

# Reference

ConocoPhillips is the world's largest independent E&P company based on production and proved reserves. Headquartered in Houston, Texas, ConocoPhillips had operations and activities in 27 countries, \$53 billion in annual revenue, \$117 billion of total assets, and approximately 19,100 employees as of Dec. 31, 2014. Production from continuing operations, excluding Libya, averaged 1,532 MBOED in 2014 and proved reserves were 8.9 billion BOE as of Dec. 31, 2014.

## Units of Measure

BBL	Barrels
MMBBL	Millions of Barrels
BBBL	Billions of Barrels
BOE	Barrels of Oil Equivalent
MMBOE	Millions of Barrels of Oil Equivalent
BBOE	Billions of Barrels of Oil Equivalent
MBD	Thousands of Barrels per Day
MMBD	Millions of Barrels per Day
BOED	Barrels of Oil Equivalent per Day
MBOED	Thousands of Barrels of Oil Equivalent per Day
MMBOED	Millions of Barrels of Oil Equivalent per Day
BCF	Billion Cubic Feet
TCF	Trillion Cubic Feet
MCFD	Thousands of Cubic Feet per Day
MMCFD	Millions of Cubic Feet per Day
BCFD	Billions of Cubic Feet per Day
MTPA	Millions of Tonnes per Annum

## Commonly Used Abbreviations

CAGR	Compound Annual Growth Rate
E&P	Exploration and Production
GAAP	Generally Accepted Accounting Principles
HSE	Health, Safety and Environment
LNG	Liquefied Natural Gas
NGL	Natural Gas Liquids
OECD	Organisation for Economic Co-operation and Development
PSC	Production Sharing Contract
ROCE	Return on Capital Employed
SAGD	Steam-Assisted Gravity Drainage
SEC	Securities and Exchange Commission
TRR	Total Recordable Rate

## Metric Conversions

6,000 Cubic Feet of Gas	=	1 Barrel of Oil Equivalent
100,000 British Thermal Units	=	1 Therm
1 Cubic Foot of Natural Gas	=	1,000 British Thermal Units
1 Ton of Crude Oil	=	7.3 Barrels of Crude Oil
1 Billion Cubic Meters of Gas	=	35.3 Billion Cubic Feet of Gas
1 Million Tonnes of LNG	=	52.3 Billion Cubic Feet of LNG

Certain disclosures in this annual report may be considered "forward-looking" statements. These are made pursuant to "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. The "Cautionary Statement" in the Management's Discussion and Analysis in ConocoPhillips' 2014 Form 10-K should be read in conjunction with such statements.

"ConocoPhillips," "the company," "we," "us" and "our" are used interchangeably in this report to refer to the businesses of ConocoPhillips and its consolidated subsidiaries.

Definition of "resources": ConocoPhillips uses the term "resources" in this document. The company estimates its total resources based on a system developed by the Society of Petroleum Engineers that classifies recoverable hydrocarbons into six categories based on their status at the time of reporting. Three (proved, probable and possible reserves) are deemed commercial, and three others are deemed noncommercial or contingent. The company's resource estimate encompasses volumes associated with all six categories. The SEC permits oil and gas companies, in their filings with the SEC, to disclose only proved, probable and possible reserves. We use the terms "resource" and "resources" in this annual report, which the SEC's guidelines prohibit us from including in filings with the SEC. U.S. investors are urged to consider closely the oil and gas disclosures in our Form 10-K and other reports and filings with the SEC.

