















### **Hess Midstream**

**Investor Relations Presentation** 

August 2020

### **Disclaimer**



#### **Forward-Looking Statements**

This presentation contains "forward-looking statements" within the meaning of U.S. federal securities laws. Words such as "anticipate," "estimate," "expect," "forecast," "guidance," "could," "may," "should," "would," "believe," "intend," "project," "plan," "predict," "will," "target" and similar expressions identify forward-looking statements, which are not historical in nature. Our forward-looking statements may include, without limitation: our future financial and operational results; our business strategy; our industry; our expected revenues; our future profitability; our maintenance or expansion projects; our projected budget and capital expenditures and the impact of such expenditures on our performance; and future economic and market conditions in the oil and gas industry. The presentation contains our guidance. Our forecasts and expectations are dependent upon many assumptions, many of which are uncertain and beyond our control. The presentation also contains operational guidance from Hess Corporation, which are not estimates of our management and are subject to numerous risks and assumptions, all of which are beyond our control.

Forward-looking statements are based on our current understanding, assessments, estimates and projections of relevant factors and reasonable assumptions about the future. Forward-looking statements are subject to certain known and unknown risks and uncertainties that could cause actual results to differ materially from our historical experience and our current projections or expectations of future results expressed or implied by these forward-looking statements. The following important factors could cause actual results to differ materially from those in our forward-looking statements: the direct and indirect effects of the COVID-19 global pandemic and other public health developments on our business and those of our business partners, suppliers and customers, including Hess Corporation ("Hess"); the ability of Hess and other parties to satisfy their obligations to us, including Hess' ability to meet its drilling and development plans on a timely basis or at all and the operation of joint ventures that we may not control; our ability to generate sufficient cash flow to pay current and expected levels of distributions; reductions in the volumes of crude oil, natural gas, natural gas liquids ("NGLs") and produced water we gather, process, terminal or store; fluctuations in the prices and demand for crude oil, natural gas and NGLs, including as a result of the COVID-19 global pandemic; changes in global economic conditions and the effects of a global economic downturn on our business and the business of our suppliers, customers, business partners and lenders; our ability to comply with government regulations or make capital expenditures required to maintain compliance, including our ability to obtain or maintain permits necessary for capital projects in a timely manner, if at all, or the revocation or modification of existing permits; our ability to successfully identify, evaluate and timely execute our capital projects, investment opportunities and growth strategies, whether through organic growth or acquisitions; costs or liabilities associated with federal, state and local laws, regulations and governmental actions applicable to our business, including legislation and regulatory initiatives relating to environmental protection and safety, such as spills, releases, pipeline integrity and measures to limit greenhouse gas emissions; our ability to comply with the terms of our credit facility, indebtedness and other financing arrangements, which, if accelerated, we may not be able to repay; reduced demand for our midstream services, including the impact of weather or the availability of the competing third-party midstream gathering, processing and transportation operations; potential disruption or interruption of our business due to catastrophic events, such as accidents, severe weather events, labor disputes, information technology failures, constraints or disruptions and cyber-attacks; any limitations on our ability to access debt or capital markets on terms that we deem acceptable, including as a result of weakness in the oil and gas industry or negative outcomes within commodity and financial markets; liability resulting from litigation; and other factors described in Item 1A—Risk Factors in our Annual Report on Form 10-K and any additional risks described in our other filings with the Securities and Exchange Commission ("SEC").

As and when made, we believe that our forward-looking statements are reasonable. However, given these risks and uncertainties, caution should be taken not to place undue reliance on any such forward-looking statements since such statements speak only as of the date when made and there can be no assurance that such forward-looking statements will occur and actual results may differ materially from those contained in any forward-looking statement we make. Except as required by law, we undertake no obligation to publicly update or revise any forward-looking statements, whether because of new information, future events or otherwise.

#### Non-GAAP Measures

This document includes certain non-GAAP financial measures as defined under SEC Regulation G. A reconciliation of those measures to our most directly comparable financial measures calculated and presented in accordance with GAAP is provided in the appendix to this presentation. Certain Adjusted EBITDA forecasts were determined on an Adjusted EBITDA-only basis. Accordingly, information related to the elements of net income, including taxes and interest, are not available and, therefore, reconciliations of these forward-looking non-GAAP financial measures to the nearest GAAP financial measures have not been provided.

### **Leading Midstream Platform**





# Leading Business Model with Strategic Infrastructure serving Hess and Third Parties

High Quality, Integrated Portfolio With Meaningful Scale

- 100% consolidated ownership of strategic infrastructure assets
- Providing oil, gas and water midstream services to Hess and 3<sup>rd</sup> Parties
- 1099 security with broader investor appeal
- ~\$4 billion historical investment drives growth with limited capex



Long-Term Commercial Contracts with Hess Corporation

- 10-year commercial contracts<sup>(1)</sup> and unilateral 10-year renewal<sup>(1)</sup> right
- 100% fee-based contracts minimize commodity price exposure
- Minimum Volume Commitments intended to provide downside protection
- · Annual fee recalculation supports cash flow stability and growth visibility



Differentiated Cash Flow Stability

- ~25% Adjusted EBITDA growth in each of 2020 and 2021
- ~95% of revenues protected by MVCs through end of 2022
- Capital plan reduced to sustaining levels by 2021
- ~\$750 MM Free Cash Flow(2) in each of 2021-22



Sustainable Distribution Growth

- Targeted 5% DPS<sup>(3)</sup> growth through 2022 with ~1.4x coverage in 2021-22
- Self-funding capex, interest and growing distributions in 2021-22
- Conservative ~3.0x target leverage with financial flexibility
- No equity needs to fund capital plan and financial growth



Differentiated Financial Metrics<sup>(4)</sup>
~25% Adjusted EBITDA Growth • ~75% Free Cash Flow Conversion<sup>(5)</sup> • 5% Targeted DPS<sup>(3)</sup> Growth

Guidance as of July 2020. | See appendix for definitions of Adjusted EBITDA and a reconciliation to GAAP financial measures (1) Oil & Gas commercial contracts were effective as of January 1, 2014. Water commercial contracts were effective as of January 1, 2019 with a primary cost of service term of 14 years. Terminals have no unilateral right to extend. Commercial contract for initial term of one gas gathering subsystem expires December 31, 2028 with unilateral 5-year renewal right (2) Free Cash Flow calculated as Adjusted EBITDA less capex (3) Distribution per Class A Share through 2022 (4) Metrics through 2021 (5) Free Cash Flow Conversion calculated as Adjusted EBITDA less capex divided by Adjusted EBITDA

### 2020 Guidance

#### Demonstrates Highly Visible Growth



#### 2020 Guidance: \$690 - \$710MM Adjusted EBITDA and \$260MM Capex

#### **Guidance Highlights**

- Expect ~25% increase in Adjusted EBITDA compared to full year 2019
- ~97% of 2H 2020 revenues protected by MVCs
- Guided Distributable Cash Flow (DCF) delivers targeted 5% annual DPS growth
- Full year distribution coverage target of ~1.2x
- Maintain historical gross EBITDA margin at >75%
- Capital investment significantly reduced from 2019
- Significant increase in Free Cash Flow

Throughput volumes (in thousands)	2020 Guidance	2020 MVCs	Financials (\$millions)	2020 Guidance	Increase / (Decrease) from 2019
Gas Gathering	290 – 300	312	Net Income	425 – 445	-
Crude Oil Gathering	125 – 135	126	Adjusted EBITDA	690 – 710	~25%
Gas Processing	275 – 285	266	Distributable Cash Flow	590 – 610	-
Crude Terminaling	140 – 150	143	Total Capital	260	(26%)
Water Gathering	55 – 60	69	Free Cash Flow	430 – 450	>100%

Note: See appendix for definition of Adjusted EBITDA, FCF, DCF, and a reconciliation to GAAP financial measures

### **Leading Midstream Attributes**

Self-Funding, High Growth, Significant Free Cash Flow



# **Growing Adjusted EBITDA, Revenues Protected by MVCs**

~25% Adjusted EBITDA CAGR in 2020 and 2021

- ~97% of 2H 2020 revenues protected by MVCs
- Annual rate redetermination at end of 2020 and higher MVCs in 2021
- Expect ~25% Adjusted EBITDA growth in 2021, relative to 2020
- ~95% 2021-22 revenues protected by MVCs

#### **Declining Capital Expenditures**

Capital Reducing to Sustaining Levels

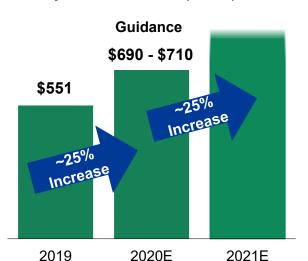
- Reduced original 2020-21 capital plan by ~\$200MM (~30%)
- Complete major infrastructure build out with TGP expansion in 2020
- 2021 capital expected to be significantly below 2020 spend
- 2021-22 capital at sustaining levels; incremental capital above plan earns contracted return

#### **Increasing Free Cash Flow**

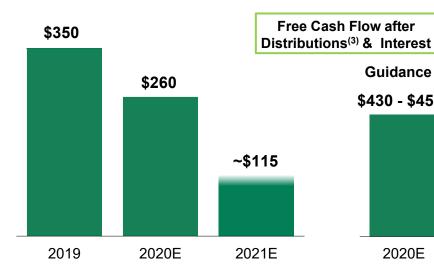
~\$750 MM Annual Free Cash Flow in 2021 and 2022

- Revenue-protected EBITDA growth and lower capital spend
- Increasing free cash flow selffunds interest and growing distributions
- Expected 1.4x distribution coverage ratio in 2021-2022
- No equity needs to fund capital plan and financial growth

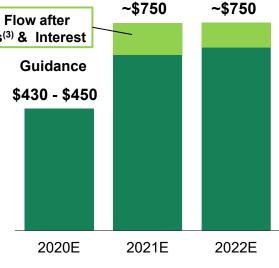
#### Adjusted EBITDA (\$MM)



#### Expansion & Maintenance Capital<sup>(1)</sup> (\$MM)



#### Free Cash Flow<sup>(2)</sup> (\$MM)



Note: See appendix for definition of Adjusted EBITDA, FCF and a reconciliation to GAAP financial measures. | Guidance as of July 2020. (1) Includes equity investments (2) Free cash flow calculated as Adjusted EBITDA less capex. (3) Targeted 5% DPS growth per Class A Share through 2022 (4) Debt / EBITDA leverage on TTM basis

Leverage<sup>(4)</sup>

~3.0x

~2.0x

~2.0x

### **Stable, Growing Cash Flows**





MVCs provide ongoing near-term downside protection

Annual fee recalculation for changes in volume forecast to maintain EBITDA stability

10-Year Commercial Contracts<sup>(1),(2)</sup> + Unilateral 10-Year Renewal<sup>(2)</sup> Right

# 100% Fee-Based Contracts Minimize commodity price exposure

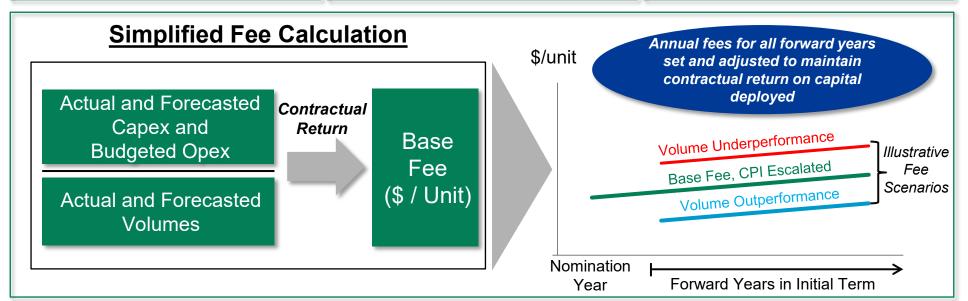
- Fees set annually for all future years in initial term<sup>(2)</sup> to achieve contractual return on capital deployed
- Fees escalate each year at CPI for both terms

### Minimum Volume Commitments Provide downside protection

- ✓ Set on rolling 3-year basis (send or pay)
- Effective for both terms
- ✓ Cannot be adjusted downwards once set
- Any shortfall payments made quarterly

# <u>Fee Recalculation Mechanisms</u> *Deliver cash flow stability*

- Annual fee recalculation to maintain targeted return on capital deployed
- Fees adjust for changes in actual and forecasted volume/capex and budgeted opex to maintain EBITDA stability
- Capital above forecast increases EBITDA

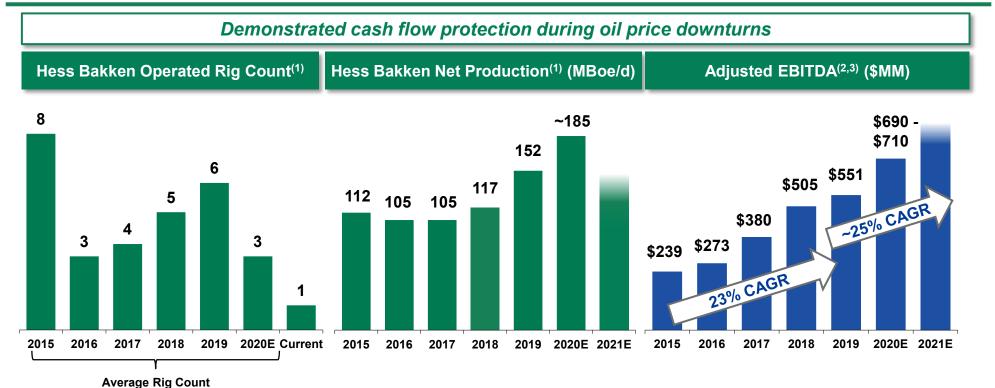


(1) Oil & Gas commercial contracts were effective as of January 1, 2014. Water commercial contracts were effective as of January 1, 2019 with a primary cost of service term of 14 years. Terminals have no unilateral right to extend. (2) Commercial contract for initial term of one gas gathering subsystem expires December 31, 2028 with unilateral 5-year renewal right.

### Established Track Record



#### Proven Effectiveness of Long-Term Commercial Contracts



#### Demonstrated cash flow protection during oil price downturns

- ✓ Higher MVCs from previous nominations cannot be reduced once set
- ✓ Increasing MVCs provide short term revenue protection between annual rate resets
- ✓ Annual fee determination resets fees higher for actual and forecasted volumes below nomination

#### Contract structure supports continued revenue growth

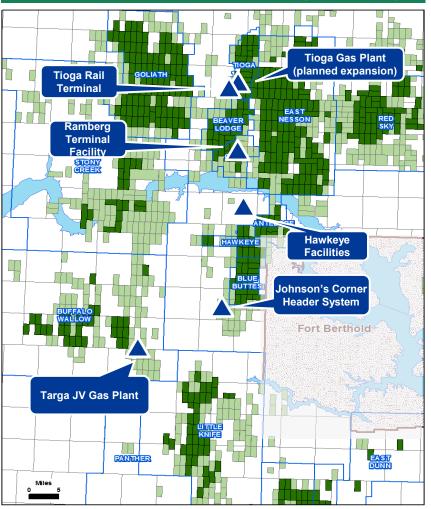
- ✓ CPI escalated fee structure
- ✓ Increasing MVCs from earlier nomination
- ✓ Deliveries above nomination not included in fee recalculation
- ✓ Incremental capital drives additional revenue

### Strategic Relationship with Strong Sponsor

Leading Bakken Acreage Position



#### **Material Position in Premium Tight Oil Play**



- Hess operated acreage
- Hess non-operated acreage

#### **Hess Corporation Summary**

- Total liquidity of \$5.3 billion at 6/30/20. including
  - \$1.6 billion cash
  - \$3.5 billion undrawn revolving credit facility
- Investment grade credit rating from two of three agencies
  - S&P BBB-, Fitch BBB-, Moody's Ba1(1)
- Significant portion of remaining 2020 crude oil production hedged
- Chartered 3 VLCCs to store 2 mmbbl each of May, June and July Bakken crude oil production expected to be sold in 2H20

- Hess Bakken **Upstream Summary**
- Leading ~530,000 acre position in core Middle Bakken and Three Forks
- Hess ~75% WI, operator
- Focus on efficiencies via Lean principles to enhance returns
- Advantaged infrastructure provides export flexibility to deliver incremental value
- Successful transition to plug & perf completed
- Planned 2020 net production of ~185 MBoe/d<sup>(2)</sup>

**Financial** 

**Position** 

### **Integrated Gas Processing and Gathering**



Offers Processing and Export Optionality to Hess and Third Parties

#### 350 MMcf/d of Gas Processing Capacity

- Tioga Gas Plant capacity of 250 MMcf/d incl. ethane extraction
- Little Missouri 4 plant (50/50 JV with Targa Resources) with 100 MMcf/d net processing capacity
- 60 MBbl/d of NGL fractionation capacity interconnected to pipe export and Rail Terminal for NGL rail export (30 MBbl/d capacity)
- Market export optionality north and south of the Missouri river

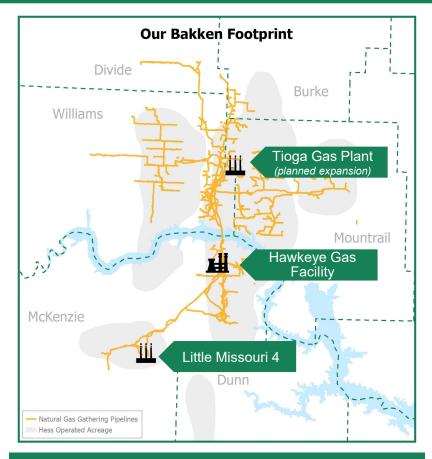
#### Planned Capacity Expansion to 500 MMcf/d

- TGP expansion facility construction expected to be completed by the end of 2020
- Incremental capacity from the planned expansion is expected to be available in 2021
- Expansion increasing Y-grade NGL & residue gas capacity
- ✓ Single gas processing tariff across gas plant portfolio

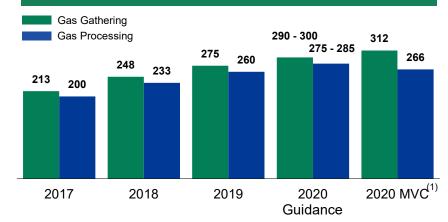
#### ~450 MMcf/d of Gas Gathering Pipeline Capacity

- ~1,350 miles of natural gas and NGL gathering pipelines
- ~240 MMcf/d of compression capacity
- Ability to unload NGL trucks north / south of the Missouri River

Execution Highlights Since April 2017 IPO					
Executed Strategic Gas Processing JV with Targa	✓				
Acquired Summit Tioga Oil, Gas and Water Gathering System	✓				
Completed ramp-up at LM4 Gas Plant	✓				



#### Gas Gathering and Gas Processing (MMcf/d)



### **Integrated Crude Oil Terminaling and Gathering**



Offers Terminaling and Export Optionality to Hess and Third Parties

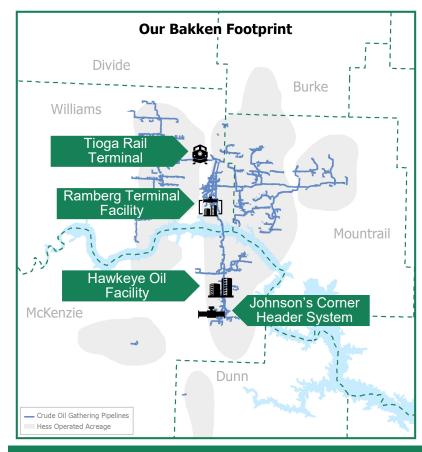
#### ~385 MBbl/d of Crude Oil Terminaling Capacity

- ~285 MBbl/d Ramberg Terminal Facility (RTF) export capacity
- ~100 MBbl/d Johnson's Corner Header System export capacity
- Export optionality north/south of the Missouri River—interstate pipelines: Enbridge, DAPL, etc. and Tioga Rail Terminal (TRT)
- TRT with connectivity to TGP, RTF and gathering systems; dual loop track with loading capacity of 140 MBbl/d
- 550 crude oil rail cars built to the latest safety standards
- ~330 MBbl/d crude oil terminal storage
- ✓ Single terminaling tariff independent of delivery location

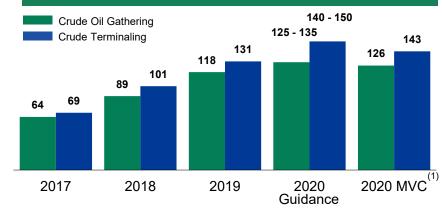
#### ~240 MBbl/d of Crude Oil Gathering Capacity

- ~550 miles of crude oil gathering pipelines
- Ability to unload crude oil trucks north/south of the Missouri River
- Export connectivity to interstate pipelines and TRT

Execution Highlights Since April 2017 IPO	
Started Up Johnson's Corner Header System & Hawkeye Oil Facility	✓
Acquired Summit Tioga Oil, Gas and Water Gathering System	✓



#### Crude Oil Gathering and Terminaling (MBbl/d)



### **Growing Water Services Assets**



Offers Integrated Water Handling Services to Hess and Third Parties

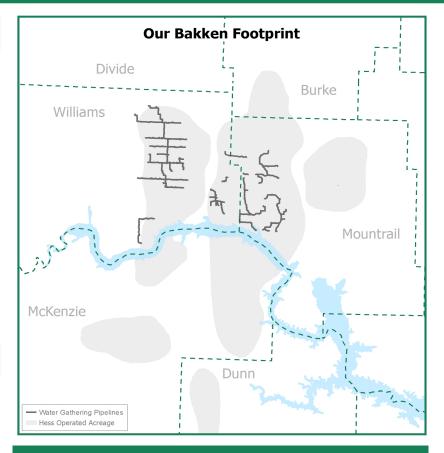
#### **Rapidly Growing Business Line**

- Extensive Bakken water gathering footprint north of the Missouri River
- Increased operational efficiencies and cost savings through gathering compared to trucking
- Infrastructure demand driving future growth
- Pipeline gathering, produced water disposal, and trucking provide integrated service offering
- ✓ Cost of Service Gathering tariff
- ✓ MVCs set at 100% of nomination for 2020-21
- ✓ 14-year commercial contract<sup>(1)</sup> + unilateral 10-year renewal right

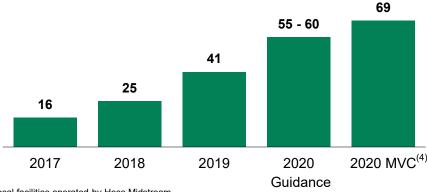
#### ~250 Miles of Water Gathering Pipelines

- Positioned to support capture of incremental volume growth
- Ability to transport produced water to 15 water handling and disposal facilities (2)

Execution Highlights					
First 2 saltwater disposal wells mechanically complete at end of 2019	✓				
Acquired Summit Tioga Oil, Gas and Water Gathering System <sup>(3)</sup>	✓				



#### Water Gathering (MBbl/d)



### **Focused and Disciplined Capital Allocation**



Proactively Reducing Capital to Sustaining Levels in 2021

### Focused and Efficient Capital Program<sup>(1)</sup>

#### **Expansion Capital**

- Reduced 2020 2021 capital program by aggregate ~\$200 MM (~30%)
- Complete major infrastructure build out program through balance of 2020
- TGP expansion facility construction expected to be completed by the end of 2020
- Continue phased build-out of water gathering and disposal capacity

#### **Hess Acquisition Opportunities**

 Potential to acquire additional assets from Hess, including Gulf of Mexico infrastructure assets

Area (\$MM)	2020	2021
Gas Processing: Tioga Gas Plant expansion and associated build-out	\$135	-
Well Connects: Interconnect of Hess and Third- Party Gas, Oil, Water Volumes	\$95	-
Compression: Additional gas compression to meet Hess demand	\$20	-
Expansion Capital	\$250	~\$100
Maintenance Capital	\$ 10	~\$ 15
Total Capital	\$260	~\$115

Capital program self-funded by low risk Adjusted EBITDA generation

(1) Guidance as of July 2020

### **Hess Midstream's Strengths**





High Quality, Integrated Portfolio With Meaningful Scale

Long-Term Commercial Contracts with Hess Corporation

**Differentiated Cash Flow Stability** 

**Sustainable Distribution Growth** 

Stable, Growing Cash Flow Generation From Leading Business Model



Targeted 5%
Annual DPS Growth



### **Reconciliation to GAAP Metrics**



#### Non-GAAP Financial Measures

We define Adjusted EBITDA as net income (loss) before net interest expense, income tax expense (benefit), depreciation and amortization and our proportional share of depreciation of our equity affiliates, as further adjusted to eliminate the impact of certain items that we do not consider indicative of our ongoing operating performance, such as transaction costs, other income and other non-cash, non-recurring items, if applicable. We define Free Cash Flow as Adjusted EBITDA less capital expenditures, excluding acquisition capital expenditures. We define Distributable Cash Flow as Adjusted EBITDA less net interest, excluding amortization of deferred financing costs, cash paid for federal and state income taxes and maintenance capital expenditures. Distributable cash flow does not reflect changes in working capital balances. Adjusted EBITDA, Free Cash Flow and Distributable Cash Flow are non-GAAP supplemental financial measures that management and external users of our consolidated financial statements, such as industry analysts, investors, lenders and rating agencies, may use to assess:

- our operating performance as compared to other publicly traded companies in the midstream energy industry, without regard to historical cost basis or, in the case of Adjusted EBITDA, financing methods;
- the ability of our assets to generate sufficient cash flow to make distributions to our shareholders;
- · our ability to incur and service debt and fund capital expenditures; and
- the viability of acquisitions and other capital expenditure projects and the returns on investment of various investment opportunities.

We believe that the presentation of Adjusted EBITDA, free cash flow and distributable cash flow provides useful information to investors in assessing our financial condition and results of operations. The GAAP measures most directly comparable to Adjusted EBITDA, free cash flow and distributable cash flow should not be considered as alternatives to GAAP net income (loss), income (loss) from operations, net cash provided by (used in) operating activities or any other measure of financial performance or liquidity presented in accordance with GAAP. Adjusted EBITDA, free cash flow and distributable cash flow have important limitations as analytical tools because they exclude some but not all items that affect net income and net cash provided by operating activities. You should not consider Adjusted EBITDA, free cash flow or distributable cash flow in isolation or as a substitute for analysis of our results as reported under GAAP. Additionally, because Adjusted EBITDA, free cash flow may be defined differently by other companies in our industry, our definition of Adjusted EBITDA, free cash flow and distributable cash flow may not be comparable to similarly titled measures of other companies, thereby diminishing their utility.

The following table presents a reconciliation of Adjusted EBITDA, Distributable Cash Flow and Free Cash Flows to net income, the most directly comparable GAAP financial measure, for each of the periods indicated.

	Predecessor			HESM						
					Historical <sup>(1)</sup>					Estimated
(in millions)		FY 2015		FY 2016	FY 2017	FY 2018		FY 2019		FY 2020
Net income	\$	139.0	\$	81.6	\$ 242.0	\$ 325.5	\$	317.7	\$	425 - 445
Add: Depreciation expense, including proportional share of equity affiliates' depreciation		90.3		105.8	116.5	126.9		144.5		155
Add: Interest expense, net		9.6		18.7	25.8	53.3		62.4		100
Add: Income tax expense (benefit)		-		-	-	-		(0.1)		10
Add: Transaction costs		-		-	-	-		26.2		-
Add: Impairment		-		66.7	-	-		-		-
Less: Gain on sale of property, plant and equipment		-		_	4.7	 0.6				
Adjusted EBITDA	\$	238.9	\$	272.8	\$ 379.6	\$ 505.1	\$	550.7	\$	690 - 710
Less: Interest, net, and maintenance capital expenditures		_		_						100
Distributable cash flow									\$	590 - 610
Adjusted EBITDA							\$	550.7	\$	690 - 710
Less: Capital expenditures								350.1		260
Free cash flow							\$	200.6	\$	430 - 450

### **Reconciliation to GAAP Metrics**



The following table presents a reconciliation of gross EBITDA margin to net income, the most directly comparable GAAP financial measure.

	Pre	decessor		HESM		
	Historical <sup>(1)</sup>					
(in millions)	F	Y 2018	FY 2019			
Net income	\$	325.5	\$	317.7		
Add: Depreciation expense, including proportional share of equity affiliates' depreciation		126.9		144.5		
Add: Interest expense, net		53.3		62.4		
Add: Income tax expense (benefit)		-		(0.1)		
Add: Transaction costs		-		26.2		
Less: Gain on sale of property, plant and equipment		0.6		-		
Adjusted EBITDA	\$	505.1	\$	550.7		
Total revenues	\$	712.7	\$	848.3		
Less: pass-through revenues		80.5		130.1		
Revenues excluding pass-through	\$	632.2	\$	718.2		
Gross EBITDA margin		80%		77%		

### **Hess Corporation Focus on Sustainability**



Hess Midstream maintains same safety, environmental, and SR commitment

#### Safety

- ✓ Enterprise-wide focus on continuous improvement to ensure "everyone, everywhere, every day, home safe"
- √ Employees and contractors share common goal of zero safety incidents
- ✓ Active program of safety leadership training in the Bakken

#### **Climate Change & Environment**

- ✓ Committed to developing oil and gas resources in an environmentally responsible and sustainable way
- ✓ Pursue infrastructure projects that reduce flaring in the Bakken. including additional gas gathering, compression, processing capacity
- ✓ Opportunity evaluation includes consideration of carbon asset risk and scenario planning

#### **Social Responsibility**

- ✓ Fundamental to the way we do business is to have a positive impact on the communities where we operate
- ✓ Invest in community programs with a focus on education, workforce development and environmental stewardship
- ✓ Integrate social responsibility into enterprise business processes

#### **Industry Leading ESG Performance**



**HE55** Hess Corporation





MEMBER OF **Dow Jones** Sustainability Indices In Collaboration with RobecoSAM (







11 consecutive years Leadership status

7 consecutive years on U.S. Index

10 consecutive years on North America Index

No.1 oil & gas; No. 9 overall 13 consecutive years on list

10 consecutive years on USA ESG Leaders Index

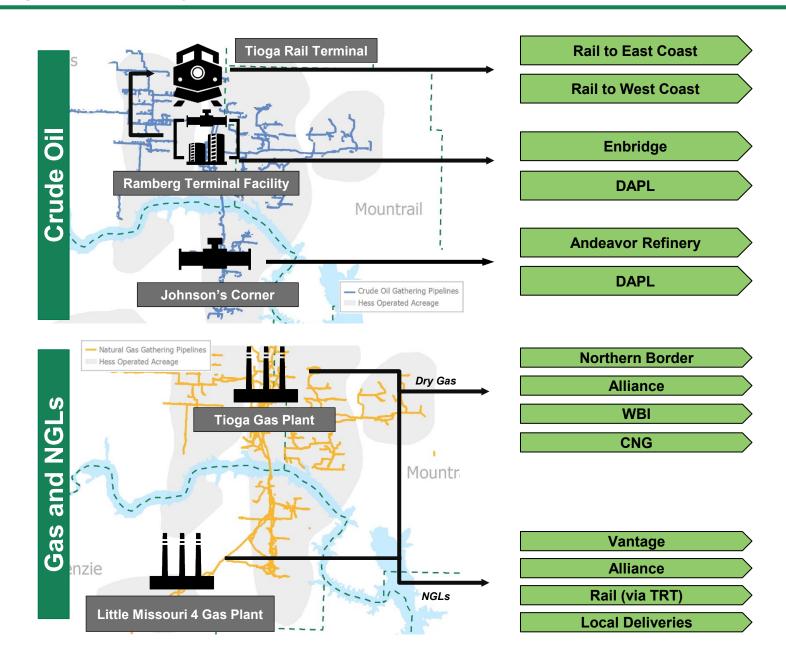
No.3 Energy MLP in ESG & SRI metrics

For more information, please refer to the Hess Corporation 2019 Sustainability Report: https://www.hess.com/sustainability/sustainability-reports

### **Midstream Market Optionality**

Providing Access to Key Export Routes





### **Minimum Volume Commitments**



Agreement	2020	2021 <sup>(1)</sup>	2022 <sup>(1)</sup>
Gas Gathering (MMcf/d)	312	323	360
Oil Gathering (MBbl/d)	126	130	117
Gas Processing (MMcf/d)	266	292	345
Crude Terminaling (MBbl/d)	143	153	145
Water Gathering (MBbl/d)	69	84	67 <sup>(2)</sup>

### Growing MVCs provide line of sight to long-term organic growth

