# **Corporate Overview**

#### John Watson Chairman and Chief Executive Officer



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#### Human Energy®

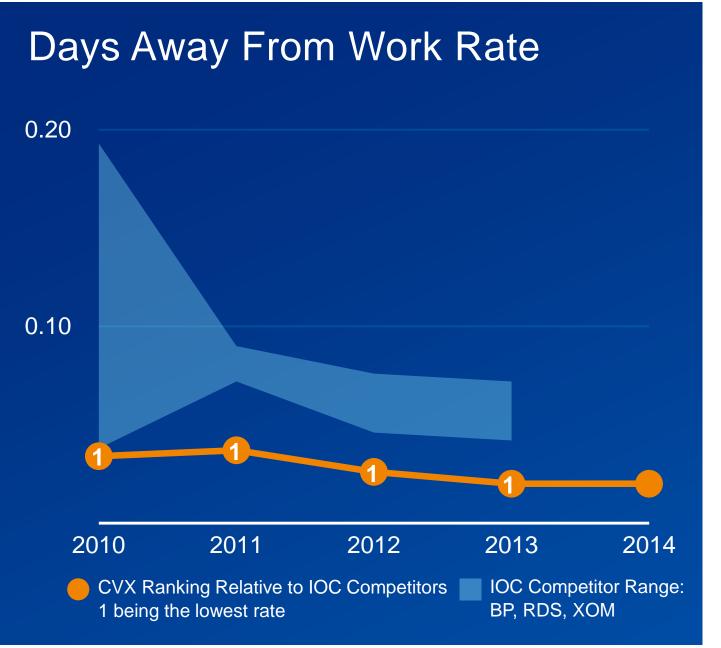
# Key Messages

- Long-term fundamentals attractive
- Long-term strategies and financial priorities remain sound
- ✓ Actions aligned with low price environment
  - Capital spending reduced, project completion focus
  - Cost reduction efforts underway
  - Asset sales program expanded
- ✓ Free cash flow covers dividend in 2017
  - Volume growth to 3.1 MMBOED
  - Spending flexibility grows

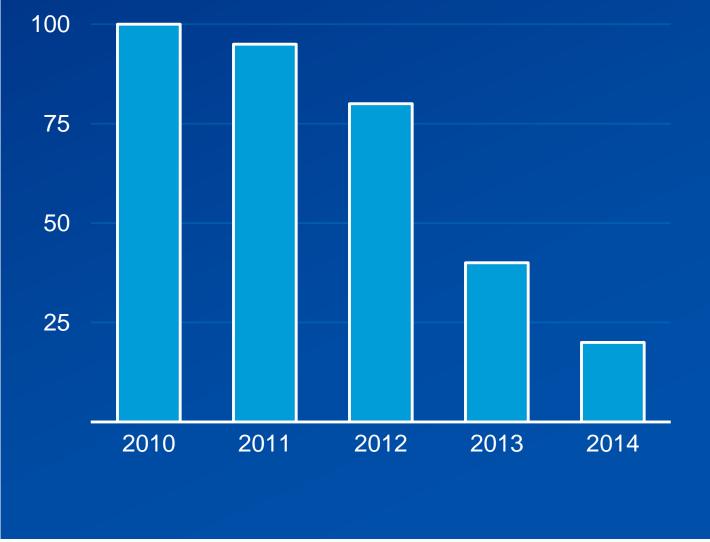




# Leading Operational Excellence Performance







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Source: Days Away From Work Rate - Data publicly available from annual company sustainability reports. XOM rates are Lost Time Incident Rates. RDS rates are Lost Time Incident Rates for injuries only. Loss of Containment - Company data. Defined by API as an unplanned or uncontrolled release of any material from primary containment including non-toxic and non-flammable materials



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# 2014 Financial Performance and Highlights

\$19.2 Billion
\$31.5 Billion
10.9%
7.9%
15.2%

#### Multiple Project Start-ups

- Jack / St. Malo, Tubular Bells, Bibiyana
- Pascagoula Base Oil Plant

### **Execution Progress**

- Gorgon, Wheatstone, Shale / Tight assets
- CPChem USGC Petrochemicals Project

#### **Delivering on Asset Sale Target** – Chad, Duvernay, US midstream assets

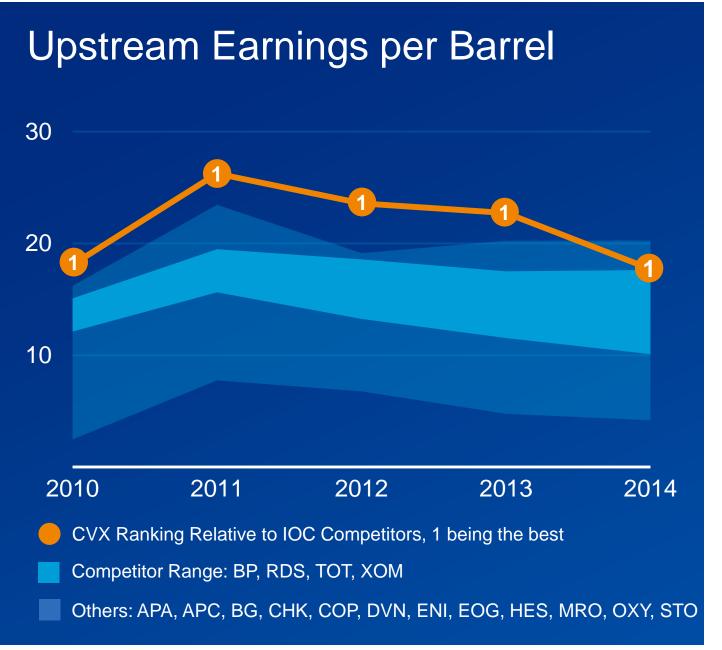
# **Consistent Exploration Success**

- 1.4 BBOE in resource additions
- 66% success rate with 35 discoveries

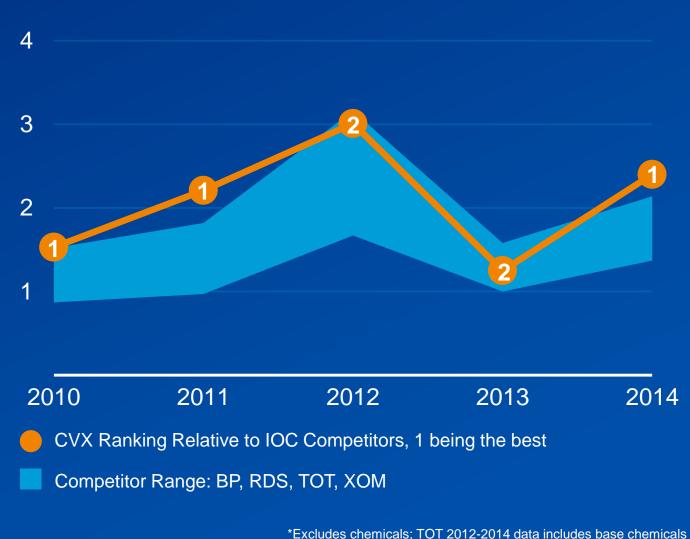
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# Industry Leading Profitability



#### **Downstream Earnings\* per Barrel**



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Source: Public information handled on a consistent basis and Chevron estimates. Excludes special items. Reconciliation to non-GAAP earnings measure for Chevron can be found in the Appendix of this presentation





2014

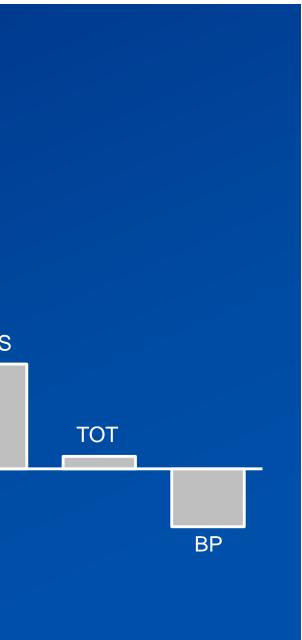
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# Peer Leading Total Shareholder Return

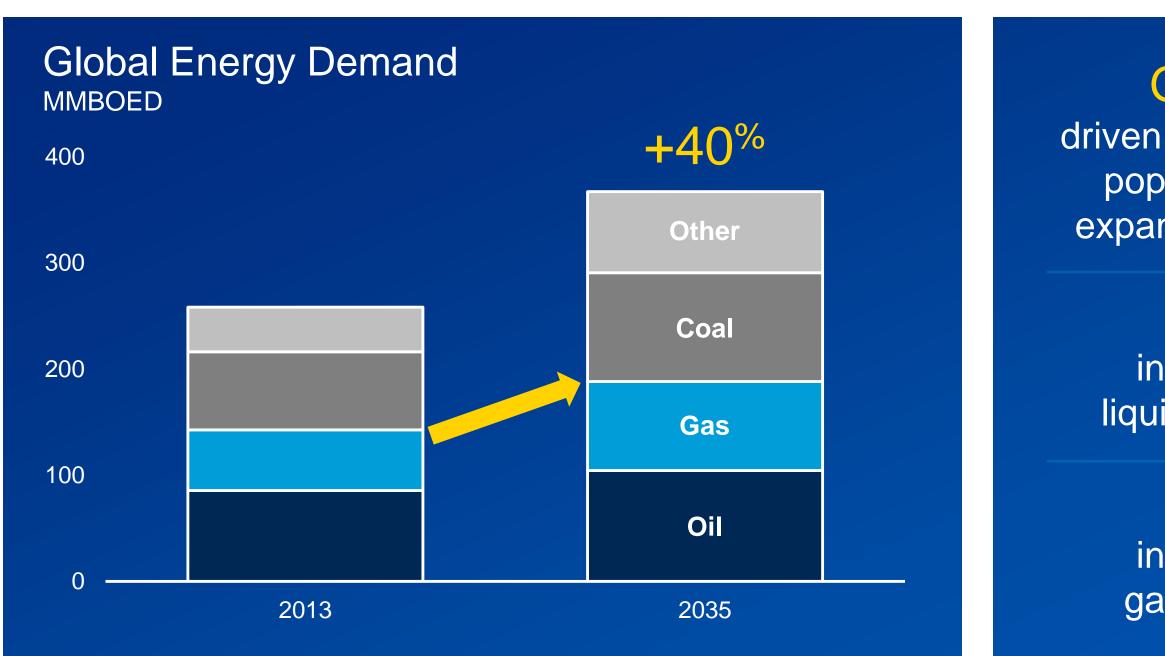
#### Total Shareholder Return as of 12/31/2014

# 10-Year TSR 5-Year TSR 11.4% XOM S&P RDS TOT BP BP





# Long-Term Demand Remains Robust



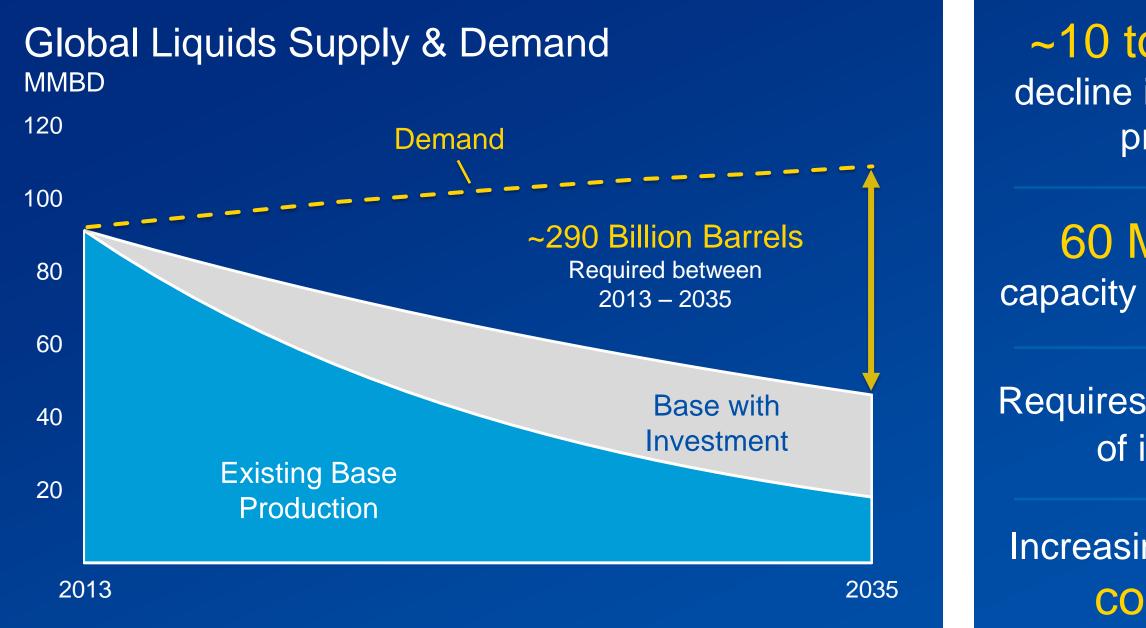


#### Growth driven by increasing population and expanding income

>20% increase in liquids demand

>45% increase in gas demand

# Significant New Supply Needed Long-Term



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# ~10 to 15<sup>%</sup> natural decline in existing base production

# 60 MMBD new capacity needed by 2035

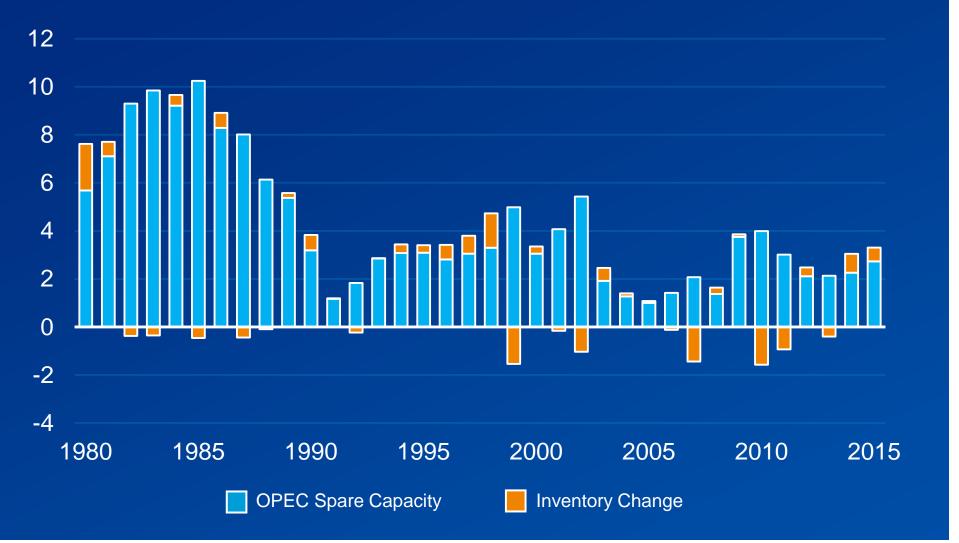
Requires ~\$12 Trillion of investment

### Increasing development complexity

Source: IEA World Energy Outlook 2014

# Short-Term Market Imbalance and Outlook





**Balance Potentially Driven** by Multiple Factors: Decline curve Demand increase Supply disruptions **OPEC** reduction

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Source: IEA Statistics and Chevron Analysis. OPEC Spare Capacity is the amount of available crude oil productive capacity that can be brought to market within 30 days and sustained for 90 days. Inventory Change is defined as the difference between global liquids supply and global liquids demand

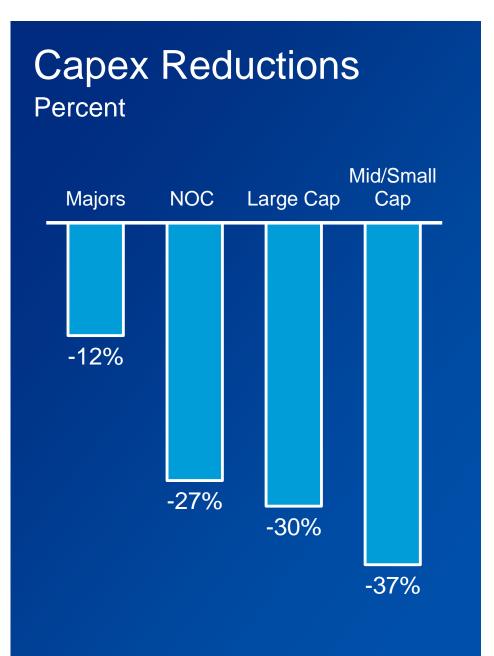


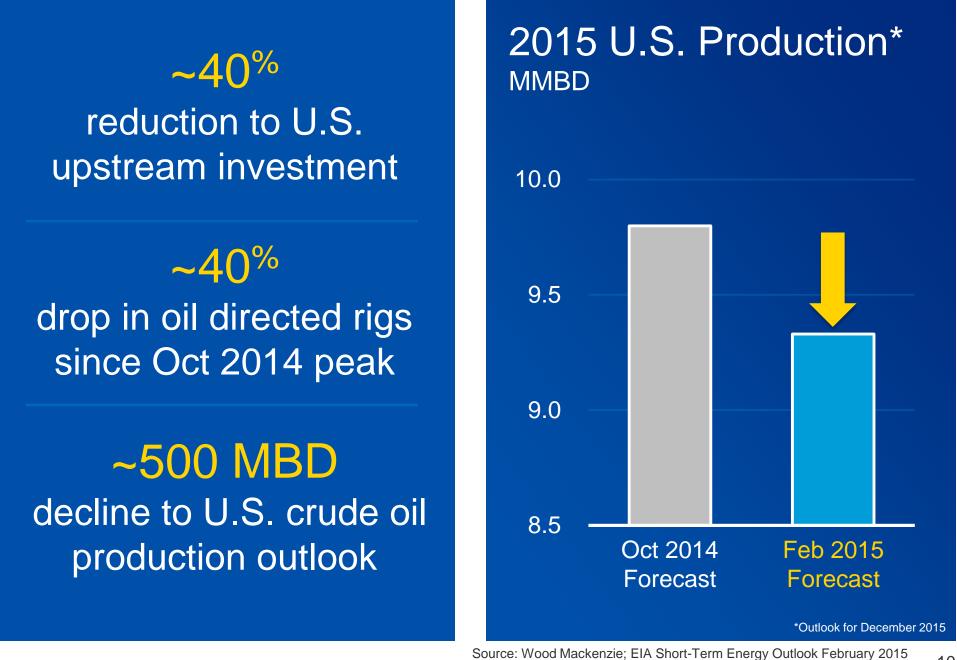
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#### Supply Response Lags Price Change

#### Spare Capacity Low by **Historical Standards**

# U.S. Supply Responding to Lower Oil Prices

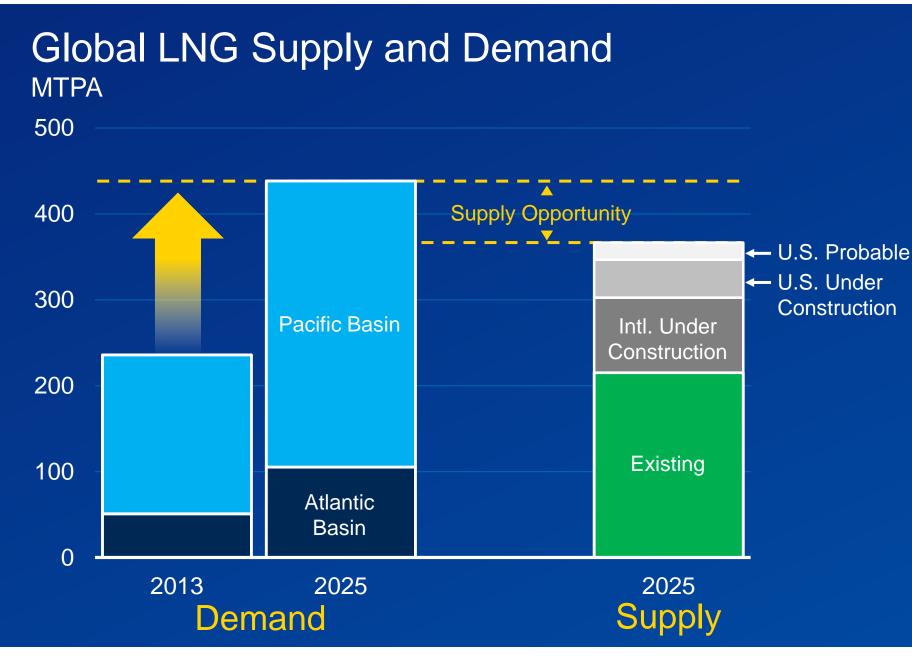




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# Attractive Long-Term LNG Outlook





## LNG demand expected to almost double by 2025

## ~70 MTPA supply opportunity

### **Non-US** Greenfield projects needed, but must be competitive

# **Consistent Long-Term Strategies**

Upstream Grow profitably in core areas and build new legacy positions

#### **Downstream and Chemicals**

Deliver competitive returns and grow earnings across the value chain

### Gas and Midstream

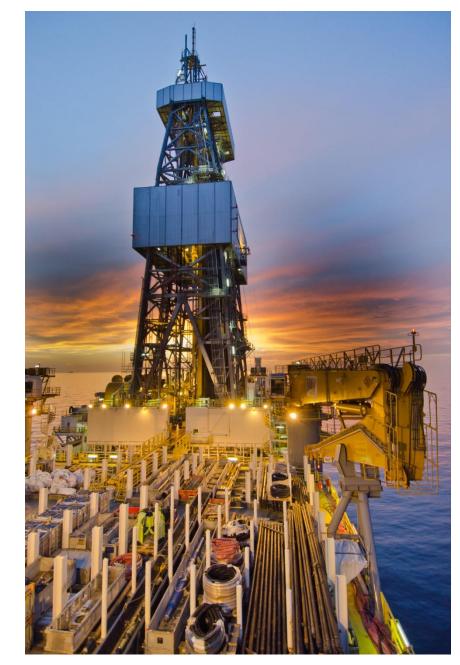
Enable the success of Upstream and Downstream & Chemicals

Technology

Differentiate performance through technology

### **Renewables and Efficiency**

Invest in profitable renewable energy and energy efficiency solutions





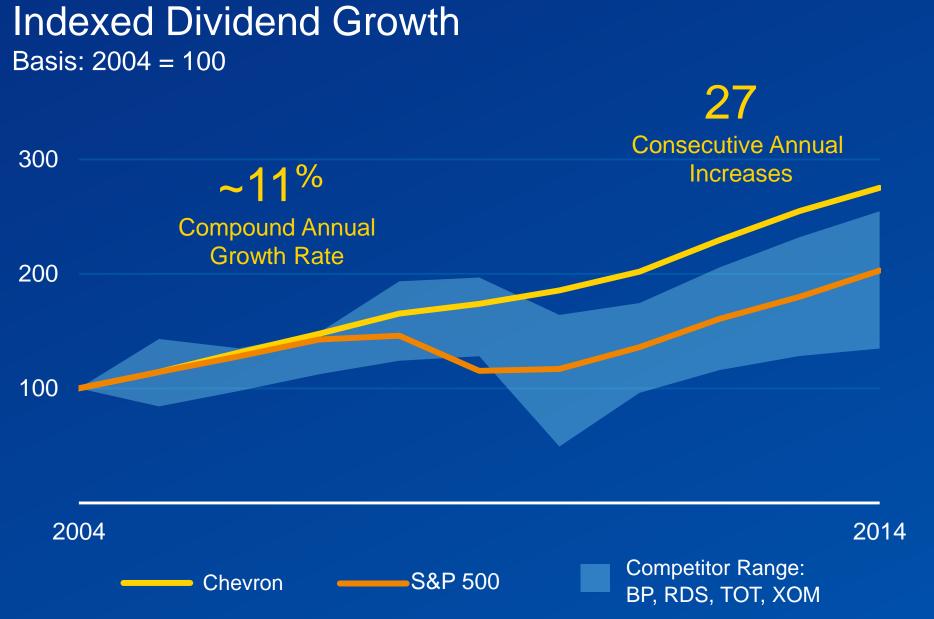
# **Financial Priorities Unchanged**

Maintain and grow dividend

Fund capital program for future earnings

> Maintain AA credit rating

### Return Surplus cash to stockholders





Source: Publicly available information

# Balancing the Cash Equation

### 2015 to 2017 Cash Generation Drivers

#### Cash Flow Growth

- >20% upstream production increase
- Accretive cash margins
- Downstream & Chemicals adds to cash flow growth

#### **Reduced Spend**

- Spend flexibility continues to increase each year
- Major projects completed
- Multiple cost savings initiatives underway

- program expanded
- value-focused

#### Cash Flow Covers Dividend in 2017

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# **Asset Sales** Successful divestment Contributes cash proceeds Early-life or mature assets,

# **Production Growth Outlook Maintained**

### 3.1 MMBOED 2017 target on track

~20% Growth Leading industry peers

### Projects accretive to cash margins

# Projected Net Production





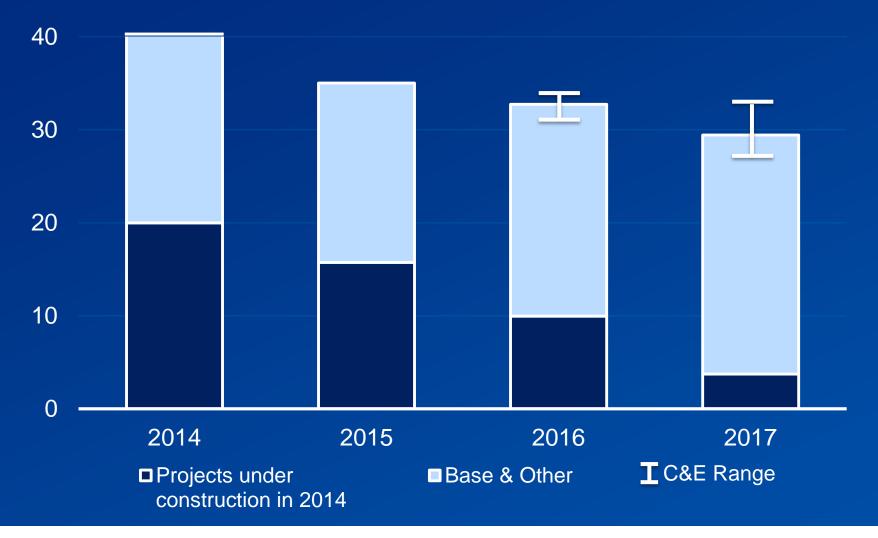


2017

\* Includes price effects of 50 MBOED

# Reduced Spending and Increasing Flexibility

#### Total Capital & Exploratory Spend \$ Billions



Flexibility increases to \$8+ billion by 2017

Robust base business investment continues

Future discretionary outlays for growth

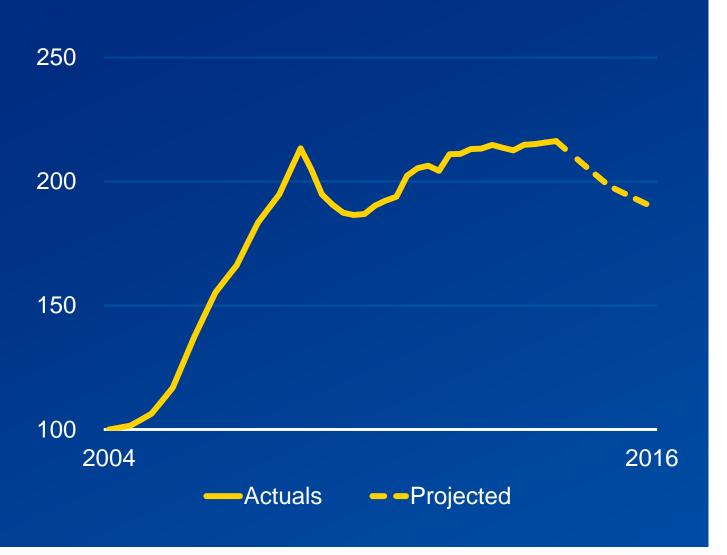
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#### Project spend declines as projects come on-line

# Aggressive Cost Management

#### **Upstream Capital Cost Index** Basis: 2004 = 100



### **External Costs**

- Global effort across all categories
- Aggressive approach, realizing results
- Index expected to decline 10% by 2016

#### **Internal Costs**

- Intensified focus
- Organizational re-designs
- Material efficiency improvements

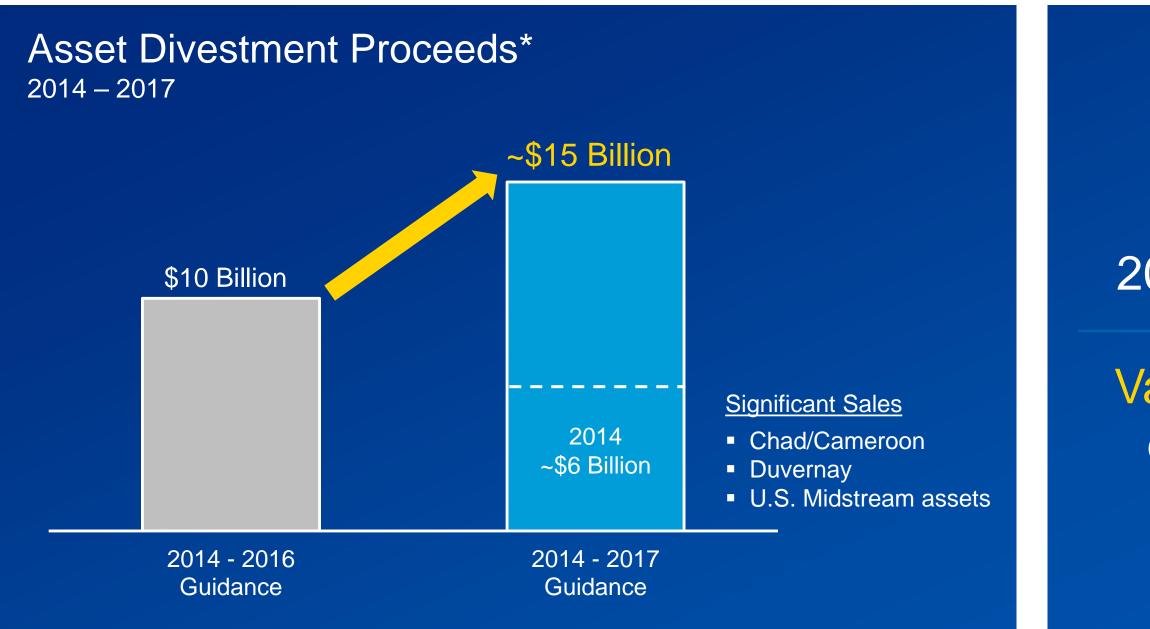
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# Asset Sales Program Expanded

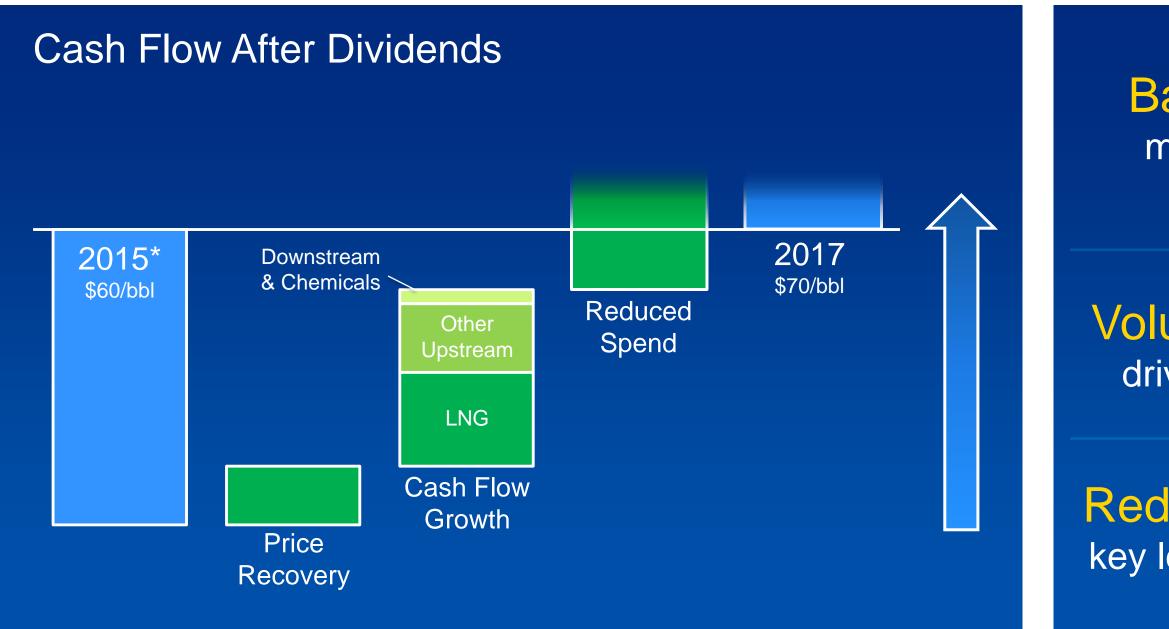




# Strong 2014 results

## Value-based decisions

# Free Cash Flow Covers Dividend by 2017





#### Balance with minimal price recovery

### Volume Growth drives cash flow

### Reduced Spend key lever to balance

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