Rating: Buy S&P 500: 1235

## **Unocal Corporation Raise Net Present Value to \$85 a Share**

Symbol	UCL	Ebitda Next Twelve Months ending 6/30/06 (US\$mm)	5,300
Rating	Buy	North American Natural Gas/Ebitda (%)	21
Price (US\$/sh)	64.39	Natural Gas and Oil Production/Ebitda (%)	100
Pricing Date	8/1/05	Adjusted Reserves/Production NTM	7.9
Shares (mm)	275	EV/Ebitda	4.1
Market Capitalization (US\$mm)	17,700	PV/Ebitda	5.2
Debt (US\$mm)	4,000	Undeveloped Reserves (%)	48
Enterprise Value (EV) (US\$mm)	21,700	Natural Gas and Oil Ebitda (US\$/boe)	31.40
Present Value (PV) (US\$mm)	27,400	Present Value Proven Reserves(US\$/boe)	15.60
Net Present Value (US\$/share)	85	Present Value Proven Reserves(US\$/mcfe)	2.60
Debt/Present Value	0.15	Earnings Next Twelve Months (US\$/sh)	9.13
McDep Ratio - EV/PV	0.79	Price/Earnings Next Twelve Months	7
Dividend Yield (%/year)	1.2	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**

We raise our estimated net present value of buy-recommended **Unocal (UCL)** to \$85 a share from \$65 on the basis of an expected long-term real price for oil of \$50 a barrel up from \$40 for Light Sweet Crude. We also raise our long-term real price for natural gas to \$10 a million BTU, up from \$8 for the Henry Hub location. The stock has 32% appreciation potential to net present value. The main risk in independent producer stocks is commodity price, the flip side of the opportunity. Unocal may soon be part of **Chevron (CVX)** or **CNOOC (CEO)** may raise its bid.

Kurt H. Wulff, CFA

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

	NTM Ebitda <u>(US\$mm)</u>	Adjusted <u>R/P</u>	PV/ <u>Ebitda</u>	Present Value <u>(US\$mm)</u>	
North American Natural Gas	1,134	8.0	6.1	6,900	25%
Rest of World Natural Gas	1,223	8.1	6.1	7,500	27%
Oil	2,907	7.8	4.5	13,000	47%
	5,264	7.9	5.2	27,400	100%
Debt (US\$mm)					4,000
Net Present Value (US\$mm)					23,400
Shares (mm)					275
Net Present Value (US\$/sh)					85

Unocal
Next Twelve Months Operating and Financial Estimates

										Next Twelve
	Q4 12/31/04	Year 2004	Q1 3/31/05	Q2 6/30/05	Q3E 9/30/05	Q4E 12/31/05	Year 2005E	Q1E 3/31/06	Q2E 6/30/06	Months 6/30/06
Volume										
Natural Gas (mmcfd)										
North America	551	578	539	525	525	525	528	525	525	525
Overseas	993	941	1,021	1,166	1,166	1,166	1,130	1,166	1,166	1,166
Total	1,544	1,520	1,560	1,691	1,691	1,691	1,659	1,691	1,691	1,691
Oil (mbd)	171	159	169	177	177	177	175	177	177	177
Total gas & oil (mmb)	39	151	39	42	42	42	165	41	42	167
Total gas & oil (mbd)	428	412	429	459	459	459	451	459	459	459
Price										
Natural gas (\$/mcf)										
Henry Hub (\$/mmbtu)	7.10	6.15	6.27	6.76	7.60	8.69	7.33	9.44	8.04	8.44
North America	6.02	5.27	5.32	5.98	6.72	7.69	6.43	8.35	7.12	7.47
Overseas	3.42	3.17	3.43	3.40	3.50	3.60	3.48	3.70	3.80	3.65
Total	4.35	3.97	4.08	4.20	4.50	4.87	4.42	5.14	4.83	4.83
Oil (\$/bbl)										
WTI Cushing	48.31	41.44	49.65	53.05	60.62	63.32	56.66	64.52	63.88	63.09
Worldwide	42.83	37.49	44.80	48.18	55.05	57.50	51.50	58.60	58.02	57.28
Total gas & oil (\$/bbl)	32.77	29.09	32.48	34.06	37.82	40.12	36.21	41.56	40.17	39.91
Revenue (\$mm)										
Natural Gas										
North America	305	1,115	258	286	325	371	1,240	395	340	1,431
Overseas	313	1,093	315	361	375	386	1,437	388	403	1,552
Total	618	2,208	573	646	700	757	2,677	783	743	2,983
Oil	672	2,176	681	776	897	936	3,290	933	934	3,701
Other	1,056	3,827	932	791	791	791	3,304	791	791	3,163
Total	2,346	8,211	2,186	2,213	2,387	2,484	9,271	2,507	2,468	9,847
Expense	ŕ				ŕ		,	ŕ		ŕ
Natural Gas and Oil	272	987	178	320	339	360	1,196	362	358	1,419
Other	1,056	3,827	932	791	791	791	3,304	791	791	3,163
Total	1,328	4,814	1,109	1,110	1,130	1,151	4,500	1,153	1,149	4,582
Ebitda (\$mm)	1,018	3,397	1,077	1,103	1,257	1,334	4,771	1,354	1,319	5,264
Exploration	167	435	58	49	49	49	205	49	49	196
Deprec., Deplet., & Amort.	277	997	276	269	269	269	1,083	269	269	1,076
Hedging	53	111	29	4			33			_
Interest	33	160	33	32	32	32	129	32	32	128
Ebt	488	1,693	680	749	907	984	3,320	1,004	969	3,864
Income tax	171	593	238	262	318	344	1,162	351	339	1,353
Net Income (\$mm)	317	1,101	442	487	590	640	2,158	653	630	2,512
Per share (\$)	1.17	4.01	1.62	1.77	2.14	2.33	7.86	2.37	2.29	9.13
Shares (millions)	271	275	273	275	275	275	275	275	275	275
Ebitda margin (E&P)	79%	77%	86%	78%	79%	79%	80%	79%	79%	79%
Tax rate - current	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%
	/ -	•		/ *	/ -	/ -		/ •	/ *	

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

			Price		Market	Net	Dob4/		
	G 1	1/	(\$/sh)	CI.		Present	Debt/	17 D	
	Symbo	1/	1-Aug	Shares	Cap	Value	Present	McDep	
		Rating	2005	(mm)	(\$mm)	(\$/sh)	Value	Ratio	
Independent Natural Gas and Oil - Large Cap and Mid Cap									
Encana Corporation	ECA	В	41.86	892	37,300	51.00	0.16	0.85	
CNOOC Limited (29%)	CEO	В	69.33	119	8,270	84.00	0.01	0.83	
Unocal Corporation	UCL	В	64.39	275	17,700	85.00	0.15	0.79	
XTO Energy Inc.	XTO	В	35.58	370	13,150	48.00	0.17	0.79	
Burlington Resources	BR	В	65.03	385	25,000	86.00	0.09	0.78	
Devon Energy Corporation	DVN	В	56.63	496	28,100	82.00	0.13	0.73	
Occidental Petroleum Corp.	OXY	В	82.78	406	33,600	120.00	0.11	0.72	
Anadarko Petroleum Corp.	APC	В	88.72	238	21,100	140.00	0.11	0.67	
Total or Median	ı				184,000		0.12	0.78	

**Disclaimer:** This analysis was prepared by Kurt Wulff doing business as McDep Associates. The firm used sources and data believed to be reliable, but makes no representation as to their accuracy or completeness. This analysis is intended for informational purposes and is not a solicitation to buy or sell a security. Past performance is no guarantee of future results.

McDep does no investment banking business. McDep is not paid by covered companies including revenue from advertising, trading, consulting, subscriptions or research service. McDep shall not own more than 1% of outstanding stock in a covered company. No one at McDep is on the Board of Directors at a covered company nor is anyone at a covered company on the Board of Directors of McDep.

McDep or its employees may take positions in stocks the firm covers for research purposes. No trades in a subject stock shall be made within a week before or after a change in recommendation.

**Certification:** I, Kurt H. Wulff, certify that the views expressed in this research analysis accurately reflect my personal views about the subject securities and issuers. No part of my compensation was, is, or will be directly or indirectly related to the specific recommendations or views contained in this research analysis.

Research Methodology/Ratings Description: McDep Associates is an independent research originator focused on oil and gas stocks exclusively. The firm applies the thirty years of experience of its analyst to estimate a present value of the oil and gas resources and other businesses of covered companies. That value is compared with a company's stock market capitalization and debt. Stocks with low market cap and debt relative to present value tend to outperform stocks with high market cap and debt relative to present value. Buy recommendations are expected to deliver a total return better than 7% per year above inflation. Hold recommendations assume the attributes of the underlying business are reflected in the current price of the stock. Sell recommendations are expected to deliver a total return less than inflation.