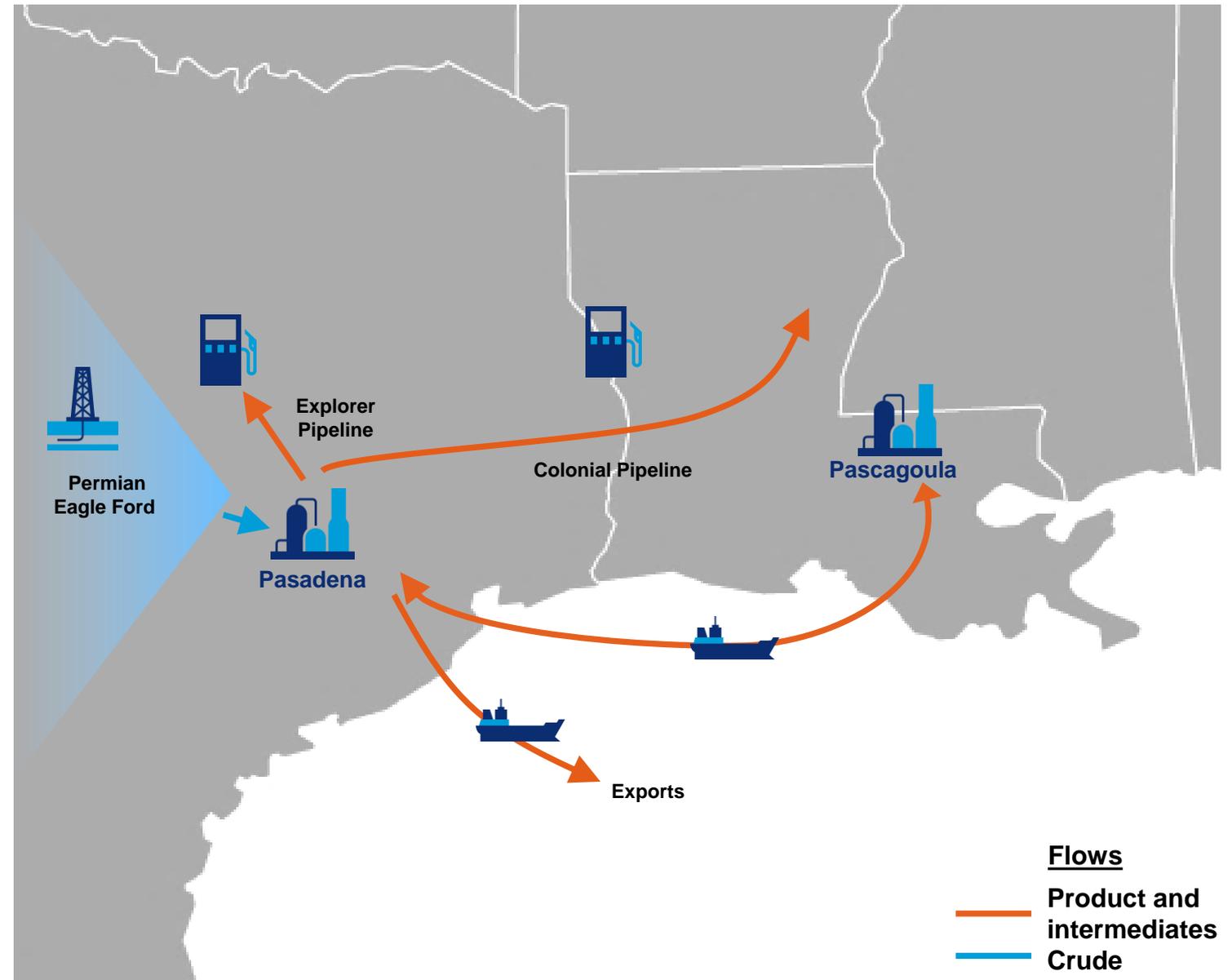
- 110 MBD
- Houston Ship Channel terminal
- 5.6 million barrels storage
- 143 acres vacant land

## Strategic fit

- Enhances light crude processing
- Integrates and optimizes with Pascagoula
- Supplies equity fuels to Texas / Louisiana

## Transaction

- \$350 million, plus working capital
- Expected close in 1H19



# Integrated fuels value chains

## U.S. West Coast

- #1 brand share in Western U.S.
- Mexico retail market entry
- San Joaquin Valley equity crude
- Richmond modernization startup expected 4Q18



## U.S. Gulf Coast

- Leading brand in Central America
- Top net cash margin refinery
- GOM / Venezuelan equity crudes
- Opportunity to integrate Permian



## Asia Pacific

- Long-standing partnerships
- World-class manufacturing
- Evaluating Singapore resid upgrading



# Retail, lubricants, and additives

## Progress and innovation



### Retail growth

On track for ~400 branded sites in Mexico by 2020

Targeting additional ~75 U.S. ExtraMile c-stores per year

### Mobile pay

PayPal and Honda partnerships in U.S.

CaltexGO – mobile pay in Southeast Asia



### Lubricants & additives

Ground breaking at China additives blending & shipping plant

Co-develop renewable base oil with Novvi



# Major capital projects

## Evaluation / FEED

### GS Caltex

Mixed feed cracker olefins project

### ChevronPhillips Chemical Co.

USGC petrochemicals project II

### Singapore Refining Co.

Resid upgrading

## Under construction

### Richmond refinery

Modernization

### Salt Lake refinery

Alkylation retrofit

### Oronite

China blending & shipping

## Commission / start-up

### ChevronPhillips Chemical Co.

USGC petrochemicals project

### Singapore Refining Co.

Clean mogas / cogeneration

### Oronite

Singapore carboxylate



# Petrochemicals value chains

## U.S. Gulf Coast

- Advantaged feedstock
- USGC Petchem above nameplate capacity
- Evaluating Petchem project II
- Leading NAO producer and #1 HDPE marketer



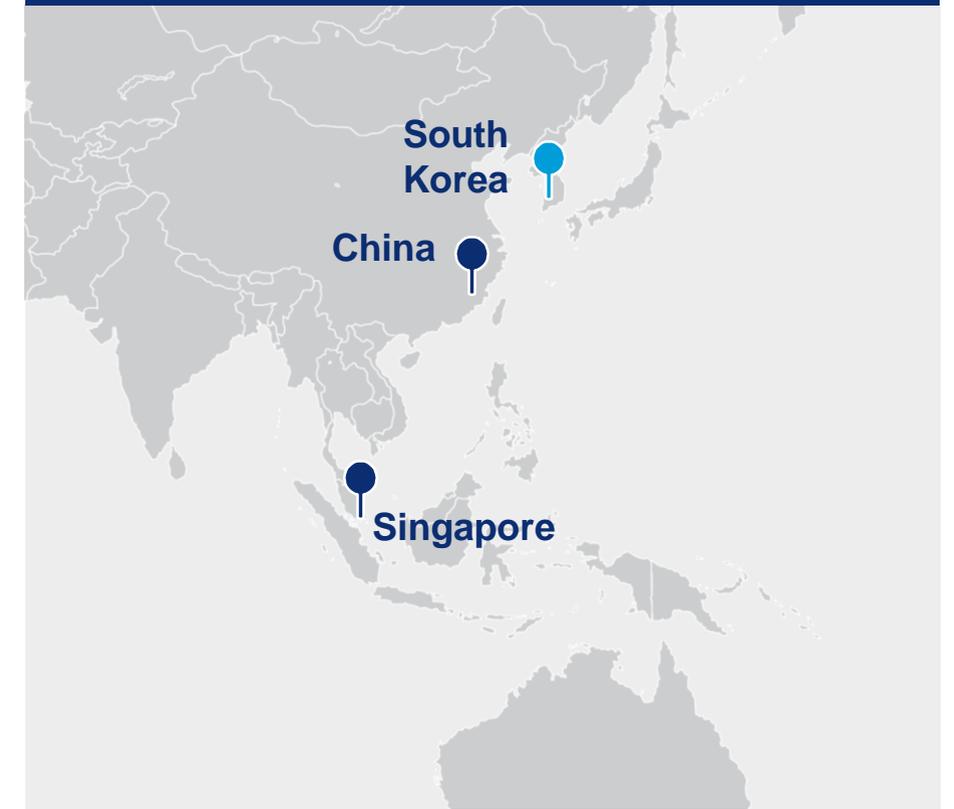
## Middle East

- Strategic partnerships enable access to advantaged feedstock
- Proximity to growing demand centers



## Asia

- GS Caltex
  - 4<sup>th</sup> largest aromatics single site integrated with ~800 MBD refinery
  - Mixed feed olefins cracker in FEED
- Proximity to Asian demand



# Petrochemicals major capital projects

*Growing portfolio*

## Operating

### ChevronPhillips Chemical Co.

USGC Petrochemicals project I  
1.5 MMTPA ethylene  
1.0 MMTPA polyethylene

Successful  
start-up / ramp-up



## Pre FEED

### ChevronPhillips Chemical Co.

USGC Petrochemicals project II

Evaluating alternatives



## FEED

### GS Caltex

Mixed feed cracker olefins  
project  
0.7 MMTPA ethylene  
0.5 MMTPA polyethylene

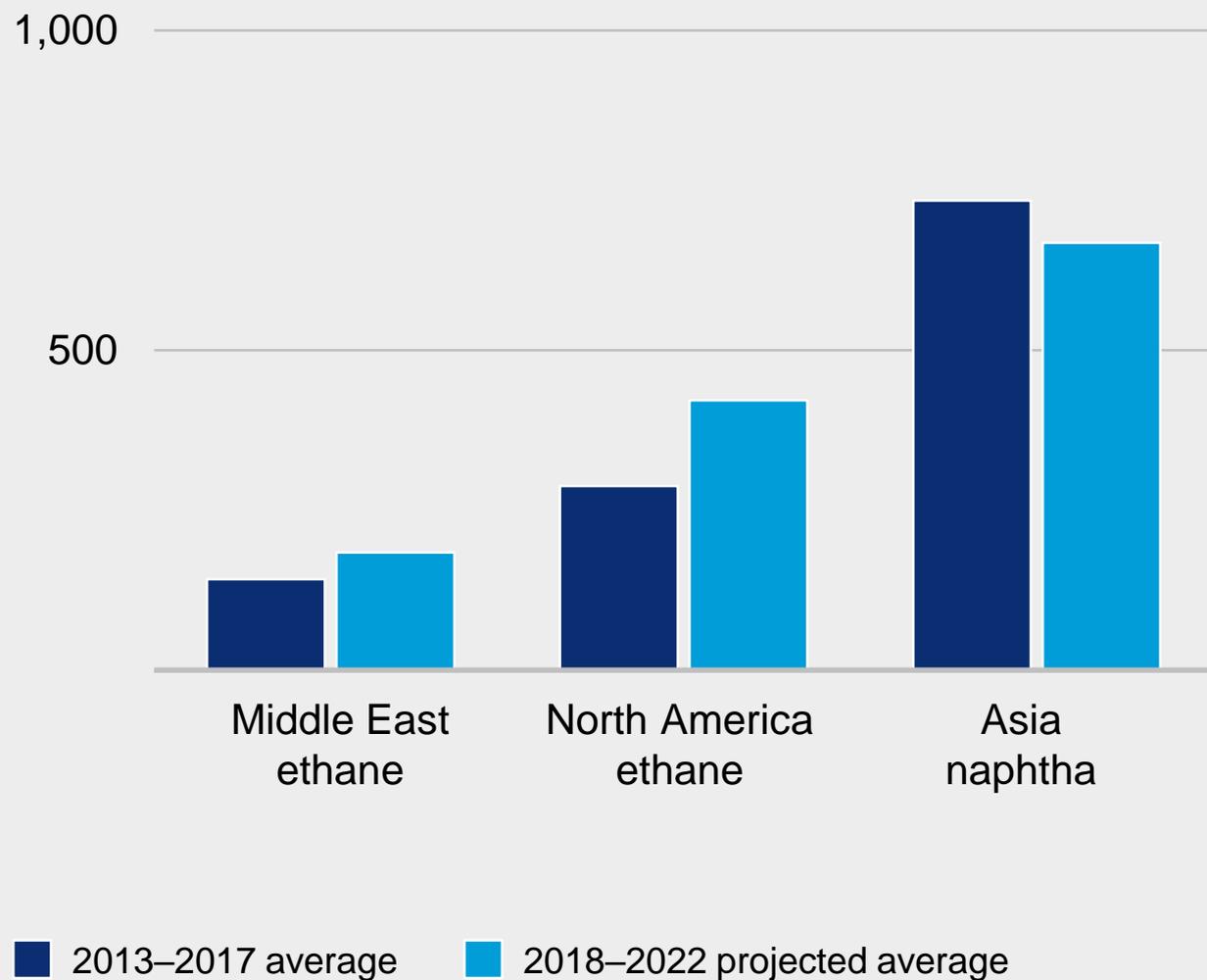
Expect FID 2019



# Advantaged feedstock

## Ethylene cash costs

\$ per metric ton



## Petrochemicals profitability

Oil / gas price ratio continues to benefit lighter feedstocks

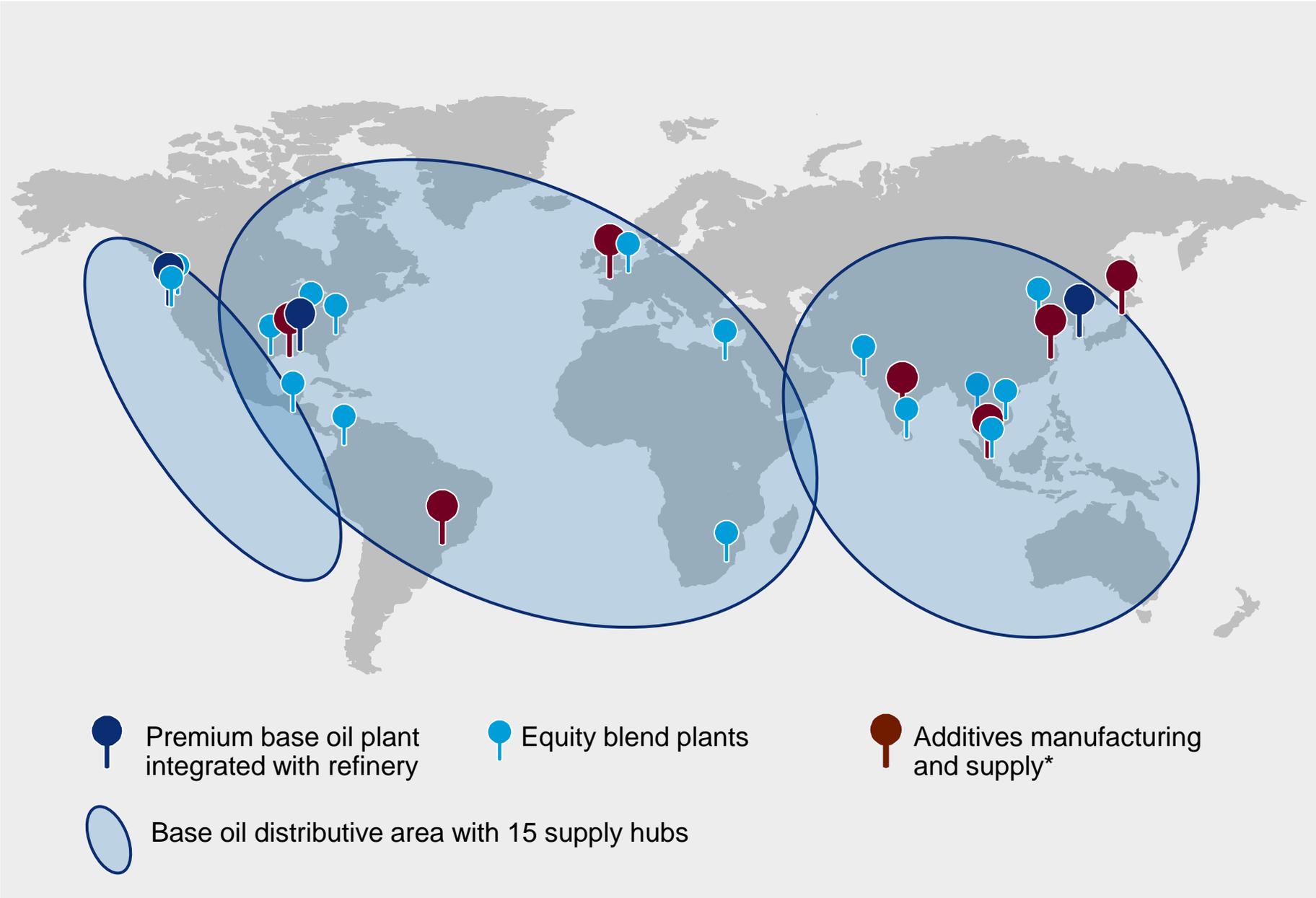
North America ethane maintains advantage over Asia naphtha

Integrated polyethylene margins remain strong

Source: NexantThinking™ Petroleum and Petrochemicals Economics program.



# Lubricants and additives



**Premium base oil**  
 Leading producer, global slate

**Finished lubricants**  
 Formulation technology expertise  
 Strong global brands

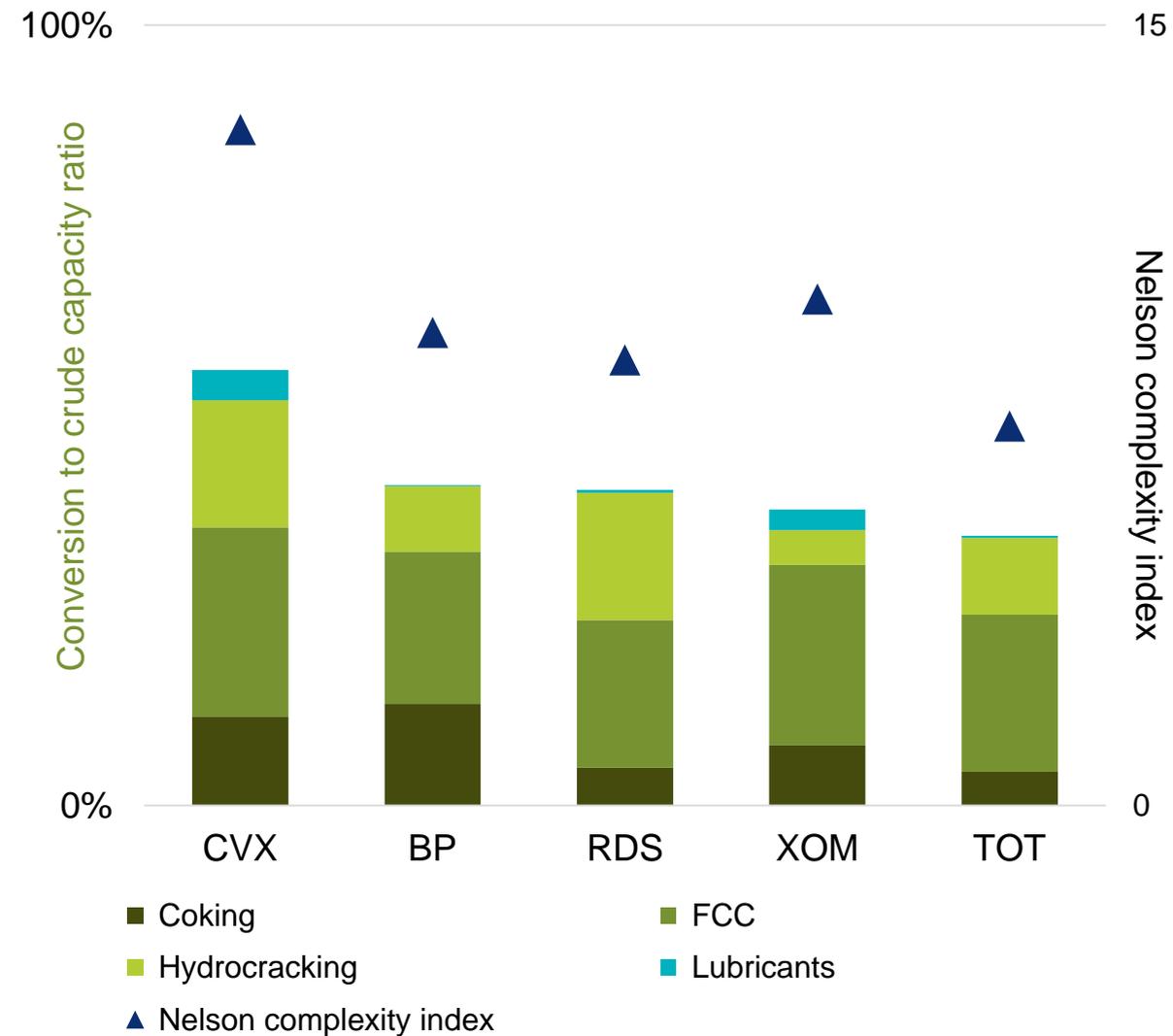
**Additives**  
 Leading global supplier  
 Targeting key growth markets

\* Includes proposed Ningbo, China site and shareholder interest in Indian Additives Ltd.



# Downstream well positioned for IMO 2020

## Conversion capacity and complexity



**Complex refiners advantaged**

**Highest Nelson complexity**

- ~40% mid-distillate yield
- ~5% HSFO yield

Sources: Oil and Gas Journal, IHS Markit





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# Midstream outlook

# Gas and LNG pricing

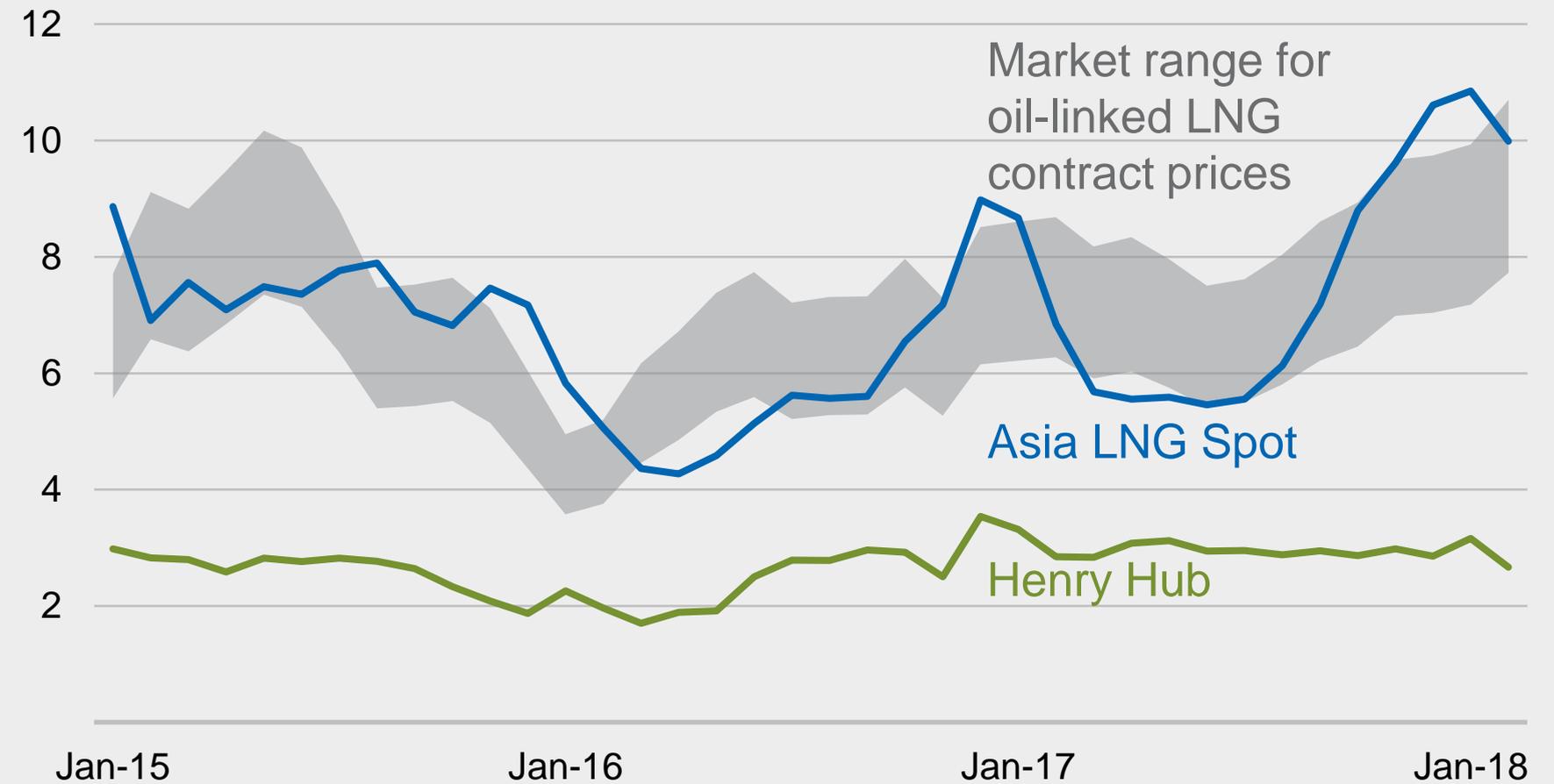
Gas is an increasingly global commodity

Steady demand growth and ample supply capacity

LNG spot prices increase seasonally

## Regional gas pricing

\$/MMBTU

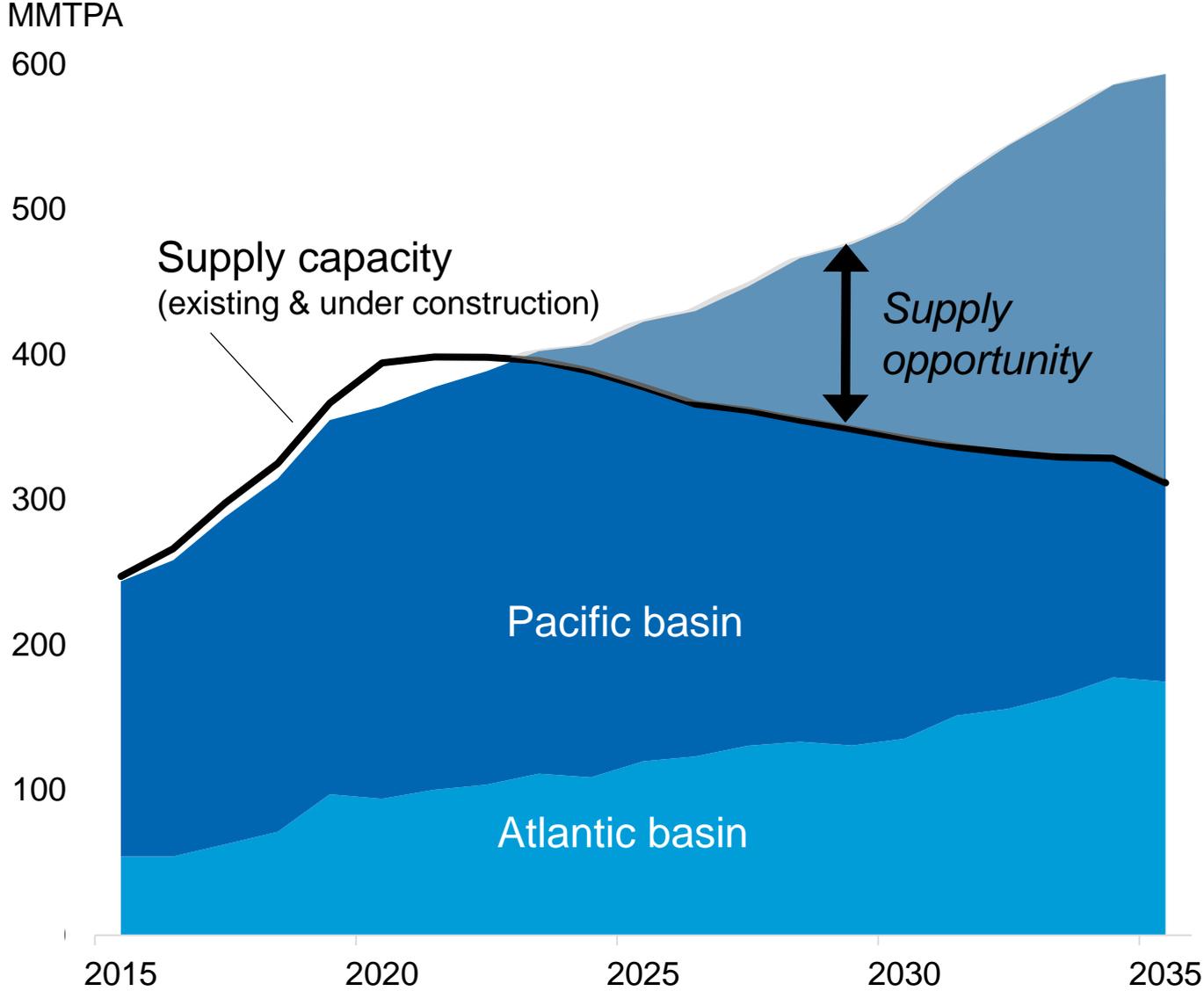


Source: Platts Feb 2018 data.



# Macro landscape - LNG

## Global LNG supply & demand



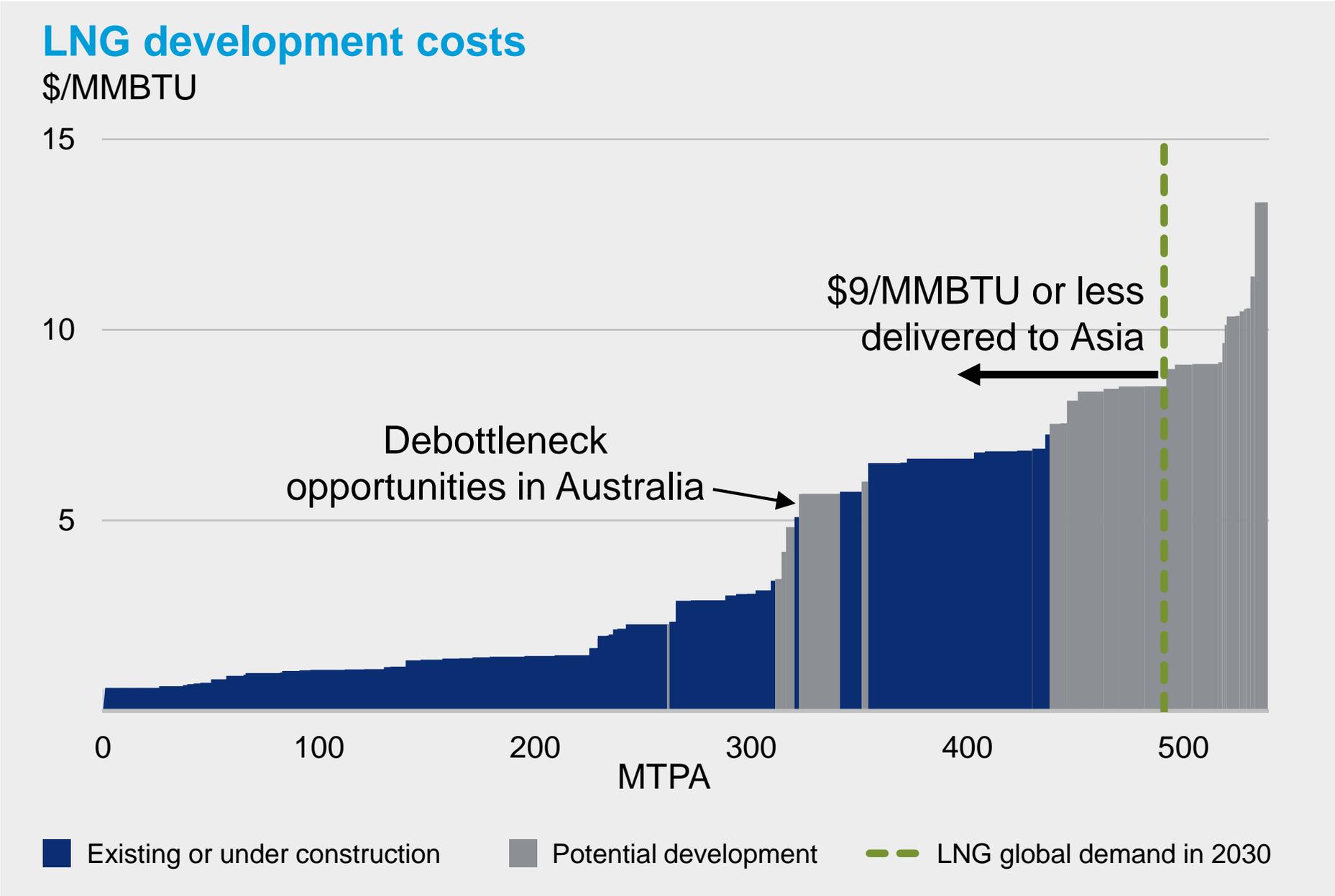
Source: Wood Mackenzie 1Q 2018 LNG dataset.



**Market oversupply  
in mid-term**

**Supply gap developing next  
decade**

# LNG supply curve



**Abundant lower-cost LNG supply**

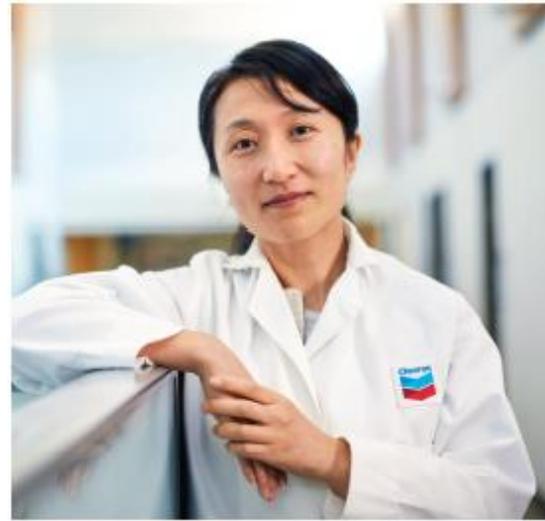
**Focus on cost competitive LNG opportunities**

Source: Wood Mackenzie 4Q LNG tool.





# ESG investor presentation



## vision

At the heart of The Chevron Way is our vision ... to be *the* global energy company most admired for its people, partnership and performance.



## enabling human progress

We develop the energy that improves lives and powers the world forward.

## getting results the right way

Find out more at:  
<http://chevronway.chevron.com>

## strategies

Our strategies guide our actions to deliver industry-leading results and superior shareholder value in any business environment.



## values

Our company's foundation is built on our values, which distinguish us and guide our actions to deliver results.



# Leading in the energy future

## Enabling human progress



## Creating value responsibly



Developing more energy with less environmental impact



Deploying the best talent to solve the most complex problems



Leveraging global expertise, strategic partnerships and leading technologies



Finding reliable, affordable, ever-cleaner solutions that scale

# Highly engaged, diverse board with relevant experience and expertise

## Board of Directors



**Michael K. Wirth**

*Chairman and Chief Executive Officer*

- Chairman and Chief Executive Officer, Chevron



**Ronald D. Sugar**

*Lead Director*

- Retired Chairman and Chief Executive Officer, Northrop Grumman Corporation



**Wanda Austin**

- Retired President and Chief Executive Officer, The Aerospace Corporation



**John B. Frank**

- Vice Chairman, Oaktree Capital Management, L.P.



**Alice P. Gast**

- President, Imperial College London



**Enrique Hernandez, Jr.**

- Chairman, Chief Executive Officer and President, Inter-Con Security Systems, Inc.



**Charles W. Moorman IV**

- Retired Chairman and Chief Executive Officer, Norfolk Southern Corporation



**Dambisa Moyo**

- Chief Executive Officer, Mildstorm LLC



**Inge G. Thulin**

- Executive Chairman (retired President and Chief Executive Officer), 3M Company

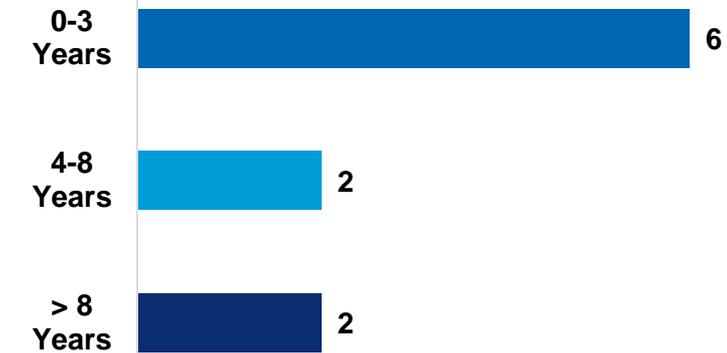


**Jim Umpleby**

- Chief Executive Officer, Caterpillar

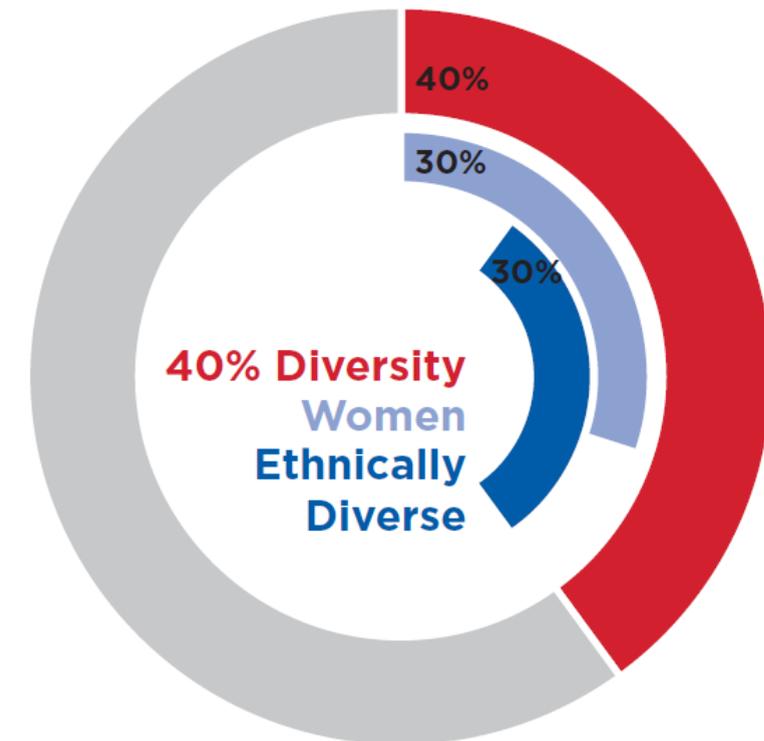
*Directors Frank and Umpleby joined the Board in the last 12 months, underscoring our commitment to Board refreshment*

## Balanced Director Tenure



**Average Director Tenure**  
~ 4.6 years

## Strong Board Diversity



# Board and committee risk oversight

**One of the many duties of the Board is to oversee Chevron's risk management policies and practices to ensure that the appropriate risk management systems are employed throughout the Company**

## Board of Directors

- Monitors overall corporate performance, integrity of financial controls, & effectiveness of legal compliance and risk management programs
- Reviews specific facilities and operational risks as part of visits to Company operations
- Oversees risk management systems throughout the Company

## Audit Committee

- Assists the Board in overseeing financial risk exposures and implementation of compliance programs
- Assesses policies on financial risk assessment and management
- Meets with and reviews reports from independent public accounting firm
- Meets with Chief Compliance Officer regarding compliance performance and issues

## Public Policy Committee

- Assists the Board in overseeing risks that may arise in connection with the social, political, environmental, human rights, and public policy aspects of Chevron's business
- Discusses risk management in the context of legislative and regulatory initiatives, safety and environmental stewardship, community relations, and governmental and non-governmental organization relations

## Board Nominating & Governance Committee

- Assists the Board in overseeing risks that may arise with the governance structure and processes
- Conducts an annual evaluation on governance matters
- Discusses risk management in the context of Director succession planning, stockholder proposals and activism, and Director and officer liability insurance

## Management Compensation Committee

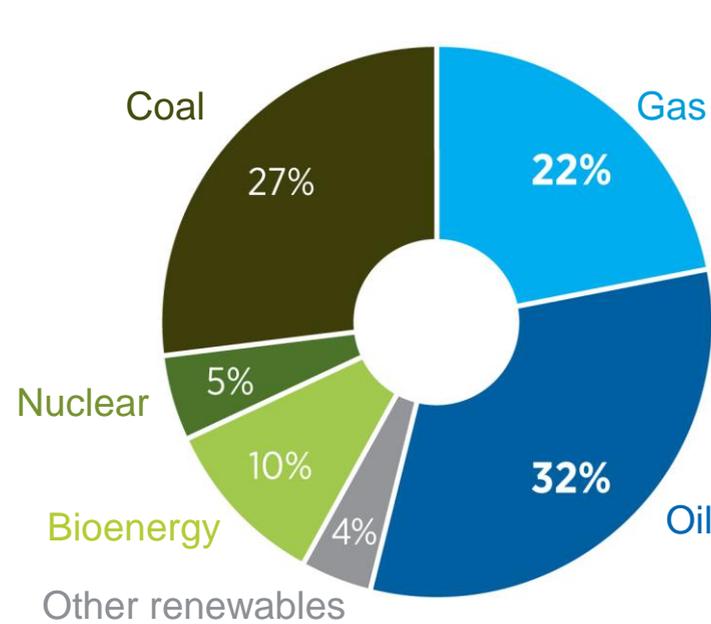
- Assists the Board in overseeing risks associated with compensation programs and practices
- Reviews the designs and goals of compensation programs in the context of possible risks to Chevron's financial reputation
- Reviews strategies and processes for succession planning, leadership development, executive retention, and diversity



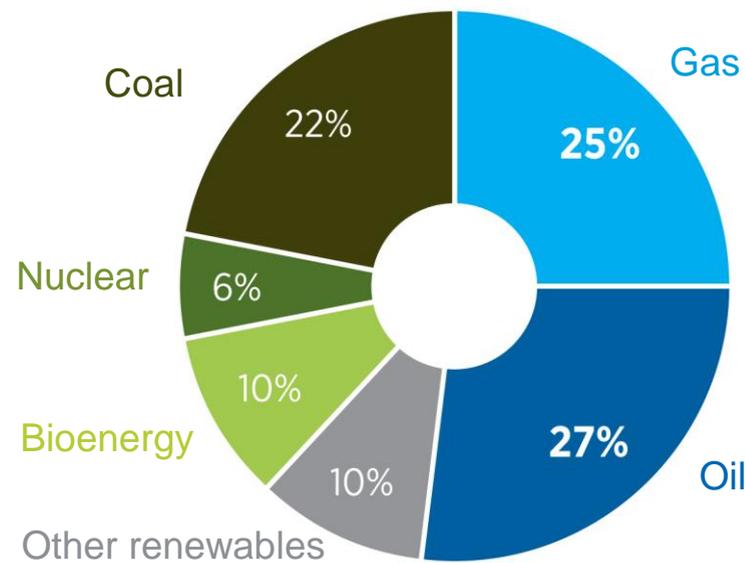
# Energy demand views

IEA's world total primary energy mix

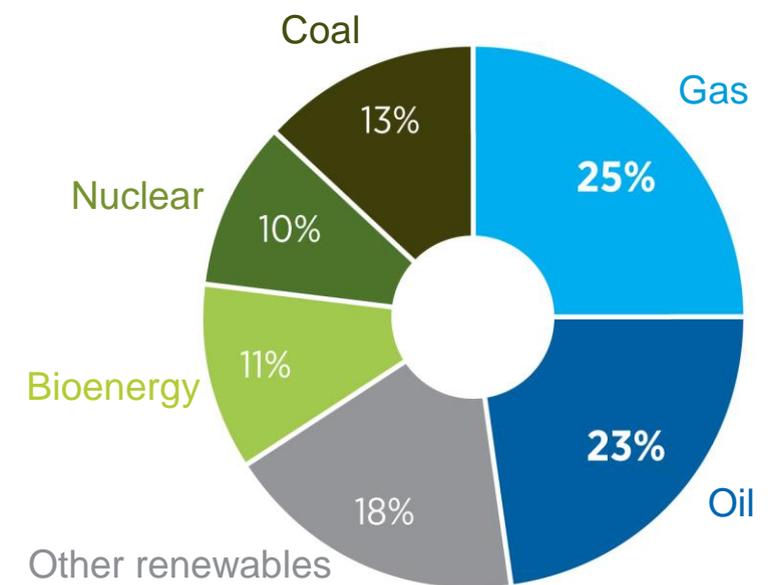
**Oil and natural gas are expected to account for about half of global energy consumption under almost any future market scenario**



**2016**  
13,760 mtoe:  
54% oil and gas



**2040**  
New Policies Scenario  
17,584 mtoe:  
52% oil and gas



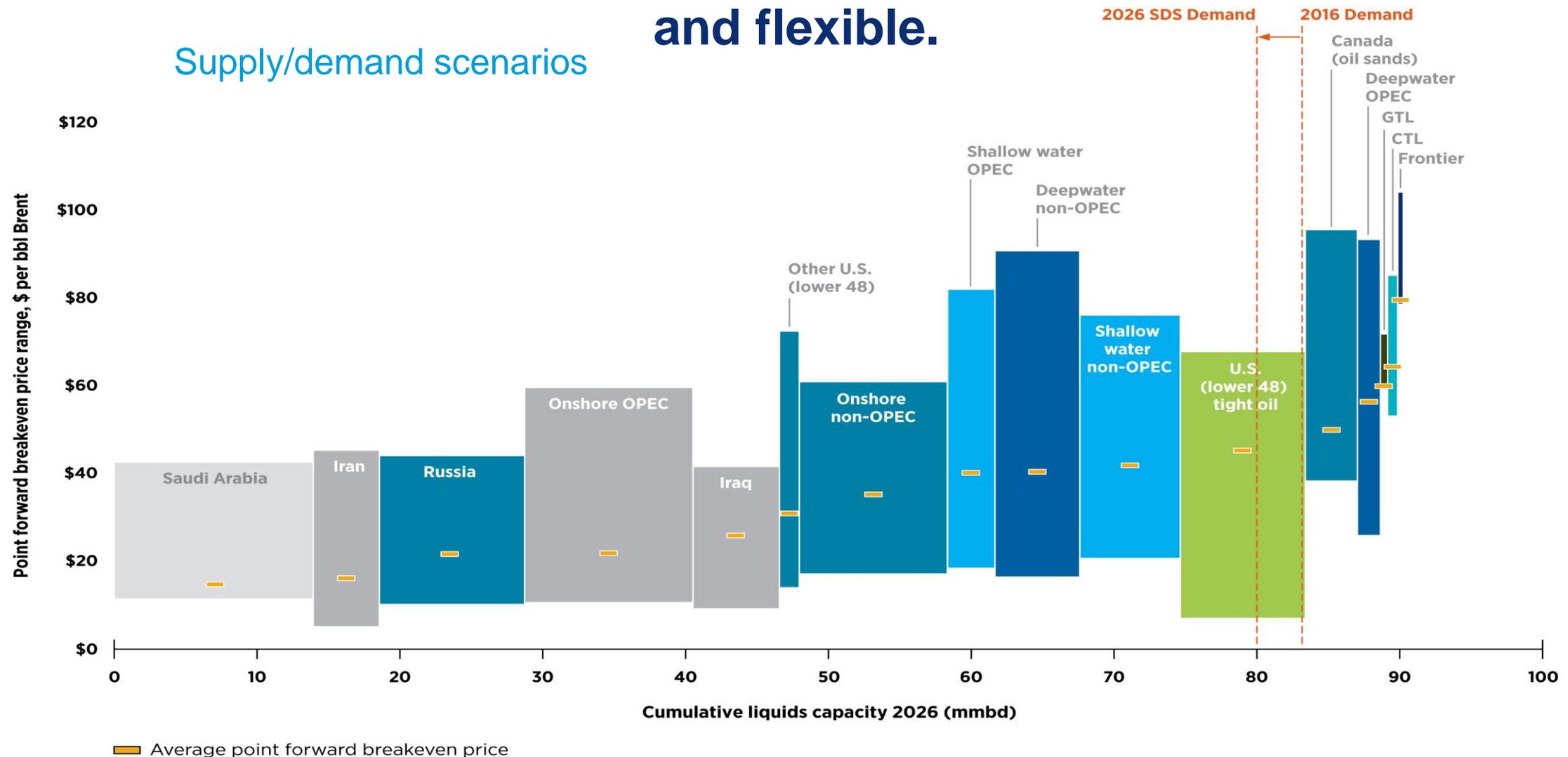
**2040**  
Sustainable Development Scenario  
14,100 mtoe:  
48% oil and gas

# Climate change resilience

## Portfolio testing

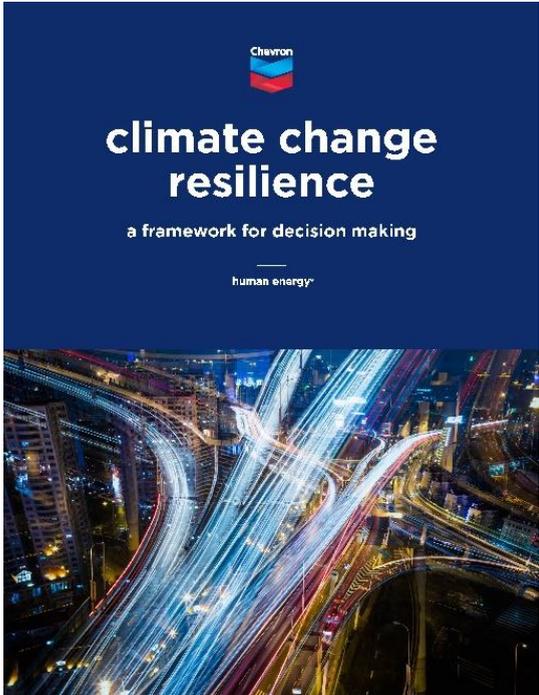
Most of our assets are competitive when tested against aggressive scenarios like IEA's SDS. Our portfolio is resilient and flexible.

Supply/demand scenarios



# Actions

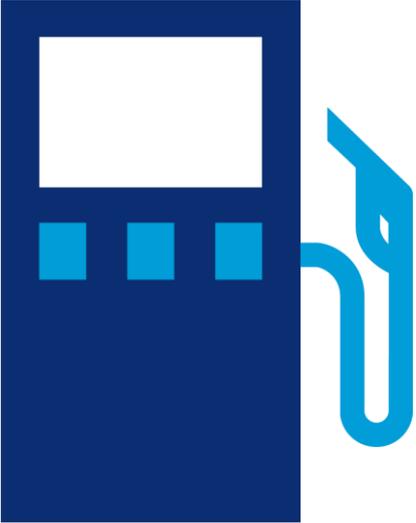
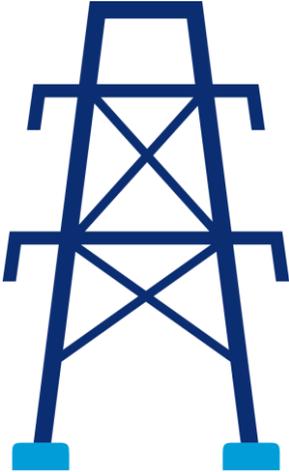
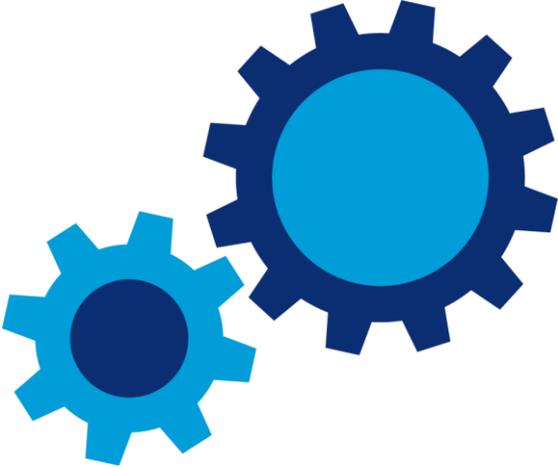
## External engagements

OGCI (Oil and Gas Climate Initiative)	Climate Change Resilience report	Flaring and Methane Reduction Metric	Proactive engagement with governments
 <p>OIL AND GAS CLIMATE INITIATIVE</p>		<p><i>Under development: performance measure tied to compensation</i></p> 	<p><b>we advocate market-based mechanisms that:</b></p> <ul style="list-style-type: none"> <li>are broad based and link to other jurisdictions</li> <li>replace existing direct regulations and create a level playing field</li> <li>are technically feasible, spur innovation, and allow offsets</li> <li>are transparent about costs and benefits; and enable long-term economic prosperity</li> </ul>
<p>collaborative industry efforts; investment in technology</p>	<p>information for investors and stakeholders</p>	<p>business plan to achieve performance measures</p>	<p>constructive partner in California and Singapore</p>



# Actions

## Technology and future energy

DS&C biofuels	Adjacencies	GHG R&D	CTV Future Energy Fund
			
renewable diesel biojet; biofuel blending	power our operations from low-emission sources	increased emphasis on the trial and use of emission- reduction technologies	seed funds for breakthrough technologies



# Executive compensation

**Our objective is to attract and retain leaders who will deliver long-term stockholder value in any business environment**

In 2017 and 2018, Chevron’s Say-on-Pay vote received over 93% percent. A contributing factor to this positive outcome was a series of changes the MCC made to our compensation program based on stockholder feedback, including:

- Increased weighting and visibility of ROCE and project execution in Chevron Incentive Plan (CIP); enhanced specificity and detail of annual measures and results that are goals for awards
- Modified composition of LTIP awards to introduce RSUs, increase share of PSUs and reduce reliance on stock options
- Capped CIP awards at 200% of target
- Added S&P 500 Total Return Index as a fifth competitor in the relative TSR competitor group



# Appendix: reconciliation of non-GAAP measures

## Reported earnings to earnings excluding special items and FX

	FY 2017	1Q18	2Q18	3Q18	4Q18	FY 2018
<b>Reported earnings (\$MM)</b>						
Upstream	8,150	3,352	3,295	3,379	3,290	13,316
Downstream	5,214	728	838	1,373	859	3,798
All Other	(4,169)	(442)	(724)	(705)	(419)	(2,290)
<b>Total reported earnings</b>	<b>9,195</b>	<b>3,638</b>	<b>3,409</b>	<b>4,047</b>	<b>3,730</b>	<b>14,824</b>
Diluted weighted avg. shares outstanding ('000)	1,897,633	1,913,218	1,918,949	1,917,473	1,906,823	1,914,116
<b>Reported earnings per share</b>	<b>\$4.85</b>	<b>\$1.90</b>	<b>\$1.78</b>	<b>\$2.11</b>	<b>\$1.95</b>	<b>\$7.74</b>
<b>Special items (\$MM)</b>						
UPSTREAM						
Asset dispositions	760	--	--	--	--	--
Tax reform	3,330	--	--	--	--	--
Impairments and other*	(580)	(120)	(270)	(930)	(270)	(1,590)
Subtotal	3,510	(120)	(270)	(930)	(270)	(1,590)
DOWNSTREAM						
Asset dispositions	675	--	--	350	--	350
Tax reform	1,160	--	--	--	--	--
Impairments and other*	--	--	--	--	--	--
Subtotal	1,835	--	--	350	--	350
ALL OTHER						
Tax reform	(2,470)	--	--	--	--	--
Impairments and other*	(260)	--	--	--	--	--
Subtotal	(2,730)	--	--	--	--	--
<b>Total special items</b>	<b>2,615</b>	<b>(120)</b>	<b>(270)</b>	<b>(580)</b>	<b>(270)</b>	<b>(1,240)</b>
<b>Foreign exchange (\$MM)</b>						
Upstream	(456)	120	217	(42)	250	545
Downstream	(90)	11	44	(7)	23	71
All other	100	(2)	4	(2)	(5)	(5)
<b>Total FX</b>	<b>(446)</b>	<b>129</b>	<b>265</b>	<b>(51)</b>	<b>268</b>	<b>611</b>
<b>Earnings excluding special items and FX (\$MM)</b>						
Upstream	5,096	3,352	3,348	4,351	3,310	14,361
Downstream	3,469	717	794	1,030	836	3,377
All Other	(1,539)	(440)	(728)	(703)	(414)	(2,285)
<b>Total earnings excluding special items and FX (\$MM)</b>	<b>7,026</b>	<b>3,629</b>	<b>3,414</b>	<b>4,678</b>	<b>3,732</b>	<b>15,453</b>
<b>Earnings per share excluding special items and FX</b>	<b>\$3.70</b>	<b>\$1.90</b>	<b>\$1.78</b>	<b>\$2.44</b>	<b>\$1.95</b>	<b>\$8.07</b>

\* Includes asset impairments & revaluations, certain non-recurring tax adjustments & environmental remediation provisions, severance accruals and any other special items.



# Appendix: reconciliation of non-GAAP measures

## Cash flow from operations excluding working capital

\$MM	2016 quarterly avg.	FY 2016	2017 quarterly avg.	FY 2017	1Q18	2Q18	3Q18	4Q18	2018 quarterly avg.	FY 2018
*Net Cash Provided by Operating Activities	3,173	12,690	5,085	20,338	5,043	6,855	9,569	9,151	7,655	30,618
*Net Decrease (Increase) in Operating Working Capital	(82)	(327)	130	520	(2,104)	(183)	405	1,164	(180)	(718)
<b>Cash Flow from Operations Excluding Working Capital</b>	<b>3,254</b>	<b>13,017</b>	<b>4,955</b>	<b>19,818</b>	<b>7,147</b>	<b>7,038</b>	<b>9,164</b>	<b>7,987</b>	<b>7,834</b>	<b>31,336</b>

\* Note: 2017 has been adjusted to conform to Accounting Standards Updates 2016-15 and 2016-18 – Statement of Cash Flow (Topic 230) and conform to the 2018 presentation. 2016 periods are presented as previously reported. Numbers may not add due to rounding.

# Appendix: reconciliation of Chevron's adjusted earnings

	TOTAL DOWNSTREAM				
	2014	2015	2016	2017	2018
<b>Reported Earnings (\$MM)</b>	<b>\$4,336</b>	<b>\$7,601</b>	<b>\$3,435</b>	<b>\$5,214</b>	<b>\$3,798</b>
Adjustment Items:					
Asset Dispositions	(960)	(1,710)	(490)	(675)	(350)
Other Special Items <sup>1</sup>	160	--	110	(1,160)	--
Total Adjustment Items	(800)	(1,710)	(380)	(1,835)	(350)
<b>Adjusted Earnings (\$MM)<sup>2</sup></b>	<b>\$3,536</b>	<b>\$5,891</b>	<b>\$3,055</b>	<b>\$3,379</b>	<b>\$3,448</b>
<b>Average Capital Employed (\$MM)<sup>3,4</sup></b>	<b>\$23,167</b>	<b>\$23,734</b>	<b>\$23,430</b>	<b>\$23,928</b>	<b>\$25,028</b>
<b>Adjusted ROCE<sup>1,2,3,4,5</sup></b>	<b>15.3%</b>	<b>24.8%</b>	<b>13.0%</b>	<b>14.1%</b>	<b>13.8%</b>

<sup>1</sup> Includes asset impairments & revaluations, certain non-recurring tax adjustments & environmental remediation provisions, severance accruals, and any other special items.

<sup>2</sup> Adjusted Earnings = Reported earnings less adjustments for asset dispositions and other special items, except foreign exchange.

<sup>3</sup> Includes a realignment of liabilities for the U.S. pension and other post-employment benefits. See page two of 2017 Supplement to the Annual Report.

<sup>4</sup> Estimated 3Q18 YTD ROCE is calculated using 2017 year end capital employed and a calculated annualized earnings.

<sup>5</sup> Adjusted Return on Capital Employed (ROCE) = Adjusted Earnings divided by Average Capital Employed.



# Appendix: reconciliation of Chevron's adjusted earnings

	TOTAL DOWNSTREAM, EXCLUDING PETROCHEMICALS				
	2014	2015	2016	2017	2018
<b>Earnings (\$MM)</b>	<b>\$3,176</b>	<b>\$6,586</b>	<b>\$2,823</b>	<b>\$4,671</b>	<b>\$2,932</b>
Adjustment Items:					
Asset Dispositions	(960)	(1,710)	(490)	(675)	(350)
Other Special Items <sup>1</sup>	160	--	110	(1,160)	--
<b>Total Adjustment Items</b>	<b>(800)</b>	<b>(1,710)</b>	<b>(380)</b>	<b>(1,835)</b>	<b>(350)</b>
<b>Adjusted Earnings (\$MM)<sup>2</sup></b>	<b>\$2,376</b>	<b>\$4,876</b>	<b>\$2,443</b>	<b>\$2,836</b>	<b>\$2,582</b>
Volumes (MBD)	2,711	2,735	2,675	2,690	2,655
Earnings per Barrel	\$3.21	\$6.60	\$2.88	\$4.76	\$3.03
Adjusted Earnings per Barrel	\$2.40	\$4.88	\$2.50	\$2.89	\$2.66

<sup>1</sup> Includes asset impairments & revaluations, certain non-recurring tax adjustments & environmental remediation provisions, severance accruals, and any other special items.

<sup>2</sup> Adjusted Earnings = Reported earnings less adjustments for asset dispositions and other special items, except foreign exchange.