|  | 3Q2013 | 4Q2013 | 1Q2014 |
| :--- | ---: | ---: | ---: |
| to Buy | 716 | 824 | 771 |
| to SSll | 765 | 772 | 841 |
| HId's(000) | 123475012190701195556 |  |  |


| 1998 | 1999 | 2000 | 2001 |
| :--- | :--- | :--- | :--- | :--- |


| $\mathbf{1 9 9 8}$ | $\mathbf{1 9 9 9}$ | $\mathbf{2 0 0 0}$ | $\mathbf{2 0 0 1}$ | $\mathbf{2 0 0 2}$ | $\mathbf{2 0 0 3}$ |
| ---: | ---: | ---: | ---: | ---: | ---: |
| 23.40 | 27.87 | 40.63 | 50.11 | 46.37 | 56.94 |
| 2.80 | 3.76 | 6.26 | 4.88 | 2.98 | 5.90 |
| 1.02 | 1.57 | 3.99 | 1.55 | .54 | 3.48 |
| 1.22 | 1.24 | 1.30 | 1.33 | 1.40 | 1.43 |
| 2.97 | 3.33 | 2.85 | 4.58 | 3.56 | 2.63 |
| 13.04 | 13.52 | 15.53 | 16.02 | 14.79 | 16.97 |
| 1306.1 | 1312.7 | 1283.1 | 2120.2 | 2136.3 | 2138.3 |
| 39.9 | 28.6 | 10.6 | 28.8 | NMF | 10.2 |
| 2.08 | 1.63 | .69 | 1.48 | NMF | .58 |
| $3.0 \%$ | $2.8 \%$ | $3.1 \%$ | $3.0 \%$ | $3.5 \%$ | $4.0 \%$ |
|  |  |  |  |  |  |
| CAPITAL STRUCTURE as of 3/31/14 |  |  |  |  |  |
| Total Debt $\$ 23054$ mill. Due in 5 Yrs $\$ 2089$ mill. |  |  |  |  |  |
| LT Debt $\$ 20965$ mill. LT Interest $\$ 412.2$ mill. |  |  |  |  |  |

LT Debt $\$ 20965$ mill. LT Interest $\$ 412.2$ mill. Includes $\$ 263$ million capitalized leases. (11\% of Cap')

Leases, Uncapitalized Annual rentals $\$ 406.4$ mill. Pension Assets-12/13 $\$ 6.12$ bill. Oblig. $\$ 8.88$ bill.

Pfd Stock None
Common Stock 1,903,650,099 shs.
MARKET CAP: $\$ 234$ billion (Large Cap)

| $\substack{\text { CURRENT POSITION } \\ (\$ M I L) \\ \hline}$ | 2012 | 2013 | $3 / 31 / 14$ |
| :--- | :--- | :--- | :--- | Cash Assets Receivables Receivables

Inventory (LIFO) Inventory
Other
Current Assets
Accts Payable
Debt Due Other Current Liab.

| ANNUAL RATES of change (per sh) | $\begin{gathered} \text { Past } \\ 10 \text { Yrs. } \end{gathered}$ | Past 5 Yrs. | $\begin{aligned} & \text { Est'd '111 } \\ & \text { to'17.' } \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| Sales | 9.5\% | 2.5\% | 5.0\% |
| "Cash Flow" | 15.5\% | 8.0\% | 4.5\% |
| Earnings | 21.0\% | 6.0\% | 4.5\% |
| Dividends | 9.5\% | 9.0\% | 6.0\% |
| Book Value | 16.0\% | 14.5\% | 5.0\% |


| Cal- <br> endar | QUARTERLY SALES (\$ mill.) A <br> Mar.31 |  |  |  | Fun.30 <br> Yull |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2011 | 60341 | 68948 | 64432 | 59985 | 253706 |
| 2012 | 60705 | 62608 | 58044 | 60552 | 241909 |
| 2013 | 56818 | 57369 | 58503 | 56158 | 228848 |
| 2014 | 53265 | 56000 | 58000 | 60000 | 227265 |
| 2015 | 64000 | 67000 | 68000 | 71000 | 270000 |
| Cal- | EARNINGS PER SHARE B |  |  |  | Full |
| endar | Mar.31 | Jun.30 | Sep.30 | Dec.31 | Year |
| 2011 | 3.09 | 3.85 | 3.92 | 2.58 | 13.44 |
| 2012 | 3.27 | 3.66 | 2.69 | 3.70 | 13.32 |
| 2013 | 3.18 | 2.77 | 2.57 | 2.57 | 11.09 |
| 2014 | 2.36 | 2.80 | 2.70 | 2.79 | 10.65 |
| 2015 | 3.30 | 3.40 | 3.40 | 3.30 | 13.40 |


| Cal- <br> endar | QUARTERLY DIVIDENDS PAID C. <br> Mar.31 |  | Full <br> Year |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 2010 | .68 | .72 | .72 | .72 | 2.84 |
| 2011 | .72 | .78 | .78 | .81 | 3.09 |
| 2012 | .81 | .90 | .90 | .90 | 3.51 |
| 2013 | .90 | 1.00 | 1.00 | 1.00 | 3.90 |
| 2014 | 1.00 | 1.07 |  |  |  |

6183
$\begin{array}{lll}21913 & 16516 & 16183 \\ 20997 & 21782 & 22017\end{array}$
$20997 \quad 21782 \quad 22017$

| 6144 | 6809 | 7003 |
| ---: | ---: | ---: |
| 6666 | 7134 | 7215 |
| 55720 | 52241 | 52418 |

$\begin{array}{lll}55720 & 52241 & \overline{52418} \\ 22776 & 23210 & 24107\end{array}$
$22776 \quad 23210 \quad 24107$
$\begin{array}{rrr}127 & 2126 & 2089 \\ 11309 & 10890 & 10674\end{array}$
$\frac{10674}{36870}$

BUSINESS: Chevron Corp. is the world's fourth largest oil company based on proven reserves. Daily 2013 gross production: crude oil \& NGLs, 1.811 mill. barrels; natural gas, 4.813 bill. cubic feet. Net proved reserves, 12/13: oil, 7.112 bill. bbls.; natural gas, 24.098 trill. cu. ft. Avg. $5-y r$. finding costs: $\$ 5.44$ a barrel (vs. ind. avg. $\$ 4.15)$. 5 -yr. reserve replacement rate: $92 \%$ (vs. ind. avg. 102\%).
Like many of its multinational oil brethren, Chevron Corp. reported weak first-quarter results. Sales and earnings were adversely impacted by lower production volumes and decreased selling prices of crude oil. Worldwide net equivalent production fell to 2.59 million barrels a day (mmboe/d), from 2.65 $\mathrm{mmboe} / \mathrm{d}$ in the year-ago period. This trend signifies a sequential slide in production, as well. In that final-quarter 2013, volume was down from its year-ago period. And oil prices have also been less dynamic. Chevron's average sales price per barrel of crude and natural gas liquids fell to $\$ 95$, from $\$ 98$ in 2013's March interim. A lack of demand for energy from a still-weak global economy, combined with CVX's maturing oil fields, and the higher cost of extraction, crimped results. Share net fell a whopping $26 \%$, to $\$ 2.36$.

## And we don't see much light at the

 end of the tunnel. We see no significant catalyst that would raise our expectations as regards the top and bottom lines for the remainder of the year. Other than a slight lift from the Jack/St. Malo rig coming on line in the Gulf of Mexico at the end of theEst. pv of reserves: $\$ 176.2$ bill. Product sales: 4.51 mill. bbls./day. Has 4,034 owned/leased stations, mainly in the U.S. Has abt. 125,070 emplys. Off. \& Dir. own $0.8 \%$ of stock; BlackRock, $6.1 \%$; State Street, 5.4\%; Vanguard, 5.4\% (4/14 proxy). Chairman and CEO: John S. Watson. Inc.: DE. Addr.: 6001 Bollinger Canyon Rd., San Ramon, CA 94583. Tel.: 925-842-1000. www.chevron.com.
year, we don't see production rising. Selling prices, too, will likely be constrained as energy demand remains muted. Chevron is oil-weighted, so any rise in natural gas prices isn't going to help it much. The company has two major Australian shale gas fields coming on line in the 2015/2016 time frame, but this won't help 2014's results. Furthermore, operating margins will be pressured by the higher cost of extracting oil and gas from more inaccessible regions, such as deep beneath the ocean's surface and the Arctic circle. A greater emphasis on drilling safety in this industry is also raising expenses. All told, we look for 2014 sales and share earnings to come in at $\$ 227.27$ billion and $\$ 10.65$, respectively.
Although this untimely issue has minimal long-term capital appreciation potential, it has an above-average yield, and very strong finances (Safety: 1). As a result, it is suitable for risk-averse income-oriented investors. Should the global economy grow faster than we expect, Chevron, like all multinational oil and gas entities, would be in line to benefit.
J eremy J. Butler

[^0]
[^0]:    (A) Sales exclude (consumer) petroleum \& chemicals excise taxes. 2005 sales figu
    oss: '98, \$0.48. Incl. nonrecur. Ioss of \$1.41: $\quad$ Dividend reinvestment plan restated to account for UNOCAL merger.

    1. Next earnings report due late July. (C) millions, adj. for stock split. (B) Based on diluted shares. Excl. nonrecur. March, June, September, and December. - $^{\text {B }}$
