|  |  |  |  |  |  |  |  | $\begin{aligned} & \text { RECENT } \\ & \text { PRICE } \end{aligned} 106.27$ |  | $\left.\begin{array}{l} \text { P/E } \\ \text { RATIO 23.4 } \end{array} \text { ( } \begin{array}{l} \text { Trailing: } 69.5 \\ \text { Median: } 10.0 \end{array}\right)$ |  |  |  | $\begin{aligned} & \text { RELATIVE } \\ & \text { PIE RATIO } 1.20 \end{aligned}$ |  |  | $4.1 \% \text { VALUE }$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TIMELIN | VESS | owered |  | High: Low: | 76.2 53.8 | $\begin{aligned} & 95.5 \\ & 65.0 \end{aligned}$ | 104.6 55.5 | $\begin{aligned} & 79.8 \\ & 56.1 \end{aligned}$ | $\begin{aligned} & 92.4 \\ & 66.8 \end{aligned}$ | $\begin{array}{r} 110.0 \\ 86.7 \end{array}$ | $\begin{array}{r} 118.5 \\ 95.7 \end{array}$ | $\begin{aligned} & 127.8 \\ & 108.7 \end{aligned}$ | $\begin{aligned} & 135.1 \\ & 100.1 \end{aligned}$ | $\begin{array}{r} 113.0 \\ 69.6 \end{array}$ | $\begin{array}{r} 119.0 \\ 75.3 \end{array}$ | $\begin{array}{r} 119.0 \\ 103.8 \end{array}$ |  |  | Target Pri 2020 202 | Range 2022 |
| SAFETY <br> TECHN |  | Raised 1/ <br> Lowered | $\begin{aligned} & 4 / 91 \\ & 6 / 2 / 17 \end{aligned}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $-200$ |
| BETA | $15(1.00$ | $\begin{aligned} & \text { Market) } \\ & \hline \end{aligned}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | -160 |
|  | 0-22 PR | JECTIO |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | -100 |
|  | - | A | ' Total |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | -100 |
| High | $\begin{aligned} & \text { Price } \\ & 150 \\ & 125 \end{aligned}$ | $40 \%)$ | $\begin{aligned} & \text { leturn } \\ & 12 \% \\ & 8 \% \end{aligned}$ | , 1 |  |  | $\cdots$ | 4.1 |  |  |  |  |  |  |  |  |  |  |  | $\begin{array}{r} 60 \\ -50 \\ -50 \end{array}$ |
| Insider Decisions |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 40 |
|  | J A S | 0 N D | J F M |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 30 |
| to Buy Options | $\begin{array}{lll}0 & 1 & 0 \\ 0 & 5 & 0\end{array}$ | $\begin{array}{llll}0 & 0 & 0 \\ 1 & 2 & 3\end{array}$ | $\begin{array}{llll}0 & 0 & 0 \\ 1 & 1 & 1\end{array}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | -20 |
| to Sell | 050 | 031 | $\begin{array}{lll}0 & 1 & 1\end{array}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | T. RETURN 4/17 |  |
| Institu | tional | ecision |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | THIS VLA |  |
|  | 202016 850 | 322016 840 | 402016 909 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $\begin{array}{cc}\text { STOCK } & \text { INDEX } \\ 8.7 & 19.0\end{array}$ |  |
| to to Sell | 831 | $\begin{aligned} & 840 \\ & 818 \\ & \hline \end{aligned}$ | 863 |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 3 yr . | $\begin{array}{ll}-3.9 & 25.3\end{array}$ |  |
| Hld's $(000)$ | 170774 | 1605941 | 203258 |  |  |  |  |  |  |  |  | $1 \mathrm{llل}$ لل1] | Uل\|ل14 |  |  |  |  | 5 yr . | $21.1 \quad 82.4$ |  |
| 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | ${ }^{\circ} \mathrm{V}$ | EE LINE PUB. LL | 20-22 |
| 50.11 | 46.37 | 56.94 | 73.70 | 88.77 | 86.02 | 105.67 | 136.21 | 85.50 | 102.85 | 128.06 | 124.27 | 119.61 | 112.74 | 73.55 | 60.52 | 71.25 | 76.45 | Sales | sh A | 100.00 |
| 4.88 | 2.98 | 5.90 | 8.67 | 8.96 | 10.09 | 13.11 | 16.69 | 11.26 | 16.10 | 20.09 | 20.34 | 18.61 | 19.17 | 13.61 | 10.02 | 14.00 | 16.30 | "Cash | ow" per sh | 21.85 |
| 1.55 | . 54 | 3.48 | 6.28 | 6.54 | 7.80 | 8.77 | 11.67 | 5.24 | 9.48 | 13.44 | 13.32 | 11.09 | 10.14 | 2.45 | d. 27 | 4.55 | 5.75 | Earnin | per sh B | 9.75 |
| 1.33 | 1.40 | 1.43 | 1.54 | 1.75 | 2.01 | 2.26 | 2.53 | 2.66 | 2.84 | 3.09 | 3.51 | 3.90 | 4.21 | 4.28 | 4.29 | 4.32 | 4.40 | Div'ds | ecl'd per sh C. | 5.00 |
| 4.58 | 3.56 | 2.63 | 2.99 | 3.90 | 5.65 | 7.98 | 9.81 | 9.89 | 9.84 | 13.38 | 15.89 | 19.85 | 18.83 | 15.67 | 9.57 | 10.50 | 11.00 | Cap' | ending per sh | 13.00 |
| 16.02 | 14.79 | 16.97 | 21.47 | 28.07 | 28.22 | 36.88 | 43.23 | 45.79 | 52.74 | 61.67 | 70.80 | 78.62 | 83.07 | 81.11 | 76.95 | 77.55 | 78.80 | Book | ue per sh | 86.85 |
| 2120.2 | 2136.3 | 2138.3 | 2107.1 | 2232.7 | 2442.7 | 2090.4 | 2004.2 | 2007.4 | 1992.5 | 1981.2 | 1946.7 | 1913.3 | 1880.2 | 1882.8 | 1891.5 | 1895.0 | 1897.0 | Comm | Shs Outst'g D | 1900.0 |
| 28.8 | NMF | 10.2 | 7.6 | 8.8 | 8.1 | 9.4 | 7.3 | 13.4 | 8.2 | 7.5 | 8.1 | 10.9 | 11.9 | 39.4 | .- | Bold figu | res are | Avg A | I P/E Ratio | 14.0 |
| 1.48 | NMF | . 58 | . 40 | . 47 | . 44 | . 50 | . 44 | . 89 | . 52 | . 47 | . 52 | . 61 | . 63 | 1.98 | -- | Value | Line | Relative | P/E Ratio | . 90 |
| 3.0\% | 3.5\% | 4.0\% | 3.2\% | 3.0\% | 3.2\% | 2.7\% | 3.0\% | 3.8\% | 3.6\% | 3.1\% | 3.3\% | 3.2\% | 3.5\% | 4.4\% | 4.3\% | esti |  | Avg Ann | I Div'd Yield | 3.6\% |
| CAPITAL STRUCTURE as of $3 / 31 / 17$ <br> Total Debt $\$ 45161$ mill. Due in 5 Yrs $\$ 23086$ mill. <br> LT Debt $\$ 36864$ mill. LT Interest $\$ 796$ mill. <br> (Total interest coverage; 4.9x) |  |  |  |  |  | 220904 | 273005 | 171636 | 204928 | 253706 | 241909 | 228848 | 211970 | 138477 | 114472 | 135000 | 145000 | Sales | mill) ${ }^{\text {A }}$ | 190000 |
|  |  |  |  |  |  | 18.5\% | 19.3\% | 18.2\% | 22.3\% | 24.0\% | 24.9\% | 22.2\% | 23.2\% | 19.7\% | 15.3\% | 21.5\% | 25.0\% | Opera | M Margin | 26.0\% |
|  |  |  |  |  |  | 8708.0 | 9528.0 | 12110 | 13063 | 12911 | 13413 | 14186 | 16793 | 21037 | 19457 | 18000 | 20000 | Depre | tion (\$mill) | 23000 |
|  |  |  |  |  |  | 18688 | 23931 | 10483 | 19024 | 26895 | 26179 | 21423 | 19241 | 4587.0 | d497.0 | 8550 | 10900 | Net Pro | (\$mill) | 18500 |
|  |  |  |  | ( $20 \%$ of Cap'l) |  | 41.9\% | 44.3\% | 43.4\% | 40.7\% | 43.5\% | 43.5\% | 40.3\% | 38.3\% | 5.3\% | NMF | 20.0\% | 32.0\% | Incom | Tax Rate | 40.0\% |
| Leases, Uncapitalized Annual rentals $\$ 615$ mill. Pension Assets-12/16 $\$ 13.7$ bill. Oblig. $\$ 18.4$ bill. |  |  |  |  |  | 8.5\% | 8.8\% | 6.1\% | 9.3\% | 10.6\% | 10.8\% | 9.4\% | 9.1\% | 3.3\% | NMF | 6.3\% | 7.5\% | Net Pr | Margin | 9.7\% |
|  |  |  |  |  |  | 5579.0 | 4447.0 | 11005 | 19829 | 19634 | 21508 | 17232 | 10306 | 8883.0 | d2166 | 1500 | 2500 | Worki | Cap'l (\$mill) | 15000 |
| Pfd Stock None |  |  |  |  |  | 6070.0 | 6083.0 | 10130 | 11289 | 9812.0 | 12065 | 20057 | 24028 | 33664 | 35286 | 37000 | 37000 | Long-Te | $m$ Debt (\$mill) | 40000 |
| Common Stock 1,894,556,806 shs. |  |  |  |  |  | 77088 | 86648 | 91914 | 105081 | 122181 | 137832 | 150427 | 156191 | 152716 | 145556 | 147000 | 149500 | Shr. E | ty (\$mill) | 165000 |
|  |  |  |  |  |  | 22.6\% | 26.0\% | 10.6\% | 16.6\% | 20.6\% | 17.7\% | 12.8\% | 11.0\% | 2.8\% | NMF | 5.0\% | 6.0\% | Return | Total Cap'l | 9.0\% |
| MARKET CAP: \$201 billion (Large Cap) |  |  |  |  |  | 24.2\% | 27.6\% | 11.4\% | 18.1\% | 22.0\% | 19.0\% | 14.2\% | 12.3\% | 3.0\% | NMF | 6.0\% | 7.5\% | Return | Shr. Equity | 11.0\% |
| CURRENT POSITION (\$MILL.) <br> Cash Assets |  |  | 2015 | 2016 | 3/31/17 | 18.0\% | 21.7\% | 5.6\% | 12.7\% | 17.0\% | 14.0\% | 9.3\% | 7.2\% | NMF | NMF | NMF | 1.5\% | Retain | to Com Eq | 5.5\% |
|  |  |  |  |  |  | 26\% | 22\% | $51 \%$ | 30\% | 23\% | 26\% | 35\% | 41\% | NMF | NMF | 97\% | 77\% | All Div | to Net Prof | 51\% |

 | Inventory (LIFO) | 6334 | 5419 | 5921 | ny based on proven reserves. Daily production in 2016: oil, 1.7 mill. |
| :--- | :--- | :--- | :--- | :--- |
| Other | 4821 | 3107 | 2899 | ny |
|  |  | 35347 |  |  |

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. | $\begin{aligned} & \text { Est'd '14-'16 } \\ & \text { to '20-'22 } \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| Sales |  | -5.0\% | 3.5\% |
| "Cash Flow" | 4.5\% | -2.0\% | 7.5\% |
| Earnings | -5.0\% | -15.0\% | 15.5\% |
| Dividends | 9.0\% | 8.5\% | 2.5\% |
| Book Value | 12.0\% | 8.5\% | 1.5\% |


| Calendar | QUARTERLY SALES (\$ mill.) A |  |  |  | Full Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 |  |
| 2014 | 53265 | 57938 | 54679 | 46088 | 211970 |
| 2015 | 34558 | 40357 | 34315 | 29247 | 138477 |
| 2016 | 23553 | 29282 | 30140 | 31497 | 114472 |
| 2017 | 33421 | 33000 | 34000 | 34579 | 135000 |
| 2018 | 35000 | 35500 | 37000 | 37500 | 145000 |
| Calendar | $\begin{aligned} \mathrm{EAI} \\ \text { Mar. } 31 \end{aligned}$ | $\begin{gathered} \hline \text { RNINGS P } \\ \text { Jun. } 30 \end{gathered}$ | $\begin{aligned} & \text { ER SHARE } \\ & \text { Sep. } 30 \end{aligned}$ | $\begin{aligned} & \mathrm{E} \\ & \text { Dec. } 31 \end{aligned}$ | Full Year |
| 2014 | 2.36 | 2.98 | 2.95 | 1.85 | 10.14 |
| 2015 | 1.37 | . 30 | 1.09 | d. 31 | 2.45 |
| 2016 | d. 39 | d. 78 | . 68 | . 22 | d. 27 |
| 2017 | 1.41 | 1.00 | 1.05 | 1.09 | 4.55 |
| 2018 | 1.20 | 1.45 | 1.50 | 1.60 | 5.75 |
| Calendar | QUART Mar. 31 | $\begin{gathered} \hline \text { TERLY DIV } \\ \text { Jun. } 30 \end{gathered}$ | IDENDS PA Sep. 30 | $\begin{aligned} & \hline \text { AID } \mathrm{c}_{\mathbf{m}} \\ & \text { Dec. } 31 \end{aligned}$ | Full Year |
| 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 | 4.28 |
| 2016 | 1.07 | 1.07 | 1.07 | 1.08 | 4.29 |
| 2017 | 1.08 |  |  |  |  |

barrels (-1\% vs. '15); natural gas, 5.3 bill. cubic feet (flat vs. '15). Daily refinery input, 1.7 million barrels ( $-1 \%$ vs. '15). Daily sales of refinery products, 2.7 million barrels ( $-2 \%$ vs. '15). Reserves at 12/31/16: 11.1 billion barrels of oil equivalent, $57 \%$ liquids, $43 \%$
Chevron should continue to enjoy a nice year of recovery in 2017 on the strength of higher average oil prices. First-quarter earnings benefited from the sale of the Indonesian geothermal business but, absent that gain, we figure the share net was around \$1.10. Assuming reasonably steady margins and price realizations, quarterly earnings per share may approximate that level for the balance of 2017. F or the year as a whole, profits should show a clear turnaround from the loss generated in 2016.
Further progress is likely in 2018, assuming oil quotations remain supportive. Chevron these days is being helped by streamlined operations effected following the extremely difficult market conditions experienced over the past couple of years. A lower cost base and less aggressive spending are the formula for success against the backdrop of a still-somewhattentative comeback in oil prices. Overall, we look for volume and pricing to edge higher in 2018. That could well go a long way on the bottom line, where we now look
for $\$ 5.75$ in share net, given the increased level of efficiency.
gas. (Affiliated companies account for 25\% of total reserves.) Owns $50 \%$ interest in ChevronPhillips Chemical Co. Has about 55,000 employees. Vanguard owns $6.9 \%$ of stock; BlackRock, $6.4 \%$; State Street, $6.2 \%$ (4/17 proxy). Chairman and CEO: John S. Watson. Inc.: DE. Addr.: 6001 Bollinger Canyon Rd., San Ramon, CA 94583. Tel.: 925-842-1000. Internet:www.chevron.com.

The strategy now is to build up capacity as conditions dictate. Chevron's LNG projects in Australia, its stake in promising wells in Kazakhstan, and its leading position in the Permian Basin of west Texas provide an expandable base of new production. That is especially true for Permian activity, which can deliver good short-cycle returns, in contrast to the long lead times associated with overseas ventures. The added flexibility will serve the company's finances well by not having to commit major funds far in advance of the completion of projects. Based on crude oil prices averaging $\$ 60-\$ 65$ a barrel by 20202022, we project earnings can approach $\$ 10$ a share in three to five years.
These untimely, high-yielding shares offer good long-term total return possibilities, in view of their top quality. The cash dividend is likely to continue increasing, supported by the company's excellent finances, and presuming profits climb, as forecast. Adding to the conservative profile is Chevron's dominant drilling position stateside, reducing foreign exposure somewhat.
Robert Mitkowski
J une 2, 2017

Company's Financial Strength Stock's Price Stability Price Growth Persistence

