

2nd Quarter 2011 Conference Call

July 27, 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).

Second-Quarter Overview

**Adjusted
Earnings
\$3.4 B**

\$2.41 EPS / \$4.44 CFPS

**Cash from
Operations
\$6.3 B**

1.64 MMBOED production

91% refining utilization

**Return on Capital
Employed
15%**

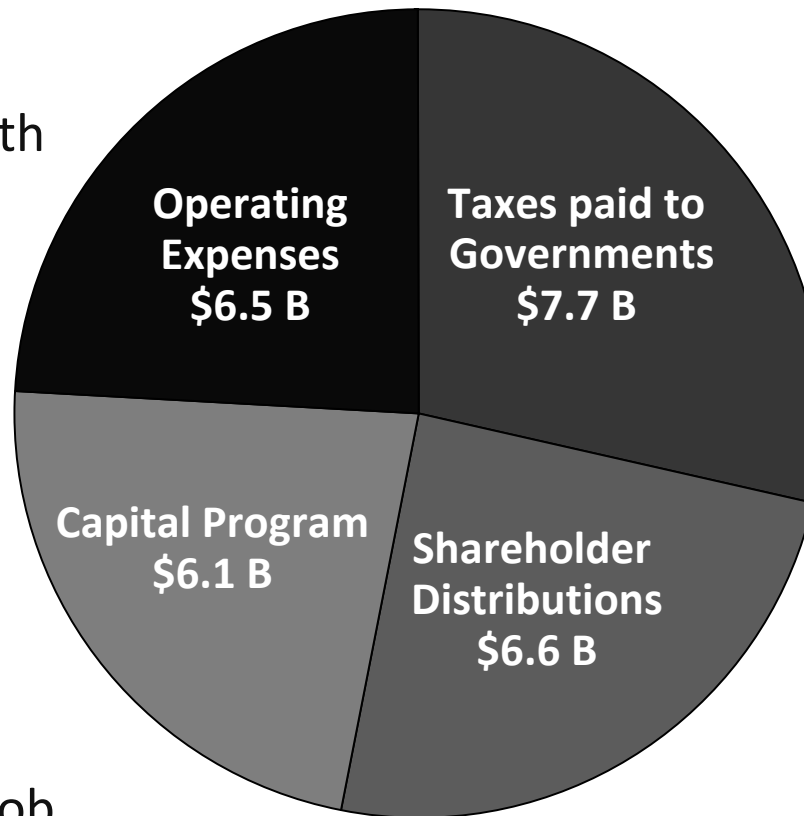
3% of shares repurchased

ConocoPhillips Economic Contribution

2011 Year-to-Date



- 30,000 jobs at ConocoPhillips
- Additional jobs with our suppliers and contractors



- Local, state, and federal governments
- Income, production, and severance taxes

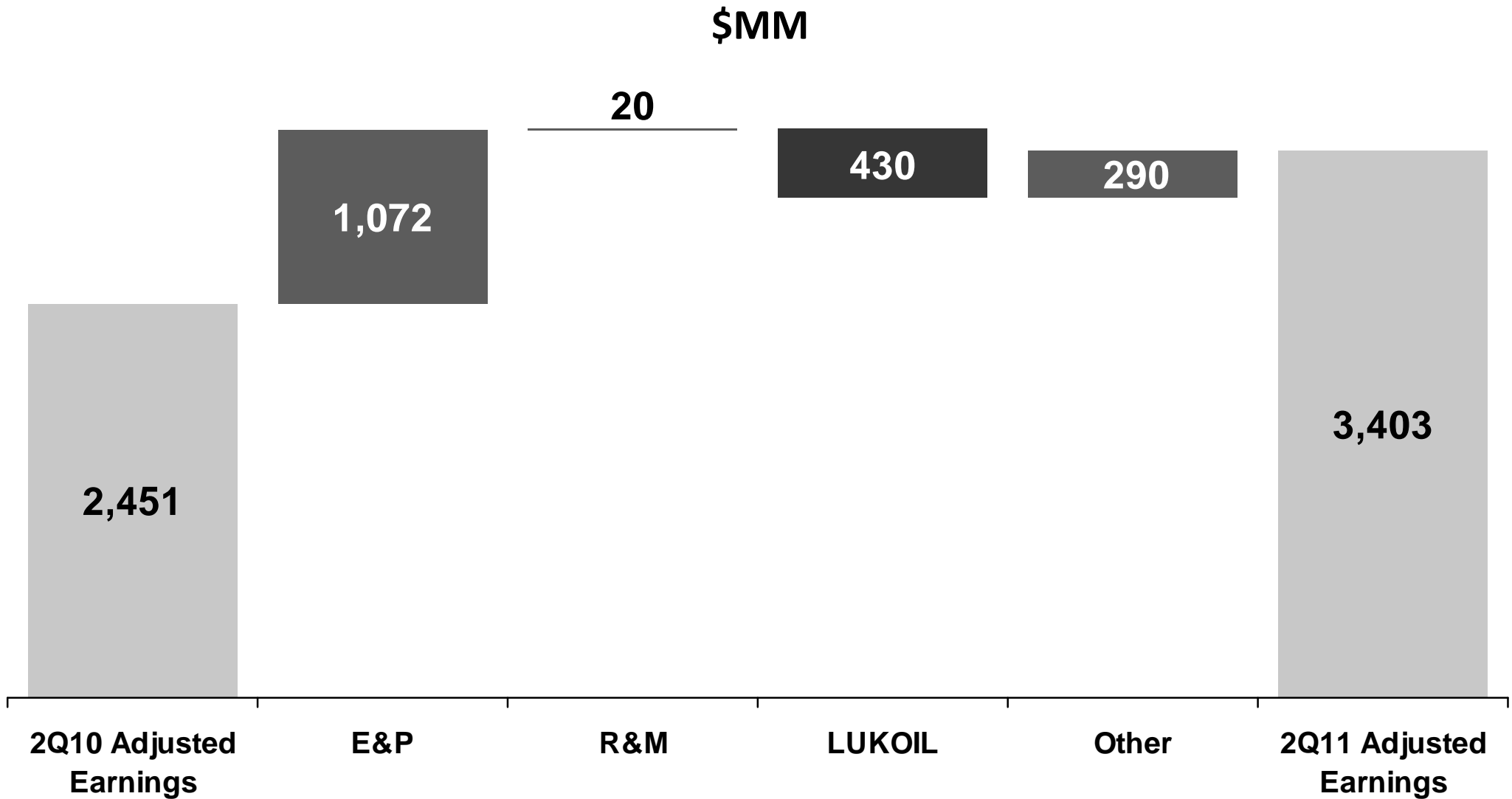
- Creating new energy supplies
- Fuels additional job creation

- Received by broad range of investors, including pension funds and millions of individual investors and retirees

Operating expenses include production and operating expenses; selling, general and administrative expenses; and exploration expenses excluding dry holes and leasehold impairment.

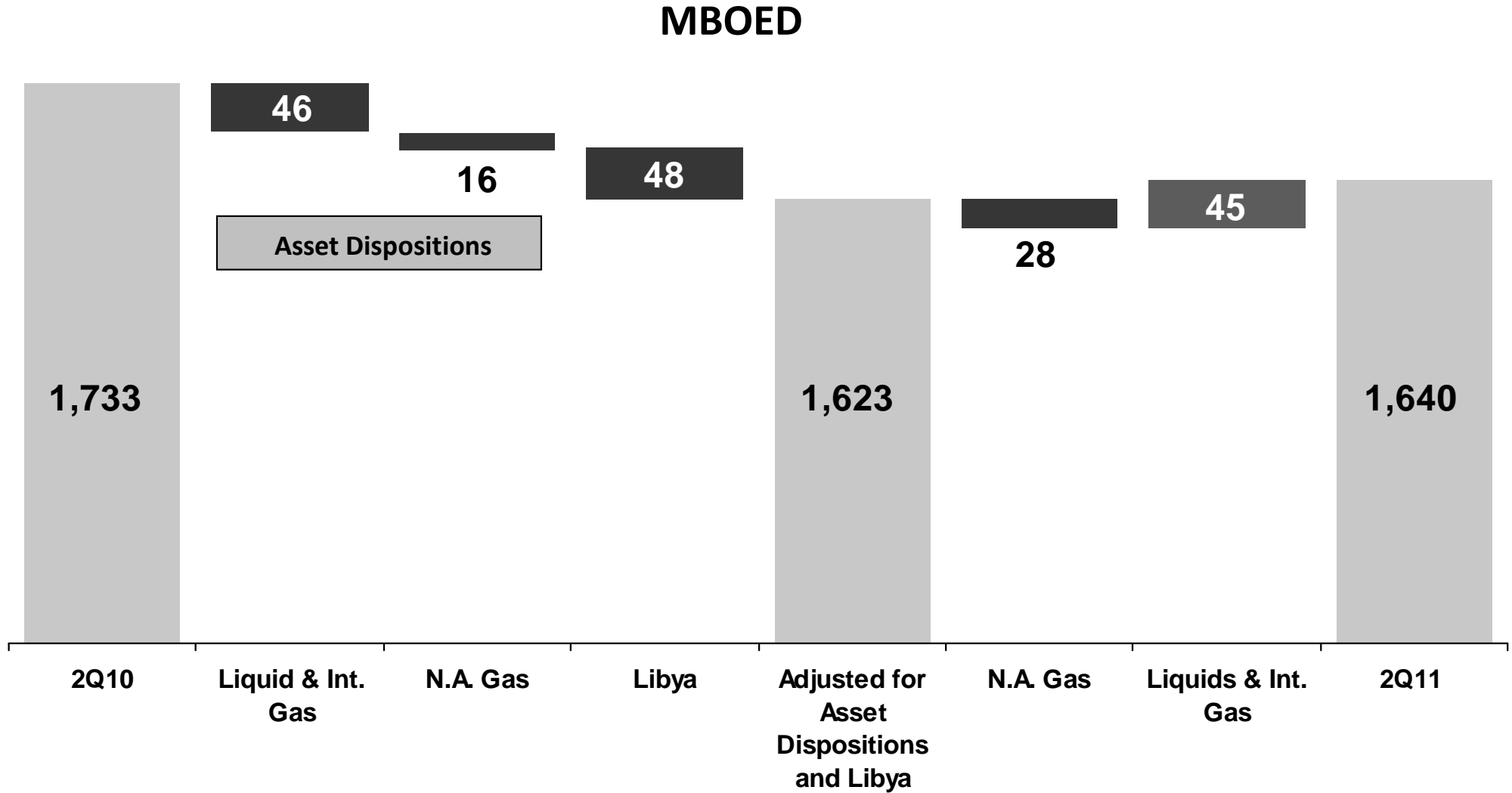
Company Adjusted Earnings

2Q11 vs. 2Q10



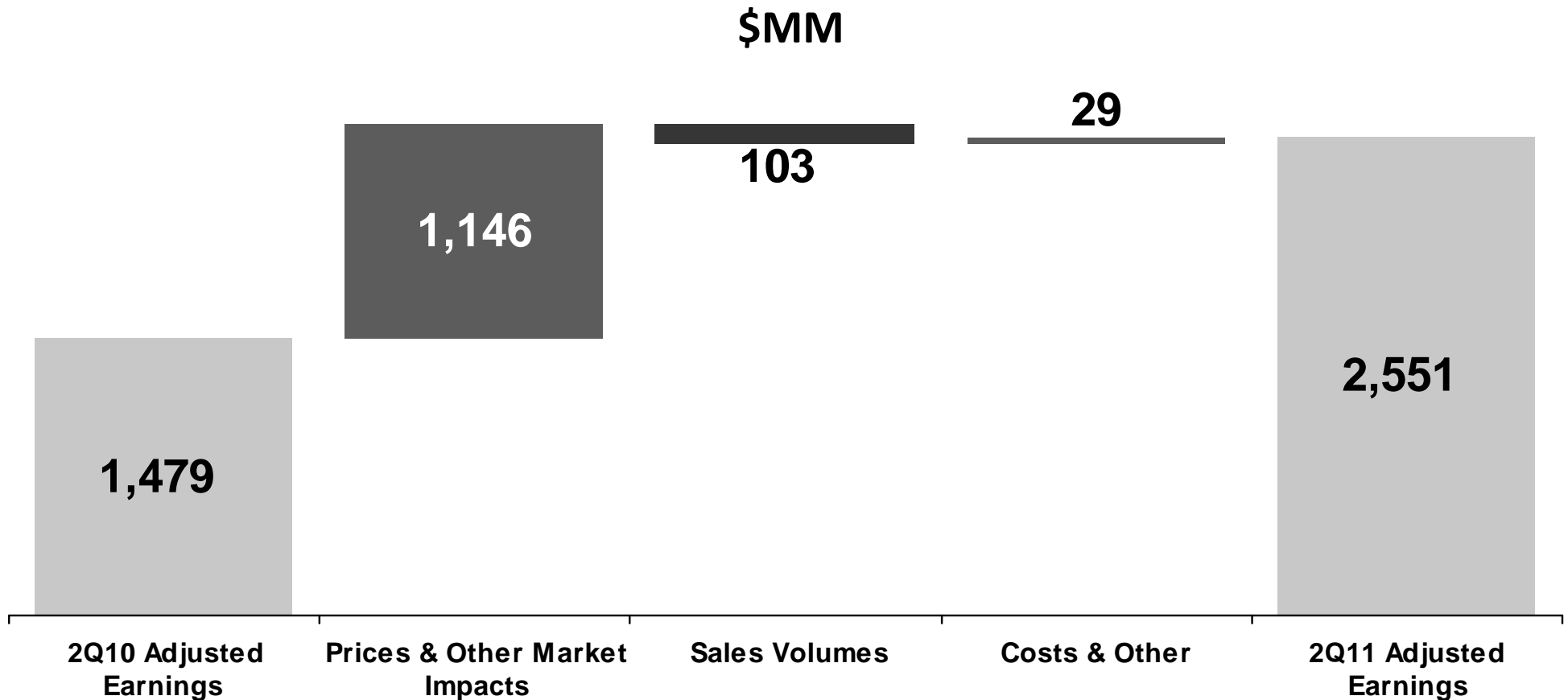
E&P Production

2Q11 vs. 2Q10



E&P Adjusted Earnings

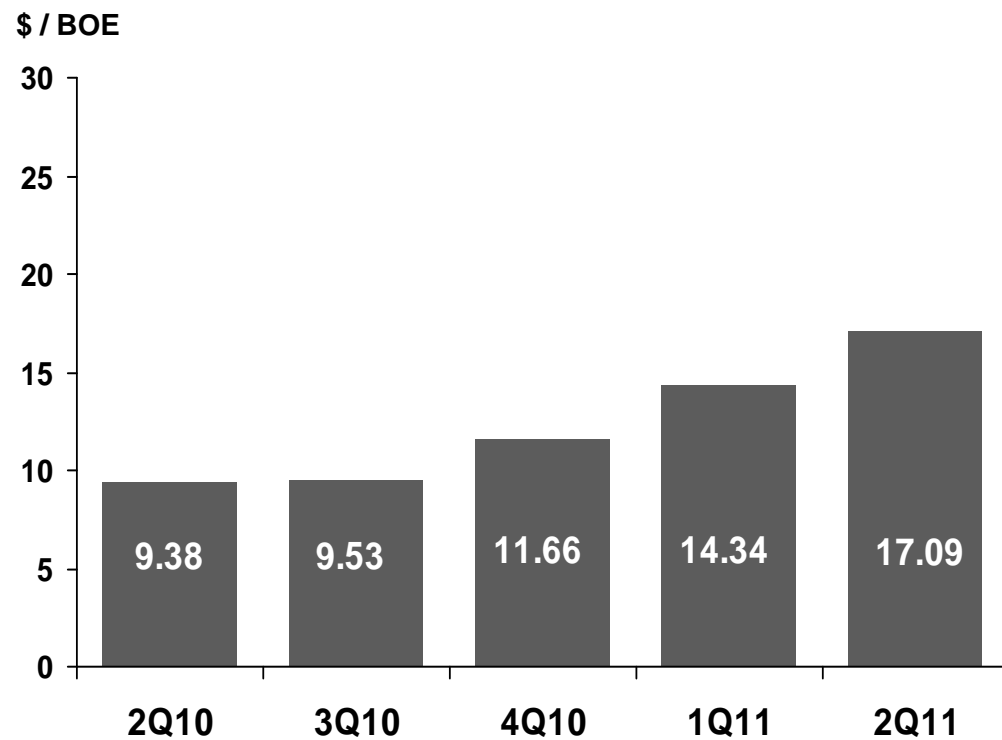
2Q11 vs. 2Q10



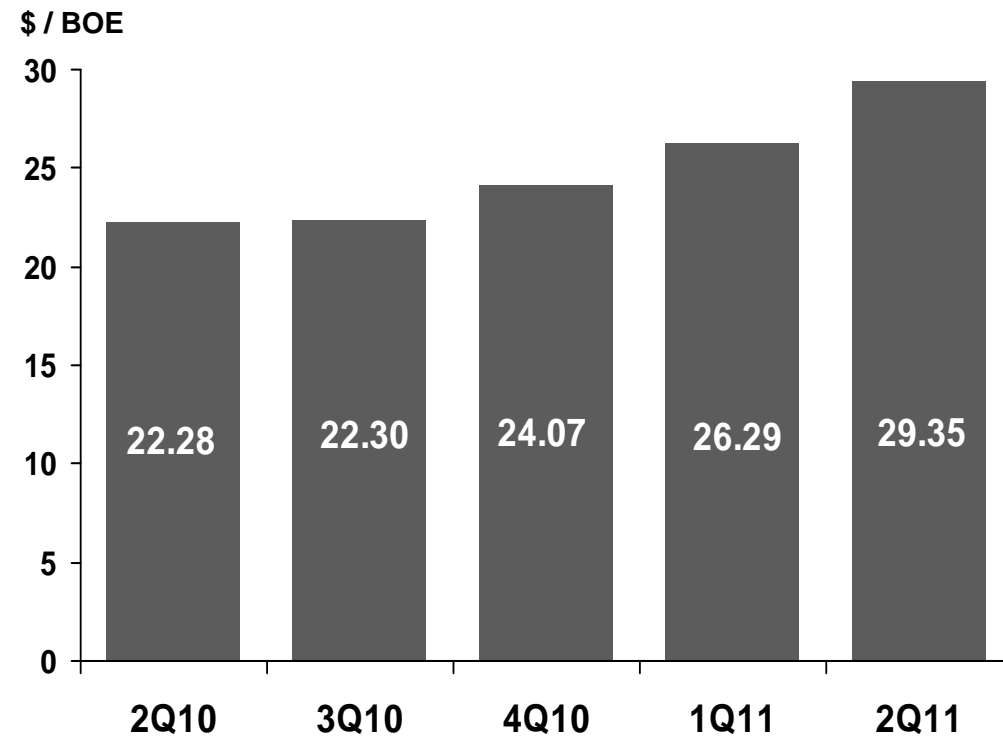
Adjusted Earnings	2Q11 vs.		Realized Prices	2Q11 vs.			
	2Q10	2Q11		2Q10	2Q11		
U.S.	618	872	254	Crude Oil/NGL \$/BBL	71.09	103.90	32.81
Intl.	<u>861</u>	<u>1,679</u>	<u>818</u>	Bitumen \$/BBL	49.19	65.74	16.55
Total	1,479	2,551	1,072	Natural Gas \$/MCF	4.60	5.50	0.90

E&P per BOE Metrics

E&P Income per BOE



E&P Cash Contribution per BOE



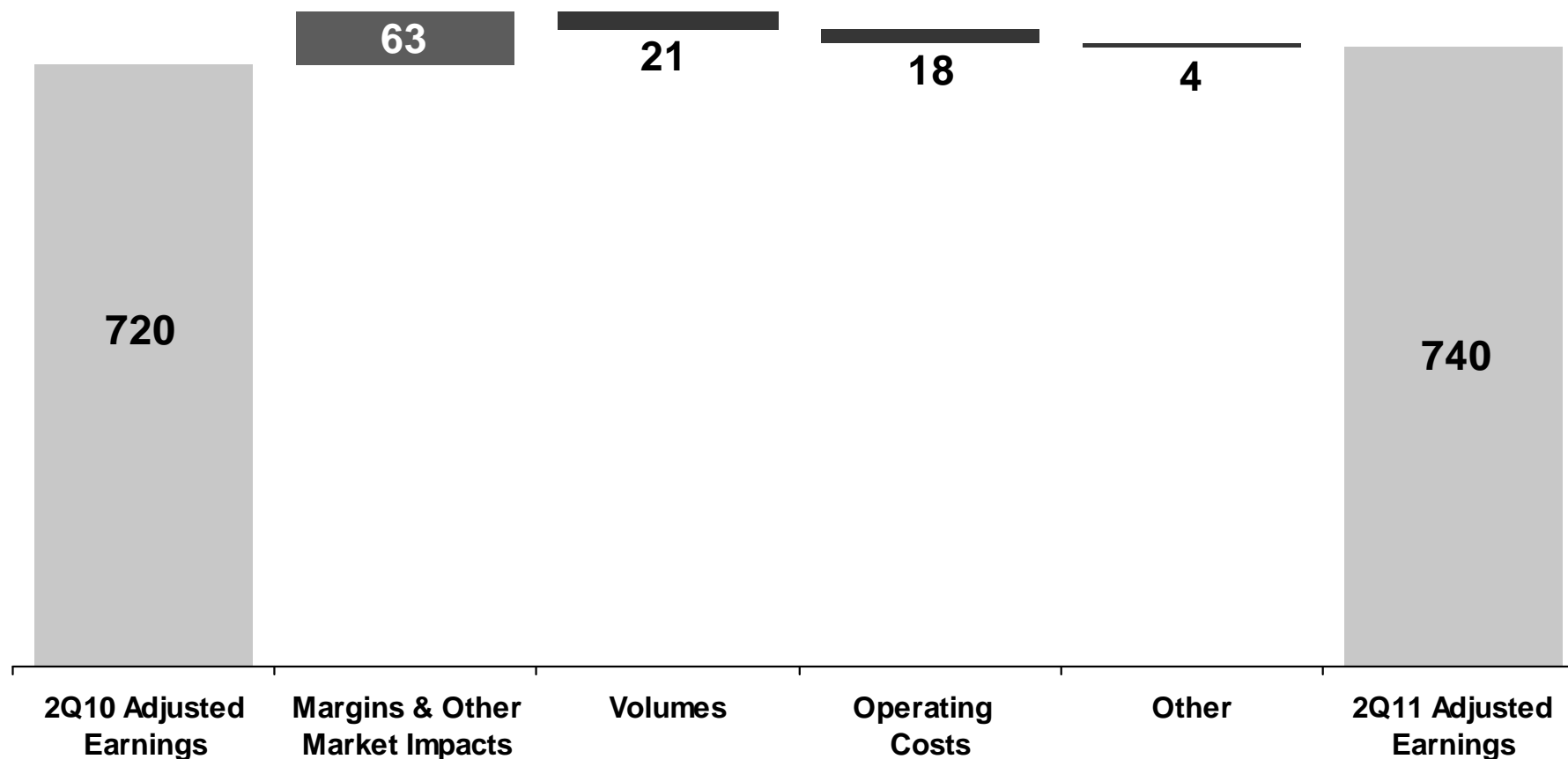
*Based on total E&P BOE production. Income adjusted to exclude certain non-core earnings impacts.
Cash Contribution is calculated as Income plus DD&A. See Appendix for additional information.*

R&M Adjusted Earnings

2Q11 vs. 2Q10



\$MM

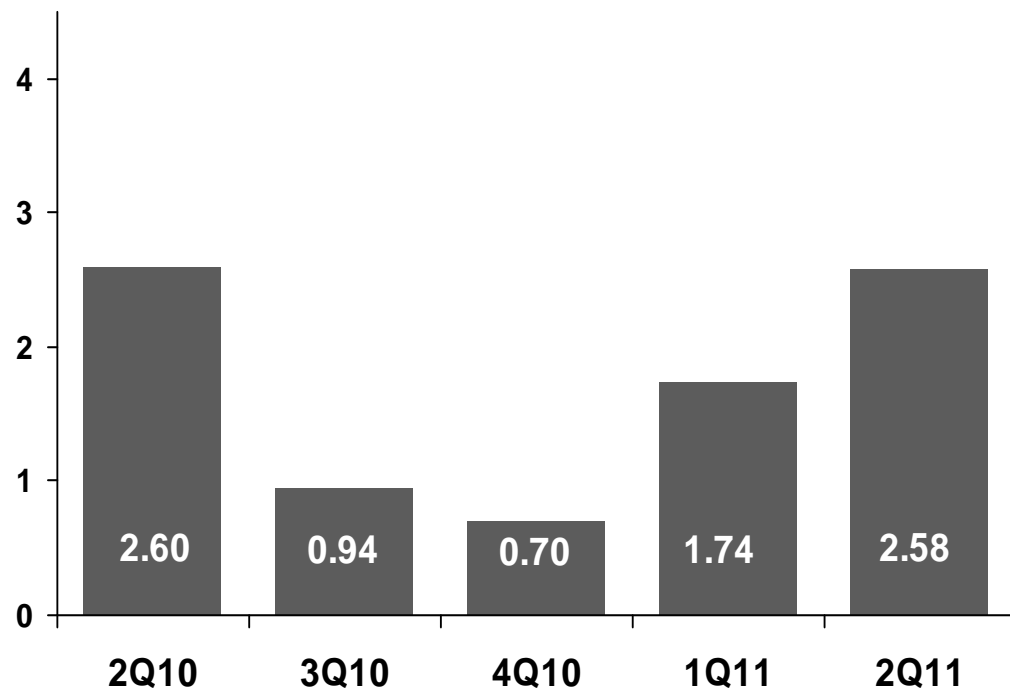


Adjusted Earnings	2Q11 vs. 2Q10		Realized Margins \$/BBL	2Q11 vs. 2Q10	
	2Q10	2Q11		2Q10	2Q11
U.S.	639	666	U.S.	10.40	11.70
Intl.	81	74	Intl.	13.82	7.75
Total	720	740			

R&M per BBL Metrics

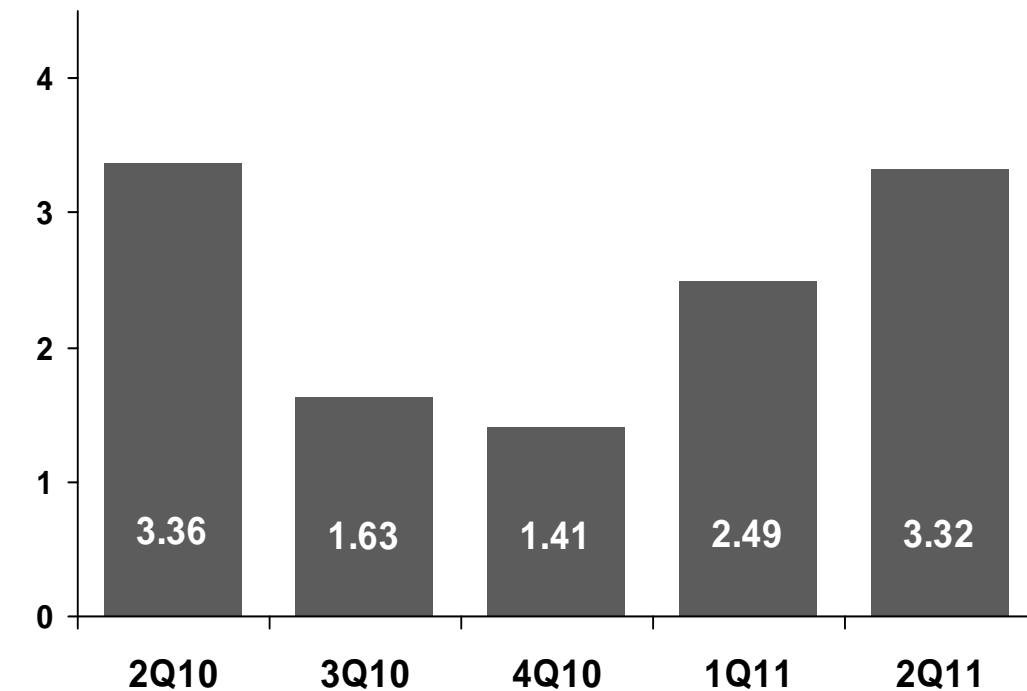
R&M Income per BBL

\$ / BBL



R&M Cash Contribution per BBL

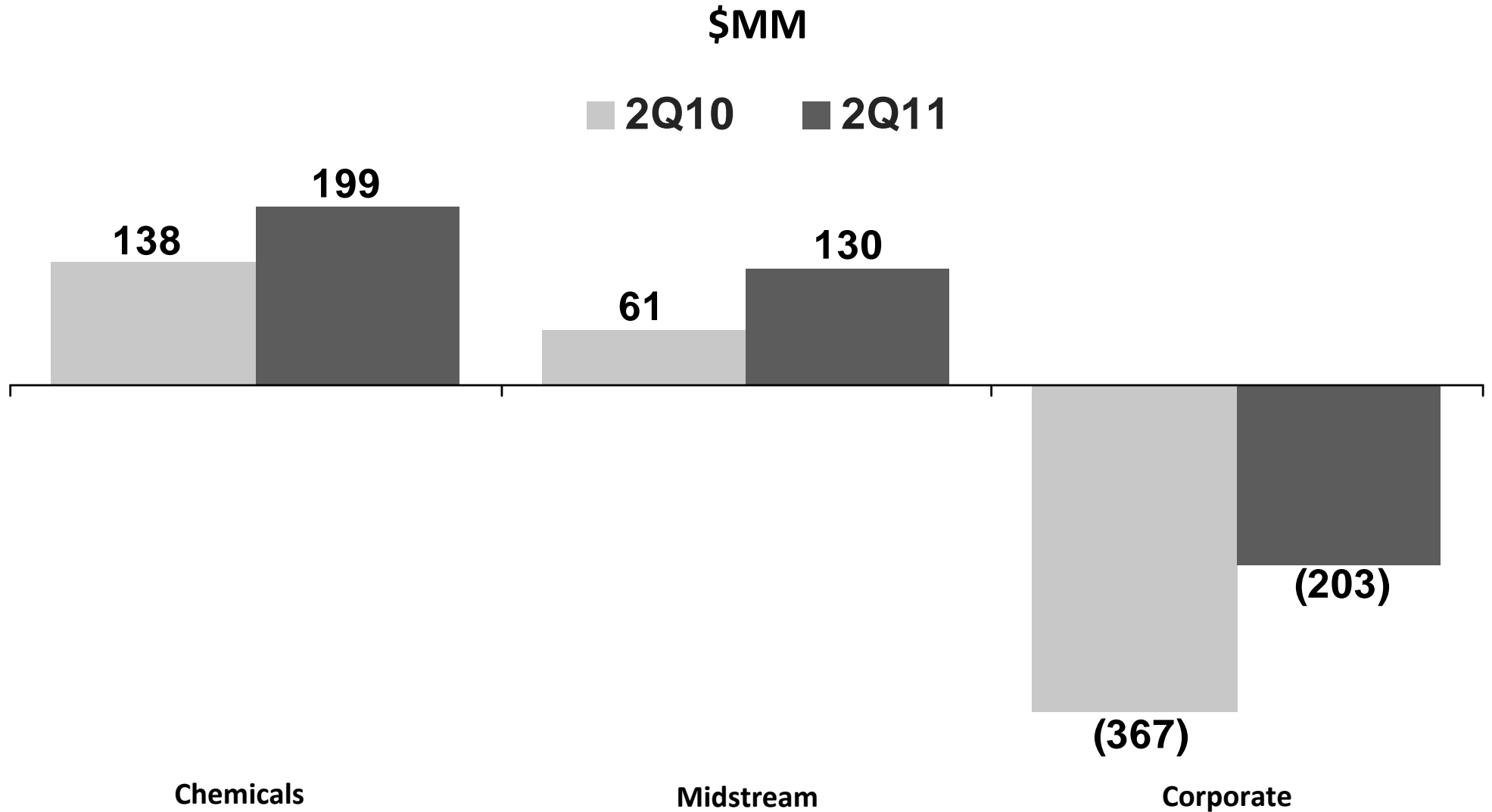
\$ / BBL



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

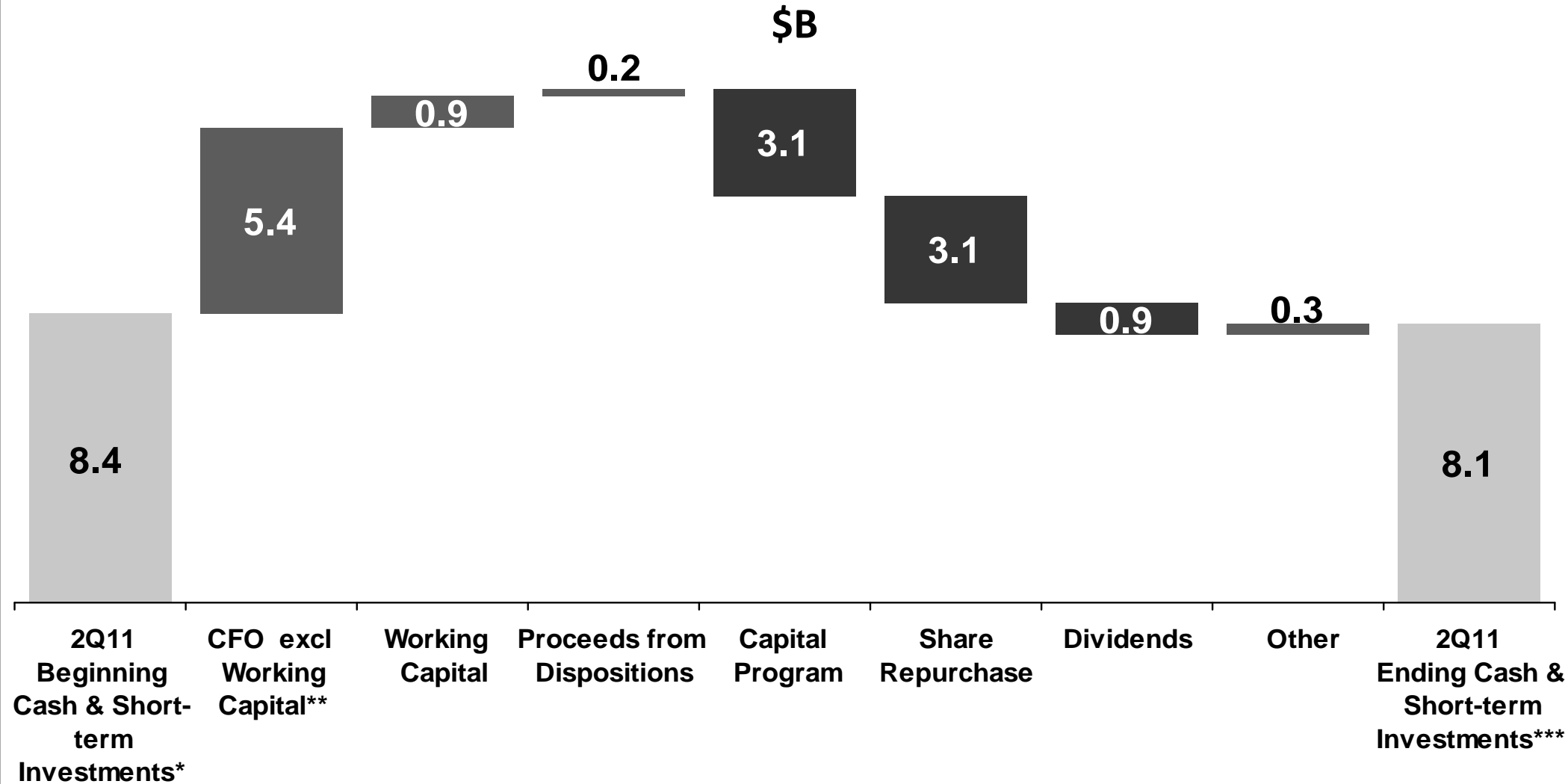
2Q11 vs. 2Q10



Company Cash Flow

2Q11

\$B

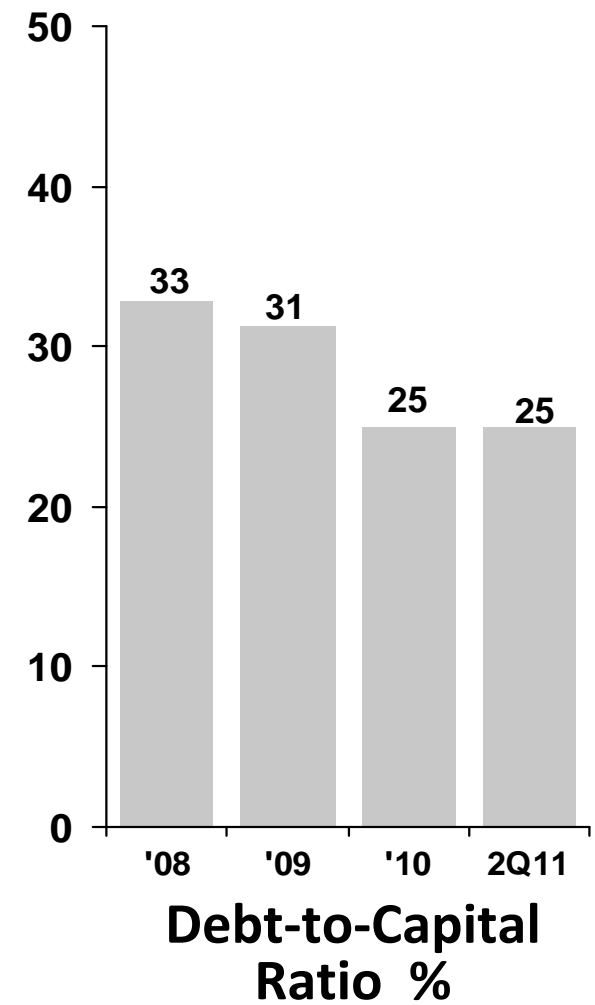
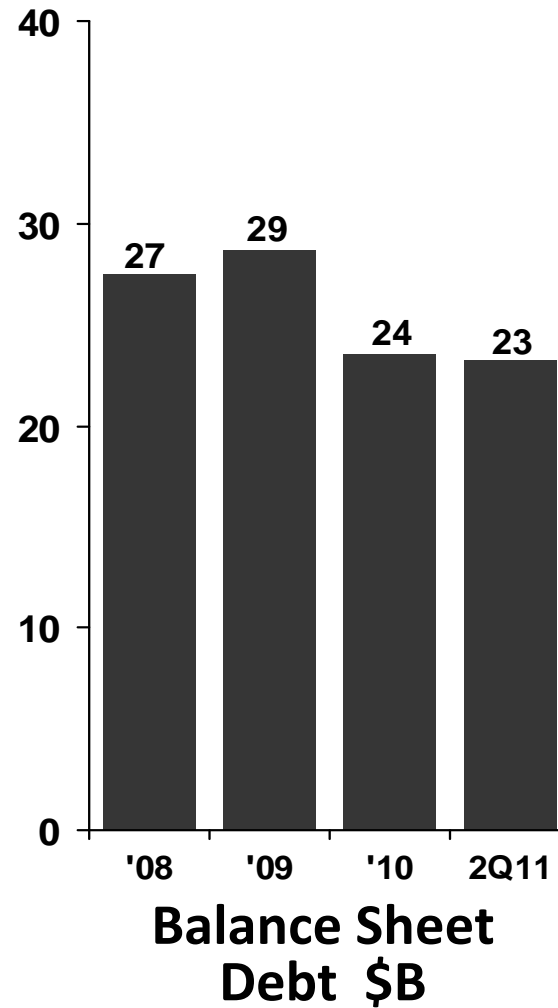
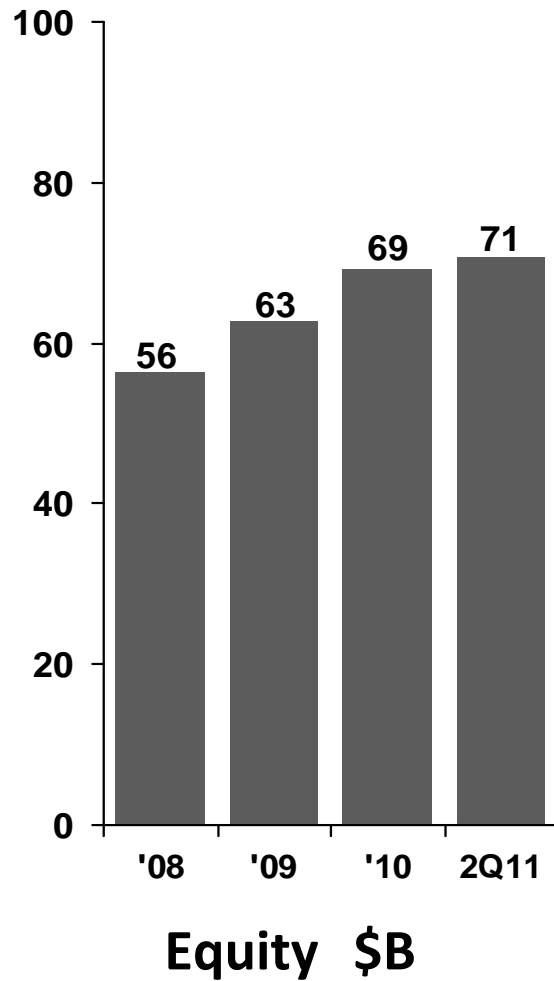


* Includes cash of \$6.2 billion and short-term investments of \$2.2 billion.

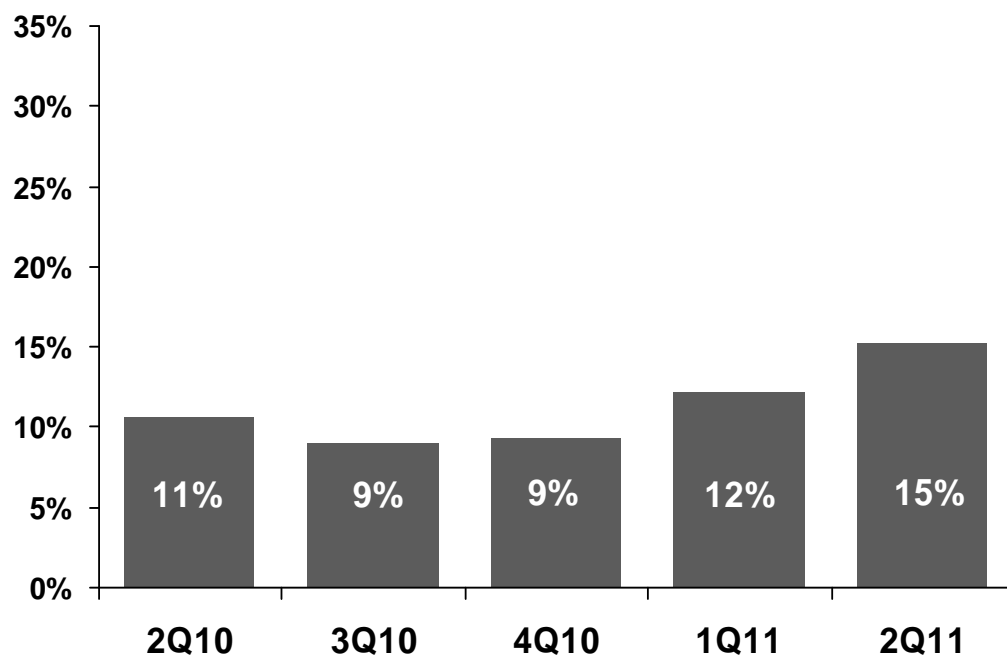
** Cash provided by operating activities was \$6.3 billion in the second quarter of 2011.

*** Includes cash of \$5.5 billion and short-term investments of \$2.6 billion.

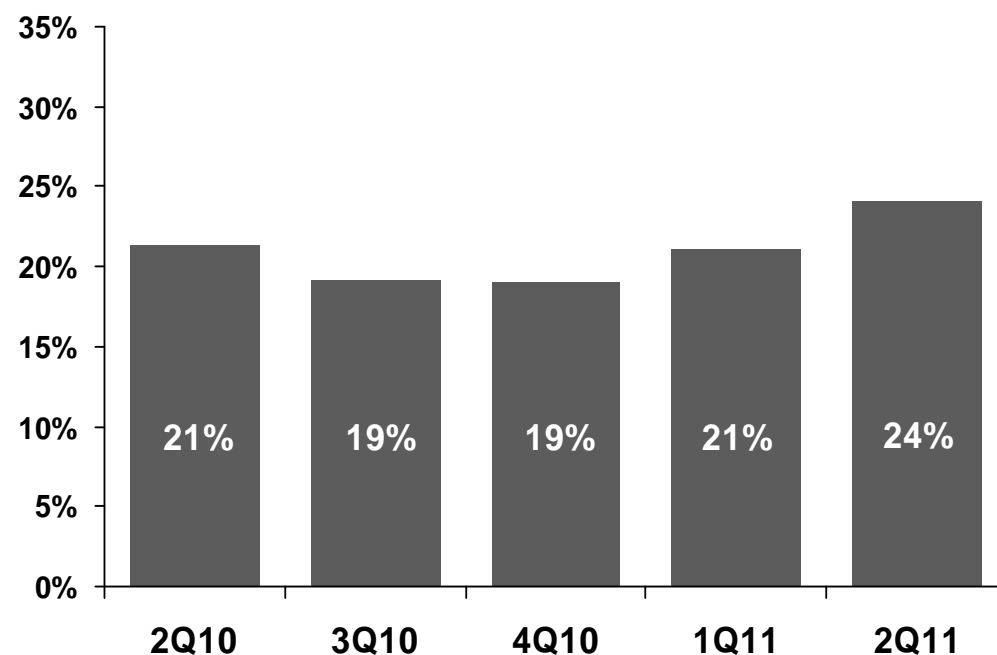
Capital Structure



Return on Capital Employed



Cash Return on Capital Employed



Adjusted to exclude LUKOIL.

- **Operations**
- **Exploration and Project Updates**
- **Asset Dispositions**
- **Share Repurchase**
- **Repositioning of ConocoPhillips**

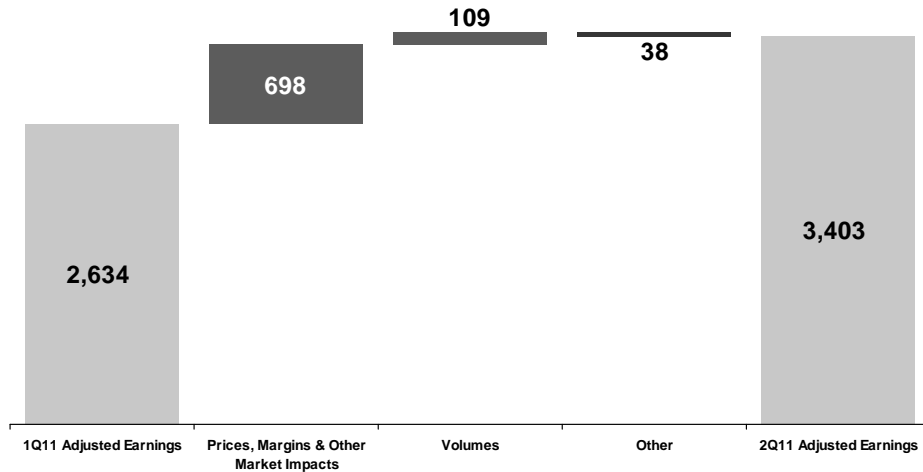
- Pursuing tax-free spin off of Downstream business
- Creates leading independent Downstream company
- ConocoPhillips becomes major pure-play E&P company
- Progress and key milestones
 - Transition management team in place
 - Announcement of CEOs and Board of Directors by year-end 2011
 - File request for IRS ruling by year-end 2011
- Expected closing 1st half of 2012

Creates two leading energy companies

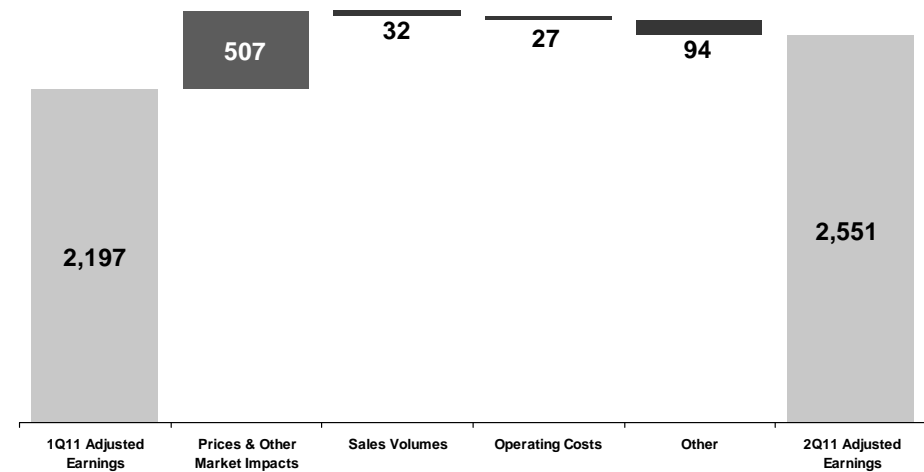


2Q11 vs. 1Q11

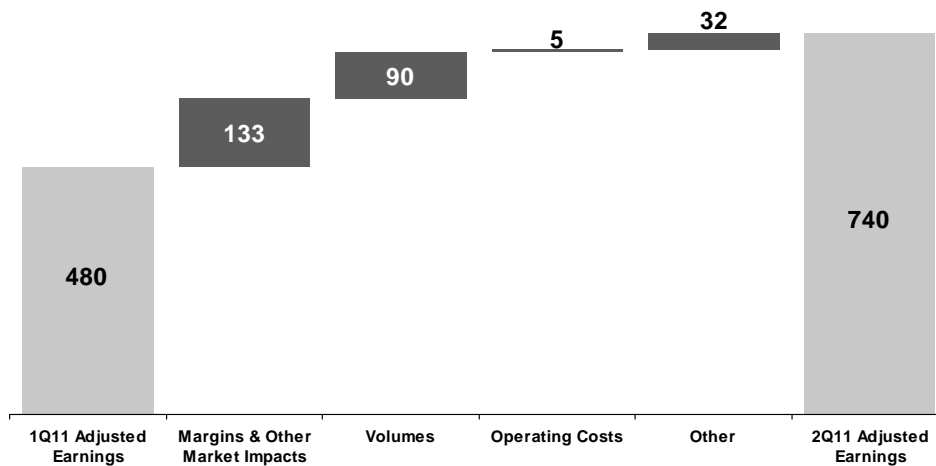
Total Company Adjusted Earnings (\$MM)



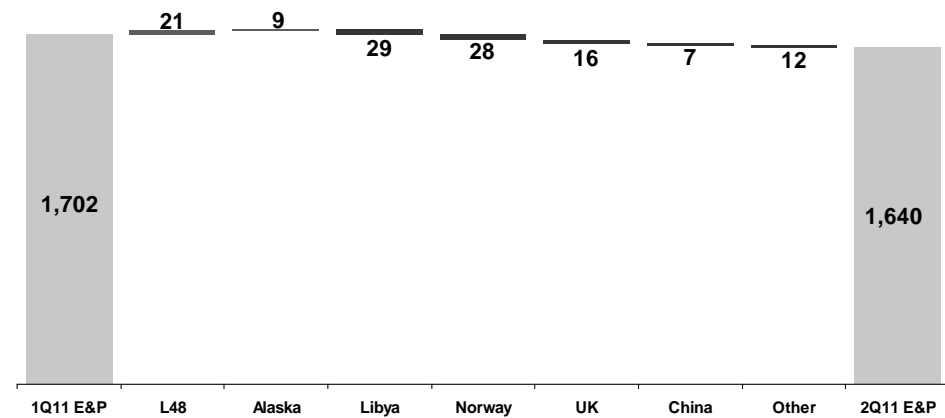
E&P Adjusted Earnings (\$MM)



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	2011		2010	
	1Q	2Q	1Q	2Q
Consolidated Earnings	\$ 3,028	3,402	2,098	4,164
Adjustments:				
Impairments	-	-	-	1,118
Cancelled projects	-	54	110	4
Net gain on asset sales	(394)	(53)	-	(2,894)
Severance accruals	-	-	-	28
Pending claims and settlements	-	-	-	71
Deferred tax adjustment	-	-	-	(40)
Adjusted earnings	\$ 2,634	3,403	2,208	2,451
Earnings per share of common stock	\$ 2.09	2.41	1.40	2.77
Adjusted earnings per share of common stock	\$ 1.82	2.41	1.47	1.63
E&P Earnings	\$ 2,352	2,524	1,832	4,114
Adjustments:				
Cancelled project	-	54	83	2
Net gain on asset sales	(155)	(27)	-	(2,679)
Pending claims and settlements	-	-	-	82
Deferred tax adjustment	-	-	-	(40)
Adjusted earnings	\$ 2,197	2,551	1,915	1,479
U.S. E&P Earnings	\$ 863	817	757	536
Adjustments:				
Cancelled project	-	54	-	-
Net gain on asset sales	(151)	1	-	-
Pending claims and settlements	-	-	-	82
Adjusted earnings	\$ 712	872	757	618
Non U.S. E&P Earnings	\$ 1,489	1,707	1,075	3,578
Adjustments:				
Cancelled project	-	-	83	2
Net gain on asset sales	(4)	(28)	-	(2,679)
Deferred tax adjustment	-	-	-	(40)
Adjusted earnings	\$ 1,485	1,679	1,158	861

COP Non-GAAP Reconciliations

Millions of dollars	2011		2010	
	1Q	2Q	1Q	2Q
R&M				
Earnings (loss)	\$ 482	766	(4)	(279)
Adjustments:				
Impairments	-	-	-	1,118
Cancelled project	-	-	25	4
Net gain on asset sales	(2)	(26)	-	(116)
Severance accruals	-	-	-	28
Pending claims and settlements	-	-	-	(35)
Adjusted earnings	\$ 480	740	21	720
U.S. R&M				
Earnings	\$ 402	692	12	782
Adjustments:				
Impairments	-	-	-	8
Net gain on asset sales	(2)	(26)	-	(116)
Pending claims and settlements	-	-	-	(35)
Adjusted earnings	\$ 400	666	12	639
Non U.S. R&M				
Earnings (loss)	\$ 80	74	(16)	(1,061)
Adjustments:				
Impairments	-	-	-	1,110
Cancelled project	-	-	25	4
Severance accruals	-	-	-	28
Adjusted earnings (loss)	\$ 80	74	9	81
LUKOIL Investment				
Earnings	\$ 239	-	387	529
Adjustment: Net gain on asset sales	(237)	-	-	(99)
Adjusted earnings	\$ 2	-	387	430
Corporate				
Earnings (loss)	\$ (304)	(203)	(310)	(389)
Adjustments:				
Cancelled project	-	-	2	(2)
Pending claims and settlements	-	-	-	24
Adjusted earnings (loss)	\$ (304)	(203)	(308)	(367)

COP Non-GAAP Reconciliations

	2Q10	3Q10	4Q10	1Q11	2Q11
GAAP E&P Net Income ¹ - \$MM	4,114	1,564	1,688	2,352	2,524
GAAP E&P Net Income¹ - \$ / BOE	26.09	9.90	10.61	15.35	16.91
<u>non-core earnings impacts - \$MM</u>					
(gains) and losses on asset dispositions	(2,679)	(32)	(440)	(155)	(27)
asset impairments / cancelled projects	2	-	638	-	54
tax legislation / regulatory / other	42	(26)	(32)	-	-
E&P Income - \$ / BOE	9.38	9.53	11.66	14.34	17.09
E&P DD&A - \$ / BOE	12.90	12.77	12.41	11.95	12.26
E&P Cash Contribution - \$ / BOE	22.28	22.30	24.07	26.29	29.35

	2Q10	3Q10	4Q10	1Q11	2Q11
GAAP E&P CFOA - \$MM	3,297	4,342	2,887	3,758	4,368
GAAP E&P CFOA - \$ / BOE	20.91	27.48	18.14	24.53	29.28
<u>excluded GAAP items - \$MM</u>					
non-cash working capital	(608)	(749)	607	(11)	134
non-working capital adjustments ²	823	(69)	336	280	(123)
E&P Cash Contribution - \$ / BOE	22.28	22.30	24.07	26.29	29.35

¹ *Attributable to ConocoPhillips.*

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

COP Non-GAAP Reconciliations

	2Q10	3Q10	4Q10	1Q11	2Q11
GAAP R&M Net Income ¹ - \$MM	(279)	268	207	482	766
GAAP R&M Net Income¹ - \$ / BBL	(1.01)	0.94	0.70	1.75	2.67
<u>non-core earnings impacts - \$MM</u>					
(gains) and losses on asset dispositions	(116)	-	-	(2)	(26)
asset impairments / cancelled projects	1,122	-	-	-	-
tax legislation / regulatory / other	(7)	-	-	-	-
R&M Income - \$ / BBL	2.60	0.94	0.70	1.74	2.58
R&M DD&A - \$ / BBL	<u>0.76</u>	<u>0.69</u>	<u>0.71</u>	<u>0.75</u>	<u>0.74</u>
R&M Cash Contribution - \$ / BBL	3.36	1.63	1.41	2.49	3.32

	2Q10	3Q10	4Q10	1Q11	2Q11
GAAP R&M CFOA - \$MM	620	99	2,384	(1,593)	2,867
GAAP R&M CFOA - \$ / BBL	2.24	0.35	8.10	(5.78)	10.00
<u>excluded GAAP items - \$MM</u>					
non-cash working capital	225	328	(2,053)	2,017	(1,952)
non-working capital adjustments ²	86	40	84	262	37
R&M Cash Contribution - \$ / BBL	3.36	1.63	1.41	2.49	3.32

¹ *Attributable to ConocoPhillips.*

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

COP Non-GAAP Reconciliations

ROCE

	2Q10	3Q10	4Q10	1Q11	2Q11
Numerator (\$MM)					
Net income	4,183	3,069	2,053	3,042	3,419
After-tax interest expense	<u>227</u>	<u>172</u>	<u>177</u>	<u>170</u>	<u>160</u>
GAAP ROCE earnings	4,410	3,241	2,230	3,212	3,579
Non-core earnings impacts	<u>(1,713)</u>	<u>(818)</u>	<u>(112)</u>	<u>(394)</u>	<u>1</u>
Adjusted earnings	2,697	2,423	2,118	2,818	3,580
Adjustment to exclude LUKOIL	<u>(430)</u>	<u>(436)</u>	<u>1</u>	<u>(2)</u>	<u>-</u>
Adjusted earnings excluding LUKOIL	<u>2,267</u>	<u>1,987</u>	<u>2,119</u>	<u>2,816</u>	<u>3,580</u>
Denominator (\$MM)					
GAAP average capital employed ¹	92,315	92,871	93,109	93,216	93,752
Adjustment to exclude LUKOIL	<u>(6,847)</u>	<u>(4,832)</u>	<u>(1,849)</u>	<u>(475)</u>	<u>-</u>
Average capital employed excl LUKOIL	85,468	88,039	91,260	92,741	93,752
Annualized ROCE	12%	10%	9%	12%	15%
Annualized ROCE excluding LUKOIL	11%	9%	9%	12%	15%
Annualized GAAP ROCE	19%	14%	10%	14%	15%

¹ Total equity plus total debt.

COP Non-GAAP Reconciliations

CROCE

	2Q10	3Q10	4Q10	1Q11	2Q11
Numerator (\$MM)					
EBIDA ¹	6,690	5,487	4,446	5,282	5,654
Non-core earnings impacts	<u>(1,713)</u>	<u>(818)</u>	<u>(112)</u>	<u>(394)</u>	<u>1</u>
Adjusted EBIDA	4,977	4,669	4,334	4,888	5,655
Adjustment to exclude LUKOIL	<u>(430)</u>	<u>(436)</u>	<u>1</u>	<u>(2)</u>	<u>-</u>
Adjusted EBIDA excluding LUKOIL	<u>4,547</u>	<u>4,233</u>	<u>4,335</u>	<u>4,886</u>	<u>5,655</u>
GAAP CFOA ²	<u>3,475</u>	<u>4,339</u>	<u>6,191</u>	<u>1,947</u>	<u>6,274</u>
Difference ³	(1,502)	(330)	1,857	(2,941)	619
Denominator (\$MM)					
GAAP average capital employed ⁴	92,315	92,871	93,109	93,216	93,752
Adjustment to exclude LUKOIL	<u>(6,847)</u>	<u>(4,832)</u>	<u>(1,849)</u>	<u>(475)</u>	<u>-</u>
Average capital employed excl LUKOIL	<u>85,468</u>	<u>88,039</u>	<u>91,260</u>	<u>92,741</u>	<u>93,752</u>
Annualized CROCE	22%	20%	19%	21%	24%
Annualized CROCE excluding LUKOIL	21%	19%	19%	21%	24%
Annualized CFOA / ACE (GAAP)	15%	19%	27%	8%	27%

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

	1Q11	2Q11
Numerator (\$MM)		
Net income	2,352	2,524
After-tax interest expense	<u>21</u>	<u>20</u>
GAAP ROCE earnings	2,373	2,544
Non-core earnings impacts	<u>(155)</u>	<u>27</u>
Adjusted earnings	2,218	2,571
Denominator (\$MM)		
GAAP average capital employed ¹	58,527	59,988
Annualized ROCE	15%	17%
Annualized GAAP ROCE	16%	17%

R&M - ROCE

Numerator (\$MM)		
Net income	482	766
After-tax interest expense	<u>-</u>	<u>-</u>
GAAP ROCE earnings	482	766
Non-core earnings impacts	<u>(2)</u>	<u>(26)</u>
Adjusted earnings	480	740
Denominator (\$MM)		
GAAP average capital employed ¹	23,426	23,438
Annualized ROCE	8%	13%
Annualized GAAP ROCE	8%	13%

¹ Total equity plus total debt.