# **Supplemental Earnings Information**





First Quarter 2019



# **OPERATING RESULTS**

# Reported Net Income (Loss), Items Affecting Comparability & Adjusted Net Income (Loss) by Operating Activity



\$ In Millions, Except Per Share Data	1Q 2019	:	1Q 2018	2	4Q 2018
Net Income (Loss) Attributable to Hess Corporation (U.S. GAAP)					
Exploration and Production	\$ 109	\$	(25)	\$	(5)
Midstream	37		28		32
Corporate and Other	(31)		(21)		53
Interest	(83)		(88)		(84)
Net income (loss) attributable to Hess Corporation	\$ 32	\$	(106)	\$	(4)
Net income (loss) per common share (diluted)*	\$ 0.09	\$	(0.38)	\$	(0.05)
Items Affecting Comparability of Earnings - Income (Expense)					
Exploration and Production	\$ -	\$	(37)	\$	-
Midstream	-		-		-
Corporate and Other	-		3		73
Total items affecting comparability of earnings between periods	\$ _	\$	(34)	\$	73

<sup>\*</sup> Calculated as net income (loss) attributable to Hess Corporation less preferred stock dividends, divided by weighted average number of diluted shares.

# Reported Net Income (Loss), Items Affecting Comparability & Adjusted Net Income (Loss) by Operating Activity (Cont'd)



\$ In Millions, Except Per Share Data	1Q 2019	:	1Q 2018	4Q 2018
Adjusted Net Income (Loss)*			_	
Exploration and Production	\$ 109	\$	12	\$ (5)
Midstream	37		28	32
Corporate and Other	(31)		(24)	(20)
Interest	 (83)		(88)	 (84)
Adjusted net income (loss) attributable to Hess Corporation	\$ 32	\$	(72)	\$ (77)
Adjusted net income (loss) per common share (diluted)**	\$ 0.09	\$	(0.27)	\$ (0.31)
Weighted average number of common shares outstanding (diluted) [in millions]	299.7		309.5	 291.5

<sup>\*</sup> The Corporation has used a non-GAAP financial measure in this supplemental earnings information. "Adjusted Net Income (Loss)" presented throughout this supplemental information is defined as reported net income (loss) attributable to Hess Corporation excluding items identified as affecting comparability of earnings between periods. Management uses adjusted net income (loss) to evaluate the Corporation's operating performance and believes that investors' understanding of our performance is enhanced by disclosing this measure, which excludes certain items that management believes are not directly related to ongoing operations and are not indicative of future business trends and operations. This measure is not, and should not be viewed as, a substitute for U.S. GAAP net income (loss).

<sup>\*\*</sup> Calculated as adjusted net income (loss) attributable to Hess Corporation less preferred stock dividends, divided by weighted average number of diluted shares.

## Items Affecting Comparability of Earnings Between Periods



(Amounts, After Income Taxes)

#### 1Q 2018

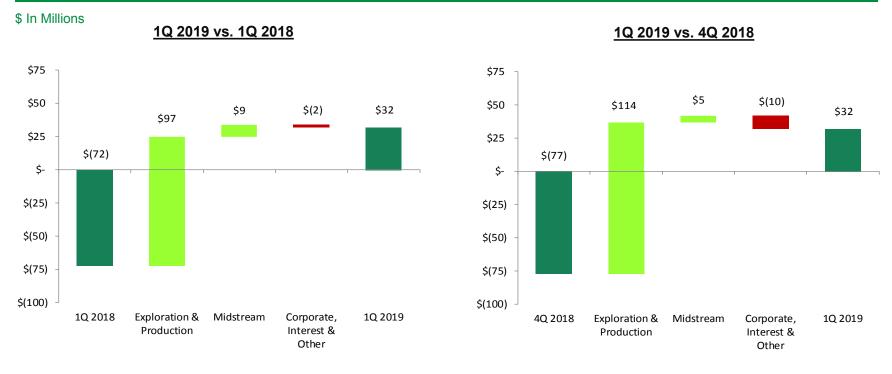
- Exploration and Production Results included:
  - A severance charge of \$37 million related to a cost reduction program.
- Midstream None.
- Corporate and Other Results included:
  - A charge of \$27 million related to the premium paid for the retirement of debt.
  - As required under accounting standards' intraperiod allocation rules, the Corporation recognized a noncash income tax benefit of \$30 million which offsets a \$30 million noncash income tax charge recorded in other comprehensive income resulting from a reduction in the Corporation's pension liabilities.

#### 4Q 2018

- Exploration and Production None.
- Midstream None.
- Corporate and Other Results included:
  - As required under accounting standards' intraperiod allocation rules, the Corporation recognized a noncash income tax benefit of \$73 million which offsets a \$73 million noncash income tax charge recorded in other comprehensive income resulting from changes in fair value of the Corporation's 2019 crude oil hedging program.

## **Consolidated Adjusted Net Income (Loss)**





					Inc	cr. /						Ind	cr. /
	1Q	2019	1Q	2018	(De	ecr.)		1Q	2019	4Q	2018	(De	ecr.)
Exploration and Production	\$	109	\$	12	\$	97	Exploration and Production	\$	109	\$	(5)	\$	114
Midstream		37		28		9	Midstream		37		32		5
Corporate, Interest and Other		(114)		(112)		(2)	Corporate, Interest and Other		(114)		(104)		(10)
Adjusted net income (loss) attributable to Hess Corporation	\$	32	\$	(72)	\$	104	Adjusted net income (loss) attributable to Hess Corporation	\$	32	\$	(77)	\$	109

## **Analysis of Consolidated Adjusted Net Income (Loss)**



#### 1Q 2019 vs. 1Q 2018

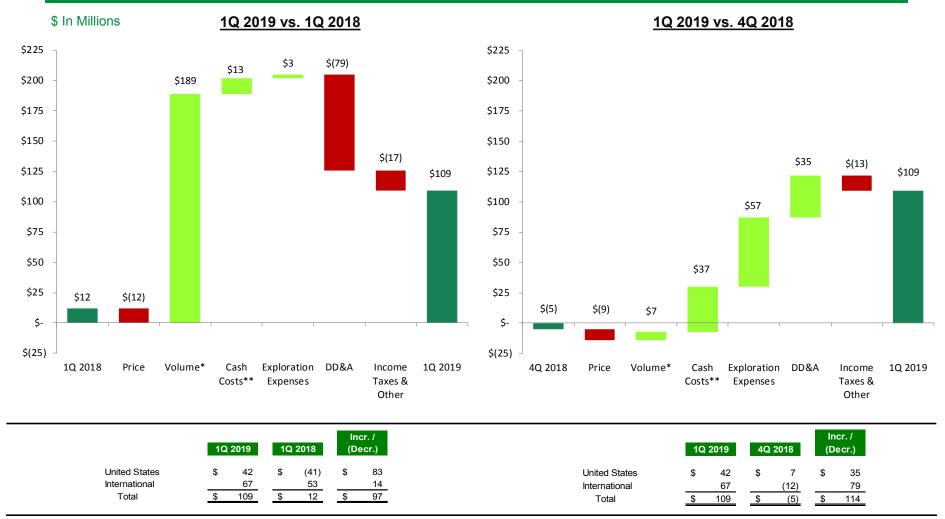
- **Exploration and Production** The increase in earnings primarily reflects higher U.S. crude oil production, partially offset by lower realized crude oil prices and higher depreciation, depletion and amortization expense.
- Midstream Excluding a change in income tax allocations, there were no significant variances.
- Corporate and Other The increase in corporate and other costs was primarily due to lower interest income.
- Interest Interest expense decreased primarily due to higher capitalized interest.

#### 1Q 2019 vs. 4Q 2018

- **Exploration and Production** The increase in earnings primarily reflects lower exploration expenses, cash costs, and depreciation, depletion and amortization expense.
- Midstream Excluding a change in income tax allocations, the decrease in earnings was due to lower income
  allocated to noncontrolling interests in the fourth quarter.
- Corporate and Other The increase in corporate and other costs was primarily due to higher professional fees.
- Interest No significant changes.

## **Exploration and Production - Adjusted Net Income (Loss)**





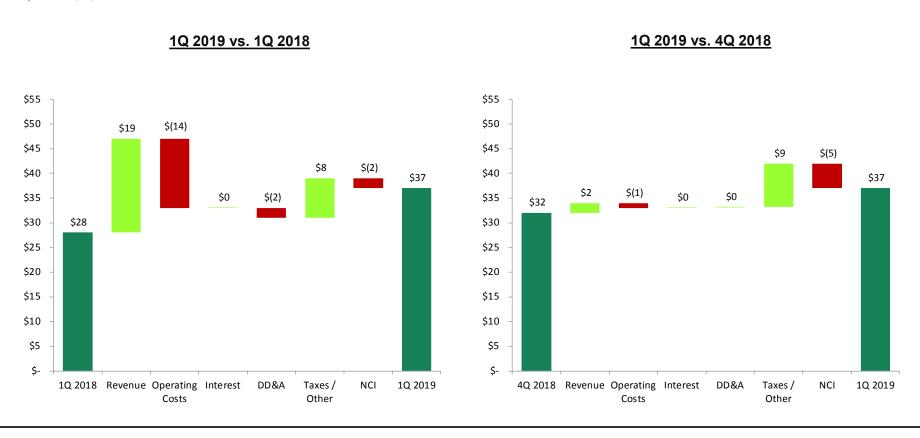
<sup>\*</sup> Includes associated Marketing, including purchased oil and gas.

<sup>\*\*</sup> Cash costs include Operating costs and expenses, Production and severance taxes, and E&P general and administrative expenses.

# Midstream - Adjusted Net Income

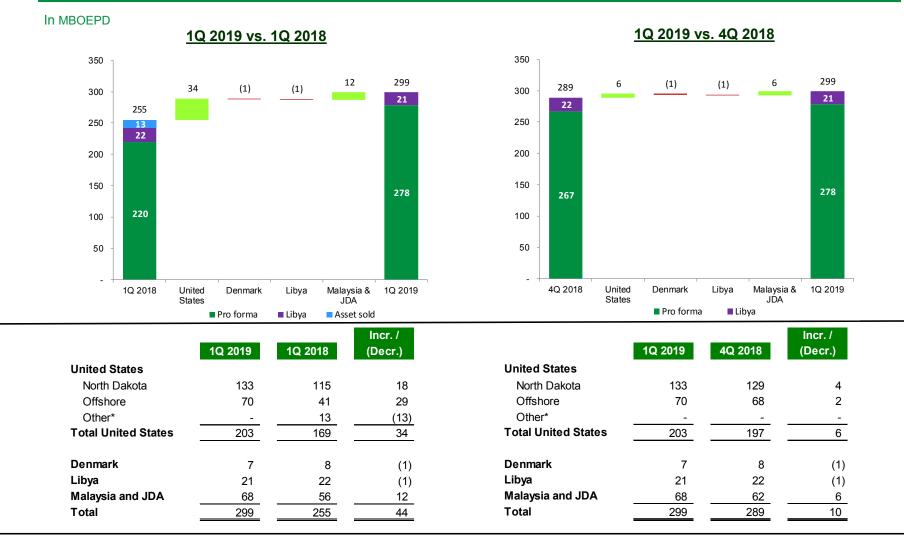


#### \$ In Millions



#### **Worldwide Oil & Gas Production**



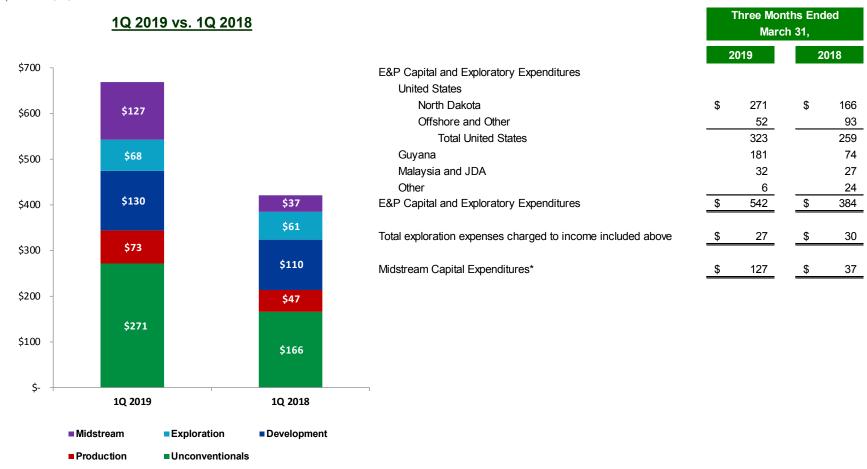


<sup>\*</sup> Represents Utica asset, which was sold in August 2018.

## **Capital and Exploratory Expenditures**



#### \$ In Millions



<sup>\*</sup> First quarter 2019 includes \$99 million related to purchase of crude oil, gas and water gathering assets.



# **FINANCIAL INFORMATION**

# **Consolidating Income Statement - 1Q 2019**



\$ In Millions, Except Unit Costs Data	Three Months Ended March 31, 2019										
¥	-	oration & oduction	Mids	stream		rporate, st & Other	Elin	ninations	_	solidated Total	
		Α		В		С		D	A + I	3 + C + D	
Revenue and Non-Operating Income											
Sales and other operating revenues	\$	1,572	\$	190	\$	-	\$	(190)	\$	1,572	
Other, net		20		-		7				27	
Total revenues and non-operating income		1,592		190		7		(190)		1,599	
Costs and Expenses											
Marketing, including purchased oil and gas		434		-		-		(26)		408	
Operating costs and expenses		213		55		-		(2)		266	
Production and severance taxes		39		-		-		-		39	
Midstream tariffs		162		-		-		(162)		-	
Exploration expenses, including dry holes and lease impairment		34		-		-		-		34	
General and administrative expenses		42		6		39		-		87	
Interest expense		-		15		83		-		98	
Depreciation, depletion and amortization		464		34		<u> </u>				498	
Total costs and expenses		1,388		110		122		(190)		1,430	
Adjusted Income (Loss) Before Income Taxes		204		80		(115)	·	-		169	
Provision (benefit) for income taxes		95		-		(1)		-		94	
Adjusted Net Income (Loss)		109		80		(114)	·	-		75	
Less: Net income (loss) attributable to noncontrolling interests		-		43		-		-		43	
Adjusted Net Income (Loss) Attributable to Hess Corporation <sup>(1)</sup>	\$	109	\$	37	\$	(114)	\$	-	\$	32	
Items affecting comparability of earnings (after tax) <sup>(1)</sup>		-		-		-		-		-	
Net Income (Loss) Attributable to Hess Corporation <sup>(1)</sup>	\$	109	\$	37	\$	(114)	\$	-	\$	32	
Exploration & Production Unit Costs (\$/boe) <sup>(2)</sup>											
Cash Costs <sup>(3)</sup>	\$	11.00									
DD&A Costs	*	17.25	' '	·		ling non-GAAP f					
Production Costs	\$	28.25	, ,			ing comparability		-			
Production Volumes (mmboe) <sup>(4)</sup>		26.9		n costs include and administrat			ses, Prod	uction and severa	ance taxes	s, and	
Midstream			(4) - mmb	oce represents	millions of	barrels of oil equ	ivalent.				
EBITDA <sup>(5)</sup>	\$	129						s plus interest ex cting comparabili			

# **Consolidating Income Statement - 1Q 2018**



\$ In Millions, Except Unit Costs Data			Three Mo	onths Er	nded March	1 31, 20	)18		
, in minorio, Except etik eeste Baka	Exploration & Production		stream		porate, st & Other	Elir	minations		solidated Total
	Α		В		С		D	A + E	B + C + D
Revenue and Non-Operating Income									
Sales and other operating revenues	\$ 1,346	\$	167	\$	-	\$	(167)	\$	1,346
Gains (losses) on asset sales, net	2		-		5		-		7
Other, net	15		1		21				37
Total revenues and non-operating income	1,363		168		26		(167)		1,390
Costs and Expenses									
Marketing, including purchased oil and gas	374		-		-		(16)		358
Operating costs and expenses	228		41		-		-		269
Production and severance taxes	39		-		-		-		39
Midstream tariffs	151		-		-		(151)		-
Exploration expenses, including dry holes and lease impairment	37		-		-		-		37
General and administrative expenses	42		3		50		-		95
Interest expense	-		15		88		-		103
Depreciation, depletion and amortization	 385		31		1				417
Total costs and expenses	 1,256		90		139		(167)		1,318
Adjusted Income (Loss) Before Income Taxes	107		78		(113)		-		72
Provision (benefit) for income taxes	 95		9		(1)				103
Adjusted Net Income (Loss)	12		69	•	(112)		-		(31)
Less: Net income (loss) attributable to noncontrolling interests	-		41		-				41
Adjusted Net Income (Loss) Attributable to Hess Corporation <sup>(1)</sup>	\$ 12	\$	28	\$	(112)	\$	-	\$	(72)
Items affecting comparability of earnings (after tax) <sup>(1)</sup>	(37)		-		3		-		(34)
Net Income (Loss) Attributable to Hess Corporation <sup>(1)</sup>	\$ (25)	\$	28	\$	(109)	\$	_	\$	(106)
Exploration & Production Unit Costs (\$/boe)(2)									
Cash Costs <sup>(3)</sup>	\$ 13.46	(1) - See	footnote on pag	ge 3 regard	ing non-GAAP f	inancial n	neasures.		
DD&A Costs	16.77	(2) - Unit	costs exclude i	tems affect	ing comparability	y of earni	ngs.		
Production Costs	\$ 30.23					ses, Prod	duction and severa	ance taxes	s, and
Production Volumes (mmboe) <sup>(4)</sup>	 23.0		and administrat	•	es. parrels of oil equ	ivalent.			
<u>Midstream</u>							s plus interest ex		
EBITDA <sup>(5)</sup>	\$ 123	depreciati other, net		and amortiz	ation. Excludes	items affe	cting comparabili	ty of earnii	ngs, and



# **OTHER INFORMATION**

# **2019 Guidance to Investors**



	GUIDA	NCE <sup>(1)</sup>	ACTUAL
	Full Year	2Q	1Q
Production - Thousand Barrels of Oil Equivalent Per Day (MBOEPD)			
Total - excluding Libya	270 - 280	270 - 280	278
Bakken	135 - 145	135 - 140	130
Unit Cost - \$ Per Barrel of Oil Equivalent (\$/BOE) <sup>(2)</sup>			
Cash Costs	\$13.00 - \$14.00	\$13.00 - \$14.00	\$11.54
DD&A	\$18.00 - \$19.00	\$18.00 - \$19.00	\$18.37
Total Production Costs	\$31.00 - \$33.00	\$31.00 - \$33.00	\$29.91
Exploration Expenses, Excluding Dry Hole Costs (\$ Millions)	\$200 - \$220	\$45 - \$55	\$34
Midstream Tariff (\$ Millions)	\$750 - \$775	~\$170	\$162
Exploration and Production Effective Tax Rate Expense, excluding Libya <sup>(3)</sup>	0% - 4%	5% - 9%	2%
Exploration and Production Capital and Exploratory Expenditures (\$ Millions)	\$2,900	\$750	\$542
Noncash Crude Oil Hedging Premium Amortization (\$ Millions)	~\$115	~\$29	\$29
Other (\$ Millions)			
Corporate Expenses	\$105 - \$115	\$25 - \$30	\$31
Interest Expenses	\$315 - \$325	\$80 - \$85	\$83
Midstream Net Income Attributable to Hess Corporation	\$170 - \$180	~\$35	\$37

<sup>(1)</sup> All guidance excludes "items affecting comparability".

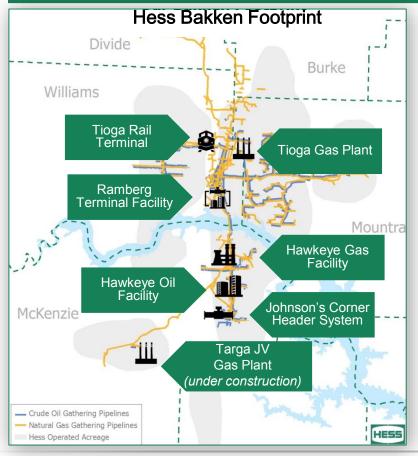
<sup>(2)</sup> Guidance and Actual excludes "items affecting comparability" and Libya.

<sup>(3)</sup> The Corporation does not recognize deferred taxes in the United States, Denmark (hydrocarbon tax only), Malaysia & Guyana, which causes a lower effective tax rate.

#### Bakken

#### Competitively advantaged infrastructure supports Bakken development..





# Strategic infrastructure supporting Hess' Bakken development

- Export flexibility provides access to highest value markets
- ~70% volume currently linked to Brent based pricing
- 350 MMCFD gas processing capacity<sup>1</sup>, 380 MBD crude oil terminaling
- Integrated service offering crude oil gathering & terminaling, gas gathering & processing, water handling

#### Significant retained Midstream value

- Strong growth potential results in premium valuation
- Accelerating cash flows through HIP independent capital structure
- Further Hess assets available for potential sale to HIP / HESM

>\$3 billion Cash proceeds received to date from Hess Midstream transactions

~16-18x

Implied EBITDA multiple from cash proceeds received in HESM and HIP transactions<sup>2</sup>

>\$2 billion Combined equity value of HESM LP units & retained EBITDA (excl. GP interest)<sup>3</sup>

Strategic infrastructure supports production growth while generating significant proceeds & value

# 1Q 2019: Net Hess Cash Outflow



Bakken Net Production	Q1 2019		
Bakken Net Production (MBOEPD)	130		
Bakken Net Production (MMBOE)	11.7		
Midstream Tariffs on Hess Net Production	\$ Millions	<u>\$/BOE</u>	Description:
Midstream Segment Revenue (1)	190		(Source: HES Supplemental Earnings Information)
Less: MVCs	(3)		MVC shortfall fees not part of long term production costs as production expected to grow beyond MVC levels (Source: HESM Earnings Release)
Less: Revenue to Wholly-owned Hess Assets	(9)		Midstream 100% consolidated revenues such as Bakken Water Mgmt prior to the closing of HIP acquisition.
Less: Third Party Rail Transportation	(8)		Third party rail transportation costs included in realized price netback (Source: HESM 10Q)
Less: Revenue Recovery from Partners and 3rd parties	(63)		Tariffs recovered from 3 <sup>rd</sup> Party shippers and Royalty/Working Interest owners of Hess-operated acreage
Total Tariffs related to Hess Net Production	107	9.15	Share of tariff payments attributable to Hess net production
Less: Hess-owned share of Hess tariff payments	(50)		Revenue attributable to Hess ~47% ownership of HESM (~35%) and HIP (50%) that remains within Hess; does not affect Bakken well economics <sup>(2)</sup>
Net Hess cash outflow for tariffs	57	4.87	Net outflow of tariff payments attributable to Hess net production
Memo: Midstream segment cash operating expense	61		Midstream segment operating expenses funded by HIP and HESM cashflows and capital structure (Source: HES Earnings Release)

- Tariff structure has generated >\$3B cash proceeds(3) and facilitated cash distributions to Hess
- Net Hess cash outflow for tariffs of \$57mm or \$4.87/BOE in Q1 2019
  - Comparable to \$61mm Midstream segment cash operating expense as reported in HES consolidated financial statements
  - Tariff structure transfers ongoing midstream capital expenditure to HESM/HIP

#### >\$3B cash proceeds with cash outflow comparable to midstream operating expense

<sup>1)</sup> Reflects "Sales and other operating revenues" for the Midstream segment for the quarter ended 3/31/19.

<sup>2)</sup> Reflects Hess ownership of i) ~35% of HESM LP units and ii) 50% of HIP's retained 80% economic interest in joint interest assets post-IPO and Bakken Water Mgmt.

<sup>3)</sup> Cash proceeds received to date for HESM IPO and HIP joint venture transactions.



# **BAKKEN OPERATIONAL DATA**





		Net Production b	y Product			
				2019		
		YTD Avg	4Q	3Q	2Q	1Q
Oil	MBBLPD	85				85
NGL	MBBLPD	33				33
Gas	MMCFPD	74				74
Total	MBOEPD <sup>(1)</sup>	130				130

		Net Production by 0	Operatorship			
				2019		
		YTD Avg	4Q	3Q	2Q	1Q
Operated	MBOEPD	118				118
Outside Operated	MBOEPD	12				12
Total	MBOEPD	130				130
% Outside Operated		9%				9%

<sup>(1)</sup> Includes natural gas production converted on the basis of relative energy content (six mcf equals one barrel of oil equivalent).





	Net Production by Product									
				2018						
		YTD Avg	4Q	3Q	2Q	1Q				
Oil	MBBLPD	76	83	76	72	72				
NGL	MBBLPD	29	31	30	31	28				
Gas	MMCFPD	70	74	72	68	66				
Total	MBOEPD <sup>(1)</sup>	117	126	118	114	111				

		Net Production by C	Operatorship			
				2018		
		YTD Avg	4Q	3Q	2Q	1Q
Operated	MBOEPD	105	113	105	102	100
Outside Operated	MBOEPD	12	13	13	12	11
Total	MBOEPD	117	126	118	114	111
% Outside Operated		10%	10%	11%	11%	10%

<sup>(1)</sup> Includes natural gas production converted on the basis of relative energy content (six mcf equals one barrel of oil equivalent).

# **Bakken Operational Well Statistics - 2019**



		Hess Opera	ted Wells			
				2019		
		YTD Avg	4Q	3Q	2Q	1Q
Rig Count						
Drilling	No. Rigs	6				6
Drilling Days	Spud-to-Spud	14				14
				2019		
		YTD	4Q	3Q	2Q	1Q
No. of Wells						
Drilled	by Qrtr	38				38
Completion	by Qrtr	24				24
On Production	by Qrtr	25				25
On Production - Other	by Qrtr <sup>(1)</sup>	5				5
On Production	Cum. to date	1,444				1,444
		Outside Oper	ated Wells			
				2019		
		YTD	4Q	3Q	2Q	1Q
No. of Wells						
On Production	by Qrtr	10				10
On Production - Other	Cum. to date adj. <sup>(1)</sup>	(123)				(123)
On Production	Cum. to date	1,164				1,164

<sup>(1)</sup> Reflects changes arising from the impact of swaps, acquisitions, divestitures and other adjustments.



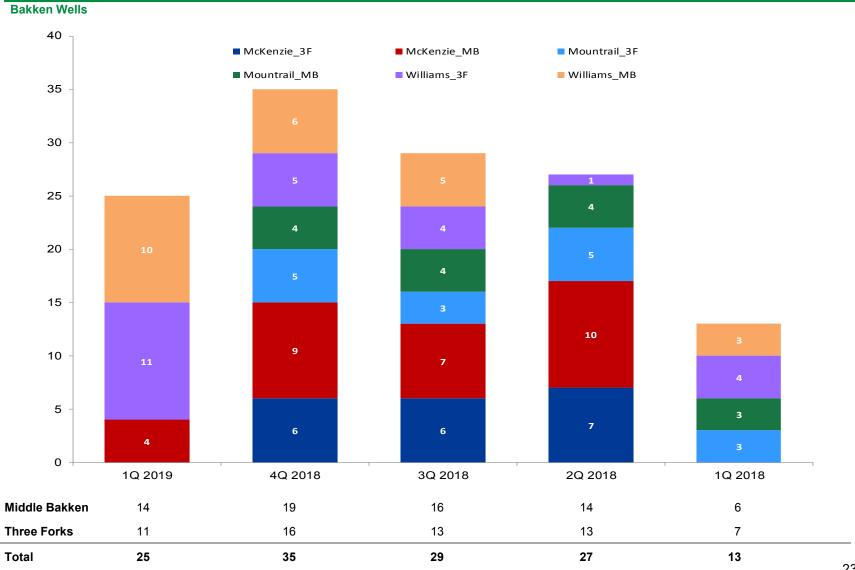


		Hess Operat	ted Wells			
				2018		
		YTD Avg	4Q	3Q	2Q	1Q
Rig Count						
Drilling	No. Rigs	5	6	5	4	4
Drilling Days	Spud-to-Spud	15	14	15	14	15
				2018		
		YTD	4Q	3Q	2Q	1Q
No. of Wells						
Drilled	by Qrtr	121	36	34	28	23
Completion	by Qrtr	118	34	37	24	23
On Production	by Qrtr	104	35	29	27	13
On Production - Other	by Qrtr <sup>(1)</sup>	(5)	_	(5)	_	_
On Production	Cum. to date	1,414	1,414	1,379	1,355	1,328
		Outside Oper	ated Wells			
				2018		
		YTD	4Q	3Q	2Q	1Q
No. of Wells						
On Production	by Qrtr	87	40	12	27	8
On Production - Other	Cum. to date adj. <sup>(1)</sup>	20	_	20	_	_
On Production	Cum. to date	1,277	1,277	1,237	1,205	1,178

<sup>(1)</sup> Reflects changes arising from the impact of swaps, acquisitions, divestitures and other adjustments.

# Hess Operated Bakken Wells Brought on Production by County and Formation





# Bakken Well Costs, Working Interest and Acreage - 2019



Average Well Cost - Hess Operated										
			2019							
		YTI	D Avg		4Q		3Q		2Q	1Q
Drilling	\$MM/Well	\$	2.5			· ·				\$ 2.5
Completion	\$MM/Well		4.8							 4.8
Total <sup>(1)</sup>	\$MM/Well	\$	7.3	\$	-	\$	-	\$	-	\$ 7.3

Average Working Interest of New Wells Spud Each Quarter									
			2019						
		YTD Avg	YTD Avg 4Q 3Q 2Q 1Q						
Hess Operated	%	87%				87%			

Net Acreage Position							
			2019				
		4Q	4Q 3Q 2Q 1Q				
Total Acreage	'000 acres				543		

<sup>(1)</sup> Reflects average cost of high proppant plug & perf completions only.

# **Bakken Working Interest and Acreage - 2018**



Average Working Interest of New Wells Spud Each Quarter									
			2018						
		YTD Avg	YTD Avg 4Q 3Q 2Q 1Q						
Hess Operated	%	84%	84%	86%	79%	88%			

Net Acreage Position								
			2018					
		4Q	4Q 3Q 2Q 1Q					
Total Acreage	'000 acres	543	545	554	554			