

Global Energy Transition: Roles for Oil & Natural Gas

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(Concho); 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; the ability to successfully integrate the assets from the Shell Acquisition or achieve the anticipated benefits from the transaction; the ability to successfully integrate the operations of Concho with our operations and achieve the anticipated benefits from the transaction; unanticipated difficulties or expenditures relating to the Shell Acquisition or the Concho transaction; changes in fiscal regime or tax, environmental and other laws applicable to our business; and disruptions resulting from extraordinary weather events, civil unrest, war, terrorism or a cyber attack; 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. 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WORLD'S LARGEST INDEPENDENT E&P COMPANY

15 Countries

OPERATIONS AND ACTIVITIES

~10,100 EMPLOYEES

1,547 MBOED

Q2 2021 PRODUCTION

\$85 Billion

TOTAL ASSETS

S&P: A-

INVESTMENT GRADE CREDIT RATING



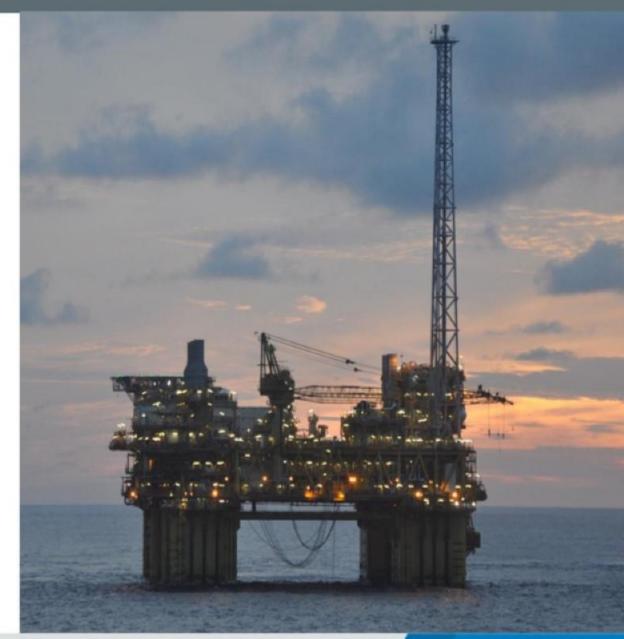
Our vision is to be the **E&P company of choice for all stakeholders**, responsibly meeting the world's growing energy needs.

Agenda

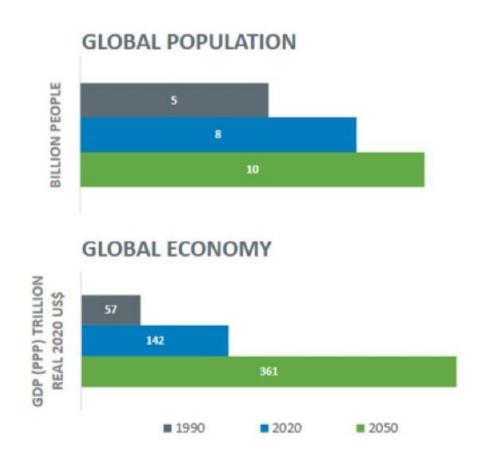
Transition Challenge | Pace and Cost

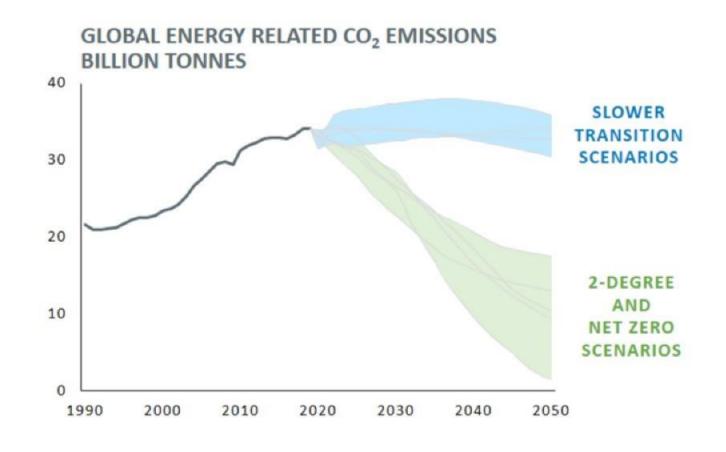
Oil & Natural Gas | Essential Enablers

Policy Choices | Balance



Rapid Decarbonization Challenge





TECHNOLOGY BREAKTHROUGHS + GLOBAL POLICY COORDINATION ARE ESSENTIAL

Rapid Decarbonization Challenge

"Japan needs to protect its **energy security** ... so we will balance this with our goal of becoming carbon neutral by 2050"

Deputy Director Matsuda, METI Japan, 2021

"Coal, oil and gas will continue to be a big part of Australia's energy mix"

Australian Resources Minister Pitt, 2021

The energy transition should be "fuel and technology-neutral."

Philippine Energy Secretary Cusi, 2021

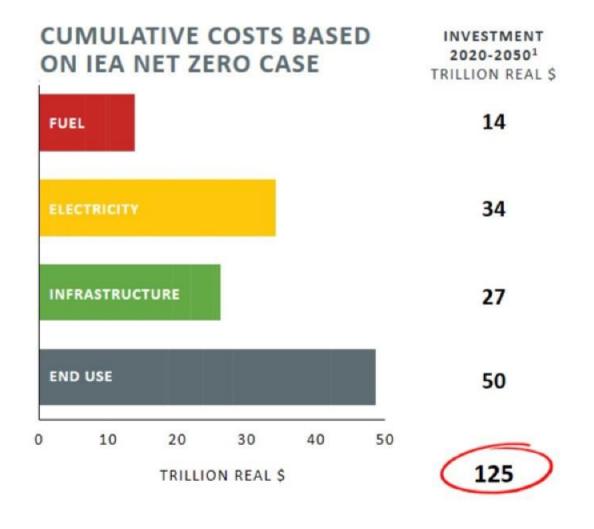
"To fully de-carbonize, investments may need to be reallocated on an **unprecedented scale**"

UBS, Becoming Climate Aware, 2020

"The global energy transition must be **inclusive**, it must be **equitable**, and it must be **just** ... central to the right to sustainable development and poverty eradication."

Nigerian Vice President Oluleke, Columbia Global Energy Summit, 2021

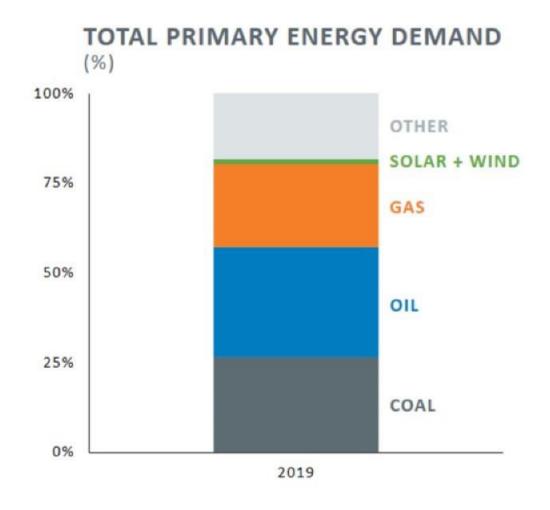
Decarbonizing by 2050 Costs Trillions Every Year



- Upstream Oil & Gas investment still required to maintain existing fields and develop new resources
 - 2010-2019 average Oil & Gas investment of \$550 Billion/yr
 - \$450-650 Billion/yr in IEA ADS and STEPs
 - \$350 Billion/yr in IEA Net Zero
- Preliminary estimates for full costs to achieve
 Net Zero by 2050 \$4-10 Trillion annually
 - Global policy support required
 - Competition for capital

WILL COSTS INFLUENCE TRANSITION PACE?

Oil & Natural Gas are Vital Fuels for the Global Economy



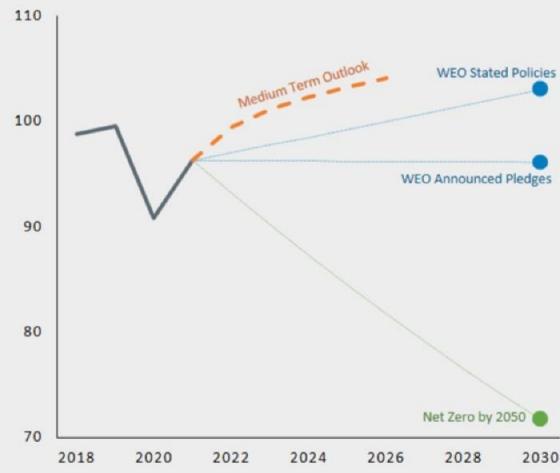
- Oil and gas are crucial in meeting world energy needs
- Oil & Natural Gas held 55% share for nearly 30 years
- Fossil Fuels deliver 80% of global energy needs

GLOBAL ENERGY NEEDS MUST BE MET WITH RELIABLE, AFFORDABLE, SECURE SUPPLIES

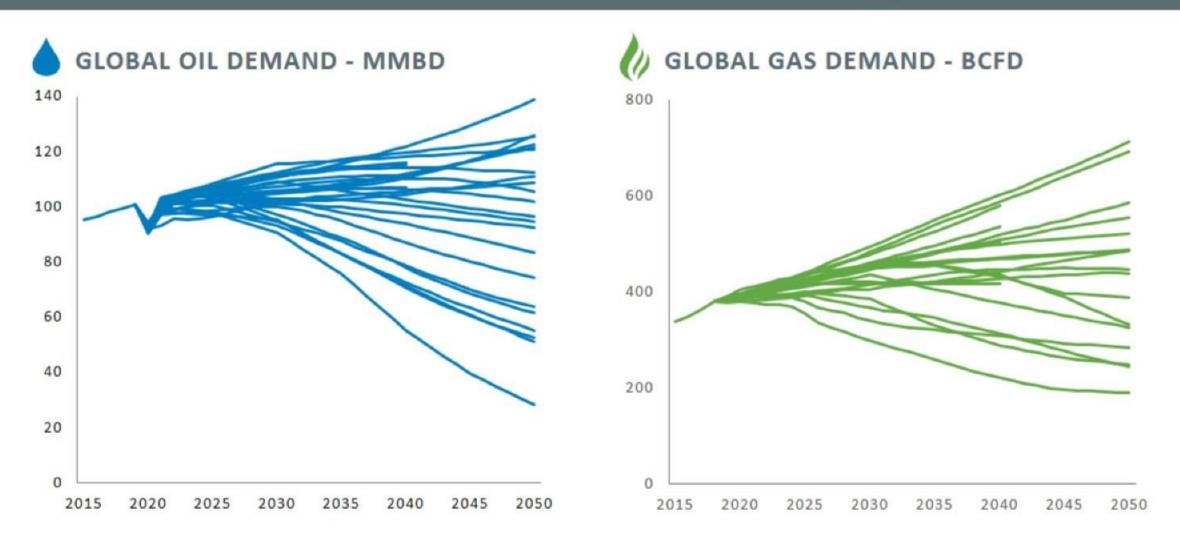
Oil Demand Estimates Vary Widely

- Some forecasts project oil demand growth through the 2020s
- Net Zero pathway focuses on what is necessary to reach climate targets
- Technology, policy and consumer behavior changes in Net Zero scenario differ significantly from past trends



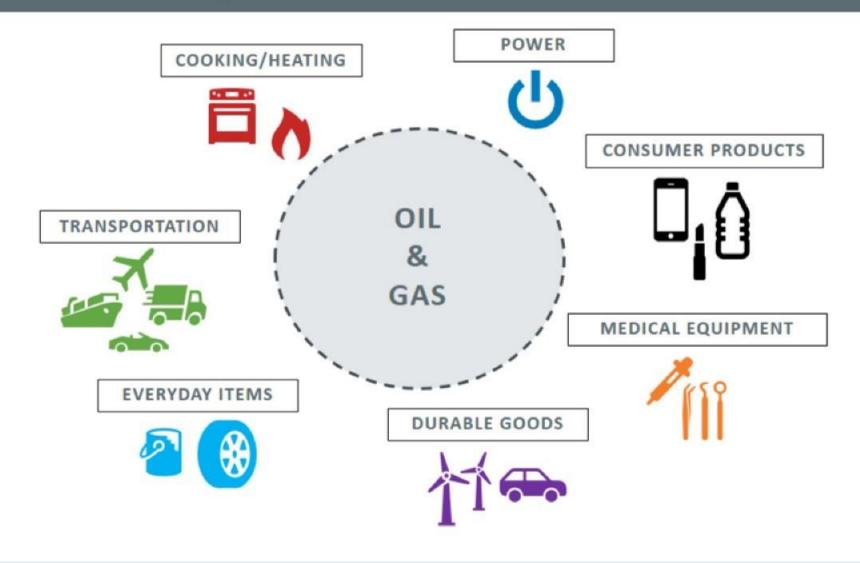


Oil And Natural Gas Remain Vital To Meet Global Energy Needs



OIL & GAS NEEDED LONG TERM EVEN IN LOW-CARBON SCENARIOS

Hydrocarbons in Daily Life



VAST RANGE OF USES ... FEW STRONG SUBSTITUTES TODAY

Oil & Gas Industry is an Enabler to the Energy Transition

CORPORATE ACTIONS







- Track record of developing complex technologies
- Investing in new low carbon technologies (CCUS, Direct Air Capture) and renewable power
- Restructuring business models to reduce emissions
- Stronger policy support for CCUS, Direct
 Air Capture and hydrogen needed

ConocoPhillips Paris-Aligned Climate Risk Framework

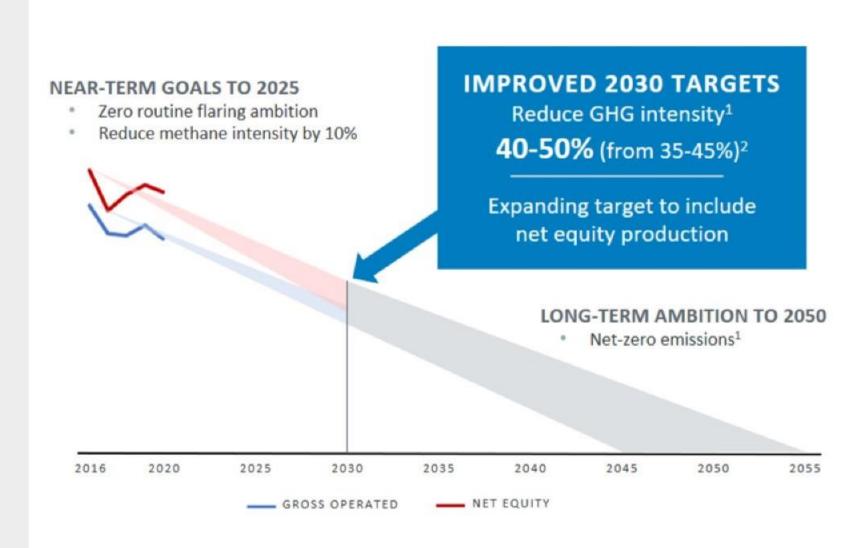
COMPONENTS OF OUR COMMITMENT

GOVERNANCE

STRATEGY

RISK MANAGEMENT

DISCLOSURE



Policy Framework for the Energy Transition



Abundant Energy



Low Energy Costs



Geopolitical Stability



Equitable Energy Access



PRUDENT, DURABLE POLICIES NEEDED

Concluding Remarks

- Pace of Energy Transition dependent on capital and critical changes in technology, policies and consumer behaviors
- Oil and Natural Gas are critical in meeting world energy needs and enabling a lower carbon future
- Policy environment must achieve balance across multitude of diverse global interests

