

# Hess Reports Estimated Results for the Second Quarter of 2012

July 25, 2012 Click Here for PDF

Second Quarter Highlights:

- Net income was \$549 million, compared with \$607 million in the second quarter of 2011
- Oil and gas production increased to 429,000 barrels of oil equivalent per day, up from 372,000 in the second guarter of 2011
- Oil and gas production from the Bakken increased to 55,000 barrels of oil equivalent per day, up from 25,000 in the second quarter of 2011
- Net cash provided by operating activities was \$1,240 million, compared with \$1,689 million in the second quarter of 2011

NEW YORK--(BUSINESS WIRE)--Jul. 25, 2012-- Hess Corporation (NYSE: HES) reported net income of \$549 million for the second quarter of 2012, compared with \$607 million for the second quarter of 2011. The after-tax income (loss) by major operating activity was as follows:

	Tł	Three Months Ended			Si	x Month	nded		
	Ju	ine 30, (	una	audited)	Ju	ine 30, (	unaudited)		
	20	012	20	011	20	)12	20	)11	
	(Ir	n millions	s, e	xcept pe	er share amounts)				
Exploration and Production	\$	644	\$	747	\$	1,279	\$	1,726	
Marketing and Refining		8		(39)		19		-	
Corporate		(39)		(42)		(77)		(70)	
Interest expense		(64)		(59)		(127)		(120)	
Net income attributable to Hess Corporation	\$	549	\$	607	\$	1,094	\$	1,536	
Net income per share (diluted)	\$	1.61	\$	1.78	\$	3.21	\$	4.52	
Weighted average number of shares (diluted)		340.4		340.4		340.4		339.7	

Note: See the following page for a table of items affecting comparability of earnings between periods.

Exploration and Production earnings were \$644 million in the second quarter of 2012, compared with \$747 million in the second quarter of 2011. The Corporation's average worldwide crude oil selling price, including the effect of hedging, was \$86.86 per barrel, down from \$97.20 per barrel in the same quarter a year ago. The average worldwide natural gas selling price of \$5.94 per mcf in the second quarter of 2012 was comparable with the same quarter a year ago. Second quarter oil and gas production was 429,000 barrels of oil equivalent per day, up from 372,000 barrels of oil equivalent per day in the second quarter of 2011, primarily reflecting an increase in production from the Bakken oil shale play and the resumption of operations in Libya.

Marketing and Refining generated earnings of \$8 million in the second quarter of 2012, compared with a loss of \$39 million in the same period in 2011. Marketing earnings were \$18 million in the second quarter of 2012 and \$28 million in the second quarter of 2011. Refining operations generated income of \$8 million in the second quarter of 2012, compared with a loss of \$44 million in the second quarter a year ago. Trading activities generated a loss of \$18 million in the second quarter of 2012 and a loss of \$23 million in the second quarter of last year.

The following table reflects the total after-tax income (expense) of items affecting comparability of earnings between periods:

 Three Months Ended
 Six Months Ended

 June 30, (unaudited)
 June 30, (unaudited)

 2012
 2011
 2012
 2011

 (In millions of dollars)
 Vertical dollars
 Vertical dollars
 Vertical dollars

Exploration and Production \$ (36) \$ - \$ - \$ 310

Results for the second quarter of 2012 included an after-tax charge of \$36 million for certain exploration properties in the Eagle Ford shale in the United States that are expected to be divested in an asset exchange with a joint venture partner.

Net cash provided by operating activities was \$1,240 million in the second quarter of 2012, compared with \$1,689 million in the same quarter of 2011. Capital and exploratory expenditures were \$2,078 million, of which \$2,036 million related to Exploration and Production operations. Capital and exploratory expenditures for the second quarter of 2011 were \$1,490 million, of which \$1,469 million related to Exploration and Production operations.

At June 30, 2012, cash and cash equivalents totaled \$409 million, compared with \$351 million at December 31, 2011. Total debt was \$7,845 million at June 30, 2012 and \$6,057 million at December 31, 2011. The Corporation's debt to capitalization ratio at June 30, 2012 was 28.2 percent, compared with 24.6 percent at the end of 2011.

Hess Corporation will review second quarter financial and operating results and other matters on a webcast at 10 a.m. today. For details about the event, refer to the Investor Relations section of our website at <u>www.hess.com</u>.

Hess Corporation, with headquarters in New York, is a global integrated energy company engaged in the exploration, production, purchase, transportation and sale of crude oil and natural gas, as well as the production and sale of refined petroleum products. More information on Hess Corporation is available at <u>www.hess.com</u>.

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#### Forward-looking Statements

Certain statements in this release may constitute "forward-looking statements" within the meaning of Section 21E of the United States Securities Exchange Act of 1934, as amended, and Section 27A of the United States Securities Act of 1933, as amended. Forward-looking statements are subject to known and unknown risks and uncertainties and other factors which may cause actual results to differ materially from those expressed or implied by such statements, including, without limitation, uncertainties inherent in the measurement and interpretation of geological, geophysical and other technical data.

#### HESS CORPORATION AND CONSOLIDATED SUBSIDIARIES

### SUPPLEMENTAL FINANCIAL DATA (UNAUDITED)

#### (IN MILLIONS OF DOLLARS)

	Q	econd uarter )12	Second Quarter 2011		Q	rst uarter )12
Income Statement						
Revenues and Non-operating Income Sales (excluding excise taxes) and other operating revenues Income (loss) from equity investment in HOVENSA L.L.C. Gains on asset sales Other, net	\$	9,304 - - 5	\$	9,853 (49) - 2	\$	9,682 - 36 29
Total revenues and non-operating income		9,309		9,806		9,747
Costs and Expenses Cost of products sold (excluding items shown separately below) Production expenses Marketing expenses Exploration expenses, including dry holes and lease impairment Other operating expenses General and administrative expenses Interest expense Depreciation, depletion and amortization Asset impairments		5,969 677 265 196 41 172 105 769 59		6,841 599 247 257 42 174 97 588 -		6,679 673 251 253 41 167 104 681 -
Total costs and expenses		8,253		8,845		8,849
Income (loss) before income taxes		1,056		961		898

Provision (benefit) for income taxes	521	392	338	
Net income (loss) Less: Net income (loss) attributable to noncontrolling interests Net income (loss) attributable to Hess Corporation	\$ 535 (14) 549	\$ 569 (38) 607	\$ 560 15 545	
Supplemental Income Statement Information				
Foreign currency gains (losses), after-tax Capitalized interest	\$ (5) 5	\$ (2) 2	\$ 9 5	
Cash Flow Information				
Net cash provided by operating activities (a)	\$ 1,240	\$ 1,689	\$ 988	(b)
Capital and Exploratory Expenditures				
Exploration and Production United States International	\$ 1,243 793	\$ 793 676	\$ 1,241 722	
Total Exploration and Production Marketing, Refining and Corporate	2,036 42	1,469 21	1,963 23	
Total Capital and Exploratory Expenditures	\$ 2,078	\$ 1,490	\$ 1,986	
Exploration expenses charged to income included above United States International	\$ 33 67	\$ 56 59	\$ 37 71	
	\$ 100	\$ 115	\$ 108	

(a) Includes changes in working capital.

(b) Net of payments to HOVENSA L.L.C. totaling \$487 million to fully fund our share of previously accrued refining shutdown costs.

### HESS CORPORATION AND CONSOLIDATED SUBSIDIARIES

## SUPPLEMENTAL FINANCIAL DATA (UNAUDITED)

## (IN MILLIONS OF DOLLARS)

	First Half 2012	2011
Income Statement		
Revenues and Non-operating Income Sales (excluding excise taxes) and other operating revenues Income (loss) from equity investment in HOVENSA L.L.C. Gains on asset sales Other, net	\$ 18,986 - 36 34	\$ 20,068 (97) 343 7
Total revenues and non-operating income	19,056	20,321
Costs and Expenses Cost of products sold (excluding items shown separately below) Production expenses Marketing expenses Exploration expenses, including dry holes and lease impairment	12,648 1,350 516 449	13,881 1,130 530 570

Other operating expenses General and administrative expenses Interest expense Depreciation, depletion and amortization Asset impairments		82 339 209 1,450 59		84 338 196 1,146 -
Total costs and expenses		17,102		17,875
Income (loss) before income taxes Provision (benefit) for income taxes		1,954 859		2,446 903
Net income (loss) Less: Net income (loss) attributable to noncontrolling interests Net income (loss) attributable to Hess Corporation	\$	1,095 1 1,094	\$	1,543 7 1,536
Supplemental Income Statement Information				
Foreign currency gains (losses), after-tax Capitalized interest	\$	4 10	\$	(5) 4
Cash Flow Information				
Net cash provided by operating activities (a)	\$	2,228 (b	)\$	2,824
Capital and Exploratory Expenditures				
Exploration and Production United States	¢	2 4 9 4	¢	1 000
International	φ	2,484 1,515	φ	1,333 1,309
Total Exploration and Production Marketing, Refining and Corporate		3,999 65		2,642 34
Total Capital and Exploratory Expenditures	\$	4,064	\$	2,676
Exploration expenses charged to income included above United States International	\$	70 138	\$	98 121
	\$	208	\$	219

(a) Includes changes in working capital.

(b) Net of payments to HOVENSA L.L.C. totaling \$487 million to fully fund our share of previously accrued refining shutdown costs.

## HESS CORPORATION AND CONSOLIDATED SUBSIDIARIES SUPPLEMENTAL FINANCIAL DATA (UNAUDITED) (IN MILLIONS OF DOLLARS)

	-	June 30, 2012		ecember 31, 11
Balance Sheet Information				
Cash and cash equivalents Other current assets Investments Property, plant and equipment - net Other long-term assets Total assets	Ţ	409 7,516 450 26,556 5,683 40,614	\$	351 7,988 384 24,712 5,701 39,136
Short-term debt and current maturities of long-term debt	\$	299	\$	52

Other current liabilities	6,785	8,048
Long-term debt	7,546	6,005
Other long-term liabilities	6,025	6,439
Total equity excluding other comprehensive income (loss)	20,738	19,659
Accumulated other comprehensive income (loss)	(779)	(1,067)
Total liabilities and equity	\$ 40,614 \$	39,136

## HESS CORPORATION AND CONSOLIDATED SUBSIDIARIES

## EXPLORATION AND PRODUCTION EARNINGS (UNAUDITED)

## (IN MILLIONS OF DOLLARS)

	Se	cond Quarter	2012				
	Un	ited States	Int	ernational		Тс	otal
Sales and other operating revenues	\$	1,043	\$	1,946		\$	2,989
Gains on asset sales		-		-			-
Other, net		1		-			1
Total revenues and non-operating income		1,044		1,946			2,990
Costs and expenses							
Production expenses, including related taxes		253		424			677
Exploration expenses, including dry holes and lease impairment		75		121			196
General, administrative and other expenses		50		29			79
Depreciation, depletion and amortization		335		408			743
Asset impairments		59		-			59
Total costs and expenses		772		982			1,754
Results of operations before income taxes		272		964			1,236
Provision (benefit) for income taxes		112		480			592
Results of operations attributable to Hess Corporation	\$	160 (a	)\$	484	(b)	\$	644
	Se	cond Quarter	2011				
	Un	ited States	Int	ernational		Тс	otal
Sales and other operating revenues	\$	858	\$	1,840		\$	2,698
Gains on asset sales		-		-			-
Other, net		(13)		8			(5)
Total revenues and non-operating income Costs and expenses		845		1,848			2,693
Production expenses, including related taxes		179		420			599
Exploration expenses, including dry holes and lease impairment		128		129			257
General, administrative and other expenses		49		27			76
Depreciation, depletion and amortization		166		387			553
Asset impairments		-		-			-
Total costs and expenses		522		963			1,485
Results of operations before income taxes		323		885			1,208
Provision (benefit) for income taxes		120		341			461
Results of operations attributable to Hess Corporation	\$	203	\$	544	(b)	\$	747
	Firs	st Quarter 201	2				

	United States			ernational	Total
Sales and other operating revenues	\$	923	\$	1,697	\$ 2,620

Gains on asset sales Other, net	-		36 27		36 27
Total revenues and non-operating income Costs and expenses	923		1,760		2,683
Production expenses, including related taxes	231		442		673
Exploration expenses, including dry holes and lease impairment	78		175		253
General, administrative and other expenses	38		27		65
Depreciation, depletion and amortization	279		380		659
Asset impairments	-		-		-
Total costs and expenses	626		1,024		1,650
Results of operations before income taxes	297		736		1,033
Provision (benefit) for income taxes	110		288		398
Results of operations attributable to Hess Corporation	\$ 187	(a) \$	448	(b) \$	635

(a) The after-tax losses from crude oil hedging activities were \$3 million in the second quarter of 2012 and \$26 million in the first quarter of 2012.

(b) The after-tax losses from crude oil hedging activities were \$86 million in the second quarter of 2012, \$81 million in the second quarter of 2011 and \$125 million in the first quarter of 2012.

## HESS CORPORATION AND CONSOLIDATED SUBSIDIARIES EXPLORATION AND PRODUCTION EARNINGS (UNAUDITED) (IN MILLIONS OF DOLLARS)

		st Half 2012 ited States	In	ternational		Тс	otal
Sales and other operating revenues	\$	1,966	\$	3,643			5,609
Gains on asset sales	Ψ	-	Ψ	36		Ψ	36
Other, net		1		27			28
		·					20
Total revenues and non-operating income		1,967		3,706			5,673
Costs and expenses							
Production expenses, including related taxes		484		866			1,350
Exploration expenses, including dry holes and lease impairment		153		296			449
General, administrative and other expenses		88		56			144
Depreciation, depletion and amortization		614		788			1,402
Asset impairments		59		-			59
Total south and evenes		4 000		0.000			0 40 4
Total costs and expenses		1,398		2,006			3,404
Results of operations before income taxes		569		1,700			2,269
Provision (benefit) for income taxes		222		768			990
Results of operations attributable to Hess Corporation	\$	347 (	(a) \$	932	(b)	\$	1,279
	Fire	st Half 2011					
	Un	ited States	In	ternational		Тс	otal
Sales and other operating revenues	\$	1,604	\$	3,707		\$	5,311
Gains on asset sales		-		343			343
Other, net		(14)		10			(4)
Total revenues and non-operating income		1,590		4,060			5,650
Costs and expenses							
Production expenses, including related taxes		316		814			1,130
Exploration expenses, including dry holes and lease impairment		237		333			570
General, administrative and other expenses		97		63			160
Depreciation, depletion and amortization		318		772			1,090
Asset impairments		-		-			-

Total costs and expenses	968	1,982	2,950
Results of operations before income taxes Provision (benefit) for income taxes	622 232	2,078 742	2,700 974
Results of operations attributable to Hess Corporation	\$ 390	\$ 1,336	(b) \$ 1,726

(a) The after-tax losses from crude oil hedging activities were \$29 million in the first half of 2012.

(b) The after-tax losses from crude oil hedging activities were \$211 million in the first half of 2012 and \$162 million in the first half of 2011.

## HESS CORPORATION AND CONSOLIDATED SUBSIDIARIES EXPLORATION AND PRODUCTION SUPPLEMENTAL OPERATING DATA (UNAUDITED)

	Q	econd uarter )12	Q	econd uarter )11	C	irst Quarter 012
Operating Data						
Net Production Per Day (in thousands)						
Crude oil - barrels United States Europe Africa Asia Total		109 98 79 18 304		77 93 66 12 248		95 94 71 16 276
Natural gas liquids - barrels United States Europe Asia Total		15 3 1 19		13 3 1 17		14 3 2 19
Natural gas - mcf United States Europe Asia and other Total Barrels of oil equivalent		121 53 465 639 429		100 72 471 643 372		100 61 449 610 397
Average Selling Price						
Crude oil - per barrel (including hedging) United States Europe Africa Asia Worldwide	\$	91.97 76.20 89.01 105.89 86.86	\$	106.62 87.75 97.74 113.44 97.20	\$	95.92 80.18 88.75 117.13 89.92
Crude oil - per barrel (excluding hedging) United States Europe Africa Asia Worldwide	\$	92.48 76.58 105.72 106.17 91.83	\$	106.62 87.75 118.19 113.44 102.73	\$	100.87 82.77 120.59 123.72 100.50

Natural gas liquids - per barrel			
United States	\$ 40.75	\$ 61.57	\$ 49.26
Europe	66.15	69.99	90.43
Asia	75.16	79.63	86.50

Worldwide	45.56	64.05	59.53
Natural gas - per mcf			
United States	\$ 1.55	\$ 3.71	\$ 1.75
Europe	9.98	8.97	9.44
Asia and other	6.61	5.94	6.77
Worldwide	5.94	5.93	6.23

## HESS CORPORATION AND CONSOLIDATED SUBSIDIARIES EXPLORATION AND PRODUCTION SUPPLEMENTAL OPERATING DATA (UNAUDITED)

	rst Half 12	20	11
Operating Data			
Net Production Per Day (in thousands)			
Crude oil - barrels United States Europe Africa Asia	102 96 75 17		77 96 75 13
Total	290		261
Natural gas liquids - barrels United States Europe Asia Total	15 3 1 19		13 3 1 17
Natural gas - mcf United States Europe Asia and other Total Barrels of oil equivalent	110 57 458 625 413		103 89 451 643 385
Average Selling Price			
Crude oil - per barrel (including hedging) United States Europe Africa Asia Worldwide	\$ 93.81 78.05 88.91 110.70 88.23	\$	99.12 85.84 90.04 111.91 92.05
Crude oil - per barrel (excluding hedging) United States Europe Africa Asia Worldwide	\$ 96.39 79.45 111.78 113.67 95.72	\$	99.12 85.84 110.39 111.91 97.37
Natural gas liquids - per barrel United States Europe Asia Worldwide	\$ 44.92 81.20 82.02 52.78	\$	59.43 76.01 76.23 63.74

Natural gas - per mcf

United States	\$ 1.64	\$ 3.77
Europe	9.69	8.55
Asia and other	6.69	5.85
Worldwide	6.08	5.89

## HESS CORPORATION AND CONSOLIDATED SUBSIDIARIES MARKETING AND REFINING SUPPLEMENTAL FINANCIAL AND OPERATING DATA (UNAUDITED)

	G	econd Juarter 012	Q	econd uarter )11	Q	irst Juarter 012
Financial Information (in millions of dollars)						
Marketing and Refining Results						
Income (loss) before income taxes Provision (benefit) for income taxes Results of operations attributable to Hess Corporation		7 (1) 8		(45) (6) (39)		20 9 11
Summary of Marketing and Refining Results						
Marketing Refining Trading Results of operations attributable to Hess Corporation		18 8 (18) 8		28 (44) (23) (39)		22 (6) (5) 11
Operating Data						
Sales Volumes						
Refined petroleum products (thousands of barrels per day) Gasoline Distillates Residuals Other Total		212 108 54 17 391		228 114 56 28 426		210 115 61 18 404
Natural gas (thousands of mcf per day)		1,860		1,900		2,560
Electricity (megawatts round the clock)		4,405		4,100		4,350
Retail Marketing						
Number of retail stations (a) Convenience store revenue (in millions of dollars) (b) Average gasoline volume per station (thousands of gallons per month) (b)	\$	1,361 288 194	\$	1,356 305 199	\$	1,361 272 185
Port Reading						
Refinery throughput (thousands of barrels per day) Refinery utilization (capacity - 70,000 barrels per day)		69 98.0%		66 93.6%		47 67.4%

(a) Includes company operated, Wilco-Hess, dealer and branded retailer.

(b) Company operated only.

## HESS CORPORATION AND CONSOLIDATED SUBSIDIARIES

## MARKETING AND REFINING SUPPLEMENTAL FINANCIAL AND OPERATING DATA (UNAUDITED)

Financial Information (in millions of dollars)	irst Half 012	2(	D11
Marketing and Refining Results			
Income (loss) before income taxes Provision (benefit) for income taxes Results of operations attributable to Hess Corporation	27 8 19		51 51 -
Summary of Marketing and Refining Results			
Marketing Refining Trading Results of operations attributable to Hess Corporation	40 2 (23) 19		96 (92) (4) -
Operating Data			
Sales Volumes			
Refined petroleum products (thousands of barrels per day) Gasoline Distillates Residuals Other Total	210 112 58 18 398		227 124 71 24 446
Natural gas (thousands of mcf per day)	2,205		2,400
Electricity (megawatts round the clock)	4,390		4,200
Retail Marketing			
Number of retail stations (a) Convenience store revenue (in millions of dollars) (b) Average gasoline volume per station (thousands of gallons per month) (b)	\$ 1,361 560 190	\$	1,356 583 192
Port Reading			
Refinery throughput (thousands of barrels per day) Refinery utilization (capacity - 70,000 barrels per day)	58 82.7%		66 93.8%
<ul><li>(a) Includes company operated, Wilco-Hess, dealer and branded retailer.</li><li>(b) Company operated only.</li></ul>			
Source: Hess Corporation			
Hess Corporation Investor: Jay Wilson, 212-536-8940 or			

Jay Wilson, 212-536-8940 or Media: Jon Pepper, 212-536-8550