## UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## FORM 8-K

CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of Earliest Event Reported): February 5, 2018

# **HESS CORPORATION**

(Exact Name of Registrant as Specified in Its Charter)

DELAWARE (State or Other Jurisdiction of Incorporation) No. 1-1204 (Commission File Number) No. 13-4921002 (IRS Employer Identification No.)

1185 Avenue of the Americas New York, New York 10036 (Address of Principal Executive Offices) (Zip Code)

Registrant's Telephone Number, Including Area Code: (212) 997-8500

N/A

(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

□ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§ 230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§ 240.12b-2 of this chapter).

Emerging growth company  $\Box$ 

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

## Item 2.02. Results of Operations and Financial Condition.

On February 5, 2018, Hess Corporation issued a news release reporting estimated results for the fourth quarter of 2017. A copy of this news release is attached hereto as Exhibit 99(1) and is hereby incorporated by reference.

## Item 9.01. Financial Statements and Exhibits.

(d)	Exhibit	
	<u>99(1)</u>	News release dated February 5, 2018 reporting estimated results for the fourth quarter of 2017.

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: February 5, 2018

HESS CORPORATION

By: /s/John P. Rielly

Name: John P. Rielly Title: Senior Vice President and Chief Financial Officer



**HESS CORPORATION** 

## News Release

## HESS REPORTS ESTIMATED RESULTS FOR THE FOURTH QUARTER OF 2017

Key Highlights:

- A sixth oil discovery on the Stabroek block, offshore Guyana (Hess 30 percent), was announced at the Ranger-1 exploration well located approximately 60 miles to the northwest of the Liza Field
- Total recoverable resources estimate from five previous Guyana discoveries increased to more than 3.2 billion barrels of oil equivalent (boe) from previous range of 2.5 billion to 2.8 billion boe
- The Liza Phase 1 development on the Stabroek Block is on plan with first production expected in March 2020; start up of the Liza Phase 2 development is expected by mid 2022
- The Corporation successfully completed the sale of its interests in Equatorial Guinea and Norway, bringing yearend 2017 cash and cash equivalents to \$4.8 billion, which will fund Phases 1 and 2 of the Liza Field development, an increase from four rigs to six rigs in the Bakken, a \$500 million stock repurchase program, and \$500 million in debt retirement
- Year-end proved reserves were 1,154 million boe, reserve replacement was 351 percent for 2017 at a finding and development (F&D) cost of \$5.15 per boe

Fourth Quarter Financial and Operating Highlights:

- Primarily as a result of non-cash accounting charges, net loss was \$2,677 million, or \$8.57 per common share, compared with a net loss of \$4,892 million, or \$15.65 per common share, in the fourth quarter of 2016. Net after-tax special charges totaling \$2,373 million were taken in the fourth quarter of 2017 that include a \$1,700 million non-cash accounting charge to reduce the carrying value of Hess' interests in the Stampede and Tubular Bells Fields in the Gulf of Mexico as a result of a lower long-term crude oil price outlook
- Adjusted net loss was \$304 million, or \$1.01 per common share, compared to an adjusted net loss of \$305 million, or \$1.01 per common share, in the fourth quarter of last year; adjusted pre-tax loss was \$104 million in the fourth quarter of 2017, down from \$499 million in the year-ago quarter
- Net production averaged 282,000 barrels of oil equivalent per day (boepd), excluding Libya, reflecting unplanned downtime at the third-party operated Enchilada platform in the Gulf of Mexico which reduced fourth quarter production by approximately 17,000 boepd; Bakken production was 110,000 boepd
- E&P capital and exploratory expenditures were \$568 million in the quarter and \$2,047 million for the year ended December 31, 2017
- The Corporation returned \$210 million to shareholders in the quarter through share repurchases and dividends, including the repurchase of 2.6 million common shares for approximately \$120 million

#### 2018 Guidance:

- E&P capital and exploratory expenditures are expected to be \$2.1 billion
- Oil and gas production, excluding Libya and reflecting an estimated 15,000 boepd reduction due to the extended Enchilada platform shutdown, is forecast to be in the range of 245,000 to 255,000 boepd, compared to full year pro forma 2017 net production, excluding Libya and assets sold, of 242,000 boepd

**NEW YORK, February 5, 2018** — Hess Corporation (NYSE: HES) today reported a net loss of \$2,677 million, or \$8.57 per common share, in the fourth quarter of 2017, compared with a net loss of \$4,892 million, or \$15.65 per common share, in the fourth quarter of 2016. Fourth quarter 2017 results reflect net after-tax charges totaling \$2,373 million, including a non-cash accounting charge of \$1,700 million to reduce the carrying value of Hess' interests in the Stampede and Tubular Bells Fields in the Gulf of Mexico, as a result of a lower long-term crude oil price outlook.

On an adjusted basis, the Corporation reported an after-tax net loss of \$304 million, or \$1.01 per common share, in the fourth quarter of 2017, compared with an adjusted net loss of \$305 million, or \$1.01 per common share, in the prior-year quarter. On an adjusted pre-tax basis, the Corporation reported a loss of \$104 million in the fourth quarter of 2017, down from \$499 million in the year-ago quarter. The improved pre-tax adjusted results reflect higher realized crude oil selling prices and lower operating costs and depreciation, depletion and amortization. Fourth quarter 2017 adjusted results were adversely impacted by lower deferred tax benefits, primarily in the United States, compared to the prior-year quarter following a required change in deferred tax accounting.

"In the past year, our company successfully completed an ambitious asset sales program, replaced 351 percent of production at an attractive F&D cost of just over \$5 per barrel, continued our extraordinary exploration success on the Stabroek Block in Guyana and sanctioned the Liza Phase 1 development with plans underway for the next two phases," Chief Executive Officer John Hess said. "We enter 2018 well positioned to deliver a decade plus of capital efficient growth with increasing cash generation and returns to shareholders."

After-tax income (loss) by major operating activity was as follows:

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		Three Mon	ths Ended	Year Ended						
		Deceml	ber 31,	December 31,						
		(unau	dited)		(unaudited)					
		2017	2016		2017		2016			
		(In n	nillions, exce	ot pe	er share amou	nts)				
Net Income (Loss) Attributable to Hess Corporation				•		,				
Exploration and Production	\$	(2,592)	\$ (3,94	9) \$	\$ (3,653)	\$	(4,964)			
Midstream		20		2	42		42			
Corporate, Interest and Other		(105)	(94	5)	(463)		(1,210)			
Net income (loss) attributable to Hess Corporation	\$	(2,677)	\$ (4,89	2) \$	6 (4,074)	\$	(6,132)			
				_ =						
Net income (loss) per common share (diluted) (a)	\$	(8.57)	\$ (15.6	5) \$	\$ (13.12)	\$	(19.92)			
			<b>`</b>	= =	<u> </u>		`			
Adjusted Net Income (Loss) Attributable to Hess Corporation (b)										
Exploration and Production	\$	(219)	\$ (25	6) \$	\$ (1,044)	\$	(1,265)			
Midstream		20	2		76		63			
Corporate, Interest and Other		(105)	(7	2)	(433)		(287)			
Adjusted net income (loss) attributable to Hess Corporation	\$	(304)		5) \$	<u> </u>	\$	(1,489)			
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Adjusted net income (loss) per common share (diluted) (a)	\$	(1.01)	\$ (1.0	1) §	\$ (4.61)	\$	(4.94)			
	-	()	+ (	_/ _	<u> </u>	-	()			
Weighted average number of shares (diluted)		313.6	313.	S	314.1		309.9			
	—	515.0		= =	514.1		503.3			

(a) Calculated as net income (loss) attributable to Hess Corporation less preferred stock dividends, divided by weighted average number of diluted shares.

(b) Adjusted net income (loss) attributable to Hess Corporation excludes items affecting comparability summarized on page 7. A reconciliation of net income (loss) attributable to Hess Corporation to adjusted net income (loss) attributable to Hess Corporation is provided on page 9.

## **Exploration and Production:**

Exploration and Production (E&P) net loss in the fourth quarter of 2017 was \$2,592 million, compared to a net loss of \$3,949 million in the fourth quarter of 2016. On an adjusted basis, fourth quarter 2017 net loss was \$219 million, compared to a net loss of \$256 million in the prior-year quarter. The Corporation's average realized crude oil selling price, including the effect of hedging, was \$55.44 per barrel in the fourth quarter of 2017, up from \$45.97 per barrel in the year-ago quarter. The average realized natural gas liquids selling price in the fourth quarter of 2017 was \$22.78 per barrel, versus \$14.68 per barrel in the prior-year quarter, while the average realized natural gas selling price was \$3.69 per mcf, compared with \$3.24 per mcf in the fourth quarter of 2016.

Net production, excluding Libya, was 282,000 boepd in the fourth quarter of 2017, compared to 307,000 boepd in the prior-year quarter. Lower volumes were due to asset sales (26,000 boepd), unplanned downtime resulting from a fire at the third-party operated Enchilada platform in the Gulf of

Mexico (17,000 boepd) and natural decline and other net reductions (19,000 boepd), partially offset by higher production in the Bakken (15,000 boepd) and from North Malay Basin (22,000 boepd).

Excluding items affecting comparability of earnings between periods, cash operating costs, which include operating costs and expenses, production and severance taxes, and E&P general and administrative expenses, were \$14.72 per boe in the fourth quarter, down 10 percent from \$16.35 per boe in the prior-year quarter. Our fourth quarter 2017 cash operating costs per boe were adversely impacted by the Enchilada platform shutdown. The E&P effective tax rate, excluding items affecting comparability and Libya, was an expense of 21 percent in the fourth quarter of 2017, compared to a benefit of 43 percent in the fourth quarter of 2016.

## **Oil and Gas Reserve Estimates:**

Oil and gas proved reserves were 1,154 million boe at December 31, 2017, compared with 1,109 million boe at December 31, 2016. Proved reserve net additions and technical revisions added 397 million boe in 2017, primarily relating to the Bakken, Guyana and North Malay Basin in Malaysia. Asset sales reduced proved reserves by 239 million boe. The net additions and revisions of 397 million boe, which are subject to final review, replaced 351 percent of the Corporation's 2017 production at a finding and development cost of \$5.15 per boe, and resulted in a year-end 2017 reserve life of 10.2 years.

## U.S. Tax Cuts and Jobs Act:

The Corporation expects no U.S. federal cash tax on the deemed repatriation of unremitted earnings of foreign subsidiaries under the new law. The decrease in the corporate tax rate to 21 percent from 35 percent resulted in a \$1,475 million reduction to our U.S. net deferred tax asset as of December 31, 2017, with a corresponding reduction in the previously established U.S. valuation allowance. Consequently, the remeasurement of deferred taxes using the newly enacted tax rate had no impact on net income or the balance sheet.

## **Operational Highlights for the Fourth Quarter of 2017:**

**Bakken (Onshore U.S.):** Net production from the Bakken increased 16 percent to 110,000 boepd from 95,000 boepd in the year-ago quarter due to increased drilling activity in 2017. The Corporation operated an average of 4 rigs in the fourth quarter, drilling 27 wells and bringing 34 new wells online.

*Gulf of Mexico (Offshore U.S.):* Net production from the Gulf of Mexico was 40,000 boepd, compared to 61,000 boepd in the prior-year quarter primarily due to a fire at the third-party operated Enchilada platform. Prior to the shutdown in November, we were producing approximately 30,000 boepd from the Llano, Conger, Baldpate and Penn State fields through infrastructure associated with Enchilada. At the Stampede development (Hess operated - 25 percent), we completed subsea work, received regulatory approval for production operations, and continued drilling at the fourth production well and first water injection well. First production at Stampede commenced in January 2018.

*Guyana (Offshore):* At the Stabroek Block (Hess - 30 percent), operated by Esso Exploration and Production Guyana Limited, the Ranger-1 exploration well encountered approximately 230 feet of high-quality, oil-bearing carbonate reservoir and is the sixth significant oil discovery on the Stabroek Block, offshore Guyana. Development activities associated with the Liza Phase 1 project are on schedule and first production is expected in March 2020. Start up of the Liza Phase 2 development is expected by mid 2022. Excluding Ranger, total discovered recoverable resources on the block are now estimated to be more than 3.2 billion boe.

## Midstream:

The Midstream segment, comprised primarily of Hess Infrastructure Partners LP (HIP), our 50/50 midstream joint venture, had net income of \$20 million in the fourth quarter of 2017, compared to net income of \$2 million in the prioryear quarter. Excluding items affecting comparability of earnings between periods, fourth quarter 2017 net income attributable to Hess Corporation was \$20 million, compared to \$23 million in the fourth quarter of 2016. The lower fourth quarter 2017 adjusted results primarily reflect the recognition of an entire year of shortfall fees in the fourth quarter of 2016, as a result of changes in commercial agreements at the end of 2016, versus one quarter of shortfall fees recognized in the fourth quarter of 2017, and higher income allocated to noncontrolling interests following the Hess Midstream Partners LP initial public offering in April 2017.

## Corporate, Interest and Other:

Net results were an after-tax loss of \$105 million in the fourth quarter of 2017, down from \$945 million in the fourth quarter of 2016. On an adjusted basis, fourth quarter 2017 was an after-tax loss of \$105 million compared to a loss of \$72 million in the prior-year quarter. The fourth quarter 2017 effective tax rate benefit of 14 percent was lower than the 36 percent benefit, excluding items affecting comparability, in 2016 due to the required change in deferred tax accounting.

## **Capital and Exploratory Expenditures:**

E&P capital and exploratory expenditures were \$568 million in the fourth quarter of 2017, up from \$411 million in the prior-year quarter, which included increased drilling activity at the Bakken and Liza Phase 1 development activity following sanction in June 2017. Midstream capital expenditures were \$46 million in the fourth quarter of 2017, down from \$89 million in the year-ago quarter.

## Liquidity:

Net cash provided by operating activities was \$343 million in the fourth quarter of 2017, compared to \$326 million in the fourth quarter of 2016. Net cash provided by operating activities before changes in working capital was \$492 million in the fourth quarter of 2017, up from \$128 million in the year-ago quarter. Changes in working capital during the fourth quarter of 2017 was a net outflow of \$149 million due to higher accounts receivable from increased crude oil prices, pension contributions, and abandonment expenditures.

Excluding the Midstream segment, the Corporation had cash and cash equivalents of \$4,491 million and total debt of \$5,997 million at December 31, 2017. The Corporation's debt to capitalization ratio was 36.1 percent at December 31, 2017 and 30.4 percent at December 31, 2016.

The Midstream segment had cash and cash equivalents of \$356 million and total debt of \$980 million at December 31, 2017. In the fourth quarter, HIP issued \$800 million of senior notes with a 5.625% coupon rate due in 2026, with the proceeds used to repay \$480 million net under its existing credit facilities, to fund a distribution of \$50 million to its sponsors and for general partnership purposes. These notes are non-recourse to Hess Corporation. In addition, HIP increased commitments under its undrawn revolving credit facility to \$600 million, and extended its maturity to November 2022.

## 2018 Cost Reduction Program:

As part of our portfolio reshaping, we have begun implementation of an organization restructuring and cost reduction effort targeting annual savings of \$150 million. In addition to direct headcount reductions as part of our assets sales, we eliminated approximately 400 employee and contractor positions in January and expect to record employee severance of \$40 to \$50 million in the first quarter. Since the end of 2014, total employee and contractor positions have been reduced by approximately 50 percent. In addition to the workforce reduction, we have identified further cost reductions in logistics, information technology, property, professional fees, and other operating costs

resulting from our portfolio reshaping. The benefit from this \$150 million annualized cost reduction will begin to be realized over the second half of 2018.

## Items Affecting Comparability of Earnings Between Periods:

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

	Three Months Ended				d		
	Decem	ber 31	,	December 31			81,
	 (unau	dited)		(unaudited)			)
	 2017	2	2016		2017		2016
			(In mil	lions	)		
Exploration and Production	\$ (2,373)	\$	(3,693)	\$	(2,609)	\$	(3,699)
Midstream			(21)		(34)		(21)
Corporate, Interest and Other			(873)		(30)		(923)
Total items affecting comparability of earnings between periods	\$ (2,373)	\$	(4,587)	\$	(2,673)	\$	(4,643)

The following table summarizes the items affecting comparability of earnings between periods by line item in the income statement:

	 Three Mon Deceml (unaud	per 31,	Year E Decem (unau	ber 31,
	 2017	2016	2017	2016
		(In mi	illions)	
Sales and other operating revenues	\$ (22)	\$ —	\$ (22)	\$ —
Gains (losses) on asset sales, net	(371)	_	(98)	27
Operating costs and expenses	_	(128)	_	(164)
Exploration expenses, including dry holes and lease impairment	(280)	(946)	(280)	(1,029)
General and administrative expenses	—	(1)	(11)	(1)
Loss on debt extinguishment	—	(68)	—	(148)
Depreciation, depletion and amortization	—	—	(19)	—
Impairment	 (1,700)	(67)	(4,203)	(67)
Total pre-tax items affecting comparability	 (2,373)	(1,210)	(4,633)	(1,382)
Provision (benefit) for income taxes (a)	_	3,410	(1,953)	3,294
Noncontrolling interests	—	33	7	33
Total items affecting comparability of earnings between periods	\$ (2,373)	\$ (4,587)	\$ (2,673)	\$ (4,643)

(a) Amounts include the tax effect associated with pre-tax items affecting comparability of earnings between periods.

## Fourth quarter 2017 results include:

- An after-tax gain of \$486 million (\$486 million pre-tax) from the sale of our interests in Equatorial Guinea in November.
- An after-tax loss of \$857 million (\$857 million pre-tax) from the sale of our interests in Norway in December. The after-tax loss from the transaction includes the recognition of \$900 million for cumulative translation adjustments that were previously reflected within accumulated other comprehensive income (loss) in stockholders' equity.

- After-tax impairment charges totaling \$1,700 million (\$1,700 million pre-tax) to reduce the carrying value of our interests in the Stampede and Tubular Bells Fields in the Gulf of Mexico, primarily as a result of an updated long-term crude oil price outlook used in our fourth quarter impairment analysis.
- An after-tax charge of \$280 million (\$280 million pre-tax) to fully impair the carrying value of our interest at the Hess operated offshore Deepwater Tano/Cape Three Points license, offshore Ghana (Hess 50 percent license interest) based on management's decision to not develop the discoveries. The Corporation is currently evaluating options to monetize our Ghana asset.
- A noncash after-tax charge of \$22 million (\$22 million pre-tax) related to de-designated crude oil hedging contracts as a result of the fire at the third-party operated Enchilada platform in the Gulf of Mexico.

Fourth quarter 2016 results include:

- A noncash charge of \$3,749 million (E&P: \$2,920 million; Corporate, Interest and Other: \$829 million) to establish valuation allowances against net deferred tax assets as of December 31, 2016, as required under accounting standards following a three-year cumulative loss.
- An after-tax charge of \$693 million (\$938 million pre-tax) to fully impair the carrying value of our interests in offshore Australia.
- Other after-tax charges attributable to Hess Corporation of \$145 million (\$272 million pre-tax) related to exit costs for an offshore drilling rig, loss on debt extinguishment, impairment of rail cars (Midstream), severance and other charges.

## Reconciliation of U.S. GAAP to Non-GAAP measures:

The following table reconciles reported income (loss) before income taxes and adjusted income (loss) before income taxes:

	Three Months Ended December 31, (unaudited)			Year Ended December 31, (unaudited)		
	 2017	2016	2017		2016	
		(In mi	llions)			
Income (loss) before income taxes	\$ (2,477) \$	\$ (1,709)	\$ (5,77	'8) \$	(3,854)	
Less: Total items affecting comparability of earnings between periods	(2,373)	(1,210)	(4,63	3)	(1,382)	
Adjusted income (loss) before income taxes	\$ (104) \$	\$ (499)	\$ (1,14	5) \$	(2,472)	

The following table reconciles reported net income (loss) attributable to Hess Corporation and adjusted net income (loss):

	Three Months Ended December 31, (unaudited)			Year Ended December 31, (unaudited)			L,
		2017	2016		2017		2016
			(In m	illions)			
Net income (loss) attributable to Hess Corporation	\$	(2,677)	\$ (4,892)	\$	(4,074)	\$	(6,132)
Less: Total items affecting comparability of earnings between periods		(2,373)	(4,587)		(2,673)		(4,643)
Adjusted net income (loss) attributable to Hess Corporation	\$	(304)	\$ (305)	\$	(1,401)	\$	(1,489)

The following table reconciles reported net cash provided by (used in) operating activities from cash provided by operating activities before changes in operating assets and liabilities:

	Three Months Ended			Year Ended				
	December 31,			December 31,			1,	
	(unaudited)			(unaudited)			)	
		2017		2016		2017		2016
				(In mi	llions)	)		
Cash provided by operating activities before changes in operating assets and liabilities	\$	492	\$	128	\$	1,725	\$	842
Changes in operating assets and liabilities		(149)		198		(780)		(47)
Net cash provided by (used in) operating activities	\$	343	\$	326	\$	945	\$	795

Hess Corporation will review fourth 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 is a leading global independent energy company engaged in the exploration and production of crude oil and natural gas. More information on Hess Corporation is available at <u>www.hess.com</u>.

#### 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. Estimates and projections contained in this release are based on the Corporation's current understanding and assessment based on reasonable assumptions. Actual results may differ materially from these estimates and projections due to certain risk factors discussed in the Corporation's periodic filings with the Securities and Exchange Commission and other factors.

#### Non-GAAP financial measure

The Corporation has used non-GAAP financial measures in this earnings release. "Adjusted net income (loss)" presented in this release is defined as reported net income (loss) attributable to Hess Corporation excluding items identified as affecting comparability of earnings between periods. "Adjusted income (loss) before income taxes" presented in this release is defined as income (loss) before income taxes excluding items identified as affecting comparability of earnings between periods. "Cash provided by operating activities before changes in operating assets and liabilities" presented in this release is defined as Cash provided by operating activities excluding changes in operating assets and liabilities. Management uses adjusted net income (loss) and adjusted income (loss) before income taxes to evaluate the Corporation's operating performance and believes that investors' understanding of our performance is enhanced by disclosing these measures, which excludes certain items that management believes are not directly related to ongoing operations and are not indicative of future business trends and operations. Management believes that cash provided by operating activities before changes in operating assets and liabilities demonstrates the Corporation's ability to internally fund capital expenditures, pay dividends and service debt. These measures are not, and should not be viewed as, a substitute for U.S. GAAP net income (loss), a reconciliation of reported income (loss) before income taxes (U.S. GAAP) to adjusted net income (loss), a reconciliation of reported income (loss) before income taxes and a reconciliation of net cash provided by (used in) operating activities (U.S. GAAP) to cash provided by operating activities before changes in operating assets and liabilities are provided by (used in) operating activities (U.S. GAAP) to cash provided by operating activities before changes in operating assets and liabilities are provided by (used in) operating activities (U.S. GAAP) to cash provided by operating act

#### Cautionary Note to Investors

We use certain terms in this release relating to resources other than proved reserves, such as unproved reserves or resources. Investors are urged to consider closely the oil and gas disclosures in Hess' Form 10-K, File No. 1-1204, available from Hess Corporation, 1185 Avenue of the Americas, New York, New York 10036 c/o Corporate Secretary and on our website at <u>www.hess.com</u>. You can also obtain this form from the SEC on the EDGAR system.

#### **For Hess Corporation**

Investor Contact: Jay Wilson (212) 536-8940

#### Media Contact: Patrick Scanlan Sard Verbinnen & Co (212) 687-8080

	(IN MILLIONS)					
		Fourth	Fourth			Third
		Quarter		Quarter		Quarter
		 2017		2016		2017
Income Statement						
Revenues and non-operating income						
Sales and other operating revenues		\$ 1,663	\$	1,388	\$	1,348
Gains (losses) on asset sales, net		(362)		(4)		274
Other, net		(5)		2		22
Total revenues and non-operating income		 1,296		1,386		1,644
Costs and expenses						
Marketing, including purchased oil and gas		476		375		338
Operating costs and expenses		359		568		352
Production and severance taxes		31		27		27
Exploration expenses, including dry holes and lease impairment		356		1,033		40
General and administrative expenses		125		105		113
Interest expense		80		84		79
Loss on debt extinguishment		—		68		—
Depreciation, depletion and amortization		646		768		759
Impairment		1,700		67		2,503
Total costs and expenses		 3,773		3,095		4,211
Income (loss) before income taxes		(2,477)		(1,709)		(2,567)
Provision (benefit) for income taxes		158		3,189		(1,974)
Net income (loss)		(2,635)		(4,898)		(593)
Less: Net income (loss) attributable to noncontrolling interests		42		(6)		31
Net income (loss) attributable to Hess Corporation		 (2,677)		(4,892)		(624)
Less: Preferred stock dividends		12		11		11
Net income (loss) attributable to Hess Corporation common stock	nolders	\$ (2,689)	\$	(4,903)	\$	(635)

	Year Ended December 31,				
	 2017				
Income Statement					
Revenues and non-operating income					
Sales and other operating revenues	\$ 5,466	\$	4,762		
Gains (losses) on asset sales, net	(86)		23		
Other, net	 25		59		
Total revenues and non-operating income	 5,405		4,844		
Costs and expenses					
Marketing, including purchased oil and gas	1,267		1,063		
Operating costs and expenses	1,445		1,880		
Production and severance taxes	119		101		
Exploration expenses, including dry holes and lease impairment	507		1,442		
General and administrative expenses	434		415		
Interest expense	325		338		
Loss on debt extinguishment	—		148		
Depreciation, depletion and amortization	2,883		3,244		
Impairment	 4,203		67		
Total costs and expenses	 11,183		8,698		
Income (loss) before income taxes	(5,778)		(3,854)		
Provision (benefit) for income taxes	(1,837)		2,222		
Net income (loss)	(3,941)		(6,076)		
Less: Net income (loss) attributable to noncontrolling interests	133		56		
Net income (loss) attributable to Hess Corporation	(4,074)		(6,132)		
Less: Preferred stock dividends	46		41		
Net income (loss) attributable to Hess Corporation common stockholders	\$ (4,120)	\$	(6,173)		

December 31,					
	2017		2016		
\$	4 847	\$	2,732		
¥	,	Ŧ	1,544		
	,		23,595		
	763		750		
\$	23,112	\$	28,621		
¢	580	¢	112		
Ψ		Ψ	2,139		
	,		6,694		
			4,085		
			16,238		
			(1,704		
	· · ·		1,057		
\$		\$	28,621		
		ber 31,			
	2017		2016		
\$	5,997	\$	6,073		
			733		
\$	6,977	\$	6,806		
	Decemt	ner 31			
	Decemb	oer 31,	2016		
	Decemt	oer 31,	2016		
	\$	$ \begin{array}{r} 2017 \\  & 4,847 \\  & 1,310 \\  & 16,192 \\  & 763 \\  & 763 \\  & $ 23,112 \\  & $ 580 \\  & 1,855 \\  & 6,397 \\  & 1,926 \\  & 11,737 \\  & (686) \\  & 1,303 \\  & $ 23,112 \\  & \hline \\  & \hline$	$ \begin{array}{c ccccccccccccccccccccccccccccccccccc$		

(IN MILLIONS)	-					
	Ç	=ourth Quarter		Fourth Quarter	Q	Third Juarter
Cook Flow Information		2017		2016		2017
Cash Flow Information						
Cash Flows from Operating Activities						
Net income (loss)	\$	(2,635)	\$	(4,898)	\$	(593)
Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities						. ,
(Gains) losses on asset sales, net		362		4		(274)
Depreciation, depletion and amortization		646		768		759
Impairment		1,700		67		2,503
Exploratory dry hole costs		268		830		_
Exploration lease and other impairment		22		112		7
Stock compensation expense		21		4		21
Non-cash (gains) losses on commodity derivatives, net		54		_		13
Provision (benefit) for deferred income taxes and other tax accruals		54		3,173		(2,008)
Loss on debt extinguishment				68		
Cash provided by operating activities before changes in operating assets and liabilities		492		128		428
Changes in operating assets and liabilities		(149)		198		(340)
Net cash provided by (used in) operating activities		343		326		88
Cash Flows from Investing Activities						
Additions to property, plant and equipment - E&P		(513)		(399)		(489)
Additions to property, plant and equipment - Midstream		(41)		(88)		(24)
Proceeds from asset sales, net of cash sold		2,513		60		604
Other, net				3		(1)
Net cash provided by (used in) investing activities		1,959		(424)	-	90
		1		/		
Cash Flows from Financing Activities						
Net borrowings (repayments) of debt with maturities of 90 days or less		(168)		57		11
Debt with maturities of greater than 90 days		( )				
Borrowings		800		_		
Repayments		(352)		(649)		(30)
Common stock acquired and retired		(110)		`_´		`_´
Cash dividends paid		(90)		(90)		(91)
Noncontrolling interests, net		(35)		(23)		(33)
Other, net		(26)		6		(1)
Net cash provided by (used in) financing activities		19	_	(699)	_	(144)
Net Increase (Decrease) in Cash and Cash Equivalents		2,321		(797)		34
Cash and Cash Equivalents at Beginning of Period		2,526		3,529		2,492
Cash and Cash Equivalents at End of Period	\$	4,847	\$	2,732	\$	2,526
	<u> </u>	<u> </u>		<u> </u>	_	
Additions to Property, Plant and Equipment included within Investing Activities:						
Capital expenditures incurred	\$	(547)	\$	(409)	\$	(553)

1	Λ
	4

(7)

\$

(554)

\$

(78)

(487)

\$

40

(513)

Increase (decrease) in related liabilities

Additions to property, plant and equipment

Year Ended December 31,

2016

2017

**Cash Flow Information** 

Cash flows From Operating Activities				
Net income (loss)	\$	(3,941)	\$	(6,076)
Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities				
(Gains) losses on asset sales, net		86		(23)
Depreciation, depletion and amortization		2,883		3,244
Impairment		4,203		67
Exploratory dry hole costs		268		1,064
Exploration lease and other impairment		44		145
Stock compensation expense		86		73
Non-cash (gains) losses on commodity derivatives, net		97		
Provision (benefit) for deferred income taxes and other tax accruals		(2,001)		2,200
Loss on debt extinguishment		_		148
Cash provided by operating activities before changes in operating assets and liabilities		1,725		842
Changes in operating assets and liabilities		(780)		(47)
Net cash provided by (used in) operating activities		945		795
		0.10		
Cash Flows from Investing Activities				
Additions to property, plant and equipment - E&P		(1,788)		(1,974)
Additions to property, plant and equipment - Midstream		(149)		(277)
Proceeds from asset sales, net of cash sold		3,296		140
Other, net		(1)		21
Net cash provided by (used in) investing activities		1,358		(2,090)
Cook Flows from Financing Activities				
Cash Flows from Financing Activities		(150)		40
Net borrowings (repayments) of debt with maturities of 90 days or less		(153)		43
Debt with maturities of greater than 90 days		000		1 400
Borrowings		800		1,496
Repayments		(459)		(1,455)
Proceeds from issuance of Hess Midstream Partnership LP units		366		
Proceeds from issuance of preferred stock		—		557
Proceeds from issuance of common stock				1,087
Common stock acquired and retired		(110)		
Cash dividends paid		(363)		(350)
Noncontrolling interests, net		(243)		(23)
Other, net		(26)		(44)
Net cash provided by (used in) financing activities		(188)		1,311
Net Increase (Decrease) in Cash and Cash Equivalents		2,115		16
Cash and Cash Equivalents at Beginning of Year		2,732		2.716
Cash and Cash Equivalents at End of Year	\$	4,847	\$	2,732
Cash and Cash Equivalents at EIIU 01 16a	φ	4,047	φ	2,132

Capital expenditures incurred \$ (1.973) \$	(1.921)
	(1,921)
Increase (decrease) in related liabilities 36	(330)
Additions to property, plant and equipment \$ (1,937) \$	(2,251)

	.10143)							
	F	ourth	th Fourth		Third			
	Qı	Quarter		Quarter Quarter		uarter	Quarter	
	2	2017	2	2016		2017		
pital and Exploratory Expenditures								
E&P Capital and exploratory expenditures								
United States								
Bakken	\$	200	\$	99	\$	186		
Other Onshore		5		2		8		
Total Onshore		205		101		194		
Offshore		162		171		191		
Total United States		367		272		385		
Europe		51		2		34		
Africa				3		13		
Asia and other		150		134		126		
E&P Capital and exploratory expenditures	\$	568	\$	411	\$	558		
Total exploration expenses charged to income included above	\$	67	\$	91	\$	32		
	<u></u>				-			
Midstream Capital expenditures	\$	46	\$	89	\$	27		

	Year Ended December 31,				
	2017	2016			

## Capital and Exploratory Expenditures

## E&P Capital and exploratory expenditures

United States		
Bakken	\$ 624	\$ 429
Other Onshore	 30	46
Total Onshore	654	475
Offshore	 702	735
Total United States	1,356	1,210
Europe	 142	 65
Africa	30	10
Asia and other	519	 586
E&P Capital and exploratory expenditures	\$ 2,047	\$ 1,871
Total exploration expenses charged to income included above	\$ 195	\$ 233
Midstream Capital expenditures	\$ 121	\$ 283

	Fourth Quarter 2017						
Income Statement	Unite	ed States	Inter	national		Total	
Total revenues and non-operating income							
Sales and other operating revenues	\$	1,064	\$	599	\$	1,663	
Gains (losses) on asset sales, net	Ŷ	(5)	¥	(364)	Ŷ	(369)	
Other, net		(4)		(10)		(14)	
Total revenues and non-operating income		1,055		225		1,280	
Costs and expenses							
Marketing, including purchased oil and gas (a)		477		12		489	
Operating costs and expenses		159		155		314	
Production and severance taxes		30		1		31	
Midstream tariffs		144		_		144	
Exploration expenses, including dry holes and lease impairment		39		317		356	
General and administrative expenses		52		9		61	
Depreciation, depletion and amortization		453		163		616	
Impairment		1,700		_		1,700	
Total costs and expenses		3,054		657		3,711	
Results of operations before income taxes		(1,999)		(432)		(2,431)	
Provision (benefit) for income taxes		(10)		171		161	
Net income (loss) attributable to Hess Corporation	\$	(1,989) (b)	\$	(603) (c)	\$	(2,592)	
			-				
Income Statement	Unite	ed States		uarter 2016 national		Total	
Total revenues and non-operating income							
Sales and other operating revenues	\$	942	\$	445	\$	1,387	
Other, net		(8)		(3)		(11)	
Total revenues and non-operating income		934		442		1,376	
Costs and expenses							
Marketing, including purchased oil and gas (a)		350		41		391	
Operating costs and expenses		315		195		510	
Production and severance taxes		26		1		27	
Midstream tariffs		148		_		148	
Exploration expenses, including dry holes and lease impairment		41		992		1,033	
General and administrative expenses		55		2		57	
Depreciation, depletion and amortization		471		261		732	
Total costs and expenses		1,406		1,492		2,898	
Results of operations before income taxes		(472)		(1,050)		(1,522)	
Provision (benefit) for income taxes		969 (d)		1,458 (d)		2,427	
Net income (loss) attributable to Hess Corporation	\$	(1,441)	\$	(2,508)	\$	(3,949)	

(a) Includes amounts charged from the Midstream segment.

(b) After-tax results from crude oil hedging activities included \$25 million of option premium amortization for contracts expiring in the quarter, and unrealized losses of \$27 million.

(c) After-tax results from crude oil hedging activities included \$5 million of option premium amortization for contracts expiring in the quarter, and unrealized gains of \$3 million.

(d) Includes charges of \$1,144 million (U.S.) and \$1,776 million (International) to establish valuation allowances against net deferred tax assets.

			Thire	d Quarter 2017			
Income Statement	United	d States	li	nternational		Total	
Total revenues and non-operating income							
Sales and other operating revenues	\$	901	\$	446	\$	1,347	
Gain on asset sales, net		330		—		330	
Other, net		(5)		20		15	
Total revenues and non-operating income		1,226		466		1,692	
Costs and expenses							
Marketing, including purchased oil and gas (a)		337		14		351	
Operating costs and expenses		148		162		310	
Production and severance taxes		26		1		27	
Midstream tariffs		140		_		140	
Exploration expenses, including dry holes and lease impairment		16		24		40	
General and administrative expenses		55		_		55	
Depreciation, depletion and amortization		437		272		709	
Impairment				2,503		2,503	
Total costs and expenses		1,159		2,976		4,135	
Results of operations before income taxes		67		(2,510)		(2,443)	
Provision (benefit) for income taxes		2		(1,971)		(1,969)	
Net income (loss) attributable to Hess Corporation	\$	65	(b)\$	(539) (0	c)\$	(474)	

(a) Includes amounts charged from the Midstream segment.

(b) After-tax results from crude oil hedging activities included \$7 million of option premium amortization, net of settlement proceeds, for contracts settling in the quarter, and unrealized gains of \$8 million.
 (c) After-tax results from crude oil hedging activities included a gain of \$1 million of option premium amortization, net of settlement proceeds, for contracts

(c) After-tax results from crude oil hedging activities included a gain of \$1 million of option premium amortization, net of settlement proceeds, for contracts settling in the quarter, and unrealized gains of \$4 million.

	Year Ended December 31, 2017					
Income Statement	Unit	ed States	International			Total
Total revenues and non-operating income						
Sales and other operating revenues	\$	3,686	\$	1.774	\$	5,460
Gains (losses) on asset sales, net	•	325	+	(364)	•	(39)
Other, net		(19)		21		2
Total revenues and non-operating income		3,992		1,431		5,423
Costs and expenses						
Marketing, including purchased oil and gas (a)		1,354		(19)		1,335
Operating costs and expenses		652		598		1,250
Production and severance taxes		116		3		119
Midstream tariffs		543				543
Exploration expenses, including dry holes and lease impairment		106		401		507
General and administrative expenses		208		17		225
Depreciation, depletion and amortization		1,819		917		2,736
Impairment		1,700		2,503		4,203
Total costs and expenses		6,498		4,420		10,918
Results of operations before income taxes		(2,506)		(2,989)		(5,495
Provision (benefit) for income taxes		(31)		(1,811)		(1,842
Net income (loss) attributable to Hess Corporation	\$	(2,475) (	b)\$	(1,178) (0	c)\$	(3,653)
		Year	Ended D	December 31, 2	016	
Income Statement	Unit	ed States		ernational		Total
Total revenues and non-operating income						
Sales and other operating revenues	\$	3,078	\$	1,677	\$	4,755
Gains on asset sales, net		27		_		27
Other, net		(12)		28		16
Total revenues and non-operating income		3,093		1,705		4,798
Costs and expenses						
Marketing, including purchased oil and gas (a)		1,023		105		1,128
Operating costs and expenses		920		742		1,662
Production and severance taxes		94		7		101
Midstream tariffs		497		_		497
Exploration expenses, including dry holes and lease impairment		342		1,100		1,442
General and administrative expenses		215		17		232
Depreciation, depletion and amortization		2,012		1,101		3,113
Total costs and expenses		5,103		3,072		8,175
Results of operations before income taxes		(2,010)		(1,367)		(3,377
Provision (benefit) for income taxes		385 (	d)	1,202 (0	d)(b	1,587
Net income (loss) attributable to Hess Corporation	\$	(2,395)	\$	(2,569)	\$	(4,964)

(a) Includes amounts charged from the Midstream segment.

(b) After-tax results from crude oil hedging activities included \$31 million of option premium amortization, net of settlement proceeds, for contracts settling in the year, and unrealized losses of \$26 million.

(c) After-tax results from crude oil hedging activities included \$2 million of option premium amortization, net of settlement proceeds, for contracts settling in the year.

(d) Includes charges of \$1,144 million (U.S.) and \$1,776 million (International) to establish valuation allowances against net deferred tax assets.

<u> Net Production Per Day (in thousands)</u>	Fourth Quarter 2017	Fourth Quarter 2016	Third Quarter 2017
Crude oil - barrels			
United States			
Bakken	69	62	63
Other Onshore (a)	2	8	4
Total Onshore	71	70	67
Offshore	30	45	43
Total United States	101	115	110
Europe (b)	27	37	25
Africa (c) (d)	35	32	39
Asia	3	2	2
Total	166	186	176
Natural gas liquids - barrels United States			
Bakken	30	24	29
Other Onshore (a)	6	10	8
Total Onshore	36	34	37
Offshore	4	5	5
Total United States	40	39	42
Europe (b)	1	1	1
Total	41	40	43
Natural gas - mcf United States			
Bakken	66	52	63
Other Onshore	77	123	85
Total Onshore	143	175	148
Offshore	34	68	69
Total United States	177	243	217
Europe (b)	30	45	29
Asia and other	349	224	306
Total	556	512	552
Barrels of oil equivalent	300	311	311

(a) The Corporation sold its Permian assets in August 2017. Production was 7,000 boepd in the fourth quarter of 2016 and 3,000 boepd in the third quarter of 2017.

(b) The Corporation sold its Norway assets in December 2017. Production was 24,000 boepd in the fourth quarter of 2017, 32,000 boepd in the fourth quarter of 2016 and 20,000 boepd in the third quarter of 2017.

(c) The Corporation sold its Equatorial Guinea assets in November 2017. Production was 17,000 boepd in the fourth quarter of 2017, 28,000 boepd in the fourth quarter of 2016 and 27,000 boepd in the third quarter of 2017.

(d) Production from Libya recommenced in the fourth quarter of 2016. Production was 18,000 boepd in the fourth quarter of 2017, 4,000 bopd in the fourth quarter of 2016 and 12,000 bopd in the third quarter of 2017.

	Year Ended De	ember 31,		
	2017	2016		
<u>Production Per Day (in thousands)</u>				
Crude oil - barrels				
United States				
Bakken	67			
Other Onshore (a)	6			
Total Onshore	73			
Offshore	39			
Total United States	112	1		
Europe (b)	28			
Africa (c) (d)	35			
Asia	2			
Total	177	1		
Natural gas liquids - barrels United States				
Bakken	28			
Other Onshore (a)	8			
Total Onshore	36			
Offshore	5			
Total United States	41			
Europe (b)	1			
Total	42			
Natural gas - mcf				
United States	<u>.</u>			
Bakken	62			
Other Onshore	92			
Total Onshore	154			
Offshore	57			
Total United States	211	2		
Europe (b)	33			
Asia and other	276			
Total	520			
Barrels of oil equivalent	306	3		

(a) The Corporation sold its Permian assets in August 2017. Production was 4,000 boepd for the year ended December 31, 2017 and 7,000 boepd for the year ended December 31, 2016.

(b) The Corporation sold its Norway assets in December 2017. Production was 24,000 boepd for the year ended December 31, 2017 and 28,000 boepd for the year ended December 31, 2016.

The Corporation sold its Equatorial Guinea assets in November 2017. Production was 25,000 boepd for the year ended December 31, 2017 and 33,000 (C) boepd for the year ended December 31, 2016.

Production from Libya recommenced in the fourth quarter of 2016. Production was approximately 10,000 bopd for the year ended December 31, 2017 (d) and 1,000 bopd for the year ended December 31, 2016.

<u>Sales Volumes Per Day (in thousands) (a)</u>	Fourth Quarter 2017	Fourth Quarter 2016	Third Quarter 2017
Crude oil - barrels	173	190	172
Natural gas liquids - barrels	41	40	43
Natural gas - mcf	556	512	552
Barrels of oil equivalent	307	315	307
<u>Sales Volumes (in thousands) (a)</u>			
Crude oil - barrels	15,969	17,432	15,897
Natural gas liquids - barrels	3,760	3,666	3,920
Natural gas - mcf	51,346	47,101	50,808
Barrels of oil equivalent	28,287	28,948	28,285
<u>Sales Volumes Per Day (in thousands) (a)</u>		Year Ended Decem	ber 31, 2016
Crude oil - barrels		173	198
Natural gas liquids - barrels		42	44
Natural gas - mcf		520	523
Barrels of oil equivalent		302	329
<u>Sales Volumes (in thousands) (a)</u>			
Crude oil - barrels		63,367	72,462
Natural gas liquids - barrels		15,152	16,055
Natural gas - mcf		190,089	191,482
Barrels of oil equivalent		110,201	120,431

(a) Sales volumes from purchased crude oil, natural gas liquids, and natural gas are not included in the sales volumes reported.

		Fourth Quarter 2017		Fourth Quarter 2016	Third Quarter 2017	
rage Selling Prices						
Crude oil - per barrel (including hedging)						
United States	<b>•</b>	F1 CC	¢	42.82	¢	42.1
Onshore Offshore	\$	51.66	\$	42.82 44.73	\$	42.1
Total United States		52.73 51.98				46.1
				43.57		
Europe		62.10		50.37		53.8
Africa		58.98		49.15		51.6
Asia		61.26		40.96		
Worldwide		55.44		45.97		46.9
Crude oil - per barrel (excluding hedging) United States						
Onshore	\$	54.06	\$	42.82	\$	42.8
Offshore		56.07		44.73		46.
Total United States		54.66		43.57		44.
Europe		63.13		50.37		53.
Africa		59.58		49.15		51.
Asia		61.26		40.96		
Worldwide		57.32		45.97		47.3
Natural gas liquids - per barrel						
United States						
Onshore	\$	21.98	\$	13.70	\$	16.5
Offshore		26.32		18.89		20.4
Total United States		22.42		14.38		17.
Europe		36.98		25.05		26.4
Worldwide		22.78		14.68		17.
Natural gas - per mcf						
United States						
Onshore	\$	1.70	\$	1.99	\$	1.5
Offshore		1.67		2.66		2.2
Total United States		1.69		2.18		1.
Europe		4.99		3.75		4.
Asia and other		4.59		4.30		4.
Worldwide		3.69		3.24		3.



		2017	0ecember 31, 2016	
age Selling Prices		2017		
rude oil - per barrel (including hedging)				
United States				
Onshore	\$	46.04	\$	36.
Offshore		47.34		37
Total United States		46.50		37
Europe		55.03		43
Africa		53.17		41
Asia		56.99		42
Worldwide		49.23		39
rude oil - per barrel (excluding hedging)				
United States				
Onshore	\$	46.76	\$	36
Offshore	Ŷ	48.15	Ψ	37
Total United States		47.25		37
Europe		55.14		43
Africa		53.25		41
Asia		56.99		42
Worldwide		49.75		39
latural gao liquido nor harral				
latural gas liquids - per barrel United States				
Onshore	\$	17.67	\$	g
Offshore	Ф	21.34	Ф	13
Total United States		18.10		9
		29.04		9 19
Europe Worldwide		29.04 18.35		19
wonuwide		18.35		, e
latural gas - per mcf				
United States				
Onshore	\$	1.96	\$	1
Offshore		2.22		1
Total United States		2.03		1
Europe		4.42		3
Asia and other		4.27		5

The following is a summary of the Corporation's outstanding commodity hedging program by calendar year:

	20	2018	
	Brent	West Texas Intermediate	
Outstanding average barrels of oil per day		115,000	
Average monthly ceiling price		\$65	
Average monthly floor price	—	\$50	