



Oil Industry Segment Update

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Rail Energy Transportation Advisory Committee
Surface Transportation Board

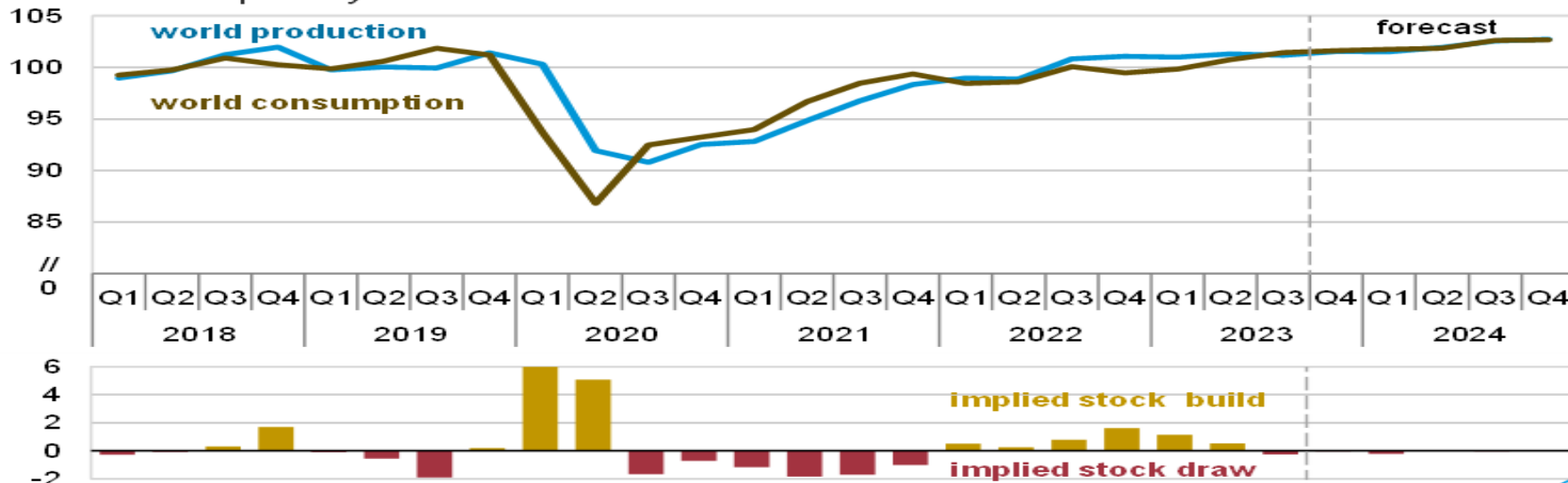
October 18, 2023

Global Production and Consumption

Top Five Producers and WTI Pricing

World liquid fuels production and consumption balance

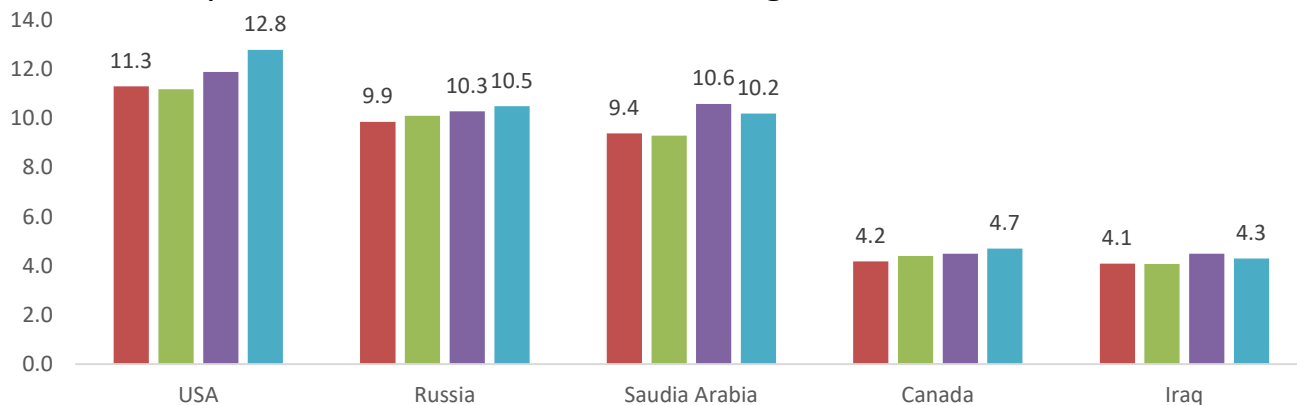
million barrels per day



Data source: U.S. Energy Information Administration, Short-Term Energy Outlook, October 2023



Top Five Global Crude Oil Producing Countries – Annual Average



Source: EIA

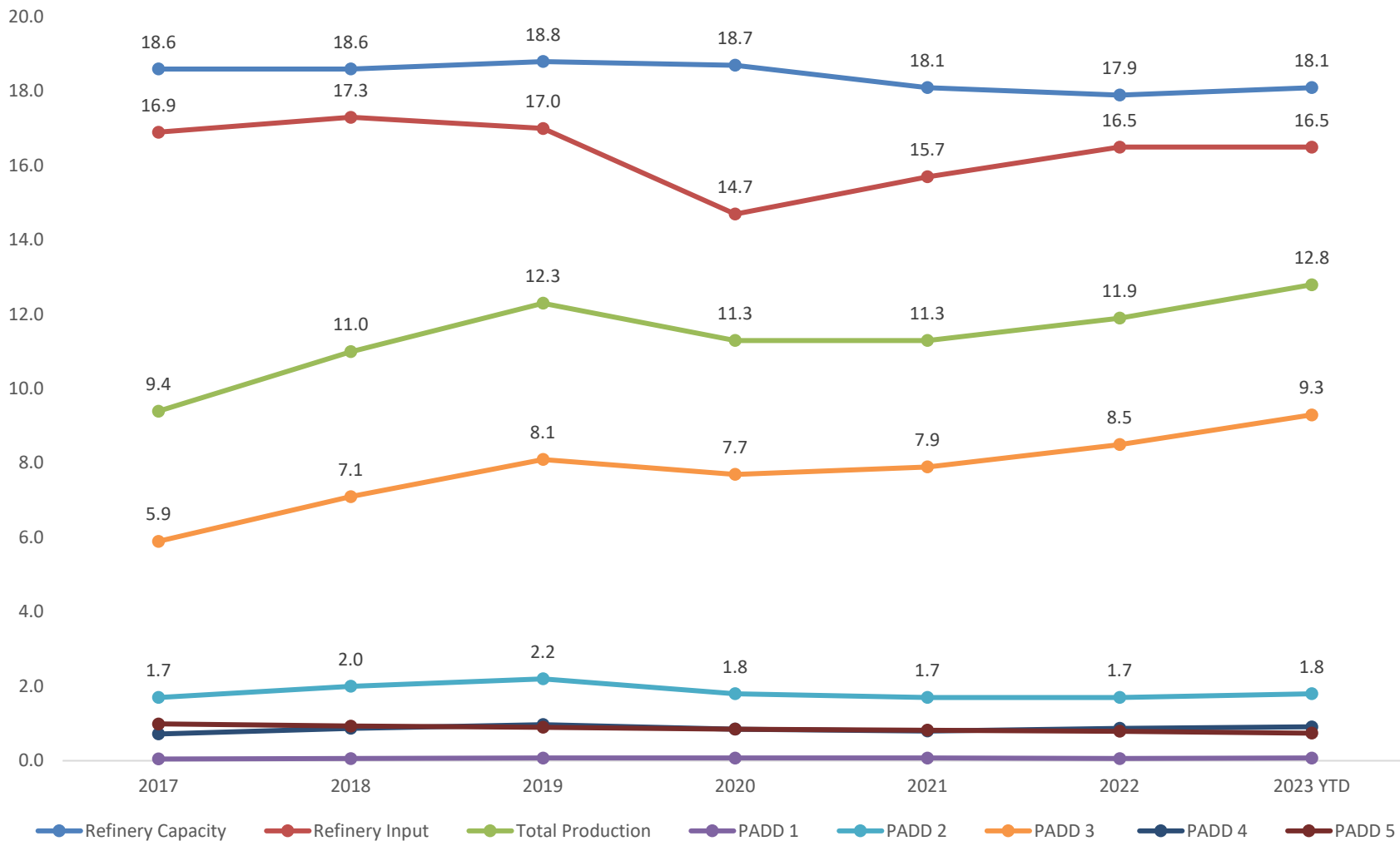
■ 2020 ■ 2021 ■ 2022 ■ 2023 YTD

WTI Price

Averages

2019	\$56.99
2020	\$39.16
2021	\$68.13
2022	\$94.91
1Q '23	\$76.08
2Q '23	\$73.76
3Q '23	\$81.41
Sept. '23	\$86.77
09/30/2023	\$94.55
10/13/23	\$86.41

Total US Refinery Capacity, Input & Crude Oil Production MBPD



PADD – Petroleum Administration Defense Districts

PA WV

ND OK

TX NM & Fed-OS

CO MT UT WY

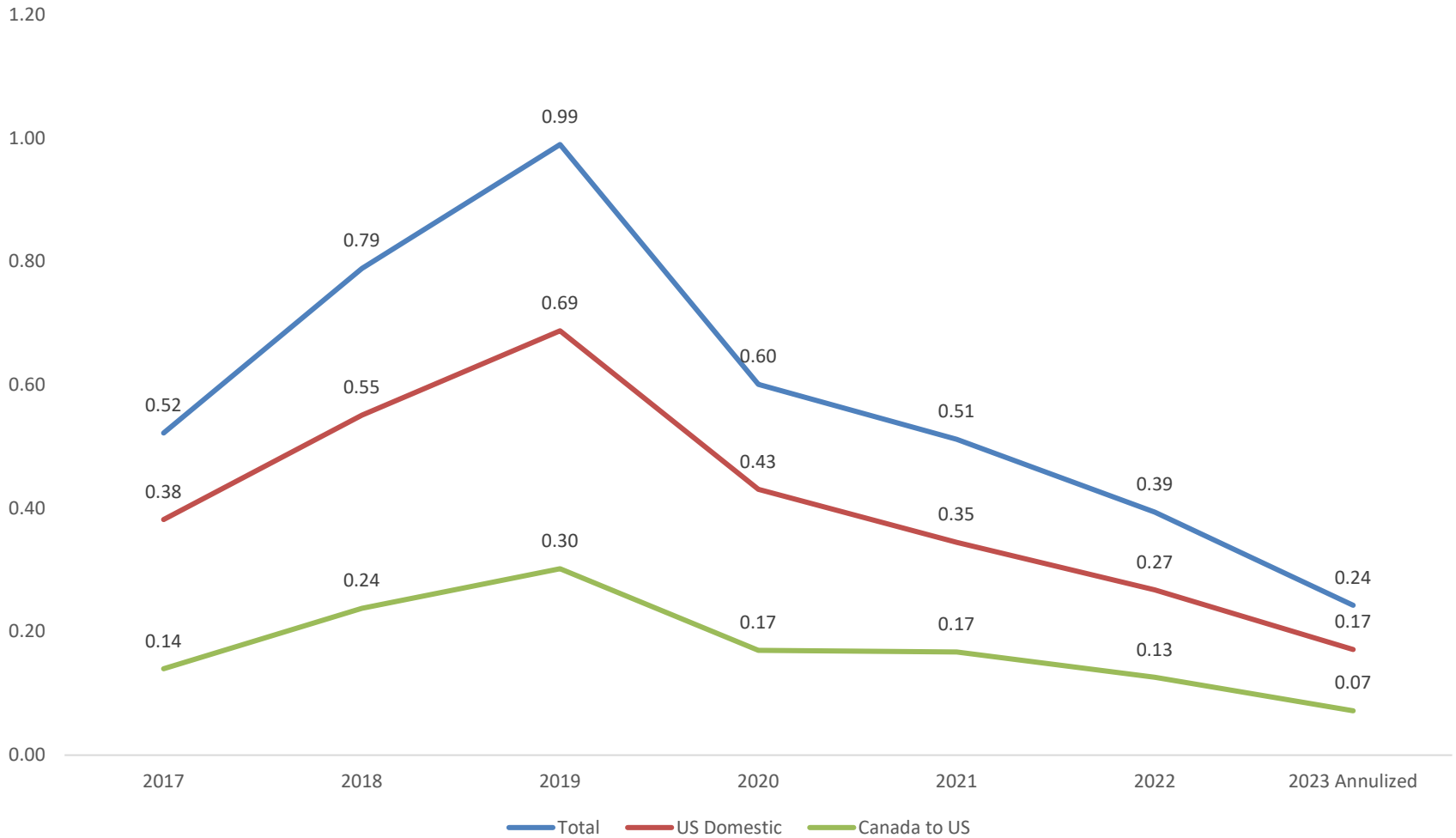
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Major Producing States

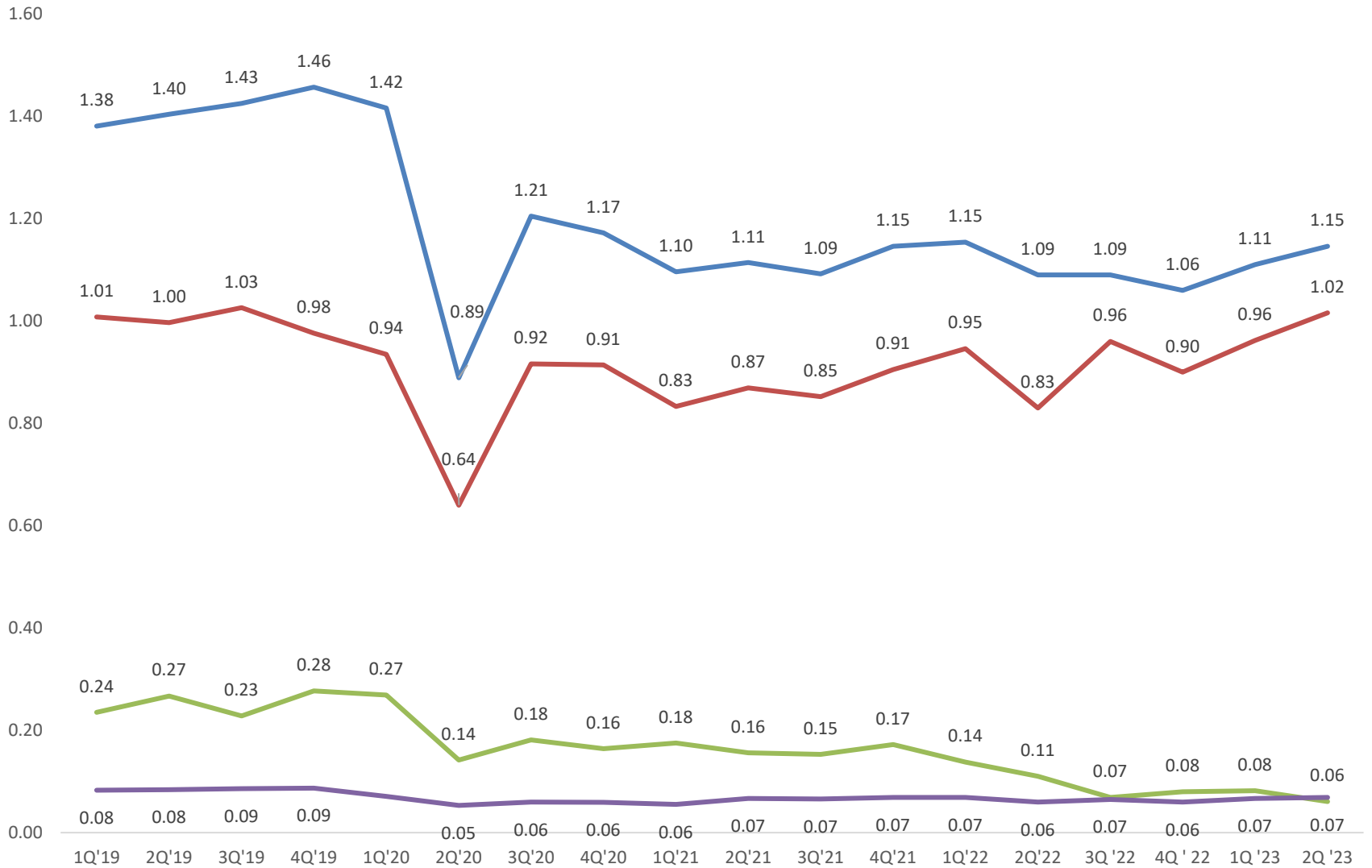
Source: EIA

Total CBR

US Domestic and Canada to US MBPD



ND Production & Modal Share MBPD



Source: North Dakota Pipeline Authority

— Total — Pipeline — Railroad — Refinery

Crude Oil and Refined Petroleum By Rail

US Class I Originations and Revenue 2022

- US Class I's originated 541K carloads of Crude Oil & Refined Product
 - 473,000 refined product
 - 68,000 crude oil
 - Total is equivalent to approximately 15 trains a day
 - 2.1% of total US Class I originations
- US Class I's revenue from Crude Oil and Refined Product
 - Crude Oil \$500 million
 - Refined Product \$3.3 billion
 - 4.6% of total Class I revenue
- Petroleum and Petroleum Product shipments grew by 10.5%
Jan. – May 2023 over the same period 2022

Source: AAR

This and That

- Global crude oil production and consumption continue to grow – EIA
- US remains the #1 global crude oil producer – EIA
- Crude oil supplies are tight and prices remain volatile - EIA
- US refinery capacity has declined 700 KBPD from 2019 level – EIA
- Growth in US crude oil production mainly in TX, NM, and US Offshore - EIA
- Total US domestic and Canada to US CBR continues to decline - EIA
- US CBR is primarily from ND and has leveled at a lower level – NDPA
- Rail shipment of refined product growing at a 10+% rate - AAR