# HESS <br> HESS CORPORATION 

## Supplemental Earnings Information

Fourth Quarter 2008
\$ Millions, except per share data
Income (Expense)
Income (Expense)
Net Income (U.S. GAAP)
Net Income (U.S. GAAP)
Exploration and Production
Exploration and Production
Marketing and Refining
Marketing and Refining
Corporate
Corporate
Interest
Interest
Net Income (Loss)
Net Income (Loss)
Net Income (Loss) Per Share (Diluted)
Net Income (Loss) Per Share (Diluted)
Items Affecting Comparability
Items Affecting Comparability
Exploration and Production
Exploration and Production
Marketing and Refining
Marketing and Refining
Corporate
Corporate
Total Items Affecting Comparability
Total Items Affecting Comparability
Adjusted Earnings (a)
Adjusted Earnings (a)
Exploration and Production
Exploration and Production
Marketing and Refining
Marketing and Refining
Corporate
Corporate
Interest
Interest
Adjusted Earnings (Loss)
Adjusted Earnings (Loss)
Adjusted Earnings (Loss) Per Share (Diluted)
Adjusted Earnings (Loss) Per Share (Diluted)
Weighted Average Number of Shares (Diluted)
Weighted Average Number of Shares (Diluted)
(a) "Adjusted Earnings," presented throughout this supplemental earnings information, is defined as reported net income excluding discontinued operations, cumulative effect of changes in accounting principles, and items identified as affecting comparability of earnings between periods. We believe that investors' understanding of our performance is enhanced by disclosing this measure. This measure is not, and should not be viewed as, a substitute for U.S. GAAP net income.

## Items Affecting Comparability Between Periods

(Amounts are after income taxes)

## 4Q 2008

- Exploration and Production - Earnings include charges of $\$ 17$ million related to asset impairments in the U.S. and U.K. North Sea and $\$ 9$ million associated with Hurricanes Gustav and Ike in the Gulf of Mexico.

4Q 2007

- Exploration and Production - Earnings include a charge of $\$ 56$ million related to asset impairments at two mature fields in the U.K. North Sea.
- Marketing and Refining - Results include income of $\$ 24$ million related to the partial liquidation of prior year LIFO inventories.
- Corporate - Expenses include a charge of $\$ 25$ million related to MTBE litigation.

3Q 2008

- None reported.


## Consolidated Adjusted Earnings

\$ Millions

4Q 2008 vs. 4Q 2007


4Q 2008 vs. 3Q 2008


## 4Q 2008 vs. 4Q 2007

- Exploration and Production - The decrease in earnings is primarily due to decreases in crude oil selling prices and sales volumes. Fourth quarter 2008 results include after-tax dry hole costs of $\$ 86$ million, foreign exchange losses of $\$ 84$ million, and net income tax charges of $\$ 20$ million.
- Marketing and Refining - The increase in earnings is primarily due to higher margins.


## 4Q 2008 vs. 3Q 2008

- Exploration and Production - The decrease in earnings is primarily due to decreases in crude oil selling prices. Fourth quarter 2008 results include after-tax dry hole costs of $\$ 86$ million, foreign exchange losses of $\$ 84$ million, and net income tax charges of $\$ 20$ million.
- Marketing and Refining - The decrease in earnings is primarily due to slightly lower margins.


## Worldwide Oil \& Gas Production

(MBOEPD)

4Q 2008 vs. 4Q 2007


|  | 4Q 2007 | 4Q 2008 | Incl(Dec) |
| :---: | :---: | :---: | :---: |
| United States | 60 | 45 | (15) |
| Europe | 137 | 129 | (8) |
| Africa | 121 | 129 | 8 |
| Asia \& Other | 72 | 76 | 4 |
| Total | 390 | 379 | (11) |

4Q 2008 vs. 3Q 2008


|  | 3Q 2008 | 4Q 2008 | Inc/(Dec) |
| :---: | :---: | :---: | :---: |
| United States | 53 | 45 | (8) |
| Europe | 120 | 129 | 9 |
| Africa | 121 | 129 | 8 |
| Asia \& Other | 67 | 76 | 9 |
| Total | 361 | 379 | 18 |

## Capital \& Exploratory Expenditures

\$ Millions

|  |  |  |  | Full Year |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 2007 |  | 2008 |  |
| \$5,000 |  | \$187 | Exploration \& Produc |  |  |  |  |
| \$4,500 |  | \$4,641 | United States | \$ | 1,603 | \$ | 2,164 |
| \$4,000 | \$140 |  | International |  | 2,183 |  | 2,477 |
| \$3,500 | \$3,786 |  | Total E\&P |  | 3,786 |  | 4,641 |
| \$3,000 |  |  | Marketing, Refining \& Corporate |  | 140 |  | 187 |
| \$2,500 |  |  |  |  |  |  |  |
| \$2,000 |  |  |  |  |  |  |  |
| \$1,500 |  |  | Exploration expenses |  |  |  |  |
| \$1,000 |  |  | included above: <br> United States | \$ | 192 | \$ | 211 |
| \$500 |  |  | International |  | 156 |  | 179 |
| \$0 |  |  |  | \$ | 348 | \$ | 390 |
| 20072008 |  |  |  |  |  |  |  |



## Exploration and Production Adjusted Earnings

## \$ Millions

4Q 2008 vs. 4Q 2007


| 4Q | Price | Sales <br> Volume | Costs | Other |
| :---: | :---: | :---: | :---: | :---: |
| 2007 |  |  | 2008 |  |

4Q 2008 vs. 3Q 2008


| 3Q | Price | Sales <br> Volume | Costs | Other |
| :---: | :---: | :---: | :---: | :---: |
| 2008 |  |  | 4Q |  |
| 2008 |  |  |  |  |


|  | 4Q 2007 |  |  | 4Q 2008 |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Incl(Dec) |  |  |  |  |  |
| United States | $\$$ | 69 |  | $\$$ | $(44)$ |  |


|  | 3Q 2008 |  | 4Q 2008 |  | Inc/(Dec) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| United States | \$ | 110 | \$ | (44) | \$ | (154) |
| International |  | 589 |  | (55) |  | (644) |
| Total | \$ | 699 | \$ | (99) | \$ | (798) |

## Marketing and Refining Adjusted Earnings

\$ Millions

4Q 2008 vs. 4Q 2007


|  | 4Q 2007 |  | 4Q 2008 |  | Inc/(Dec) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Refining | \$ | 27 | \$ | 27 | \$ |  |
| Marketing |  | (5) | \$ | 138 |  | 143 |
| Trading |  | (15) |  | (13) |  | 2 |
| Total | \$ | 7 | \$ | 152 | \$ | 145 |



4Q 2008 vs. 3Q 2008

