



4th Quarter 2011 Conference Call

January 25, 2012



CAUTIONARY STATEMENT

The following presentation includes forward-looking statements. These statements relate to future events, such as anticipated revenues, earnings, business strategies, competitive position or other aspects of our operations or operating results. 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 are difficult to predict such as oil and gas prices; refining and marketing margins; 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; unexpected cost increases or technical difficulties in constructing, maintaining or modifying company facilities; international monetary conditions and exchange controls; 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, as well as 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).

**Adjusted
Earnings**
\$2.7 B

\$2.02 Adjusted EPS / \$4.39 CFPS

**Cash from
Operations**
\$5.8 B

1.60 MMBOED production

94% refining utilization

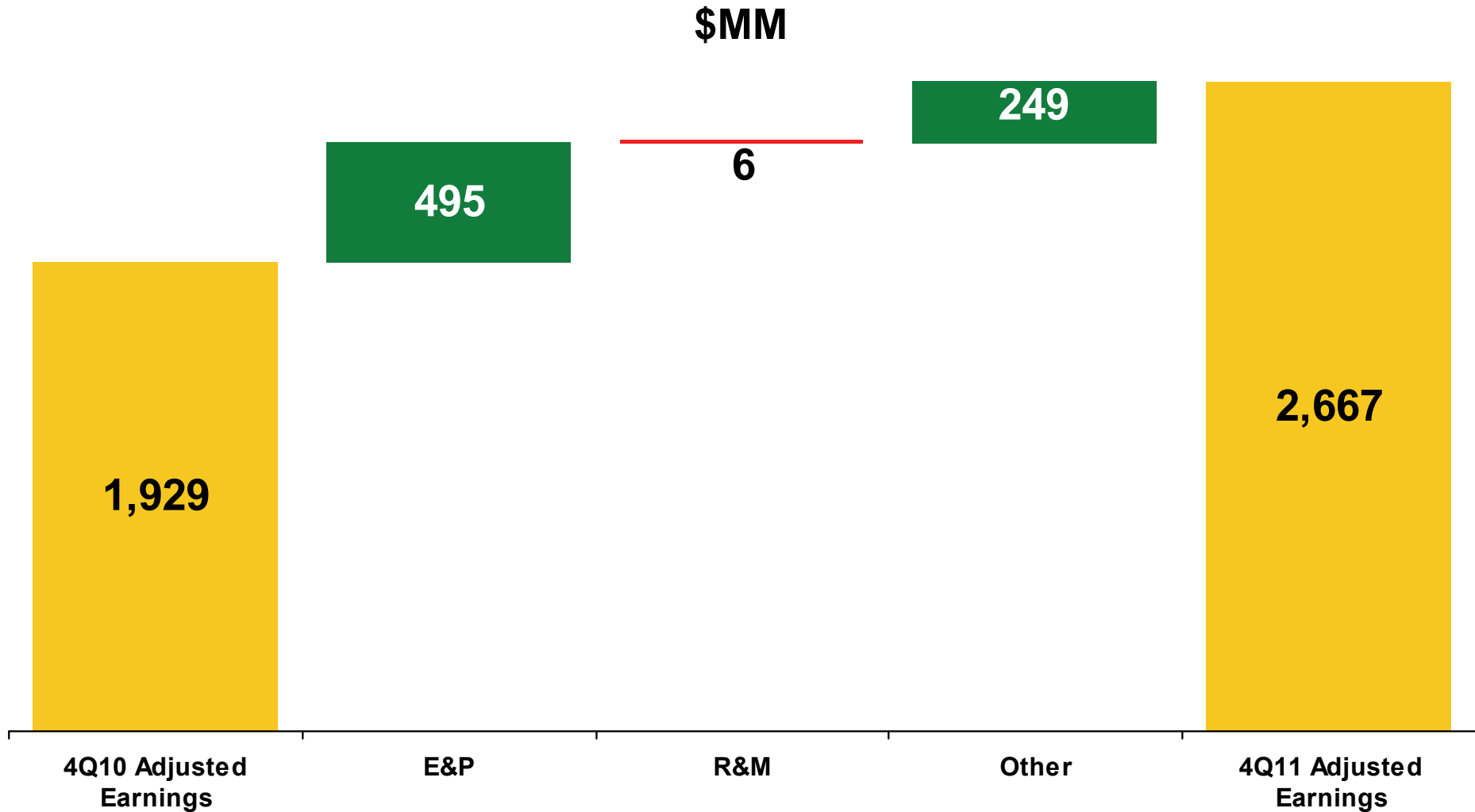
**Return on Capital
Employed**
13%

Progressed asset divestiture program

3% of shares repurchased

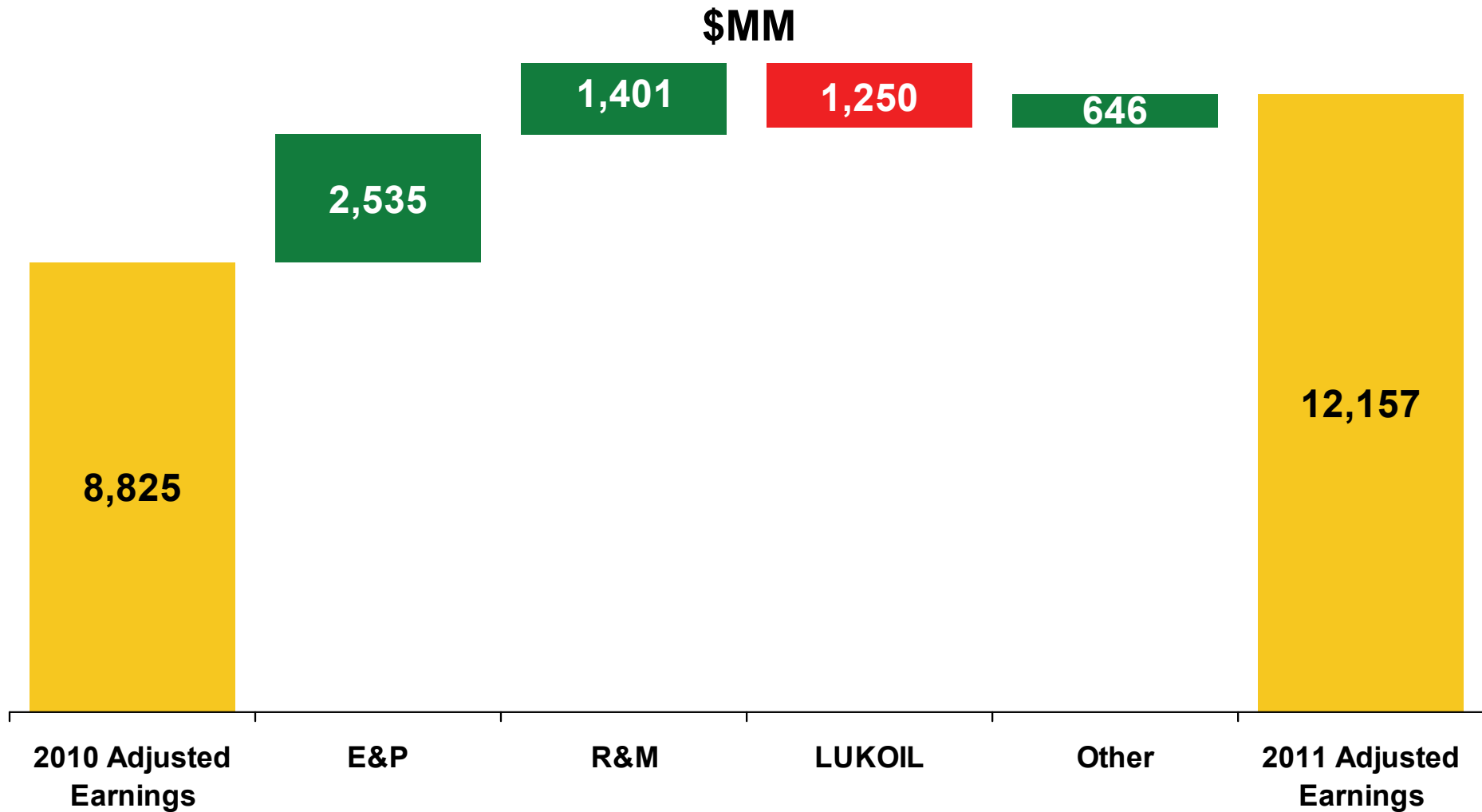
Company Adjusted Earnings

4Q11 vs. 4Q10



Company Adjusted Earnings

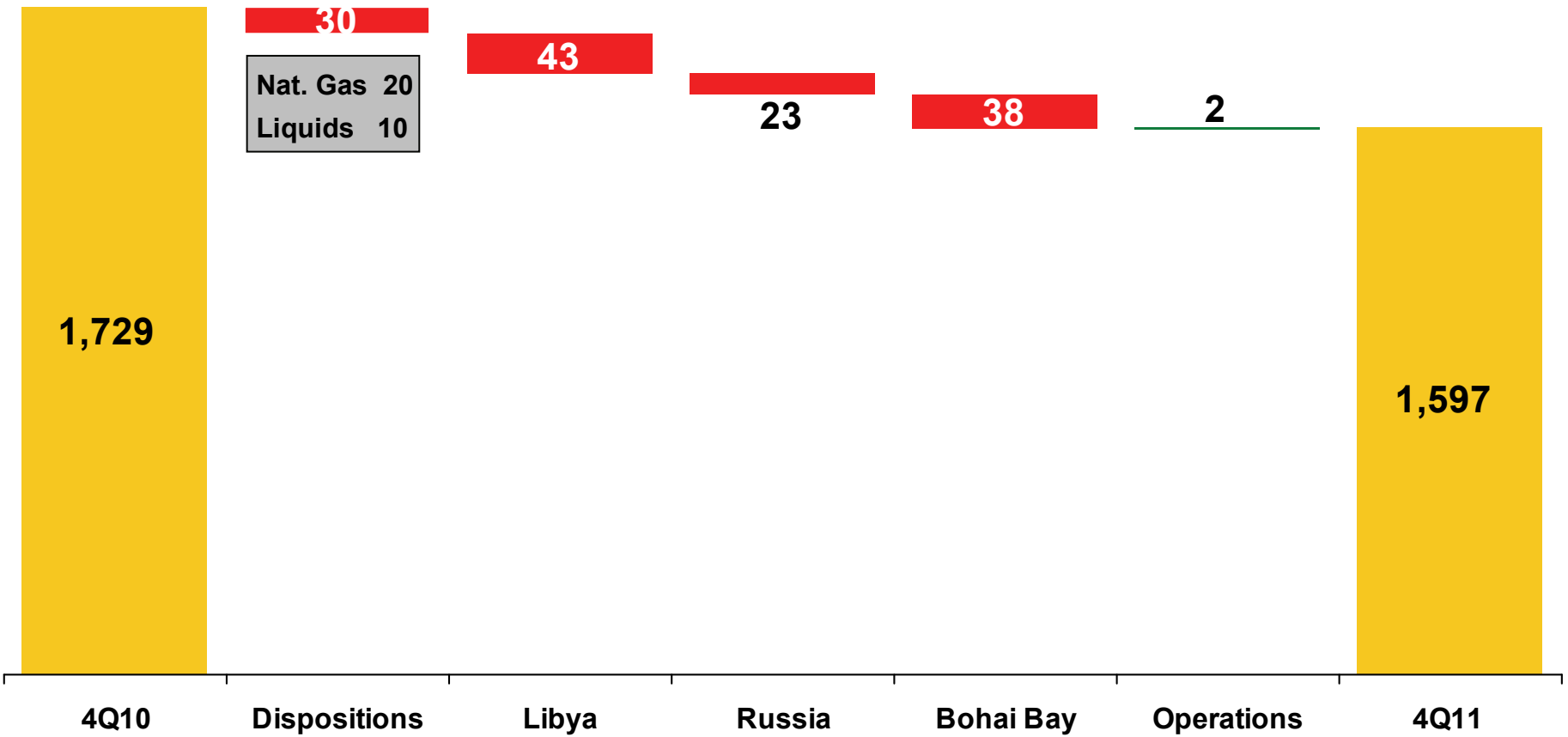
2011 vs. 2010



E&P Production

4Q11 vs. 4Q10

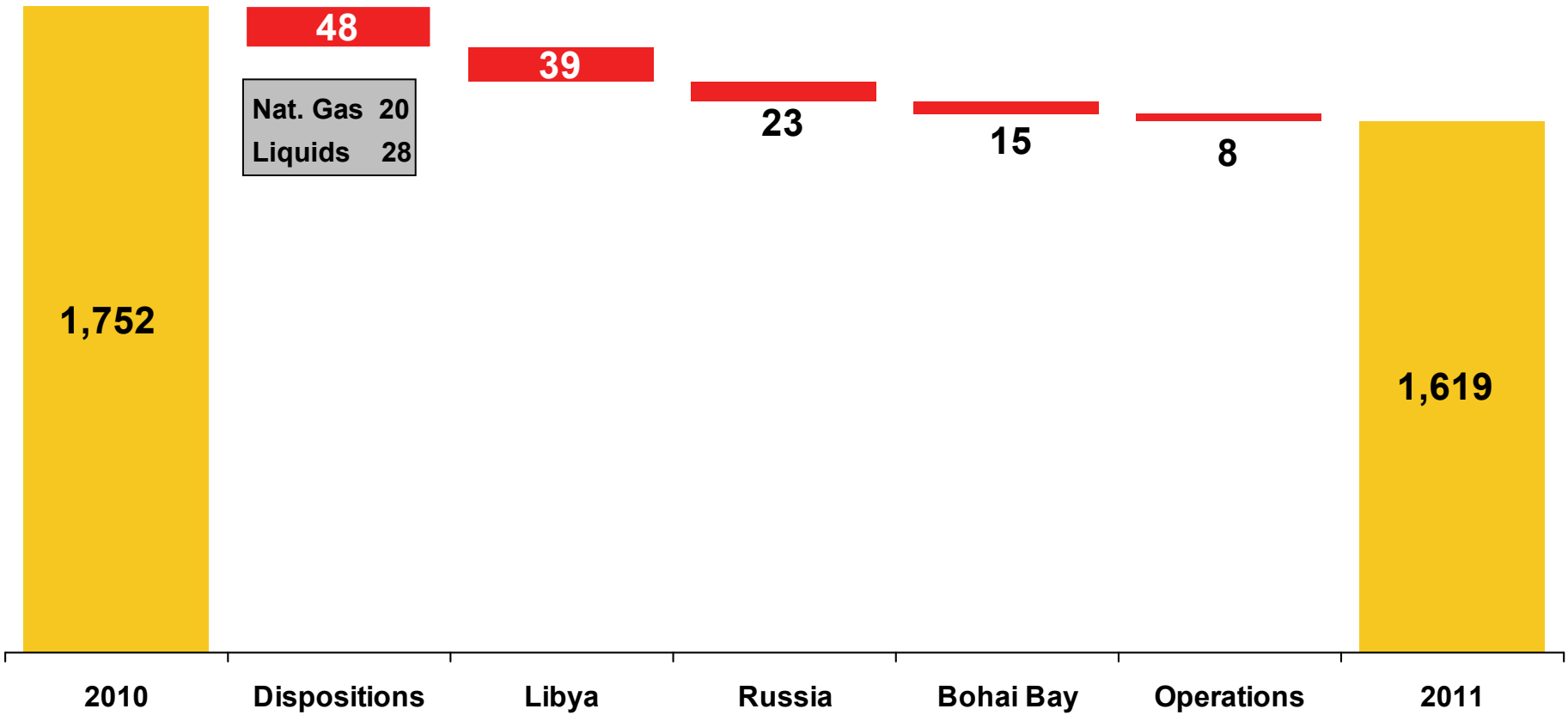
MBOED



E&P Production

2011 vs. 2010

MBOED



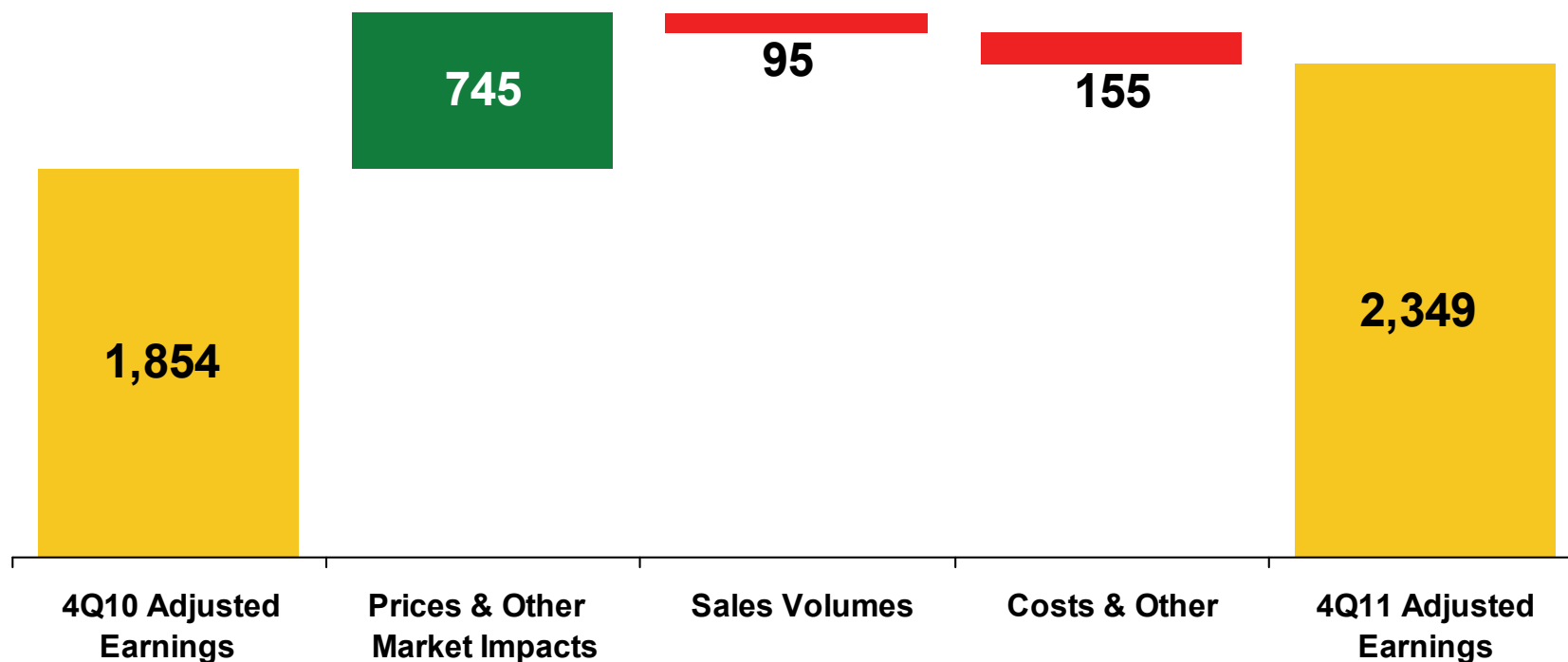
Nat. Gas	20
Liquids	28

E&P Adjusted Earnings

4Q11 vs. 4Q10



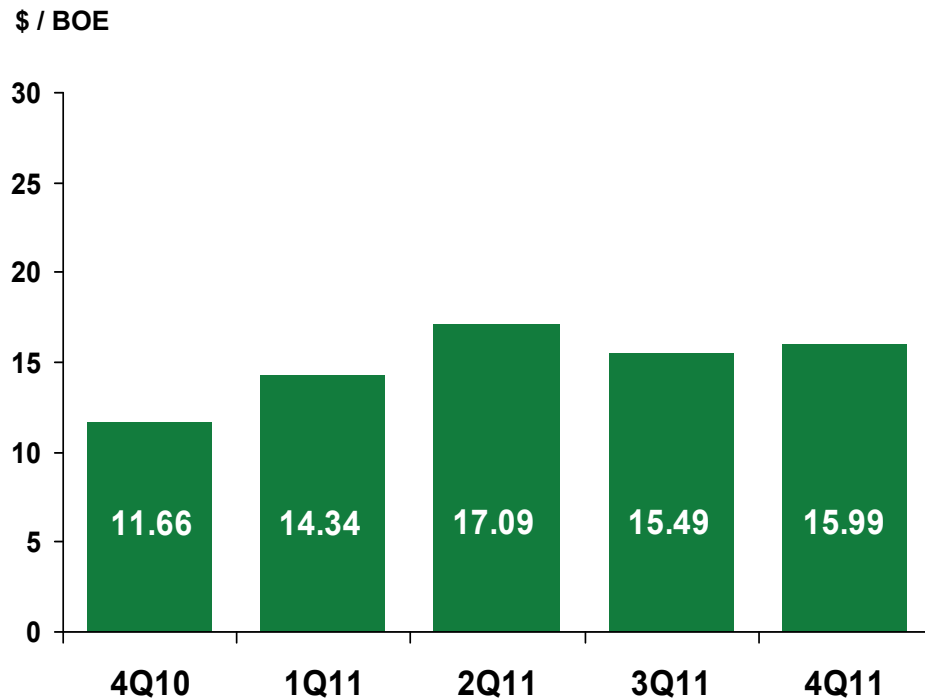
\$MM



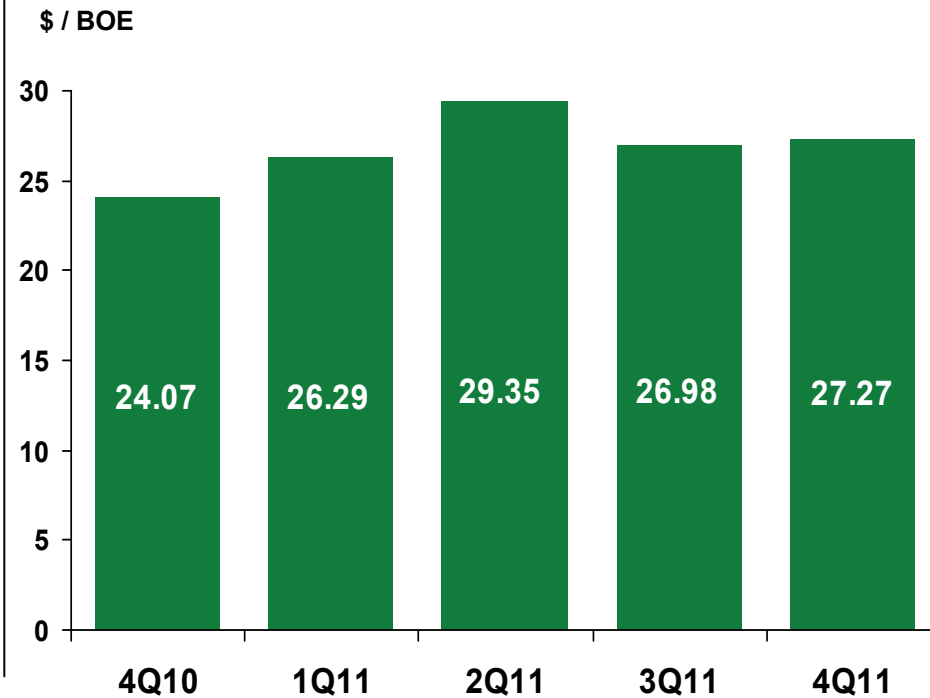
Adjusted Earnings	4Q11 vs. 4Q10			Realized Prices	4Q11 vs. 4Q10		
	4Q10	4Q11	4Q10		4Q10	4Q11	4Q10
U.S.	619	805	186	Crude Oil/NGL \$/BBL	78.76	96.42	17.66
Intl.	<u>1,235</u>	<u>1,544</u>	<u>309</u>	Bitumen \$/BBL	54.79	70.20	15.41
Total	1,854	2,349	495	Natural Gas \$/MCF	4.95	5.19	0.24

E&P per BOE Metrics

E&P Income per BOE



E&P Cash Contribution per BOE



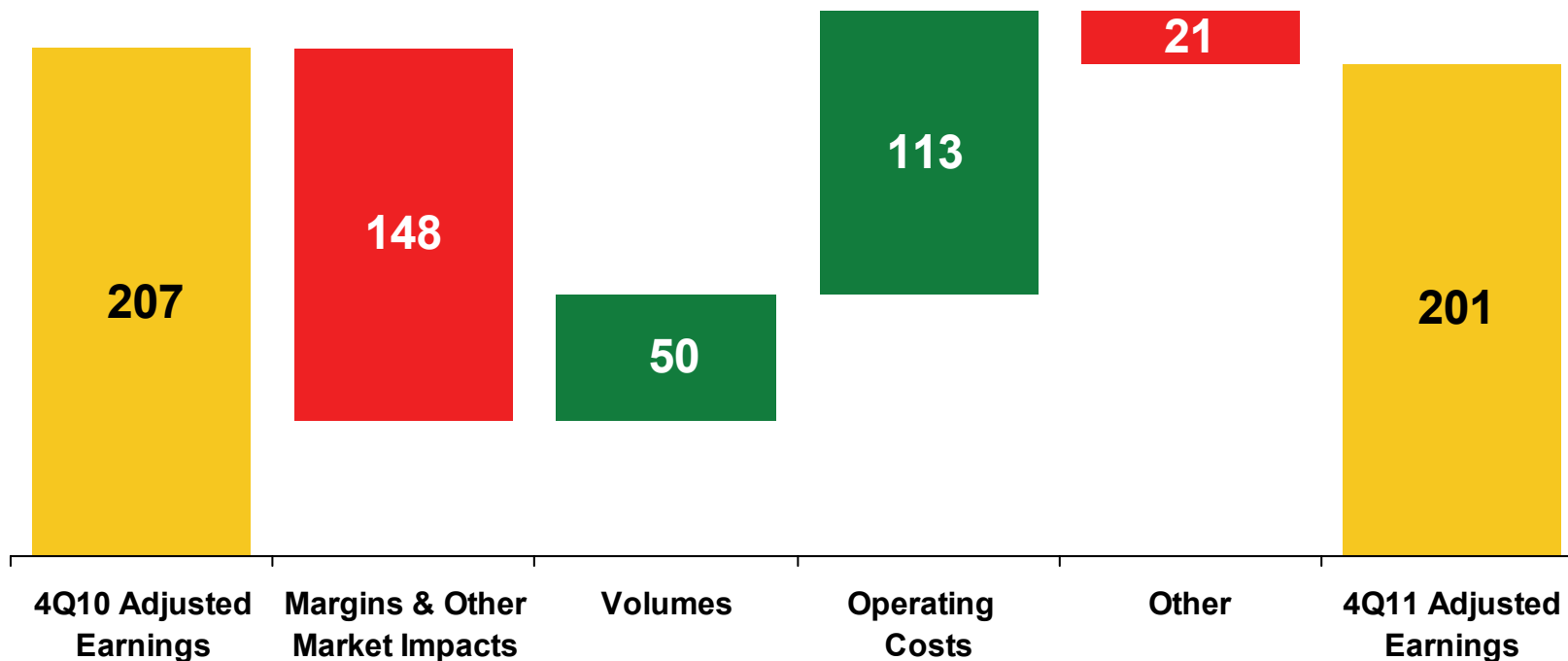
Based on total E&P BOE production. Income adjusted to exclude certain non-core earnings impacts. Cash Contribution is calculated as Income plus DD&A. See Appendix for additional information.

R&M Adjusted Earnings

4Q11 vs. 4Q10



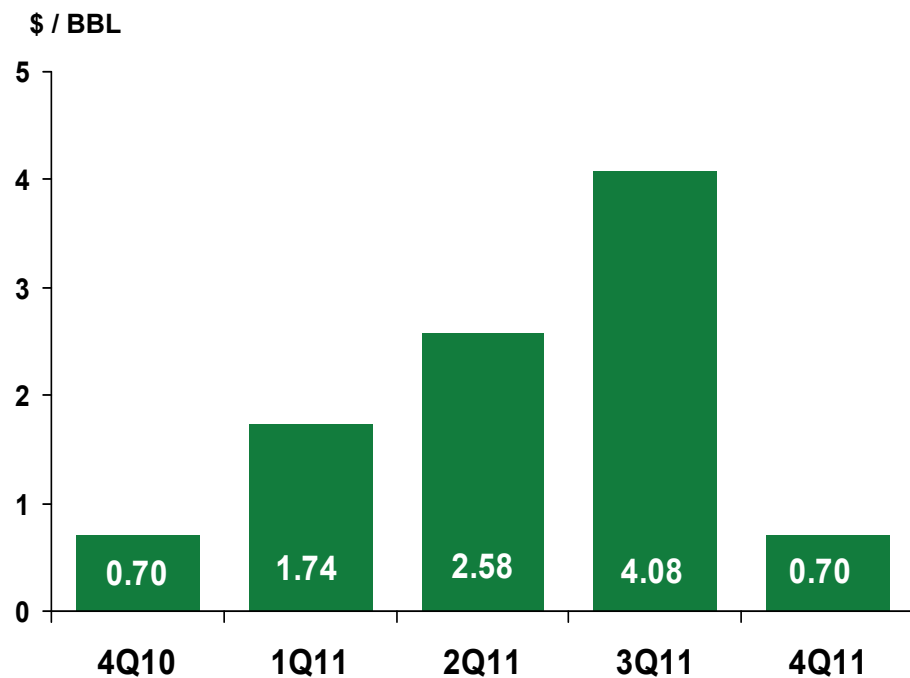
\$MM



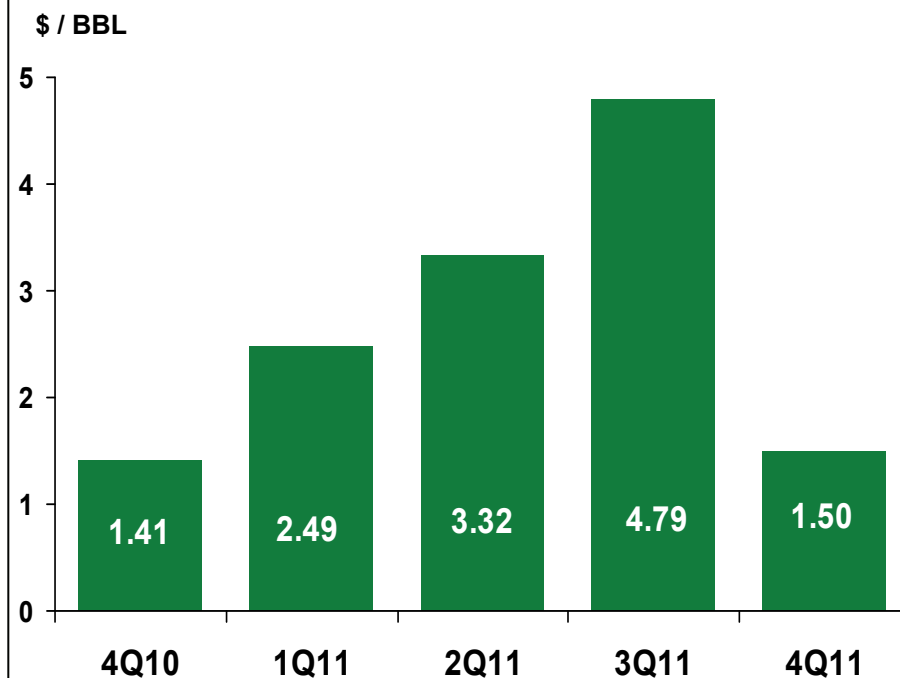
Adjusted Earnings	4Q10	4Q11	4Q11 vs. 4Q10	Realized Margins \$/BBL	4Q10	4Q11	4Q11 vs. 4Q10
U.S.	29	195	166	U.S.	7.55	7.86	0.31
Intl.	<u>178</u>	<u>6</u>	<u>(172)</u>	Intl.	14.37	7.91	(6.46)
Total	207	201	(6)				

R&M per BBL Metrics

R&M Income per BBL



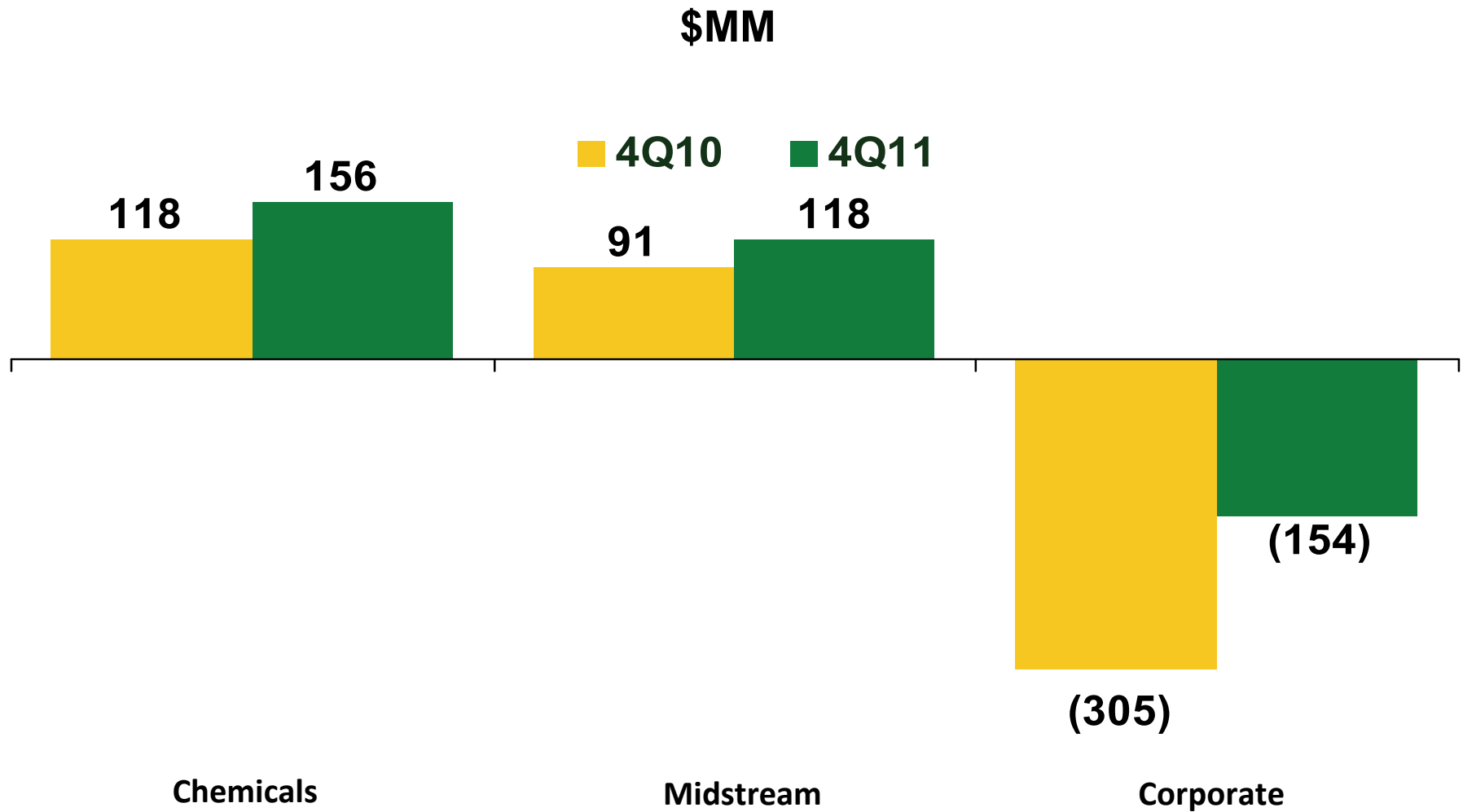
R&M Cash Contribution per BBL



*Based on total petroleum product sales. Income adjusted to exclude certain non-core earnings impacts.
Cash Contribution is calculated as Income plus DD&A. See Appendix for additional information.*

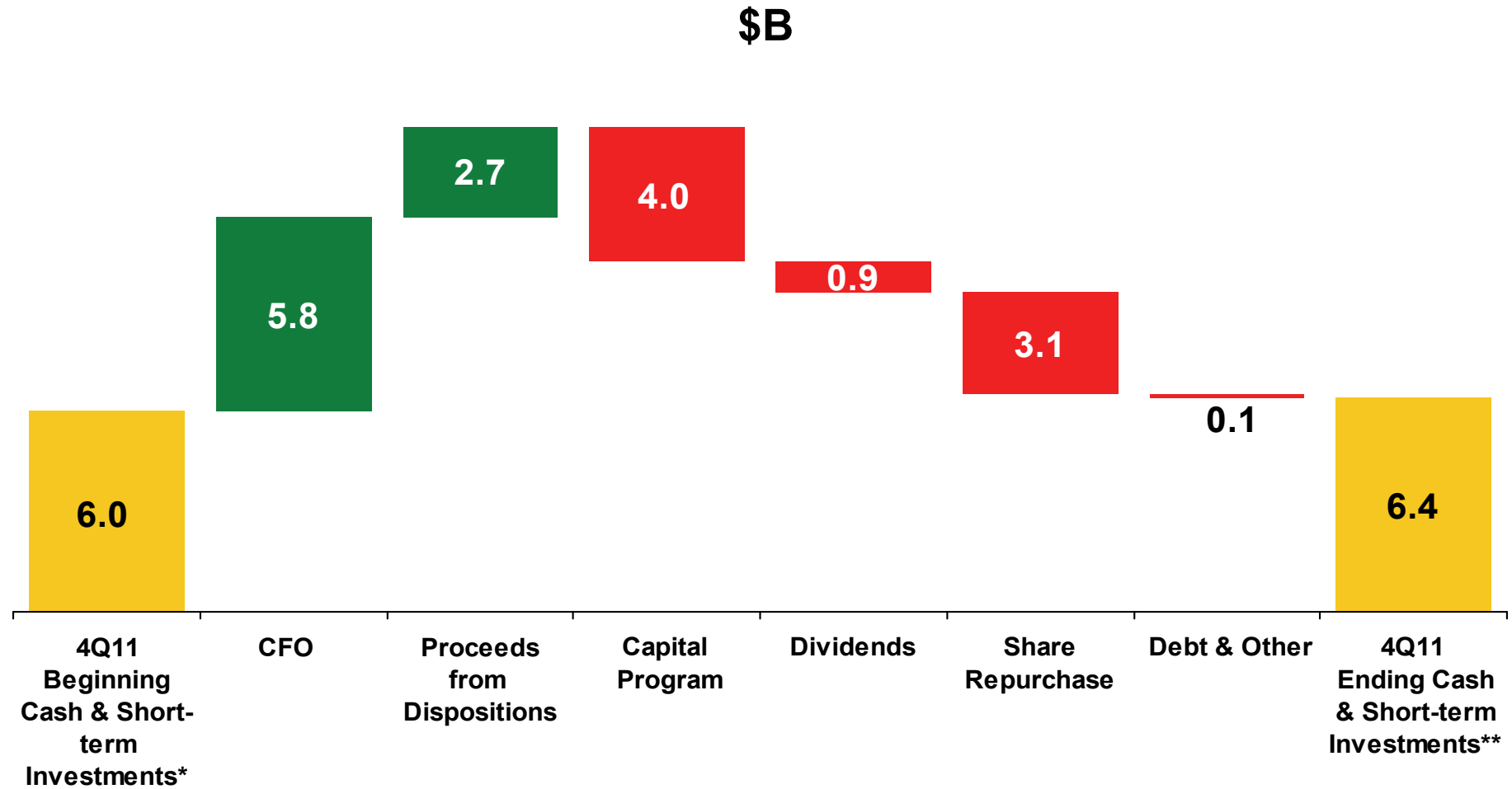
Other Segments Adjusted Earnings

4Q11 vs. 4Q10



Company Cash Flow

4Q11

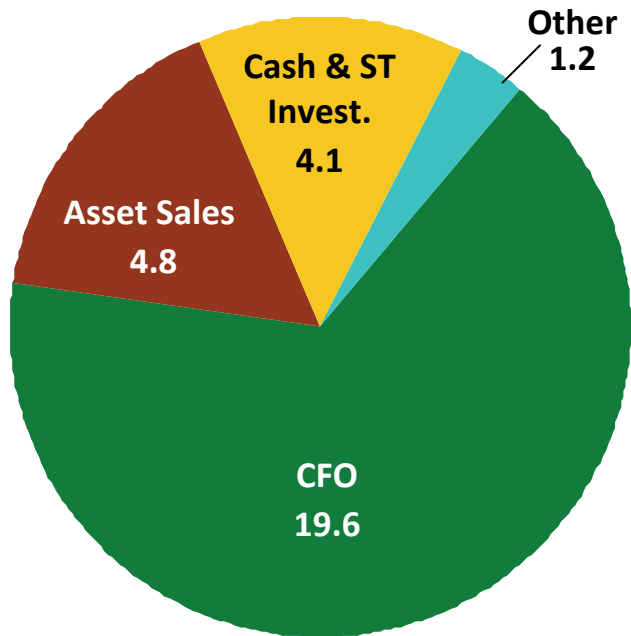


* Includes cash of \$3.4 billion and short-term investments of \$2.6 billion.

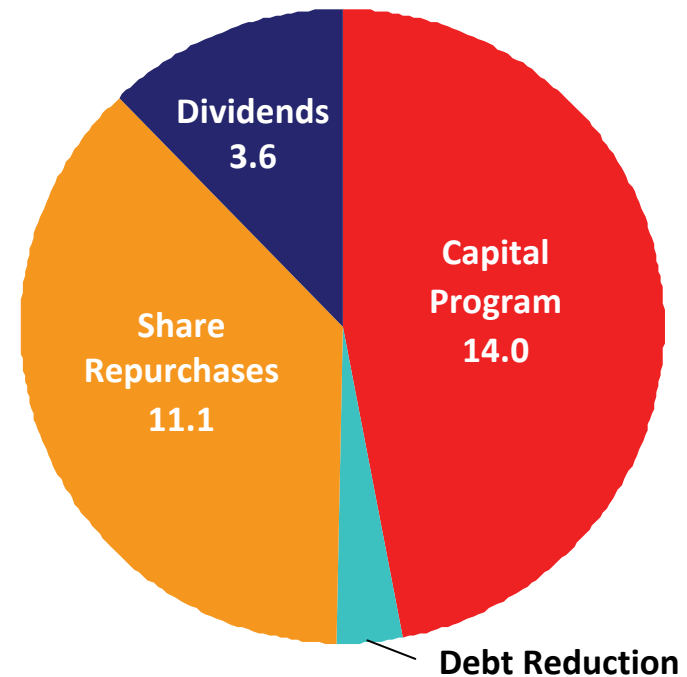
** Includes cash of \$5.8 billion and short-term investments of \$0.6 billion.

Sources and Uses of Cash – 2011

**Total
\$29.7 B**

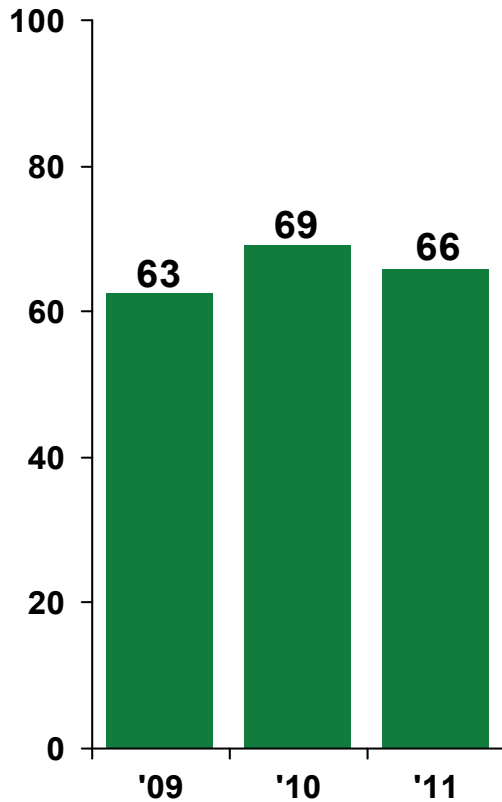


Sources of Cash

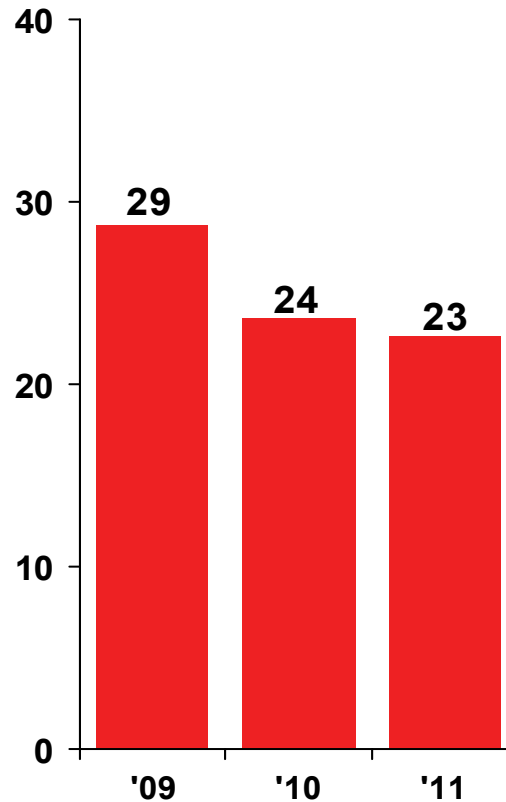


Uses of Cash

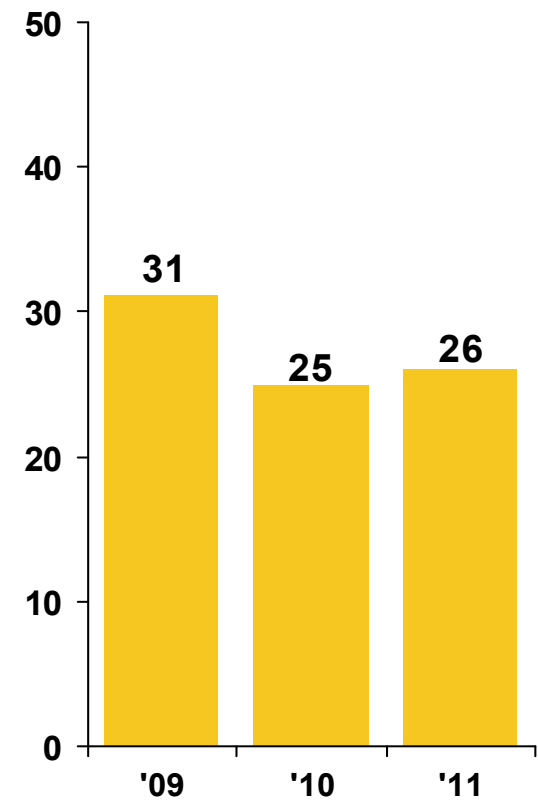
Capital Structure



Equity \$B

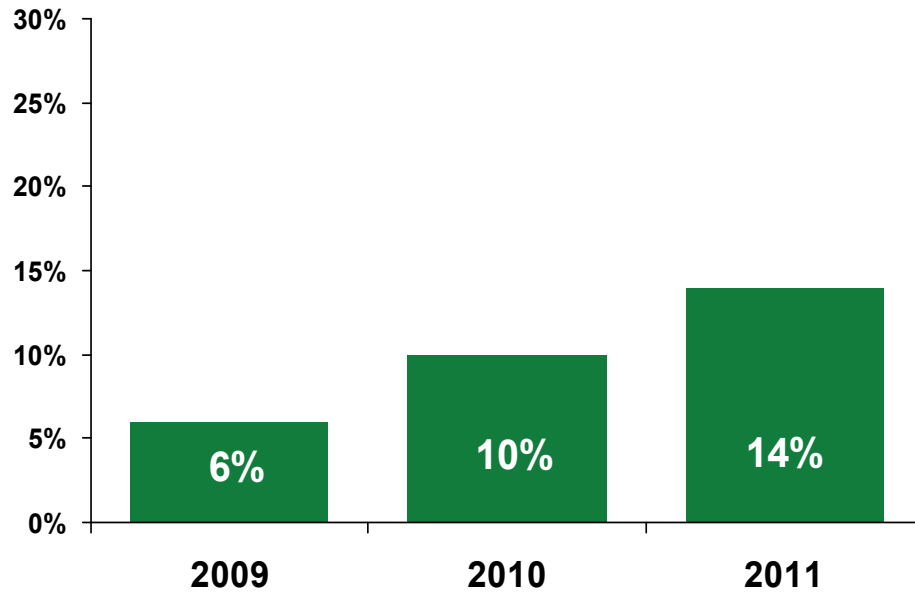


Balance Sheet
Debt \$B

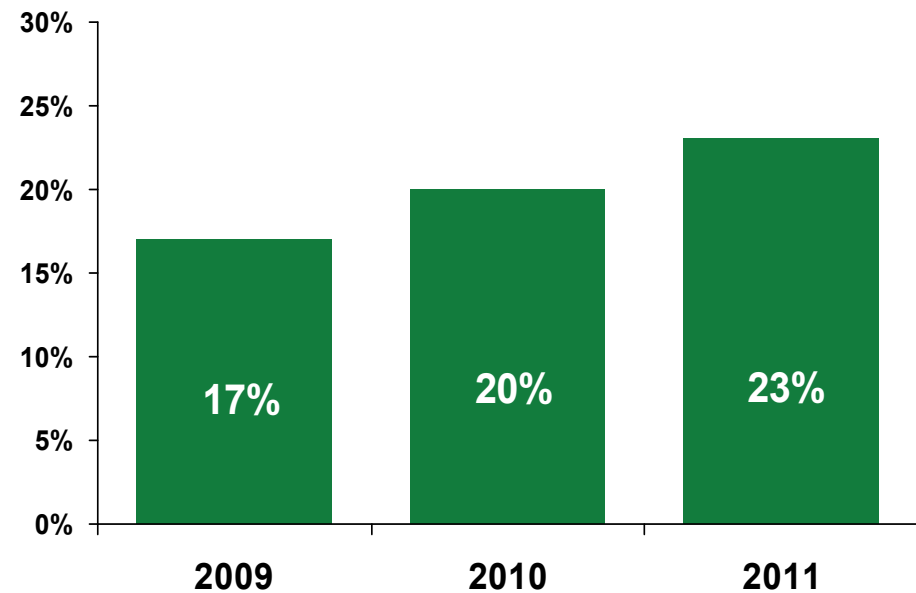


Debt-to-Capital
Ratio %

Return on Capital Employed



Cash Return on Capital Employed



Adjusted to exclude LUKOIL.

■ Portfolio optimization

- \$10.7 B in proceeds from asset dispositions / \$9.5 B from LUKOIL share sales
- \$5 – 10 B incremental asset sales in 2012

■ Returns enhancement

- Increased ROCE from 6% in 2009 to 14% in 2011
- Improved margins per boe

■ Financial flexibility

- Paid down \$6 B in debt

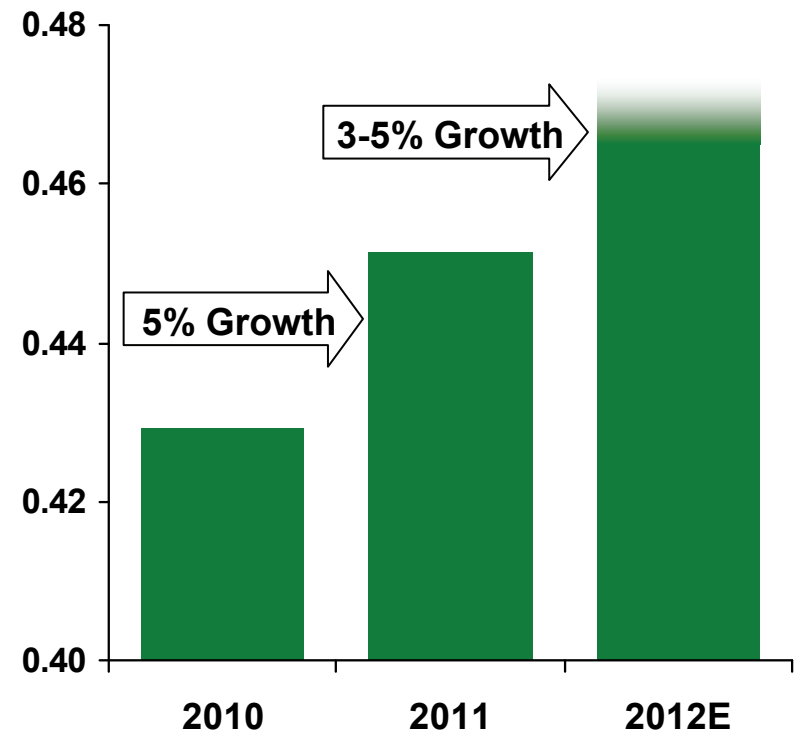
■ Shareholder distributions

- Share repurchases funded with asset disposition / LUKOIL proceeds
 - \$15 B in share repurchases in 2010 – 2011
 - \$5 – 10 B in 2012
- Dividend increased 32% during 2010 – 2011

Reserves per Share

- 5.7 boe per share in 2010
- 6.4 boe per share in 2011
- 12% increase

Production per Share – boe/sh

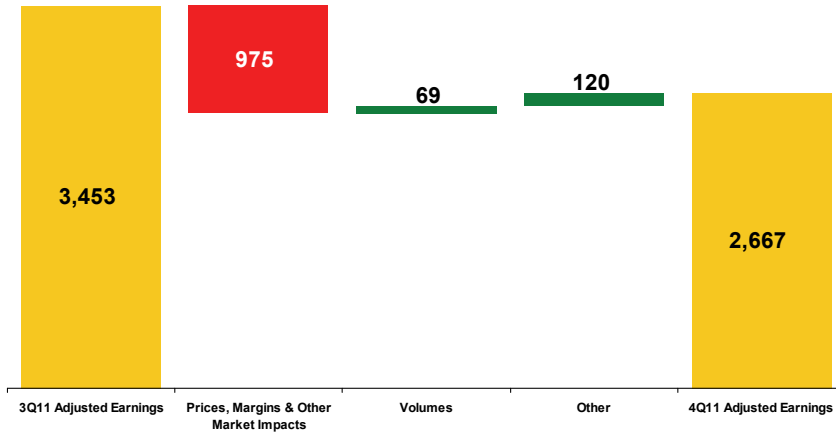


- **Operations**
- **Exploration**
- **Major projects**

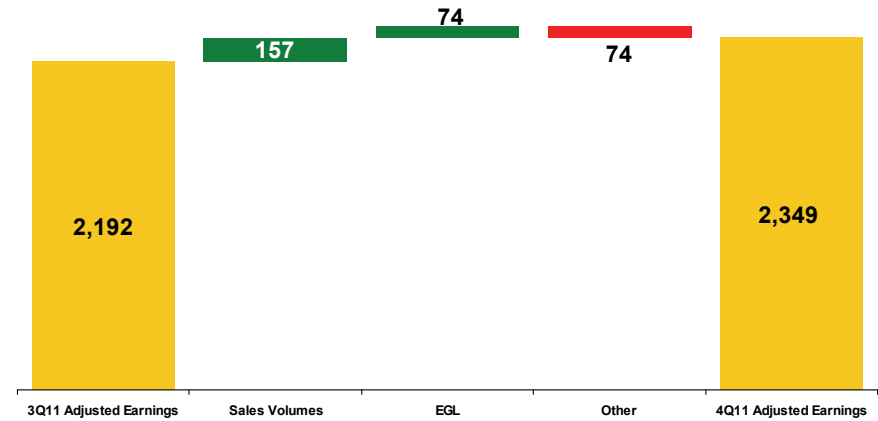


4Q11 vs. 3Q11

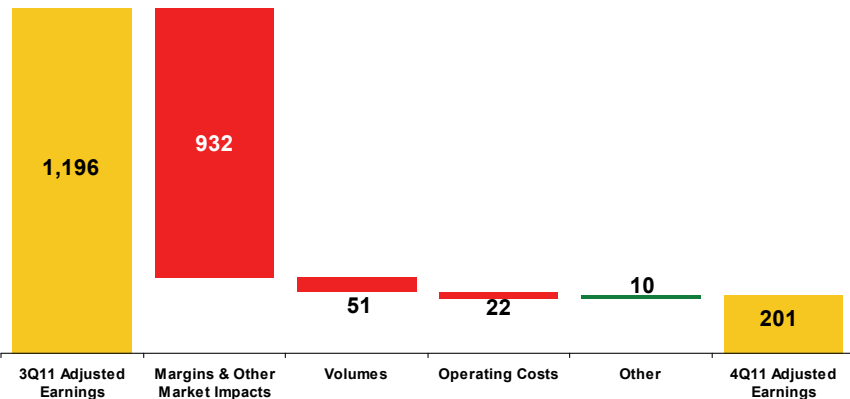
Total Company Adjusted Earnings (\$MM)



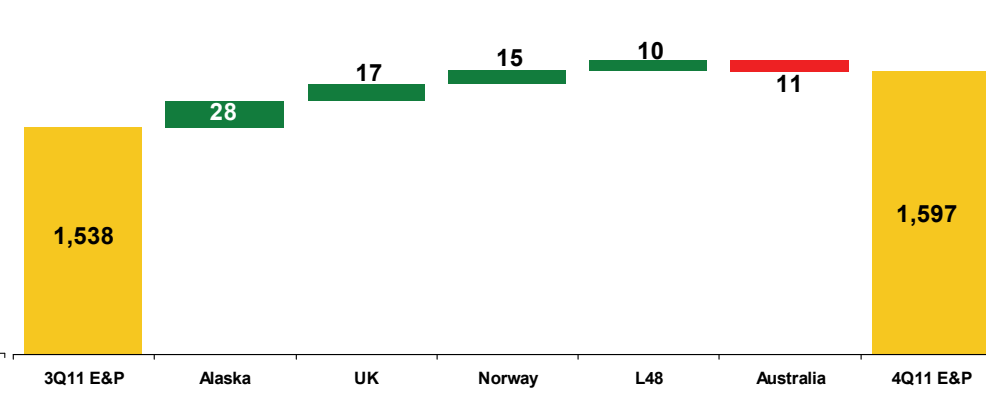
E&P Adjusted Earnings (\$MM)



R&M Adjusted Earnings (\$MM)



Production (MBOED)



Earnings adjusted to exclude certain noncore earnings impacts; see Appendix for additional information.

COP Non-GAAP Reconciliations

Millions of dollars, except per share amounts

Consolidated

Earnings

Adjustments:

	2011			2010		
	3Q	4Q	Yr	3Q	4Q	Yr
Earnings	2,616	3,390	12,436	3,055	2,041	11,358
Impairments	318	649	967	-	638	1,756
Cancelled projects	-	28	82	-	-	114
Net (gain)/loss on asset sales	354	(1,526)	(1,619)	(906)	(718)	(4,518)
Severance accruals	15	-	15	-	-	28
Bohai Bay incidents	41	101	142	-	-	-
Pending claims and settlements	-	-	-	(26)	(32)	13
Deferred tax adjustment	-	-	-	-	-	(40)
Premium on early debt retirement	-	-	-	114	-	114
International tax law changes	109	-	109	-	-	-
Repositioning costs	-	25	25	-	-	-
Adjusted earnings	3,453	2,667	12,157	2,237	1,929	8,825
Earnings per share of common stock	1.91	2.56	8.97	2.05	1.39	7.62
Adjusted earnings per share of common stock	2.52	2.02	8.76	1.50	1.32	5.92

COP Non-GAAP Reconciliations

Millions of dollars	2011			2010		
	3Q	4Q	Yr	3Q	4Q	Yr
E&P						
Earnings	1,762	1,604	8,242	1,564	1,688	9,198
Adjustments:						
Impairments	-	629	629	-	638	638
Cancelled projects	-	-	54	-	-	85
Net (gain)/loss on asset sales	280	15	113	(32)	(440)	(3,151)
Bohai Bay incidents	41	101	142	-	-	-
Pending claims and settlements	-	-	-	(26)	(32)	24
Deferred tax adjustment	-	-	-	-	-	(40)
International tax law changes	109	-	109	-	-	-
Adjusted earnings	2,192	2,349	9,289	1,506	1,854	6,754
U.S. E&P						
Earnings	816	758	3,254	563	912	2,768
Adjustments:						
Impairments	-	44	44	-	-	-
Cancelled projects	-	-	54	-	-	-
Net (gain)/loss on asset sales	1	3	(146)	(32)	(293)	(325)
Pending claims and settlements	-	-	-	-	-	82
Adjusted earnings	817	805	3,206	531	619	2,525
International E&P						
Earnings	946	846	4,988	1,001	776	6,430
Adjustments:						
Impairments	-	585	585	-	638	638
Cancelled projects	-	-	-	-	-	85
Net (gain)/loss on asset sales	279	12	259	-	(147)	(2,826)
Bohai Bay incidents	41	101	142	-	-	-
Pending claims and settlements	-	-	-	(26)	(32)	(58)
Deferred tax adjustment	-	-	-	-	-	(40)
International tax law changes	109	-	109	-	-	-
Adjusted earnings	1,375	1,544	6,083	975	1,235	4,229

COP Non-GAAP Reconciliations

Millions of dollars	2011			2010		
	3Q	4Q	Yr	3Q	4Q	Yr
R&M						
Earnings (loss)	789	1,714	3,751	268	207	192
Adjustments:						
Impairments	318	-	318	-	-	1,118
Cancelled projects	-	28	28	-	-	29
Net (gain)/loss on asset sales	74	(1,541)	(1,495)	-	-	(116)
Severance accruals	15	-	15	-	-	28
Pending claims and settlements	-	-	-	-	-	(35)
Adjusted earnings	1,196	201	2,617	268	207	1,216
U.S. R&M						
Earnings	789	1,712	3,595	199	29	1,022
Adjustments:						
Impairments	314	-	314	-	-	8
Cancelled projects	-	28	28	-	-	-
Net (gain)/loss on asset sales	(6)	(1,545)	(1,579)	-	-	(116)
Severance accruals	15	-	15	-	-	-
Pending claims and settlements	-	-	-	-	-	(35)
Adjusted earnings	1,112	195	2,373	199	29	879
International R&M						
Earnings (loss)	-	2	156	69	178	(830)
Adjustments:						
Impairments	4	-	4	-	-	1,110
Cancelled projects	-	-	-	-	-	29
Net (gain)/loss on asset sales	80	4	84	-	-	-
Severance accruals	-	-	-	-	-	28
Adjusted earnings	84	6	244	69	178	337
LUKOIL Investment						
Earnings	-	-	239	1,310	277	2,503
Adjustment: Net (gain)/loss on asset sales	-	-	(237)	(874)	(278)	(1,251)
Adjusted earnings (loss)	-	-	2	436	(1)	1,252
Corporate						
Earnings (loss)	(267)	(199)	(973)	(276)	(305)	(1,280)
Adjustments:						
Impairments	-	20	20	-	-	-
Cancelled projects	-	-	-	-	-	-
Repositioning costs	-	25	25	-	-	-
Pending claims and settlements	-	-	-	-	-	24
Premium on early debt retirement	-	-	-	114	-	114
Adjusted earnings (loss)	(267)	(154)	(928)	(162)	(305)	(1,142)

COP Non-GAAP Reconciliations



	4Q10	2010	1Q11	2Q11	3Q11	4Q11	2011
GAAP E&P Net Income ¹ - \$MM	1,688	9,198	2,352	2,524	1,762	1,604	8,242
GAAP E&P Net Income¹ - \$ / BOE	10.61	14.38	15.35	16.91	12.45	10.92	13.95
<u>non-core earnings impacts - \$MM</u>							
(gains) and losses on asset dispositions	(440)	(3,151)	(155)	(27)	280	15	113
asset impairments / cancelled projects	638	723	-	54	-	629	683
tax legislation / regulatory / other	(32)	(16)	-	-	150	101	251
E&P Income - \$ / BOE	11.66	10.56	14.34	17.09	15.49	15.99	15.72
E&P DD&A - \$ / BOE	<u>12.41</u>	<u>12.66</u>	<u>11.95</u>	<u>12.26</u>	<u>11.49</u>	<u>11.28</u>	<u>11.74</u>
E&P Cash Contribution - \$ / BOE	24.07	23.22	26.29	29.35	26.98	27.27	27.46

	4Q10	2010	1Q11	2Q11	3Q11	4Q11	2011
GAAP E&P CFOA - \$MM	2,887	15,218	3,758	4,368	4,973	3,337	16,436
GAAP E&P CFOA - \$ / BOE	18.14	23.81	24.53	29.28	35.15	22.71	27.81
<u>excluded GAAP items - \$MM</u>							
non-cash working capital	607	(1,667)	(11)	134	(821)	684	(14)
non-working capital adjustments ²	336	1,299	280	(123)	(334)	(15)	(192)
E&P Cash Contribution - \$ / BOE	24.07	23.22	26.29	29.35	26.98	27.27	27.46

¹ Attributable to ConocoPhillips.

² Includes items such as deferred tax, accretion on discounted liabilities, and undistributed equity earnings.

COP Non-GAAP Reconciliations



	4Q10	2010	1Q11	2Q11	3Q11	4Q11	2011
GAAP R&M Net Income ¹ - \$MM	207	192	482	766	789	1,714	3,751
GAAP R&M Net Income¹ - \$ / BBL	0.70	0.17	1.75	2.67	2.69	5.99	3.29
<u>non-core earnings impacts - \$MM</u>							
(gains) and losses on asset dispositions	-	(116)	(2)	(26)	74	(1,541)	(1,495)
asset impairments / cancelled projects	-	1,147	-	-	318	28	346
tax legislation / regulatory / other	-	(7)	-	-	15	-	15
R&M Income - \$ / BBL	0.70	1.10	1.74	2.58	4.08	0.70	2.29
R&M DD&A - \$ / BBL	<u>0.71</u>	<u>0.75</u>	<u>0.75</u>	<u>0.74</u>	<u>0.71</u>	<u>0.80</u>	<u>0.75</u>
R&M Cash Contribution - \$ / BBL	1.41	1.85	2.49	3.32	4.79	1.50	3.04

	4Q10	2010	1Q11	2Q11	3Q11	4Q11	2011
GAAP R&M CFOA - \$MM	2,384	1,631	(1,593)	2,866	246	2,619	4,138
GAAP R&M CFOA - \$ / BBL	8.10	1.47	(5.78)	9.99	0.84	9.15	3.62
<u>excluded GAAP items - \$MM</u>							
non-cash working capital	(2,053)	268	2,017	(1,950)	1,247	(1,753)	(439)
non-working capital adjustments ²	<u>84</u>	<u>148</u>	<u>262</u>	<u>37</u>	<u>(89)</u>	<u>(438)</u>	<u>(228)</u>
R&M Cash Contribution - \$ / BBL	1.41	1.85	2.49	3.32	4.79	1.50	3.04

¹ Attributable to ConocoPhillips.

² Includes items such as deferred tax, accretion on discounted liabilities, and undistributed equity earnings.

COP Non-GAAP Reconciliations

ROCE

	2009	2010	4Q11	2011
Numerator (\$MM)				
Net income	4,492	11,417	3,410	12,502
After-tax interest expense	838	772	148	632
GAAP ROCE earnings	5,330	12,189	3,558	13,134
Non-core earnings impacts	616	(2,533)	(723)	(279)
Adjusted earnings	5,946	9,656	2,835	12,855
Adustment to exclude LUKOIL	(1,219)	(1,252)	-	(239)
Adjusted earnings excluding LUKOIL	4,727	8,404	2,835	12,616
Denominator (\$MM)				
GAAP average capital employed ¹	87,493	91,983	88,916	90,529
Adustment to exclude LUKOIL	(5,897)	(3,671)	-	(476)
Average capital employed excl LUKOIL	81,596	88,312	88,916	90,053
Annualized ROCE	7%	10%	13%	14%
Annualized ROCE excluding LUKOIL	6%	10%	13%	14%
Annualized GAAP ROCE	6%	13%	16%	15%

¹ Total equity plus total debt.

COP Non-GAAP Reconciliations

CROCE

	2009	2010	2011
Numerator (\$MM)			
EBIDA ¹	14,624	21,248	21,068
Non-core earnings impacts	<u>616</u>	<u>(2,533)</u>	<u>(279)</u>
Adjusted EBIDA	15,240	18,715	20,789
Adjustment to exclude LUKOIL	<u>(1,220)</u>	<u>(1,252)</u>	<u>(239)</u>
Adjusted EBIDA excluding LUKOIL	<u>14,020</u>	<u>17,463</u>	<u>20,550</u>
GAAP CFOA ²	<u>12,479</u>	<u>17,045</u>	<u>19,610</u>
Difference ³	(2,761)	(1,670)	(1,179)
Denominator (\$MM)			
GAAP average capital employed ⁴	87,493	91,983	90,529
Adjustment to exclude LUKOIL	<u>(5,897)</u>	<u>(3,671)</u>	<u>(476)</u>
Average capital employed excl LUKOIL	81,596	88,312	90,053
Annualized CROCE	17%	20%	23%
Annualized CROCE excluding LUKOIL	17%	20%	23%
Annualized CFOA / ACE (GAAP)	14%	19%	22%

¹ Net income plus DD&A and after-tax interest expense.

² Cash flows from operating activities.

³ Primarily impact of working capital, deferred taxes, undistributed equity earnings (except LUKOIL) and interest.

⁴ Total equity plus total debt.

COP Non-GAAP Reconciliations

E&P - ROCE

	2010	2011
Numerator (\$MM)		
Net income	9,251	8,303
After-tax interest expense	<u>91</u>	<u>79</u>
GAAP ROCE earnings	9,342	8,382
Non-core earnings impacts	<u>(2,444)</u>	<u>1,047</u>
Adjusted earnings	6,898	9,429
Denominator (\$MM)		
GAAP average capital employed ¹	58,511	59,011
Annualized ROCE	12%	16%
Annualized GAAP ROCE	16%	14%

R&M - ROCE

	2010	2011
Numerator (\$MM)		
Net income	197	3,756
After-tax interest expense	<u>-</u>	<u>-</u>
GAAP ROCE earnings	197	3,756
Non-core earnings impacts	<u>1,024</u>	<u>(1,134)</u>
Adjusted earnings	1,221	2,622
Denominator (\$MM)		
GAAP average capital employed ¹	22,439	20,947
Annualized ROCE	5%	13%
Annualized GAAP ROCE	1%	18%

Chemicals - ROCE

	2010	2011
Numerator (\$MM)		
Net income	498	745
After-tax interest expense	<u>-</u>	<u>-</u>
GAAP ROCE earnings	498	745
Non-core earnings impacts	<u>-</u>	<u>-</u>
Adjusted earnings	498	745
Denominator (\$MM)		
GAAP average capital employed ¹	2,281	2,568
Annualized ROCE	22%	29%
Annualized GAAP ROCE	22%	29%

Midstream - ROCE

	2010	2011
Numerator (\$MM)		
Net income	306	458
After-tax interest expense	<u>-</u>	<u>-</u>
GAAP ROCE earnings	306	458
Non-core earnings impacts	<u>-</u>	<u>-</u>
Adjusted earnings	306	458
Denominator (\$MM)		
GAAP average capital employed ¹	897	807
Annualized ROCE	34%	57%
Annualized GAAP ROCE	34%	57%

¹ Total equity plus total debt.