



4th Quarter 2010 Conference Call

January 26, 2011



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).

Fourth-Quarter Overview

**Adjusted
Earnings
\$1.9 B**

\$1.32 adjusted EPS

1.73 MMBOED E&P production

138% 2010 organic RRR

**Cash from
Operations
\$6.2 B**

85% refining utilization*

\$1.9 B LUKOIL share sales

**Cash Return On
Capital Employed
19%**

**\$10.4 B cash and short-term
investments**

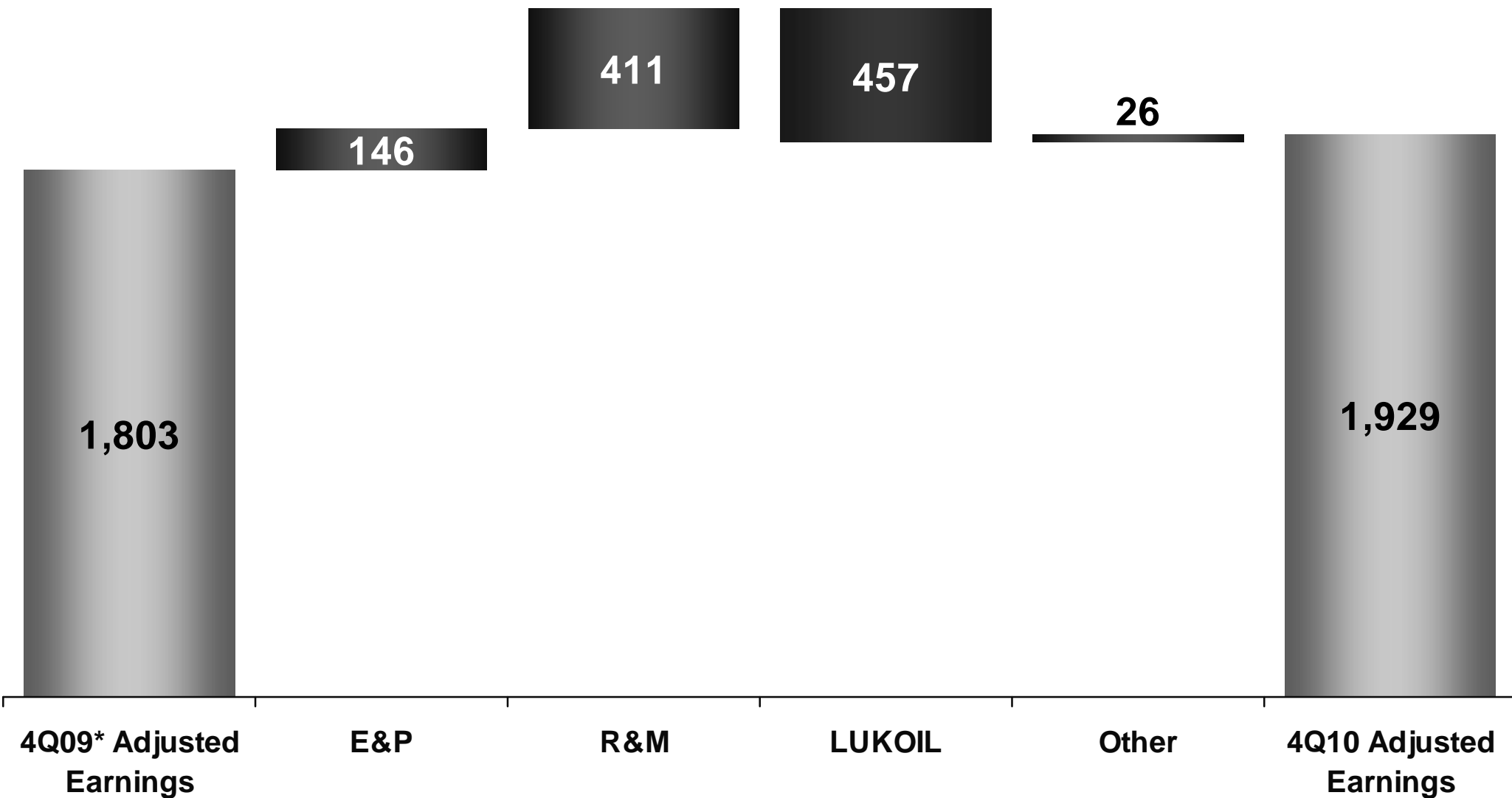
See Appendix for Non-GAAP reconciliations.

** Excludes the Wilhelmshaven Refinery.*

Company Adjusted Earnings

4Q10 vs. 4Q09

\$MM

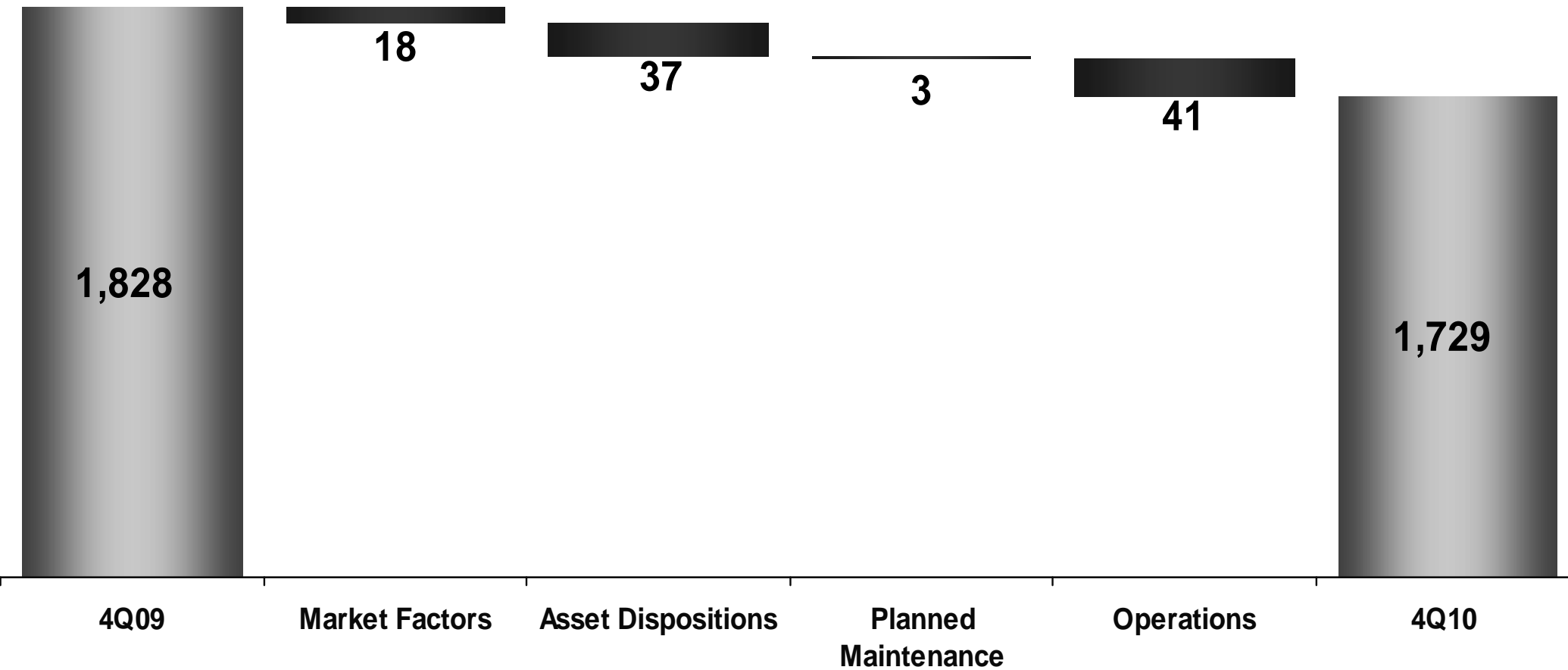


* Recast to reflect one-quarter lag basis for recording equity earnings for LUKOIL.
See Appendix for Non-GAAP reconciliations.

E&P Production

4Q10 vs. 4Q09

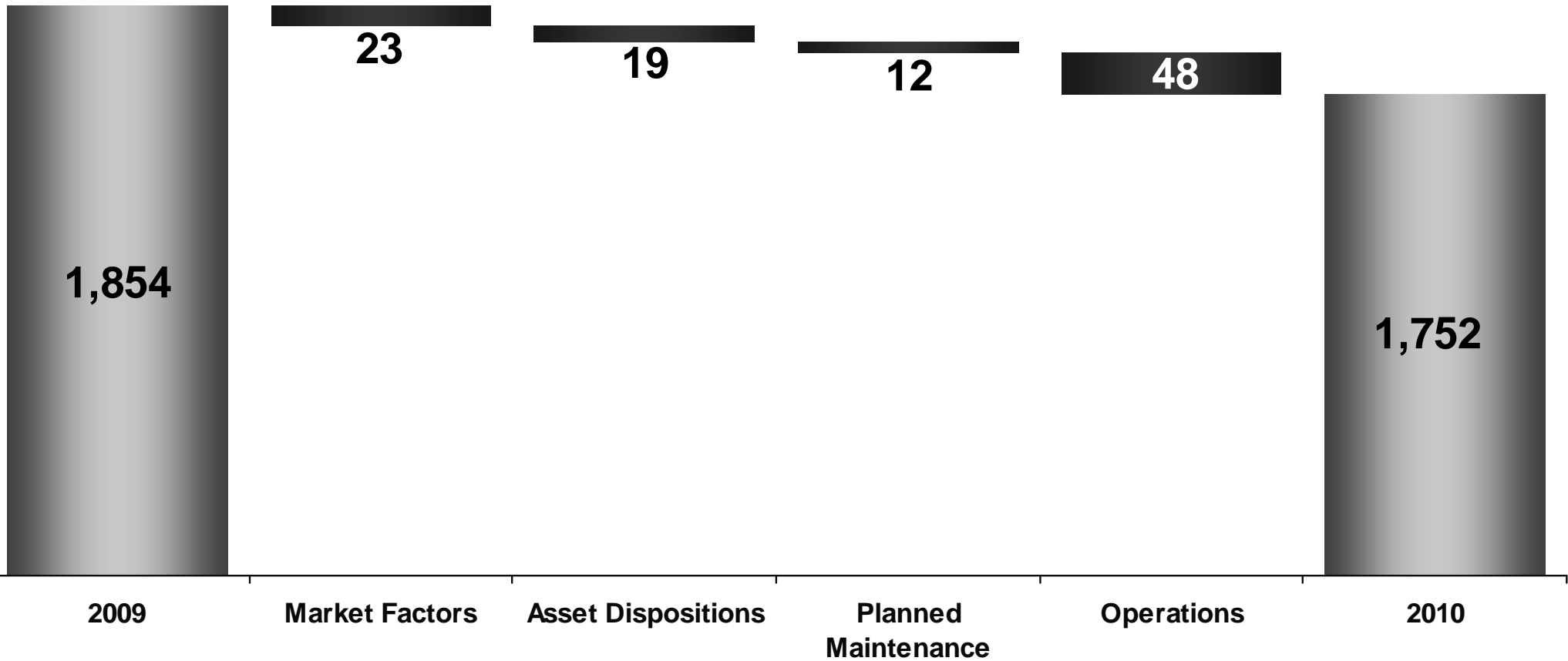
MBOED



E&P Production

2010 vs. 2009

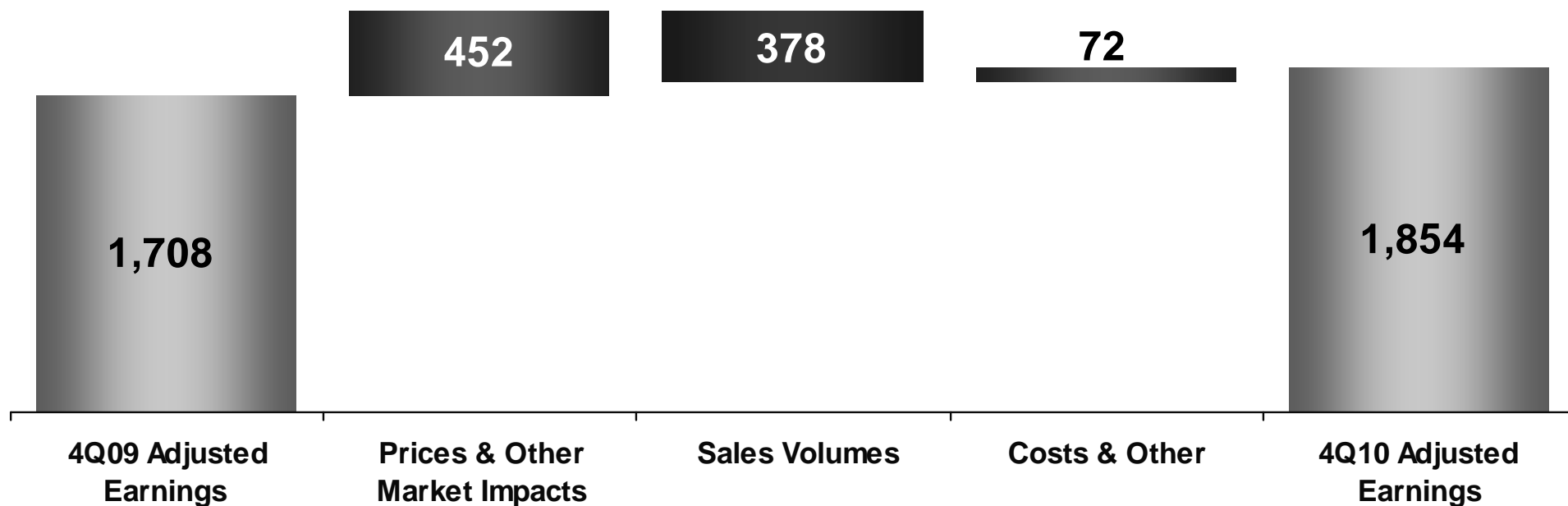
MBOED



E&P Adjusted Earnings

4Q10 vs. 4Q09

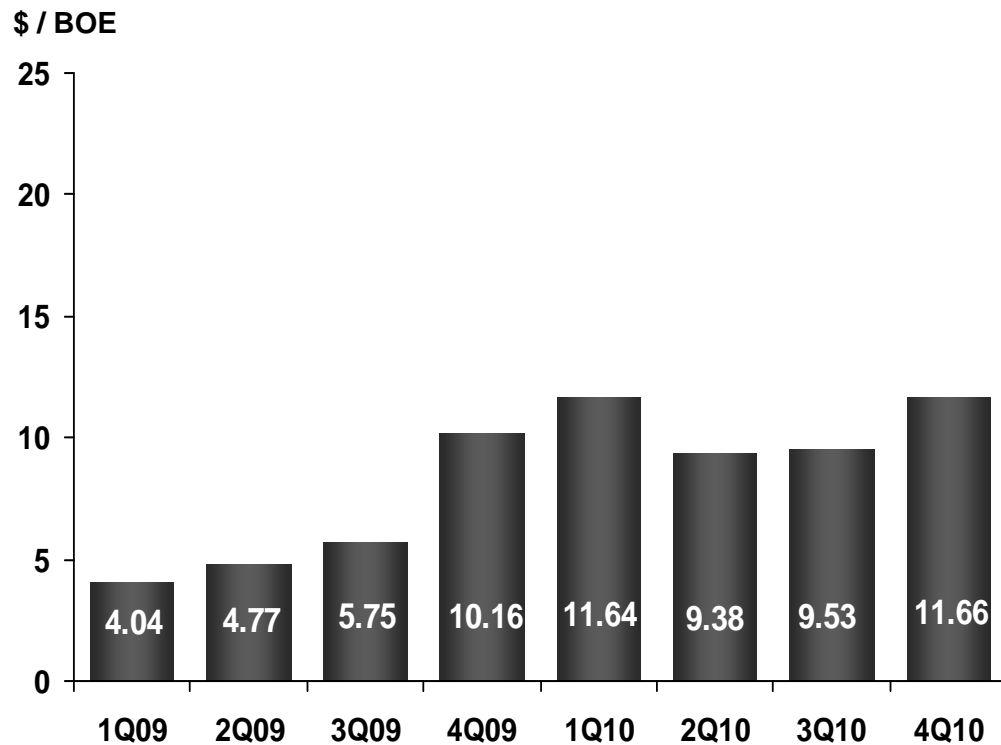
\$MM



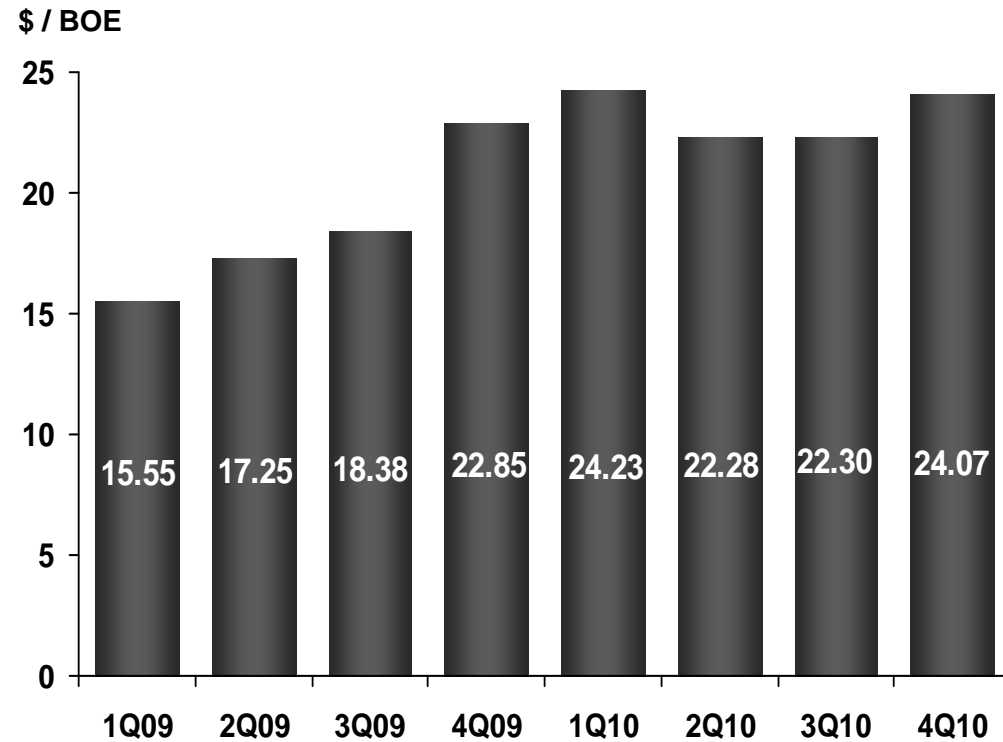
| Adjusted Earnings | 4Q10 vs. | | Realized Prices | 4Q10 vs. | | | |
|-------------------|--------------|--------------|-----------------|----------------------|-------|-------|------|
| | 4Q09 | 4Q10 | | 4Q09 | 4Q10 | | |
| U.S. | 696 | 619 | (77) | Crude Oil/NGL \$/BBL | 68.78 | 78.76 | 9.98 |
| Intl. | <u>1,012</u> | <u>1,235</u> | <u>223</u> | Bitumen \$/BBL | 54.14 | 54.79 | 0.65 |
| Total | 1,708 | 1,854 | 146 | Natural Gas \$/MCF | 4.82 | 4.95 | 0.13 |

E&P per BOE Metrics

E&P Income per BOE



E&P Cash Contribution per BOE

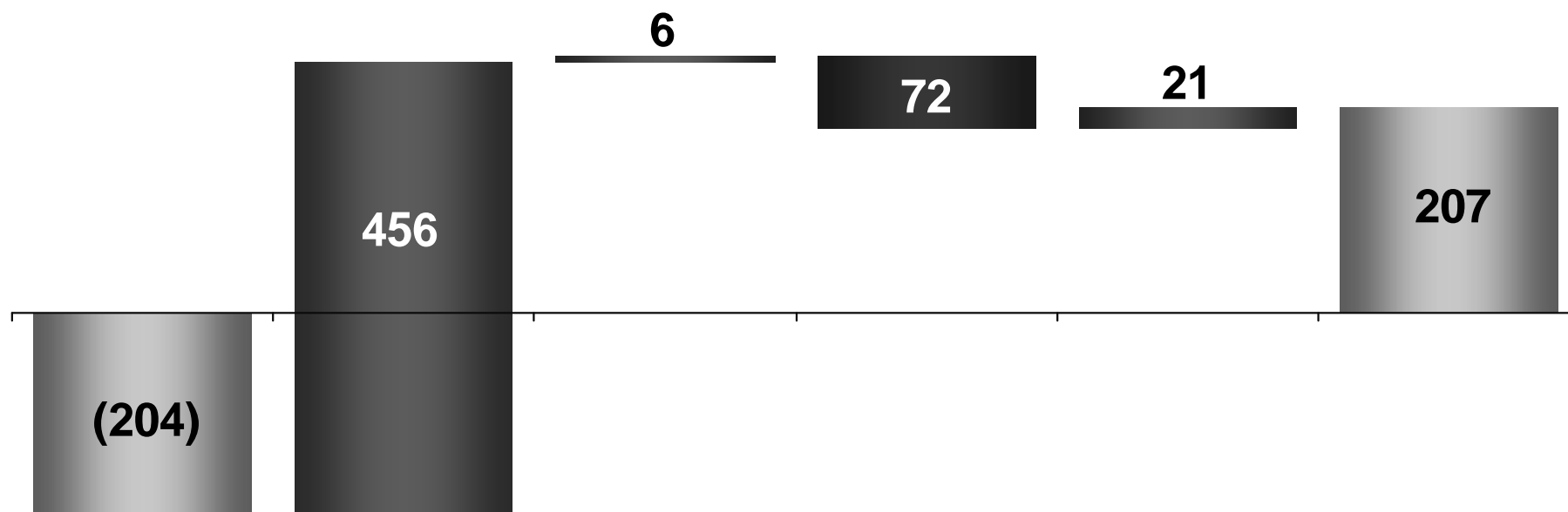


*Based on total E&P BOE production. Income adjusted to exclude certain non-core earnings impacts.
Cash Contribution is calculated as Income plus DD&A. See Appendix for additional information.*

R&M Adjusted Earnings

4Q10 vs. 4Q09

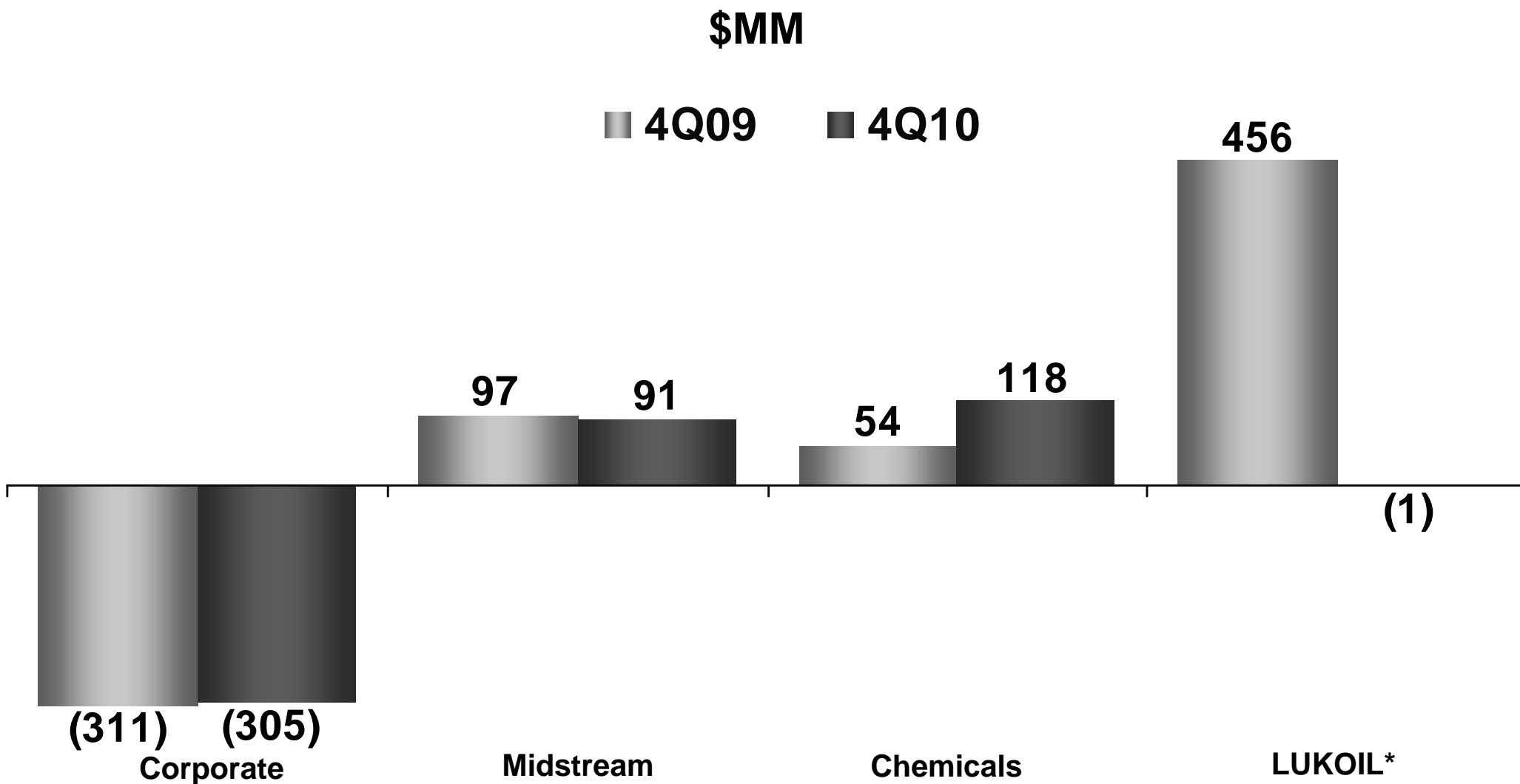
\$MM



| 4Q09 Adjusted Earnings | Margins & Other Market Impacts | | Volumes | Operating Costs | Other | | 4Q10 Adjusted Earnings |
|------------------------|--------------------------------|------|---------------|-------------------------|-------|-------|------------------------|
| Adjusted Earnings | 4Q09 | 4Q10 | 4Q10 vs. 4Q09 | Realized Margins \$/BBL | 4Q09 | 4Q10 | 4Q10 vs. 4Q09 |
| U.S. | (314) | 29 | 343 | U.S. | 3.48 | 7.55 | 4.07 |
| Intl. | 110 | 178 | 68 | Intl. | 9.39 | 14.37 | 4.98 |
| Total | (204) | 207 | 411 | | | | |

Other Segments Adjusted Earnings

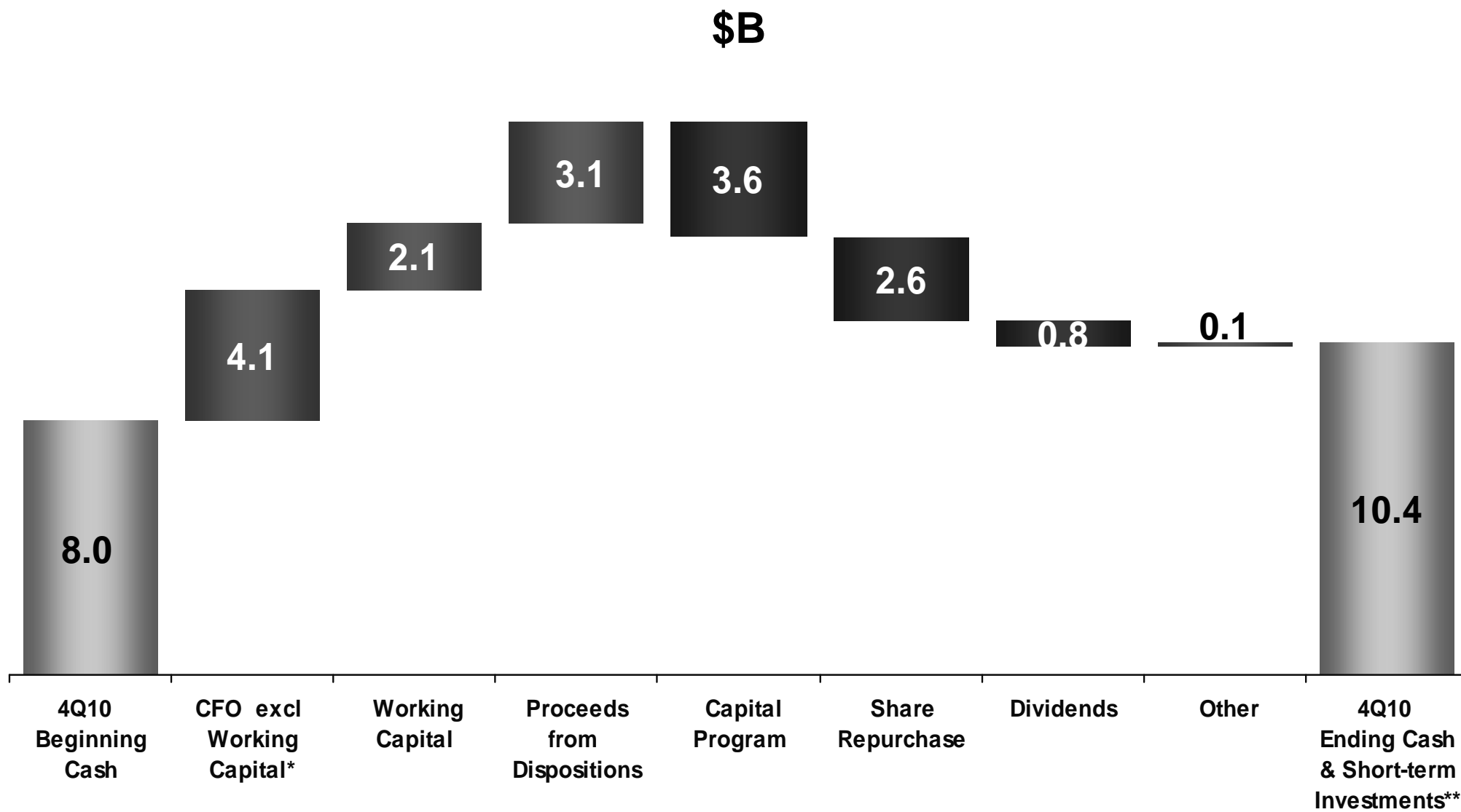
4Q10 vs. 4Q09



* 2009 recast to reflect one-quarter lag basis for recording equity earnings for LUKOIL.
See Appendix for Non-GAAP reconciliations.

Company Cash Flow

4Q10



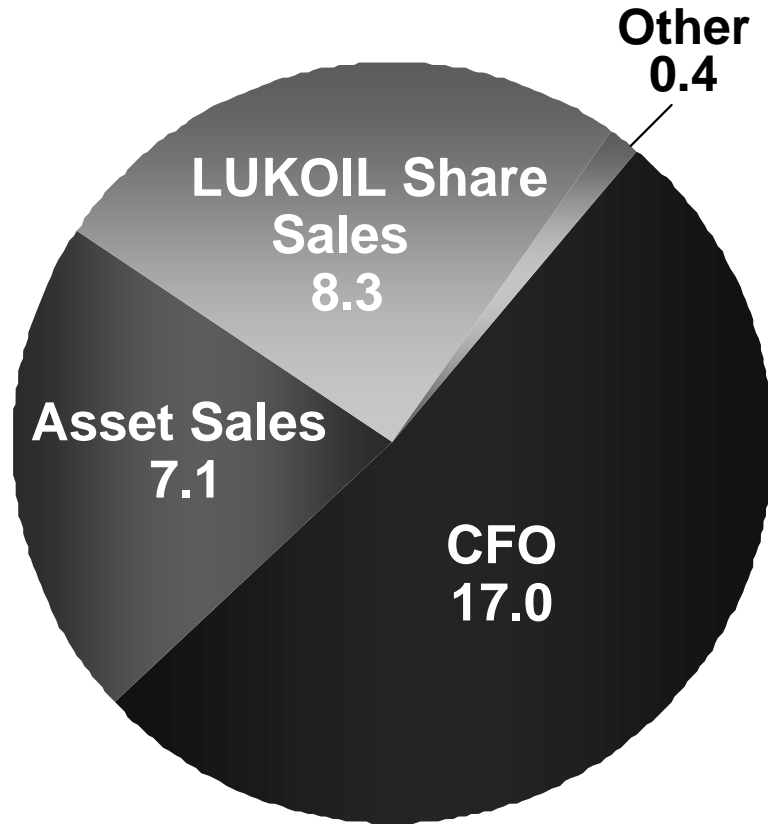
* Cash provided by operating activities was \$6.2 billion in the fourth quarter of 2010.

** Includes cash of \$9.5 billion and short-term investments of \$0.97 billion.

Sources and Uses of Cash

2010

\$B



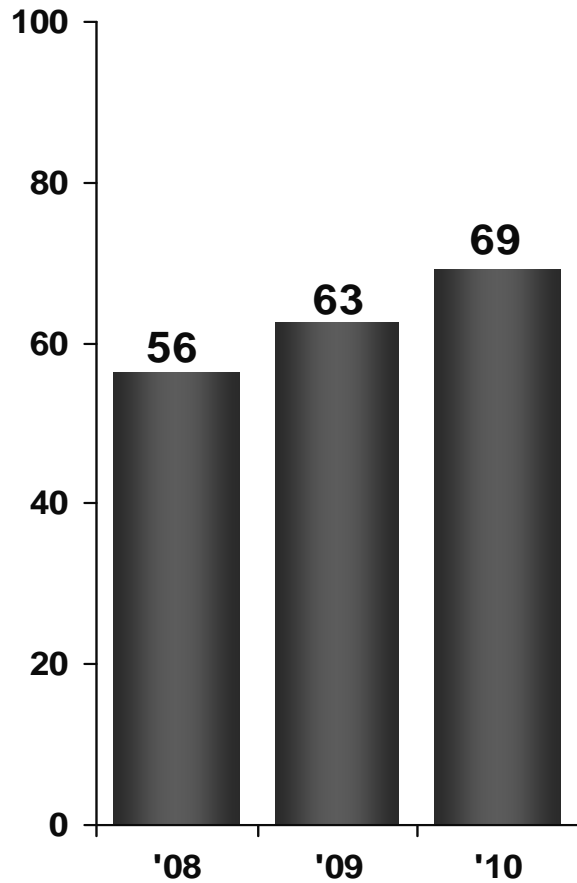
Sources of Cash



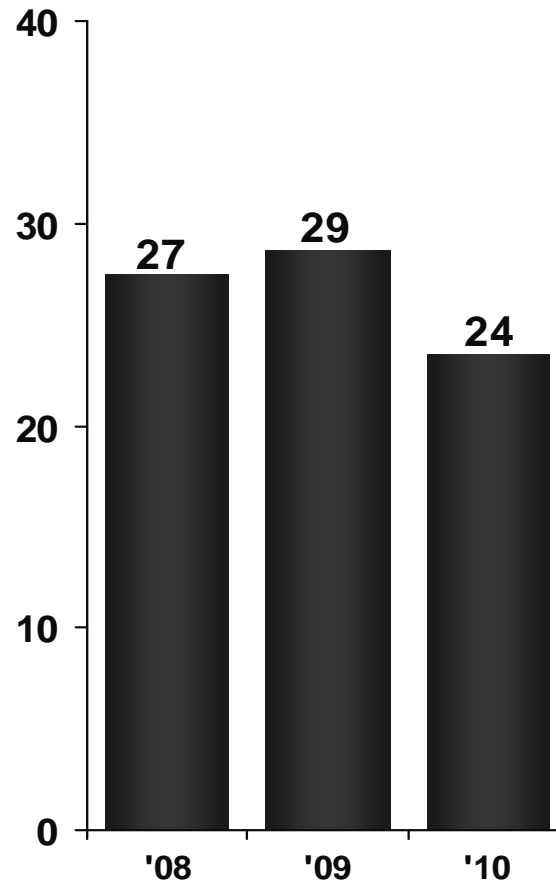
Uses of Cash

Total
\$32.8

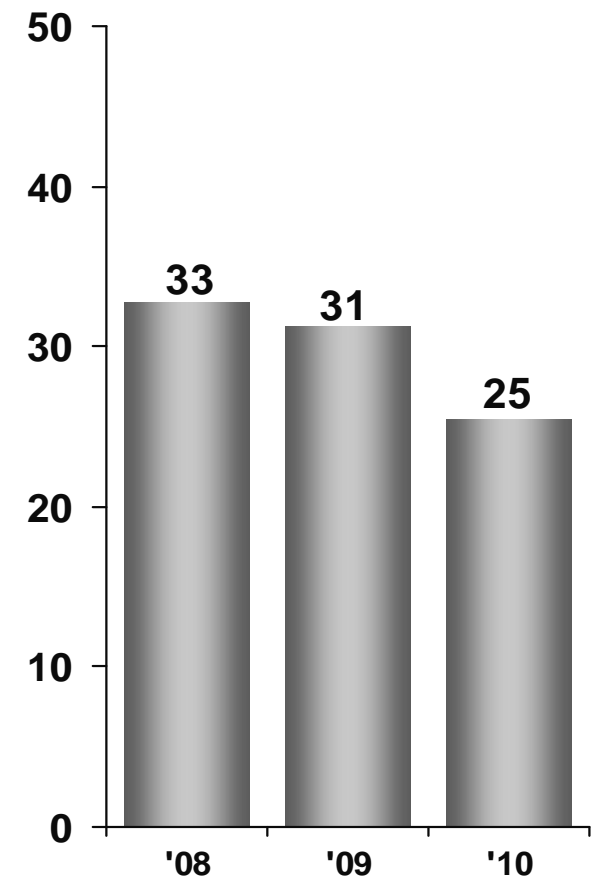
Capital Structure



Equity \$B



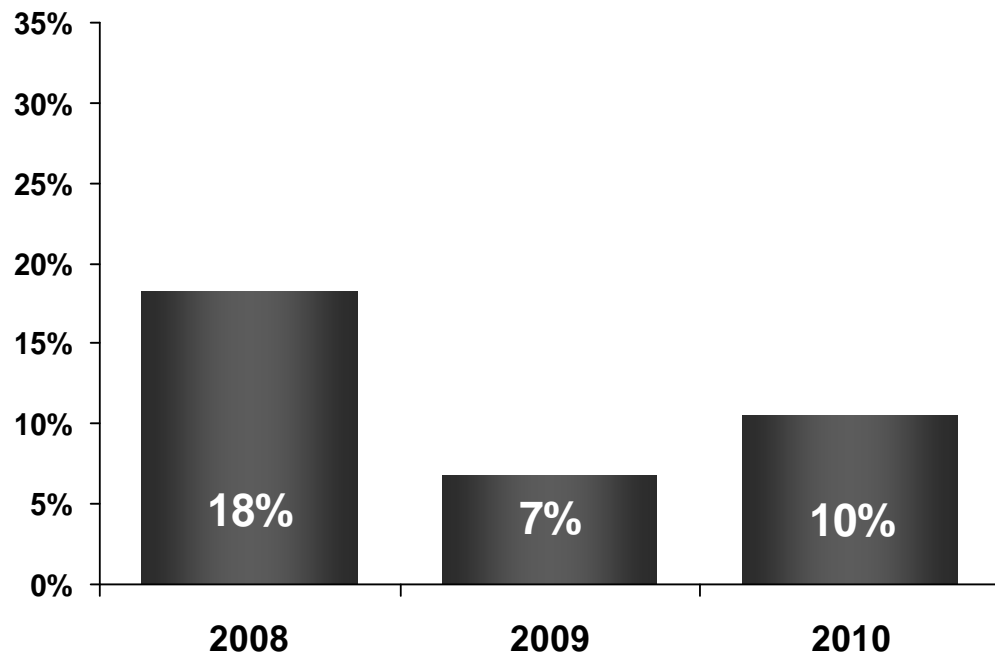
**Balance Sheet
Debt \$B**



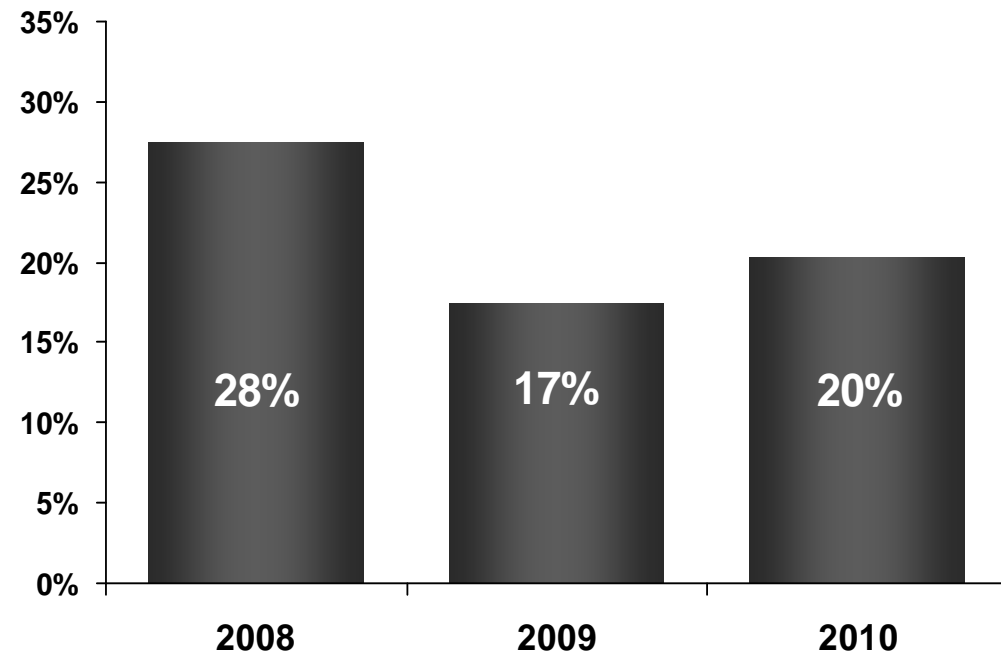
**Debt-to-Capital
Ratio %**

ROCE/CROCE

Return on Capital Employed



Cash Return on Capital Employed



*Income adjusted to exclude certain non-core earnings impacts. See Appendix for Non-GAAP reconciliations.
ConocoPhillips 2008 and 2009 recast to reflect one-quarter lag basis for recording equity earnings for LUKOIL.*

Outlook

- **Operations**
- **Exploration and Project Updates**
- **March 23, 2011 Analyst meeting**

ConocoPhillips

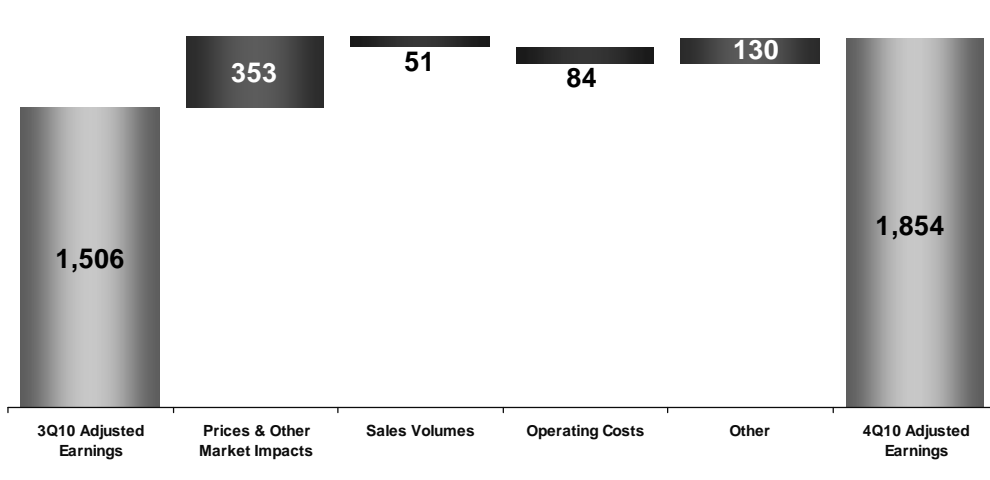
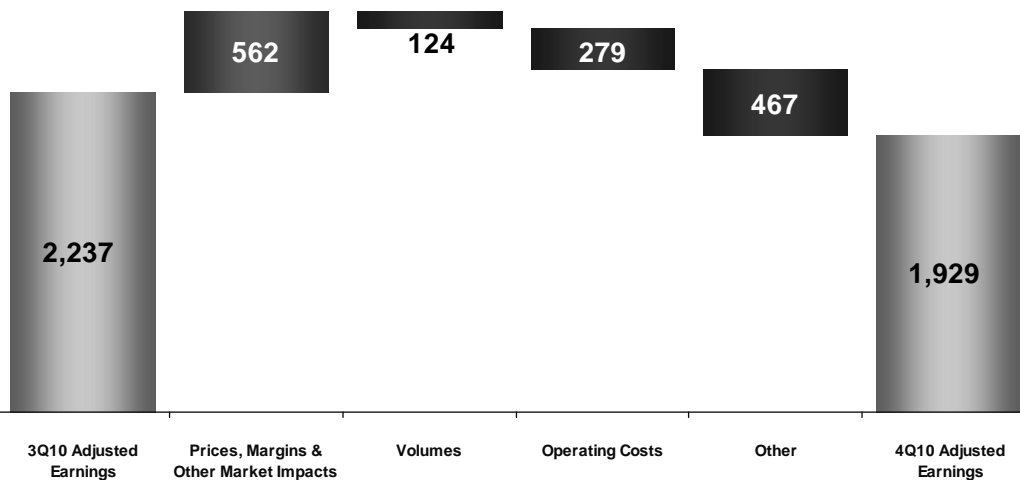


Appendix

4Q10 vs. 3Q10

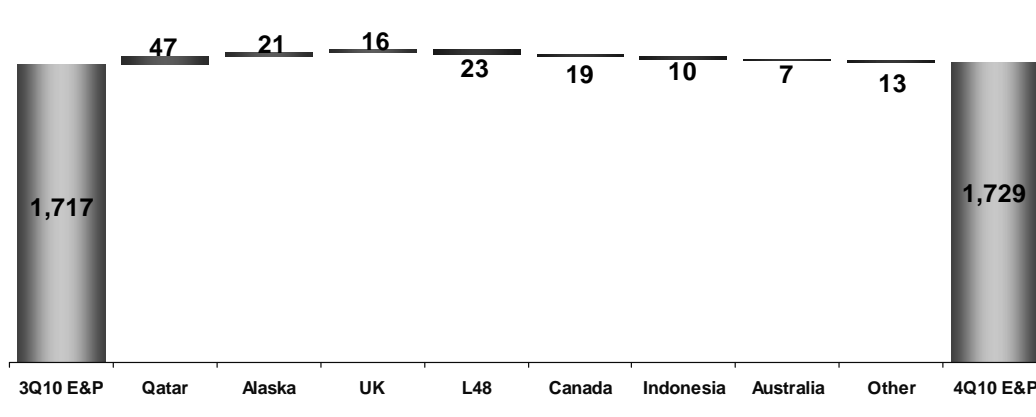
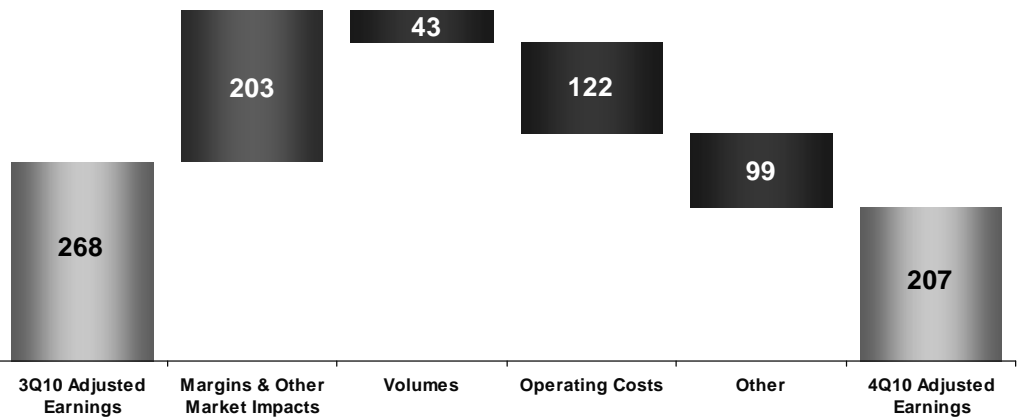
Total Company Adjusted Earnings (\$MM)

E&P Adjusted Earnings (\$MM)



R&M Adjusted Earnings (\$MM)

Production (MBOED)



COP Non-GAAP Reconciliations

| Millions of dollars, except per share amounts | 2010 | | | | 2009 | | | |
|--|----------|---------|-------|-------|------|------|-------|-------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q |
| Consolidated | | | | | | | | |
| Earnings | \$ 2,098 | 4,164 | 3,055 | 2,041 | 800 | 859 | 1,470 | 1,285 |
| Less: | | | | | | | | |
| Impairments | - | 1,118 | - | 638 | - | 123 | 33 | 573 |
| Cancelled projects | 110 | 4 | - | - | - | - | - | - |
| Net gain on asset sales/share issuance | - | (2,894) | (906) | (718) | (88) | - | (32) | (55) |
| Severance accruals | - | 28 | - | - | - | - | (40) | - |
| Pending claims and settlements | - | 71 | (26) | (32) | - | - | - | - |
| Deferred tax adjustment | - | (40) | - | - | - | - | - | - |
| Premium on early debt retirement | - | - | 114 | - | - | - | - | - |
| Adjusted earnings | \$ 2,208 | 2,451 | 2,237 | 1,929 | 712 | 982 | 1,431 | 1,803 |
| Earnings per share of common stock | \$ 1.40 | 2.77 | 2.05 | 1.39 | 0.54 | 0.57 | 0.97 | 0.86 |
| Adjusted earnings per share of common stock | 1.47 | 1.63 | 1.50 | 1.32 | 0.48 | 0.66 | 0.95 | 1.20 |
| E&P | | | | | | | | |
| Earnings | \$ 1,832 | 4,114 | 1,564 | 1,688 | 700 | 725 | 978 | 1,201 |
| Less: | | | | | | | | |
| Impairments | - | - | - | 638 | - | 51 | - | 562 |
| Cancelled project | 83 | 2 | - | - | - | - | - | - |
| Net gain on asset sales | - | (2,679) | (32) | (440) | - | - | - | (55) |
| Severance accruals | - | - | - | - | - | - | (31) | - |
| Pending claims and settlements | - | 82 | (26) | (32) | - | - | - | - |
| Deferred tax adjustment | - | (40) | - | - | - | - | - | - |
| Adjusted earnings | \$ 1,915 | 1,479 | 1,506 | 1,854 | 700 | 776 | 947 | 1,708 |
| U.S. E&P | | | | | | | | |
| Earnings | \$ 757 | 536 | 563 | 912 | 173 | 336 | 327 | 667 |
| Less: | | | | | | | | |
| Severance accruals | - | - | - | - | - | - | (20) | 29 |
| Pending claims and settlements | - | 82 | - | - | - | - | - | - |
| Net gain on asset sales | - | - | (32) | (293) | - | - | - | - |
| Adjusted earnings | \$ 757 | 618 | 531 | 619 | 173 | 336 | 307 | 696 |
| International E&P | | | | | | | | |
| Earnings | \$ 1,075 | 3,578 | 1,001 | 776 | 527 | 389 | 651 | 534 |
| Less: | | | | | | | | |
| Impairments | - | - | - | 638 | - | 51 | - | 533 |
| Cancelled project | 83 | 2 | - | - | - | - | - | - |
| Net gain on asset sales | - | (2,679) | - | (147) | - | - | - | (55) |
| Severance accruals | - | - | - | - | - | - | (11) | - |
| Deferred tax adjustment | - | (40) | - | - | - | - | - | - |
| Pending claims and settlements | - | - | (26) | (32) | - | - | - | - |
| Adjusted earnings | \$ 1,158 | 861 | 975 | 1,235 | 527 | 440 | 640 | 1,012 |

Certain amounts for 2009 have been recast to reflect the change of recording the company's equity earnings for LUKOIL on a one-quarter lag basis.

COP Non-GAAP Reconciliations

| Millions of dollars | 2010 | | | | 2009 | | | |
|--|----------|---------|-------|-------|-------|-------|-------|-------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q |
| Midstream | | | | | | | | |
| Earnings | \$ 77 | 61 | 77 | 91 | 123 | 31 | 62 | 97 |
| Less: Gain on share issuance by equity affiliate | - | - | - | - | (88) | - | - | - |
| Adjusted earnings | \$ 77 | 61 | 77 | 91 | 35 | 31 | 62 | 97 |
| R&M | | | | | | | | |
| Earnings (loss) | \$ (4) | (279) | 268 | 207 | 205 | (52) | 99 | (215) |
| Less: | | | | | | | | |
| Impairments | - | 1,118 | - | - | - | 72 | 33 | 11 |
| Cancelled project | 25 | 4 | - | - | - | - | - | - |
| Net gain on asset sales | - | (116) | - | - | - | - | (32) | - |
| Severance accruals | - | 28 | - | - | - | - | (6) | - |
| Pending claims and settlements | - | (35) | - | - | - | - | - | - |
| Adjusted earnings | \$ 21 | 720 | 268 | 207 | 205 | 20 | 94 | (204) |
| U.S. R&M | | | | | | | | |
| Earnings (loss) | \$ 12 | 782 | 199 | 29 | 98 | (38) | 73 | (325) |
| Less: | | | | | | | | |
| Impairments | - | 8 | - | - | - | - | 33 | - |
| Net gain on asset sales | - | (116) | - | - | - | 72 | (32) | - |
| Severance accruals | - | - | - | - | - | - | (6) | 11 |
| Pending claims and settlements | - | (35) | - | - | - | - | - | - |
| Adjusted earnings | \$ 12 | 639 | 199 | 29 | 98 | 34 | 68 | (314) |
| International R&M | | | | | | | | |
| Earnings (loss) | \$ (16) | (1,061) | 69 | 178 | 107 | (14) | 26 | 110 |
| Less: | | | | | | | | |
| Impairments | - | 1,110 | - | - | - | - | - | - |
| Cancelled project | 25 | 4 | - | - | - | - | - | - |
| Severance accruals | - | 28 | - | - | - | - | - | - |
| Adjusted earnings (loss) | \$ 9 | 81 | 69 | 178 | 107 | (14) | 26 | 110 |
| LUKOIL Investment | | | | | | | | |
| Earnings | \$ 387 | 529 | 1,310 | 277 | 8 | 243 | 512 | 456 |
| Less: Net gain on asset sales | - | (99) | (874) | (278) | - | - | - | - |
| Adjusted earnings | \$ 387 | 430 | 436 | (1) | 8 | 243 | 512 | 456 |
| Corporate | | | | | | | | |
| Earnings (loss) | \$ (310) | (389) | (276) | (305) | (259) | (157) | (283) | (311) |
| Less: | | | | | | | | |
| Cancelled project | 2 | (2) | - | - | - | - | - | - |
| Severance accruals | - | - | - | - | - | - | (3) | - |
| Pending claims and settlements | - | 24 | - | - | - | - | - | - |
| Premium on early debt retirement | - | - | 114 | - | - | - | - | - |
| Adjusted earnings (loss) | \$ (308) | (367) | (162) | (305) | (259) | (157) | (286) | (311) |

Certain amounts for 2009 have been recast to reflect the change of recording the company's equity earnings for LUKOIL on a one-quarter lag basis.

COP Non-GAAP Reconciliations

Consolidated COP CROCE

| | <u>2008</u> | <u>2009</u> | <u>4Q10</u> | <u>2010</u> |
|--|-----------------|---------------|--------------|---------------|
| Numerator | | | | |
| EBIDA ^a | (6,659) | 14,624 | 4,446 | 21,248 |
| non-core earnings impacts | <u>(33,480)</u> | <u>(616)</u> | <u>112</u> | <u>2,533</u> |
| adjusted EBIDA | <u>26,821</u> | <u>15,240</u> | <u>4,334</u> | <u>18,715</u> |
| GAAP CFOA ^b | <u>22,658</u> | <u>12,479</u> | <u>6,191</u> | <u>17,045</u> |
| difference ^c | (4,163) | (2,761) | 1,857 | (1,670) |
| Denominator | | | | |
| GAAP average capital employed ^d | 97,457 | 87,493 | 93,109 | 91,983 |
| Annualized CROCE | 28% | 17% | 19% | 20% |
| Annualized CFOA / ACE | 23% | 14% | 27% | 19% |

(a) Net income plus DD&A and after-tax interest expense

(b) Cash flows from operating activities

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

(d) Total equity plus total debt.

ROCE

| | <u>2008</u> | <u>2009</u> | <u>2010</u> |
|--|-----------------|--------------|---------------|
| Numerator | | | |
| Net income | (16,279) | 4,492 | 11,417 |
| After-tax interest expense | <u>608</u> | <u>838</u> | <u>772</u> |
| GAAP ROCE earnings | <u>(15,671)</u> | <u>5,330</u> | <u>12,189</u> |
| Non-core earnings impacts | <u>(33,480)</u> | <u>(616)</u> | <u>2,533</u> |
| Adjusted earnings | 17,809 | 5,946 | 9,656 |
| Denominator | | | |
| GAAP average capital employed ^a | 97,457 | 87,493 | 91,983 |
| Annualized ROCE | 18% | 7% | 10% |
| Annualized GAAP ROCE | -16% | 6% | 13% |

(a) Total equity plus total debt.

COP Non-GAAP Reconciliations

| | <u>1Q09</u> | <u>2Q09</u> | <u>3Q09</u> | <u>4Q09</u> | <u>1Q10</u> | <u>2Q10</u> | <u>3Q10</u> | <u>4Q10</u> |
|---|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| GAAP E&P Net Income* - \$MM | 700 | 725 | 978 | 1,201 | 1,832 | 4,114 | 1,564 | 1,688 |
| GAAP E&P Net Income* - \$ / BOE | 4.04 | 4.25 | 5.93 | 7.14 | 11.14 | 26.09 | 9.90 | 10.61 |
| <u>non-core earnings impacts - \$MM</u> | | | | | | | | |
| gains and (losses) on asset dispositions | - | - | - | 55 | - | 2,679 | 32 | 440 |
| asset impairments | - | (51) | - | (562) | (83) | (2) | - | (638) |
| tax legislation / regulatory / other | - | (37) | 31 | - | - | (42) | 26 | 32 |
| E&P Income - \$ / BOE | 4.04 | 4.77 | 5.75 | 10.16 | 11.64 | 9.38 | 9.53 | 11.66 |
| E&P DD&A - \$ / BOE | <u>11.51</u> | <u>12.48</u> | <u>12.63</u> | <u>12.69</u> | <u>12.59</u> | <u>12.90</u> | <u>12.77</u> | <u>12.41</u> |
| E&P Cash Contribution - \$ / BOE | 15.55 | 17.25 | 18.38 | 22.85 | 24.23 | 22.28 | 22.30 | 24.07 |

| | <u>1Q09</u> | <u>2Q09</u> | <u>3Q09</u> | <u>4Q09</u> | <u>1Q10</u> | <u>2Q10</u> | <u>3Q10</u> | <u>4Q10</u> |
|---|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| GAAP E&P CFOA - \$MM | 2,270 | 1,838 | 3,672 | 3,314 | 4,693 | 3,297 | 4,342 | 2,887 |
| GAAP E&P CFOA - \$ / BOE | 13.10 | 10.78 | 22.29 | 19.72 | 28.55 | 20.91 | 27.48 | 18.14 |
| <u>excluded GAAP items - \$MM</u> | | | | | | | | |
| non-cash working capital | (339) | (728) | 277 | (764) | 916 | 608 | 1,524 | (607) |
| non-working capital adjustments** | (86) | (374) | 366 | 236 | (210) | (823) | 69 | (336) |
| E&P Cash Contribution - \$ / BOE | 15.55 | 17.25 | 18.38 | 22.85 | 24.23 | 22.28 | 22.30 | 24.07 |

* Attributable to ConocoPhillips.

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

COP Non-GAAP Reconciliations

E&P - ROCE

2010

Numerator

| | |
|----------------------------|--------------|
| Net income | 9,198 |
| After-tax interest expense | <u>91</u> |
| GAAP ROCE earnings | 9,289 |
| Non-core earnings impacts | <u>2,444</u> |
| Adjusted earnings | 6,845 |

Denominator

| | |
|--|--------|
| GAAP average capital employed ^a | 58,511 |
|--|--------|

Annualized ROCE 12%

Annualized GAAP ROCE 16%

R&M - ROCE

2010

Numerator

| | |
|----------------------------|----------------|
| Net income | 192 |
| After-tax interest expense | <u>0</u> |
| GAAP ROCE earnings | 192 |
| Non-core earnings impacts | <u>(1,024)</u> |
| Adjusted earnings | 1,216 |

Denominator

| | |
|--|--------|
| GAAP average capital employed ^a | 22,439 |
|--|--------|

Annualized ROCE 5%

Annualized GAAP ROCE 1%

(a) Total equity plus total debt.