North Slope Renaissance
Anchorage Chamber of Commerce
October 15, 2018

JOE MARUSHACK
PRESIDENT, CONOCOPHILLIPS ALASKA
Cautionary Statement

This presentation contains forward-looking statements. These statements relate to future events, such as anticipated revenues, earnings, business strategies, competitive position or other aspects of our operations, operating results or the industries or markets in which we operate or participate in general. Actual outcomes and results may differ materially from what is expressed or forecast in such forward-looking statements. These statements are not guarantees of future performance and involve certain risks, uncertainties and assumptions that may prove to be incorrect and are difficult to predict such as operational hazards and drilling risks; potential failure to achieve, and potential delays in achieving expected reserves or production levels from existing and future oil and gas development projects; unsuccessful exploratory activities; difficulties in developing new products and manufacturing processes; unexpected cost increases or technical difficulties in constructing, maintaining or modifying company facilities; international monetary conditions and exchange rate fluctuations; changes in international trade relationships, including the imposition of trade restrictions or tariffs relating to crude oil, bitumen, natural gas, LNG, natural gas liquids and any other materials or products (such as aluminum and steel) used in the operation of our business; our ability to complete our announced dispositions or acquisitions on the timeline currently anticipated, if at all; the possibility that regulatory approvals for our announced 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 our announced dispositions, acquisitions or our remaining business; business disruptions during or following our announced dispositions or acquisitions, including the diversion of management time and attention; our ability to liquidate the common stock issued to us by Cenovus Energy at prices we deem acceptable, or at all; the ability to deploy net proceeds from our announced dispositions or acquisitions in the manner and timeframe we currently anticipate, if at all; potential liability for remedial actions under existing or future environmental regulations or from pending or future litigation; 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, and changes in tax, environmental and other laws applicable to ConocoPhillips’ business; and other economic, business, competitive and/or regulatory factors affecting ConocoPhillips’ business generally as set forth in ConocoPhillips’ filings with the Securities and Exchange Commission (SEC). We caution you not to place undue reliance on our forward-looking statements, which are only as of the date of this presentation or as otherwise indicated, and we expressly disclaim any responsibility for updating such information.

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 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.

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 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.
North Slope State and Federal Units

Western North Slope (WNS)
COP Operated
100% WI

Kuparuk River
COP Operated
52-55% WI
~95% WI Post BP acquisition*

Prudhoe Bay
36% WI

*BP acquisition subject to regulatory and other approvals
2013 Alaska Outlook: Facing Headwinds

- Uncompetitive tax structure
- Declining production profile
- High cost of supply
- Limited investment
- Focus on Lower 48 unconventionals
Current Outlook: Strong Future Spurred by Tax Changes & CoS Focus

Drivers of Transformation

- Senate Bill 21 improved fiscal framework
- Technological advancements and innovations target new and bypassed resources
- Comprehensive effort to capture value from legacy fields and infrastructure
- Renewed focus on exploration yields early success
- Company-wide focus on lowering cost of supply has made Alaska competitive within the portfolio

STRENGTHENED OUTLOOK

supported by recent strategic transactions

---

1 Assumes a stable and competitive fiscal framework, includes impact of 2018 acquisitions at working interests of: Western North Slope = 100% / Kuparuk = ~95%, and excludes Alaska North Slope gas sales.
Minimizing Footprint Through Technology

Alaska North Slope Reduced Footprint*

Drilling Area Accessible from Pads
- 65 Acre Gravel Pad (1970)**
  ~3 sq. miles
- 12 Acre Gravel Pad (2016)**
  ~55 sq. miles
- 12 Acre Gravel Pad (Future Doyon Drilling ERD)**
  ~154 sq. miles

*Assumes similar reservoir depth

**1970 drilling radius ~ 5,000 ft
2016 drilling radius ~ 22,000 ft
Future Extended Reach Drilling (ERD) ~ 37,000 ft

Source: The Role of the Oil and Gas Industry in Alaska’s Economy; The McDowell Group; May 2017.
GMT1 First Oil Oct. 5 – Two Months Ahead of Schedule

- Greater Mooses Tooth #1: first drill site on federal leases within the NPR-A
- Est. production 25,000 to 30,000 gross BOPD at peak in mid-2019
- Provided ~700 construction jobs in each of two winter seasons
- **About $725 million in investment**
- Sets the stage for development of GMT2
- Required leveraging of new drilling technology to bring wells on line
Greater Mooses Tooth #2 Development – Project Scope

Second development in the GMT Unit
• Total cost approximately ~$1.3 billion gross
• Sized for up to a 48-well development – starting with 33 wells
• First oil targeting 4th quarter 2021
• Peak estimated monthly production: ~35,000 to 40,000 BOPD
• Peak estimated North Slope employment during construction: ~700 positions
• Expecting a Record of Decision from BLM this week
2018 Exploration Program Confirms Substantial Opportunities

Preliminary Discovered Resource Range Increased

500 MMBOE – 1.1 BBOE

- 2018 Willow program proved 400 – 750 MMBOE current discovered resource
- Willow could produce nominally 100,000 BOPD
- Stand-alone production facility will be $2-3 Billion of investment plus $2-3 more for drilling
- First oil could be achieved by 2024-2025
- Will continue this winter to appraise the Greater Willow Area and optimize development plan
- Putu and Stony Hill: promising discoveries with 100 – 350 MMBOE current discovered resource

1Gross discovered resource in Alaska since 2016.
Upcoming Exploration & Appraisal

Late 2018 - 2019 Plan

6-8 WELLS
8-9 TESTS
2 RIGS
Late 2018 targets Cairn & Narwhal
2019 winter targets Greater Willow Area
Final well/test count depends on results/timing

2020+ Program Focused on Remaining Potential
75% Portfolio Undrilled

Late 2018-2019 Plan

2020+ Program Focused on Remaining Potential
75% Portfolio Undrilled

Projects

NATIONAL PETROLEUM RESERVE – ALASKA

Western North Slope

Kuparuk

Prudhoe Bay

Trans Alaska Pipeline System (TAPS)
North Slope Renaissance

Core Fields:
- Alpine, Kuparuk & Prudhoe Bay

COPA Development Plans:
- GMT1-2, CD2/Fiord West

ENI:
- Exploration

Hilcorp:
- Liberty development

Oil Search, Repsol & Armstrong:
- Pikka exploration & Nanushuk development

Caelus:
- Nuna

Mustang development and pad expansion

Hilcorp: Liberty development

NEW 2016-2017 COPA Leases

Putting Range Petro Co.:
- Mustang development

Oil Search, Repsol & Armstrong:
- Pikka exploration & Nanushuk development

Caelus:
- Nuna

Hilcorp:
- Liberty development

NEW 2016-2017 COPA Leases

Hundreds of Thousands of New Barrels/Day and more than ~$13 Billion in Capital

2018 COPA Exploration:
- Willow Appraisal
- Putu/Stony
- Seismic Acquisition

NEW 2016-2017 COPA Leases

2018 COPA Exploration:
- Willow Appraisal
- Putu/Stony
- Seismic Acquisition

NEW 2017-2018 COPA Leases

ENI:
- Exploration

Hilcorp: Liberty development
Stand for Salmon Ballot Initiative - A Solution in Search of a Problem

• This ballot initiative is really about stopping resource development

• It will add cost, more regulation, litigation, and jeopardize existing projects, with the potential to kill future projects

• Won’t just affect our industry, but also development of roads, mines, ports, and other private property

• Alaska already has world-class, science-based policies, acts, regulations and permit requirements that work together to protect fish habitat

• Contributions to the initiative are coming from Outside environmental interests:
  • John Childs/New Venture Fund, Wash. DC
  • Wild Salmon Center, Portland OR
  • Wealthy donors from NY, CA & FL
  • Trout Unlimited

• Link to State of Alaska FAQ:
  https://aws.state.ak.us/OnlinePublicNotices/Notices/Attachment.aspx?id=114005
• Consider voting no on Ballot Measure 1
  o It does not promote a healthy business environment
  o It will affect business and private property owners

• Pro-business candidates will help maintain a stable, competitive investment climate

Ask Candidates What They Will Do to Keep Our State Moving Forward