# **Supplemental Earnings Information**





Second Quarter 2015



# **OPERATING RESULTS**

#### Reported Net Income (Loss), Items Affecting Comparability & Adjusted Net Income (Loss) by Operating Activity



In millions, except per share data

	2Q 2015		2Q 2014		1Q 2015
Net Income (Loss) Attributable to Hess Corporation (U.S. GAAP)					
Exploration and Production	\$ (502)	\$	1,049	\$	(314)
Bakken Midstream	32		7		27
Corporate and Other	(29)		(31)		(37)
Interest	(54)		(51)		(52)
Discontinued Operations	(14)		(43)		(13)
Net income (loss) attributable to Hess Corporation	\$ (567)	\$	931	\$	(389)
Net income (loss) per share (diluted)	\$ (1.99)	\$	2.96	\$	(1.37)
Items Affecting Comparability of Earnings - Income (Expense)					
Exploration and Production	\$ (406)	\$	574	\$	(93)
Bakken Midstream	-		-		-
Corporate and Other	-		(9)		(4)
Discontinued Operations	(14)		(66)		(13)
Total items affecting comparability of earnings between periods	\$ (420)	\$	499	\$	(110)



In millions, except per share data

	2Q 2015		2Q 2014		1Q 2015
Adjusted Net Income (Loss)*					
Exploration and Production	\$ (96)	\$	475	\$	(221)
Bakken Midstream	32		7		27
Corporate and Other	(29)		(22)		(33)
Interest	(54)		(51)		(52)
Discontinued Operations	-		23		-
Adjusted net income (loss) attributable to Hess Corporation	\$ (147)	\$	432	\$	(279)
Adjusted net income (loss) per share (diluted)	\$ (0.52)	\$	1.38	\$	(0.98)
Weighted average number of shares (diluted)	 284.3		314.1		283.5

The Corporation has used a non-GAAP financial measure in this supplemental earnings information. "Adjusted Net Income (Loss)" presented throughout this supplemental information is defined as reported net income (loss) attributable to Hess Corporation excluding items identified as affecting comparability of earnings between periods. We believe that investors' understanding of our performance is enhanced by disclosing this measure. This measure is not, and should not be viewed as, a substitute for U.S. GAAP net income (loss).



(Amounts are after income taxes)

#### <u>2Q 2015</u>

- Exploration and Production Results include:
  - A noncash goodwill impairment charge of \$385 million associated with the Corporation's E&P onshore reporting unit. As a result of establishing the Bakken Midstream business as a separate operating segment in the second quarter of 2015, U.S. GAAP required the reallocation of goodwill to the Bakken Midstream segment and an impairment test of all goodwill.
  - Charges totaling \$21 million associated with terminated international office space.
- Bakken Midstream None.
- Corporate and Other None.
- Discontinued Operations The Corporation incurred a loss of \$14 million related to the continued exit from its downstream business.



(Amounts are after income taxes)

#### <u>2Q 2014</u>

- Exploration and Production Earnings include:
  - A gain of \$706 million from the sale of the Corporation's assets in Thailand and a gain of \$35 million from the sale of acreage and related wells in the Utica.
  - A charge of \$105 million to write-off a previously capitalized exploration well in the western half of Block 469 in the Gulf of Mexico.
  - Charges totaling \$62 million primarily to write-off leasehold acreage in the Paris Basin of France, the Shakrok Block in Kurdistan and an interest in a natural gas exploration project, offshore Sabah, Malaysia.
- Bakken Midstream None.
- Corporate and Other Results include charges of \$9 million for severance, exit-related costs and other charges.
- **Discontinued Operations** Earnings include:
  - A charge of \$72 million related to the early buyout of leased retail gasoline stations acquired in anticipation of the Corporation's third quarter 2014 divestiture of its retail business.
  - Charges totaling \$18 million for severance, exit-related costs and other charges.
  - Income of \$24 million resulting from the liquidation of last-in, first-out (LIFO) inventories.



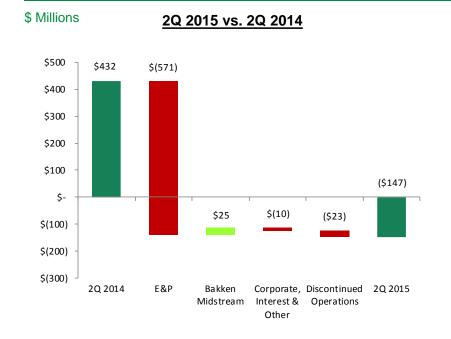
(Amounts are after income taxes)

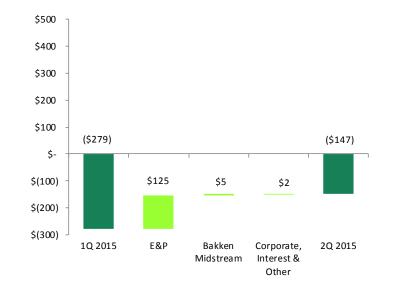
#### <u>1Q 2015</u>

- Exploration and Production Results include:
  - A charge of \$67 million to write-off a previously capitalized exploration well and associated leasehold costs related to the Dinarta Block in the Kurdistan Region of Iraq following the decision by the Corporation and its partner to cease further drilling activity and to exit operations in the region.
  - Charges totaling \$26 million to expense surplus drilling materials due to changes in the capital program, and to write-off an exploration project in Brunei.
- Bakken Midstream None.
- Corporate and Other Results include charges of \$4 million primarily for exit-related costs.
- Discontinued Operations The Corporation incurred a loss of \$13 million related to the continued exit from its downstream business.

#### **Consolidated Adjusted Net Income (Loss)**







	2Q	2015	2Q	2014	icr. / iecr.)
Exploration and Production	\$	(96)	\$	475	\$ (571)
Bakken Midstream		32		7	25
Corporate, Interest and Other		(83)		(73)	(10)
Discontinued Operations		-		23	(23)
Adjusted net income (loss) attributable to Hess Corporation	\$	(147)	\$	432	\$ (579)

	2Q	2015	1Q	2015	 cr. / ecr.)
Exploration and Production	\$	(96)	\$	(221)	\$ 125
Bakken Midstream		32		27	5
Corporate, Interest and Other		(83)		(85)	2
Discontinued Operations		-		-	 -
Adjusted net income (loss) attributable to Hess Corporation	\$	(147)	\$	(279)	\$ 132

#### 2Q 2015 vs. 1Q 2015

## Analysis of Consolidated Adjusted Net Income (Loss) [HESS]

#### 2Q 2015 vs. 2Q 2014

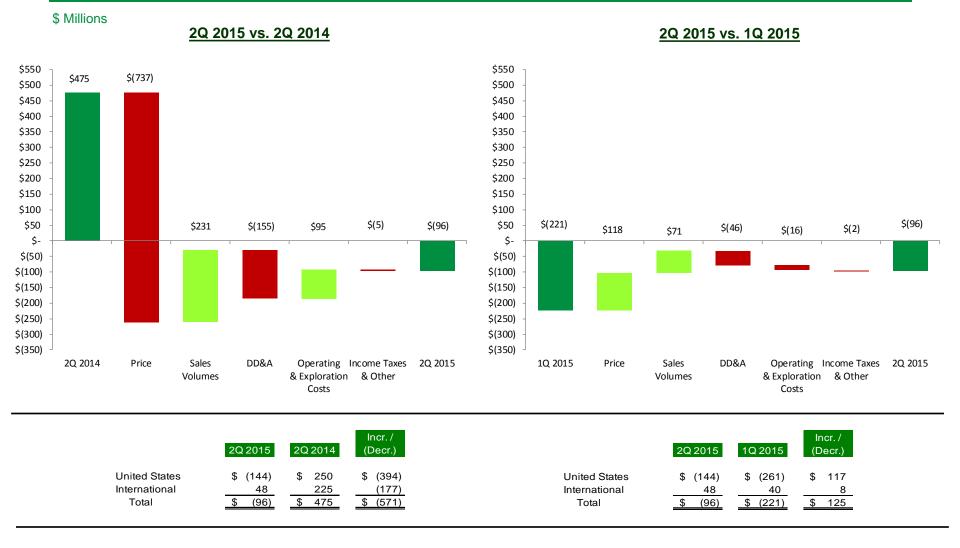
- Exploration and Production The decrease in earnings was primarily attributable to lower realized selling
  prices and higher depreciation, depletion and amortization expenses, which were partially offset by higher production,
  lower cash operating costs and reduced exploration expenses.
- Bakken Midstream The increase in earnings was primarily due to higher throughput.
- Corporate, Interest and Other The increase in corporate, interest and other costs primarily resulted from the prior year including a gain related to the sale of a downstream joint venture in Newark, New Jersey.

#### 2Q 2015 vs. 1Q 2015

- Exploration and Production The increase in earnings was primarily attributable to higher production and realized selling prices, which were partially offset by higher depreciation, depletion and amortization expenses.
- Bakken Midstream The increase in earnings was primarily due to higher throughput.
- Corporate, Interest and Other The decrease in corporate, interest and other costs primarily resulted from lower professional fees and other administrative costs.

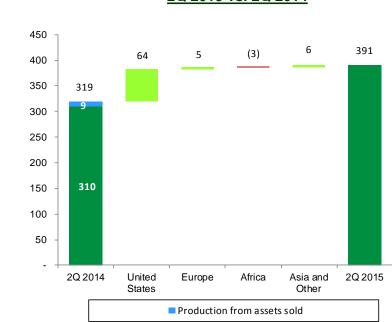
#### **Exploration and Production Adjusted Net Income (Loss)**





#### **Worldwide Oil & Gas Production**

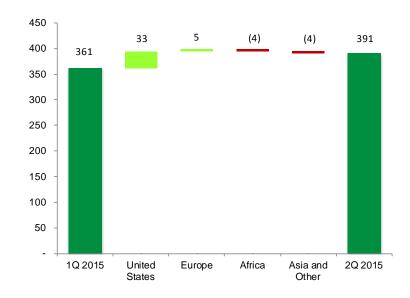




MBOEPD

2Q 2015 vs. 2Q 2014

2Q 2015 vs. 1Q 2015



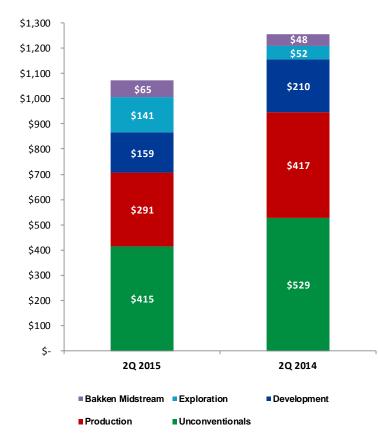
	2Q 2015	2Q 2014	Incr. / (Decr.)
United States			
Bakken	119	80	39
Other Onshore	39	22	17
Total Onshore	158	102	56
Offshore	83	75	8
<b>Total United States</b>	241	177	64
Europe	48	43	5
Africa	48	51	(3)
Asia and Other	54	48	6
Total	391	319	72

	2Q 2015	1Q 2015	Incr./ (Decr.)
United States			
Bakken	119	108	11
Other Onshore	39	33	6
Total Onshore	158	141	17
Offshore	83	67	16
Total United States	241	208	33
Europe	48	43	5
Africa	48	52	(4)
Asia and Other	54	58	(4)
Total	391	361	30

## **Capital and Exploratory Expenditures**



#### \$ Millions

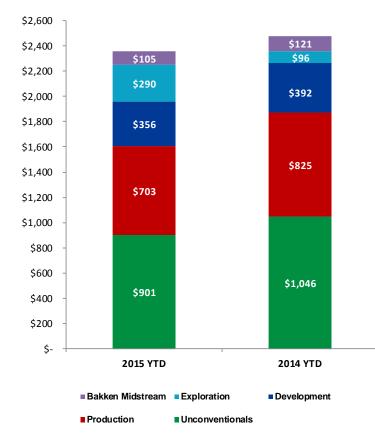


	Three Mont June	
	2015	2014
United States		
Bakken	\$ 331	\$ 385
Other Onshore	110	186
Total Onshore	441	571
Offshore	188	157
Total United States	629	728
Europe	82	162
Africa	58	119
Asia and Other	237	199
Capital and Exploratory Expenditures related to Exploration and Production	1,006	1,208
Bakken Midstream	65	48
Total Capital and Exploratory Expenditures	\$ 1,071	\$ 1,256
Total exploration expenses charged to income included above	\$ 58	<u>\$54</u>

## **Capital and Exploratory Expenditures**



#### \$ Millions



	Six Months June	
	2015	2014
United States		
Bakken	\$ 765	\$ 765
Other Onshore	190	355
Total Onshore	955	1,120
Offshore	467	319
Total United States	1,422	1,439
Europe	197	307
Africa	146	219
Asia and Other	485	394
Capital and Exploratory Expenditures related to Exploration and Production	2,250	2,359
Bakken Midstream	105	121
Total Capital and Exploratory Expenditures	\$ 2,355	\$ 2,480
Total exploration expenses charged to income included above	<u>\$ 105</u>	\$ 132



# 2015 & 2014 FINANCIAL INFORMATION



#### **Basis of Presentation**

Prior to the second quarter of 2015, the results of the Bakken Midstream operations were included in the Exploration and Production (E&P) segment. In the second quarter of 2015, the Corporation began reporting the Bakken Midstream as a new operating segment. Pages 15-21 reconcile the previously reported E&P Income Statements to the recast E&P financial results, which excludes the Bakken Midstream segment, for each quarter for 2015 and 2014, and for the year ended December 31, 2014.

The adjusted earnings (loss) for the E&P and Bakken Midstream segments for 2015 and 2014 by quarter, which represent U.S. GAAP net income (loss) adjusted for items affecting comparability, are shown on pages 23-26.

#### **Definitions:**

- Cash Margin Net revenue (total revenues and non-operating income less cost of products sold) less cash costs, Bakken Midstream tariffs, and current income taxes. All amounts exclude items affecting comparability.
- **EBITDA** Earnings before interest, taxes, depreciation, depletion and amortization.

## **Exploration and Production – Q2 2015 Reconciliation**



fillions	Three Months Ended June 30, 2015								
	E&P Pro Forma			Bakken Midstream		Eliminations		Current E&P Presentation	
		Α		В		С	Α	- B + C	
Revenues and Non-operating Income									
Sales and other operating revenues	\$	1,953	\$	145	\$	145	\$	1,953	
Other, net		(17)		-		-		(17)	
Total revenues and non-operating income		1,936		145		145		1,936	
Costs and Expenses									
Cost of products sold (excluding items shown separately below)		386		-		-		386	
Operating costs and expenses		474		68		29		435	
Production and severance taxes		45		-		-		45	
Bakken Midstream tariffs		-		-		116		116	
Exploration expenses, including dry holes and lease impairment		90		-		-		90	
General and administrative expenses		100		3		-		97	
Depreciation, depletion and amortization		1,026		22		-		1,004	
Impairment		385		-		-		385	
Total costs and expenses		2,506		93		145		2,558	
Results of operations before income taxes		(570)		52		-		(622)	
Provision (benefit) for income taxes		(101)		19		-		(120)	
Net income (loss) attributable to Hess Corporation*	\$	(469)	\$	33	\$	-	\$	(502)	
Production:									
Volumes - mmboe		35.6						35.6	
Volumes - boe per day		391						391	
Production Costs (\$/boe)**:									
Cash Costs	\$	16.80					\$	15.65	
DD&A Costs		28.84						28.22	
Production Costs		45.64						43.87	
Bakken Midstream Tariffs		-						3.26	
Total Production Costs	\$	45.64					\$	47.13	

\* Excludes interest expense.

## **Exploration and Production – Q1 2015 Reconciliation**



\$ Millions	Three Months Ended March 31, 2015							
		Previously ported		akken Istream	Elim	inations		rent E&P æntation
		Α		в		С	A٠	B + C
Revenues and Non-operating Income								
Sales and other operating revenues	\$	1,538	\$	130	\$	130	\$	1,538
Other, net		11		-		-		11
Total revenues and non-operating income		1,549		130		130		1,549
Costs and Expenses								
Cost of products sold (excluding items shown separately below)		306		-		-		306
Operating costs and expenses		478		63		28		443
Production and severance taxes		36		-		-		36
Bakken Midstream tariffs		-		-		102		102
Exploration expenses, including dry holes and lease impairment		269		-		-		269
General and administrative expenses		88		2		-		86
Depreciation, depletion and amortization		953		21		-		932
Total costs and expenses		2,130		86		130		2,174
Results of operations before income taxes		(581)		44		-		(625)
Provision (benefit) for income taxes		(295)		16		-		(311)
Net income (loss) attributable to Hess Corporation*	\$	(286)	\$	28	\$	-	\$	(314)
Production:								
Volumes - mmboe		32.5						32.5
Volumes - boe per day		361						361
Production Costs (\$/boe)**:								
Cash Costs	\$	17.90					\$	16.74
DD&A Costs		29.36						28.71
Production Costs		47.26						45.45
Bakken Midstream Tariffs		-						3.13
Total Production Costs	\$	47.26					\$	48.58

\* Excludes interest expense.

## **Exploration and Production – Q1 2014 Reconciliation**



\$ Millions	Three Months Ended March 31, 2014							
		Previously ported		akken Istream	Elim	inations		rent E&P æntation
		Α		В		С	A٠	B + C
Revenues and Non-operating Income								
Sales and other operating revenues	\$	2,673	\$	48	\$	48	\$	2,673
Gain on asset sales		10		-		-		10
Other, net		(6)		-		-		(6)
Total revenues and non-operating income		2,677		48		48		2,677
Costs and Expenses								
Cost of products sold (excluding items shown separately below)		393		-		-		393
Operating costs and expenses		466		57		29		438
Production and severance taxes		62		-		-		62
Bakken Midstream tariffs		-		-		19		19
Exploration expenses, including dry holes and lease impairment		119		-		-		119
General and administrative expenses		80		2		-		78
Depreciation, depletion and amortization		721		9		-		712
Total costs and expenses		1,841		68		48		1,821
Results of operations before income taxes		836		(20)		-		856
Provision (benefit) for income taxes		328		(7)		-		335
Net income (loss) attributable to Hess Corporation*	\$	508	\$	(13)	\$	-	\$	521
Production:								
Volumes - mmboe		28.6						28.6
Volumes - boe per day		318						318
Production Costs (\$/boe)**:								
Cash Costs	\$	21.11					\$	20.07
DD&A Costs		25.19						24.89
Production Costs		46.30						44.96
Bakken Midstream Tariffs		-					. <u> </u>	0.65
Total Production Costs	\$	46.30					\$	45.61

\* Excludes interest expense.

## **Exploration and Production – Q2 2014 Reconciliation**



\$ Millions	Three Months Ended June 30, 2014									
			3akken dstream	Eliminations		Current E&P Presentation				
		Α		В		С	Α	- B + C		
Revenues and Non-operating Income										
Sales and other operating revenues	\$	2,829	\$	81	\$	81	\$	2,829		
Gain on asset sales		766		-		-		766		
Other, net		(28)		-		-		(28)		
Total revenues and non-operating income		3,567		81		81		3,567		
Costs and Expenses										
Cost of products sold (excluding items shown separately below)		444		-		-		444		
Operating costs and expenses		522		47		23		498		
Production and severance taxes		78		-		-		78		
Bakken Midstream tariffs		-		-		58		58		
Exploration expenses, including dry holes and lease impairment		460		-		-		460		
General and administrative expenses		79		2		-		77		
Depreciation, depletion and amortization		782		20		-		762		
Total costs and expenses		2,365		69		81		2,377		
Results of operations before income taxes		1,202		12		-		1,190		
Provision (benefit) for income taxes		145		4		-		141		
Net income (loss) attributable to Hess Corporation*	\$	1,057	\$	8	\$	-	\$	1,049		
Production:										
Volumes - mmboe		29.0						29.0		
Volumes - boe per day		319						319		
Production Costs (\$/boe)**:										
Cash Costs	\$	23.47					\$	22.58		
DD&A Costs		26.88						26.19		
Production Costs		50.35						48.77		
Bakken Midstream Tariffs								2.00		
Total Production Costs	\$	50.35					\$	50.77		

\* Excludes interest expense.

## **Exploration and Production – Q3 2014 Reconciliation**



\$ Millions	Three Months Ended September 30, 2014									
		Previously ported		Bakken idstream	Elin	ninations		rent E&P sentation		
		Α		В		С	A٠	- B + C		
Revenues and Non-operating Income										
Sales and other operating revenues	\$	2,678	\$	89	\$	89	\$	2,678		
Gain on asset sales		37		-		-		37		
Other, net		21		-		-		21		
Total revenues and non-operating income		2,736		89		89		2,736		
Costs and Expenses										
Cost of products sold (excluding items shown separately below)		447		-		-		447		
Operating costs and expenses		487		54		24		457		
Production and severance taxes		69		-		-		69		
Bakken Midstream tariffs		-		-		65		65		
Exploration expenses, including dry holes and lease impairment		90		-		-		90		
General and administrative expenses		85		3		-		82		
Depreciation, depletion and amortization		834		19		-		815		
Total costs and expenses		2,012		76		89		2,025		
Results of operations before income taxes		724		13		-		711		
Provision (benefit) for income taxes		283		5		-		278		
Net income (loss) attributable to Hess Corporation*	\$	441	\$	8	\$	-	\$	433		
Production:										
Volumes - mmboe		29.3						29.3		
Volumes - boe per day		318						318		
Production Costs (\$/boe)**:										
Cash Costs	\$	21.76					\$	20.62		
DD&A Costs		28.48						27.81		
Production Costs		50.24						48.43		
Bakken Midstream Tariffs		-						2.22		
Total Production Costs	\$	50.24					\$	50.65		

\* Excludes interest expense.

## **Exploration and Production – Q4 2014 Reconciliation**



\$ Millions	Three Months Ended December 31, 2014									
		Previously eported		akken Istream	Elin	ninations		rent E&P sentation		
		Α		в		С	Α	- B + C		
Revenues and Non-operating Income										
Sales and other operating revenues	\$	2,557	\$	101	\$	101	\$	2,557		
Gain on asset sales		4		-		-		4		
Other, net		(33)		-		-		(33)		
Total revenues and non-operating income		2,528		101		101		2,528		
Costs and Expenses										
Cost of products sold (excluding items shown separately below)		542		-		-		542		
Operating costs and expenses		452		61		31		422		
Production and severance taxes		66		-		-		66		
Bakken Midstream tariffs		-		-		70		70		
Exploration expenses, including dry holes and lease impairment		171		-		-		171		
General and administrative expenses		92		4		-		88		
Depreciation, depletion and amortization		873		22		-		851		
Total costs and expenses		2,196		87		101		2,210		
Results of operations before income taxes		332		14		-	-	318		
Provision (benefit) for income taxes		240		5		-		235		
Net income (loss) attributable to Hess Corporation*	\$	92	\$	9	\$	-	\$	83		
Production:										
Volumes - mmboe		33.3						33.3		
Volumes - boe per day		362						362		
Production Costs (\$/boe)**:										
Cash Costs	\$	18.22					\$	17.17		
DD&A Costs		26.19						25.55		
Production Costs		44.41						42.72		
Bakken Midstream Tariffs		-						2.13		
Total Production Costs	\$	44.41					\$	44.85		

\* Excludes interest expense.

#### **Exploration and Production – Full Year 2014 Reconciliation**



\$ Millions	Year Ended December 31, 2014									
		Previously eported	Ν	Bakken lidstream	Elir	minations		rrent E&P sentation		
		Α		В		С	Α	- B + C		
Revenues and Non-operating Income										
Sales and other operating revenues	\$	10,737	\$	319	\$	319	\$	10,737		
Gain on asset sales		817		-		-		817		
Other, net		(46)		-		-		(46)		
Total revenues and non-operating income		11,508		319		319		11,508		
Costs and Expenses										
Cost of products sold (excluding items shown separately below)		1,826		-		-		1,826		
Operating costs and expenses		1,927		219		107		1,815		
Production and severance taxes		275		-		-		275		
Bakken Midstream tariffs		-		-		212		212		
Exploration expenses, including dry holes and lease impairment		840		-		-		840		
General and administrative expenses		336		11		-		325		
Depreciation, depletion and amortization		3,210		70		-		3,140		
Total costs and expenses		8,414		300		319		8,433		
Results of operations before income taxes		3,094		19		-		3,075		
Provision (benefit) for income taxes		996		7		-		989		
Net income (loss) attributable to Hess Corporation*	\$	2,098	\$	12	\$	-	\$	2,086		
Production:										
Volumes - mmboe		120.3						120.3		
Volumes - boe per day		329						329		
Production Costs (\$/boe)**:										
Cash Costs	\$	21.03					\$	20.01		
DD&A Costs		26.68						26.10		
Production Costs		47.71						46.11		
Bakken Midstream Tariffs		-						1.77		
Total Production Costs	\$	47.71					\$	47.88		

\* Excludes interest expense.

## **Bakken Midstream – Average Throughput**



				2015		
		YTD	4Q	3Q	2Q	1Q
PROCESSING						
Tioga Gas Plant	MMSCFD	191			202	179
EXPORT						
Terminal Throughput	MBPD	81			82	79
Tioga Rail Terminal Crude Loading	MBPD	51			51	50
Rail Services	MBPD	42			44	40
PIPELINES						
Oil Gathering	MBPD	32			35	28
Gas Gathering	MMSCFD	215			227	204

				2014		
		YTD	4Q	3Q	2Q	1Q
PROCESSING						
Tioga Gas Plant	MMSCFD	107	160	139	121	6
EXPORT						
Terminal Throughput	MBPD	61	72	62	61	49
Tioga Rail Terminal Crude Loading	MBPD	38	43	39	34	37
Rail Services	MBPD	36	41	34	34	38
PIPELINES						
Oil Gathering	MBPD	25	27	28	25	19
Gas Gathering	MMSCFD	129	176	167	139	33

## **Exploration and Production Adjusted Results – 2015**



#### \$ Millions

	QUARTER									
		Q1		Q2		Q3	Q	4	Т	OTAL
Net Revenues	\$	1,243	\$	1,550	\$	-	\$	-	\$	2,793
Costs and Expenses										
Operating costs and expenses		422		435		-		-		857
Production and severance taxes		36		45		-		-		81
General and administrative expenses		86		76		-		-		162
Cash costs		544		556		-		-		1,100
Bakken Midstream tariffs		102		116		-		-		218
Depreciation, depletion and amortization		932		1,004		-		-		1,936
Production costs		1,578		1,676		-		-		3,254
Exploration expense		94		90		-		-		184
Total expenses		1,672		1,766		-		-		3,438
Adjusted Earnings (Losses) Before Taxes		(429)		(216)		-		-		(645)
Current income tax provision (benefit)		-		27		-		-		27
Deferred income tax provision (benefit)		(208)		(147)		-		-		(355)
Income taxes		(208)		(120)		-		-		(328)
Adjusted Earnings (Losses) After Taxes	\$	(221)	\$	(96)	\$	-	\$	-	\$	(317)
Cash Margin*	\$	597	\$	851	\$	-	\$	_	\$	1,448
Effective Tax Rate		48%		56%		-				51%
Capital and Exploratory Expenditures	\$	1,244	\$	1,006	\$	-	\$	-	\$	2,250

#### Bakken Midstream – 2015



#### \$ Millions

		QUA	RTER				
	Q1	Q2		Q3	(	Q4	TOTAL
Net Revenues	\$ 130	\$ 145	\$	-	\$	-	275
Costs and Expenses	 						
Operating costs and expenses	63	68		-		-	131
General and administrative expenses	2	3		-		-	5
Cash costs	 65	 71		-		-	136
Depreciation, depletion and amortization	21	22		-		-	43
Interest expense	1	1		-		-	2
Total expenses	 87	 94		-		-	181
Adjusted Earnings (Losses) Before Taxes	 43	 51		-		-	94
Current income tax provision (benefit)	-	-		-		-	-
Deferred income tax provision (benefit)	 16	 19		-		-	35
Income taxes	 16	 19		-		-	35
Adjusted Earnings (Losses) After Taxes	\$ 27	\$ 32	\$		\$	-	59
EBITDA*	 65	 74				-	139
Capital Expenditures	\$ 40	\$ 65	\$		\$	-	105

## **Exploration and Production Adjusted Results – 2014**



#### \$ Millions

	QUARTER									
		Q1		Q2		Q3		Q4	Т	OTAL
Net Revenues	\$	2,284	\$	2,355	\$	2,256	\$	2,004	\$	8,899
Costs and Expenses										
Operating costs and expenses		438		495		455		422		1,810
Production and severance taxes		62		78		69		66		275
General and administrative expenses		74		81		78		85		318
Cash costs		574		654		602		573		2,403
Bakken Midstream tariffs		19		58		65		70		212
Depreciation, depletion and amortization		712		761		815		851		3,139
Production costs		1,305		1,473		1,482		1,494		5,754
Exploration expense		116		159		90		173		538
Total expenses		1,421		1,632		1,572		1,667		6,292
Adjusted Earnings (Losses) Before Taxes		863		723		684		337		2,607
Current income tax provision (benefit)		130		130		112		147		519
Deferred income tax provision (benefit)		206		118		168		52		544
Income taxes		336		248		280		199		1,063
Adjusted Earnings (Losses) After Taxes	\$	527	\$	475	\$	404	\$	138	\$	1,544
Cash Margin*	\$	1,561	\$	1,513	\$	1,477	\$	1,214	\$	5,765
Effective Tax Rate		39%		34%		41%		59%		41%
Capital and Exploratory Expenditures	\$	1,151	\$	1,208	\$	1,371	\$	1,576	\$	5,306

#### Bakken Midstream – 2014



#### \$ Millions

	QUARTER								
	Q1		Q2		Q3		Q4	тс	DTAL
Net Revenues	\$ 48	\$	81	\$	89	\$	101	\$	319
Costs and Expenses	 								
Operating costs and expenses	57		47		54		61		219
General and administrative expenses	 2		2		3		4		11
Cash costs	59		49		57		65		230
Depreciation, depletion and amortization	9		20		19		22		70
Interest expense	 -		1		-		1		2
Total expenses	68		70		76		88		302
Adjusted Earnings (Losses) Before Taxes	(20)		11		13		13		17
Current income tax provision (benefit)	-		-		-		-		-
Deferred income tax provision (benefit)	 (7)		4		5		5		7
Income taxes	(7)		4		5		5		7
Adjusted Earnings (Losses) After Taxes	\$ (13)	\$	7	\$	8	\$	8	\$	10
EBITDA*	 (11)		32		32		36		89
Capital Expenditures	\$ 73	\$	48	\$	47	\$	133	\$	301



# **OTHER INFORMATION**



	Guida	nce****	Ac	tual
	Full Year	3Q	2Q	1Q
Production (MBOEPD)				
Total	360 - 370	355 - 365	391	361
Bakken	105 - 110	105 - 110	119	108
Jnit Cost (\$/BOE)*				
Cash Costs	\$16.00 - \$17.00	\$16.50 - \$17.50	\$15.65	\$16.74
DD&A	\$28.50 - \$29.50	\$28.50 - \$29.50	\$28.22	\$28.71
Total Production Costs	\$44.50 - \$46.50	\$45.00 - \$47.00	\$43.87	\$45.45
Bakken Midstream Tariff	\$3.40 - \$3.50	\$3.55 - \$3.65	\$3.26	\$3.13
xploration Expenses, Excluding Dry Hole Costs (\$ Millions)*	\$380 - \$400	\$110 - \$120	\$90	\$94
&P Effective Tax Rate**	44% - 48%	41% - 45%	56%	48%
Other (\$ Millions)*				
Bakken Midstream Net Income Attributable to Hess Corporation	\$85 - \$95	\$15 - \$20***	\$32	\$27
Corporate Expenses, After-Taxes	\$120 - \$130	\$30 - \$35	\$29	\$33
nterest Expenses, After-Taxes	\$205 - \$215	\$50 - \$55	\$54	\$52
Capital and Exploratory Spend (\$ Millions)	\$4,400	N/A	\$1,071	\$1,284

\* Excludes "items affecting comparability".

\*\* Based on current strip oil prices, the Corporation is forecasting a pre-tax loss for 2015, and as a result, the E&P effective tax rate, excluding items affecting comparability, is expected to be a benefit.

\*\*\* Reflects Hess Corporation's 50% ownership in the Bakken Midstream.

\*\*\*\* Guidance excludes any contribution from Libya.



# **BAKKEN OPERATIONAL DATA**



Net Production by Product											
				2015							
		YTD Avg	4Q	3Q	2Q	1Q					
Oil	MBBLPD	82			85	79					
NGL	MBBLPD	21			22	19					
Gas	MMCFPD	65			71	58					
Total	MBOEPD*	114			119	108					

Net Production by Operatorship											
				2015							
		YTD Avg	4Q	3Q	2Q	1Q					
Operated	MBOEPD	102			107	96					
Outside Operated	MBOEPD	12			12	12					
Total	MBOEPD	114			119	108					
% Outside Operated		11%			10%	11%					

\* Includes natural gas production converted on the basis of relative energy content (six mcf equals one barrel of oil equivalent).



	Net Production by Product									
			2014							
		YTD Avg	4Q	3Q	2Q	1Q				
Oil	MBBLPD	66	78	63	64	58				
NGL	MBBLPD	10	16	15	8	2				
Gas	MMCFPD	40	50	46	48	15				
Total	MBOEPD*	83	102	86	80	63				

	Net Production by Operatorship									
					2014					
		Y	TD Avg	4Q	3Q	2Q	1Q			
Operated	MBOEPD		73	90	76	70	54			
Outside Operated	MBOEPD		10	12	10	10	9			
Total	MBOEPD		83	102	86	80	63			
% Outside Operated			12%	12%	12%	13%	14%			

\* Includes natural gas production converted on the basis of relative energy content (six mcf equals one barrel of oil equivalent).

## **Bakken Operational Well Statistics - 2015**



	Hess O	perated We	lls			
				2015		
		YTD Avg	4Q	3Q	2Q	1Q
Rig Count						
Drilling	No. Rigs	10			8	1:
Drilling Days	Spud-to-Spud	20			18	2
				2015		
		YTD	4Q	3Q	2Q	1Q
No. of Wells						
Drilled	by Qrtr	105			45	6
Completion	by Qrtr	135			62	73
On Production	by Qrtr	137			67	70
On Production - Other	Cum. to date adj. *	-			-	
On Production	Cum. to date	1,119			1,119	1,05
Well Performance						
Average Frac Stage	by Qrtr	36			36	3
Average 30-day IPs	Gross BOPD**	856			835	87
	Outside	Operated W	lells			
				2015		
		YTD	4Q	3Q	2Q	1Q

On Productionby Qrtr352015On Production - OtherCum. to date adj.\*25916On ProductionCum. to date974974945

\* Reflects changes arising from the impact of swaps, acquisitions, divestitures and other adjustments.

\*\* Based on weighted average of total number of wells.

## **Bakken Operational Well Statistics - 2014**



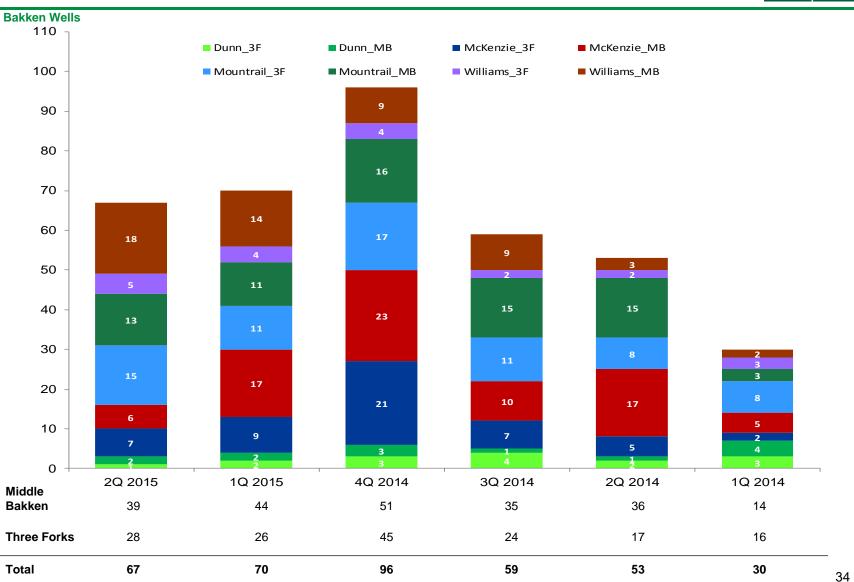
	Hess O	perated We	lls			
				2014		
		YTD Avg	4Q	3Q	2Q	1Q
Rig Count						
Drilling	No. Rigs	17	17	17	17	17
Drilling Days	Spud-to-Spud	22	22	22	22	23
				2014		
		YTD	4Q	3Q	2Q	1Q
No. of Wells						
Drilled	by Qrtr	261	78	71	66	40
Completion	by Qrtr	230	82	60	46	42
On Production	by Qrtr	238	96	59	53	30
On Production - Other	Cum. to date adj. *	22	-	-	-	22
On Production	Cum. to date	982	982	886	827	774
Well Performance						
Average Frac Stage	by Qrtr	34	35	35	33	33
Average 30-day IPs	Gross BOPD**	884	870	826	976	880
	Outside (	Operated W	<i>l</i> ells			
				2014		
		YTD	4Q	3Q	2Q	1Q

On Production	by Qrtr	146	36	47	30	33
On Production - Other	Cum. to date adj. *	9	23	4	12	(30)
On Production	Cum. to date	914	914	855	804	762

\* Reflects changes arising from the impact of swaps, acquisitions, divestitures and other adjustments.

\*\* Based on weighted average of total number of wells.

## **Hess Operated Bakken Wells Brought on Production** by County and Formation



HESS



	Average Well Cost - Hess Operated								
					2015				
			YTD	4Q	3Q		2Q		1Q
Drilling	\$MM/Well	\$	3.7			\$	3.5	\$	3.9
Completion	\$MM/Well		2.5				2.1		2.9
Total	\$MM/Well	\$	6.2			\$	5.6	\$	6.8

	Average Working Interest of New Wells Spud each Quarter									
				2015						
		YTD	4Q	3Q	2Q	1Q				
Hess Operated	%	74%			76%	74%				
Outside Operated	%	10%			10%	10%				

Net Acreage Position									
			2015						
			4Q	3Q	2Q	1Q			
Total Acreage	'000 acres				605	609			



	Average Well Cost - Hess Operated										
							2014				
			YTD		4Q		3Q		2Q		1Q
Drilling	\$MM/Well	\$	4.3	\$	3.9	\$	4.2	\$	4.5	\$	4.7
Completion	\$MM/Well		3.0		3.2		3.0		2.9		2.8
Total	\$MM/Well	\$	7.3	\$	7.1	\$	7.2	\$	7.4	\$	7.5

Average Working Interest of New Wells Spud each Quarter									
				2014					
		YTD	4Q	3Q	2Q	1Q			
Hess Operated	%	75%	75%	76%	75%	74%			
Outside Operated	%	12%	12%	11%	12%	12%			

Net Acreage Position									
				20	14				
			4Q	3Q	2Q	1Q			
Total Acreage	'000 acres		613	635	642	644			



# **UTICA OPERATIONAL DATA**



	Net Production by Product									
				2015						
		YTD Avg	4Q	3Q	2Q	1Q				
Oil	MBBLPD	2			2	2				
NGL	MBBLPD	5			7	4				
Gas	MMCFPD	73			82	65				
Total	MBOEPD*	19			22	17				

		Net Production by 0	Operatorship			
				2015		
		YTD Avg	4Q	3Q	2Q	1Q
Operated	MBOEPD	11			13	9
Outside Operated	MBOEPD	8			9	8
Total	MBOEPD	19			22	17
% Outside Operated		43%	)		41%	45%

\* Includes natural gas production converted on the basis of relative energy content (six mcf equals one barrel of oil equivalent).



	Net Production by Product										
			2014								
		YTD Avg	4Q	3Q	2Q	1Q					
Oil	MBBLPD	1	1	2	-	-					
NGL	MBBLPD	2	4	2	1	1					
Gas	MMCFPD	36	45	39	37	23					
Total	MBOEPD*	9	13	11	7	5					

		Net Prod	duction by O	peratorship					
			2014						
			YTD Avg	4Q	3Q	2Q	1Q		
Operated	MBOEPD		6	7	5	6	4		
Outside Operated	MBOEPD		3	6	6	1	1		
Total	MBOEPD		9	13	11	7	5		
% Outside Operated			37%	49%	53%	10%	8%		

\* Includes production from dry gas sale in first two quarters; natural gas production converted on the basis of relative energy content (six mcf equals one barrel of oil equivalent).

## **Utica Operational Well Statistics - 2015**



	Hess/CNX O	perated Act	ivities			
				2015		
		YTD Avg	4Q	3Q	2Q	1Q
Rig Count						
Drilling	No. Rigs	2			2	2
				2014		
		YTD	4Q	3Q	2Q	1Q
No. of Wells						
Drilled	by Qrtr	15			10	Ę
Completion	by Qrtr	19			15	2
On Production	by Qrtr	13			9	2
On Production - Other	Cum. to date adj. *	1			1	
On Production	Cum. to date	60			60	50
Well Performance - Hess Op C	only					
Average Frac Stage	by Qrtr	37			47	27
Average Lateral Length	Ft/Qrtr	6,836			7,639	6,032

	Outside Operated Wells (NOJV)										
				2015							
		YTD	4Q	3Q	2Q	1Q					
No. of Wells											
On Production	by Qrtr	1			-	1					
On Production	Cum. to date	30			30	30					

\* Reflects changes arising from the impact of swaps, acquisitions, divestitures and other adjustments.

### **Utica Operational Well Statistics - 2014**



	Hess/CNX (	Operated Acti	ivities			
				2014		
		YTD Avg	4Q	3Q	2Q	1Q
Rig Count						
Drilling	No. Rigs	4	3	4	4	2
				2014		
		YTD	4Q	3Q	2Q	1Q
lo. of Wells						
Drilled	by Qrtr	38	10	10	10	8
Completion	by Qrtr	36	10	11	12	3
On Production	by Qrtr	39	8	18	3	1(
On Production	Cum. to date	46	46	38	20	17
Vell Performance - Hess Op On	ly					
Average Frac Stage	by Qrtr	40	41	41	43	34
Average Lateral Length	Ft/Qrtr	8,587	8,957	8,669	9,373	7,543

	Outside Operated Wells (NOJV)										
		2014									
		YTD	4Q	3Q	2Q	1Q					
No. of Wells											
On Production	by Qrtr	22	5	9	8	-					
On Production	Cum. to date	29	29	24	15	7					



		Average Well	Cost - He	ss Operated			
					2015		
		Y	ΥTD	4Q	3Q	2Q	1Q
Drilling	\$MM/Well	\$	5.7			\$ 4.8	\$ 6.5
Completion	\$MM/Well		4.0			 4.2	3.9
Total	\$MM/Well	\$	9.7			\$ 9.0	\$ 10.4
Drilling	\$/Ft	\$	354			\$ 288	\$ 420
Completion	\$M/Stage	\$	122			\$ 103	\$ 142

	Average Working Interest of Wells TD Cumulative Through Quarter										
				2015							
		YTD	4Q	3Q	2Q	1Q					
Hess/CONSOL JV*	%	46%			46%	47%					
NOJV	%	8%			8%	8%					

Net Acreage Position (JV Core Acreage)									
				20	15				
			4Q	3Q	2Q	1Q			
Total Acreage	'000 acres				47	45			

\* Excludes 25% CNX carry on eligible costs; \$335 MM total obligation.



	Average Well Cost - Hess Operated											
							2014					
			YTD		4Q		3Q		2Q		1Q	
Drilling	\$MM/Well	\$	6.8	\$	6.6	\$	6.7	\$	6.7	\$	7.4	
Completion	\$MM/Well		6.9		7.0		7.4		7.4		5.9	
Total	\$MM/Well	\$	13.7	\$	13.6	\$	14.1	\$	14.1	\$	13.3	
Drilling Completion	\$/Ft \$M/Stage	\$ \$	381 177	\$ \$	362 170	\$ \$	362 182	\$ \$	351 178	\$ \$	445 183	

Average Working Interest of Wells TD Cumulative Through Quarter										
				2014						
		YTD	4Q	3Q	2Q	1Q				
Hess/CONSOL JV*	%	47%	47%	47%	46%	46%				
NOJV	%	8%	8%	7%	6%	6%				

Net Acreage Position (JV Core Acreage)						
			2014			
			4Q	3Q	2Q	1Q
Total Acreage	'000 acres		45	44	43	43

\* Excludes 25% CNX carry on eligible costs; \$335 MM total obligation.