



## ConocoPhillips Triple Mandate in Action in the Bakken

Wendy King, Vice President, Gulf Coast & Rockies  
September 21, 2022





# Cautionary Statement

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. 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 expressed in good faith and believed to be reasonable at the time such forward-looking statement is made. However, these statements are not guarantees of future performance and involve certain risks, uncertainties and other factors beyond our control. Therefore, actual outcomes and results may differ materially from what is expressed or forecast in the forward-looking statements. Factors that could cause actual results or events to differ materially from what is presented include the impact of public health crises, including pandemics (such as COVID-19) and epidemics and any related company or government policies or actions; 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 it, 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; changes in commodity prices, including a prolonged decline in these prices relative to historical or future expected levels; 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; investment in and development of competing or alternative energy sources; disruptions or interruptions impacting the transportation for our oil and gas production; international monetary conditions and exchange rate fluctuations; changes in international trade relationships, including 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 under our settlement agreement with PDVSA; our ability to collect payments from the government of Venezuela as ordered by the ICSID; 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 the acquisition of assets from Shell (the “Shell Acquisition”) or any other announced or any 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 significantly higher cost of capital related to illiquidity or uncertainty in the domestic or international financial markets; 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; the ability to successfully integrate the assets from the Shell Acquisition or achieve the anticipated benefits from the transaction; unanticipated difficulties or expenditures relating to the Shell Acquisition; 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, cyber attacks 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.

Use of Non-GAAP Financial Information – This presentation may include 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 either within the presentation or on our website at [www.conocophillips.com/nongAAP](http://www.conocophillips.com/nongAAP).

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 may use the term “resource” in this presentation that 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. Copies are available from the SEC and from the ConocoPhillips website.

# ConocoPhillips Triple Mandate

## TRIPLE MANDATE



## DELIVERING ACROSS ALL ASPECTS OF THE TRIPLE MANDATE\*

### MEET TRANSITION PATHWAY DEMAND

2Q production of 1,692 MBOED

Cored up ~25,000 net acres since expanding our Permian position, enabling optimized development

### DELIVER COMPETITIVE RETURNS

Increased planned 2022 return of capital to \$15B

\$5.1B adjusted earnings; \$3.91B adjusted EPS\*

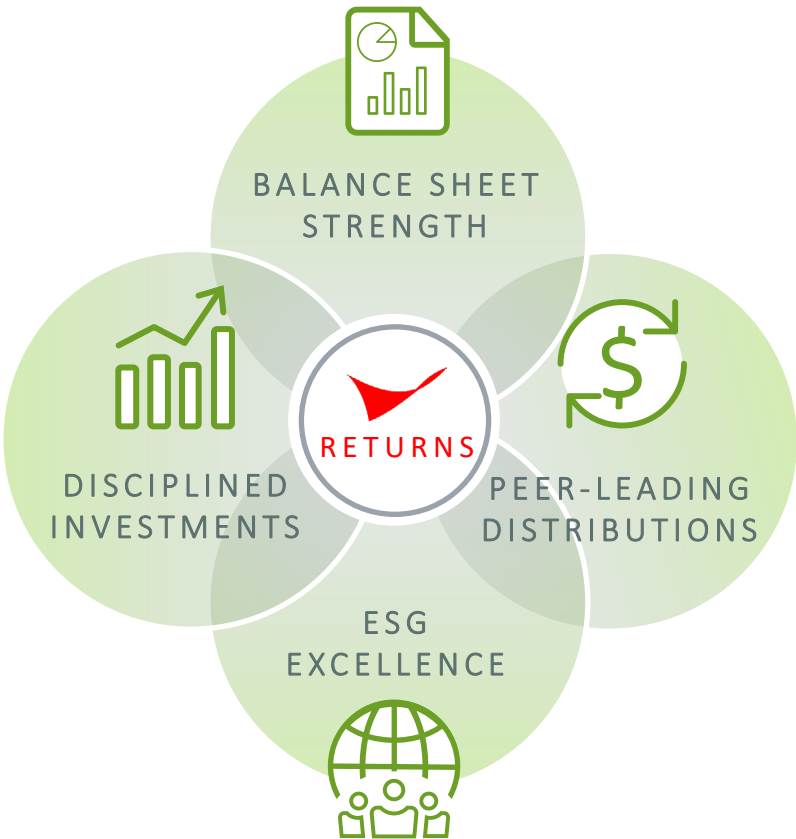
Generated \$7.8B CFO<sup>2</sup>; \$5.9B free cash flow\*

### ACHIEVE NET-ZERO EMISSIONS AMBITION<sup>1</sup>

Joined Oil and Gas Methane Partnership (OGMP) 2.0 Initiative

\*As of 2Q22

## FOUNDATIONAL PRINCIPLES



## DELIVER SUPERIOR RETURNS THROUGH CYCLES

<sup>1</sup>Scope 1 and 2 emissions on a net equity and gross operated basis.  
<sup>2</sup>Cash provided by operating activities was \$7.9B. Excluding operating working capital change of \$0.1B, cash from operations was \$7.8B. Cash from operations (CFO) is a non-GAAP measure further defined on our website. Adjusted earnings, adjusted EPS and free cash flow are non-GAAP measures. Definitions and reconciliations are available on our website.

# ConocoPhillips Lower 48



**10.8 MILLION NET ACRES**

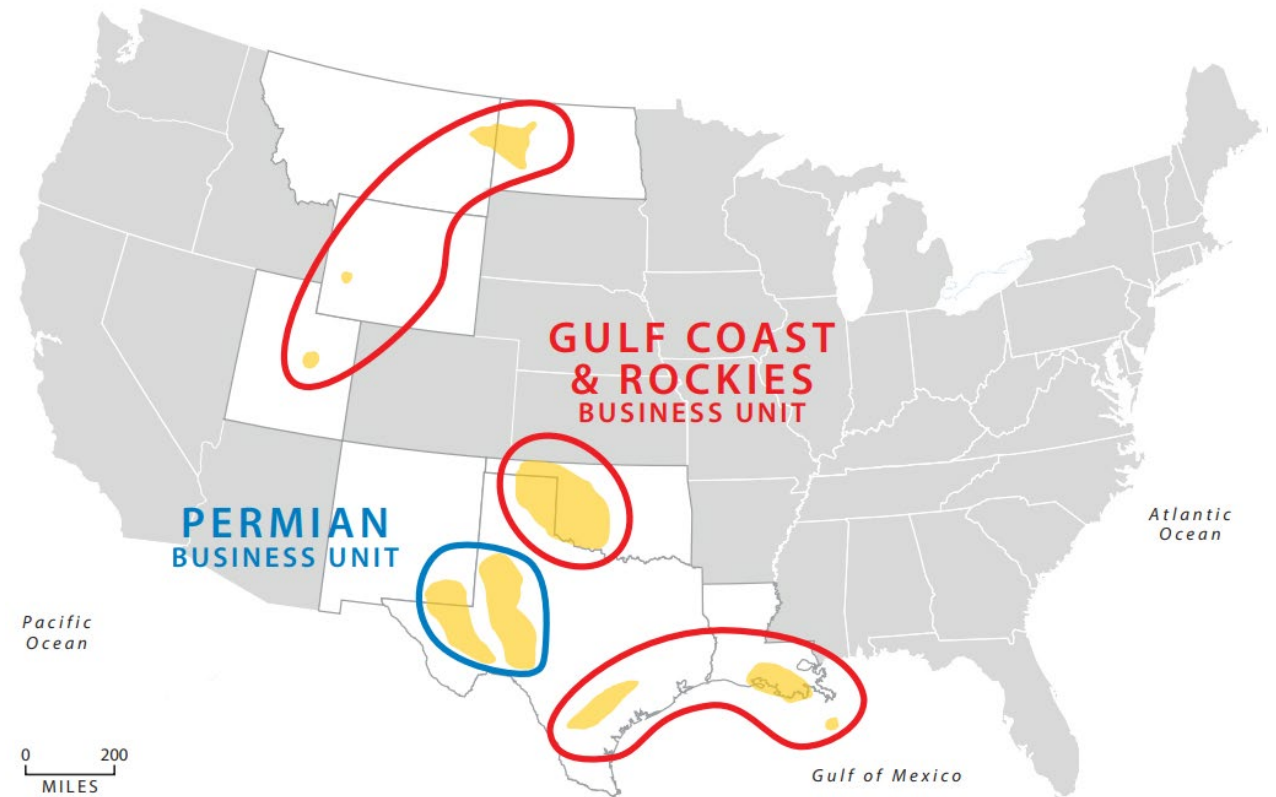


**\$3.1 B CAPITAL SPEND<sup>1</sup>**



**2.8 BBOE PROVED RESERVES**

## 2021 NET PRODUCTION<sup>2</sup>



**BAKKEN**  
94 MBOED

**EAGLE FORD**  
211 MBOED

**PERMIAN**  
442 MBOED

As of December 31, 2021

<sup>1</sup>Full Year 2021 capital spend  
<sup>2</sup>Excludes production from the Shell Permian assets acquired as an accounting close date of Dec. 31, 2021 was assumed for reporting purposes. Production includes 12 MBOED from assets that were sold in 2021. 1Q 2021 production impacted by Winter Storm Uri.

# ConocoPhillips in the Bakken



## Overview

- Development area comprised of ~560,000 net acres
- Net production averaged 94 MBOED in 2021
- 21 operated wells brought online in 2021

## Strengths

- Reducing emissions with ambition to achieve zero routine flaring by 2025<sup>1</sup>
- Leveraging optimizations to lower cost of supply
- Ramped up to our optimum rig count/development pace

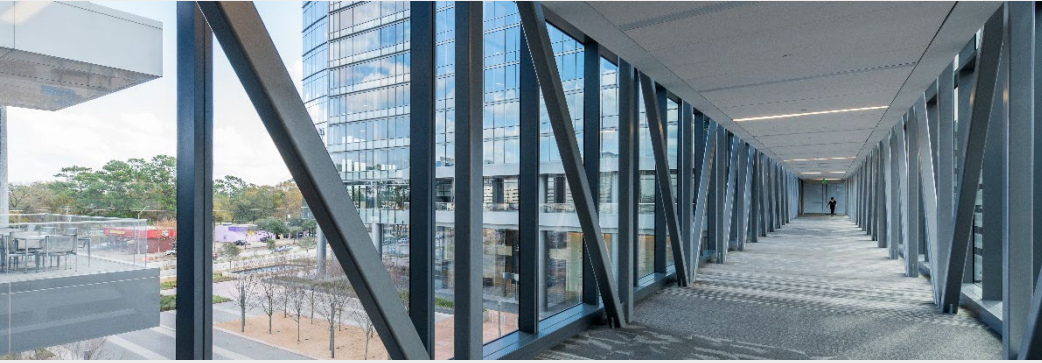
## Opportunities

- Work with state and federal government on permitting timelines
- Continue to collaborate with midstream companies to address gas offtake
- Foster industry-wide support for emissions reduction efforts

<sup>1</sup>In line with the World Bank Zero Routine Flaring Initiative.



# Meet Transition Pathway Demand



**Deliver production that will compete in any transition scenario**

**Strive for the lowest cost of supply and GHG intensity production**

## MEETING TRANSITION PATHWAY DEMAND IN THE BAKKEN

Focus on production surveillance and well optimization

Optimize direct operating efficiency

Right-sized artificial lift selection

Pursue opportunities for additional recovery

# Deliver Competitive Returns



**Deliver competitive returns on and of capital**

**Commitment to return >30% of cash from operations<sup>1</sup> to shareholders**

**Utilize a fully burdened cost of supply, including cost of carbon**

## DELIVERING COMPETITIVE RETURNS IN THE BAKKEN

Prioritize development utilizing cost of supply

Reduce lifting costs through innovation

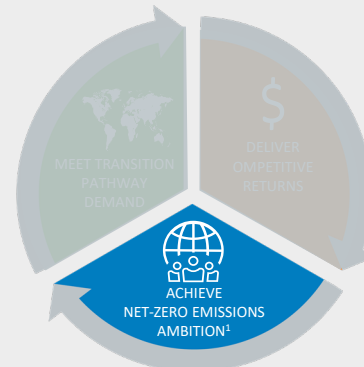
Increase productivity through digital transformation

Optimize well costs through efficiencies and technology

<sup>1</sup>Cash from operations is a non-GAAP measure defined on our website.



# Achieve Operational Emissions Reduction Ambitions



**\$200MM allotted in the 2022 budget for projects to reduce Scope 1 and 2 emissions intensity and fund investments in several early-stage, low-carbon opportunities that address end-use emissions**

**Additional 10% methane emissions reduction target by 2025 from a 2019 baseline**

**Achieve zero routine flaring by 2030, with an ambition for 2025, as part of the World Bank Initiative**

## REDUCING EMISSIONS IN THE BAKKEN

Continue to collaborate with midstream partners

Optimize facility design

Implement gas capture technologies

Manage operations to reduce flaring

<sup>1</sup>Scope 1 and 2 emissions on a net equity and gross operated basis.



# Closing Statements

