



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

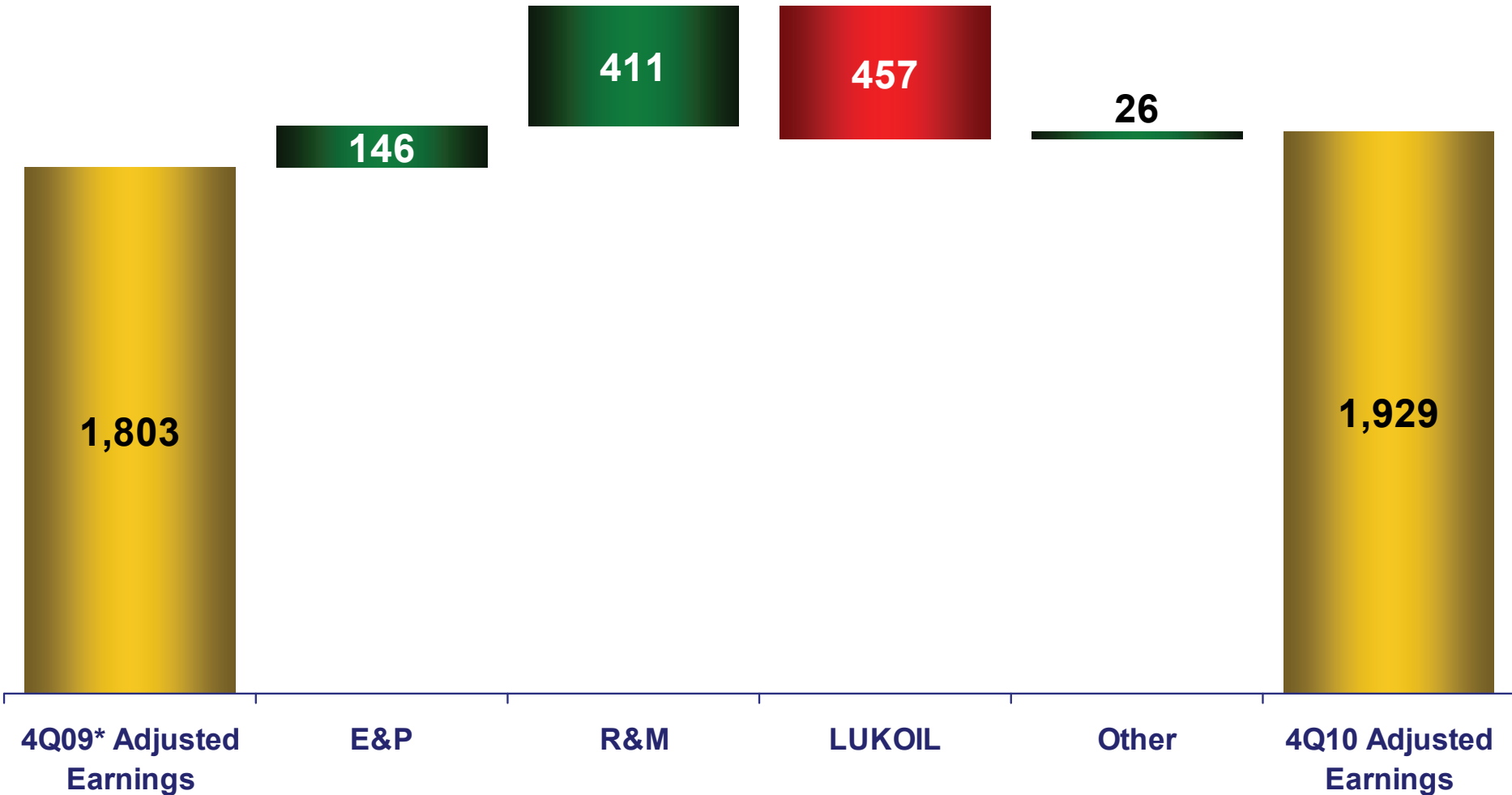
**Cash Return On
Capital Employed
19%**

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

Company Adjusted Earnings

4Q10 vs. 4Q09

\$MM

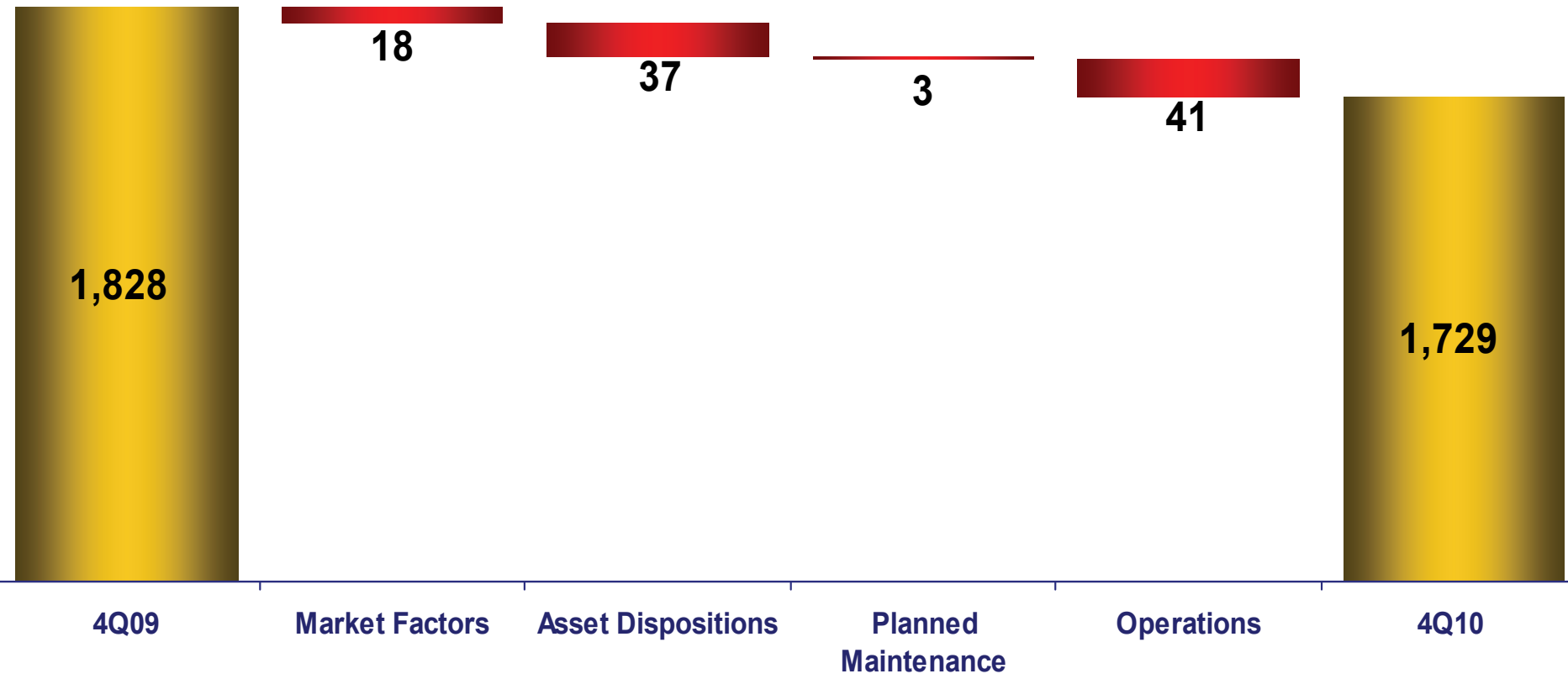


* Recast to reflect one-quarter lag basis for recording equity earnings for LUKOIL.
See Appendix for Non-GAAP reconciliations.

E&P Production

4Q10 vs. 4Q09

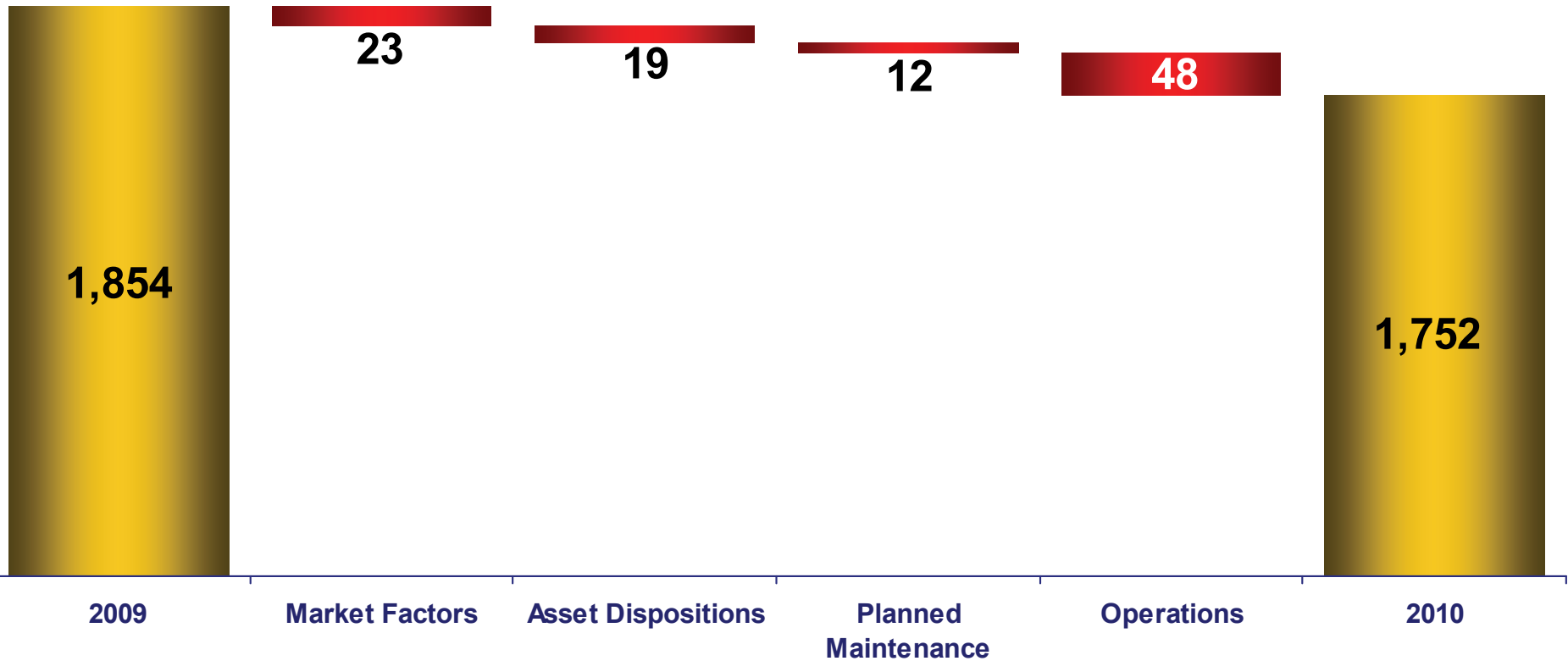
MBOED



E&P Production

2010 vs. 2009

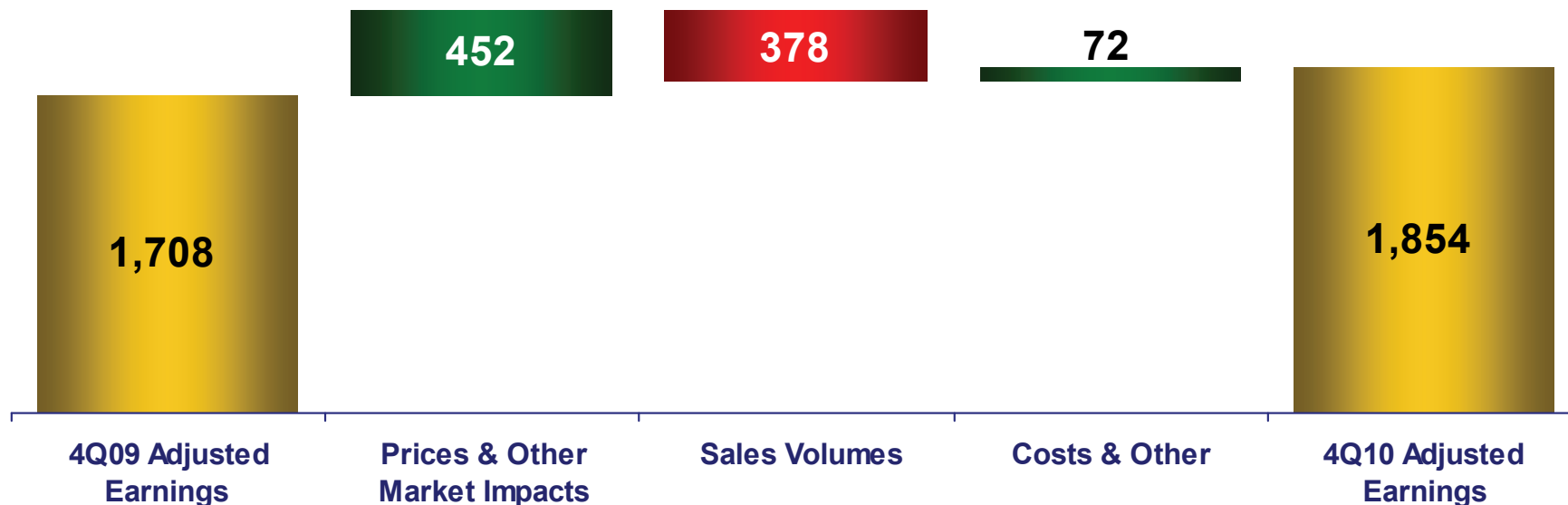
MBOED



E&P Adjusted Earnings

4Q10 vs. 4Q09

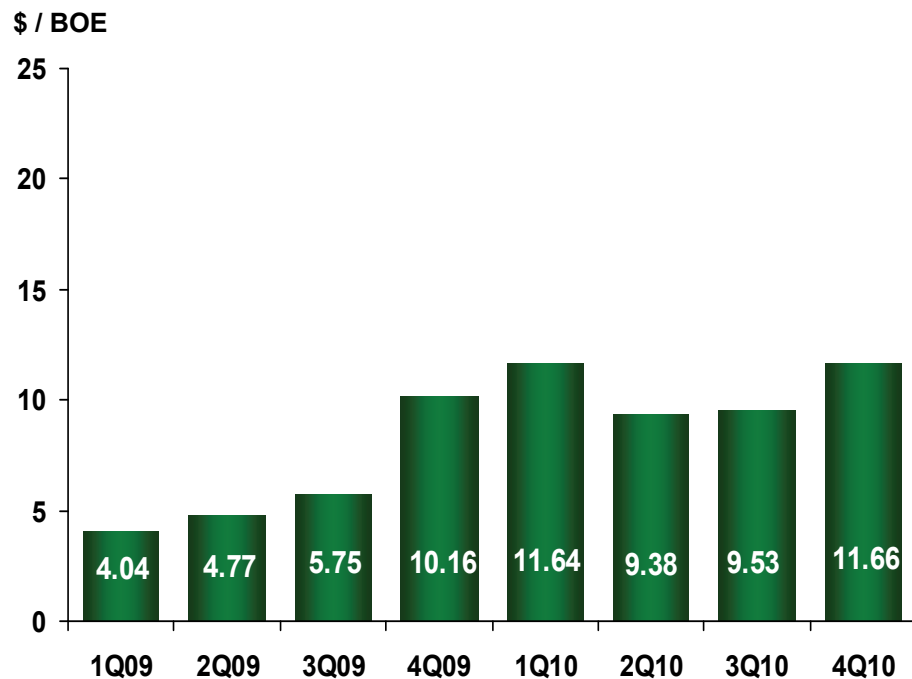
\$MM



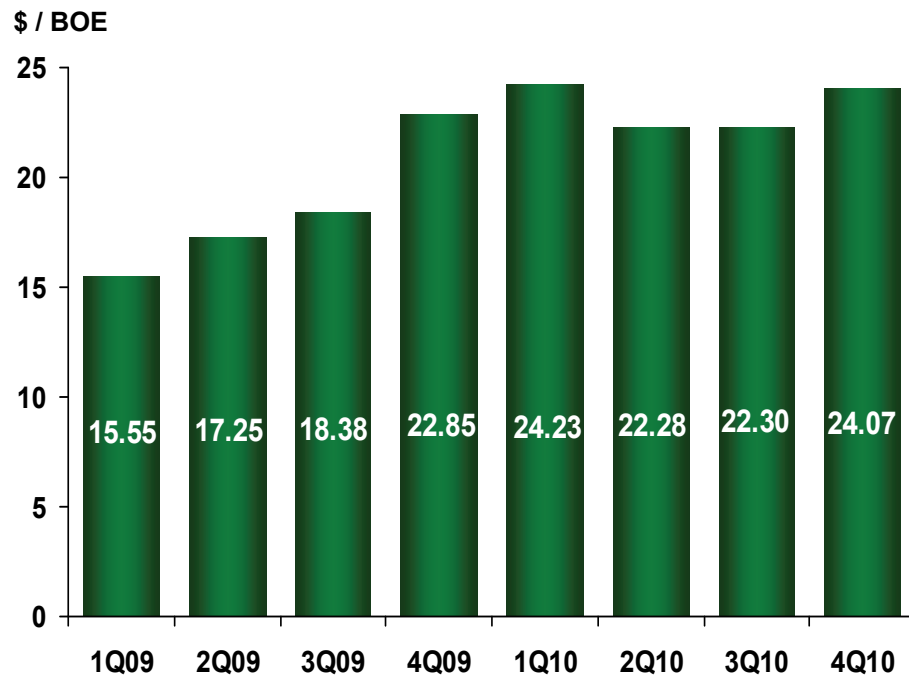
Adjusted Earnings	4Q10 vs.		Realized Prices	4Q10 vs.			
	4Q09	4Q10		4Q09	4Q10	4Q09	
U.S.	696	619	(77)	Crude Oil/NGL \$/BBL	68.78	78.76	9.98
Intl.	<u>1,012</u>	<u>1,235</u>	<u>223</u>	Bitumen \$/BBL	54.14	54.79	0.65
Total	1,708	1,854	146	Natural Gas \$/MCF	4.82	4.95	0.13

E&P per BOE Metrics

E&P Income per BOE



E&P Cash Contribution per BOE

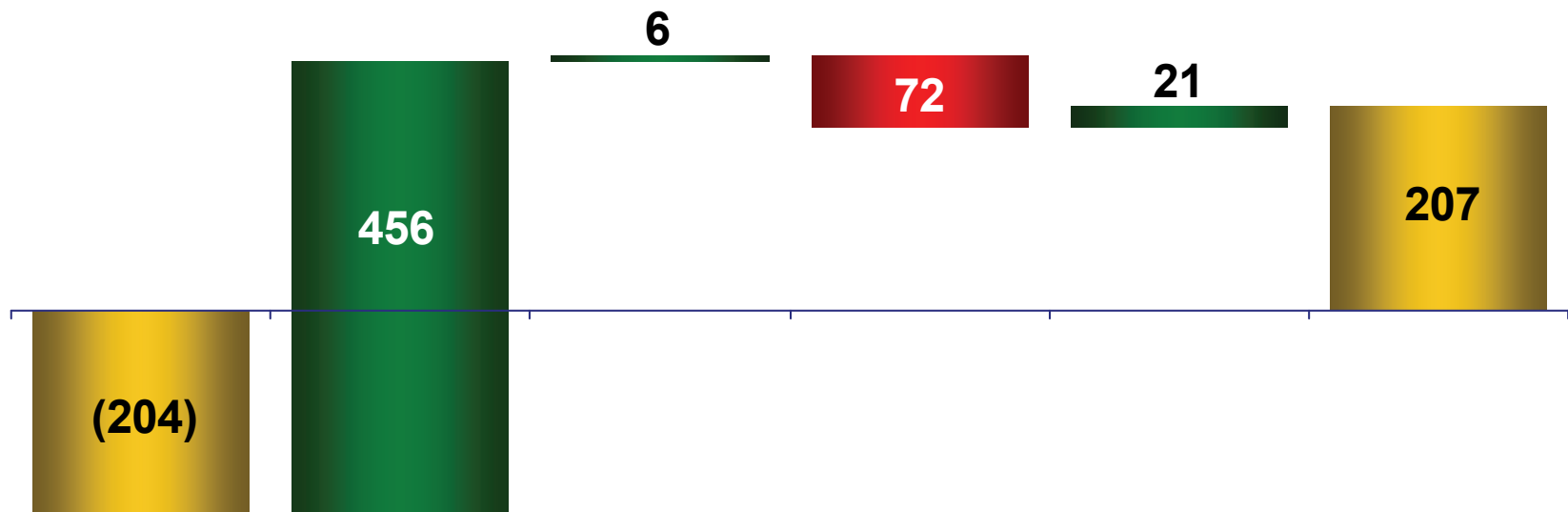


Based on total E&P BOE production. Income adjusted to exclude certain non-core earnings impacts.
Cash Contribution is calculated as Income plus DD&A. See Appendix for additional information.

R&M Adjusted Earnings

4Q10 vs. 4Q09

\$MM



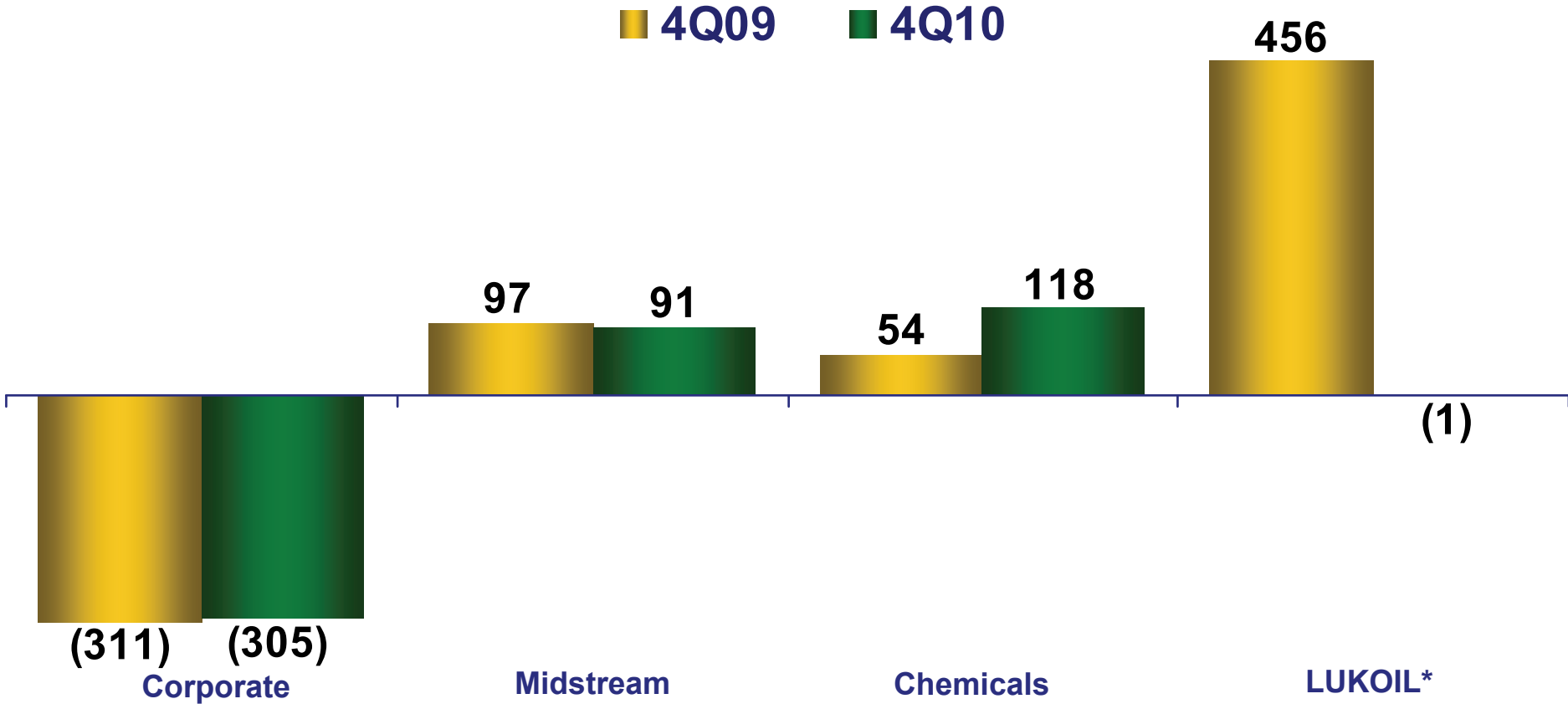
4Q09 Adjusted Earnings	Margins & Other Market Impacts		Volumes	Operating Costs	Other		4Q10 Adjusted Earnings
Adjusted Earnings	4Q09	4Q10	4Q10 vs. 4Q09	Realized Margins \$/BBL	4Q09	4Q10	4Q10 vs. 4Q09
U.S.	(314)	29	343	U.S.	3.48	7.55	4.07
Intl.	<u>110</u>	<u>178</u>	<u>68</u>	Intl.	9.39	14.37	4.98
Total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

Other Segments Adjusted Earnings

4Q10 vs. 4Q09

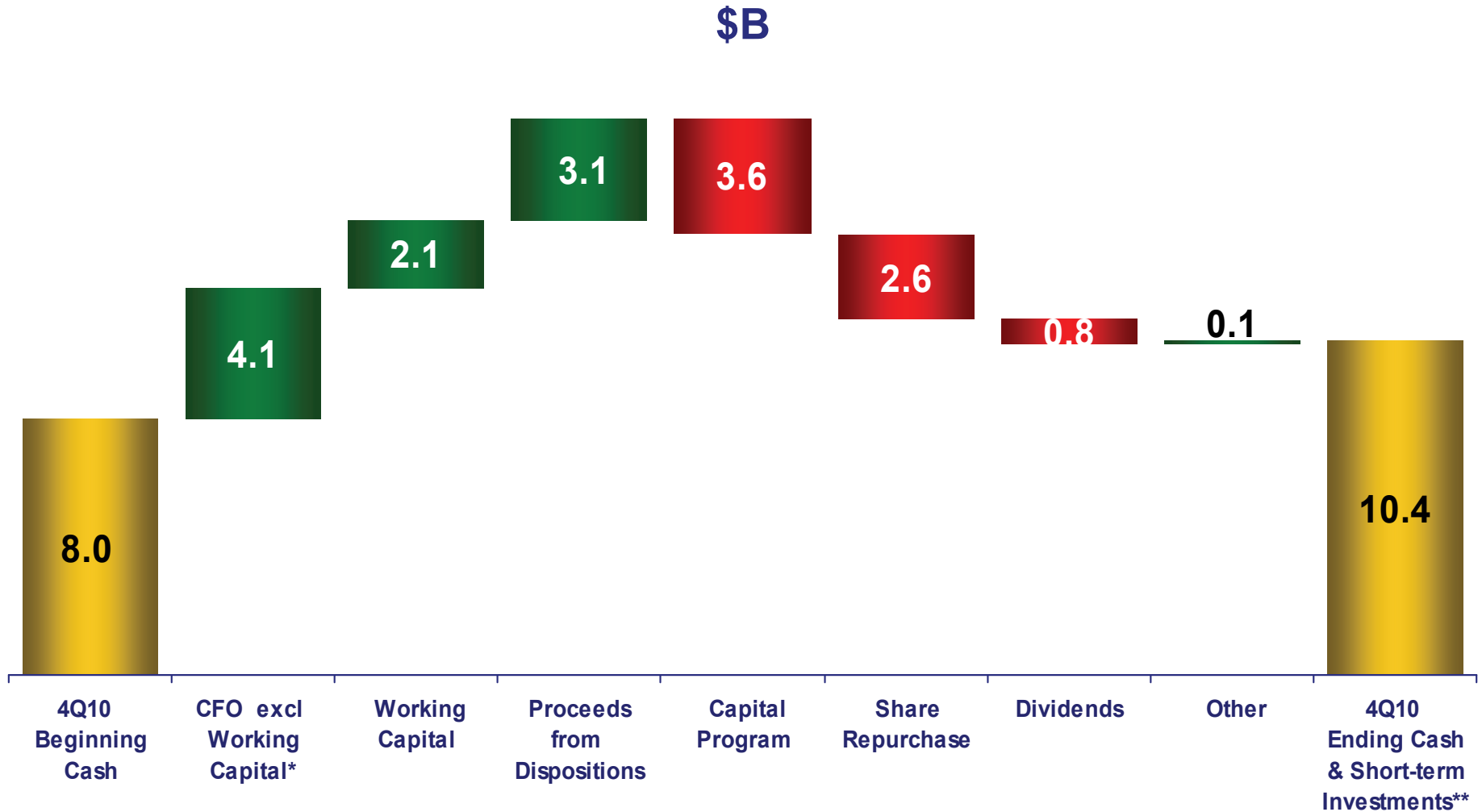
\$MM

■ 4Q09 ■ 4Q10



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

Company Cash Flow 4Q10

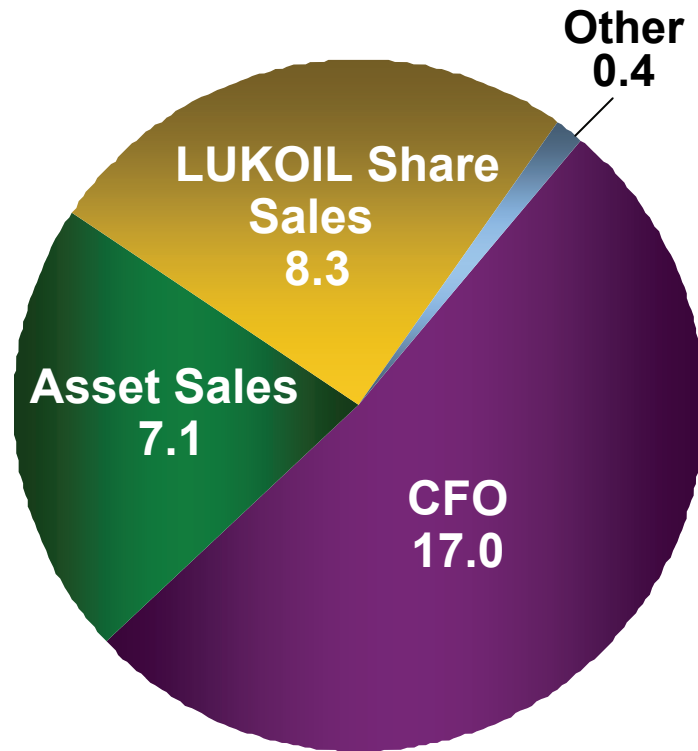


* Cash provided by operating activities was \$6.2 billion in the fourth quarter of 2010.

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

Sources and Uses of Cash 2010

\$B



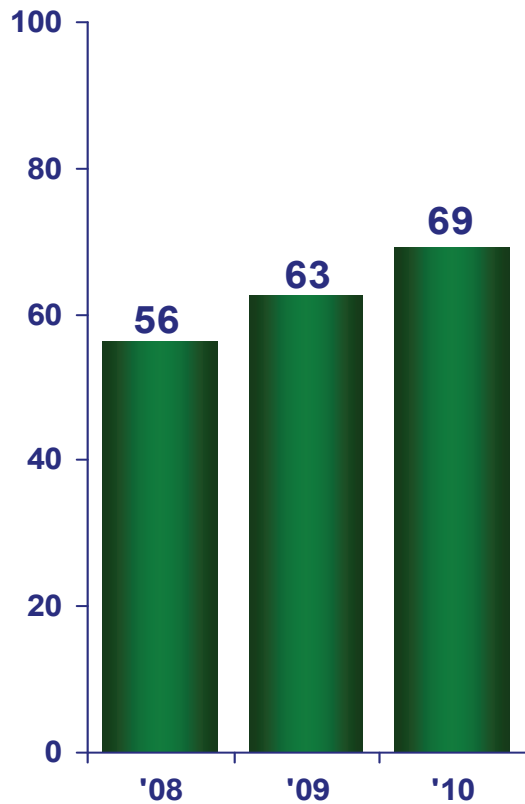
Sources of Cash



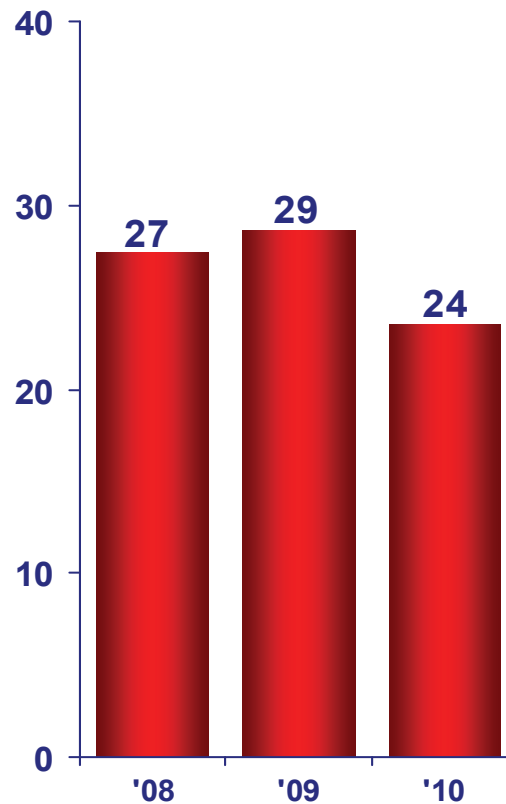
Uses of Cash

Total
\$32.8

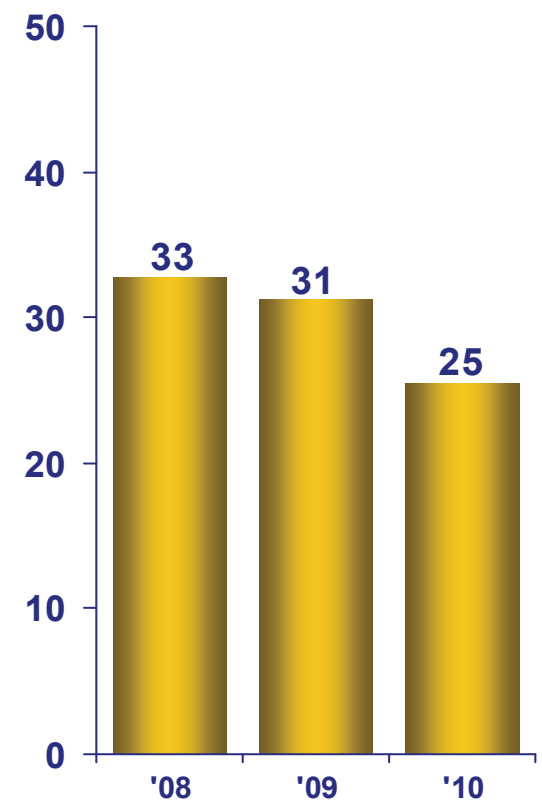
Capital Structure



Equity \$B



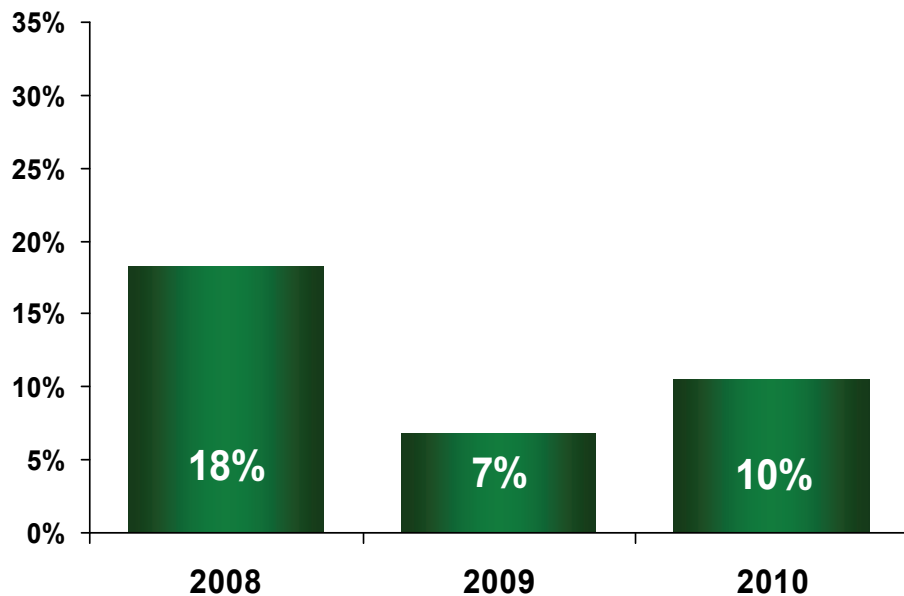
Balance Sheet
Debt \$B



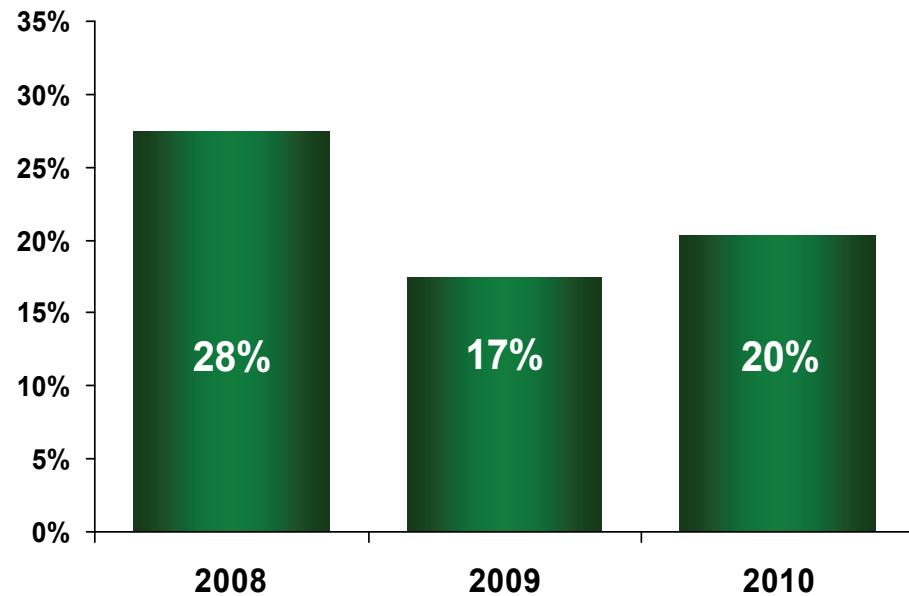
Debt-to-Capital
Ratio %

ROCE/CROCE

Return on Capital Employed



Cash Return on Capital Employed



Outlook

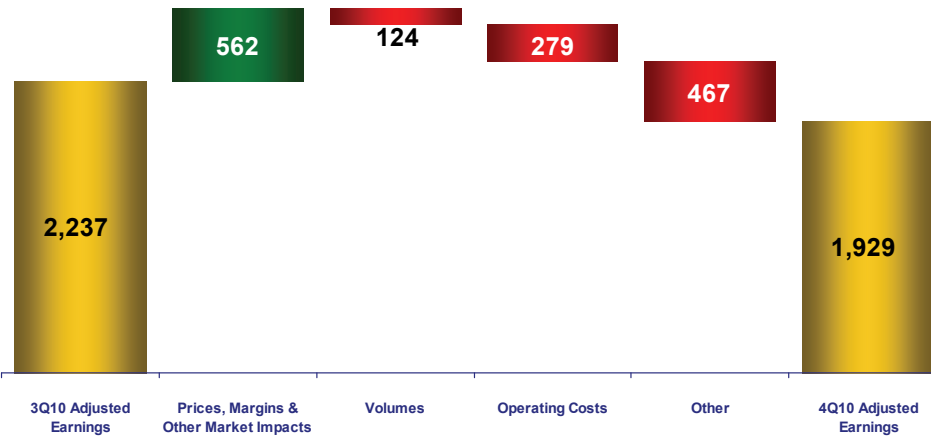
- **Operations**
- **Exploration and Project Updates**
- **March 23, 2011 Analyst meeting**



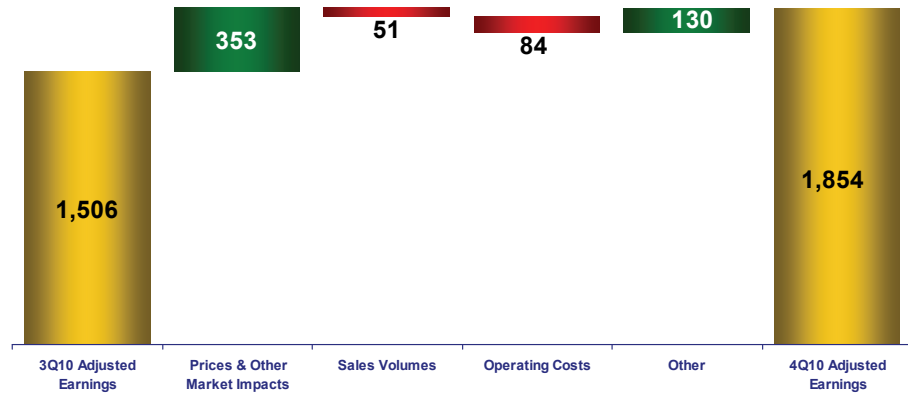
Appendix

4Q10 vs. 3Q10

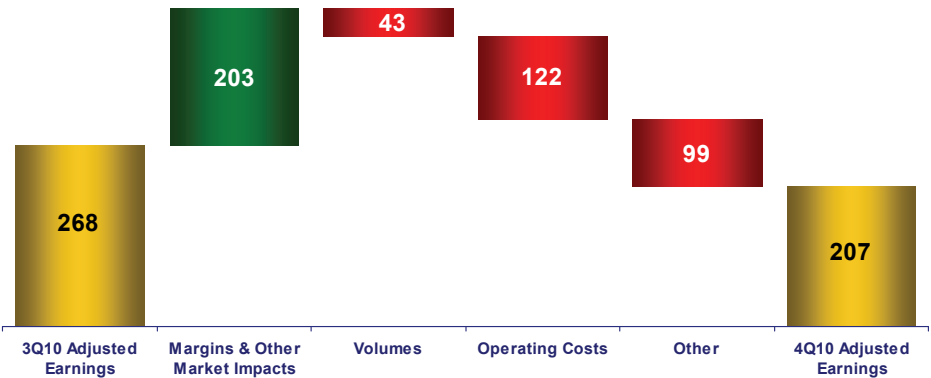
Total Company Adjusted Earnings (\$MM)



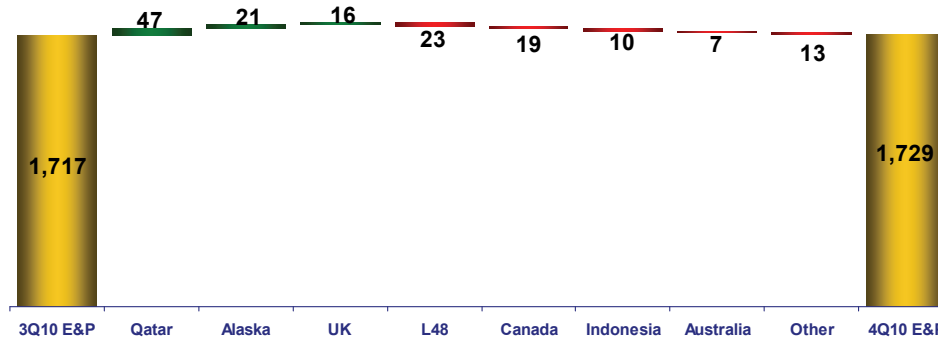
E&P Adjusted Earnings (\$MM)



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	(15,671)	5,330	12,189
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
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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
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Annualized ROCE 5%

Annualized GAAP ROCE 1%

(a) Total equity plus total debt.