# **McDep Associates Independent Stock Idea** May 26, 2005

Rating: Buy S&P 500: 1190

# **Unocal Corporation Buy Chevron at a Discount**

| Symbol  | UCL     | Ebitda Next Twelve Months ending 6/30/06 (US\$mm) | 4,300 |  |  |  |
|---|---------|---|-------|--|--|--|
| Rating  | Buy     | North American Natural Gas/Ebitda (%)             | 22    |  |  |  |
| Price (US\$/sh)   | 56.07   | Natural Gas and Oil Production/Ebitda (%)         | 100   |  |  |  |
| Pricing Date  | 5/25/05 | Adjusted Reserves/Production NTM                  | 8.5   |  |  |  |
| Shares (mm)   | 273     | EV/Ebitda   | 4.5   |  |  |  |
| Market Capitalization (US\$mm)  | 15,300  | PV/Ebitda   | 5.1   |  |  |  |
| Debt (US\$mm)   | 4,100   | Undeveloped Reserves (%)                          | 48    |  |  |  |
| Enterprise Value (EV) (US\$mm)  | 19,400  | Natural Gas and Oil Ebitda (US\$/boe)             | 27.30 |  |  |  |
| Present Value (PV) (US\$mm)   | 21,800  | Present Value Proven Reserves(US\$/boe)           | 12.40 |  |  |  |
| Net Present Value (US\$/share)  | 65      | Present Value Proven Reserves(US\$/mcfe)          | 2.07  |  |  |  |
| Debt/Present Value  | 0.19    | Earnings Next Twelve Months (US\$/sh)             | 6.10  |  |  |  |
| McDep Ratio - EV/PV   | 0.89    | Price/Earnings Next Twelve Months                 | 9     |  |  |  |
| Dividend Yield (%/year)   | 1.4     | Indicated Annual Dividend (US\$/sh)               | 0.80  |  |  |  |
| Note: Estimated cash flow and earnings tied to one-year futures prices for oil and natural gas. |         |   |       |  |  |  |

Reported results may vary widely from estimates. Estimated present value per share revised only infrequently.

#### **Summary and Recommendation**

Buyers of **Unocal (UCL)** stock are essentially getting buy-recommended **Chevron Corporation** (**CVX**) at about a 2% discount presuming that the acquisition of Unocal by Chevron is completed as contemplated. Paying \$56.07 a share for Unocal would get CVX stock and cash by year end worth \$57.43 at the closing price on May 25. While Unocal stock by itself has appreciation potential of 16% to net present value of \$65, it has appreciation potential of 20% to the net present value of CVX stock and cash.

#### **Projections Provide Input to Chevron Analysis**

The proposed exchange ratio of 1.03 shares of Chevron stock for 75% of the shares of Unocal plus \$65 for the remaining 25% is expected to be effective by the end of 2005. Assuming the deal is complete at the beginning of 2006, projections displayed below for the first half of next year are included in the related projections for Chevron (see table <u>Next Twelve Months Operating and Financial Performance</u>).

Thanks in part to recent better-than-expected reported results by Unocal, our estimates of present value by business segment are less than the amounts consistent with the current correlation for 30 companies (see tables <u>Functional Cash Flow and Present Value</u>). The difference accrues to the benefit of Chevron and makes the acquisition offer appear timelier. Of course, Unocal stockholders would share in value changes because an average 75% of Unocal shares would be turned into Chevron shares.

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|                                | Next Twelve Months Operating and Financial Estimates |                |               |                |   |                 |                | Next           |                |                             |
|--------------------------------|--|----------------|---------------|----------------|---|-----------------|----------------|----------------|----------------|-----------------------------|
|                                | Q4<br>12/31/04                                       | Year<br>2004   | Q1<br>3/31/05 | Q2E<br>6/30/05 | Q3E<br>9/30/05                          | Q4E<br>12/31/05 | Year<br>2005E  | Q1E<br>3/31/06 | Q2E<br>6/30/06 | Twelve<br>Months<br>6/30/06 |
| Volume                         |  |                |               | 0, 0 0, 0 0    | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, |                 |                |                |                |                             |
| Natural Gas (mmcfd)            |  |                |               |                |   |                 |                |                |                |                             |
| North America                  | 551  | 578            | 539           | 539            | 539                                     | 539             | 539            | 539            | 539            | 539                         |
| Overseas                       | 993  | 941            | 1,021         | 1,021          | 1,021                                   | 1,021           | 1,021          | 1,021          | 1,021          | 1,021                       |
| Total                          | 1,544  | 1,520          | 1,560         | 1,560          | 1,560                                   | 1,560           | 1,560          | 1,560          | 1,560          | 1,560                       |
| Oil (mbd)                      | 171  | 159            | 169           | 169            | 169                                     | 169             | 169            | 169            | 169            | 169                         |
| Total gas & oil (mmb)          | 39   | 151            | 39            | 39             | 39                                      | 39              | 157            | 39             | 39             | 157                         |
| Total gas & oil (mbd)          | 428  | 412            | 429           | 429            | 429                                     | 429             | 429            | 429            | 429            | 429                         |
| Price                          | .20  |                | /             | .2)            | ,                                       | ,               |                | >              | /              | >                           |
| Natural gas (\$/mcf)           |  |                |               |                |   |                 |                |                |                |                             |
| Henry Hub (\$/mmbtu)           | 7.10   | 6.15           | 6.27          | 6.85           | 6.52                                    | 7.13            | 6.69           | 7.93           | 6.86           | 7.11                        |
| North America                  | 6.02   | 5.27           | 5.32          | 5.81           | 5.53                                    | 6.05            | 5.68           | 6.73           | 5.82           | 6.03                        |
| Overseas                       | 3.42   | 3.17           | 3.43          | 3.53           | 3.63                                    | 3.73            | 3.58           | 3.83           | 3.93           | 3.77                        |
| Total                          | 4.35   | 3.97           | 4.08          | 4.32           | 4.28                                    | 4.53            | 4.30           | 4.83           | 4.58           | 4.55                        |
| Oil (\$/bbl)                   | 1.55   | 0.97           | 1.00          | 1.52           | 1.20                                    | 1.55            | 1.00           | 1.05           | 1.50           | 1.00                        |
| WTI Cushing                    | 48.31  | 41.44          | 49.65         | 50.26          | 49.98                                   | 51.43           | 50.33          | 51.43          | 51.17          | 51.01                       |
| Worldwide                      | 44.43  | 37.92          | 45.44         | 45.99          | 45.74                                   | 47.07           | 46.06          | 47.06          | 46.83          | 46.67                       |
| Total gas & oil (\$/bbl)       | 33.40  | 29.25          | 32.74         | 33.81          | 33.60                                   | 35.01           | 33.80          | 36.11          | 35.10          | 34.95                       |
| Revenue (\$mm)                 | 55.40  | 27.23          | 52.74         | 55.61          | 55.00                                   | 55.01           | 55.00          | 50.11          | 55.10          | 54.75                       |
| Natural Gas                    |  |                |               |                |   |                 |                |                |                |                             |
| North America                  | 305  | 1,115          | 258           | 285            | 274                                     | 300             | 1,118          | 327            | 286            | 1,187                       |
| Overseas                       | 313  | 1,093          | 315           | 328            | 341                                     | 350             | 1,333          | 352            | 365            | 1,107                       |
| Total                          | 618  | 2,208          | 573           | 613            | 615                                     | 650             | 2,450          | 678            | 650            | 2,593                       |
| Oil                            | 697  | 2,208          | 691           | 707            | 711                                     | 732             | 2,430          | 716            | 720            | 2,393                       |
| Other                          | 1,031  | 3,802          | 922           | 922            | 922                                     | 922             | 3,688          | 922            | 922            | 3,688                       |
| Total                          | 2,346  | 3,802<br>8,211 | 2,186         | 2,242          | 2,248                                   | 2,304           | 3,000<br>8,980 | 2,316          | 2,293          | 3,088<br>9,161              |
|                                | 2,540  | 0,211          | 2,180         | 2,242          | 2,240                                   | 2,304           | 0,900          | 2,510          | 2,295          | 9,101                       |
| Expense<br>Natural Gas and Oil | 297  | 1,012          | 187           | 289            | 290                                     | 302             | 1,068          | 303            | 201            | 1,195                       |
| Other                          |  | 3.802          | 922           | 289<br>922     | 290<br>922                              | 922             | 3.688          | 922            | 301<br>922     | <i>,</i>                    |
| Total                          | 1,031<br>1,328                                       | 3,802<br>4,814 | 922<br>1,109  | 922<br>1,211   | 1,212                                   | 1,224           | 3,088<br>4,756 | 922<br>1,225   | 1,223          | 3,688<br>4,884              |
| Ebitda (\$mm)                  | 1,528  | 3,397          | 1,109         | 1,031          | 1,036                                   | 1,224           | 4,730          | 1,225          | 1,223          | 4,004                       |
|                                | · · · · · ·  | · ·            | ,             | ,              | ,                                       | ,               |                | ,              | -              | <i>.</i>                    |
| Exploration                    | 167  | 435            | 58            | 120            | 120                                     | 120             | 418            | 120            | 120            | 480                         |
| Deprec., Deplet., & Amort.     | 277  | 997            | 276           | 276            | 276                                     | 276             | 1,104          | 276            | 276            | 1,104                       |
| Hedging                        | 53   | 111            | 29            | 22             | 22                                      | 22              | 29             | 22             | 22             | -                           |
| Interest                       | 33   | 160            | 33            | 33             | 33                                      | 33              | 132            | 33             | 33             | 132                         |
| Ebt                            | 488  | 1,693          | 680           | 602            | 607                                     | 651             | 2,541          | 662            | 641            | 2,561                       |
| Income tax                     | 171  | 593            | 238           | 211            | 213                                     | 228             | 889            | 232            | 224            | 896                         |
| Net Income (\$mm)              | 317  | 1,101          | 442           | 391            | 395                                     | 423             | 1,652          | 430            | 417            | 1,665                       |
| Per share (\$)                 | 1.17   | 4.01           | 1.62          | 1.43           | 1.45                                    | 1.55            | 6.05           | 1.58           | 1.53           | 6.10                        |
| Shares (millions)              | 271  | 275            | 273           | 273            | 273                                     | 273             | 273            | 273            | 273            | 273                         |
| Ebitda margin (E&P)            | 77%  | 77%            | 85%           | 78%            | 78%                                     | 78%             | 80%            | 78%            | 78%            | 78%                         |
| Tax rate - current             | 35%  | 35%            | 35%           | 35%            | 35%                                     | 35%             | 35%            | 35%            | 35%            | 35%                         |

Unocal Next Twelve Months Operating and Financial Estimates

|                             | NTM Ebitda<br><u>(US\$mm)</u> | Adjusted<br><u>R/P</u> | PV/<br><u>Ebitda</u> | Present<br>Value<br><u>(US\$mm)</u> |        |
|-----------------------------|-------------------------------|------------------------|----------------------|-------------------------------------|--------|
| North American Natural Gas  | 933                           | 7.8                    | 5.9                  | 5,500                               | 25%    |
| Overseas Natural Gas        | 1,099                         | 9.2                    | 5.5                  | 6,000                               | 28%    |
| Oil                         | 2,245                         | 8.1                    | 4.6                  | 10,300                              | 47%    |
|                             | 4,277                         | 8.5                    | 5.1                  | 21,800                              | 100%   |
| Debt (US\$mm)               |                               |                        |                      |                                     | 4,100  |
| Net Present Value (US\$mm)  |                               |                        |                      |                                     | 17,700 |
| Shares (mm)                 |                               |                        |                      |                                     | 273    |
| Net Present Value (US\$/sh) |                               |                        |                      |                                     | 65     |

#### Unocal **Functional Cash Flow and Present Value**

#### **Crude Oil Production Looks Good**

Chevron is 53% a crude oil producer. The price outlook for the commodity appears favorable.

#### **Refining Crack Looks Good**

Chevron is 30% a downstream company. The refining margin appears to be in a rising trend also.

#### Natural Gas Looks Good

With Unocal, Chevron is 17% a natural gas producer, 9% North American and 8% overseas. The outlook for natural gas appears even better than for oil. The North American commodity price has lagged for three years, but is still twice the overseas price. Though it is not too important for Chevron directly, we are watching with fascination the rapidly strengthening natural gas futures in Europe apparently coincident with the beginning of trading in carbon emissions permissions.

#### Buy Oil and Gas Producers at Mid Decade

Multi-fold gain potential for oil and gas price over the years ahead justifies investment in recommended oil and gas producers, in our opinion. A McDep Ratio of 1.0 implies that a stock would be priced at present value assuming a constant real oil price of US\$40 (see table Rank by McDep Ratio).

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## Oil and Gas Producers Rank by McDep Ratio: Market Cap and Debt to Present Value

|                                     |       |        | Price<br>(\$/sh) |        | Market    | Net<br>Present | Debt/   |       |
|-------------------------------------|-------|--------|------------------|--------|-----------|----------------|---------|-------|
|                                     | Symbo | l/     | 25-May           | Shares | Cap       | Value          | Present | McDep |
|                                     |       | Rating | 2005             | (mm)   | (\$mm)    | (\$/sh)        | Value   | Ratio |
| Mega Cap                            |       |        |                  |        |           |                |         |       |
| Shell Transport and Trading Co. plc | SC    | В      | 53.01            | 1,587  | 84,000    | 56.00          | 0.14    | 0.95  |
| BP plc                              | BP    | В      | 60.70            | 3,574  | 217,000   | 64.00          | 0.13    | 0.95  |
| Exxon Mobil Corporation             | XOM   | В      | 55.68            | 6,421  | 358,000   | 60.00          | 0.06    | 0.93  |
| Royal Dutch Petroleum               | RD    | В      | 59.36            | 2,018  | 120,000   | 66.00          | 0.14    | 0.91  |
| Total S.A.                          | TOT   | В      | 111.80           | 1,192  | 133,000   | 126.00         | 0.15    | 0.90  |
| Chevron Corporation                 | CVX   | В      | 53.32            | 2,311  | 123,000   | 70.00          | 0.13    | 0.79  |
| Total or Median                     |       |        |                  |        | 1,035,000 |                | 0.13    | 0.92  |
| Independent Natural Gas and Oil -   |       |        |                  |        |           |                |         |       |
| Encana Corporation                  | ECA   | В      | 34.67            | 909    | 31,500    | 38.50          | 0.19    | 0.92  |
| Unocal Corporation                  | UCL   | В      | 56.07            | 273    | 15,300    | 65.00          | 0.19    | 0.89  |
| XTO Energy Inc.                     | XTO   | В      | 30.15            | 366    | 11,040    | 36.00          | 0.19    | 0.87  |
| Occidental Petroleum Corp.          | OXY   | В      | 71.49            | 406    | 29,100    | 87.00          | 0.14    | 0.85  |
| CNOOC Limited (19%)                 | CEO   | В      | 53.30            | 78     | 4,160     | 67.00          | -       | 0.79  |
| Burlington Resources                | BR    | В      | 49.67            | 389    | 19,300    | 67.00          | 0.12    | 0.77  |
| Devon Energy Corporation            | DVN   | В      | 45.36            | 500    | 22,700    | 63.00          | 0.16    | 0.76  |
| Anadarko Petroleum Corp.            | APC   | В      | 74.39            | 246    | 18,300    | 113.00         | 0.14    | 0.71  |
| Total or Median                     |       |        |                  |        | 151,000   |                | 0.15    | 0.82  |

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