

US Oil and Gas

Hess in the context of Chevron: strong earnings, strong growth at a discount

Estimate Change

Strong earnings FcF outlook bolsters CVX

We remain at No Rating on Hess. On the assumption that its pending acquisition by Chevron concludes at some point in 2024, we believe keeping track of its earnings is significant to Chevron's (CVX) outlook. Hess' valuation is defined by the acquisition ratio of 1.025 CVX / HES share per the merger agreement. We maintain our Buy rating on CVX, with completion of the acquisition on the terms announced the catalyst we believe could reset CVX's investment case, with a particularly attractive entry point given the market overreaction (in our view) to recent operating difficulties at Tengiz. In our view, strong growth in Hess' FcF could provide l/term visibility for CVX's dividend capacity, while associated operating & portfolio synergies, and renewed headroom for asset sales could provide line of sight to release value we believe CVX could not achieve on its own.

Hess 4Q23 highlights: production led beat vs consensus

Hess' stand-alone earnings in 4Q23 beat Street consensus for both EPS and cashflow, with oil & gas production of 418,000 boepd ahead of 410,000 boepd guidance led by key assets in the Bakken and Guyana. Including the start-up of Phase 3 (Payara) on Nov 14th. Management has not provided FY 2024 production guidance; but with Payara achieving full nameplate capacity of 220,000 bpd in January, we believe total Hess oil & gas production in 2024 will reasonably average 460-480 kbpd of which 160,000 bpd is Guyana, implying a ~15% uplift on standalone CVX production of 3.3mm boepd. 4Q23 capex above guidance leads us to believe Phase 4 and 5 are already ahead of schedule.

Hess not trading on fundamentals; ratio at 1.05x

Hess shares are no longer trading on fundamentals, being linked to Chevron's share price. However, we note that Hess is trading at ratio closer to 1.05x, implying an inexpensive route to CVX ownership. To rationalize this discount we observe that the merger has yet to gain FTC approval. We also view the raised profile of a long-standing border dispute between Venezuela and Guyana as a reminder of the pending geographical concentration that absent the merger may have had a disproportionate impact on Hess. We offer some thought on the historical precedents that perhaps mitigate concerns on whether this dispute could impact closing of the deal — we see no such issues currently and conclude that there are fundamental grounds for the discount to exist, in our view. We update our Hess estimates to reflect actual 4Q23 earnings and BofA's revised commodity outlook.

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Equity United States Oils

Doug Leggate Research Analyst BofAS +1 713 247 6013 doug.leggate@bofa.com

John H. Abbott Research Analyst BofAS +1 713 247 7144 john.h.abbott@bofa.com

Kalei Akamine Research Analyst BofAS +1 713 247 7880 kalei.akamine@bofa.com

Carlos Escalante Research Analyst BofAS carlos.escalante@bofa.com

Noah Hungness Research Analyst BofAS noah.hungness@bofa.com

Glossary

FcF – free cashflow bpd – barrel per day boe – barrel of oil equivalent

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Objective Basis/Risk on page 5.

Hess 4Q23 earnings review

Considerations for its pending acquisition by Chevron

We remain at No Rating on Hess Corporation. On the assumption that its pending acquisition by Chevron concludes at some point in 2024, we believe keeping track of its earnings, and more importantly cashflow and free cashflow outlook is significant to the outlook for Chevron. Hess' valuation is defined by the acquisition ratio of 1.025 CVX / HES share per the terms of the merger agreement. We maintain our Buy rating on Chevron, introduced in October in the wake of the agreed merger. In our view completion of the acquisition on the announced terms is the catalyst that could reset CVX's investment case, with a particularly attractive entry point given the [market] overreaction (in our view) to recent operating difficulties at Tengiz.

In our view, strong growth in Hess' free cashflow could provide long term visibility for CVX's dividend capacity, while associated operating and portfolio synergies, and renewed headroom for asset sales could provide line of sight for CVX to release value that we believe could not be achieved on its own.

Hess 4Q23 highlights

Hess' stand-alone earnings in 4Q23 beat street consensus for both EPS and cashflow, with oil & gas production ahead of guidance provided with 3Q23 earnings, which also beat the street. 4Q23 oil and gas production of 418,000 boepd was ahead of 410,000 boepd guidance led by key assets in the Bakken and Guyana. Bakken output of 194,000 boepd was ahead of 190,000 boepd guidance and now within sight of management's long term target of 200,000 boepd.

Exhibit 1: HES 4Q23 Earnings Estimates (\$ in Millions, except in per share data)

Segment Earnings	4Q23E	4Q23A	4Q22A	YOY	3Q23A	QOQ
Total E&P		531	591	-10%	529	0%
Midstream		63	64	-2%	66	-5%
Corporate & Other		(93)	(107)	-13%	(91)	2%
Net Income (Adjusted)		501	548	-9%	504	-1%
Special Items		(88)	76	0%	-	0%
Discontinued Operations		-	-	0%	-	0%
Net Income (Reported)		413	624	-34%	504	-18%
EPS (Adjusted)		\$1.63	\$1.78	-9%	\$1.64	-1%
EPS (Reported)		\$1.34	\$2.03	-34%	\$1.64	-18%
Dividend		\$0.44	\$0.38	17%	\$0.44	0%

Source: BofA Global Research; Commodity data

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Hess' operated four rigs in the Bakken, a level expected to be held flat in 2024 to support stable production outside of any winter storm issues that almost certainly impacted 1Q24. In Guyana net production of 128,000 bpd also beat guidance of 120,000 bpd with the start up of Phase 3 (Payara) on Nov 14th. Management has not provided FY 2024 production guidance; however with Payara achieving full nameplate capacity of 220,000 bpd in January, well ahead of the notional 6 month ramp up typically characterized by the operator, XOM, we believe total Hess oil & gas production is 2024 will reasonably average 480,000 bpd of which 160,000 bpd is from Guyana, implying a ~15% uplift on standalone CVX production of 3.3mm boepd, but with a positive impact on operating margins.

Hess' 4Q23 capex of \$1.48bn was slightly ahead of guidance (\$1.4bn); however from discussions with management the delta is related mainly to faster development in the next phases of development in Guyana – phase 4 (Yellowtail, 250,000 bpd assumed onstream in 2025) and Uaru (250,000 bpd, expected onstream in 2026). Noting that Payara ultimately started up 6-7 months ahead of its original schedule and that XOM typically builds contingency on its development timeline, we continue to believe start up at the turn of the year in 2024/25 for Yellowtail is reasonable, accelerating free cashflow net to CVX which at our \$75 Brent base case, we assess at ~\$1.8bn for every 250,000

discount

bpd incremental FPSO. Critically, with a full year of production from the first three phases of Guyana in 2024, we see Hess' share of free cashflow at ~\$4.2bn, fully covering its entire corporate capital budget, and leaving free cashflow from its three other operating areas in the GoM, Malaysia / Thailand and the Bakken available for cash returns, which given the pending acquisition more than likely builds cash on Hess' balance sheet. For 2024 we estimate Hess' free cashflow at close to \$2bn assuming \$80 Brent.

Hess no longer trading on fundamentals

In our view, Hess shares are no longer trading on fundamentals, being linked to Chevron's share price at the agreed 1.025x exchange ratio. However, we note that Hess shares are trading at ratio closer to 1.05x.

Exhibit 2: CVX/HES share price ratioSince announcement of the proposed merger CVX is trading at a relative

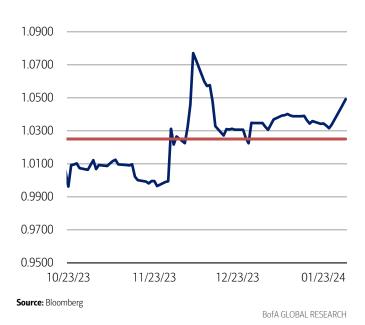
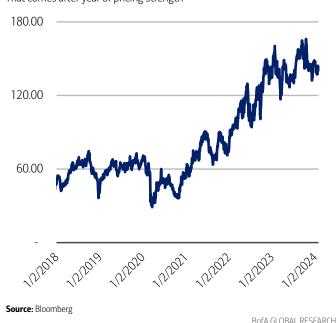


Exhibit 3: HES share price historyThat comes after year of pricing strength



To rationalize this discount we observe, that the merger has yet to gain FTC approval. However, we also view the raised profile of a long-standing border dispute between Venezuela and Guyana a reminder of the pending geographical concentration that absent the merger may have had a disproportionate impact on Hess share price. By our estimates Hess' share of Guyana cashflow would account for ~69% of total company cashflow in 2024 and closer to 80% within five years.

One only has to look at the 25% drop in Hess' share price on Dec 24th 2018 in response to a Venezuela Navy approach to a seismic vessel in the northern part of the Stabroek block, to envisage how its share price may have responded to the December referendum on Essequibo sovereignty held by the Venezuela Government, at the objection of Guyana.

While the ICJ has committed to review the case, we highlight prior precedents as a possible guide on how maritime border disputes have been resolved in the past - specifically the 200-mile settlement of the Suriname / Guyana Maritime border, which essentially plotted the midpoint of opposing coastlines.



Exhibit 4: Suriname / Guyana Maritime border

The 200-mile settlement in 2007 provides precedent for how maritime border disputes have been resolved in the past



Source: UN ICJ

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In the event that Essequibo sovereignty was somehow found in Venezuela's favor, applying this same methodology to the Essequibo river, would effectively split the Stabroek block in two – with the cluster of over 30 discoveries unaffected in the southern part of the block.

Exhibit 5: Venezuela's boundary claims

Would also dispute the settled Suriname border



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Exhibit 6: Area of contention in Guyana would effectively split the Stabroek block in two



Source: UN

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Of course this would reverse almost two centuries of precedent, and move the map back to a timer when New Grenada also included parts of Colombia. The more practical



observation in our view, is that Venezuela's claim would also encumber the newly defined Suriname border and hence the jurisdiction of the ICJ that has settled that boundary in 2007. For now, we surmise that the pending merger with Chevron has been a source of protection for Hess' shareholders, otherwise exposed to the market reaction to headline news. However, from our dialogue with Chevron, operator ExxonMobil and our mid 2023 discussions with the Government of Guyana we have no expectations that any of the issues in Guyana rise to the level of a Material Adverse Condition to derail the deal.

We maintain our Buy rating on Chevron and remain at No Rating on Hess. We update our Hess estimates to reflect actual 4Q23 earnings and BofA's revised commodity outlook for 2024/25 published with our year ahead strategy report.

Exhibit 7: HES Earnings Estimates

2024 EPS moves from \$13.18 to \$8.24

	Q1	Q2	Q3	Q4	FY	BBG Consensus
2022A	1.30	2.15	1.89	1.78	7.11	7.03
2023E	1.13	0.65	1.64	1.63	5.05	4.75
Previous	1.13	0.65	1.18	2.46	5.16	n/a
2024E	1.65	2.23	2.24	2.12	8.24	7.66
Previous	3.30	3.45	3.17	3.26	13.18	n/a
2025E	2.00	2.80	2.81	2.00	9.60	9.85
Previous	3.28	3.24	2.70	2.75	11.98	n/a

Source: BofA Global Research, Bloomberg

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Price objective basis & risk

Chevron Corp. (CVX; B-1-7; \$147.43)

Our price objective of \$190/sh assumes \$75 Brent and \$70 WTI long-term. We assume long-term HH natural gas of \$4.00. We apply a long-term (post-tax) weighted average cost of capital (WACC) of 7.7%, which is based on the BofA Strategy team's assumed risk premium and a five-year monthly beta.

The risks to our price objective are: (1) commodity price volatility, (2) operational execution particularly on new projects, and (3) inability to capture the price environment due to cost pressures (opex, capex and taxation), unseen integration issues with the recently announced acquisition. Upside risks to our price objective are higher oil prices and lower cap ex spending.

Hess Corp. (HES)

We have removed the investment opinion on the company's stock. Investors should no longer rely on our previous opinion or price objective.

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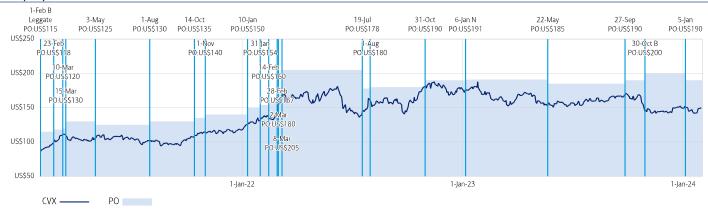
US - Large Cap Oils Coverage Cluster

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BUY				
	APA Corporation	APA	APA US	Doug Leggate
	Canadian Natural Resources	YCNO	CNQ CN	Doug Leggate
	Canadian Natural Resources	CNQ	CNQ US	Doug Leggate
	Chesapeake Energy	CHK	CHK US	Doug Leggate
	Chevron Corp.	CVX	CVX US	Doug Leggate
	ConocoPhillips	COP	COP US	Doug Leggate
	Coterra Energy Inc	CTRA	CTRA US	Doug Leggate
	EQT Corporation	EQT	EQT US	John H. Abbott
	ExxonMobil Corp.	XOM	XOM US	Doug Leggate
	Granite Ridge Resources, Inc	GRNT	GRNT US	John H. Abbott
	Imperial Oil	IMO	IMO US	Doug Leggate
	Imperial Oil	YIMO	IMO CN	Doug Leggate
	Kimbell Royalty Partners	KRP	KRP US	John H. Abbott
	Occidental Petroleum Corp.	OXY	OXY US	Doug Leggate
	Ovintiv Inc	YOVV	OVV CN	Doug Leggate
	Ovintiv Inc	OVV	OW US	Doug Leggate
	Range Resources Corp	RRC	RRC US	Doug Leggate
	Suncor	YSU	SU CN	Doug Leggate
	Suncor	SU	SU US	Doug Leggate
NEUTRAL				
	California Resources Corporation	CRC	CRC US	Kalei Akamine
	CNX Resources	CNX	CNX US	John H. Abbott
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	HF Sinclair Corporation	DINO	DINO US	Doug Leggate
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	PBF Energy	PBF	PBF US	Doug Leggate
	Permian Resources Corporation	PR	PR US	Doug Leggate
	Phillips 66	PSX	PSX US	Doug Leggate
	Valero Energy Corp.	VLO	VLO US	Doug Leggate
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	Marathon Oil Corp.	MRO	MRO US	Doug Leggate
	National Fuel Gas Company	NFG	NFG US	John H. Abbott
	Northern Oil and Gas	NOG	NOG US	John H. Abbott
	Vital Energy Inc	VTLE	VTLE US	John H. Abbott
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Important Disclosures

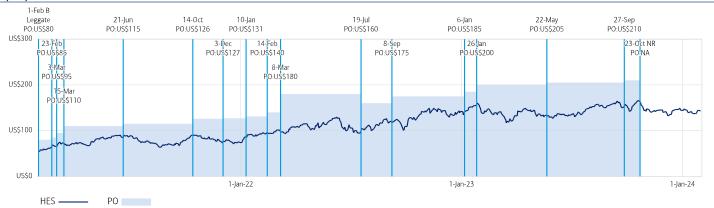
Chevron (CVX) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

The Investment Opinion System is contained at the end of the report under the heading "Fundamental Equity Opinion Key". Dark grey shading indicates the security is restricted with the opinion suspended. Medium grey shading indicates the security is under review with the opinion withdrawn. Light grey shading indicates the security is not covered. Chart is current as of a date no more than one trading day prior to the date of the report.

Hess (HES) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

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Equity Investment Rating Distribution: Energy Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	83	61.48%	Buy	64	77.11%
Hold	28	20.74%	Hold	21	75.00%
Sell	24	17.78%	Sell	18	75.00%

Equity Investment Rating Distribution: Global Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	1895	53.62%	Buy	1083	57.15%
Hold	832	23.54%	Hold	454	54.57%
Sell	807	22.84%	Sell	383	47.46%

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Investment rating Total return expectation (within 12-month period of date of initial rating) Ratings dispersion guidelines for coverage cluster^{R2}

 Buy
 ≥ 10%
 ≤ 70%

 Neutral
 ≥ 0%
 ≤ 30%

 Underperform
 N/A
 ≥ 20%

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