

# Hess Corporation



## INVESTOR RELATIONS PRESENTATION

October 2020

# Forward-Looking Statements & Other Information



This presentation contains “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Words such as “anticipate,” “estimate,” “expect,” “forecast,” “guidance,” “could,” “may,” “should,” “would,” “believe,” “intend,” “project,” “plan,” “predict,” “will,” “target” and similar expressions identify forward-looking statements, which are not historical in nature. Our forward-looking statements may include, without limitation: our future financial and operational results; our business strategy; estimates of our crude oil and natural gas reserves and levels of production; benchmark prices of crude oil, natural gas liquids and natural gas and our associated realized price differentials; our projected budget and capital and exploratory expenditures; expected timing and completion of our development projects; and future economic and market conditions in the oil and gas industry.

Forward-looking statements are based on our current understanding, assessments, estimates and projections of relevant factors and reasonable assumptions about the future. Forward-looking statements are subject to certain known and unknown risks and uncertainties that could cause actual results to differ materially from our historical experience and our current projections or expectations of future results expressed or implied by these forward-looking statements. The following important factors could cause actual results to differ materially from those in our forward-looking statements: fluctuations in market prices of crude oil, natural gas liquids and natural gas and competition in the oil and gas exploration and production industry, including as a result of the global COVID-19 pandemic; potential disruption or interruption of our operations due to catastrophic events, such as accidents, severe weather, geological events, shortages of skilled labor, cyber-attacks or health measures related to COVID-19; reduced demand for our products, including due to the global COVID-19 pandemic or the outbreak of any other public health threat or due to the impact of competing or alternative energy products and political conditions and events, such as instability, changes in governments, armed conflict, and economic sanctions; potential failures or delays in increasing oil and gas reserves, including as a result of unsuccessful exploration activity, drilling risks and unforeseen reservoir conditions; potential failures or delays in achieving expected production levels given inherent uncertainties in estimating quantities of proved reserves; changes in tax, property, contract and other laws, regulations and governmental actions applicable to our business, including legislative and regulatory initiatives regarding environmental concerns, such as measures to limit greenhouse gas emissions and well fracking bans; the ability of our contractual counterparties to satisfy their obligations to us, including the operation of joint ventures under which we may not control; unexpected changes in technical requirements for constructing, modifying or operating exploration and production facilities and/or the inability to timely obtain or maintain necessary permits; availability and costs of employees and other personnel, drilling rigs, equipment, supplies and other required services; any limitations on our access to capital or increase in our cost of capital as a result of weakness in the oil and gas industry or negative outcomes within commodity and financial markets; liability resulting from litigation, including heightened risks associated with being a general partner of Hess Midstream LP; and other factors described in Item 1A—Risk Factors in our Annual Report on Form 10-K and any additional risks described in our other filings with the Securities and Exchange Commission (SEC).

As and when made, we believe that our forward-looking statements are reasonable. However, given these risks and uncertainties, caution should be taken not to place undue reliance on any such forward-looking statements since such statements speak only as of the date when made and there can be no assurance that such forward-looking statements will occur and actual results may differ materially from those contained in any forward-looking statement we make. Except as required by law, we undertake no obligation to publicly update or revise any forward-looking statements, whether because of new information, future events or otherwise.

We use certain terms in this presentation relating to reserves other than proved, such as unproved resources. Investors are urged to consider closely the disclosure relating to proved reserves our Annual Report on Form 10-K for the year ended December 31, 2019, available from Hess Corporation, 1185 Avenue of the Americas, New York, New York 10036 c/o Corporate Secretary and on our website at [www.hess.com](http://www.hess.com). You can also obtain this form from the SEC on the EDGAR system.



*World class assets ... focus on returns... capital discipline... significant free cash flow growth*

# Our Priorities in the Low Oil Price Environment



## Preserve Cash

- \$1.6 B cash – total liquidity of \$5.3 B at June 30, 2020
- ~80% of 2020 oil production hedged at \$55/bbl WTI / \$60/bbl Brent
- VLCC strategy to avoid Bakken curtailments and maximize cash flow
- 2020 E&P capital and exploratory budget reduced by 37% to \$1.9 B; cash costs reduced by \$265 MM

## Preserve Core Operating Capabilities

- Focused, resilient portfolio linked to our top quartile operating capabilities
- Top quartile execution in onshore unconventional and deepwater exploration
- Plan to maintain one-rig program in Bakken until WTI oil prices ~\$50/bbl

## Preserve Long Term Value of Assets

- Visible line of sight to sustainable, long term cash flow growth
- Liza Phase 1, Liza Phase 2 and Payara developments breakeven at ~\$35/bbl, ~\$25/bbl and ~\$32/bbl Brent, respectively
- 18 discoveries in Guyana have delivered gross recoverable resources of >8 BBOE; with multi billion barrels of exploration potential remaining

# Maintaining Financial Strength

Strong cash position, hedges & industry leading cash flow growth...



## Robust Liquidity Position

- \$5.3 B of liquidity
  - \$1.6 B cash at June 30, 2020
  - \$3.5 B undrawn revolving credit facility
- 3 Year \$1 B Term Loan secured
- No debt maturities until 2023

## Actions in Low Oil Price Environment

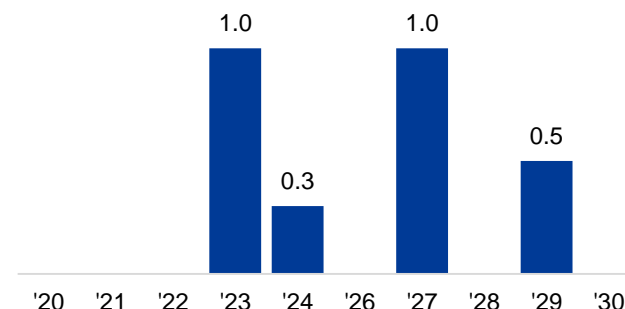
- 150 MBOD hedged in 2020
  - 130 MBOD with \$55/bbl WTI put options
  - 20 MBOD with \$60/bbl Brent put options
- 2020 E&P capital and exploratory budget reduced by 37% to \$1.9 B
- 2020 cash costs reduced by \$265 MM

## Prioritize Debt Reduction and Return of Capital to Shareholders

- Disciplined capital allocation driving industry leading cash flow growth
- Majority of future free cash flow to be allocated to debt reduction, dividend increases and opportunistic share repurchases

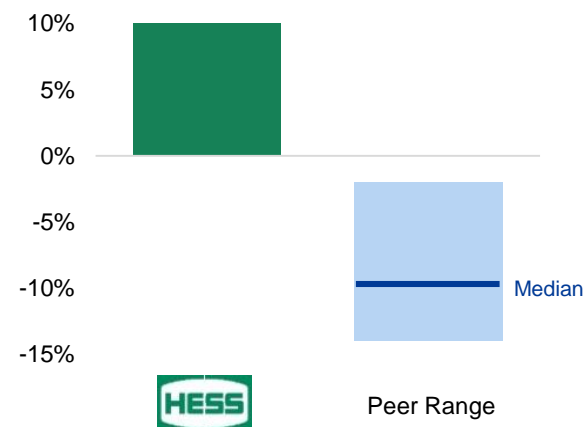
## Near Term Debt Maturities

\$ billions



## Consensus CFFO CAGR<sup>1</sup>

2019 to 2022



**World class assets... focus on returns... capital discipline... significant free cash flow growth**

(1) CFFO: Cash Flow from Operations. CAGR: Compound Annual Growth Rate. Source: Capital IQ, Bloomberg, IBES; market data as of Aug 7, 2020. Peers include Apache Corporation, Continental Resources, ConocoPhillips, Devon Energy, EOG Resources, Marathon Oil, Murphy Oil, Occidental Petroleum and Pioneer Natural Resources.

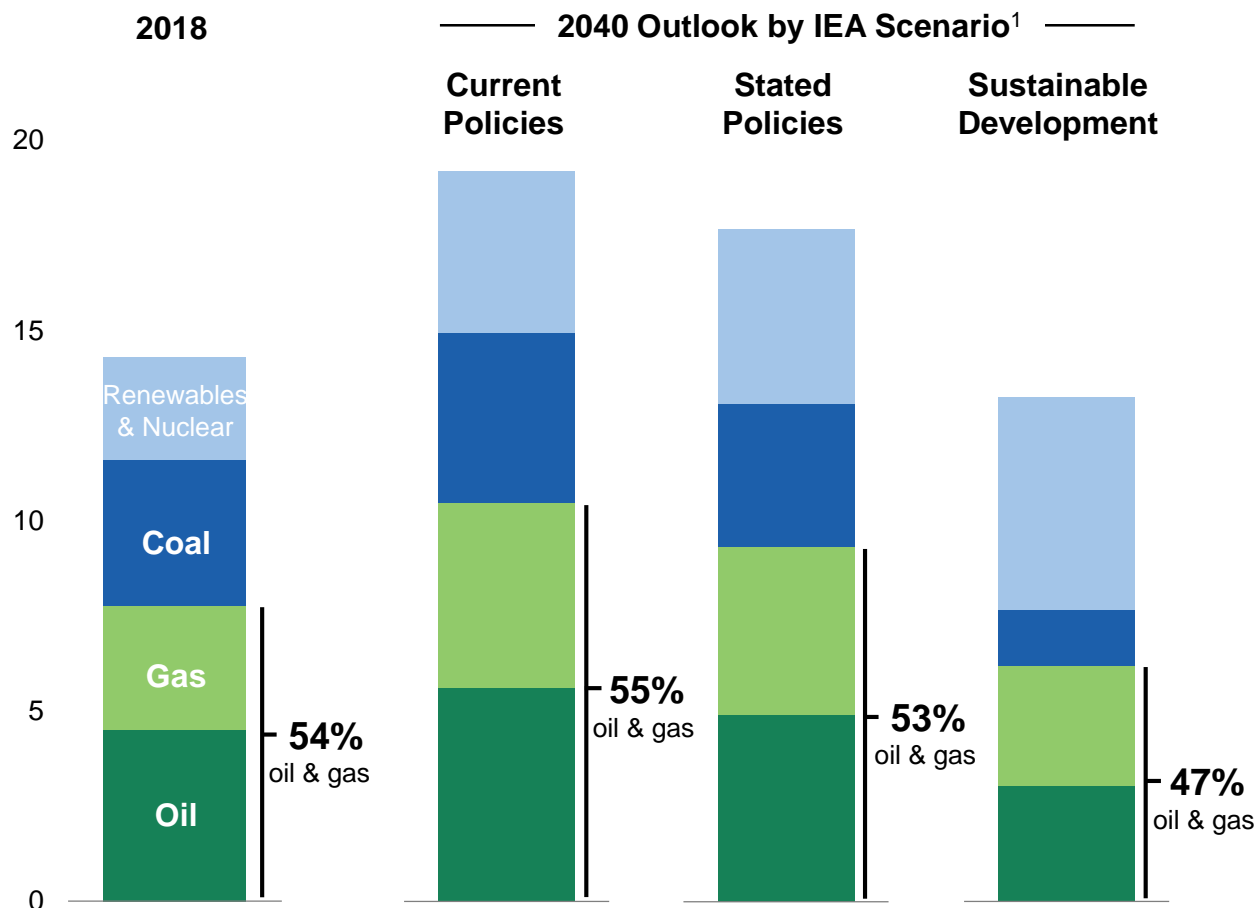
# Global Energy Demand

Oil & gas essential to meeting global energy demand...



## Primary Energy Demand Outlook (IEA)

BTOE



Energy demand led by population and GDP growth increases 25% through 2040<sup>2</sup>

Developing economies – predominantly Asia – drive global growth

Oil demand driven by transportation and petrochemicals

Oil & gas maintain meaningful share in all scenarios

**Hess favorably positioned with low breakeven as Guyana developments progress**

Source: IEA World Energy Outlook 2019. BTOE refers to billion tonnes of oil equivalent. (1) Current Policies Scenario represents business-as-usual and does not incorporate announced energy-related policies. Stated Policies Scenario is the central scenario and represents the impact of announced policies. Sustainable Development Scenario reflects major changes that would be required to reach energy-related Sustainable Development Goals of the United Nations (including rapid reduction of emissions in line with Paris agreement) (2) Total primary energy demand growth from 2018 to 2040 in the Stated Policies Scenario.



# Sustainability Focus Across Our Company

Values drive value for the benefit of all stakeholders...



Safety	Climate Change & Environment	Social Responsibility
<ul style="list-style-type: none"> <li>✓ <b>Multidisciplinary team overseeing Hess COVID-19 response</b>; safety of workforce and local communities is our top priority</li> <li>✓ Have <b>reduced our severe safety incident rate</b> by 36% since 2014</li> <li>✓ Achieved <b>67% reduction in process safety incidents</b> since 2014</li> <li>✓ <b>Employees and contractors share common goal</b> of zero safety incidents</li> </ul>	<ul style="list-style-type: none"> <li>✓ <b>Reduced absolute Scope 1 and 2 greenhouse gas emissions</b> by ~60%, on an equity basis over past 12 years</li> <li>✓ Contributing to the Salk Institute's research and development of plants that are <b>capable of absorbing and storing potentially billions of tons of atmospheric carbon per year</b></li> <li>✓ <b>Board evaluates sustainability risks and global scenarios</b> in making strategic decisions</li> </ul>	<ul style="list-style-type: none"> <li>✓ Guided by <b>commitments to international voluntary initiatives</b> including the U.N. Global Compact</li> <li>✓ Invest in community programs that address societal inequalities with a focus on <b>education and workforce development</b></li> <li>✓ Committed to making a <b>positive impact on communities</b> where we operate and fostering a <b>diverse and inclusive work environment</b></li> </ul>



**11** consecutive years  
Leadership status



**10** consecutive years on  
North America Index



**11** consecutive years on  
USA ESG Leaders Index



**7** consecutive years  
on U.S. Index



**No. 1** oil & gas; **No. 9** overall  
**13** consecutive years on list



**Only** U.S.  
oil & gas company



Oil & gas **top** performer



**1** of only **5** oil & gas  
companies on list

*Industry leader in ESG performance and disclosure*

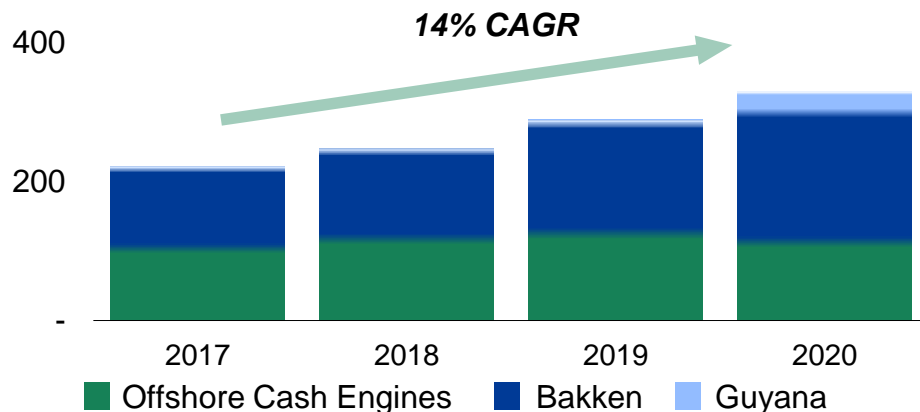
# Production and Costs

Continued production growth with significant cost reductions...



## Production<sup>1</sup>

MBOED

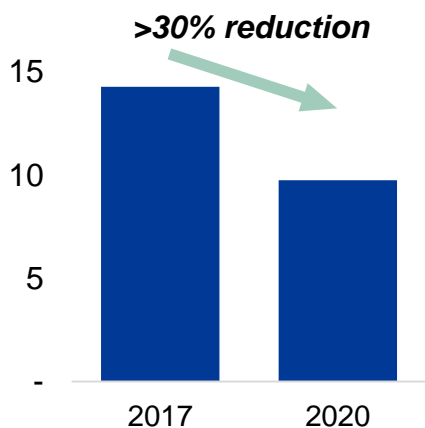


Guyana growing to >750 MBOD gross by 2026

Bakken ~185 MBOED in 2020

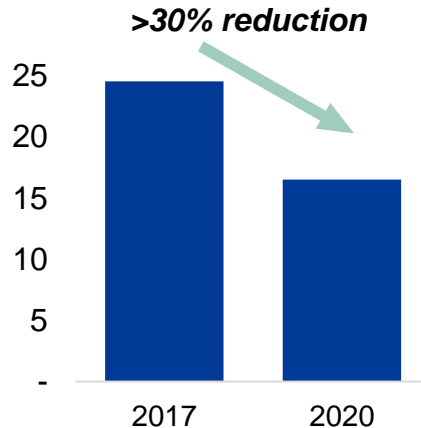
## Cash Costs<sup>2</sup>

\$/BOE



## DD&A

\$/BOE



>30% Cash Cost reduction to <\$10/BOE

>30% DD&A reduction to <\$17/BOE

**Production growth with lower unit costs drive margin expansion**

(1) 2017 production pro forma for assets sales, excluding Libya. (2) Cash unit production costs exclude transportation costs included in realized hydrocarbon prices.



# Guyana: Stabroek Block

World class petroleum province ...



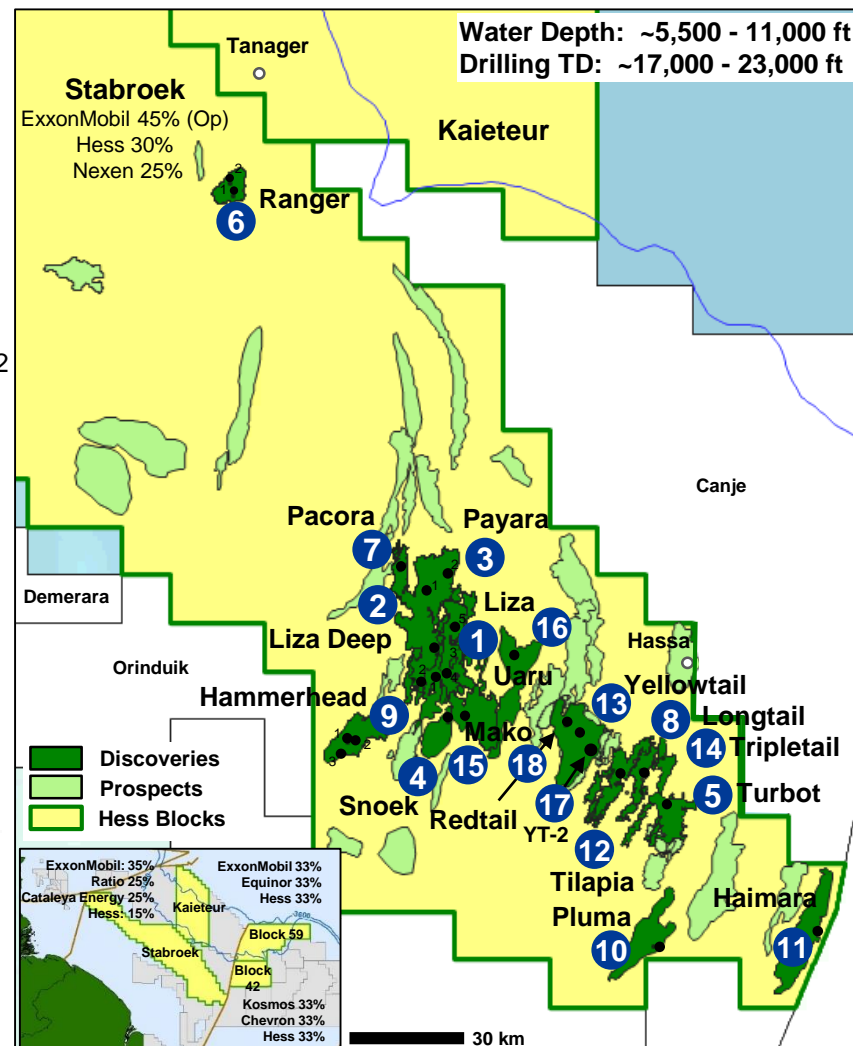
## Asset Highlights

- Hess 30% interest;  
(Operator: **ExxonMobil**)
- 6.6 million acres (equal to 1,150 GoM blocks) and low entry cost
- 18 major discoveries to date:
 

1 Liza	6 Ranger	11 Haimara	16 Uaru
2 Liza Deep	7 Pacora	12 Tilapia	17 Yellowtail 2
3 Payara	8 Longtail	13 Yellowtail	18 Redtail
4 Snoek	9 Hammerhead	14 Tripletail	
5 Turbot	10 Pluma	15 Mako	
- Exceptional reservoir quality and low development costs
- Liza Phase 1 ~\$35/bbl breakeven oil price
- Liza Phase 2 ~\$25/bbl breakeven oil price
- Payara ~\$32/bbl breakeven oil price

## Next Steps

- Drill Tanager-1 exploration well
- Progress Liza Phase 2 and Payara developments
- Continue evaluation of Yellowtail area



**>8.0 BBOE gross discovered recoverable resource with multi billion barrels exploration upside**

# Guyana: Stabroek Block

World class investment opportunity...



## ✓ Among industry's largest offshore oil discoveries in the past decade

- >8.0 BBOE gross discovered recoverable resource
- Multi billion barrels of remaining exploration upside

## ✓ Exceptional reservoir quality / low development costs

- ~\$35/bbl Brent breakeven for Liza Phase 1
- ~\$25/bbl Brent breakeven for Liza Phase 2
- ~\$32/bbl Brent breakeven for Payara

## ✓ Shallow producing horizons

- Less than ½ drilling time and costs vs. typical offshore deepwater exploration

## ✓ Attractive development timing

- Near bottom of offshore services cost cycle, 30% decrease in drilling costs
- Liza Phase 1 gross development costs reduced from \$4.4 billion to \$3.5 billion
- Liza Phase 2 development on track for early 2022 start up

## ✓ Operated by ExxonMobil

- One of most experienced developers in the world for this type of project

*Truly transformational investment opportunity for Hess*

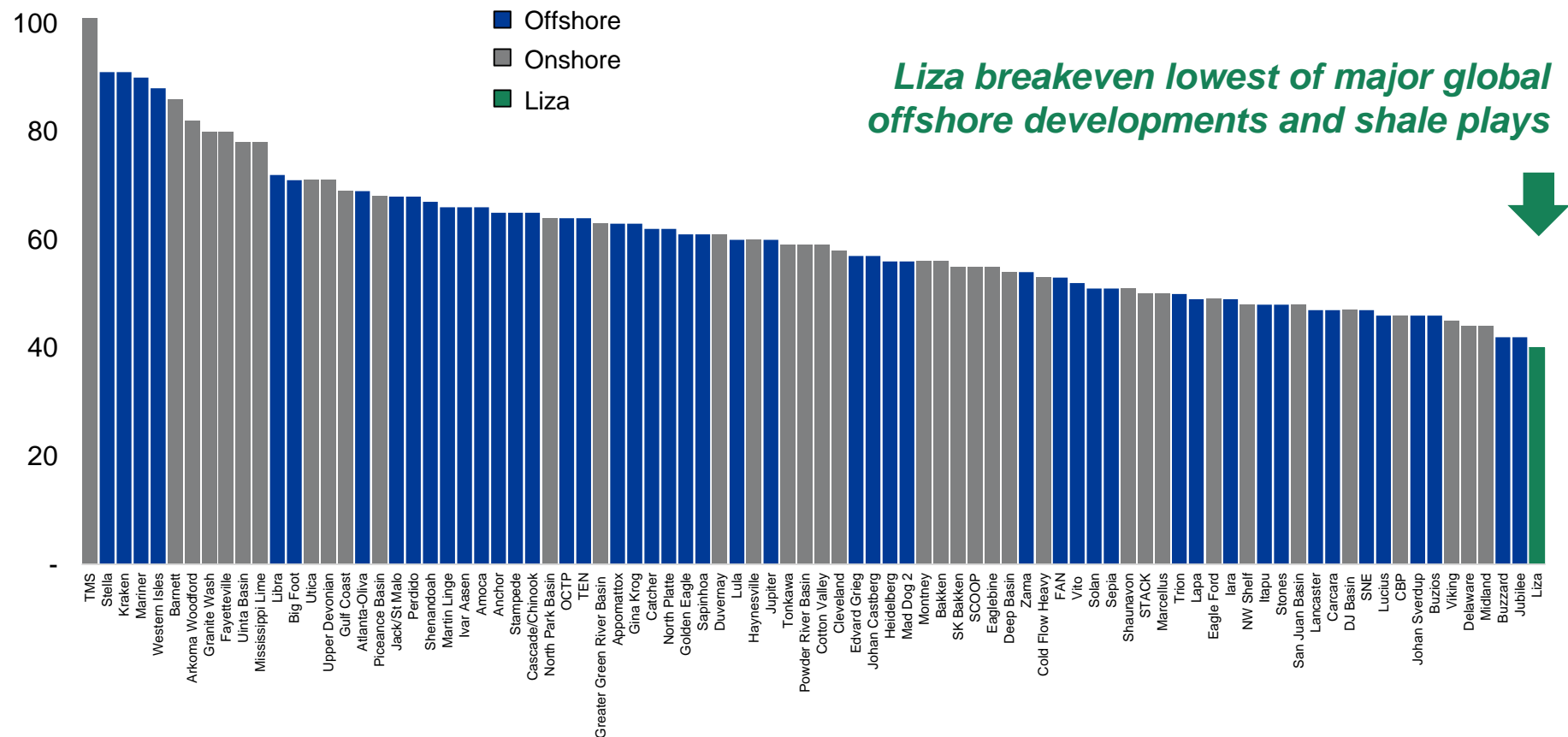
# Guyana: Stabroek Block

Industry leading breakevens...



## Project Breakevens: 50 Top Offshore Developments & Shale Plays<sup>1</sup>

RS Energy Group; \$/bbl WTI



*Liza breakeven lowest of global offshore developments and shale plays*

(1) RS Energy Group OFFSHORE FIRST CLASS The L.I.Z.A Framework (January 2018); onshore single well breakeven include facility and G&A costs and exclude acquisition costs.

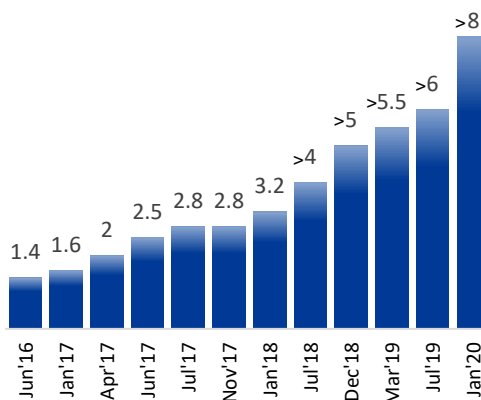
# Guyana: Stabroek Block

Guyana resources >8.0 BBOE...Liza First Oil December 20, 2019



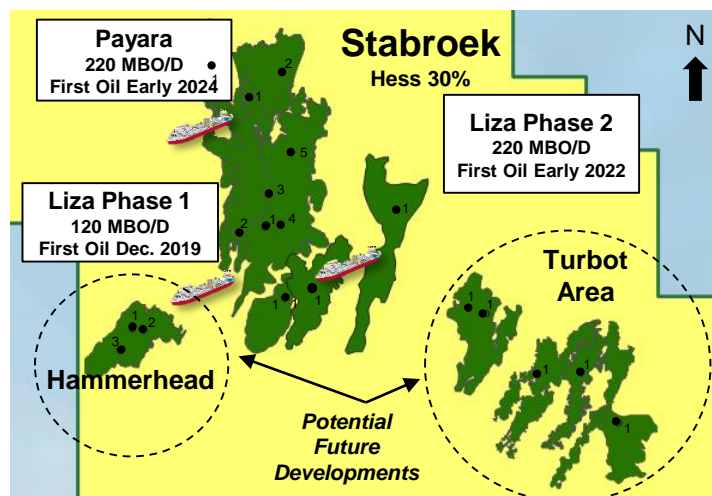
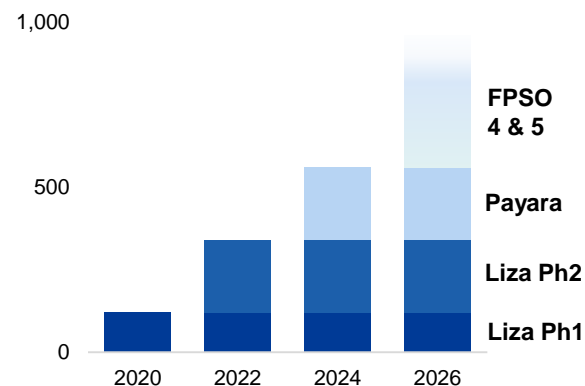
## Discovered Recoverable Resource

Cumulative BBOE<sup>1</sup>



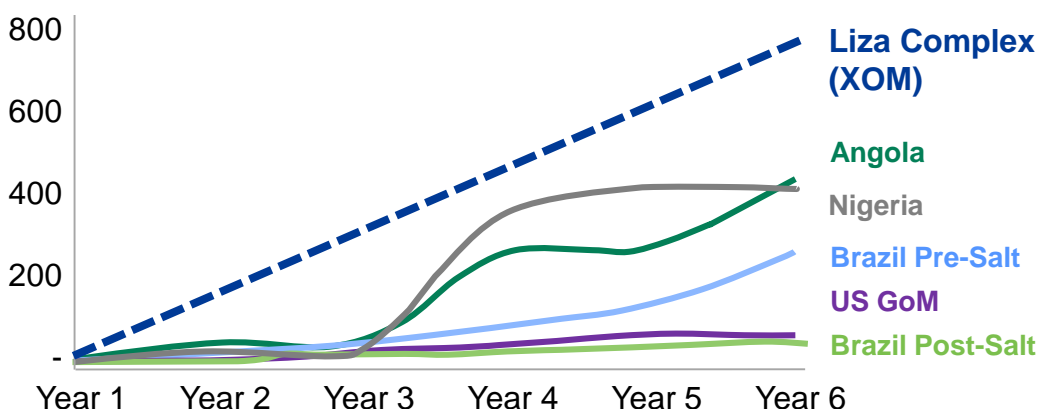
## Guyana Production Capacity

Gross Production Capacity; Cum. MBOD<sup>1</sup>



## Production Ramp-up: Key Deepwater Areas<sup>2</sup>

MBOD; Indexed to first oil



**Discovery to first oil in less than 5 years, continued success supports a minimum of 5 FPSOs**

# Guyana Developments

Third development at Payara sanctioned in September 2020 ...



## Liza Phase 1: Destiny

Discovered in 2015

First oil achieved 2019



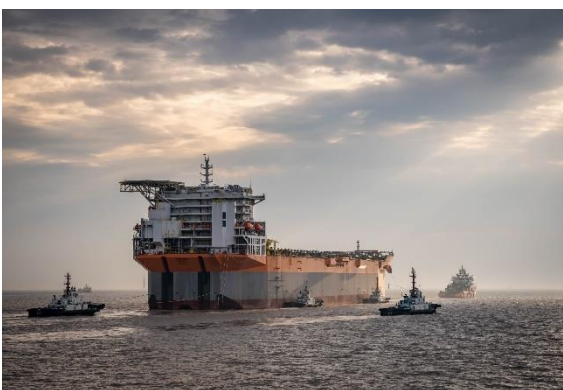
### Phase 1 Project Overview

FPSO Construction	Conversion
FPSO Oil Capacity	120
Resources (MMBO)	500
Reservoirs Developed	1
Development Wells	17
Flowlines	30 Km
Risers	6
Umbilicals	1
Installation Campaigns	1
Breakeven (Brent)	~\$35/bbl

## Liza Phase 2: Unity

Discovered in 2015

First oil anticipated early 2022



### Phase 2 Project Overview

FPSO Construction	New Build
FPSO Oil Capacity	220
Resources (MMBO)	600
Reservoirs Developed	5
Development Wells	30
Flowlines	80 Km
Risers	10
Umbilicals	2
Installation Campaigns	2
Breakeven (Brent)	~\$25/bbl

## Payara: Prosperity

Discovered in 2017

First oil anticipated 2024



### Payara Project Overview

FPSO Construction	New Build
FPSO Oil Capacity	220
Resources (MMBO)	600
Reservoirs Developed	9
Development Wells	41
Flowlines	145 Km
Risers	11
Umbilicals	3
Installation Campaigns	3
Breakeven (Brent)	~\$32/bbl

**Gross production capacity from first three developments to reach ~560 MBOD in 2024**



# South East Asia: JDA and North Malay Basin

Stable long term free cash flow generation...

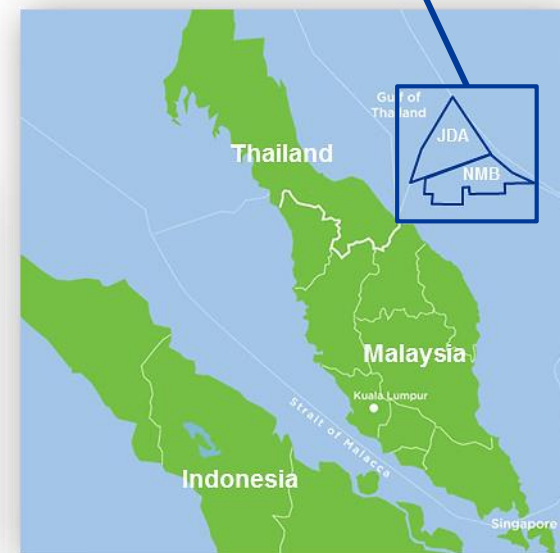
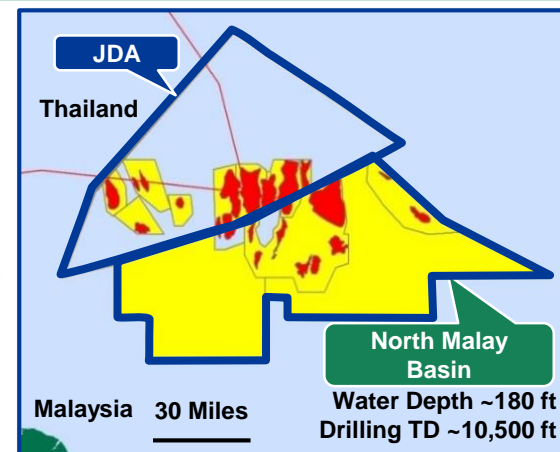


## Strategic/ Portfolio Context

- 2020 net production of 50-55 MBOED
- 2020 net capex of \$115 MM
- Established operator, strong partnership with PETRONAS

## Asset Highlights

- Long term Gas Sales Agreement with Take or Pay
- Production Sharing Contract provides downside protection in low oil price environment
- JDA PSC to 2029, NMB PSC to 2033



***Stable long term cash generation... Production Sharing Contract provides low price resilience***



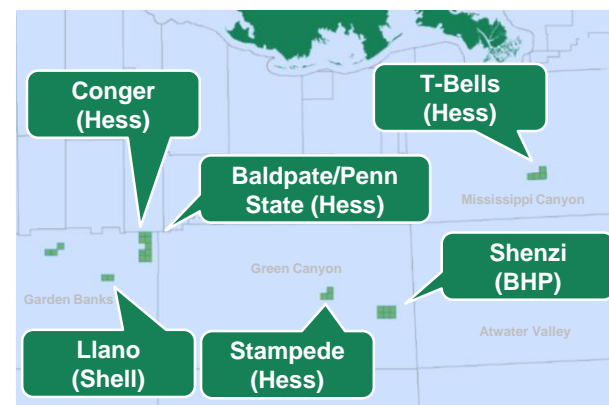
# Gulf of Mexico

Significant free cash flow generation, high returns with upside...



## Strategic/ Portfolio Context

- 2020 net production ~65 MBOED
- 2020 net capex of \$115 MM
- Platform for future growth through tie-backs and greenfield exploration



## Asset Highlights

- Essox oil discovery tied-back to Tubular Bells production facilities – peak gross rate of 17 MBOED (9 MBOED net to Hess) expected in 3Q20
- Extensive inventory of high return infrastructure led opportunities that will be pursued when WTI oil prices recover to ~\$50/BBL

**>80**  
leasehold  
blocks  
in the GoM

**>15**  
opportunities  
being matured

**>50%**  
incremental rate  
of return at  
\$50/bbl WTI



**Substantial cash engine and platform for future growth**

# Bakken

Cash engine generating significant free cash flow post 2020...



## Strategic/ Portfolio Context

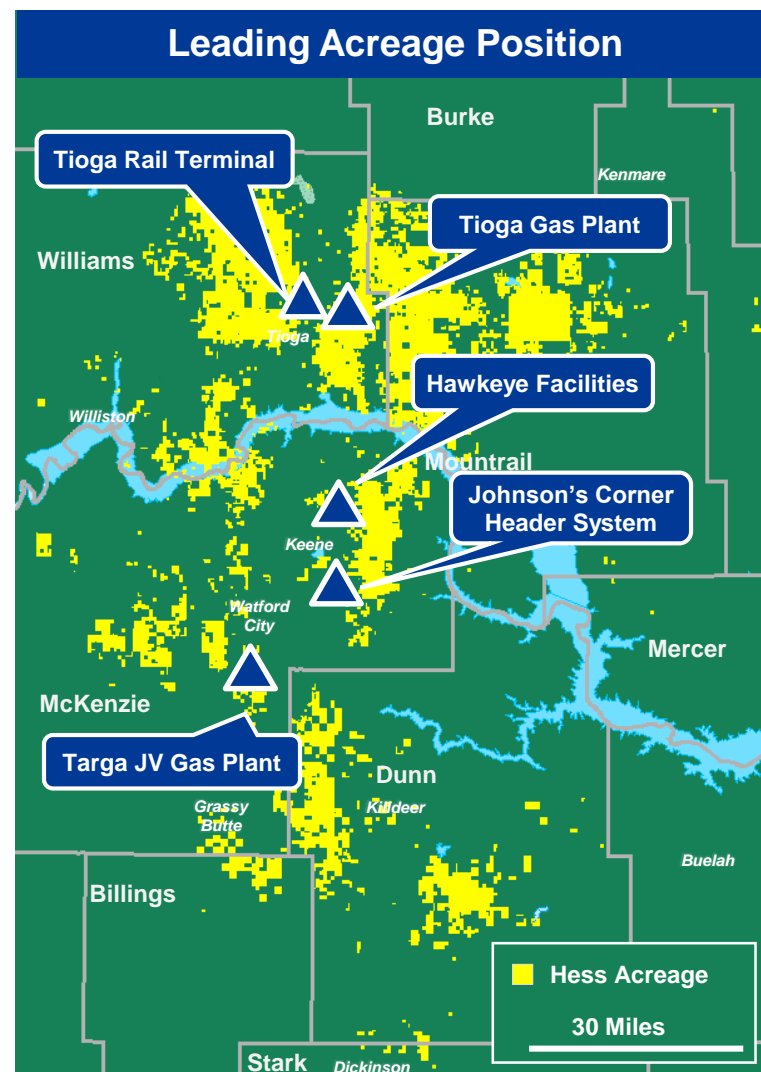
- Shift from growth engine to cash engine
- Focus on efficiencies via Lean principles to maximize cash flow and enhance returns
- Advantaged infrastructure delivers transport and market optionality, incremental value and sustainability leadership

## Current Metrics

- ~530,000 net acres (Hess ~75% WI, operator)
- Achieved 200 MBOED in 2Q 2020, 6 months ahead of schedule
- 2020 capex reduced ~50% to \$0.7 B while maintaining capability to increase activity as oil prices improve
- D&C cost \$6 MM in 2Q 2020; targeting sub \$6 MM by year end

## Resource Metrics

- Net EUR: ~2.4 BBOE
- ~2.1 BBOE yet to produce
- Average 2020 IP180: ~110 MBO



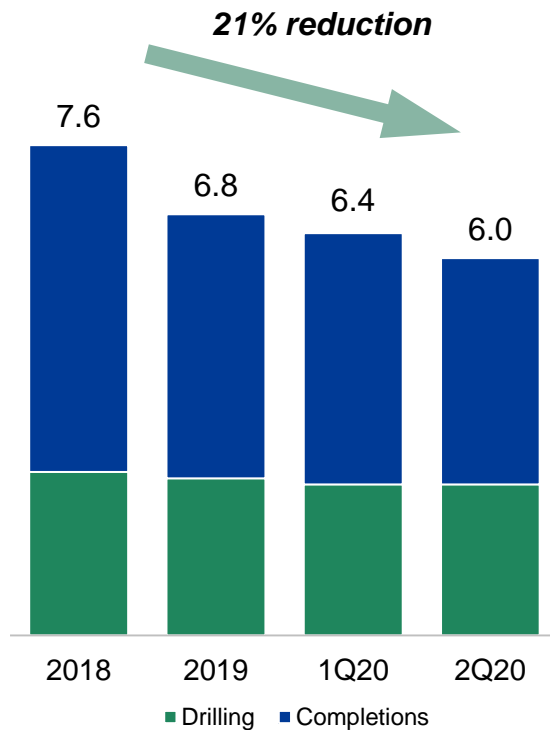
***Focus on maximizing free cash flow and maintaining core capabilities***

>20% Reduction in D&C Costs  
Since 2018

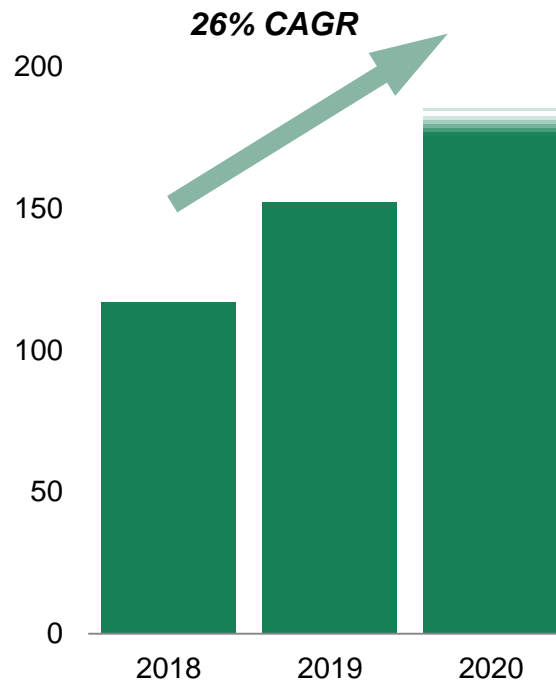
Forecast ~185 MBOED in 2020

Superior Execution  
Driving Value

**Bakken Unit D&C Cost**  
\$MM



**Bakken Production**  
MBOED



Forecasting sub \$6 MM  
well cost by year end,  
approaching best in class

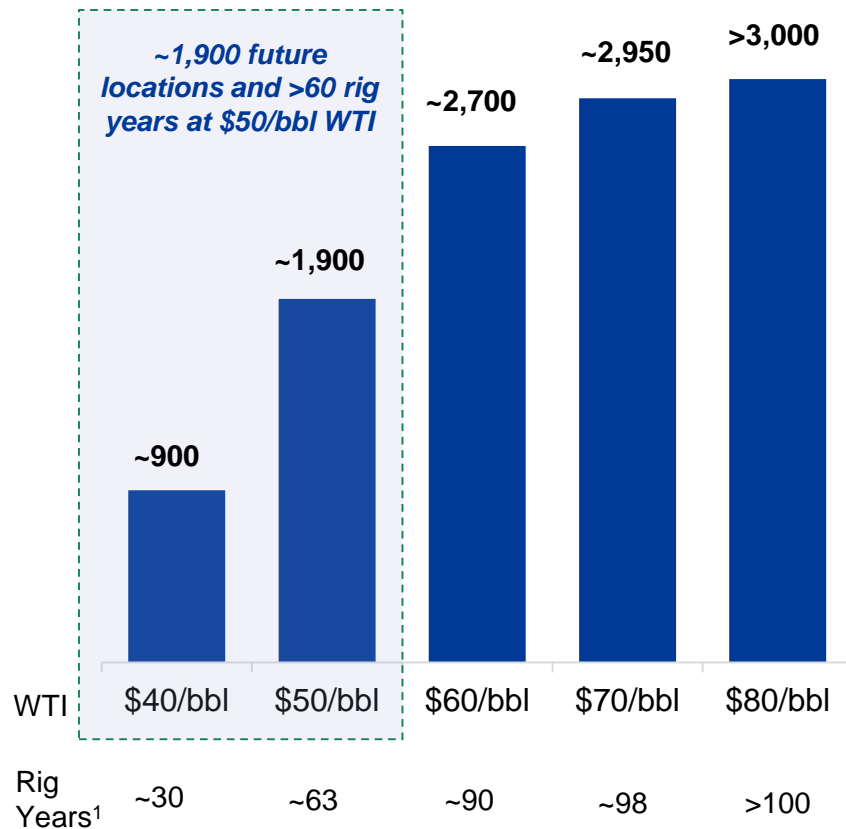
Successful transition  
to plug & perf  
delivering improved  
well productivity

Lower cost and higher  
productivity leading to  
increasing returns and  
free cash flow

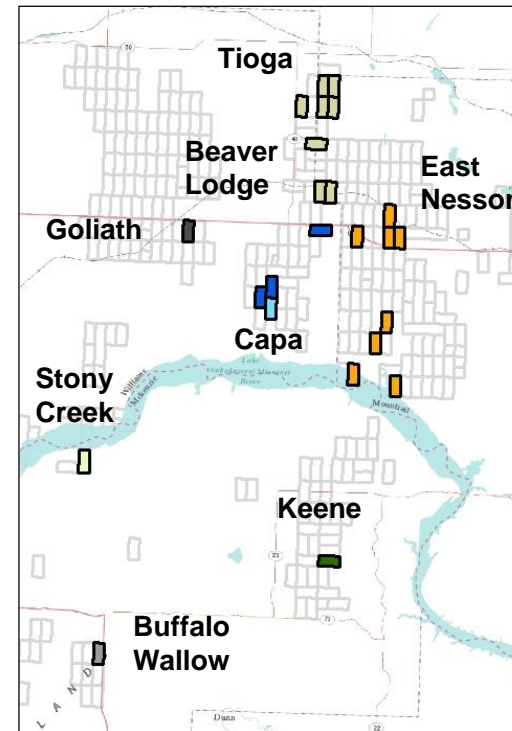
*Positioned for significant cash generation as oil prices recover*

### Future Locations with IRRs at 15% or Above

Gross number of economic locations at various WTI prices<sup>1</sup>



### 2020 Bakken Development Well Plan



Reduced rig count from 6 to 1 in 2Q 2020

~110 wells online in 2020

Continued focus on optimizing development strategy across acreage position

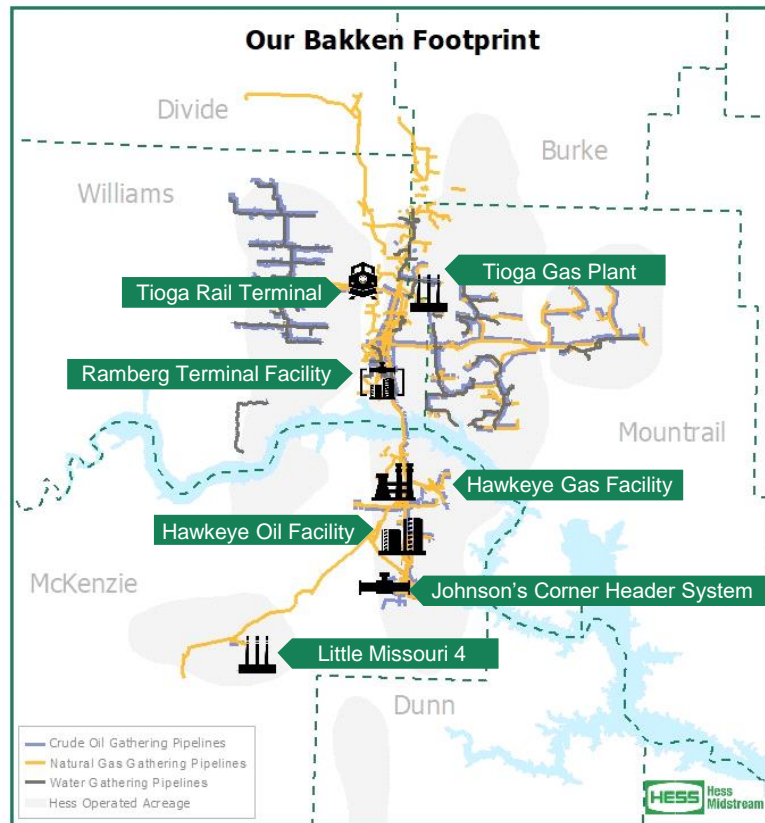
	Keene / Stony Creek	East Nesson	Beaver Lodge / Capa / Tioga	Other <sup>2</sup>
EUR (MBOE)	1,450	1,150	1,100	1,100
IP180 Oil (MBO)	160	115	90	100
IRR (%) <sup>3</sup>	>100%	50%	30%	45%
2020 wells online	15	40	40	15

Table values approximate.

**Optimized well spacing and completions...higher DSU NPV... higher asset value**

(1) Point forward January 2020, locations generating >15% after tax return. Assumes ~30 wells/rig/year. Operating cost assumptions include Hess net tariffs and field G&A.

(2) Other includes Goliath and Buffalo Wallow. (3) At \$55/bbl Brent / \$50/bbl WTI.



### Strategic infrastructure supporting Hess' development

- Export flexibility provides access to highest value markets
- ~70% volume currently linked to Brent based pricing
- 250 MBD crude oil gathering; 350 MMCFD gas processing capacity (expansion to 500 MMCFD in 2021)
- Integrated service offering – crude oil gathering & terminaling, gas gathering & processing, water handling

### Significant Midstream value

- Completed Hess Midstream Up-C conversion in 4Q19
- New structure provides improved visibility to material ownership value
- Differentiated financial metrics, scale, and broad investor base support incremental valuation uplift potential
- Retain operational control to support upstream growth

**~\$3.4 billion**

Cash proceeds from Hess Midstream transactions<sup>(1)</sup>

**~\$2.3 billion**

Retained Hess Midstream equity value<sup>(2)</sup>

**Strategic infrastructure supports production growth while generating significant proceeds & value**

(1) Includes cash proceeds received to date for HESM IPO, HIP joint venture and HESM "Up-C" transactions.

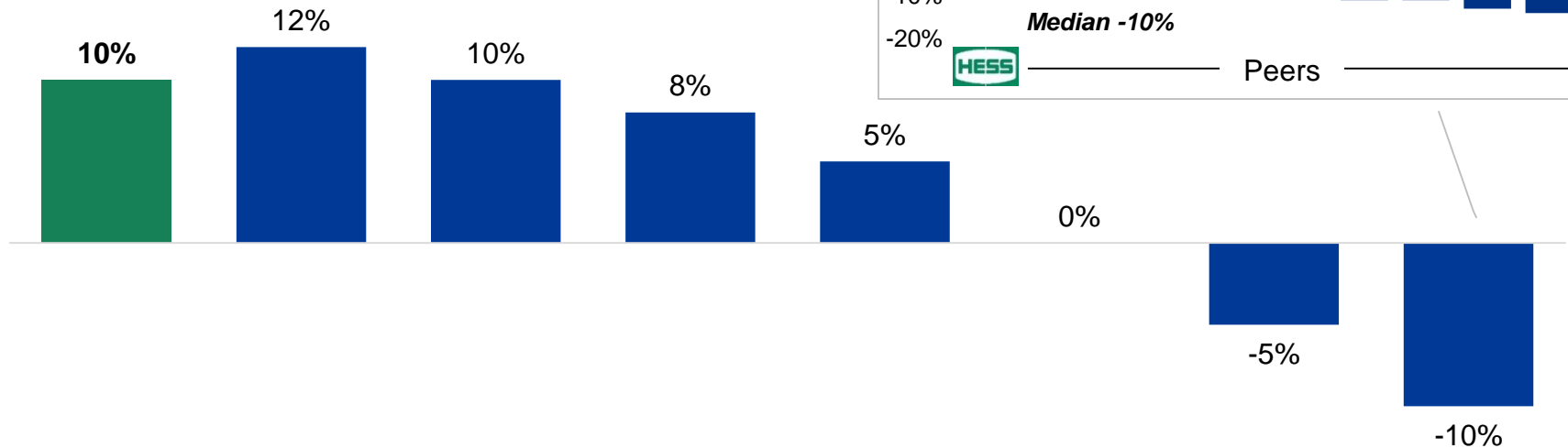
(2) Based on Hess' 47% ownership of Hess Midstream on a consolidated basis at 7/22/2020.

# Portfolio Delivers Industry Leading Cash Flow Growth

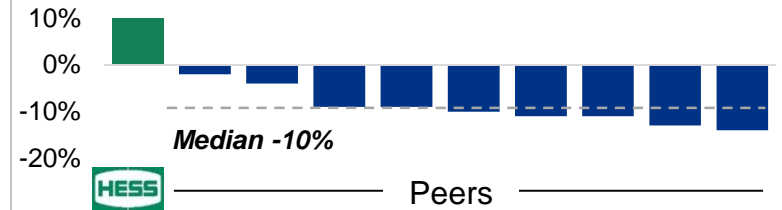
~10% CFFO CAGR to 2022 leads peers, and competitive with key sectors...



## Consensus CFFO CAGR<sup>1</sup> 2019 to 2022



## Consensus CFFO CAGR<sup>1</sup> Peers 2019 to 2022



Big  
Tech



Big  
Web



Big  
Pharma



S&P 500

Big  
Industrials



SP 500  
Energy

Peers

**Among the strongest cash flow growth in the market**

(1) CFFO: Cash Flow from Operations CAGR: Compound Annual Growth Rate. Source: Capital IQ, Bloomberg, IBES; market data as of Aug 7, 2020. Industry and peer group average metrics shown. Peers include Apache Corporation, Continental Resources, ConocoPhillips, Devon Energy, EOG Resources, Marathon Oil, Murphy Oil, Occidental Petroleum and Pioneer Natural Resources. Big Web includes Alphabet, Amazon and Facebook. Big Tech includes Apple, Intel and Microsoft. Big Industrials includes Boeing, Caterpillar and Honeywell. Big Pharma includes J&J, Novartis and Pfizer.



- **Priorities in current low price environment are to preserve cash, core capabilities and the long term value of our assets**
- **Recognized leader for the quality of our ESG performance and disclosures**
- **Multi phases of low cost Guyana oil developments to drive industry leading cash flow growth and financial returns**
- **Uniquely positioned with low breakeven as Guyana developments progress**
- **Prioritize debt reduction and return of capital to shareholders as free cash flow grows**

***Portfolio positioned to deliver strong financial returns, production growth and free cash flow***

