CHEVRONCORP. NYSE-Cx

 Other
Current Assets
Accts Payable
Debt Due
Other
Current Liab.

| ANNUAL RATES | Past | Past |  |
| :--- | ---: | ---: | :---: |
| Est'd '12-'14 |  |  |  |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to' 18 '20 |
| Sales | $7.5 \%$ | $1.5 \%$ | $1.0 \%$ |
| "Cash Flow" | $12.5 \%$ | $7.0 \%$ | $3.0 \%$ |
| Earnings | $13.0 \%$ | $6.0 \%$ | $2.5 \%$ |
| Dividends | $10.5 \%$ | $9.5 \%$ | $5.0 \%$ |
| Book Value | $16.0 \%$ | $13.0 \%$ | $3.5 \%$ |


| Calendar | QUARTERLY SALES (\$ mill.) A |  |  |  | Full Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 |  |
| 2012 | 60705 | 62608 | 58044 | 60552 | 241909 |
| 2013 | 56818 | 57369 | 58503 | 56158 | 228848 |
| 2014 | 53265 | 57938 | 54679 | 46088 | 211970 |
| 2015 | 34558 | 40357 | 34315 | 31760 | 140990 |
| 2016 | 39000 | 40700 | 42900 | 43000 | 165600 |


| Cal- | EARNINGS PER SHARE B |  |
| :---: | :---: | :---: | :---: |
| endar | Mar. 31 Jun. 30 Sep. 30 Dec. 31 | Full <br> Year |


| 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 | 2.98 | 2.95 | 1.85 | 10.14 |
| 2015 | 1.37 | .30 | 1.09 | 1.39 | 4.15 |
| 2016 | 1.50 | 1.65 | 1.80 | 1.85 | 6.80 |
| Cal- | QUARTERLY DIVIDENDS PAID $\mathbf{C}_{\mathbf{n}}$ |  | Full |  |  |
| endar | Mar.31 | Jun.30 | Sep.30 | Dec.31 | Year |
| 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 | 1.07 | 1.07 | 4.21 |
| 2015 | 1.07 | 1.07 | 1.07 | 1.07 |  |

(A) Sales exclude (consumer) petroleum \&
loss of \$1.41: '01. Next earnings report due able. (D) In millions, adj. for stock split.

Est. pv of reserves: $\$ 183.4$ bill. Product sales: 2.77 mill. bbls./day. Has 4,067 owned/leased stations, mainly in the U.S. Has about 71,780 emplys. Off. \& Dir. own $0.8 \%$ of stock; BlackRock, $6.3 \%$; State Street, 5.8\%; Vanguard, 5.6\% (4/15 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.
since our September report. In late September, the equity made a big upward move as oil prices temporarily rose and short positions were covered. In addition, it appears as if investors were looking further down the road. Chevron should finally get its Australian liquid natural gas projects up and running over the next 18 months. These projects are expected to help restore cash flow. In addition, CVX has a joint venture with Phillips 66 (PSX) called Chevron Phillips Chem, or CP Chem. This partnership is designed to reduce CVX's dependency on oil and gas and looks to have pleased Wall Street. Lastly, management appears to be more determined than ever to rein in its capital spending so that operating cash flow covers capex and dividends. This is called cash neutrality, and has been something investors have long called for.
This is a good time to buy this highquality stock for the long haul. Efforts to achieve operational diversity and cash neutrality are to be applauded and should, along with the Australian natural gas ventures, yield greater profits by 2018-2020. J eremy J. Butler

December 4, 2015 chemicals excise taxes. 2005 sales figure restated to account for UNOCAL merger. mid-Feb. (C) Dividends historically paid on or (B) Based on diluted shares. Incl. nonrecur. $\quad$ December. - Dividend reinvestment plan avail-

Company's Financial Strength Stock's Price Stability<br>Price Growth Persistence

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