

A large, abstract graphic element occupies the right side of the slide. It consists of three overlapping, rounded triangular shapes: a white triangle pointing upwards at the top right, a blue triangle pointing downwards in the middle, and a dark blue/purple triangle pointing upwards at the bottom right. This graphic serves as a background for the title text.

2023 Analyst & Investor Meeting

# Today's Agenda



- Opening : Ryan Lance Chairman and CEO
- Strategy and Portfolio : Dominic Macklon EVP, Strategy, Sustainability and Technology
- Alaska and International : Andy O'Brien SVP, Global Operations
- LNG and Commercial : Bill Bullock EVP and CFO
- Lower 48 : Nick Olds EVP, Lower 48
- Financial Plan : Bill Bullock EVP and CFO
- Closing : Ryan Lance Chairman and CEO
- 10-Minute Break
- Q&A Session

# Cautionary Statement



This presentation provides management's current operational plan for ConocoPhillips over roughly the next decade, for the assets currently in our portfolio, and is subject to multiple assumptions, including, unless otherwise specifically noted:

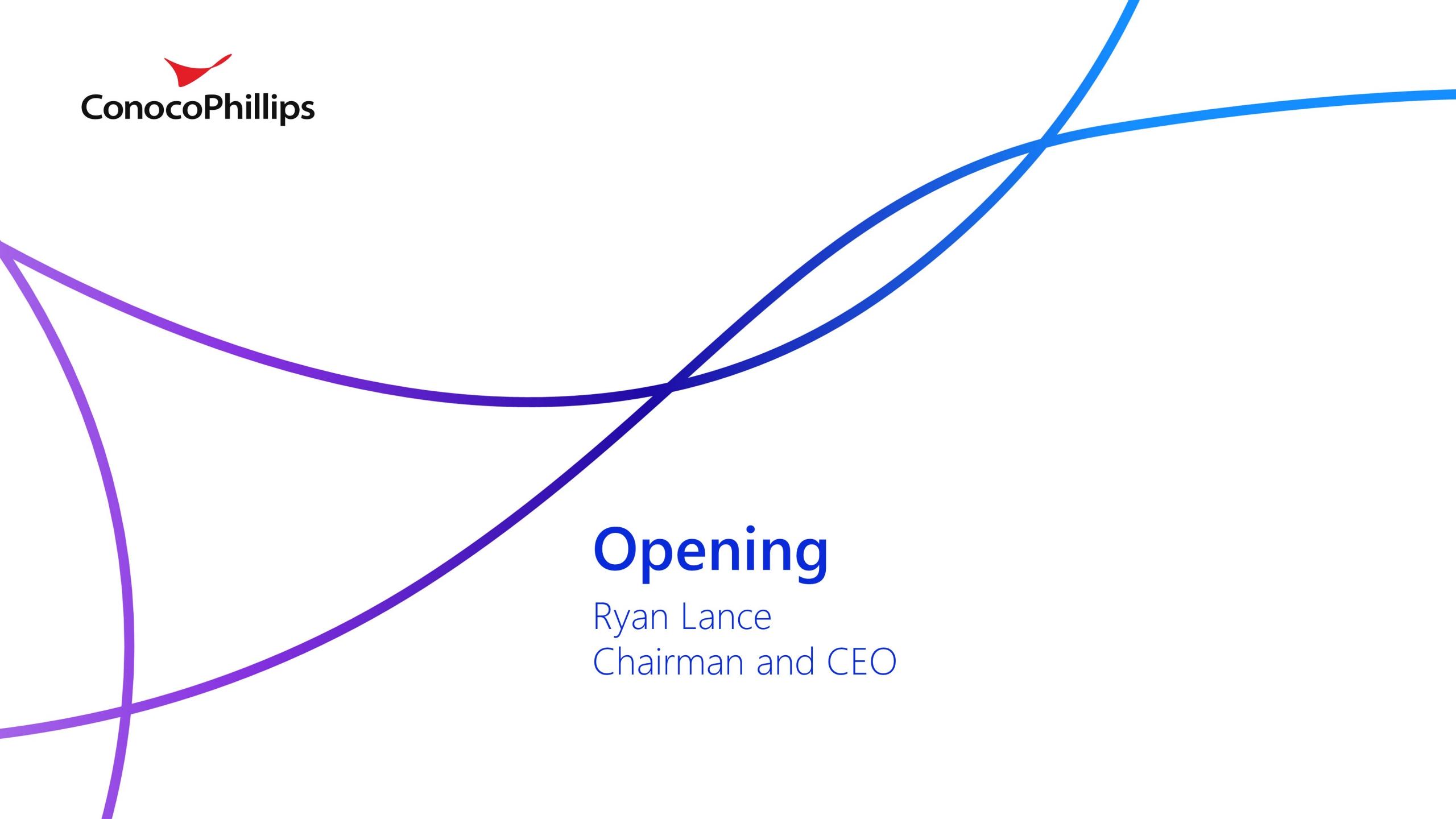
- an oil price of \$60/BBL West Texas Intermediate in 2022 dollars, escalating at 2.25% annually;
- an oil price of \$65/BBL Brent in 2022 dollars, escalating at 2.25% annually;
- a gas price of \$3.75/MMBTU Henry Hub in 2022 dollars, escalating at 2.25% annually;
- an international gas price of \$8/MMBTU Title Transfer Facility & Japan Korea Marker in 2022 dollars, escalating at 2.25% annually;
- cost and capital escalation in line with price escalation; planning case at \$60/BBL WTI assumes capital de-escalation from levels observed in 2022;
- all production compound annual growth rates (CAGR) are calculated for the 10-year period 2023 – 2032;
- inclusion of carbon tax in the cash flow forecasts for assets where a tax is currently assessed. If no carbon tax exists for the asset, it is not included in the cash flow forecasts;
- Cost of Supply displayed in WTI, includes carbon tax where carbon policy exists and a proxy carbon price for assets without existing carbon policies. Please refer to the Cost of Supply definition in the Appendix for additional information on how carbon costs are included in the Cost of Supply calculation.

As a result, this presentation contains forward-looking statements as defined under the federal securities laws. Forward-looking statements relate to future events, plans and anticipated results of operations, business strategies, and other aspects of our operations or operating results. Graphics that project into a future date constitute forward-looking statements. Also, words and phrases such as "anticipate," "estimate," "believe," "budget," "continue," "could," "intend," "may," "plan," "potential," "predict," "seek," "should," "will," "would," "expect," "objective," "projection," "forecast," "goal," "guidance," "outlook," "effort," "target" and other similar words can be used to identify forward-looking statements. However, the absence of these words does not mean that the statements are not forward-looking.

Where, in any forward-looking statement, the company expresses an expectation or belief as to future results, such expectation or belief is based on management's good faith plans and objectives under the assumptions set forth above (unless noted otherwise) and believed to be reasonable as of April 12, 2023, the date of this presentation. These statements are not guarantees of future performance and involve certain risks and uncertainties and are subject to change as management is continually assessing factors beyond our control that may or may not be currently known. Given the foregoing and the extended time horizon of this presentation, actual outcomes and results will likely differ from what is expressed or forecast in the forward-looking statements, and such differences may be material. Factors that could cause actual results or events to differ materially from what is presented include changes in commodity prices, including a prolonged decline in these prices relative to historical or future expected levels; global and regional changes in the demand, supply, prices, differentials or other market conditions affecting oil and gas, including changes resulting from any ongoing military conflict, including the conflict between Russia and Ukraine and the global response to such conflict, security threats on facilities and infrastructure, or from a public health crisis or from the imposition or lifting of crude oil production quotas or other actions that might be imposed by OPEC and other producing countries and the resulting company or third-party actions in response to such changes; insufficient liquidity or other factors, such as those listed herein, that could impact our ability to repurchase shares and declare and pay dividends such that we suspend our share repurchase program and reduce, suspend, or totally eliminate dividend payments in the future, whether variable or fixed; changes in expected levels of oil and gas reserves or production; potential failures or delays in achieving expected reserve or production levels from existing and future oil and gas developments, including due to operating hazards, drilling risks or unsuccessful exploratory activities; unexpected cost increases, inflationary pressures or technical difficulties in constructing, maintaining or modifying company facilities; legislative and regulatory initiatives addressing global climate change or other environmental concerns; public health crises, including pandemics (such as COVID-19) and epidemics and any impacts or related company or government policies or actions; investment in and development of competing or alternative energy sources; potential failures or delays in delivering on our current or future low-carbon strategy, including our inability to develop new technologies; disruptions or interruptions impacting the transportation for our oil and gas production; international monetary conditions and exchange rate fluctuations; changes in international trade relationships or governmental policies, including the imposition of price caps or the imposition of trade restrictions or tariffs on any materials or products (such as aluminum and steel) used in the operation of our business, including any sanctions imposed as a result of any ongoing military conflict, including the conflict between Russia and Ukraine; our ability to collect payments when due, including our ability to collect payments from the government of Venezuela or PDVSA; our ability to complete any announced or any future dispositions or acquisitions on time, if at all; the possibility that regulatory approvals for any announced or any future dispositions or acquisitions will not be received on a timely basis, if at all, or that such approvals may require modification to the terms of the transactions or our remaining business; business disruptions following any announced or future dispositions or acquisitions, including the diversion of management time and attention; the ability to deploy net proceeds from our announced or any future dispositions in the manner and timeframe we anticipate, if at all; potential liability for remedial actions under existing or future environmental regulations; potential liability resulting from pending or future litigation, including litigation related directly or indirectly to our transaction with Concho Resources Inc.; the impact of competition and consolidation in the oil and gas industry; limited access to capital or insurance or significantly higher cost of capital or insurance related to illiquidity or uncertainty in the domestic or international financial markets or investor sentiment; general domestic and international economic and political conditions or developments, including as a result of any ongoing military conflict, including the conflict between Russia and Ukraine; changes in fiscal regime or tax, environmental and other laws applicable to our business; and disruptions resulting from accidents, extraordinary weather events, civil unrest, political events, war, terrorism, cybersecurity threats or information technology failures, constraints or disruptions; and other economic, business, competitive and/or regulatory factors affecting our business generally as set forth in our filings with the Securities and Exchange Commission. Unless legally required, ConocoPhillips expressly disclaims any obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise. We assume no duty to update these statements as of any future date and neither future distribution of this material nor the continued availability of this material in archive form on our website should be deemed to constitute an update or re-affirmation of these figures as of any future date. Any future update of these figures will be provided only through a public disclosure indicating that fact.

Use of Non-GAAP Financial Information – This presentation includes non-GAAP financial measures, which help facilitate comparison of company operating performance across periods and with peer companies. Any historical non-GAAP measures included herein will be accompanied by a reconciliation to the nearest corresponding GAAP measure both at the end of this presentation and on our website at [www.conocophillips.com/nongaap](http://www.conocophillips.com/nongaap). For forward-looking non-GAAP measures, we are unable to provide a reconciliation to the most comparable GAAP financial measures because the information needed to reconcile these measures is dependent on future events, many of which are outside management's control as described above. Additionally, estimating such GAAP measures and providing a meaningful reconciliation consistent with our accounting policies for future periods is extremely difficult and requires a level of precision that is unavailable for these future periods and cannot be accomplished without unreasonable effort. Forward looking non-GAAP measures are estimated consistent with the relevant definitions and assumptions.

Cautionary Note to U.S. Investors – The SEC permits oil and gas companies, in their filings with the SEC, to disclose only proved, probable and possible reserves. We use terms and metrics such as "resource" or "Estimated Ultimate Recovery (EUR)" in this presentation that we are prohibited from using in filings with the SEC under the SEC's guidelines. 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. Copies are available from the SEC and from the ConocoPhillips website.

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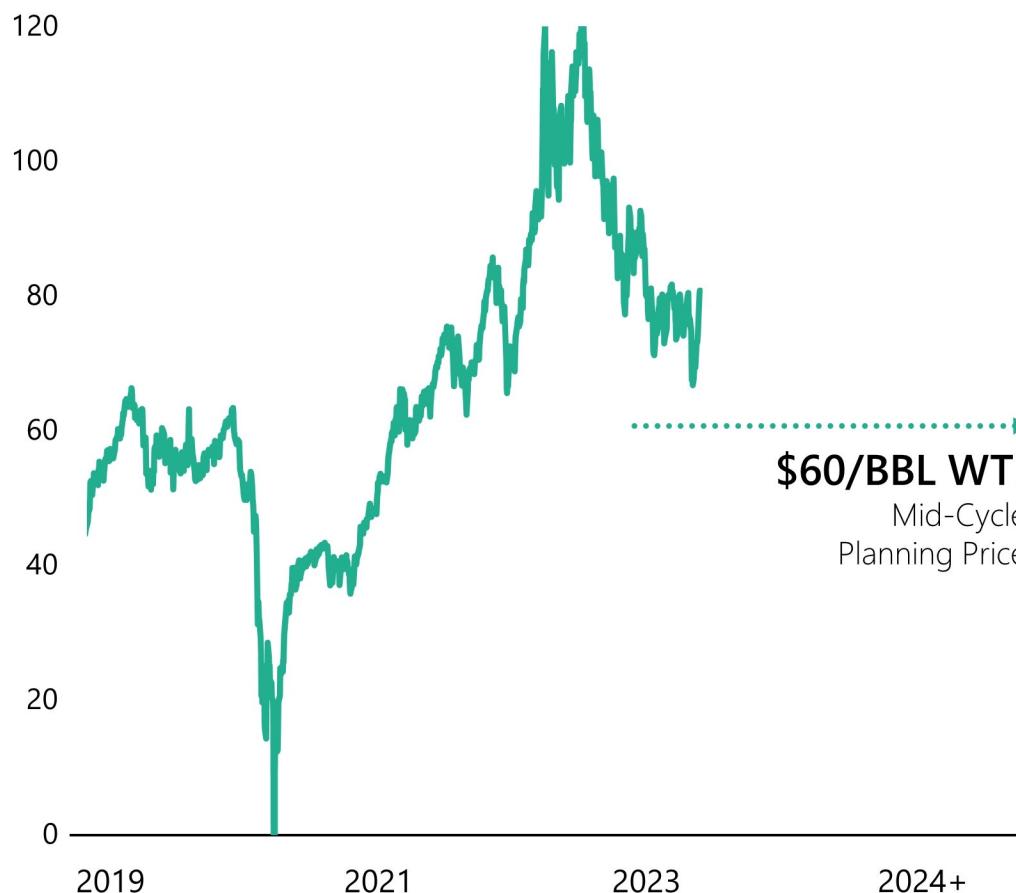
**Opening**  
Ryan Lance  
Chairman and CEO

# ConocoPhillips Remains the Must-Own E&P Company



## The Macro

Oil Price (\$/BBL WTI)



## What You'll Hear Today

We are committed to delivering superior returns **on** and **of** capital through the cycles

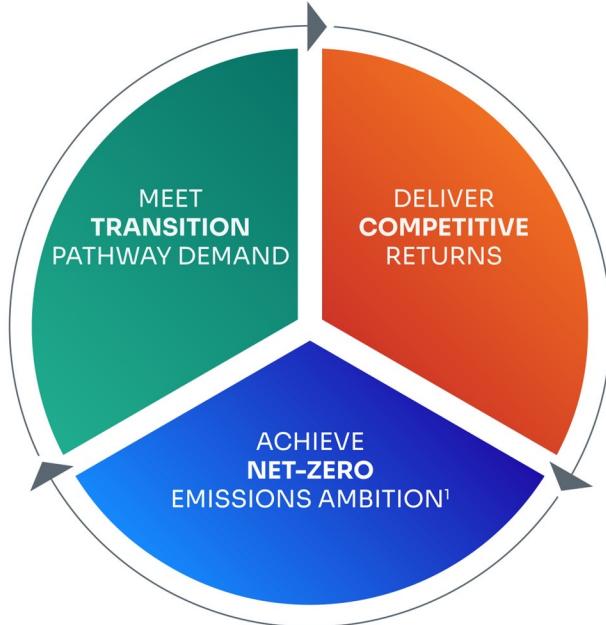
We have a **deep, durable** and **diverse** portfolio

We are progressing our **2050 Net-Zero ambition** and accelerating our 2030 GHG emissions intensity reduction target

# We Are Committed to Our Returns-Focused Value Proposition



## Triple Mandate Aligned to Business Realities



## Foundational Principles



**Deliver Superior Returns  
Through Cycles**

## Clear and Consistent Priorities

- 1** Sustain production and pay dividend
- 2** Annual dividend growth
- 3** 'A'-rated balance sheet
- 4** >30% of CFO shareholder payout
- 5** Disciplined investment to enhance returns

# We Are Continuously Improving



	2016 \$43/BBL WTI	2019 \$57/BBL WTI	2022 \$94/BBL WTI	Foundational Principles
Return on Capital Employed	-4%	10%	27%	
Return of Capital <sup>1</sup>	\$1.11/share	\$4.45/share	\$11.73/share	
Net Debt	\$24B	\$7B	\$7B	
Cash From Operations   Free Cash Flow	\$5B   \$0B	\$12B   \$5B	\$29B   \$18B	
Resource <\$40/BBL WTI	~10 BBOE	~15 BBOE	~20 BBOE	
Production	1.6 MMBOED	1.3 MMBOED	1.7 MMBOED	
Emissions Intensity <sup>2</sup> (kg CO <sub>2</sub> e/BOE)	~39	~36	~22	

<sup>1</sup>Defined in the Appendix and presented on a per-share basis using average outstanding diluted shares. <sup>2</sup>Gross operated GHG emissions (Scope 1 and 2), 2022 is a preliminary estimate. Cash from operations (CFO), free cash flow (FCF), net debt and return on capital employed (ROCE) are non-GAAP measures. Definitions and reconciliations are included in the Appendix.

# We Have a Compelling 10-Year Plan that Sets us Apart



## 10-Year Plan (\$B) 2023-2032



**Peer leading** ROCE improving through time

**Top quartile** ordinary dividend growth

>90% market cap<sup>2</sup> distributed

~\$35/BBL WTI FCF Breakeven<sup>3</sup>

~6% CFO CAGR, ~11% FCF CAGR

Unhedged for **price upside**

<sup>1</sup>Cash includes cash, cash equivalents, restricted cash and short-term investments. <sup>2</sup>Market cap of ~\$121B at March 31, 2023, close. <sup>3</sup>Average over the next 10 years.

CAGRs calculated from FY2024 at \$60/BBL WTI. Cash from operations (CFO), free cash flow (FCF) and return on capital employed (ROCE) are non-GAAP measures. Definitions are included in the Appendix.

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# Strategy and Portfolio

Dominic Macklon  
EVP, Strategy, Sustainability and Technology

# Strategy Powers Our Returns-Focused Value Proposition



## Rigorous Capital Allocation Framework

Commitment to disciplined reinvestment rate

Cost of Supply analysis informs investment decisions

Balance of short-cycle, flexible unconventional with select longer-cycle, low-decline conventional



## Differentiated Portfolio Depth, Durability and Diversity

~20 BBOE, <\$40/BBL WTI  
low Cost of Supply resource base

Leading Lower 48 unconventional position, complemented with premium Alaska and International assets

Strong track record of active portfolio management



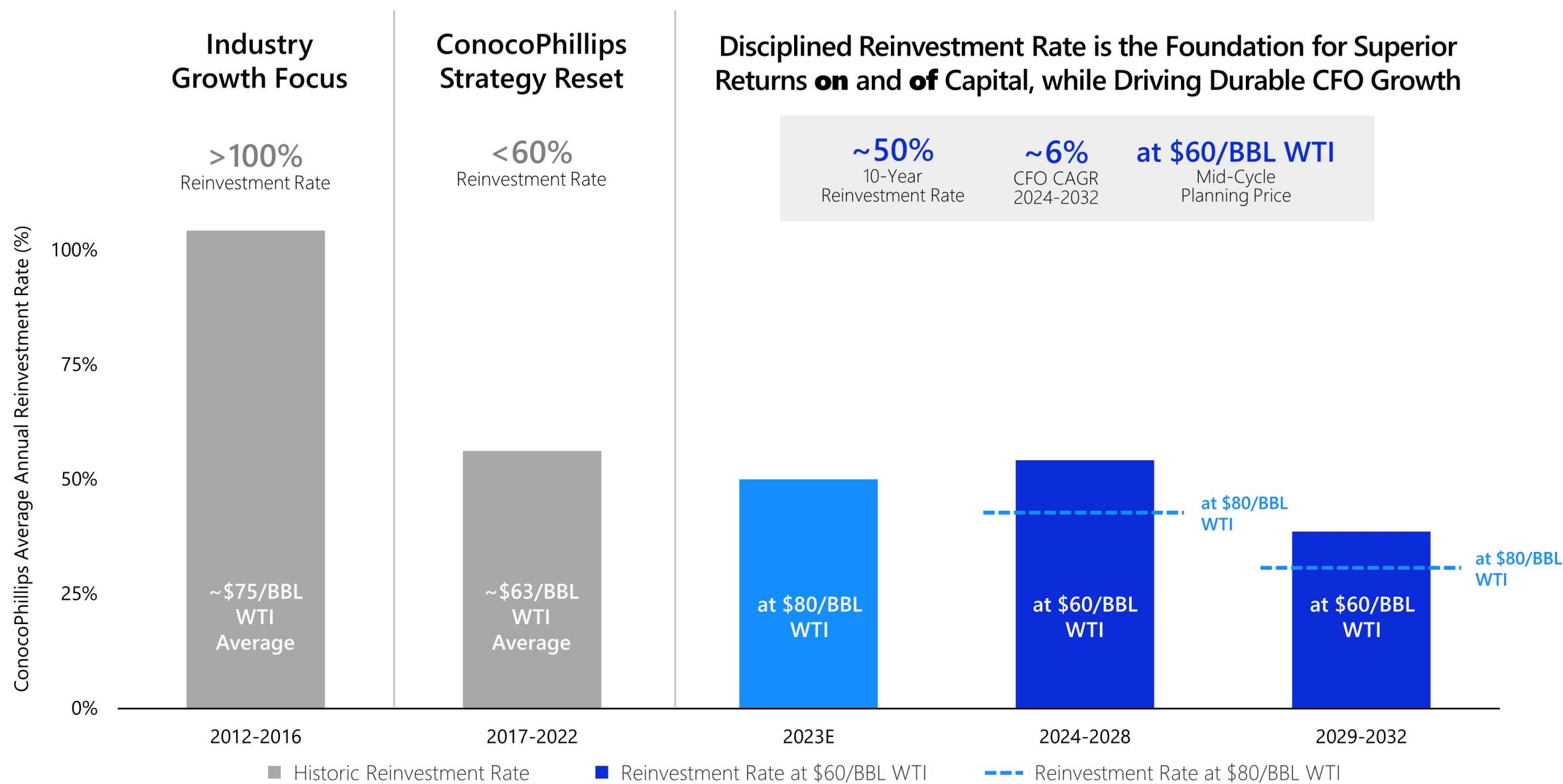
## Valued Role in the Energy Transition

Accelerating GHG-intensity reduction target through 2030

Built attractive LNG portfolio

Evaluating longer term low-carbon options in hydrogen and CCS

# Commitment to Disciplined Reinvestment Rate



# Cost of Supply Analysis Informs Investment Decisions

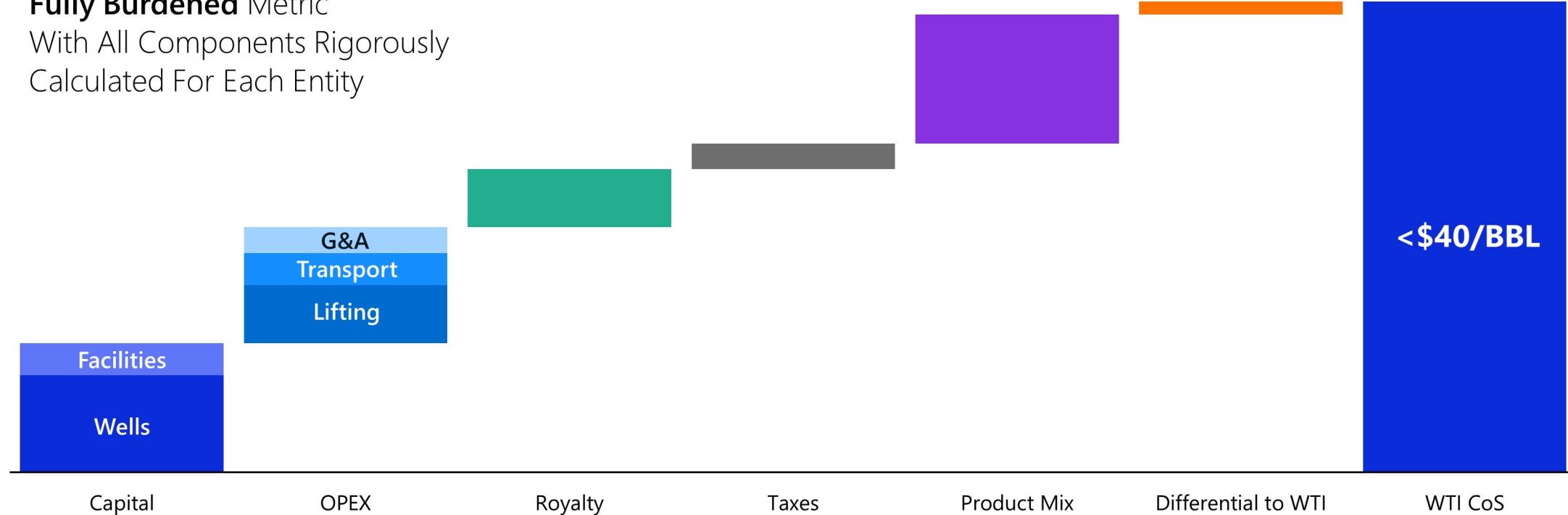


## Cost of Supply = Our North Star

\$/BBL WTI Oil Price Required to Achieve a Point-Forward 10% Return

**Fully Burdened** Metric  
With All Components Rigorously  
Calculated For Each Entity

WTI Cost of Supply (\$/BBL)



**Low Cost of Supply Wins**

# Secondary Investment Criteria Reinforce Resilient, Durable Returns



Primary Criteria

## Investment Criteria



**Disciplined Reinvestment Rate**  
Returns **of** capital



**Cost of Supply**  
Returns **on** capital

Secondary Criteria

Balance of short-cycle, flexible unconventional with longer-cycle, low-decline conventional

Product mix and market exposure

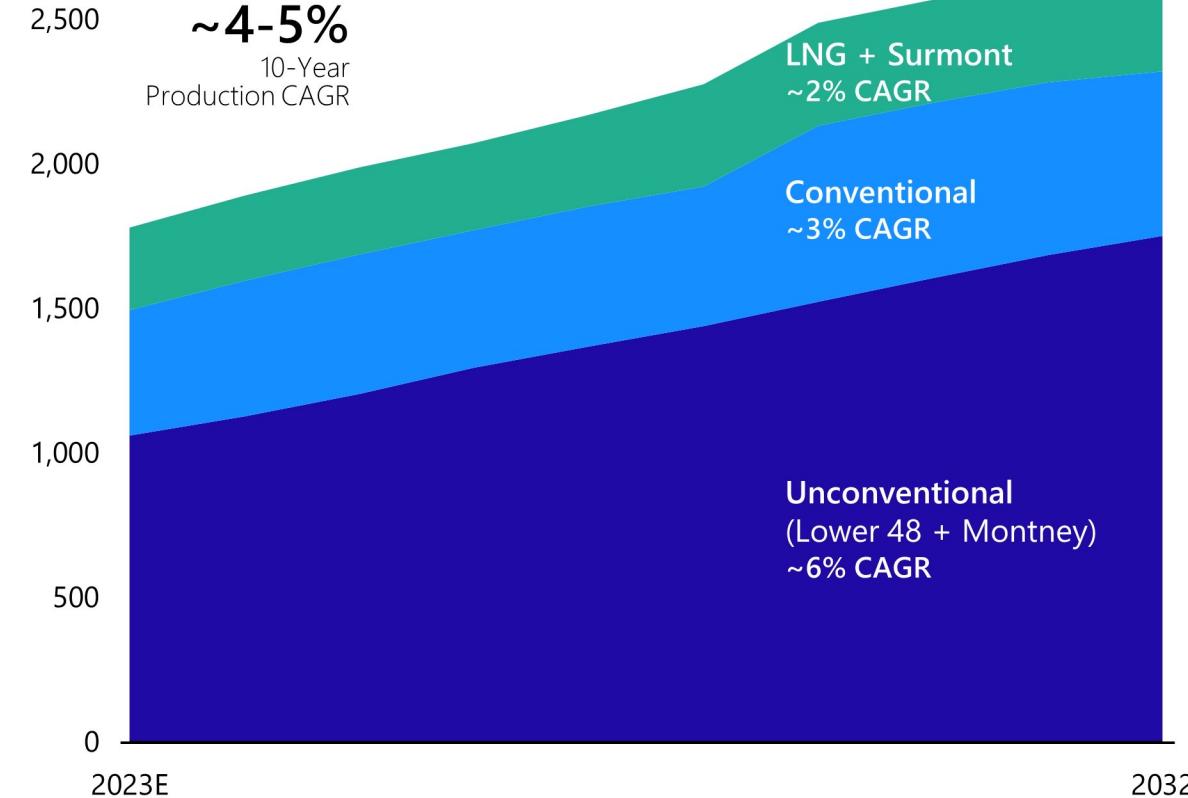
Predictable execution

## Balanced, Diversified, Disciplined Production Growth

Production Mix<sup>1</sup>

Oil ~55% NGL ~15% North American Gas ~15% International Gas ~15%

### Production (MBOED)



<sup>1</sup>Average anticipated production mix from 2023-2032; oil includes bitumen.

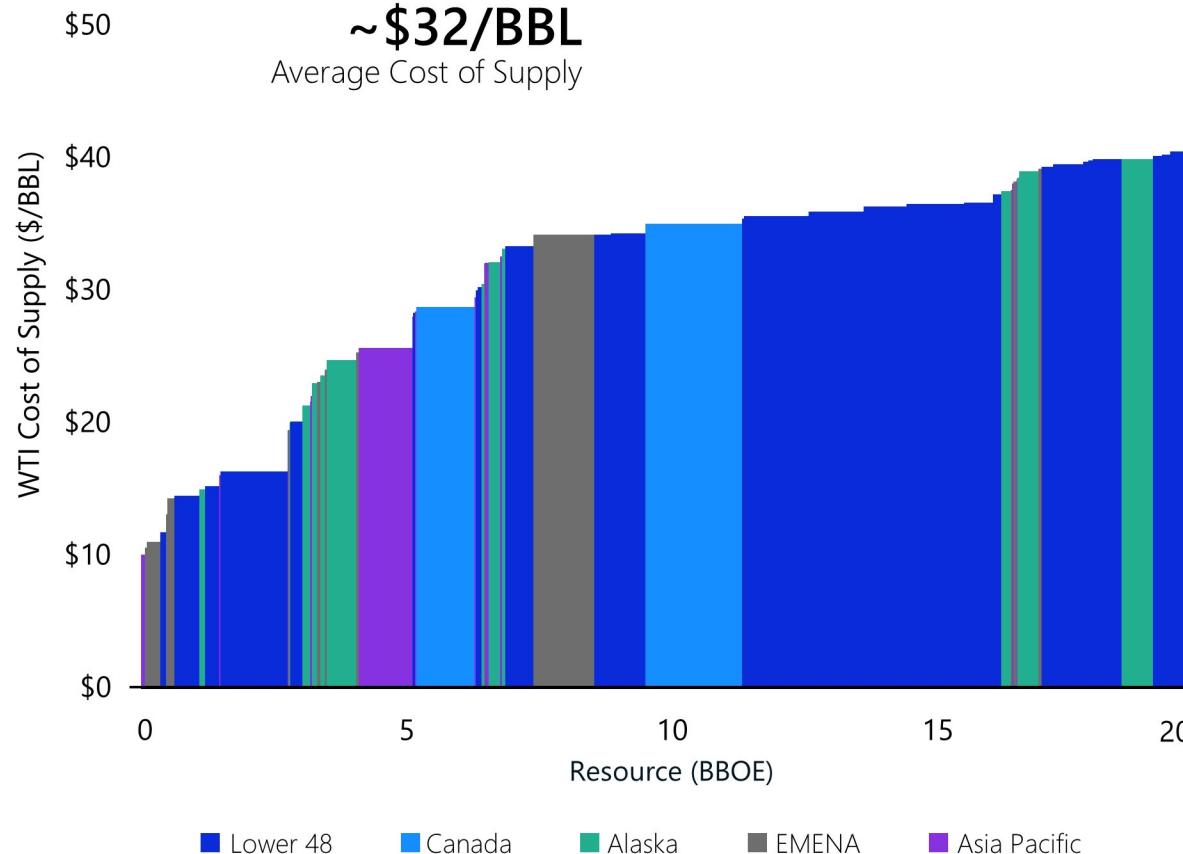
Reinvestment rate is a non-GAAP measure defined in the Appendix.

# Our Differentiated Portfolio: Deep, Durable and Diverse



## ~20 BBOE of Resource

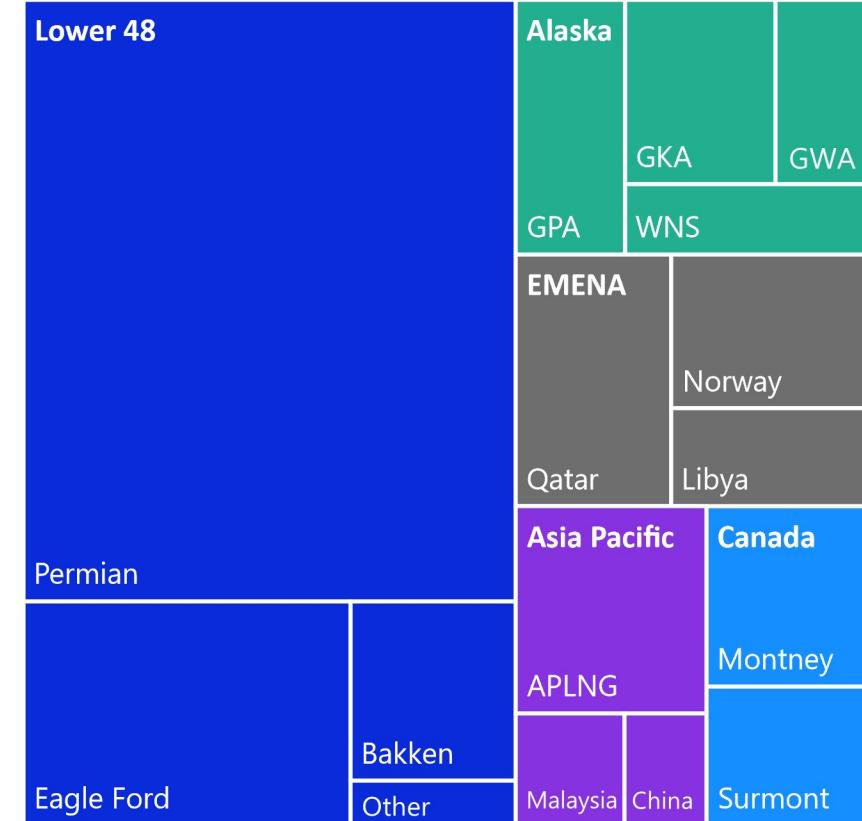
Under \$40/BBL Cost of Supply



~\$32/BBL  
Average Cost of Supply

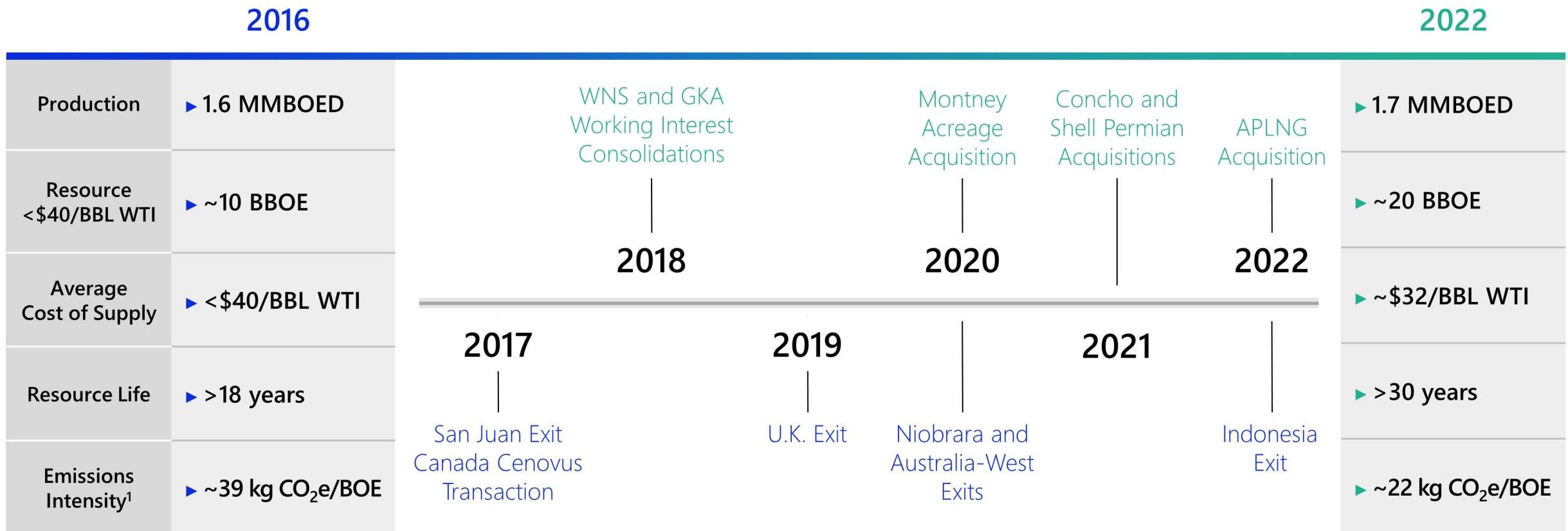
## Diverse Production Base

10-Year Plan Cumulative Production (BBOE)



Costs assume a mid-cycle price environment of \$60/BBL WTI.

# Strong Track Record of Active Portfolio Management



**Cost of Supply Framework Drives Disciplined Transactions**

~\$25B of Both Acquisitions and Divestitures Since 2016<sup>2</sup>

<sup>1</sup>Gross operated GHG emissions (Scope 1 and 2), 2022 is a preliminary estimate. <sup>2</sup>Dispositions include contingent payment proceeds and sale of CVE shares.

# Accelerating Our GHG-Intensity Reduction Target Through 2030



## Emissions Reduction Opportunities

### Methane Venting and Flaring



### Electrification



### Optimization and Efficiency

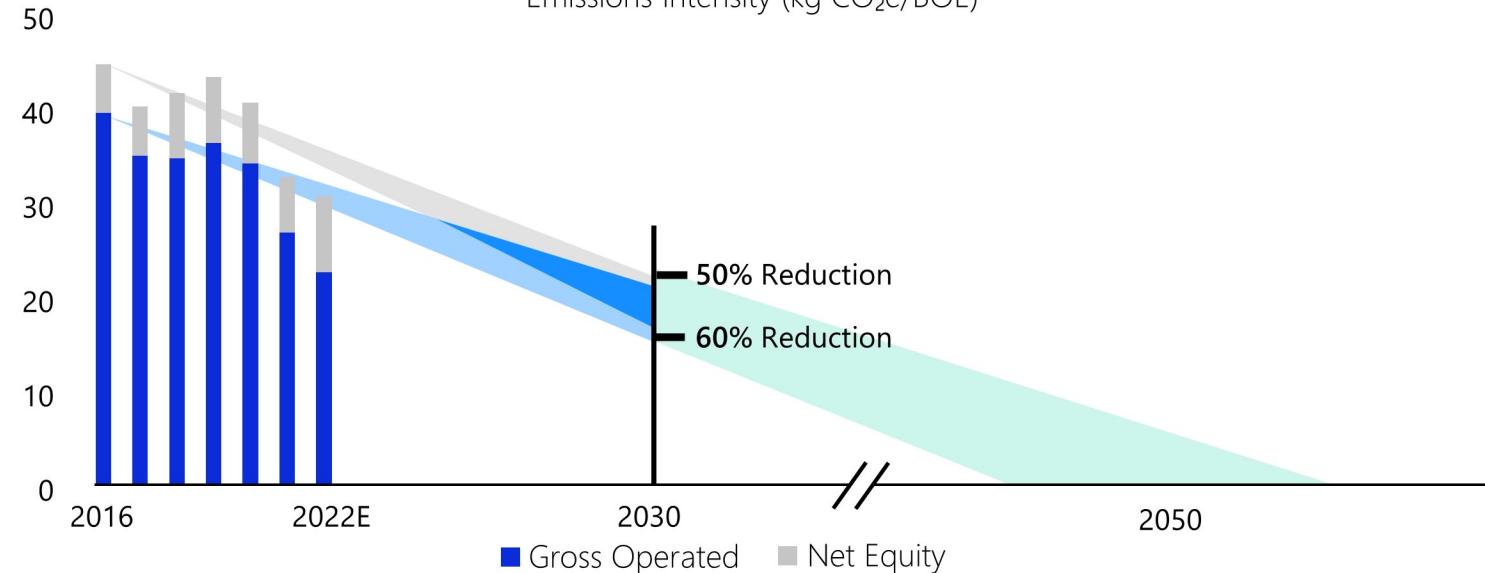


### Strategic Pilots and Studies



## Pathway to Net-Zero<sup>1</sup>

Emissions Intensity (kg CO<sub>2</sub>e/BOE)



### Near-Term (2025)

- Zero routine flaring by 2025<sup>2</sup>

### Medium-Term (2030)

- **NEW: Reduce GHG intensity 50-60% (from 40-50%)<sup>3</sup>**
- Near-zero methane intensity target <1.5 kg CO<sub>2</sub>e/BOE

### Long-Term (2050)

- Net-zero emissions ambition<sup>1</sup>

## Progressing Toward Net-Zero Ambition

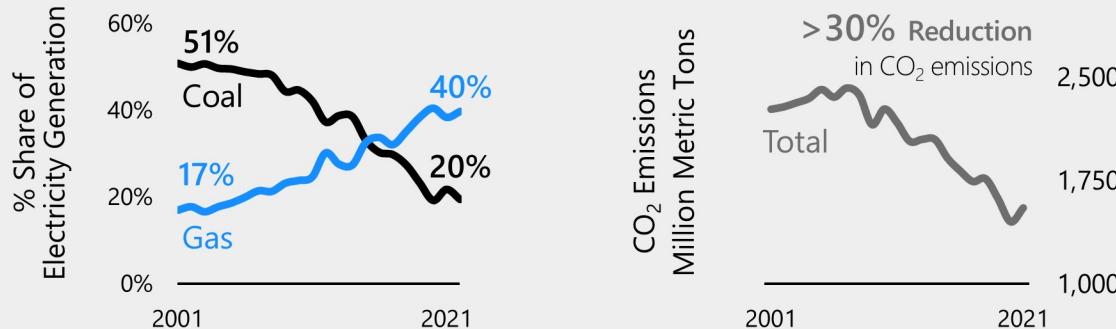
<sup>1</sup>Scope 1 and 2 emissions on a gross operated and net equity basis. <sup>2</sup>In line with the World Bank Zero Routine Flaring initiative, ConocoPhillips premise is five years earlier than World Bank 2030 goal.

<sup>3</sup>Reduction from a 2016 baseline.

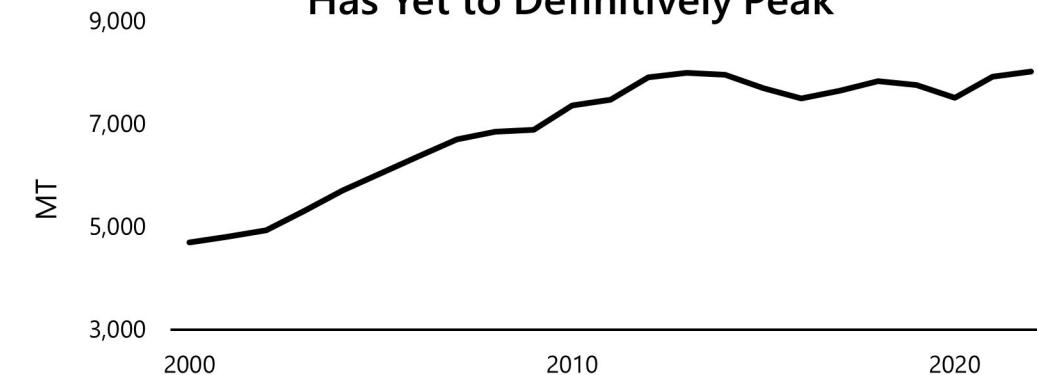
# LNG: A Crucial Fuel for Energy Transition



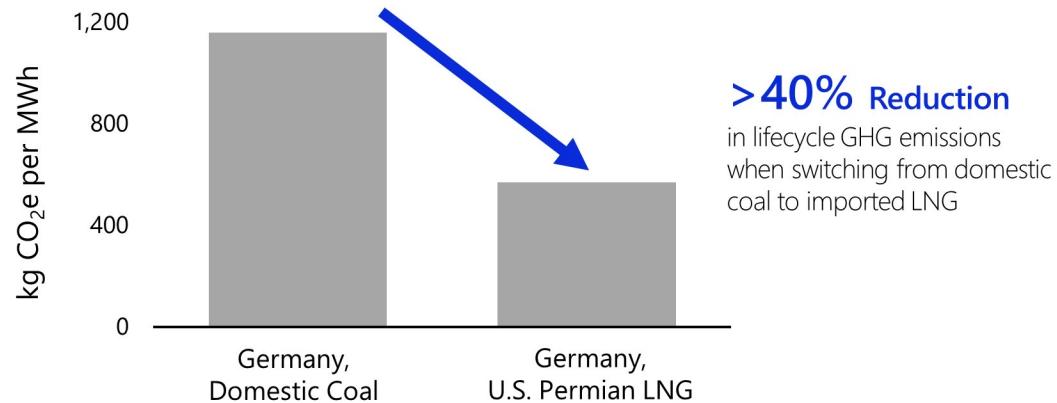
## U.S. Electric Power Sector Emissions Drop with Shift from Coal to Natural Gas<sup>1</sup>



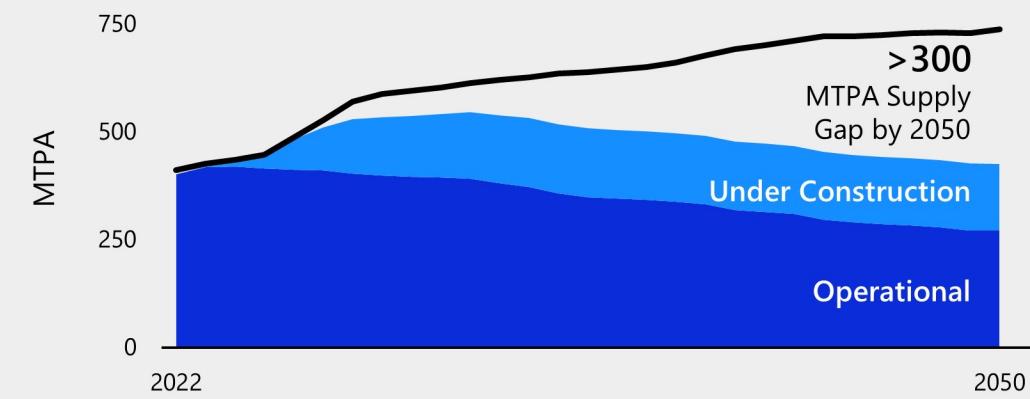
## Global Coal Consumption<sup>2</sup> Has Yet to Definitely Peak



## U.S. LNG Reduces Carbon Intensity of Electricity<sup>3</sup>

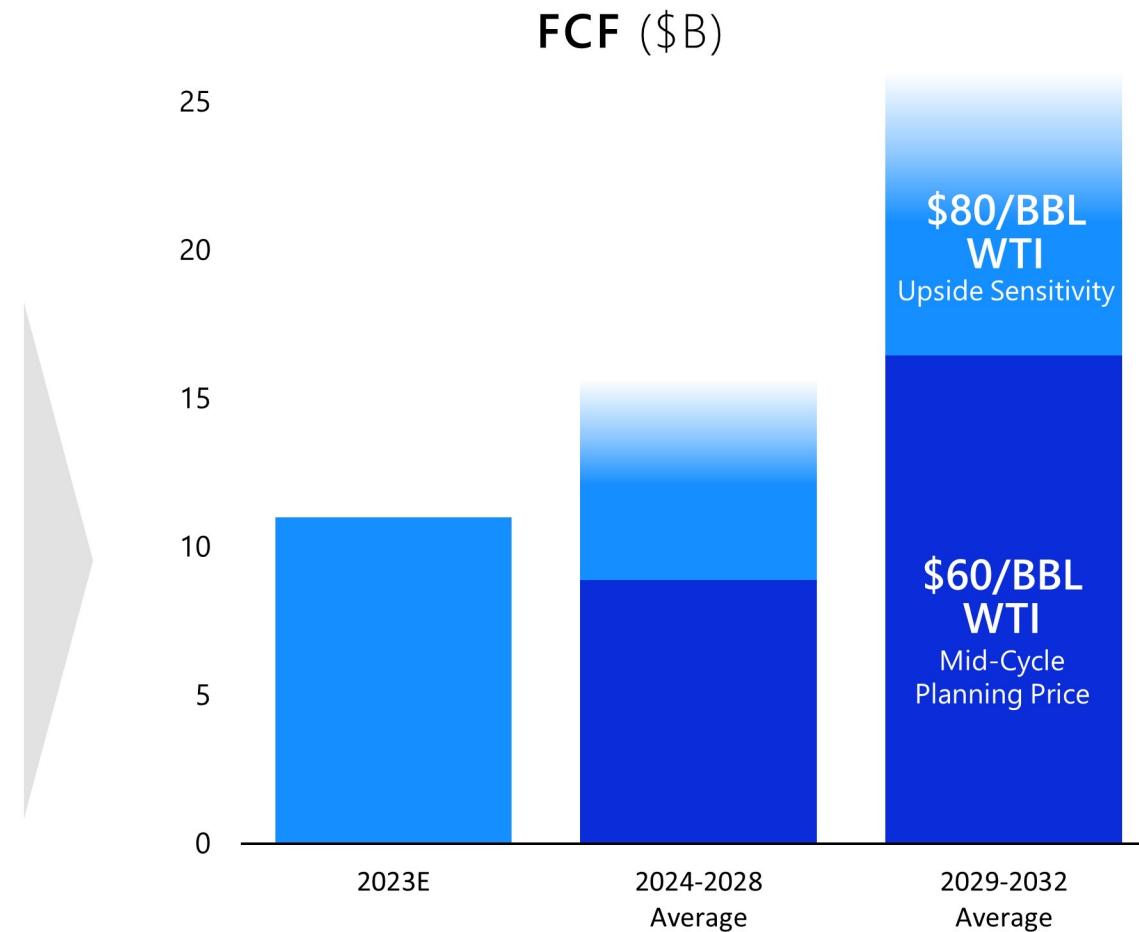
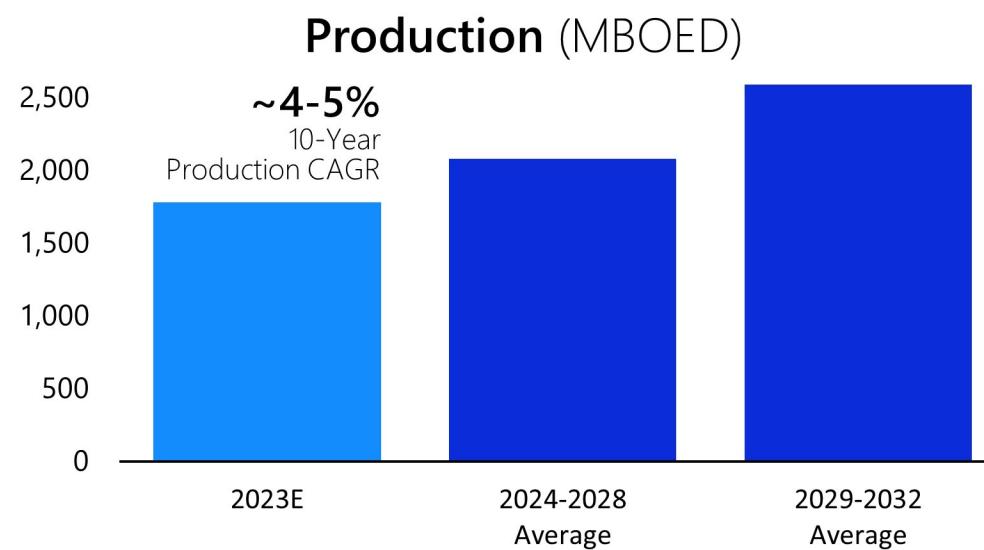
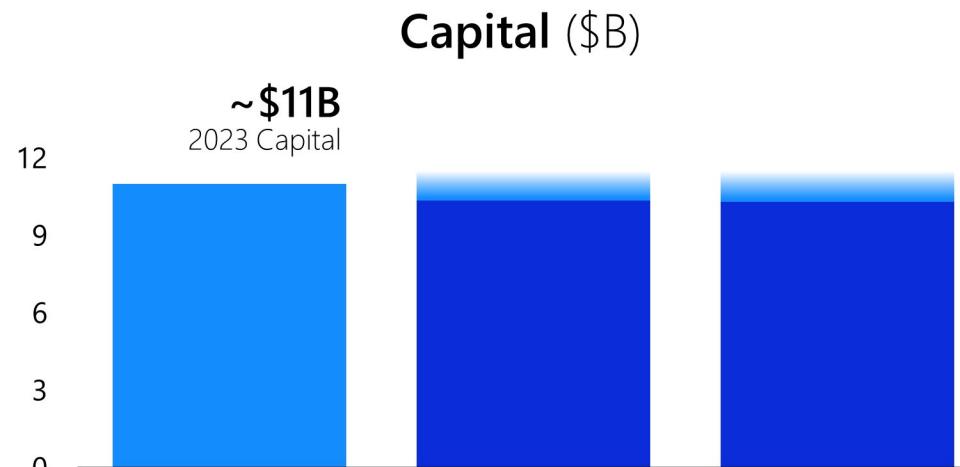


## Strong LNG Growth Outlook<sup>4</sup>



<sup>1</sup>U.S. E.I.A Power Plant Operations Report. <sup>2</sup>IEA, Global Coal Consumption, 2000-2025. <sup>3</sup>ICF International, Update to the Life-Cycle Analysis of GHG Emissions for US LNG Exports. <sup>4</sup>Source Wood Mackenzie Q4 2022.

# 10-Year Plan Reflects Durable Returns-Focused Value Proposition



**>\$115B FCF**  
Over the Next 10 Years  
at \$60/BBL WTI

**~\$35/BBL WTI FCF  
Break-even**  
Average Over the Next 10 Years



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# Alaska and International

Andy O'Brien  
SVP, Global Operations

# Alaska and International: Our Unique Diversification Advantage



## Portfolio Diversification

~9 BBOE, <\$40/BBL WTI  
Cost of Supply resource base

Leveraging existing infrastructure  
across conventional assets

Low-decline, low capital-intensity  
LNG and Surmont



## High-Margin Production Growth

World-class Qatar LNG resource expansion  
builds upon 20-year relationship

Progressing Montney unconventional  
toward development mode

Investing for the future with the  
high-margin Willow project



## Significant Free Cash Flow

Low reinvestment rate underpins  
distribution capacity

High-value, Brent-linked  
production

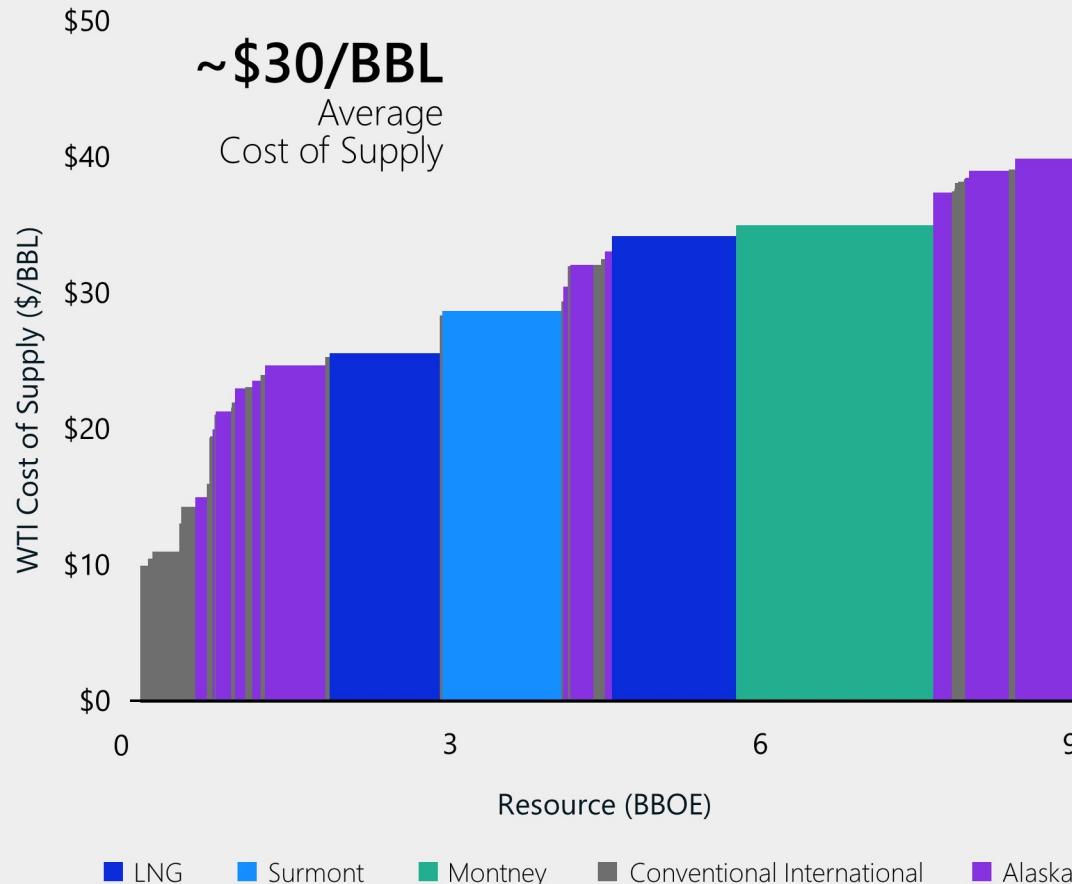
Delivering value with additional  
APLNG shareholding interest

# Low Capital Intensity Production Growth



## Material Low Cost of Supply Resource Base

Leveraging Existing Infrastructure

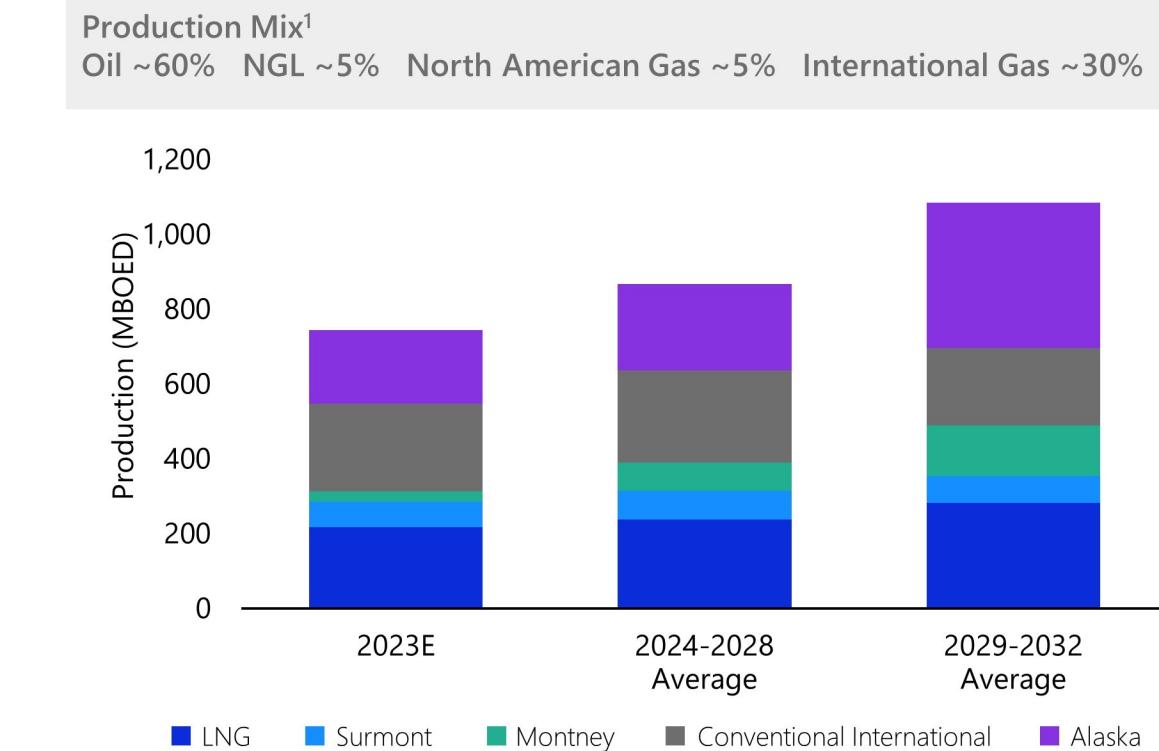


<sup>1</sup>Average product mix from 2023-2032, oil includes bitumen.

Reinvestment rate is a non-GAAP measure defined in the Appendix.

## Capital-Efficient Production Growth

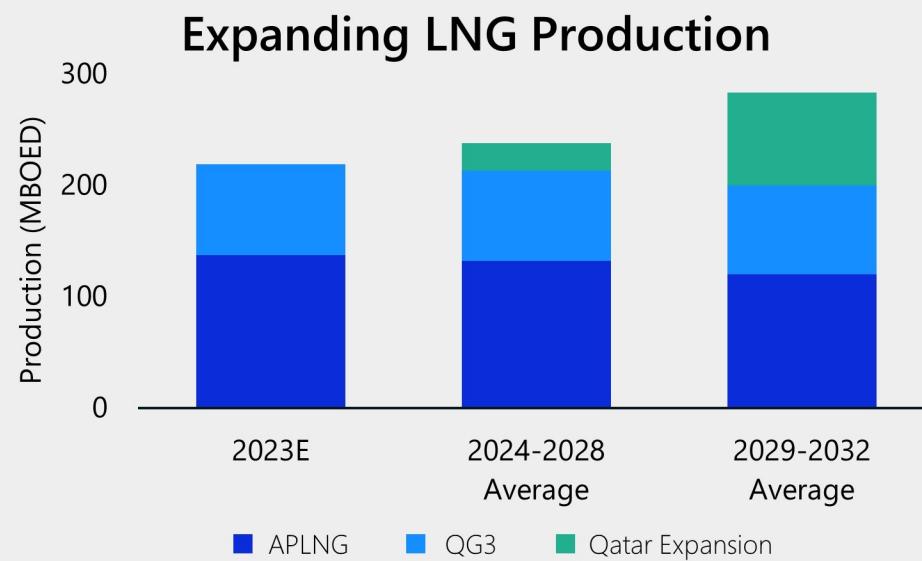
Underpins Growing Distribution Capacity



**4% CAGR at ~40% Reinvestment Rate**

Over the Next 10 Years at \$60/BBL WTI

# LNG: Expanding World-Class Assets



## Qatargas 3

- Legacy position supplying Asian and European markets

## North Field Expansion Projects

- Building on our 20-year relationship with Qatar
- Awarded 2 MTPA net; NFE first LNG in 2026 and NFS in 2027
- NFE and NFS add trains 15-20 in Qatar's LNG portfolio

## APLNG

- 90% of volumes under long-term contracts
- Increased shareholding interest by 10% in 1Q 2022; expecting to recoup ~50% of purchase price by end of 2Q 2023
- Acquiring up to an additional 2.49% shareholding interest and preparing to take over upstream operatorship upon Origin Sale<sup>1</sup>

## Growing Reliable LNG Cash Flows

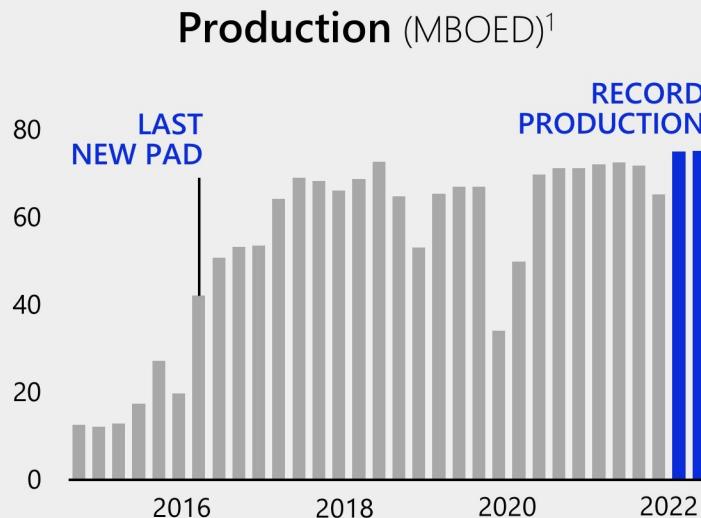
<sup>1</sup>Subject to EIG closing its announced acquisition of Origin Energy (the current upstream operator); EIG's transaction with Origin, as well as ConocoPhillips' shareholding acquisition are subject to Australian regulatory approvals and other customary closing conditions. The 2.49% purchase is also subject to shareholder's pre-emptive rights.

# Surmont: Leveraging Low Capital Intensity for Decades of Flat Production



## Optimizing the Machine

- Record 2H 2022 production
- Low sustaining capital requirements
- Advantaged operating cost due to top-quartile steam-oil ratio



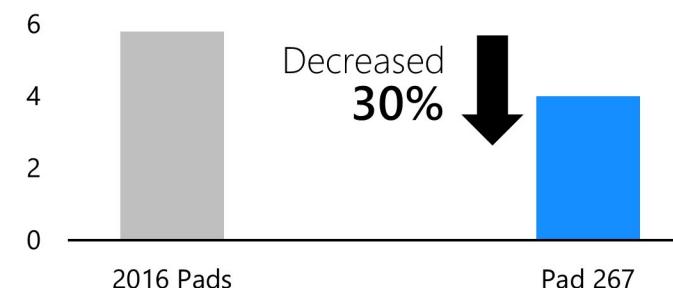
**Production Records Achieved Through Optimization**

## First New Pad Drilled Since 2016 Developed at <\$15/BBL WTI CoS

24 Well Pairs with 25 MBOED Gross Peak Rate



### Average Well Cost<sup>2</sup> (\$MM)



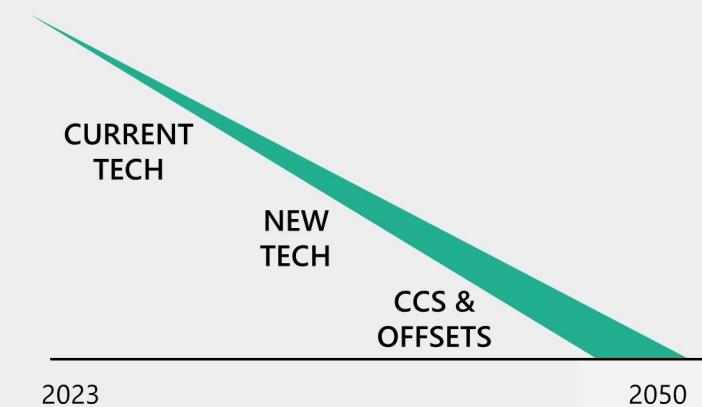
**Raises Production Plateau into 2030s**

## Transformative Emissions Reduction<sup>3</sup> Opportunities

- 1/3 through current technology pilots
- 1/3 through new technologies
- CCS and offsets to achieve net-zero

## Emissions Reduction Pathway

(Net MMtCO<sub>2</sub>e)



**Multiple Options for Emissions Reduction**

<sup>1</sup>Net before royalty shown to remove price related royalty impacts. <sup>2</sup>Includes drill, completions and facilities (excluding pipelines). <sup>3</sup>Net equity Scope 1 and 2 emissions.

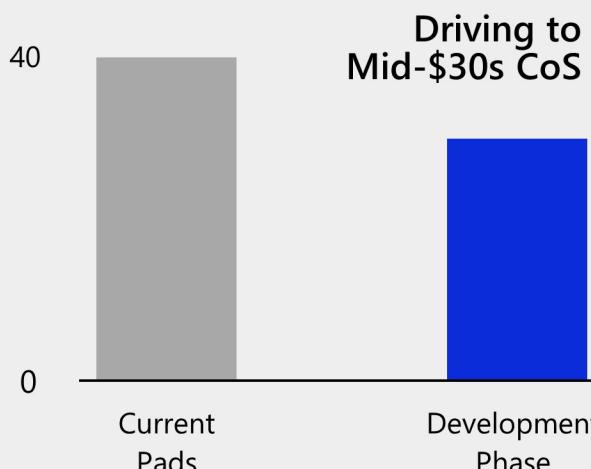
# Montney: Building Another Core Unconventional Business



## Appraisal Defined Optimal Plan

- Concluded testing of multiple well configurations and completion designs
- Recent strong well results lead to high-graded, two-layer development plan

## Cost of Supply Improvement (\$/BBL WTI)



High-Graded Resource of  
1.8 BBOE at Mid-\$30s CoS

## Moving to Development Phase

- Adding second rig in 2024
- Running one continuous frac crew
- Refining completion design
- CPF2 start-up expected in 3Q 2023

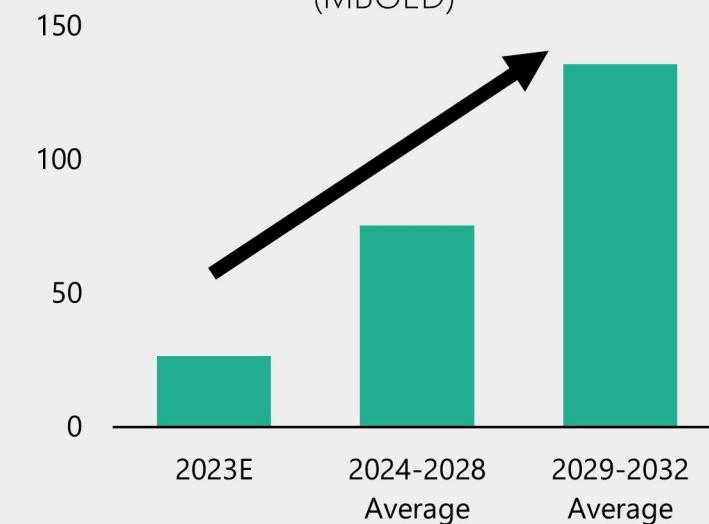


Leveraging  
Unconventional Expertise

## Significant Production Growth

- 60% liquids production, priced off WTI
- Long-term commercial offtake secured

## Production (MBOED)

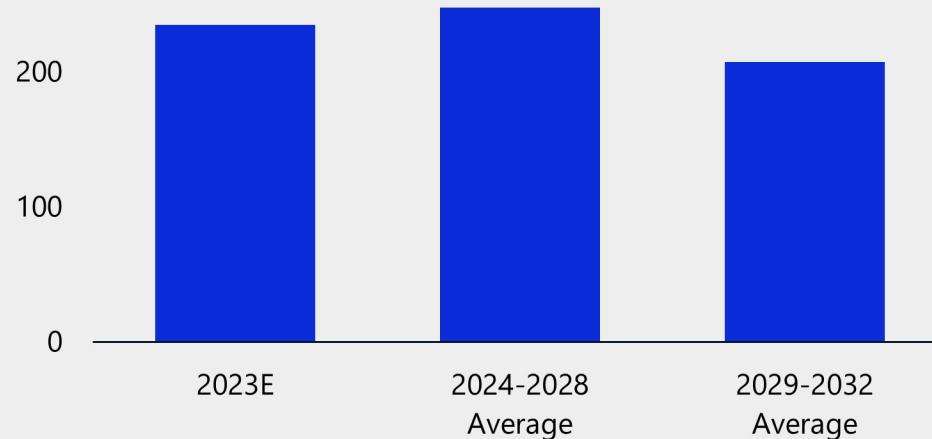


20% CAGR  
Over 10 Years

# International Conventional: Steady Cash Flow Generator



## Production (MBOED)



Country production numbers quoted are 2023 estimates.

Free cash flow (FCF) is a non-GAAP measure defined in the Appendix.

## Brent-Linked Oil and International Gas

### Norway – 115 MBOED

- Four subsea tie backs on track for onstream in 2024
- Greater Ekofisk Area license extended through 2048

### Libya – 50 MBOED

- Increased working interest to ~20% in Waha Concession
- Long-term optionality

### Malaysia – 40 MBOED

- Low Cost of Supply projects offsetting decline

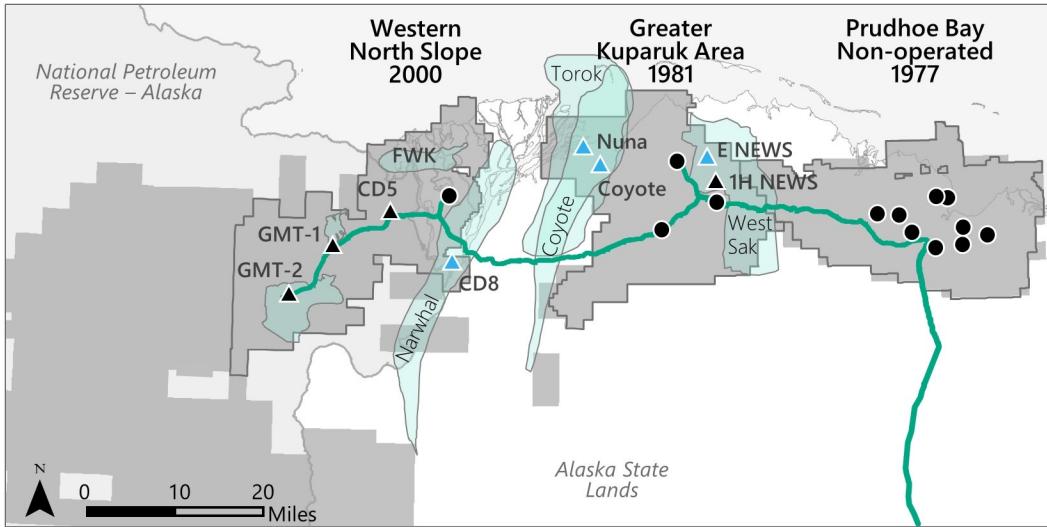
### China – 30 MBOED

- Production sharing contract terms aligned to 2039
- Progressing offshore windfarm in China

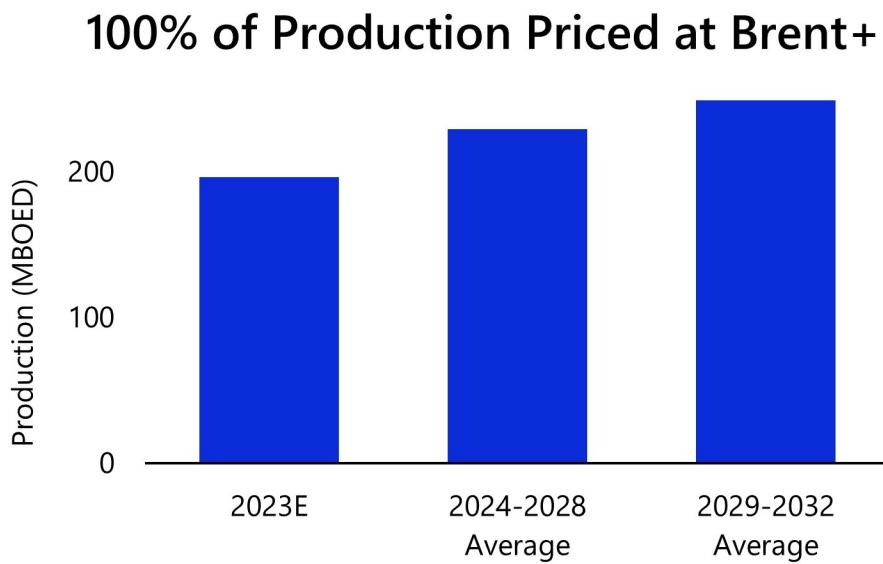
**~\$1B Per Year Free Cash Flow**

Over the Next 10 Years at \$60/BBL WTI

# Alaska Conventional: Legacy World-Class Basin



- ▲ Central Processing Facility (CPF)/Project
- ConocoPhillips Interest Acreage
- Opportunity Reservoir Extent
- Pipeline System
- ▲ Future Project



Alaska conventional excluding Willow.

## Leveraging Existing Infrastructure

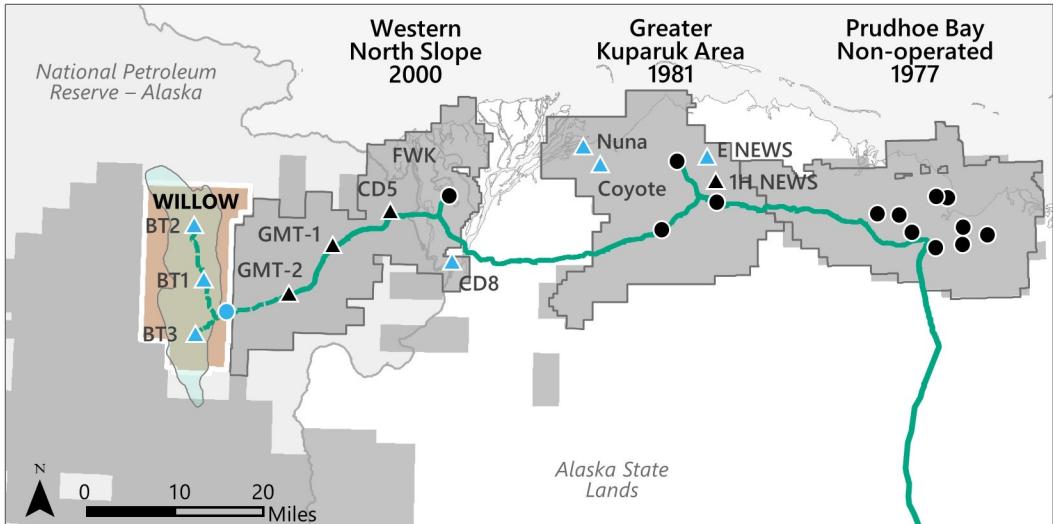
- Largest producer, with 40+ years of experience across significant infrastructure
- Robust inventory of projects with a ~\$25/BBL Cost of Supply for over a decade

## Disciplined Development Plan



**40+ Years Later, ~2-3% Production Growth**  
Over the Next 10 Years

# Willow: Building on Our Long History



- ▲ Central Processing Facility (CPF)/Project
- ConocoPhillips Interest Acreage
- Opportunity Reservoir Extent
- Pipeline System
- ▲ Future CPF/Project
- Willow Interest Acreage

## Legacy Infrastructure

**13**

Central Processing Facilities



**~120**

Drill Sites

**~410**

Miles of Corridor Road and Pipelines

## Willow

**1**

Central Processing Facility

**3**

Drill Sites

**~26**

Miles of Corridor Road and Pipelines

## Significant Opportunity Without “Mega-Project” Risks

### Extensive Definition

100% FEED complete at FID

### Simple Governance

100% ConocoPhillips owned

### Limited Complexity

No “first-of-a-kind” designs

### Proven Execution Model

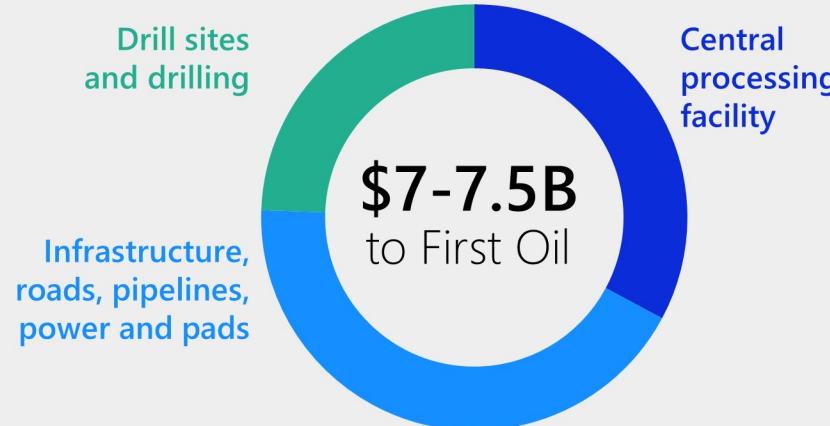
Executed similar drill site, pipeline and road scope over past five years with proven North Slope contractors

Modular facilities designed and built in U.S. by top-tier Gulf Coast contractors

# Willow: Delivering Competitive Returns Into the Next Decade



**Capex of \$1-1.5B per Year from 2024-2028**



## Key Construction Milestones

2023	2024	2025	2026	2027	2028	2029
Winter road and pipeline construction			Central processing facility fabrication and delivery			First Oil
Operation center fabrication and delivery				Complete tie-ins to new drill sites and existing infrastructure		
Central processing facility procurement					Commence drilling program	

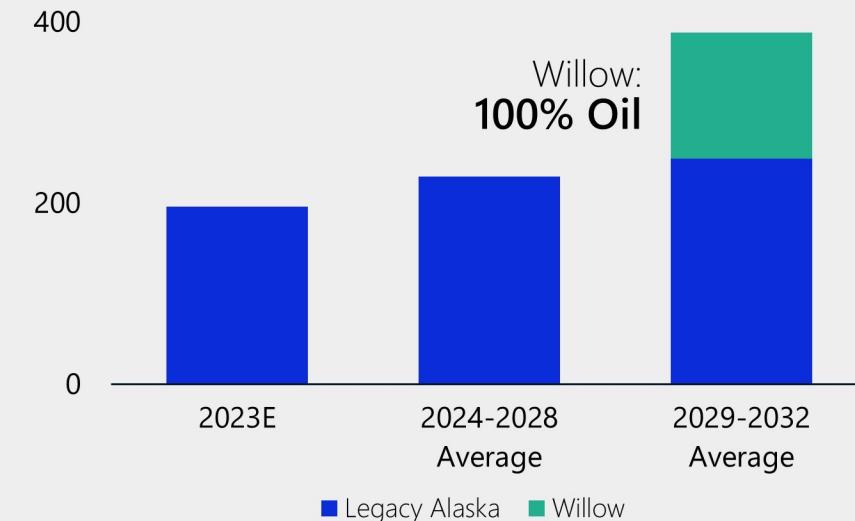
## Volume Ramp and Strong Margins Drive FCF

Pre-drilling strategy fills facility at startup

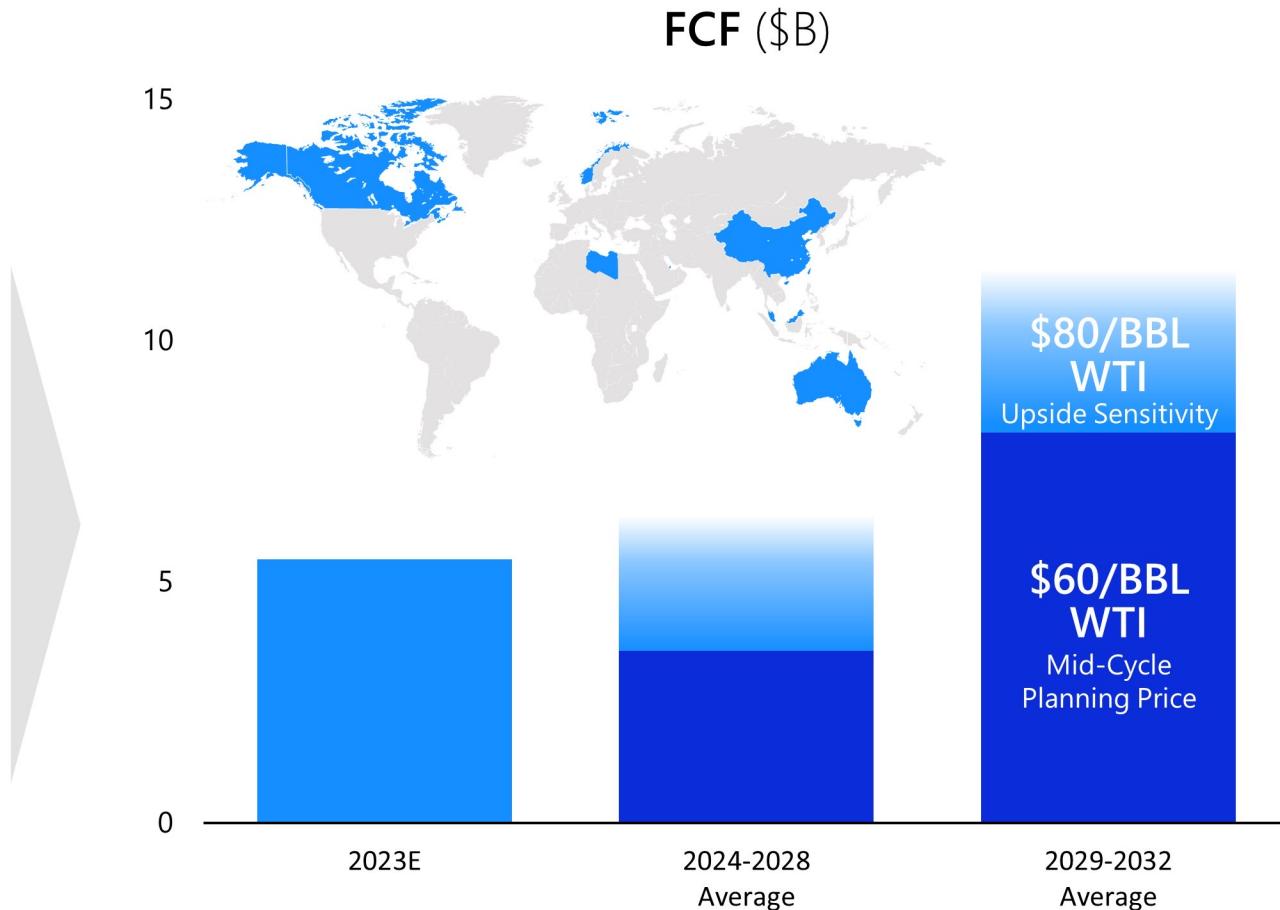
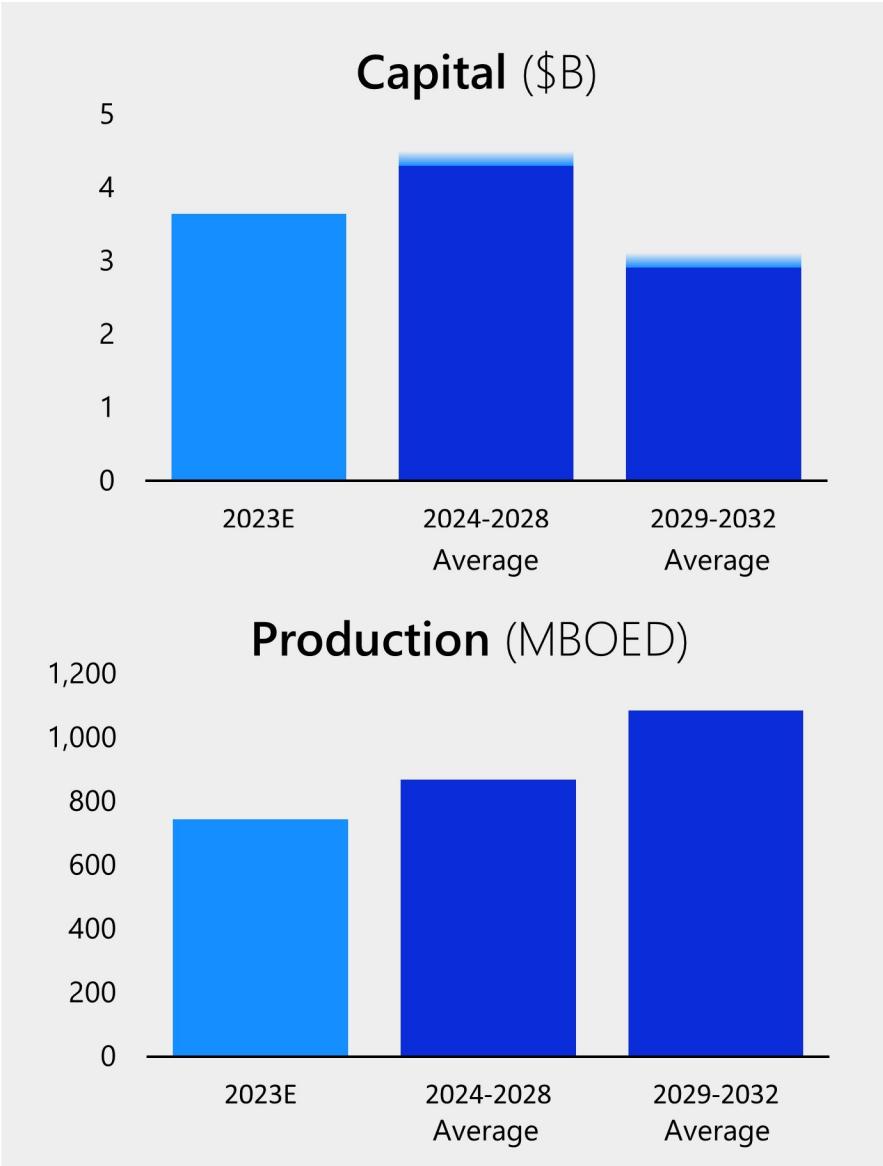
Premium-quality light crude compared to current Alaska average

Leverages existing pipeline infrastructure

## Production (MBOED)



# Alaska and International: Our Unique Diversification Advantage



**> \$50B FCF and ~40% Reinvestment Rate**  
Over the Next 10 Years at \$60/BBL WTI

Free cash flow (FCF) and reinvestment rate are non-GAAP measures defined in the Appendix.



## LNG and Commercial

Bill Bullock  
EVP and CFO

# LNG Opportunities Underpinned by Strong Commercial Acumen



## Rapidly Growing LNG Market

Robust demand in Asia and Europe driven by energy security and the energy transition

---

Qatar and Australia are foundational LNG investments

---

North American gas production fuels LNG supply growth



## Adding North America to Low-Cost LNG Footprint

Port Arthur is a premier LNG development

---

Long-term optionality on the Gulf and West Coasts

---

Offtake margins enhanced by diversion capability



## Extensive Commercial Footprint

Global market presence

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Second-largest natural gas marketer in North America<sup>1</sup>

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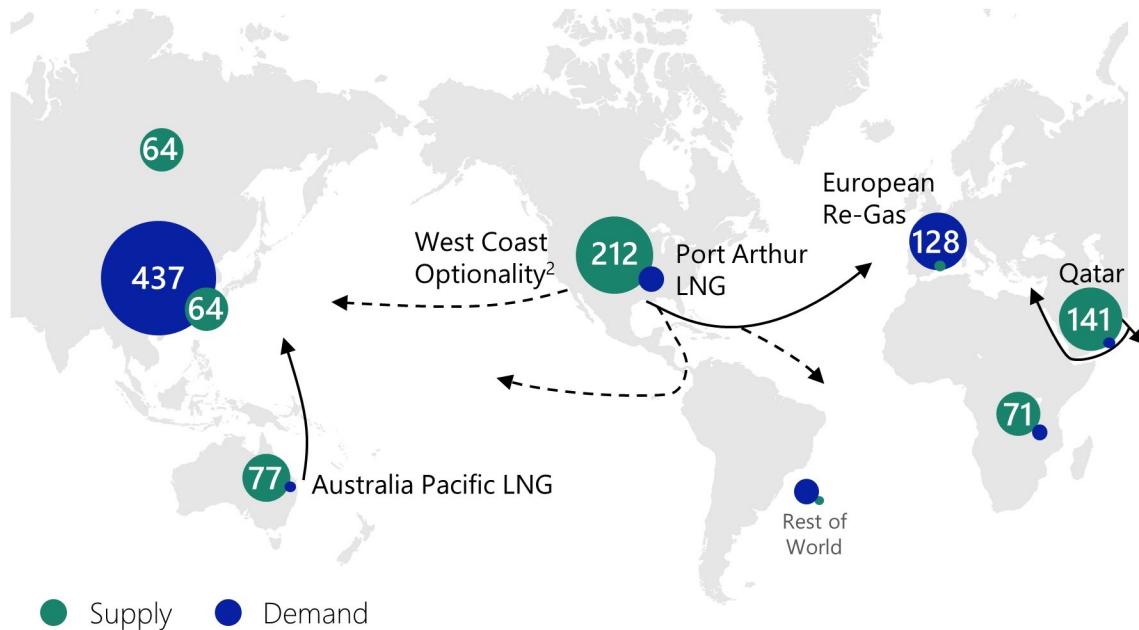
60+ years experience with LNG

<sup>1</sup>Natural Gas Intelligence North American Marketer Rankings as of Q3 2022, published in December 2022.

# Attractive Global LNG Portfolio



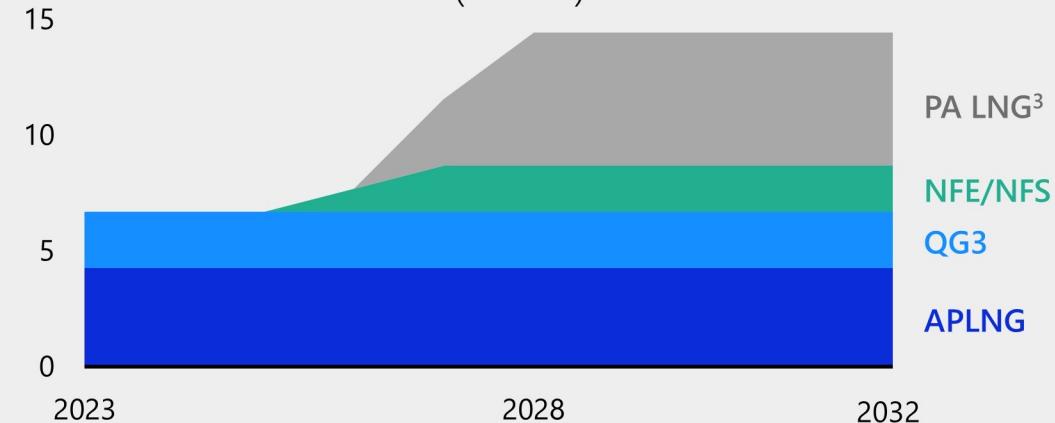
## Key LNG Supply and Demand Markets by 2035 (MTPA)<sup>1</sup>



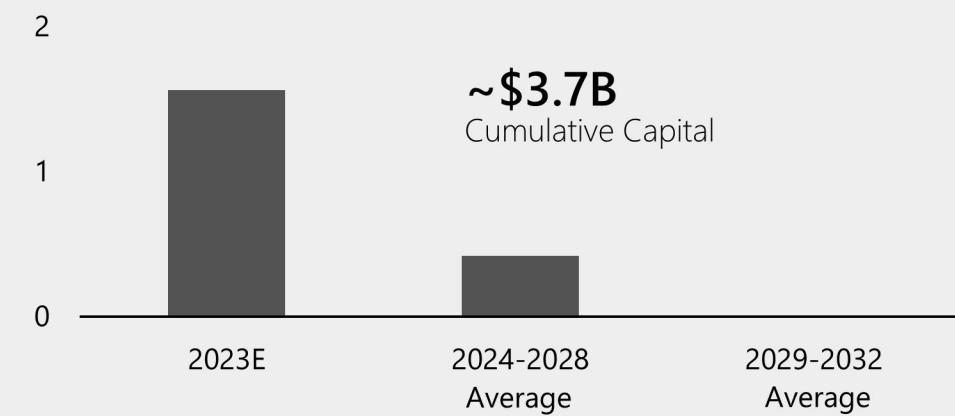
## ConocoPhillips Assets at Nexus of Supply and Demand

- Asia and Europe to remain significant demand centers
- Qatar and Australia provide reliable LNG
- North America dominates LNG supply growth

## ConocoPhillips Global Net LNG Exposure (MTPA)



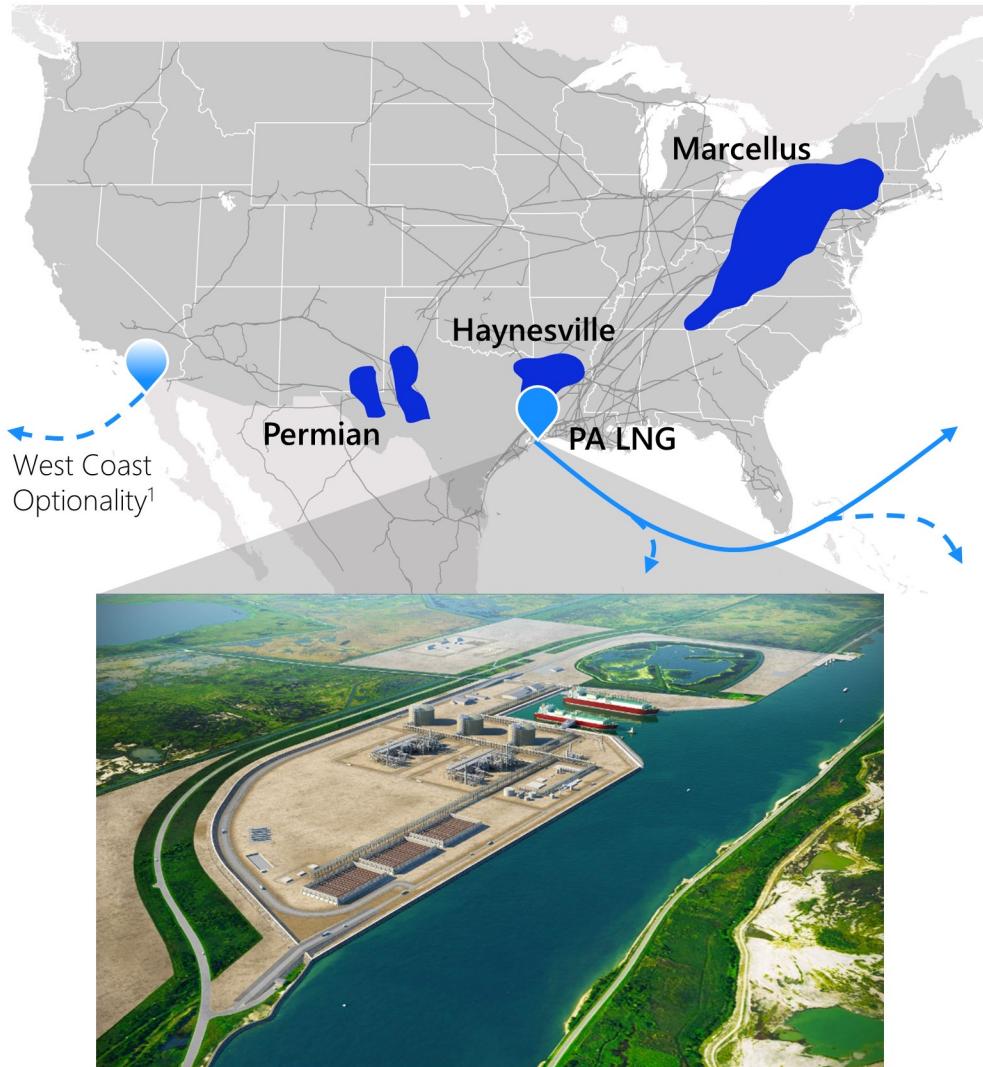
## ConocoPhillips Net LNG Capital Spend (\$B)



<sup>1</sup>Wood Mackenzie Q4 2022, North America as marginal supplier. <sup>2</sup>Oftake and/or equity at Energia Costa Azul (ECA) Phase 2 and offtake from ECA Phase 1.

<sup>3</sup>5 MTPA offtake and access to excess cargoes when Phase 1 liquefaction exceeds the 10.5 MTPA contracted under long term SPAs.

# Port Arthur is a Premier LNG Development



## FID of Port Arthur Phase 1

- FERC-approved and construction-ready with high-quality operator and EPC contractor
- ConocoPhillips to manage gas supply
- Near Gulf Coast infrastructure and fastest growing low-cost, low-GHG gas basins
- ConocoPhillips participation launched project

## Strategic Optionality

- Access to low-cost uncontracted excess capacity
- Secured long-term optionality on the Gulf and West Coasts<sup>1</sup>
- Prioritizing market development and offtake over additional equity
- Evaluating development of CCS projects at Port Arthur facility

## Low-Cost Offtake Secured

- 5 MTPA offtake from Port Arthur Phase 1<sup>2</sup>
- Top tier liquefaction fee<sup>3</sup>
- Marketing currently underway; receiving significant customer interest

<sup>1</sup>Offtake and/or equity on up to six additional trains at Port Arthur, offtake and/or equity at ECA Phase 2, and offtake from ECA Phase 1.

<sup>2</sup>20-year agreement. <sup>3</sup>Wood Mackenzie Q4 2022, contract fixed liquefaction fees.

# ConocoPhillips Commercial Advantage



## Port Arthur LNG Marketing Example: Sale into Germany



- ConocoPhillips holds re-gas capacity in Germany's first onshore LNG terminal for portion of Port Arthur LNG
- Captures Trading Hub Europe (THE) price with diversion capability when other international prices exceed THE
- Managed and marketed by experienced ConocoPhillips commercial organization

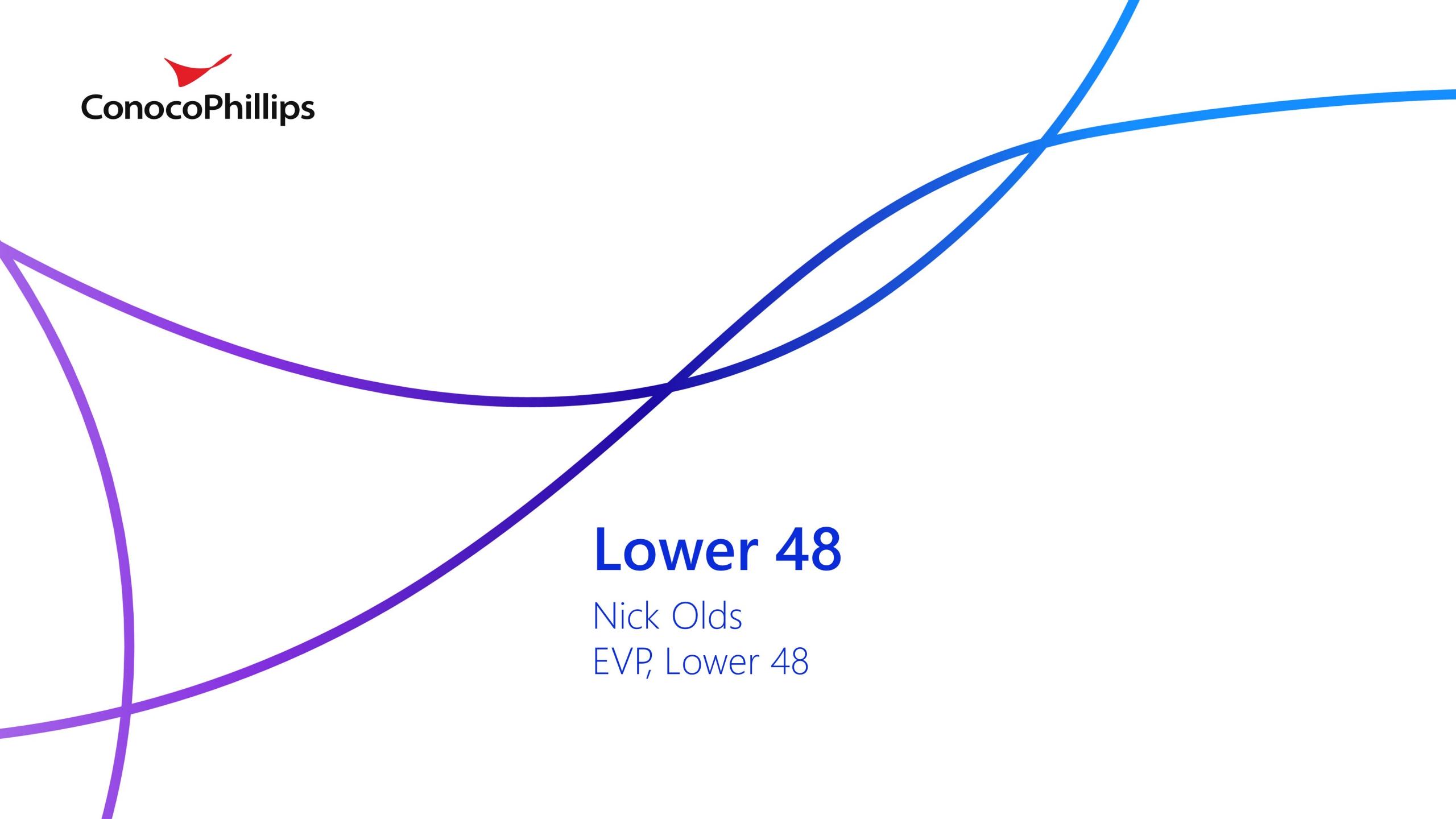
## Global Marketing Presence: >10 BCFD and >1 MMBOD<sup>1</sup>



London  
Singapore  
Houston  
Calgary  
Beijing  
Tokyo

Global Gas, Power and LNG	<b>9x Equity</b> Gas marketed globally	<b>6.0 GWh</b> Power marketed	<b>~1 MTPA</b> Spot sales into Asia
LNG Licensing <sup>2</sup>	<b>113 MTPA</b> Utilizing Optimized Cascade® Process	<b>2nd Largest</b> Global LNG technology provider	
Global Crude and NGL	<b>25 Cargoes</b> Marketed globally per month	<b>45%</b> Brent-linked	<b>180 MBOD</b> North American export capacity

<sup>1</sup>FY2022 data unless otherwise footnoted. <sup>2</sup>Based on total global installed production capacity of 113 MTPA associated with 26 licensed LNG trains in operation.



The background features abstract, flowing lines in purple and blue. A thick purple line starts at the top left, curves down and to the right, then turns back towards the left, crossing itself. A thick blue line starts at the bottom left, curves up and to the right, then turns back towards the left, crossing the purple line. Both lines continue to flow upwards and to the right, eventually meeting at a single point near the top right corner of the slide.

**Lower 48**

Nick Olds  
EVP, Lower 48

# Premier Lower 48 Assets Underpin Our Returns-Focused Strategy



## Industry Leader Focused on Maximizing Returns

Largest Lower 48 unconventional producer with deep, durable and diverse unconventional portfolio

Disciplined development optimizing returns and recovery



## Production and Free Cash Flow Growth into the Next Decade

Permian promising  
~7% production growth, doubling free cash flow by end of decade

Eagle Ford and Bakken delivering material free cash flow



## Delivering Continuous Improvements

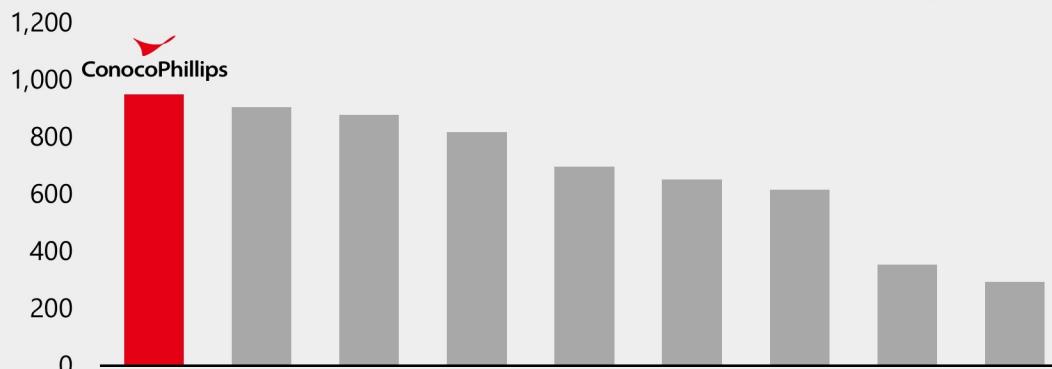
Accelerating technology across four core basins to enhance value

Delivering on emissions reductions and sustainable development

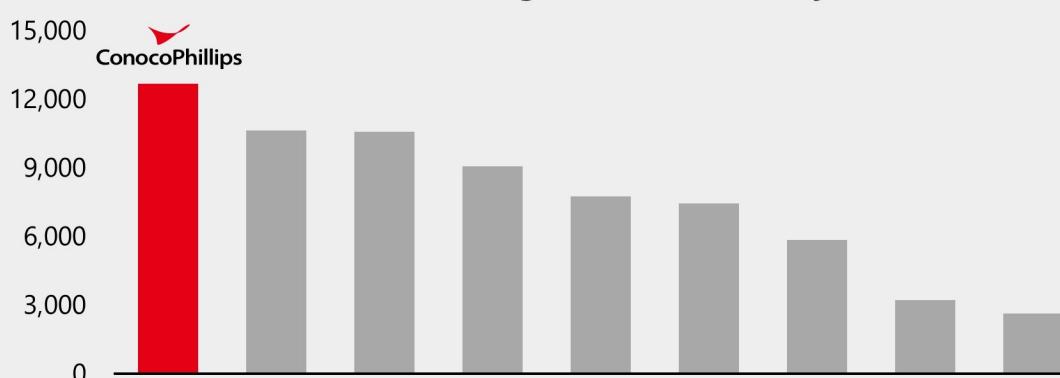
# Deep, Durable and Diverse Portfolio with Significant Growth Runway



## 2022 Lower 48 Unconventional Production<sup>1</sup> (MBOED)



## Net Remaining Well Inventory<sup>2</sup>



\$50

**~\$32/BBL**

Average  
Cost of Supply

WTI Cost of Supply (\$/BBL)

\$40

\$30

\$20

\$10

\$0

0 2 4 6 8 10

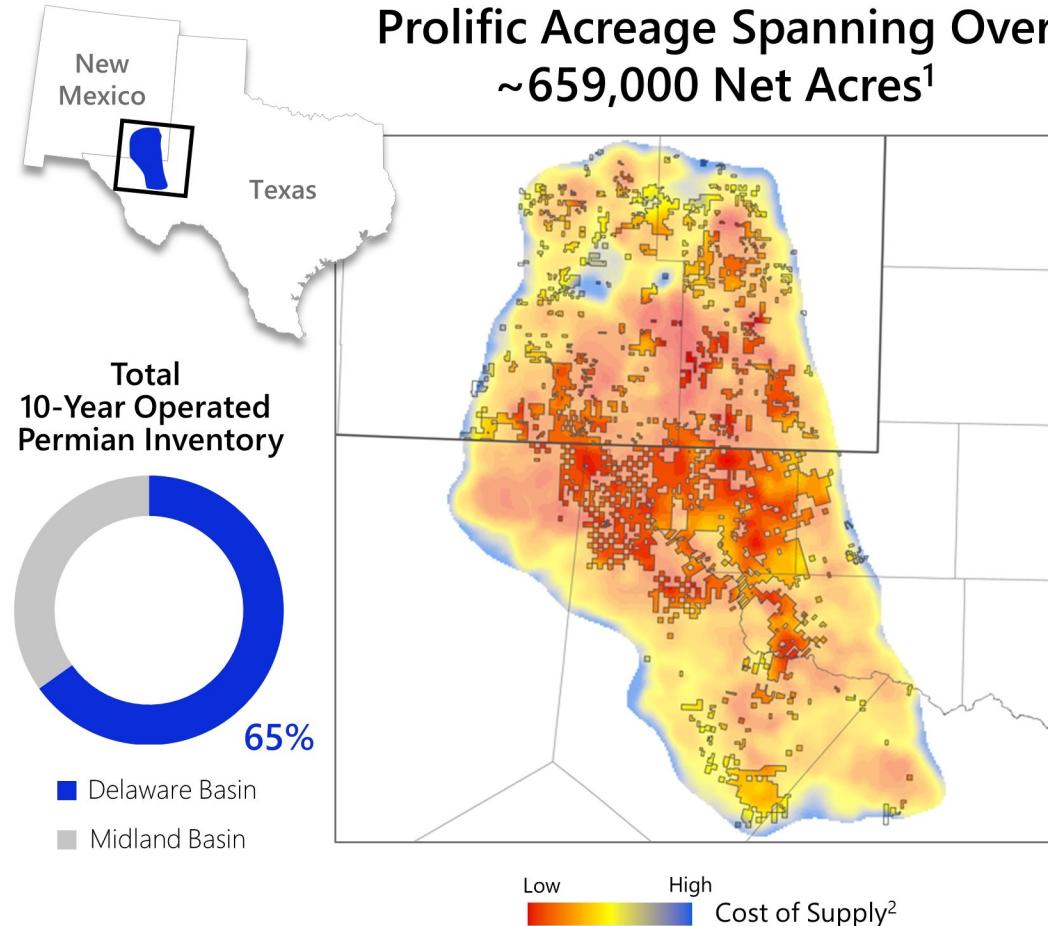
Resource (BBOE)

■ Delaware Basin ■ Midland Basin ■ Eagle Ford ■ Bakken ■ Other

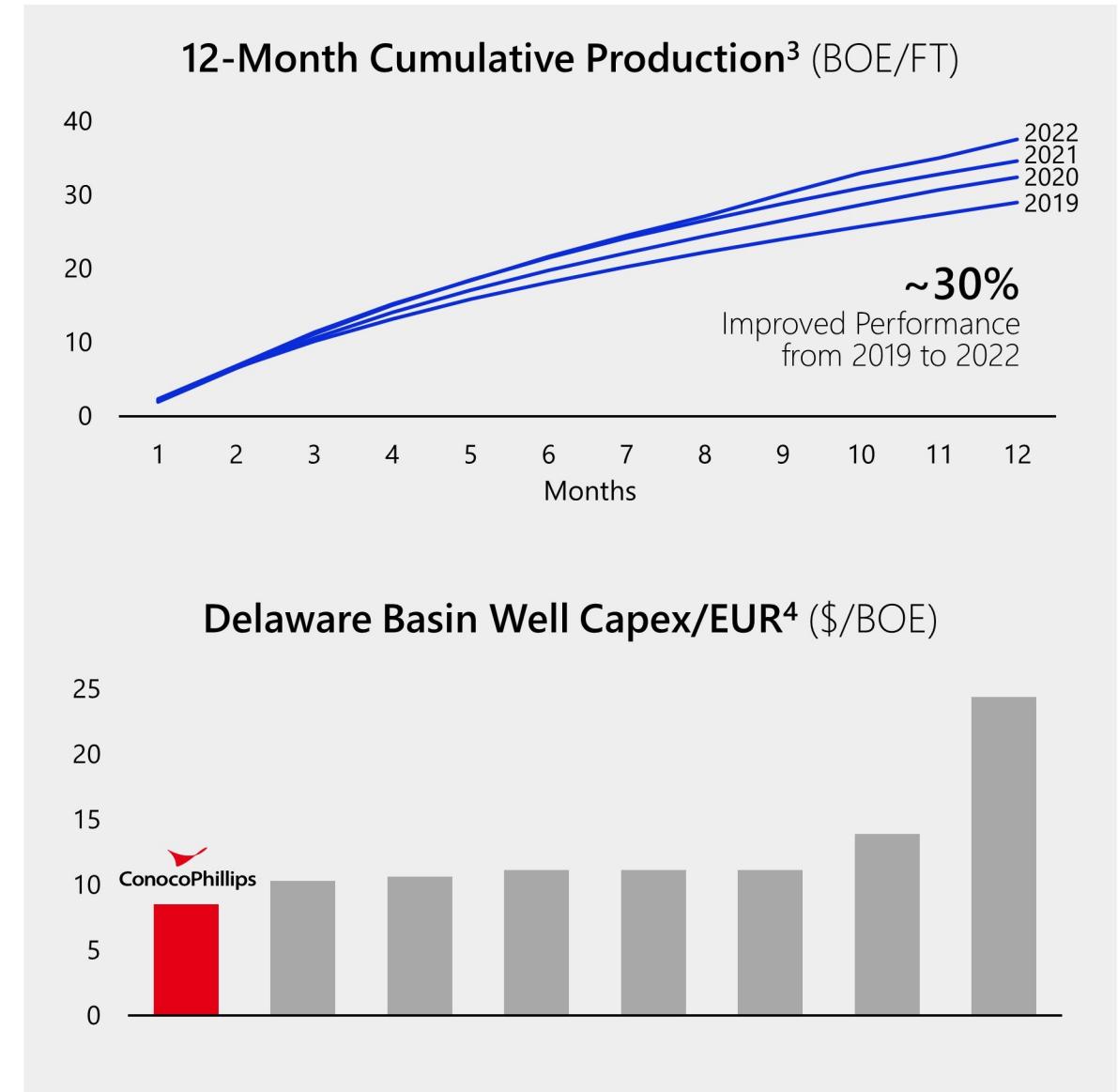
**Largest Lower 48 Unconventional Producer, Growing into the Next Decade**

<sup>1</sup>Source: Wood Mackenzie Lower 48 Unconventional Plays 2022 Production. Competitors include CVX, DVN, EOG, FANG, MRO, OXY, PXD and XOM, greater than 50% liquids weight. <sup>2</sup>Source: Wood Mackenzie (March 2023), Lower 48 onshore operated inventory that achieves 15% IRR at \$50/BBL WTI. Competitors include CVX, DVN, EOG, FANG, MRO, OXY, PXD, and XOM.

# Delaware: Vast Inventory with Proven Track Record of Performance

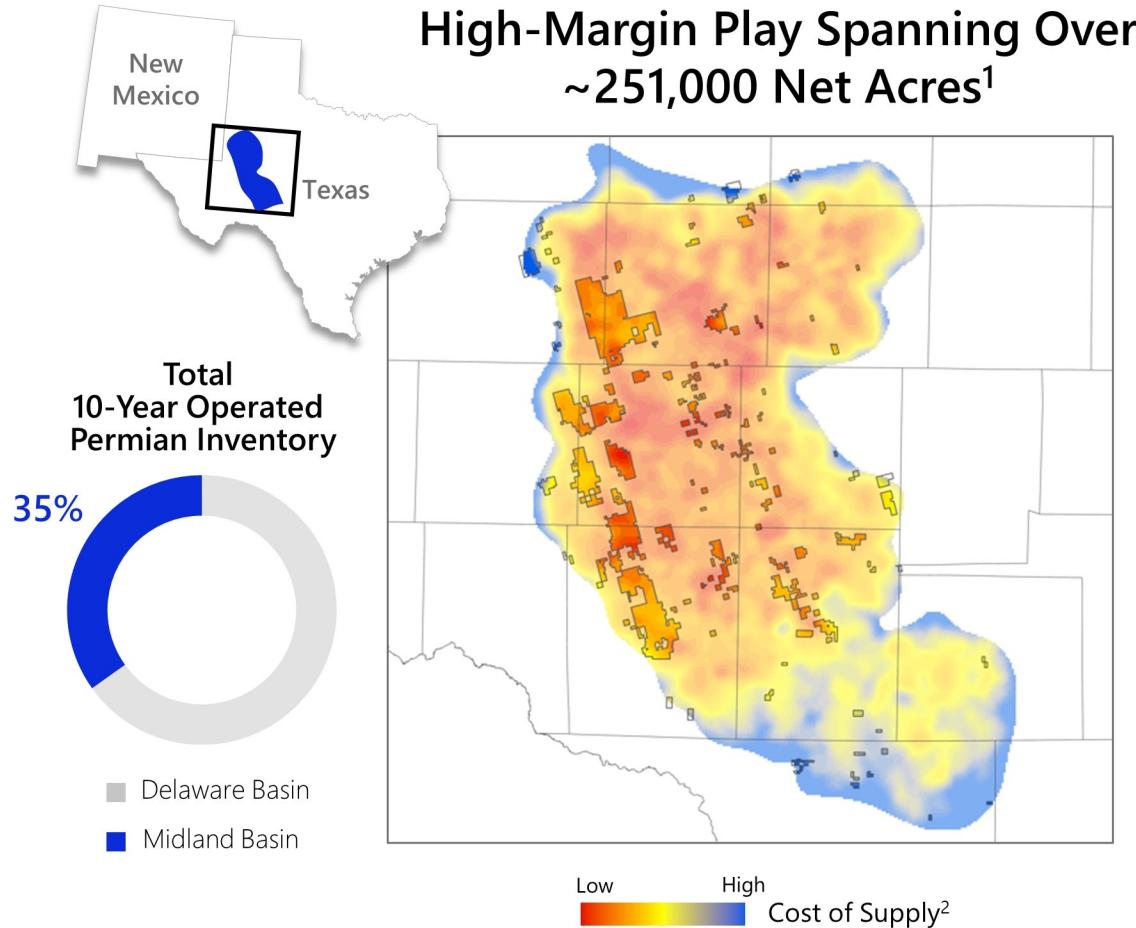


**High Single-Digit Production Growth**



<sup>1</sup>Unconventional acres. <sup>2</sup>Source: Enverus and ConocoPhillips (March 2023). <sup>3</sup>Source: Enverus (March 2023) based on wells online year. <sup>4</sup>Source: Enverus (March 2023). Average single well capex/EUR. Top eight public operators based on wells online in years 2021-2022, greater than 50% oil weight. COP based on COP well design. Competitors include: CVX, DVN, EOG, MTDR, OXY, PR and XOM.

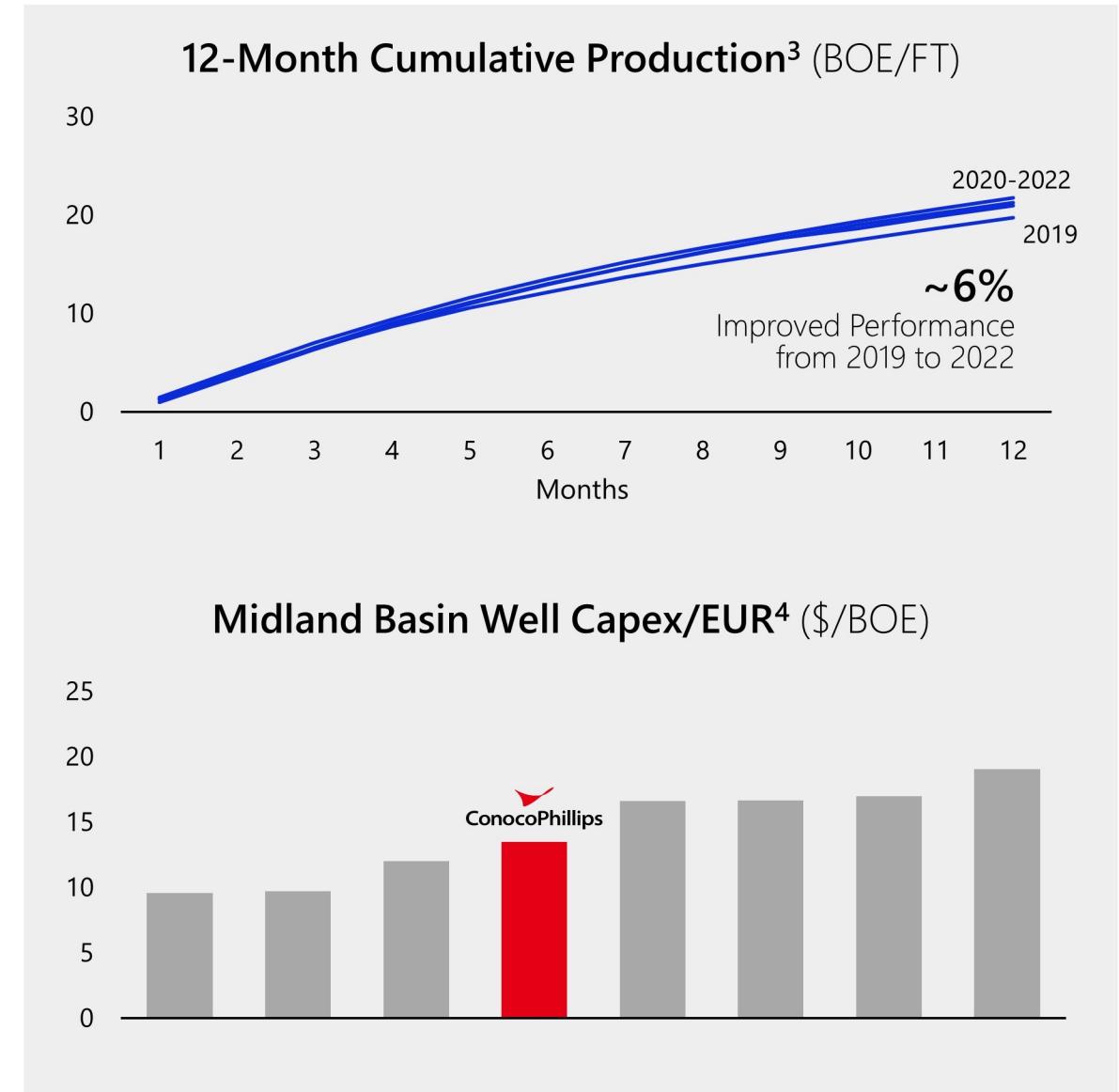
# Midland: Acreage in the Heart of Liquids-Rich Basin



Low to Mid Single-Digit Production Growth

<sup>1</sup>Unconventional acres. <sup>2</sup>Source: Enverus and ConocoPhillips (March 2023). <sup>3</sup>Source: Enverus (March 2023) based on wells online year.

<sup>4</sup>Source: Enverus (March 2023). Average single well capex/EUR. Top eight public operators based on wells online in years 2021-2022, greater than 50% oil weight. Competitors include FANG, OVV, OXY, PXD, SM, VTLE and XOM.

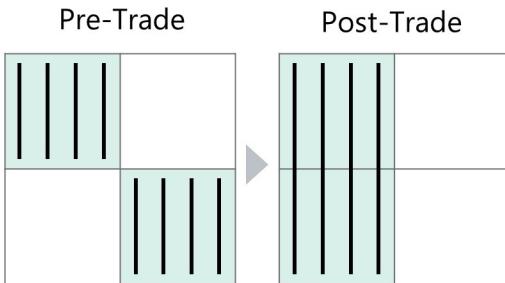


# Continuously Optimizing Permian Acreage and Value



## Acreage Trades

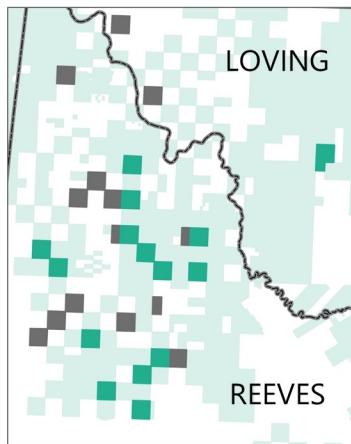
### Illustration



■ ConocoPhillips Acreage

■ Trade-in ■ Trade-out

### Trade Area



### Recent Acreage Trade Metrics

↑ 2x  
Lateral Length

↓ 30%  
Capex/FT

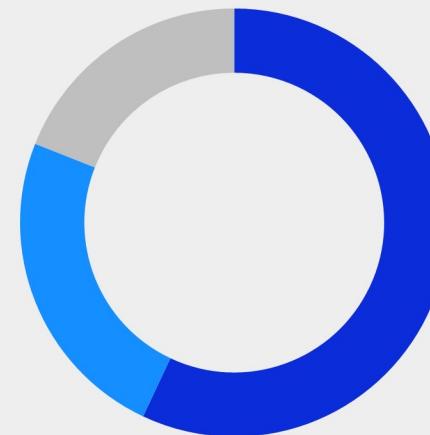
↓ 30%  
Cost of Supply

## Permian-Operated Inventory

Complementary Positions Enable  
Trade and Core-Up Opportunities

~30-40% Cost of Supply Improvement  
from Lateral-Length Extensions

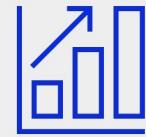
~20%  
1.5 miles  
to 2 miles



~60%  
2 miles  
or greater

Vast Long-Lateral Inventory Enhances Returns and Durability

# Permian Drives Free Cash Flow in Lower 48



**~7%**

10-Year Production CAGR



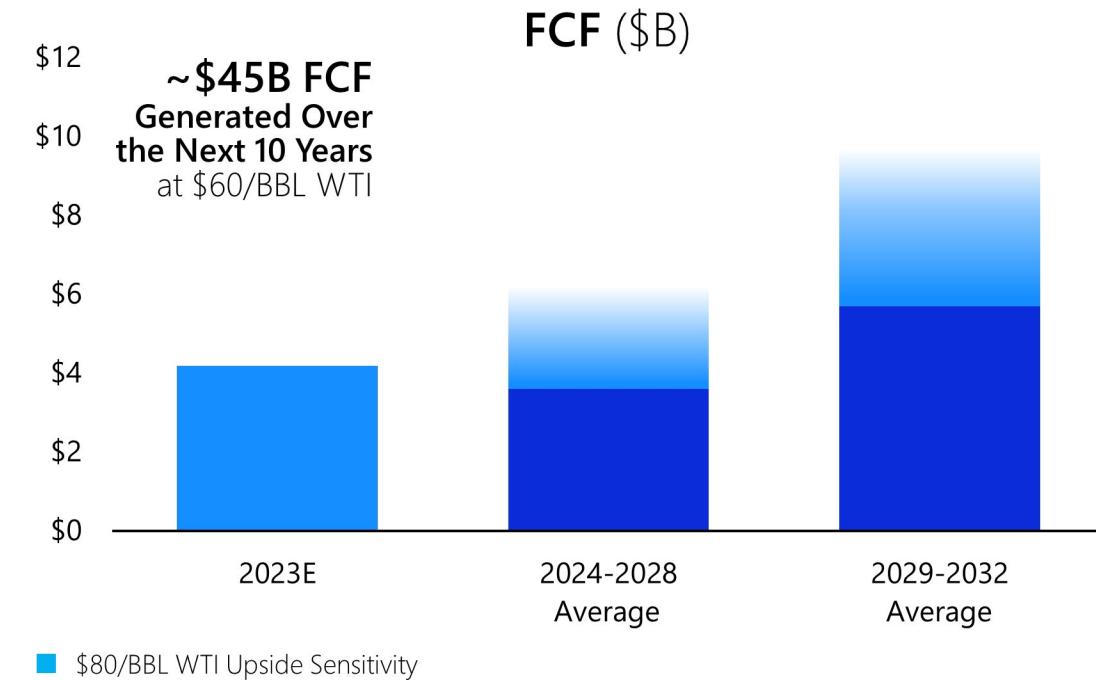
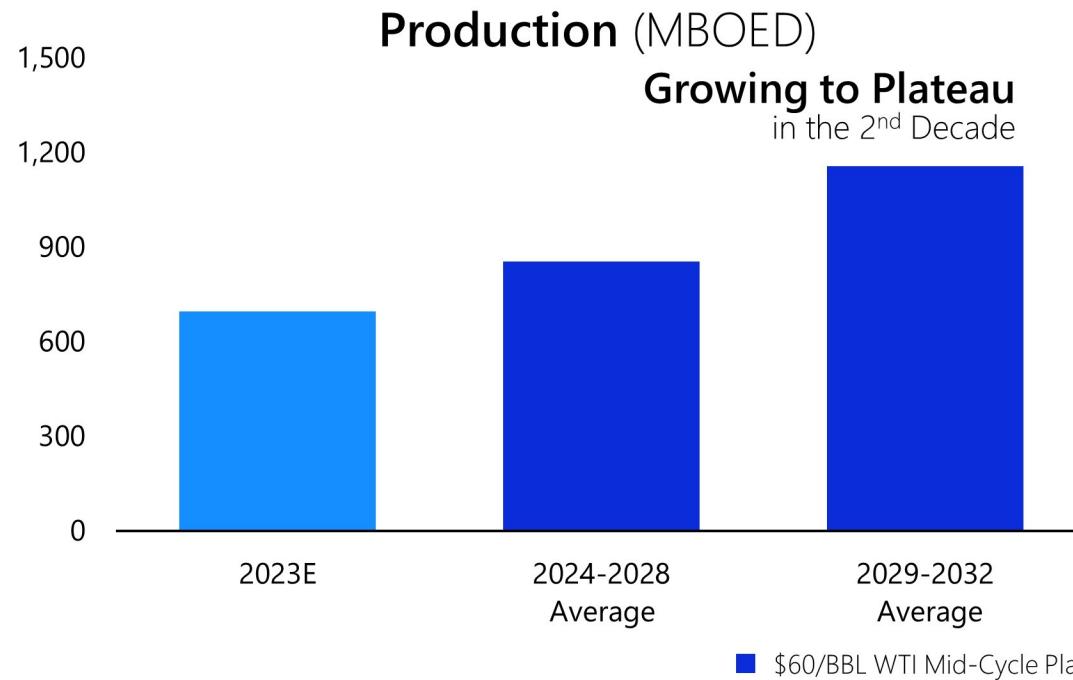
**~50%**

Reinvestment Rate<sup>1</sup>



**<\$35/BBL**

Program Cost of Supply



**Top-Tier Permian Position, Growing into the Next Decade**

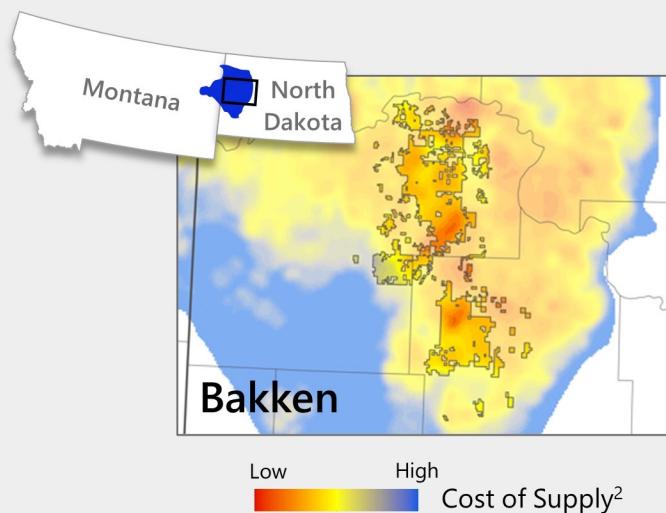
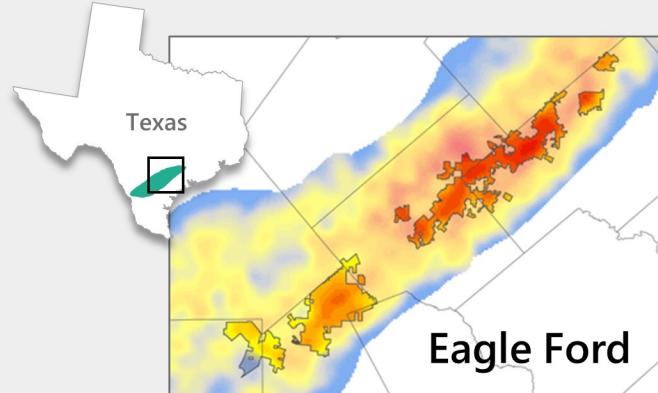
<sup>1</sup>Over the next 10 years at \$60/bbl.

Reinvestment rate and free cash flow (FCF) are non-GAAP measures defined in the Appendix.

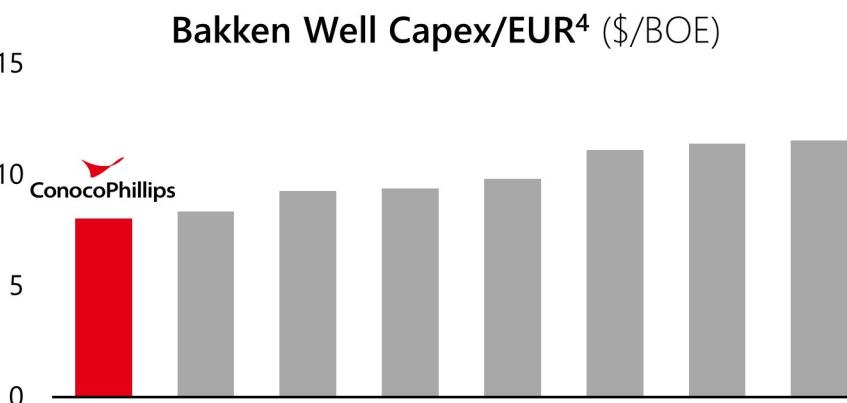
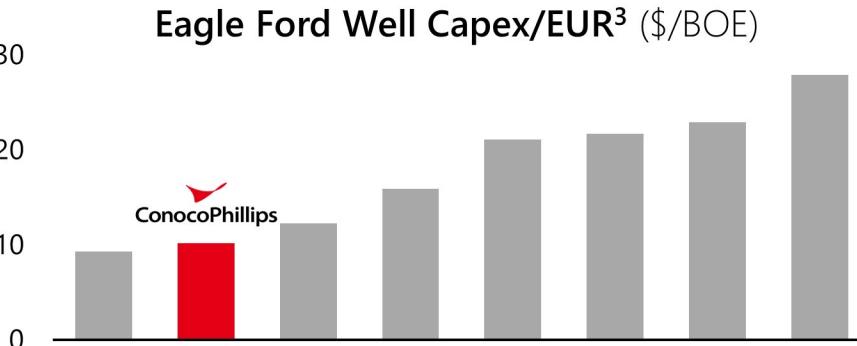
# Eagle Ford and Bakken Delivering Material Free Cash Flow



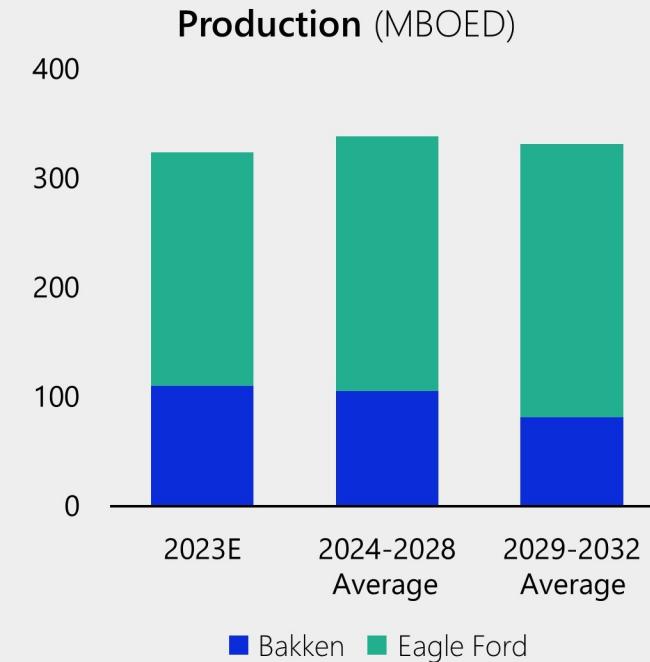
~199,000 Net Acres<sup>1</sup> in Eagle Ford  
~560,000 Net Acres<sup>1</sup> in Bakken



## Consistent and Proven Track Record in Basin Sweet Spots



## Sustains Production Over the Decade



**Delivers ~\$20B FCF**  
Over the Next 10 Years at \$60/BBL WTI

<sup>1</sup>Unconventional acres. <sup>2</sup>Source: Enverus and ConocoPhillips (March 2023). <sup>3</sup>Source: Enverus (March 2023); Average single well capex/EUR; Top eight public operators based on wells online in vintage years 2019-2022, greater than 50% oil weight; Competitors include: BP, CHK, CPE, DVN, EOG, MGY and MRO. <sup>4</sup>Source: Enverus (March 2023); Average single well capex/EUR; Top eight operators based on wells online in vintage years 2019-2022, greater than 50% oil weight; Competitors include CHRD, Continental, DVN, ERF, HES, MRO and XOM. Free cash flow (FCF) is a non-GAAP measure defined in the Appendix.

# Enhancing Value and Lowering Emissions through Technology



## Drilling



Real-time analytics improve curve build time by 20% in Eagle Ford

Permian drilling efficiencies<sup>1</sup> improved ~50% since 2019

## Completions



Dual fuel and E-frac reduce emissions ~10% to ~40% compared to diesel

>50% of Permian completions to be Simulfrac'd in 2023

## Operations



Real-time intelligent production surveillance, automation and process optimization

Drone-based surveillance increases inspection frequency

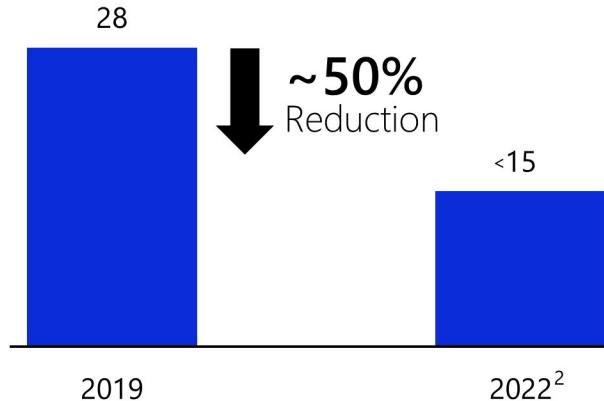
## Leveraging Operational Wins Across Core Four Basins

<sup>1</sup>Permian drilling efficiencies defined as measured depth (feet) per day.

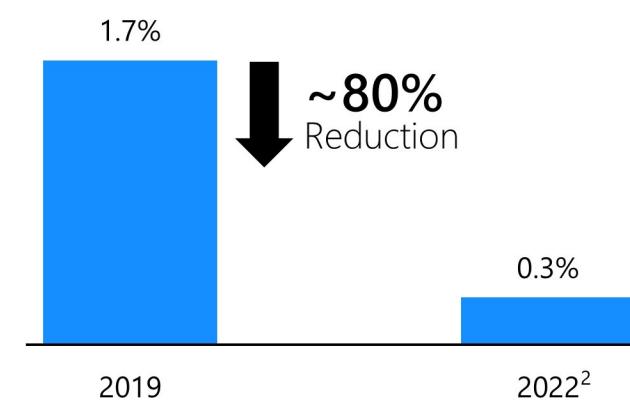
# Delivering on Emissions Reductions and Sustainable Development



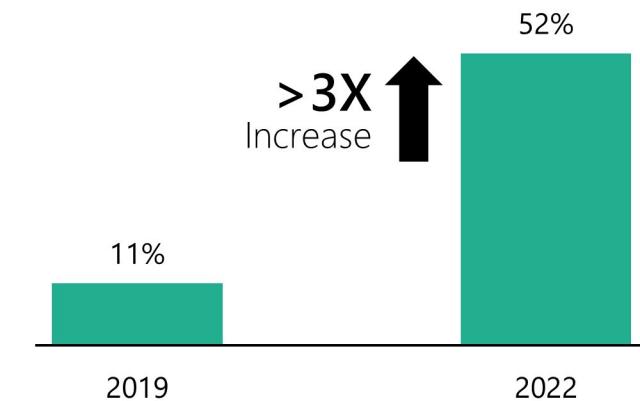
## Lower 48 GHG Intensity<sup>1</sup> (kg CO<sub>2</sub>e/BOE)



## Lower 48 Associated Gas Flaring<sup>3</sup> (%)



## Permian Recycled Frac Water (%)



## Focused Plans to Further Reduce Emissions and Maximize Water Reuse



Reducing  
Methane and Flaring



Improving  
Facilities Design



Electrifying  
Compression



Optimizing  
D&C Power



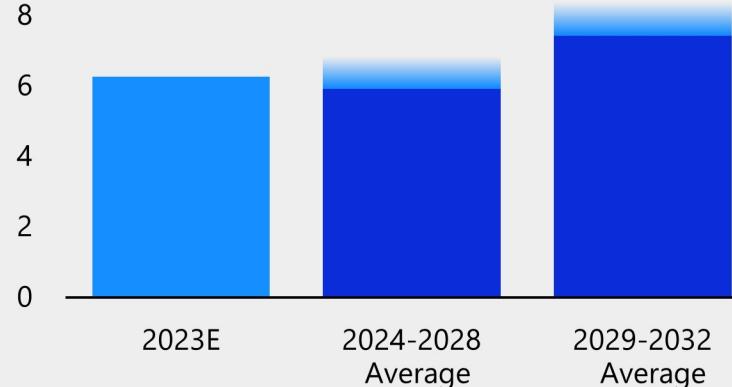
Water  
Conservation

<sup>1</sup>Gross operated GHG Emissions (Scope 1 and 2). <sup>2</sup>Preliminary estimates. Includes Permian, Eagle Ford and Bakken only. <sup>3</sup>Excludes safety, assist gas, pilot gas, tanks and emergency shutdown flaring.

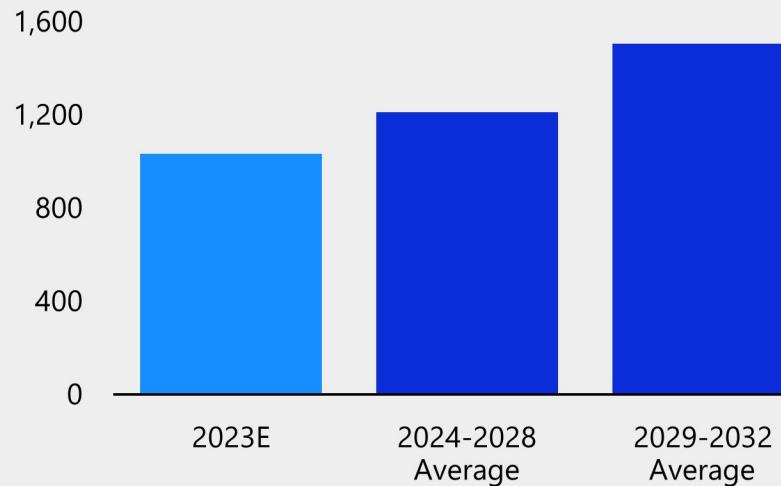
# Significant Free Cash Flow Growth Over the Decade



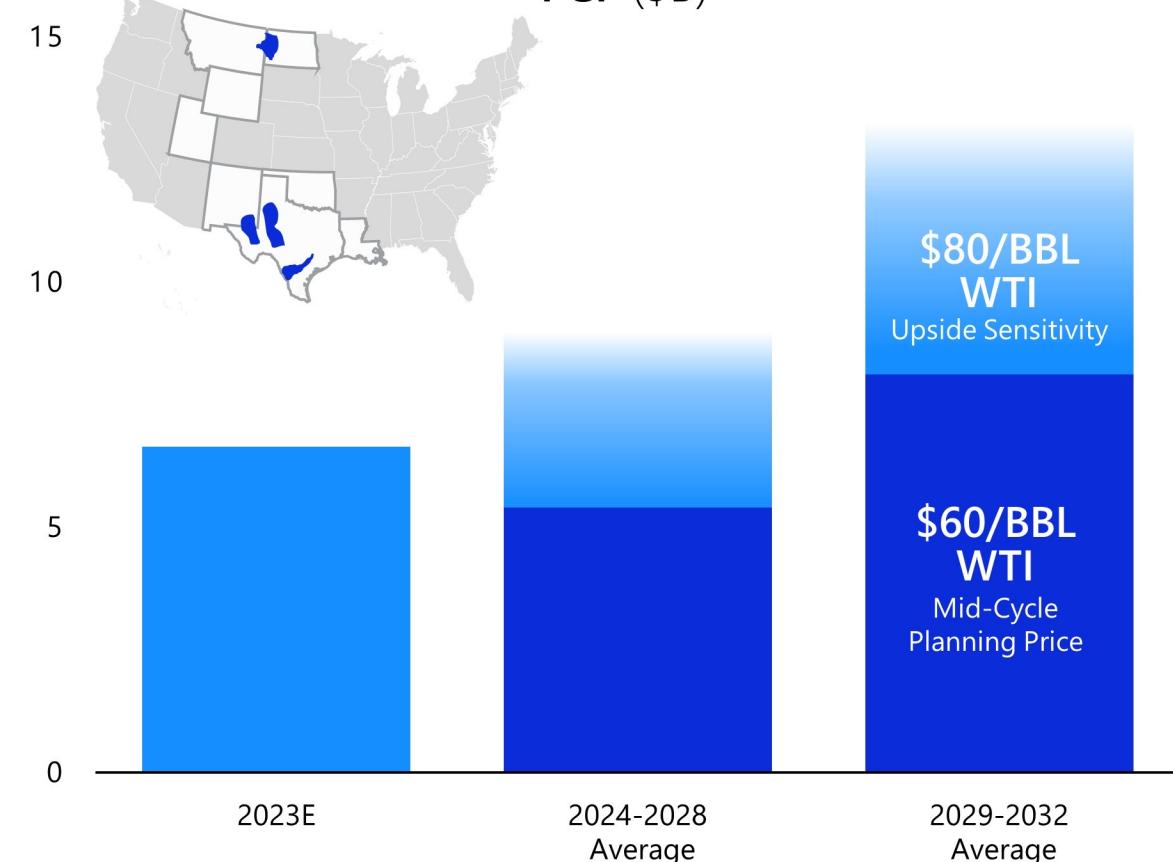
**Capital (\$B)**



**Production (MBOED)**

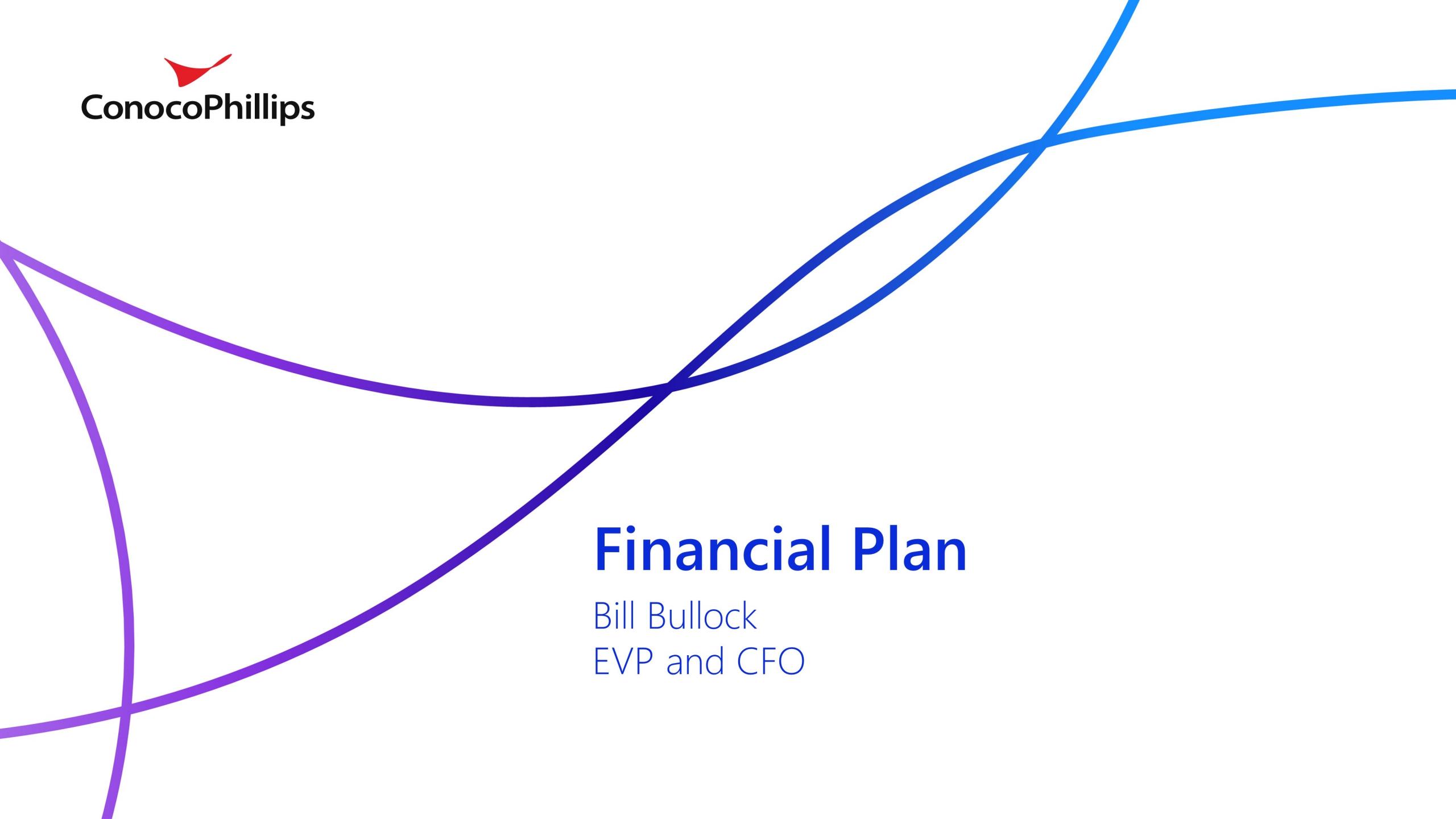


**FCF (\$B)**



**~\$65B FCF and ~50% Reinvestment Rate**  
Over the Next 10 Years at \$60/BBL WTI

Reinvestment rate and free cash flow (FCF) are non-GAAP measures defined in the appendix.



The background features abstract, intersecting lines in purple and blue. A purple line starts at the top left, descends, and then turns back upwards towards the center. A blue line starts at the bottom left, ascends, and then turns back downwards towards the center, crossing the purple line. They both converge at a point near the center of the slide. From this central intersection, two blue lines extend upwards and to the right, forming a V-shape that tapers off at the top right corner of the slide.

# Financial Plan

Bill Bullock  
EVP and CFO

# A Financial Plan with Durability of Returns and Cash Flow Growth



## Consistent Returns on and of Capital

Peer-leading ROCE  
improving through time

CFO-based distribution framework  
with compelling shareholder returns



## Cash Flow Growth into the Next Decade

~6% CFO CAGR<sup>1</sup>  
through the plan

Disciplined capital investment  
accelerates FCF growth



## Battle-Tested Financial Priorities

'A'-rated balance sheet  
resilient through cycles

Stress-tested  
financial durability

<sup>1</sup>CAGR calculated from FY2024 at \$60/BBL WTI.

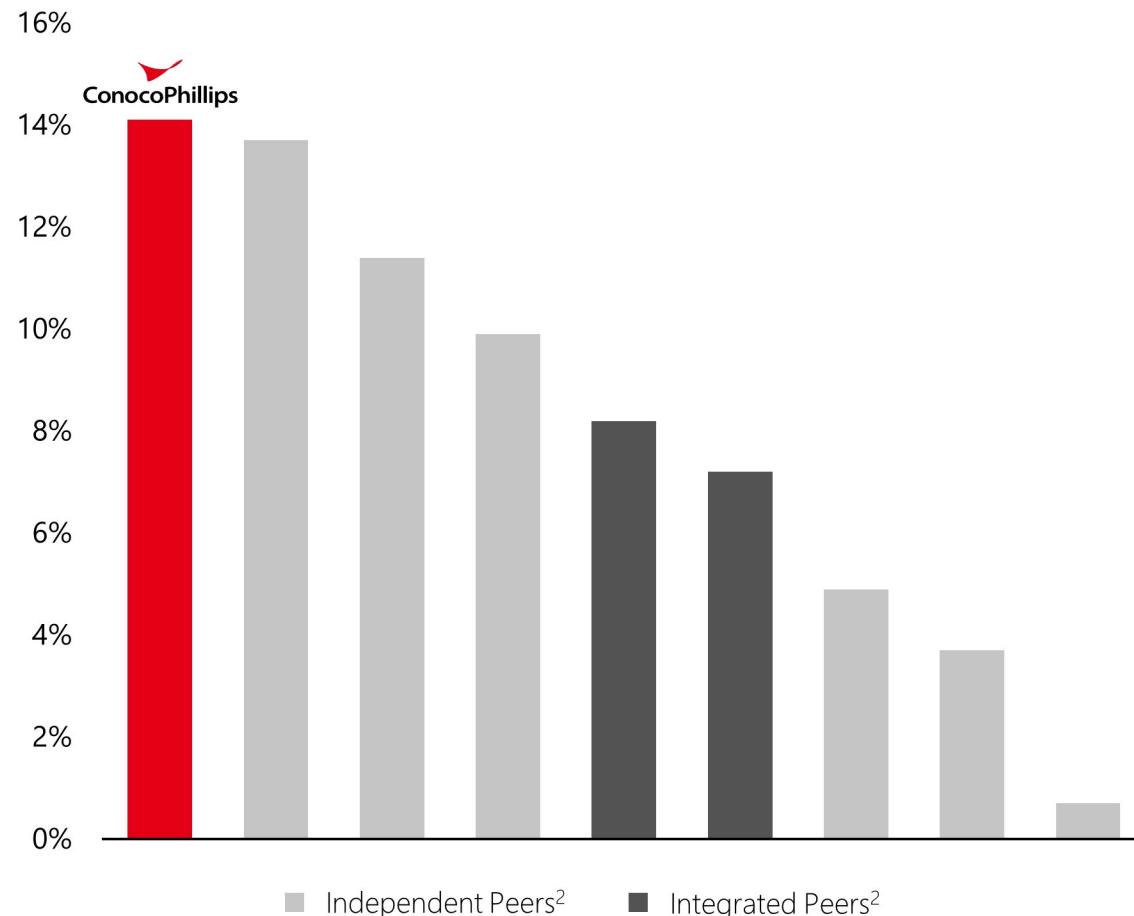
Return on capital employed (ROCE), cash from operations (CFO) and free cash flow (FCF) are non-GAAP measures defined in the Appendix.

# Committed to Top-Quartile Returns **on** Capital



## Five-Year Average ROCE<sup>1</sup>

Peer-Leading ROCE Performance



## Earnings (\$B)

Low Cost of Supply Investments Fuel Expanding Margins



## Return on Capital Employed (ROCE)

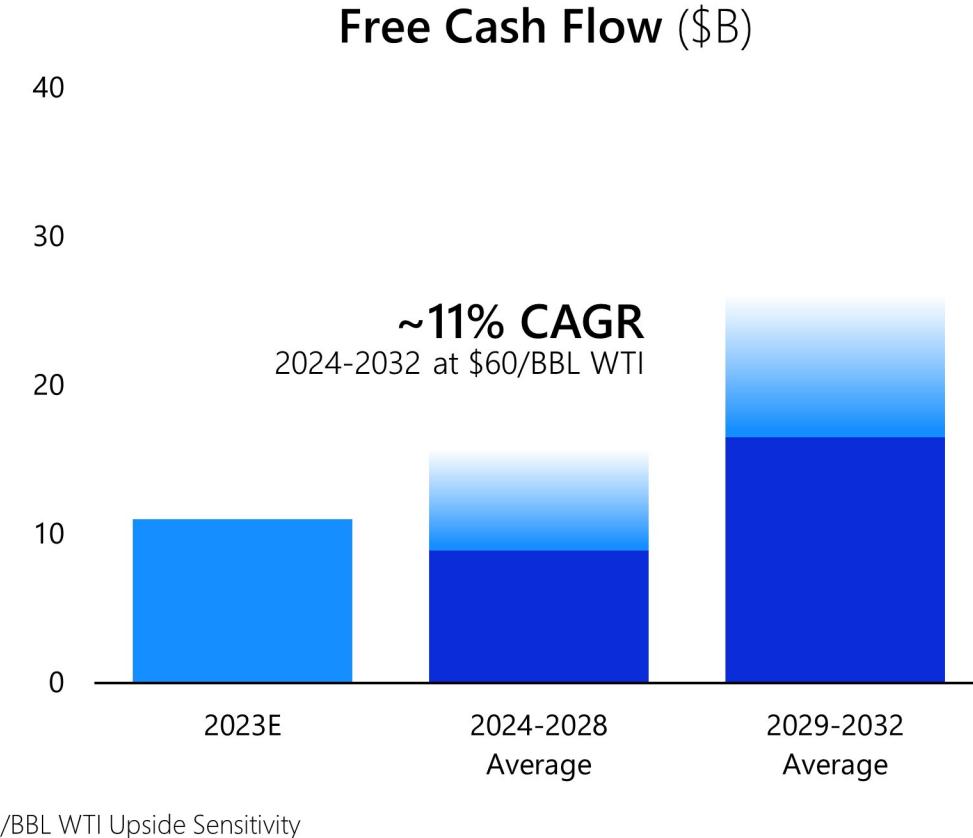
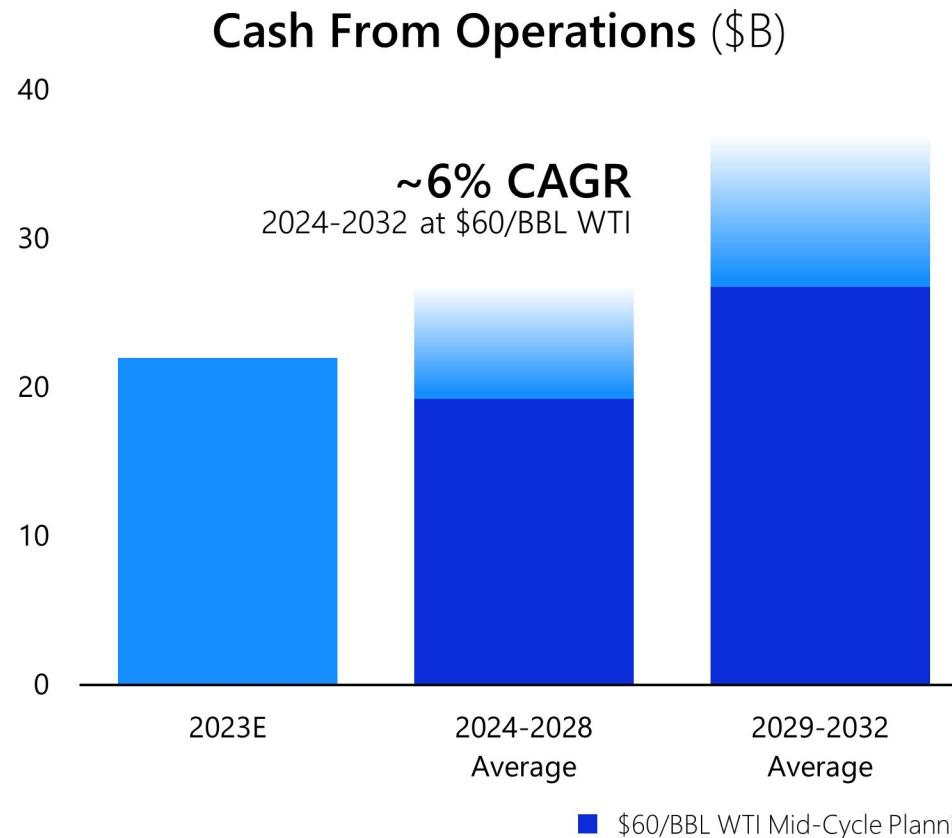
Near-Term Delivery of S&P 500 Top-Quartile ROCE



<sup>1</sup>Source: Bloomberg Return on Capital 2018 through 2022. <sup>2</sup>Integrated peers include CVX and XOM. Independent peers include APA, DVN, EOG, HES, OXY and PXD. <sup>3</sup>Represents top quartile of five-year average ROCE (2018-2022) for constituents as of December 31, 2022.

Earnings refers to net income. Return on capital employed (ROCE) is a non-GAAP measure defined in the Appendix.

# Cash Flow Growth into the Next Decade



**~\$3.5B of Annual CFO is from Longer-Cycle Projects<sup>1</sup>**  
2029-2032 Average at \$60/BBL WTI

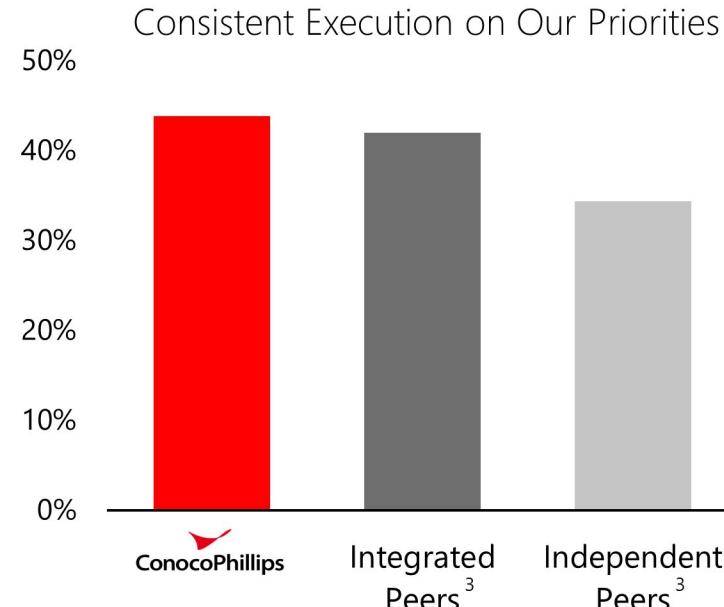
**>\$115B FCF Available for Distribution**  
Over the Next 10 Years at \$60/BBL WTI

<sup>1</sup>2029-2032 annual average CFO from longer-cycle projects of ~\$5B at \$80/BBL WTI. Longer-cycle projects are Willow, Port Arthur LNG Phase 1 and North Field Expansions. Cash from operations (CFO) and free cash flow (FCF) are non-GAAP measures defined in the Appendix.

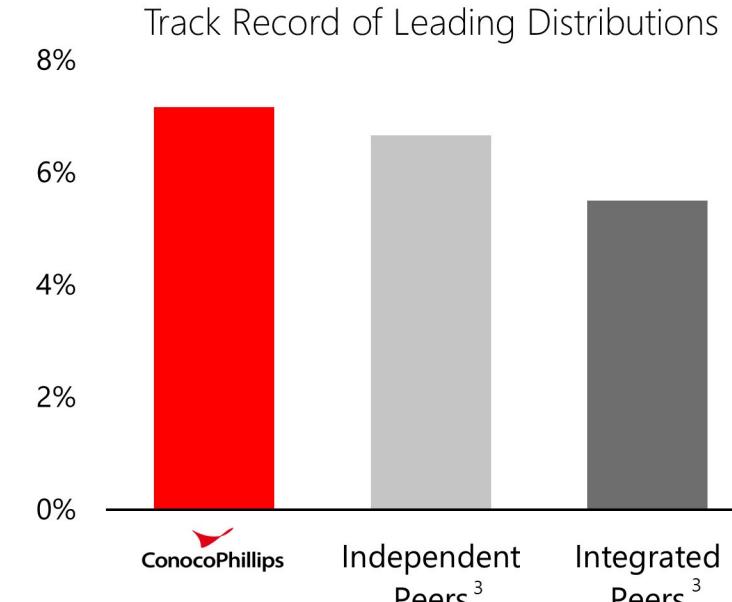
# CFO-Based Framework Delivers Leading Returns **of Capital**



## Five-Year Distribution as % of CFO<sup>1</sup>



## Five-Year Distribution Yield<sup>2</sup>



## Compelling Shareholder Returns Through Cycles

### Tier 1

#### Ordinary Dividend

S&P Top-Quartile  
Dividend Growth



### Tier 2

#### Share Buybacks

Reduces Absolute  
Dividend Over Time



### Tier 3

#### VROC

Flexible Channel for  
Higher Commodity Prices

<sup>1</sup>Source: Bloomberg. 2018-2022 weighted-average of dividend paid and share buybacks as a percentage of CFO. <sup>2</sup>Source: Bloomberg; 2018-2022 average of dividend paid and share buybacks as a percentage of year-end market cap.

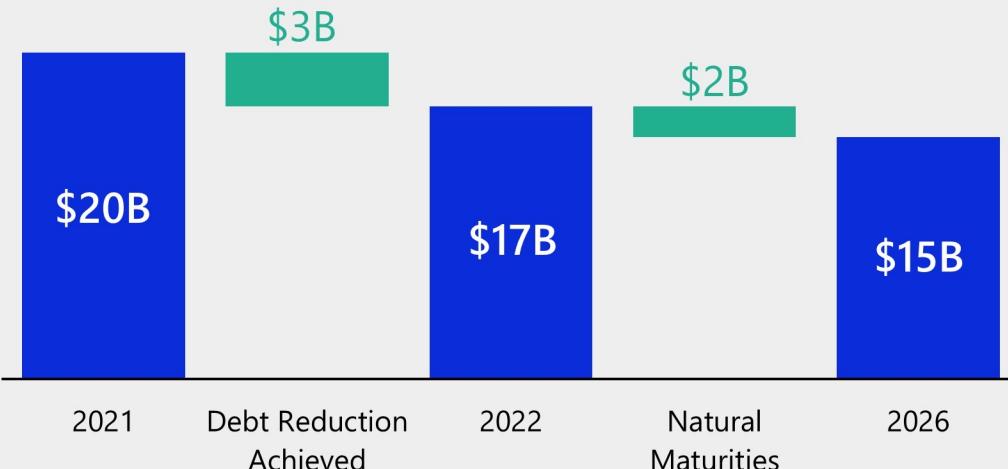
<sup>3</sup>Integrated peers include CVX and XOM. Independent peers include APA, DVN, EOG, HES, OXY and PXD.

Cash from operations (CFO) is a non-GAAP measure defined in the Appendix.

# Fortress Balance Sheet: A Strategic Asset



## Gross Debt Profile



## On Target

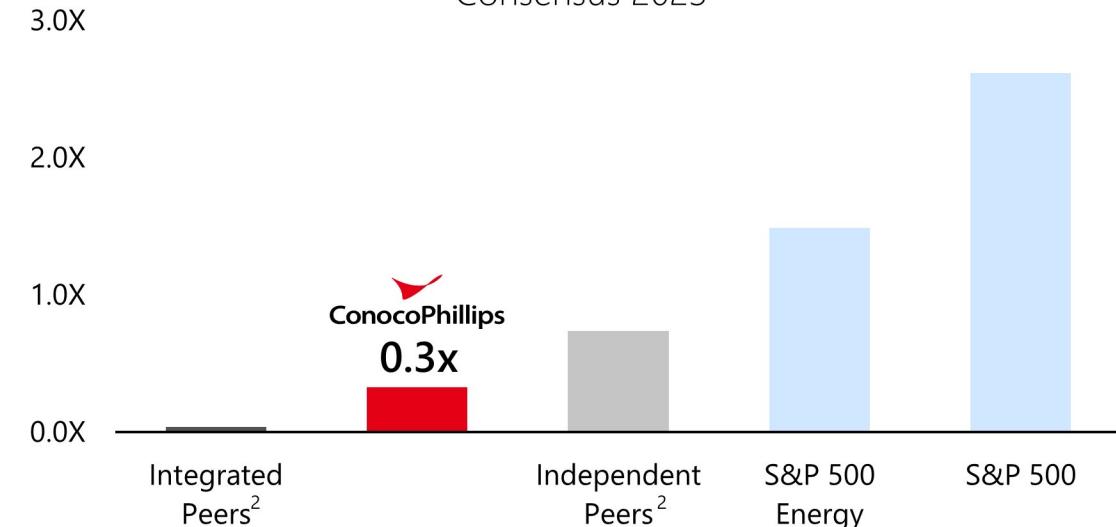
\$5B debt reduction by 2026

~\$250MM/year interest reduction

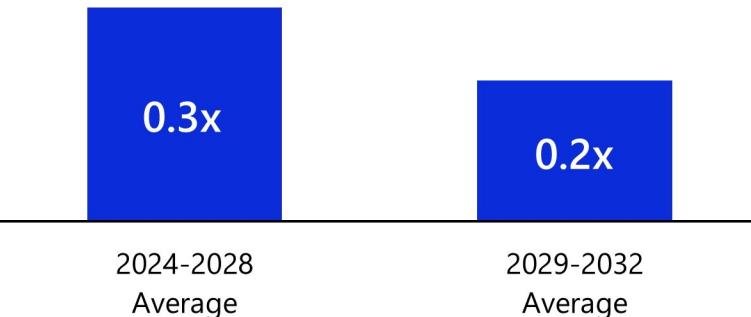
Weighted-average maturity extension of three years

## Net Debt/CFO

Consensus 2023<sup>1</sup>



## Net Debt/CFO at \$60/BBL WTI

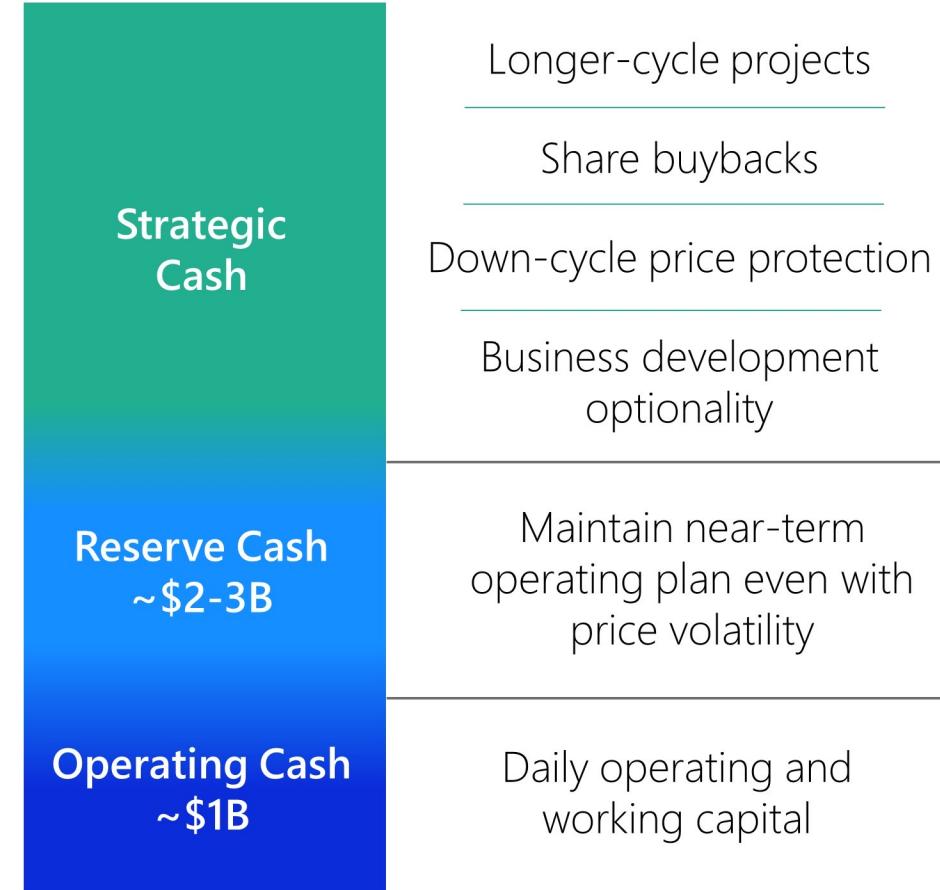


<sup>1</sup>Source: Bloomberg Net Debt to CFO. As of March 30, 2023. <sup>2</sup>Integrated peers include CVX and XOM. Independent peers include APA, DVN, EOG, HES, OXY and PXD. Net debt and cash from operations (CFO) are non-GAAP measures defined in the Appendix.

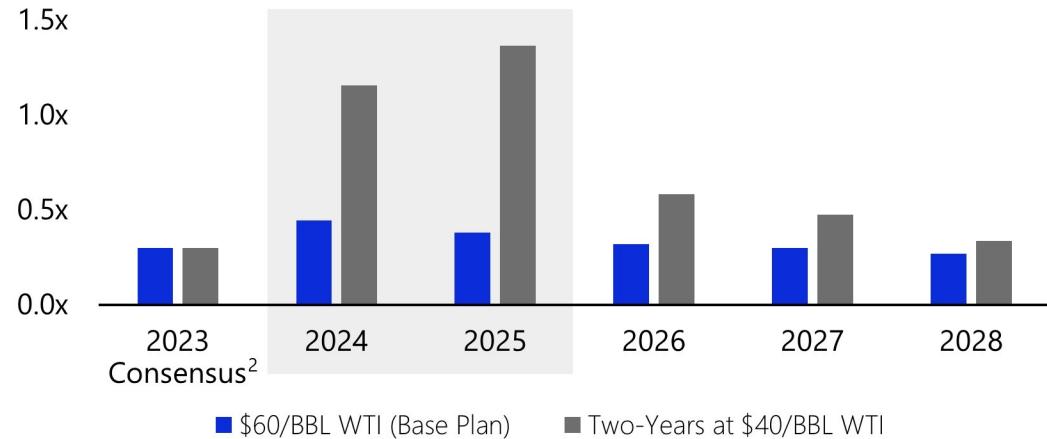
# Plan Resilient Through Stress Test



## Our Rationale for Holding Cash



## Two-Year \$40/BBL WTI<sup>1</sup> Stress Test Net Debt/CFO



## Cash and CFO Fund Consistent Execution in Low Price Scenario

- Maintain capital program**, including longer-cycle projects
- Meet 30% distribution commitment** through ordinary dividend and share buybacks
- <1.5x leverage ratio** through the down-cycle
- No additional debt** required

<sup>1</sup>2022 Real, escalating at 2.25% annually. <sup>2</sup>Source: Bloomberg Net Debt to CFO. As of March 30, 2023. Net debt and cash from operations (CFO) are non-GAAP measures defined in the Appendix.

# A Powerful Plan with Differential Upside



## 10-Year Plan (\$B) 2023-2032



**Peer leading** ROCE improving through time

**Top quartile** ordinary dividend growth

**>90% market cap<sup>2</sup> distributed**

**~\$35/BBL** WTI FCF Breakeven<sup>3</sup>

**~6% CFO CAGR, ~11% FCF CAGR**

Unhedged for **price upside**

<sup>1</sup>Cash includes cash, cash equivalents, restricted cash and short-term investments. <sup>2</sup>Market cap of ~\$121B at March 31, 2023 close. <sup>3</sup>Average over the next 10 years.

CAGRs calculated from FY2024 at \$60/BBL WTI. Cash from operations (CFO), free cash flow (FCF) and return on capital employed (ROCE) are non-GAAP measures. Definitions are included in the Appendix.



The background features abstract geometric shapes: a purple V-shape on the left, a blue U-shape in the center, and two intersecting blue lines forming an X on the right. These shapes overlap the text area.  
**Closing**  
Ryan Lance  
Chairman and CEO

# ConocoPhillips Remains the Must-Own E&P Company



## What You Heard Today

We are committed to delivering superior returns **on and of** capital through the cycles

We have a **deep, durable** and **diverse** portfolio

We are progressing our **2050 Net-Zero ambition** and accelerating our 2030 GHG emissions intensity reduction target



## A Compelling Returns Focused 10-Year Plan

**Peer leading** ROCE improving through time

**Top quartile** ordinary dividend growth

>90% **market cap<sup>1</sup>** distributed

~\$35/BBL WTI FCF Breakeven<sup>2</sup>

~6% CFO CAGR, ~11% FCF CAGR

Unhedged for **price upside**

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CAGRs calculated from FY2024 at \$60/BBL WTI. Cash from operations (CFO), free cash flow (FCF) and return on capital employed (ROCE) are non-GAAP measures defined in the appendix.



# Appendix

Reconciliations, Abbreviations and Definitions

# Abbreviations



**APLNG**: Australia Pacific LNG

**B**: billion

**BBL**: barrel

**BBOE**: billions of barrels of oil equivalent

**BCFD**: billion cubic feet per day

**BOE**: barrels of oil equivalent

**CAGR**: compound annual growth rate

**CAPEX**: capital expenditures and investments

**CCS**: carbon capture and storage

**CFO**: cash from operations

**CO<sub>2</sub>**: carbon dioxide

**CO<sub>2e</sub>**: carbon dioxide equivalent

**CoS**: Cost of Supply

**CPF**: central processing facility

**E-FRAC**: electric frac

**EMENA**: Europe, Middle East and North Africa

**EPC**: engineering procurement and construction

**ESG**: environmental, social and governance

**EUR**: estimated ultimate recovery

**FEED**: front end engineering design

**FERC**: Federal Energy Regulatory Commission

**FCF**: free cash flow

**FID**: final investment decision

**FT**: foot

**G&A**: general and administrative

**GAAP**: generally accepted accounting principles

**GHG**: greenhouse gas emissions

**GKA**: Greater Kuparuk Area

**GPA**: Greater Prudhoe Area

**GWA**: Greater Willow Area

**GWh**: gigawatt-hour

**KG**: kilograms

**LNG**: liquefied natural gas

**MBOD**: thousands of barrels of oil per day

**MBOED**: thousands of barrels of oil equivalent per day

**MM**: million

**MMBOD**: millions of barrels of oil per day

**MMBOED**: millions of barrels of oil equivalent per day

**MT**: million tonnes

**MTPA**: million tonnes per annum

**MWh**: megawatt-hour

**NFE**: North Field East

**NFS**: North Field South

**NGL**: natural gas liquids

**OPEX**: operating expenses

**PA LNG**: Port Arthur LNG

**QG3**: Qatargas 3

**ROCE**: return on capital employed

**T<sub>e</sub>**: tonnes

**THE**: Trading Hub Europe

**VROC**: variable return of cash

**WNS**: Western North Slope

**WTI**: West Texas Intermediate

# Non-GAAP Reconciliations



**Use of Non-GAAP Financial Information:** ConocoPhillips' financial information includes information prepared in conformity with generally accepted accounting principles (GAAP) as well as non-GAAP information. It is management's intent to provide non-GAAP financial information to enhance understanding of our consolidated financial information as prepared in accordance with GAAP. This non-GAAP information should be considered by the reader in addition to, but not instead of, the financial statements prepared in accordance with GAAP. Each historical non-GAAP financial measure included in this presentation is presented along with the corresponding GAAP measure, so as not to imply that more emphasis should be placed on the non-GAAP measure. The non-GAAP financial information presented may be determined or calculated differently by other companies.

## Reconciliation of Return on Capital Employed (ROCE)

	2016	2019	2022
<b>Numerator</b>			
Net Income (Loss) Attributable to ConocoPhillips	(3,615)	7,189	18,680
Adjustment to Exclude Special Items	307	(3,153)	(1,340)
Net Income Attributable to Noncontrolling Interests	56	68	-
After-tax Interest Expense	796	637	641
ROCE Earnings	(2,456)	4,741	17,981
<b>Denominator</b>			
Average Total Equity <sup>1</sup>	37,837	33,713	48,801
Average Total Debt <sup>2</sup>	28,225	14,930	17,742
Average Capital Employed	66,062	48,643	66,543
<b>ROCE (percent)</b>	<b>-4%</b>	<b>10%</b>	<b>27%</b>

<sup>1</sup>Average total equity is the average of beginning total equity and ending total equity by quarter.

<sup>2</sup>Average total debt is the average of beginning long-term debt and short-term debt and ending long-term debt and short-term debt by quarter.

# Non-GAAP Reconciliations – Continued



## Reconciliation of Net Cash Provided by Operating Activities to Cash from Operations to Free Cash Flow (\$ Millions, Except as Indicated)

	2016	2019	2022
<b>Net Cash Provided by Operating Activities</b>	<b>4,403</b>	<b>11,104</b>	<b>28,314</b>
Adjustments:			
Net Operating Working Capital Changes	(481)	(579)	(234)
<b>Cash from Operations</b>	<b>4,884</b>	<b>11,683</b>	<b>28,548</b>
Capital Expenditures and Investments	(4,869)	(6,636)	(10,159)
<b>Free Cash Flow</b>	<b>15</b>	<b>5,047</b>	<b>18,389</b>

## Reconciliation of Debt to Net Debt (\$ Millions, Except as Indicated)

	2016	2019	2022
<b>Total Debt</b>	<b>27,275</b>	<b>14,895</b>	<b>16,643</b>
Less:			
Cash and Cash Equivalents <sup>1</sup>	3,610	5,362	6,694
Short-Term Investments	50	3,028	2,785
<b>Net Debt</b>	<b>23,615</b>	<b>6,505</b>	<b>7,164</b>

<sup>1</sup>Includes restricted cash of \$0.3B in 2019 and \$0.2B in 2022.

# Non-GAAP Reconciliations – Continued



## Reconciliation of Reinvestment Rate (\$ Millions, Except as Indicated)

	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Numerator</b>											
Capital Expenditure and Investments	14,172	15,537	17,085	10,050	4,869	4,591	6,750	6,636	4,715	5,324	10,159
<b>Denominator</b>											
Net Cash Provided by Operating Activities	13,922	16,087	16,735	7,572	4,403	7,077	12,934	11,104	4,802	16,996	28,314
Net Operating Working Capital Changes	(1,239)	48	(505)	(22)	(481)	15	635	(579)	(372)	1,271	(234)
Cash from Operations	15,161	16,039	17,240	7,594	4,884	7,062	12,299	11,683	5,174	15,725	28,548
<b>Reinvestment Rate</b>	<b>93%</b>	<b>97%</b>	<b>99%</b>	<b>132%</b>	<b>100%</b>	<b>65%</b>	<b>55%</b>	<b>57%</b>	<b>91%</b>	<b>34%</b>	<b>36%</b>
<b>104%</b> Average 2012-2016 Reinvestment Rate						<b>56%</b> Average 2017-2022 Reinvestment Rate					

Reinvestment rates in 2012-2016 and 2017-2022 columns represent the simple averages of corresponding years.

# Definitions



## Non-GAAP Measures

**Cash from operations (CFO)** is calculated by removing the impact from operating working capital from cash provided by operating activities. The company believes that the non-GAAP measure cash from operations is useful to investors to help understand changes in cash provided by operating activities excluding the impact of working capital changes across periods on a consistent basis and with the performance of peer companies in a manner that, when viewed in combination with the Company's results prepared in accordance with GAAP provides a more complete understanding of the factors and trends affecting the Company's business and performance. Additionally, when the company estimates CFO based on sensitivities, it assumes no operating working capital changes, and therefore CFO equals cash provided by operating activities.

**Free cash flow** is defined as cash from operations net of capital expenditures and investments. The company believes free cash flow is useful to investors in understanding how existing cash from operations is utilized as a source for sustaining our current capital plan and future development growth. Free cash flow is not a measure of cash available for discretionary expenditures since the company has certain non-discretionary obligations such as debt service that are not deducted from the measure.

**Net debt** includes total balance sheet debt less cash, cash equivalents and short-term investments. The company believes this non-GAAP measure is useful to investors as it provides a measure to compare debt less cash, cash equivalents and short-term investments across periods on a consistent basis.

**Reinvestment rate** defined as total capital expenditures divided by cash from operations. Cash from operations is a non-GAAP measure defined in this Appendix. The company believes reinvestment rate is useful to investors in understanding the execution of the company's disciplined and returns-focused capital allocation strategy.

**Return on capital employed (ROCE)** is a measure of the profitability of the company's capital employed in its business operations compared with that of its peers. The company calculates ROCE as a ratio, the numerator of which is net income, and the denominator of which is average total equity plus average total debt. The net income is adjusted for after-tax interest expense, for the purposes of measuring efficiency of debt capital used in operations; net income is also adjusted for non-operational or special items impacts to allow for comparability in the long-term view across periods. The company believes ROCE is a good indicator of long-term company and management performance as it relates to capital efficiency, both absolute and relative to the company's primary peer group.

# Definitions



## Other Terms

**Cost of Supply** is the WTI equivalent price that generates a 10% after-tax return on a point-forward and fully burdened basis. Fully burdened includes capital infrastructure, foreign exchange, price-related inflation, G&A and carbon tax (if currently assessed). If no carbon tax exists for the asset, carbon pricing aligned with internal energy scenarios are applied. All barrels of resource in the Cost of Supply calculation are discounted at 10%.

**Distributions** is defined as the total of the ordinary dividend, share repurchases and variable return of cash (VROC). Also referred to as return of capital.

**Free cash flow breakeven** is the WTI price at which cash from operations equals capital expenditures and investments. Also referred to as capital breakeven. Cash from operations is a non-GAAP measure defined in this Appendix.

**Leverage ratio** refers to net debt divided by cash from operations. Net debt and cash from operations are non-GAAP measures defined in this Appendix.

**Optimized Cascade® Process** is a ConocoPhillips proprietary licensed process for technology to liquefy natural gas. More information can be found at <http://lnglicensing.conocophillips.com/what-we-do/lng-technology/optimized-cascade-process>.

**Reserve replacement** is defined by the Company as a ratio representing the change in proved reserves, net of production, divided by current year production. The Company believes that reserve replacement is useful to investors to help understand how changes in proved reserves, net of production, compare with the Company's current year production, inclusive of acquisitions and dispositions.

**Resources:** The company estimates its total resources based on the Petroleum Resources Management System (PRMS), a system developed by industry that classifies recoverable hydrocarbons into commercial and sub-commercial to reflect their status at the time of reporting. Proved, probable and possible reserves are classified as commercial, while remaining resources are categorized as sub-commercial or contingent. The company's resource estimate includes volumes associated with both commercial and contingent categories. The SEC permits oil and gas companies, in their filings with the SEC, to disclose only proved, probable and possible reserves. 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.

**Resource life** is calculated as total resource under \$40 Cost of Supply divided by 2022 production.

**Return of capital** is defined as the total of the ordinary dividend, share repurchases and variable return of cash (VROC). Also referred to as distributions.