

# First Quarter 2012 Earnings Conference Call and Webcast



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# 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, some 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.*

*Among the important factors that could cause actual results to differ materially from those in the forward-looking statements are: changing crude oil and natural gas prices; changing refining, marketing and chemical margins; actions of competitors or regulators; timing of exploration expenses; timing of crude oil liftings; the competitiveness of alternate-energy sources or product substitutes; technological developments; the results of operations and financial condition of equity affiliates; the inability or failure of the company’s joint-venture partners to fund their share of operations and development activities; the potential failure to achieve expected net production from existing and future crude oil and natural gas development projects; potential delays in the development, construction or start-up of planned projects; the potential disruption or interruption of the company’s net production or manufacturing facilities or delivery/transportation networks due to war, accidents, political events, civil unrest, severe weather or crude oil production quotas that might be imposed by the Organization of Petroleum Exporting Countries; the potential liability for remedial actions or assessments under existing or future environmental regulations and litigation; significant investment or product changes under existing or future environmental statutes, regulations and litigation; the potential liability resulting from other pending or future litigation; the company’s future acquisition or disposition of assets and gains and losses from asset dispositions or impairments; government-mandated sales, divestitures, recapitalizations, industry-specific taxes, changes in fiscal terms or restrictions on scope of company operations; foreign currency movements compared with the U.S. dollar; the effects of changed accounting rules under generally accepted accounting principles promulgated by rule-setting bodies; and the factors set forth under the heading “Risk Factors” on pages 29 through 31 of the company’s 2011 Annual Report on Form 10-K. In addition, such results could be affected by general domestic and international economic and political conditions. Other unpredictable or unknown factors not discussed in this presentation could also have material adverse effects on forward-looking statements.*

*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 2011 Supplement to the Annual Report and available at [Chevron.com](http://Chevron.com).*

# Financial Highlights

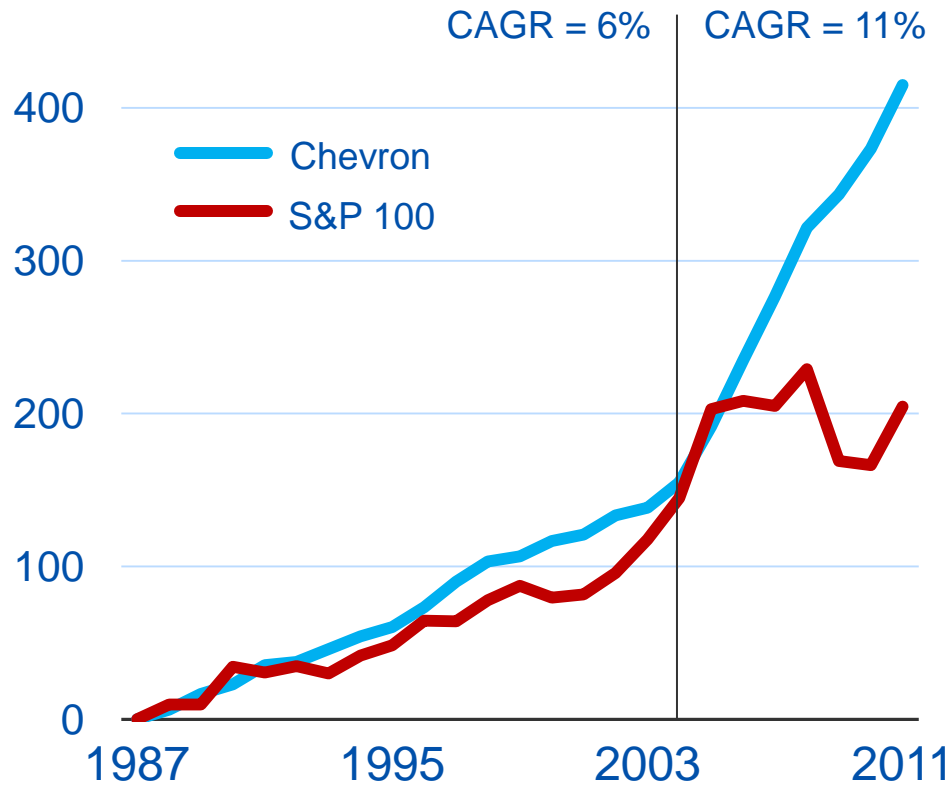


<b>1Q12 Earnings</b>	\$6.5 Billion
<b>1Q12 Earnings per Diluted Share</b>	\$3.27
<b>ROCE</b> (trailing 12 months thru 3/31/12)	21.1%
<b>Debt Ratio</b> (as of 3/31/12)	6.9%
<b>1Q12 Share Repurchases</b>	\$1.25 Billion

# Superior Dividend Growth



## Cumulative Increase Percent



**11.1%**  
1Q12 Increase

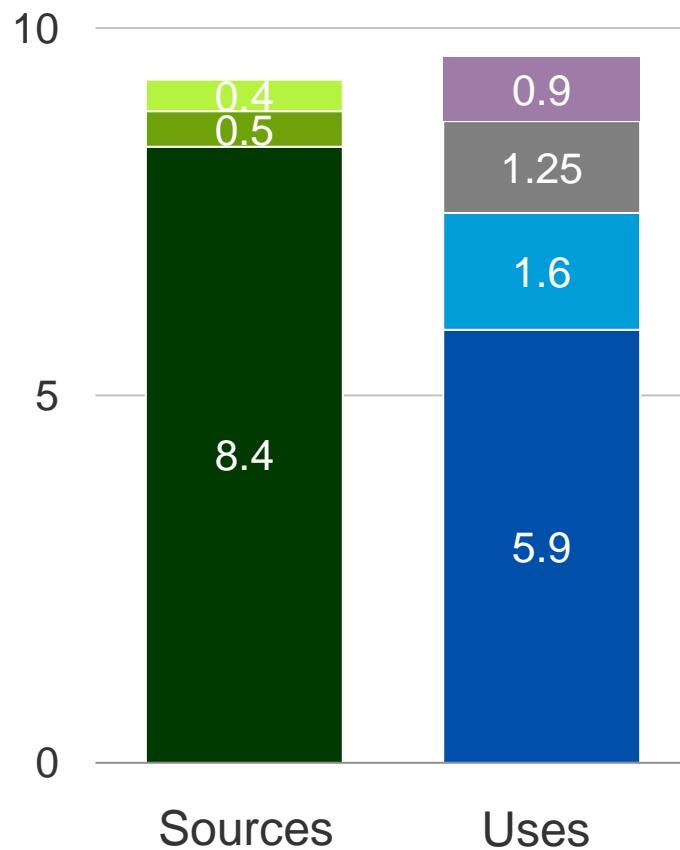
**25**  
Consecutive  
annual increases

**100**  
Consecutive years of  
dividend payments

# Sources and Uses of Cash<sup>(1)</sup> 1Q12



\$ Billions



Sources of Cash: ■ Cash flow from operations<sup>(12)</sup> ■ Other ■ Asset sales

Uses of Cash: ■ Capital expenditures<sup>(2)</sup> ■ Dividends ■ Share repurchases ■ Net debt repayments

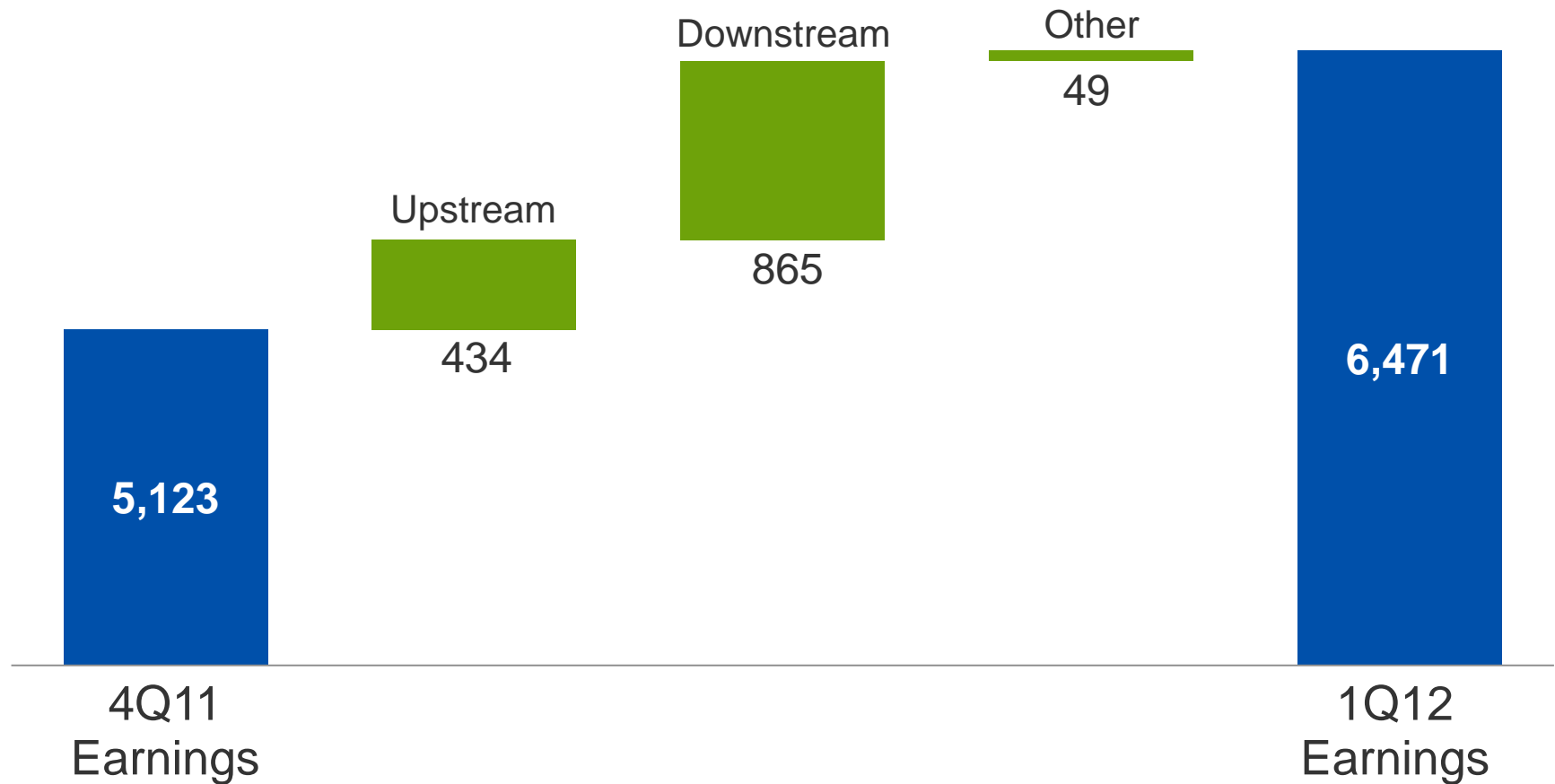
<sup>(1)</sup> Includes cash and cash equivalents, time deposits and marketable securities.

<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.

# Chevron Earnings<sup>(1)</sup> 1Q12 vs. 4Q11



\$ Millions

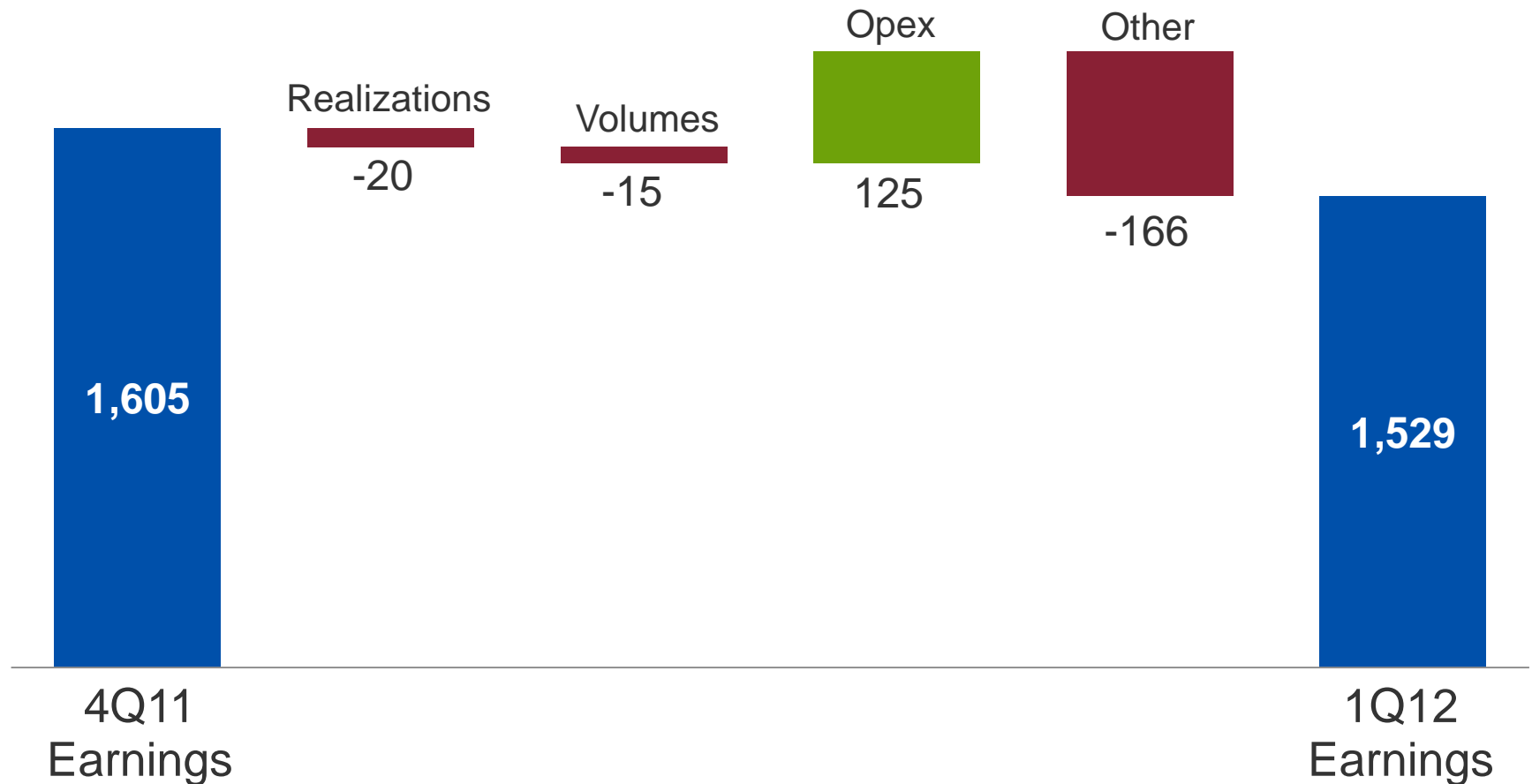


<sup>(1)</sup> Net income attributable to Chevron Corporation.

# U.S. Upstream Earnings 1Q12 vs. 4Q11



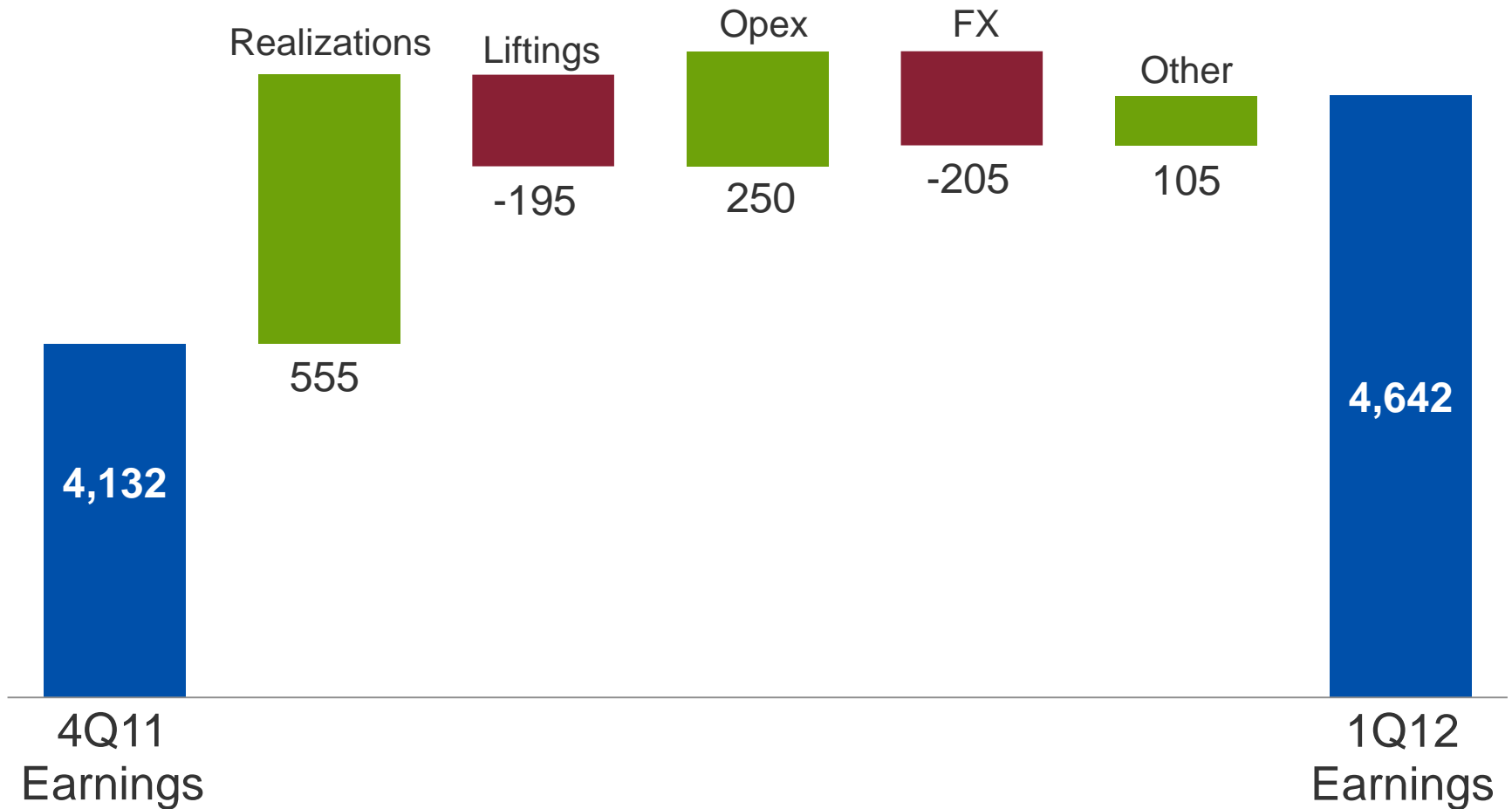
\$ Millions



# International Upstream Earnings 1Q12 vs. 4Q11



\$ Millions

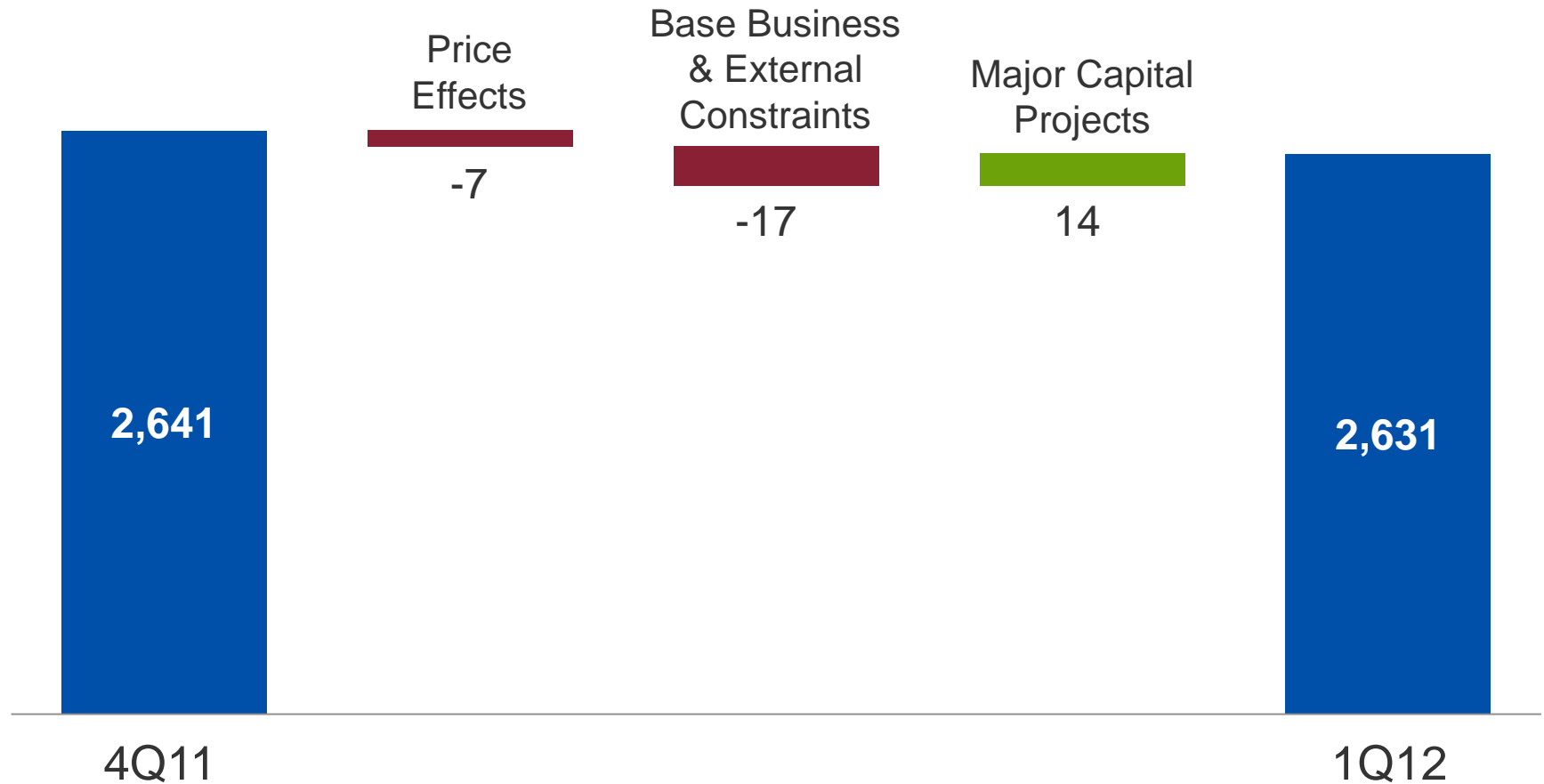




# Worldwide Net Oil & Gas Production 1Q12 vs. 4Q11



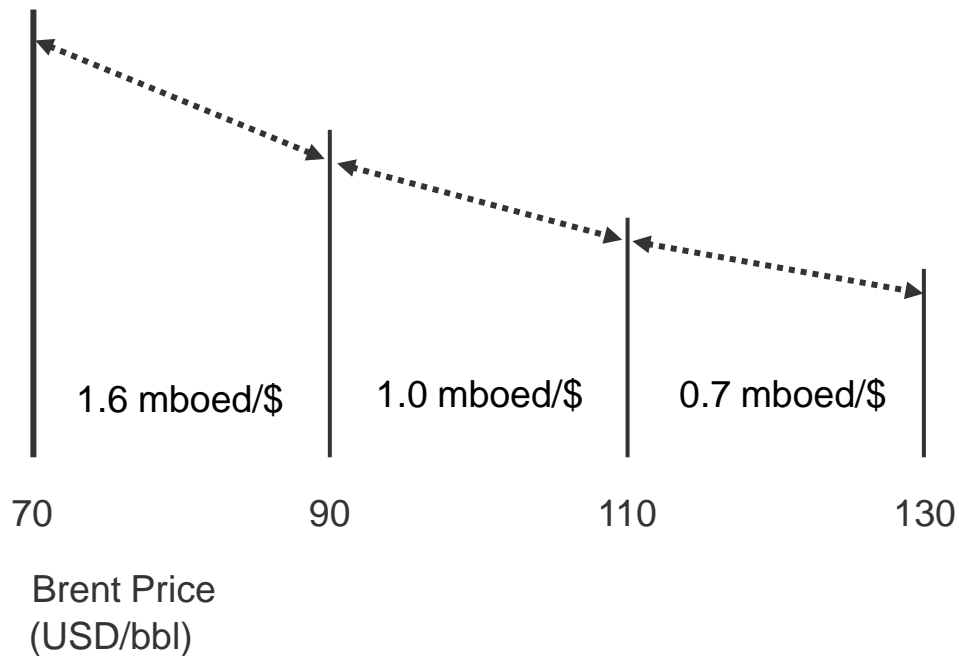
MBOED



# Net Production Sensitivity Guidance



## Net Production Sensitivity to Brent Crude Oil Price

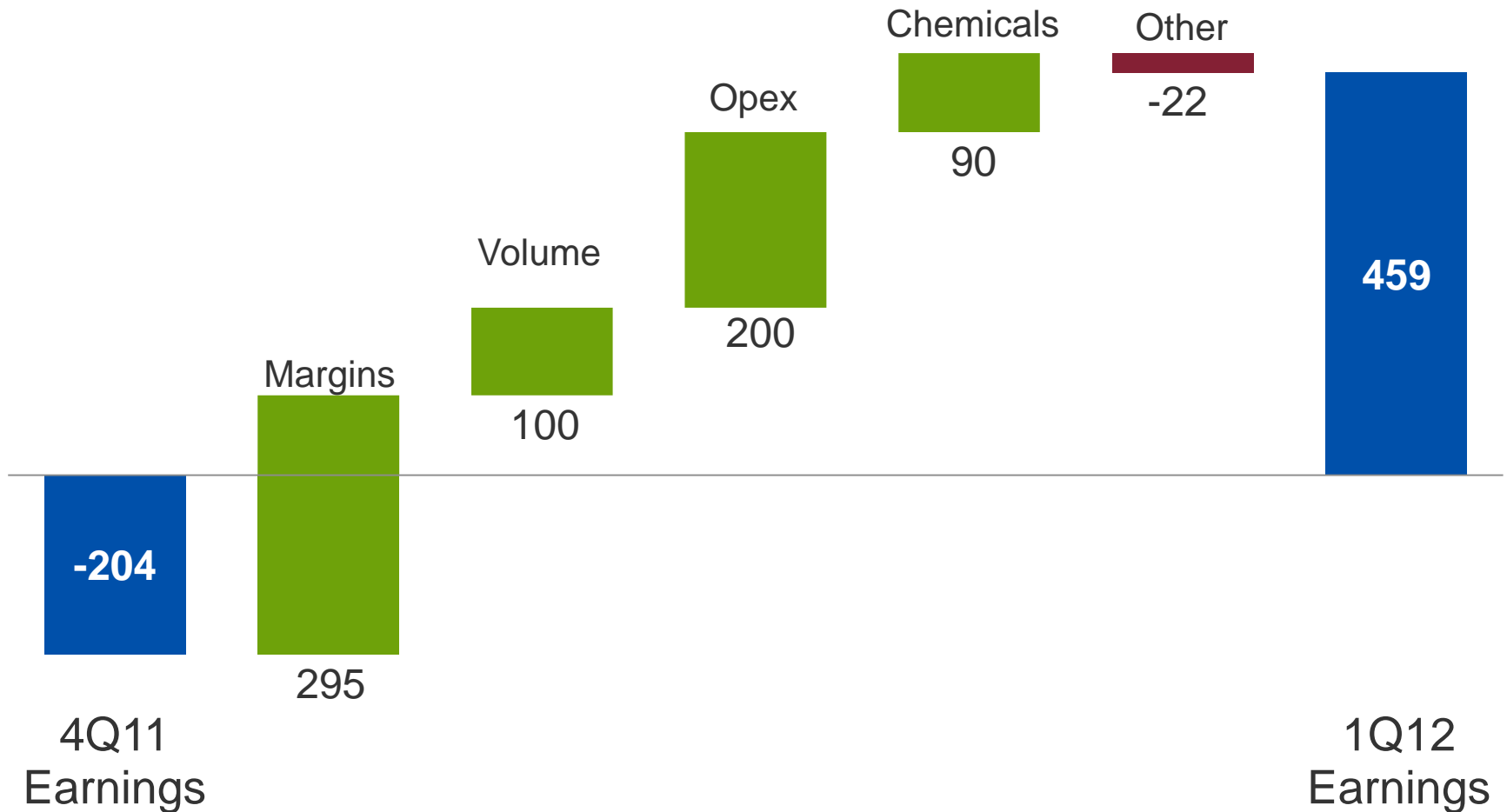


- Total Net Production
  - ~25% PSC
  - ~12% variable royalty
- Reported net production variance and sensitivity to Brent based *only* on price effects
  - Price effect: change in commodity prices
- Other PSC impacts include:
  - Investment cost recovery
  - OPEX cost recovery
  - Triggers: ROR or production thresholds
- Between \$110 and \$130/bbl, upstream earnings benefit at a ratio of ~40:1 relative to PSC price effects

# U.S. Downstream Earnings 1Q12 vs. 4Q11



\$ Millions

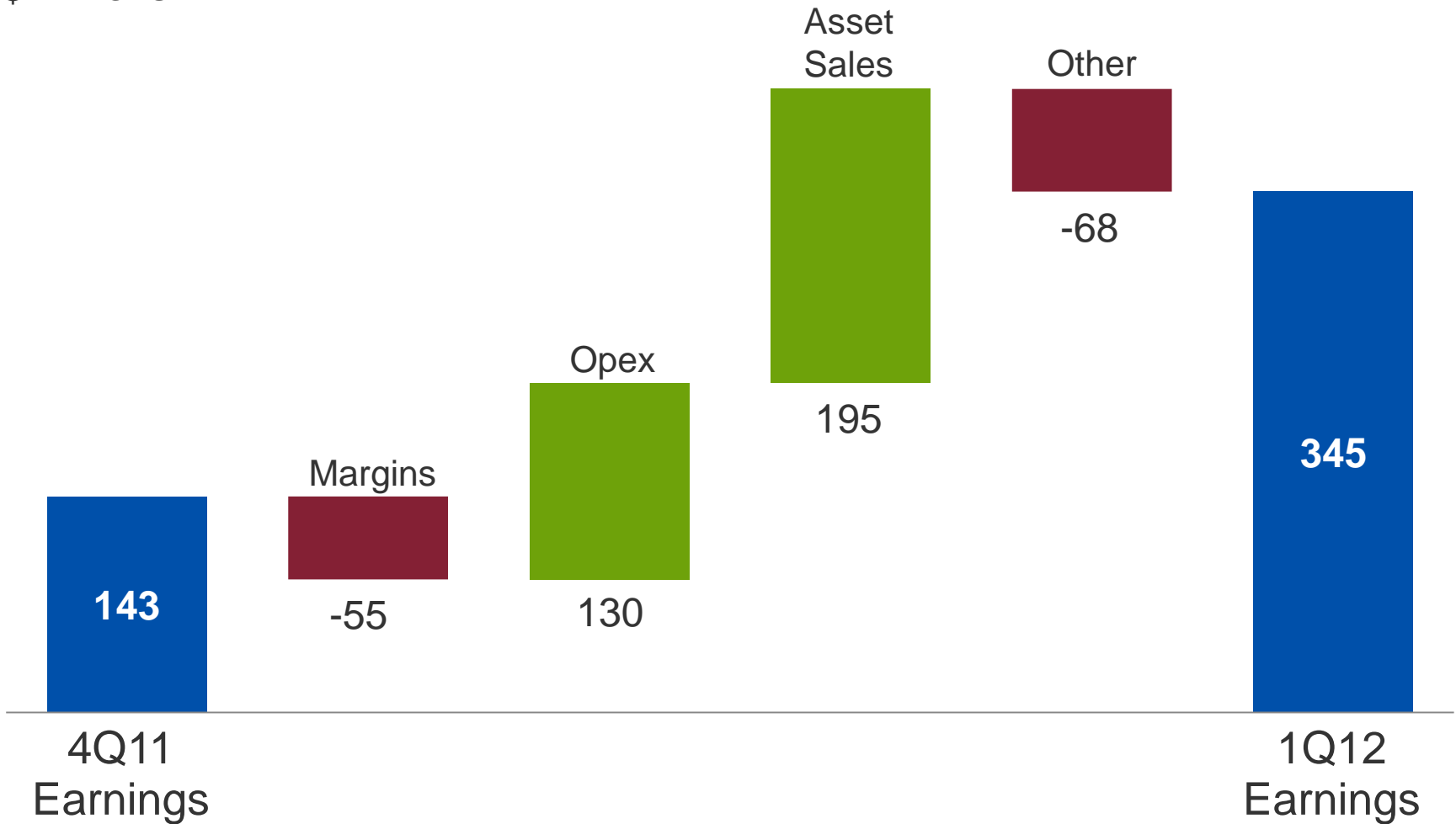


# International Downstream Earnings

## 1Q12 vs. 4Q11



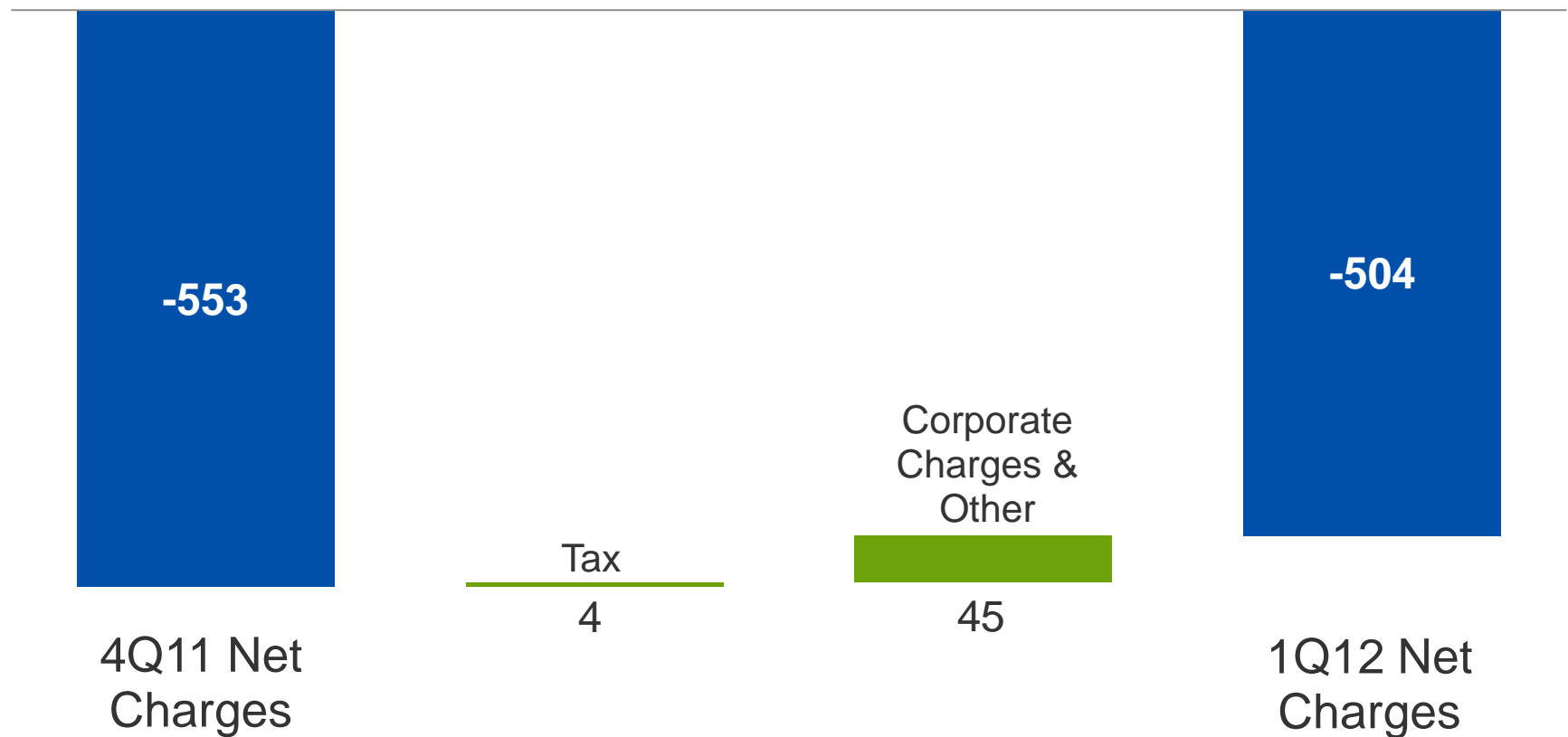
\$ Millions



# All Other Net Charges<sup>(1)</sup> 1Q12 vs. 4Q11



\$ Millions



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

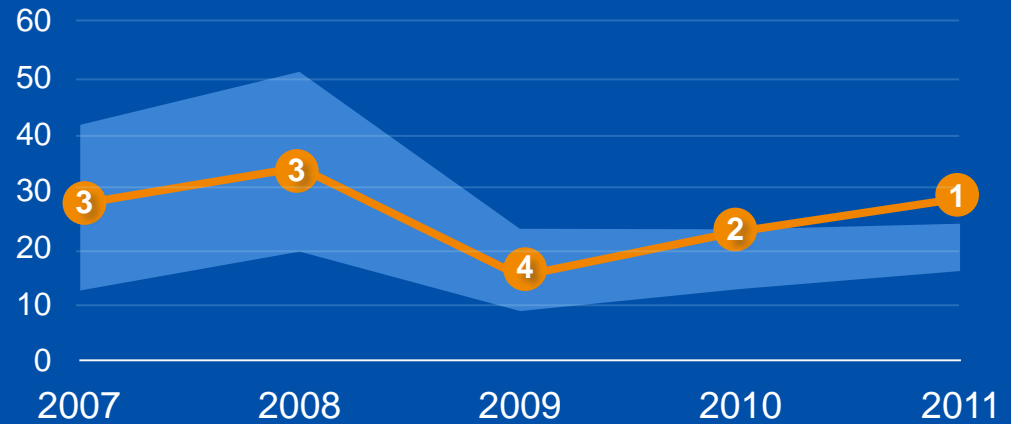
# Superior Financial Performance

## Segment ROCE



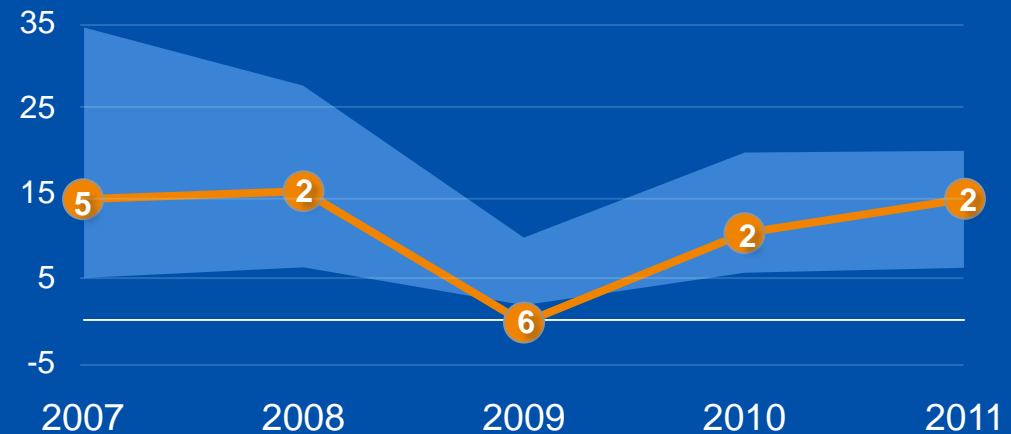
29%

Upstream  
2011 Adjusted ROCE



14%

Downstream  
2011 Adjusted ROCE



1 Ranking Relative to Competitors  
1 being the best

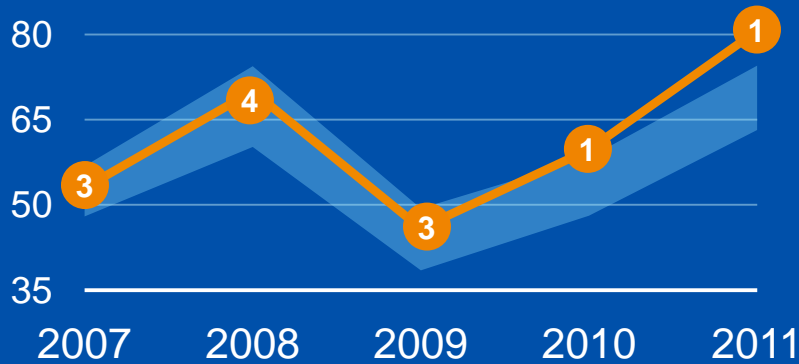
Competitor Range  
BP, COP, RDS, TOT, XOM

# Upstream Portfolio Delivers Strong Realizations and Competitive Cost Structure



## Realizations

\$ per BOE



Realizations lead peer group for second consecutive year

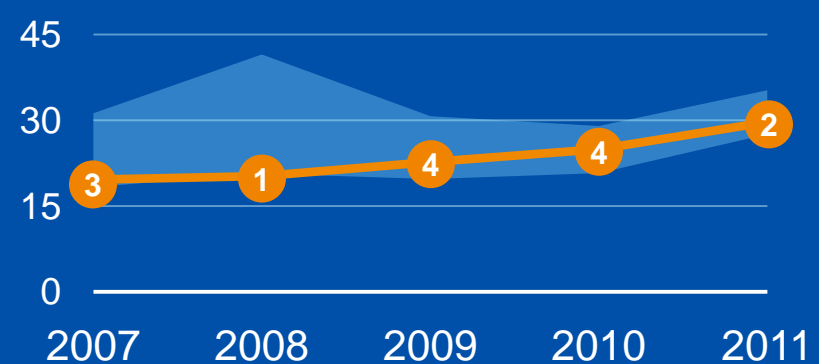
- Oil-linked portfolio
- Disciplined project selection

**1** Ranking Relative to Competitors  
1 being the best

Competitor Range  
BP, COP, RDS, TOT, XOM

## Upstream Costs

\$ per BOE



Cost structure remains competitive

Higher oil prices increase:

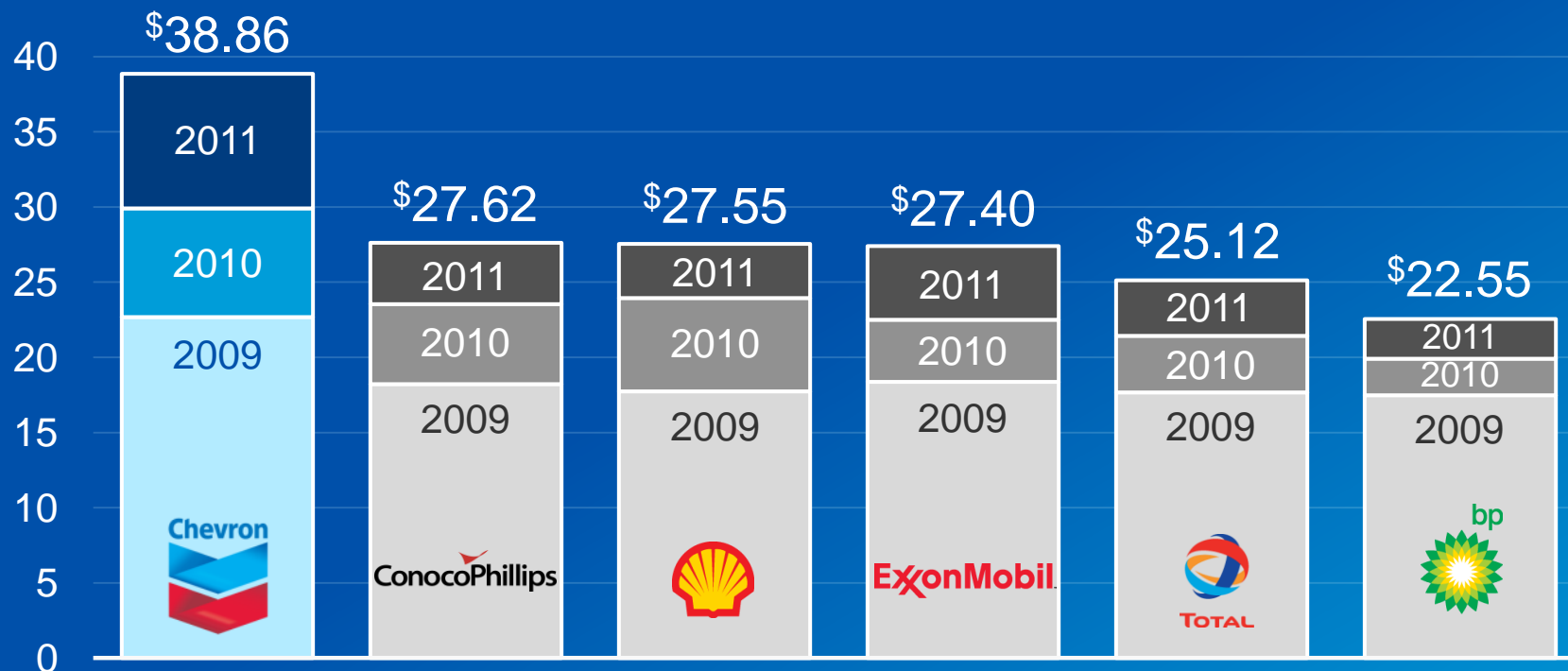
- Taxes and royalties
- Fuel expense

# Upstream Portfolio Delivers Superior Cash Margins



## Oil and Gas Cash Margins

\$ Per BOE





# Strategic Progress



## Upstream

- First production
  - Nigeria: Usan project
  - U.S. GOM: Caesar Tonga
- Australia – Wheatstone LNG
  - HOA with Chubu Electric



## Downstream

- Sanctioned Singapore additives plant expansion
- Continued asset rationalization
  - Spain: Marketing, aviation and finished lubricants assets
  - Canada: Alberta Envirofuels
  - U.S.: Agreement to sell Perth Amboy, New Jersey terminal



# Significant 2012 Progress on Major Capital Project Milestones



## Startup

- ✓ Usan: Nigeria
- ✓ Tahiti-2: DW GOM
- ✓ Caesar/Tonga: DW GOM
  - Angola LNG: Angola
  - Agbami-2: Nigeria
  
- Saudi Arabia olefins and derivatives plant

## Final Investment Decision

- Mafumeira Sul: Angola
- Bibiyana Expansion: Bangladesh
- Vietnam Block B: Vietnam
  
- ✓ Singapore additives plant expansion

## Front-End Engineering and Design

- ✓ Mad Dog II: DW GOM
  - TCO future growth and maintenance projects: Kazakhstan
  - Greater Vanza/Longui Area: Angola
  - Gorgon Train 4: Australia
  - Rosebank: UK
  - Wafra stage 1 steamflood: PZ
  
- USGC ethylene cracker



# Questions



# Answers



# Appendix

## Reconciliation of Chevron's Adjusted Earnings

	TOTAL UPSTREAM									
	1Q12	2011	4Q11	3Q11	2Q11	1Q11	2010	2009	2008	2007
<b>Adjusted Earnings * (\$MM)</b>	<b>\$6,171</b>	<b>\$24,786</b>	<b>\$5,737</b>	<b>\$6,201</b>	<b>\$6,871</b>	<b>\$5,977</b>	<b>\$17,677</b>	<b>\$10,632</b>	<b>\$ 21,619</b>	<b>\$ 15,468</b>
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	--	--	--	--	--	--	--	--	--	--
<b>Reported Earnings (\$MM)</b>	<b>\$6,171</b>	<b>\$24,786</b>	<b>\$5,737</b>	<b>\$6,201</b>	<b>\$6,871</b>	<b>\$5,977</b>	<b>\$17,677</b>	<b>\$ 10,932</b>	<b>\$22,169</b>	<b>\$ 15,118</b>
Net Production Volume (MBOED) **	2,531	2,576	2,539	2,507	2,602	2,666	2,674	2,617	2,443	2,536
Reported Earnings per BOE	\$26.79	\$26.36	\$24.56	\$26.88	\$29.01	\$ 24.91	\$ 18.11	\$ 11.44	\$ 24.79	\$ 16.33
Adjusted Earnings per BOE	\$26.79	\$26.36	\$24.56	\$26.88	\$29.01	\$ 24.91	\$ 18.11	\$ 11.13	\$ 24.18	\$ 16.71
Average Capital Employed (\$MM) ***	\$93,189	\$86,589	\$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); \*\*\* 2011 year-end capital employed is the proxy for quarterly average capital employed in 2012.

# Reconciliation of Chevron's Adjusted Earnings



	TOTAL DOWNSTREAM, INCLUDING CHEMICALS									
	2011	4Q11	3Q11	2Q11	1Q11	2010	2009	2008	2007	
<b>Adjusted Earnings * (\$MM)</b>	<b>\$3,091</b>	<b>\$(61)</b>	<b>\$1,486</b>	<b>\$1,044</b>	<b>\$622</b>	<b>\$2,228</b>	<b>\$(67)</b>	<b>\$3,152</b>	<b>\$2,689</b>	
Adjustment Items:										
Asset Impairments & Revaluations	--	--	--	--	--	--	--	--	--	
Asset Dispositions	500	--	500	--	--	400	540	--	865	
Tax Adjustments	--	--	--	--	--	--	--	--	--	
Environmental Remediation Provisions	--	--	--	--	--	--	--	--	--	
Restructurings & Reorganizations	--	--	--	--	--	(150)	--	--	42	
Litigation Provisions	--	--	--	--	--	--	--	--	--	
<b>Total Special Items</b>	<b>500</b>	<b>--</b>	<b>500</b>	<b>--</b>	<b>--</b>	<b>250</b>	<b>540</b>	<b>--</b>	<b>907</b>	
Cumulative Effect of Changes in Accounting Principles	--	--	--	--	--	--	--	--	--	
<b>Reported Earnings (\$MM)</b>	<b>\$3,591</b>	<b>\$(61)</b>	<b>\$1,986</b>	<b>\$1,044</b>	<b>\$622</b>	<b>\$2,478</b>	<b>\$473</b>	<b>\$3,152</b>	<b>\$3,596</b>	
Average Capital Employed (\$MM)	\$21,682	\$22,033	\$22,003	\$22,003	\$22,003	\$21,816	\$21,840	\$20,810	\$18,939	

\* 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; \*\* 2011 year-end capital employed is the proxy for 2012 average capital employed

# Reconciliation of Chevron's Adjusted Earnings



	TOTAL DOWNSTREAM, EXCLUDING CHEMICALS								
	2011	4Q11	3Q11	2Q11	1Q11	2010	2009	2008	2007
<b>Adjusted Earnings * (\$MM)</b>	<b>\$2,383</b>	<b>\$(200)</b>	<b>\$1,294</b>	<b>\$852</b>	<b>\$437</b>	<b>\$1,737</b>	<b>\$(314)</b>	<b>\$3,026</b>	<b>\$2,412</b>
Adjustment Items:									
Asset Impairments & Revaluations	--	--	--	--	--	--	--	--	--
Asset Dispositions	500	--	500	--	--	400	540	--	865
Tax Adjustments	--	--	--	--	--	--	--	--	--
Environmental Remediation Provisions	--	--	--	--	--	--	--	--	--
Restructurings & Reorganizations	--	--	--	--	--	(150)	--	--	--
Litigation Provisions	--	--	--	--	--	--	--	--	--
Total Special Items	500	--	500	--	--	250	540	--	865
Cumulative Effect of Changes in Accounting Principles	--	--	--	--	--	--	--	--	--
<b>Reported Earnings (\$MM)</b>	<b>\$2,883</b>	<b>\$(200)</b>	<b>\$1,794</b>	<b>\$852</b>	<b>\$437</b>	<b>\$1,987</b>	<b>\$226</b>	<b>\$3,026</b>	<b>\$ 3,277</b>
Volumes (MBD)	2,949	2,797	2,842	3,097	3,064	3,113	3,254	3,429	3,484
Reported Earnings per Barrel	\$2.68	\$(0.78)	\$6.86	\$3.02	\$1.58	\$1.75	\$0.19	\$2.41	\$2.58
Adjusted Earnings per Barrel	\$2.21	\$(0.78)	\$4.95	\$3.02	\$1.58	\$1.53	\$(0.26)	\$2.41	\$1.90

\* 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.