
CAUTIONARY STATEMENT FOR THE PURPOSES OF THE “SAFE HARBOR” PROVISIONS OF THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995

The following presentation includes forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended and Section 21E of the Securities Exchange Act of 1934, as amended, which are intended to be covered by the safe harbors created thereby. You can identify our forward-looking statements by words such as “anticipates,” “expects,” “intends,” “plans,” “projects,” “believes,” “estimates,” and similar expressions. Forward-looking statements relating to ConocoPhillips’ operations are based on management’s expectations, estimates and projections about ConocoPhillips and the petroleum industry in general on the date these presentations were given. These statements are not guarantees of future performance and involve certain risks, uncertainties and assumptions that are difficult to predict. Further, certain forward-looking statements are based upon assumptions as to future events that may not prove to be accurate. Therefore, actual outcomes and results may differ materially from what is expressed or forecast in such forward-looking statements.

Factors that could cause actual results or events to differ materially include, but are not limited to, crude oil and natural gas prices; refining and marketing margins; potential failure to achieve, and potential delays in achieving expected reserves or production levels from existing and future oil and gas development projects due to operating hazards, drilling risks, and the inherent uncertainties in interpreting engineering data relating to underground accumulations of oil and gas; unsuccessful exploratory drilling activities; lack of exploration success; potential disruption or unexpected technical difficulties in developing new products and manufacturing processes; potential failure of new products to achieve acceptance in the market; unexpected cost increases or technical difficulties in constructing or modifying company manufacturing or refining facilities; unexpected difficulties in manufacturing, transporting or refining synthetic crude oil; international monetary conditions and exchange controls; potential liability for remedial actions under existing or future environmental regulations; potential liability resulting from pending or future litigation; general domestic and international economic and political conditions, as well as changes in tax and other laws applicable to ConocoPhillips’ business.

Other factors that could cause actual results to differ materially from those described in the forward-looking statements include 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), including our Form 10-K for the year ending December 31, 2008. ConocoPhillips is under no obligation (and expressly disclaims any such obligation) to update or alter its forward-looking statements, whether as a result of new information, future events or otherwise.

Cautionary Note to U.S. Investors – The U.S. Securities and Exchange Commission permits oil and gas companies, in their filings with the SEC, to disclose only proved reserves that a company has demonstrated by actual production or conclusive formation tests to be economically and legally producible under existing economic and operating conditions. We may use certain terms in this presentation such as “oil/gas resources,” “oil in place,” “recoverable bitumen,” “exploitable bitumen in place,” and “bitumen in place” that the SEC’s guidelines strictly prohibit us from including in filings with the SEC. The term “reserves,” as used in this presentation, includes proved reserves from Syncrude oil sands operations in Canada which are currently reported separately as mining operations in our SEC reports. Under amendments to the SEC rules, mining oil sands reserves will no longer be reported separately. U.S. investors are urged to consider closely the oil and gas disclosures in our Form 10-K for the year ended December 31, 2008.

Outline

- **Timeline of Fuels Transition**
- **Key Industry Drivers**
- **Renewable Fuels Mandate**
- **Drop-In Fuel Pathways**
- **Summary**

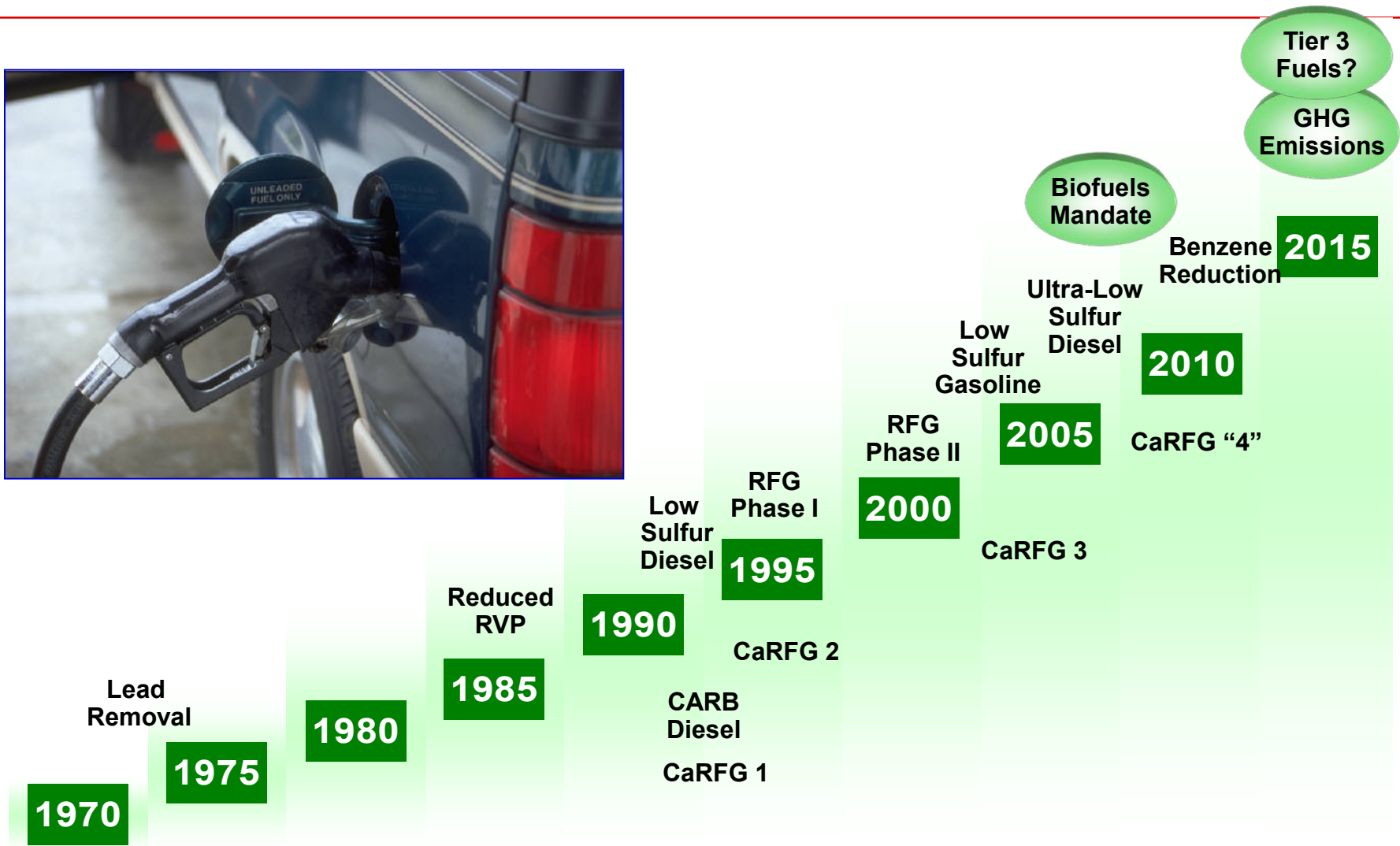


To know where you are going, you have to understand where you are and where you've been!

Timeline of Fuels Transition - Historical Events

- **1970s – Gasoline Lead Removal**
- **1980s – Volatility Controls**
- **1990s – Reformulated Gasoline & Diesel Sulfur Reduction**
- **2000s – Gasoline & Diesel Desulfurization and Renewable Fuels**
- **2010+ - Benzene Reductions
GHG and LCFS**

Evolution of Fuel Quality Mandates



KEY Industry Drivers

- **Renewable Fuel Mandates**
- Low Carbon Fuels Standard (LCFS) – California
- CAFÉ Standards: Current and Proposed
- U.S. Light-Duty Vehicle Sales – Rebound?
- Incremental Costs of Increased Fuel Efficiency

Renewable Fuels Mandates

2005/2007 – Renewable Fuels (RF) Standards

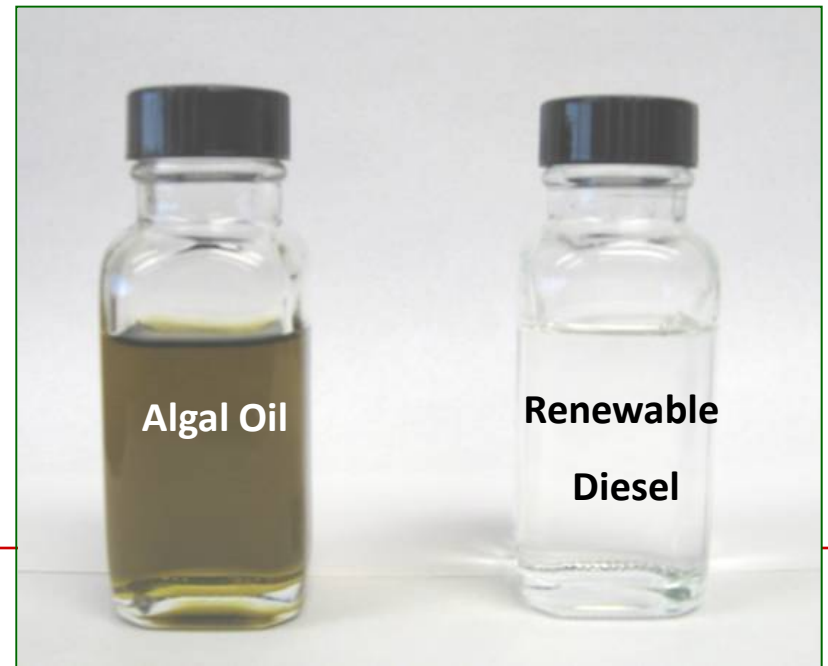
- EPA05 – 7.5 Billion Gallons RF
- EISA07 - 36 Billion Gallons RF by 2022
 - 4 Categories of RF
 - Bio-mass Based Diesel
 - Non-Advanced
 - Other Advanced
 - Advanced Cellulosic

Predominately Ethanol

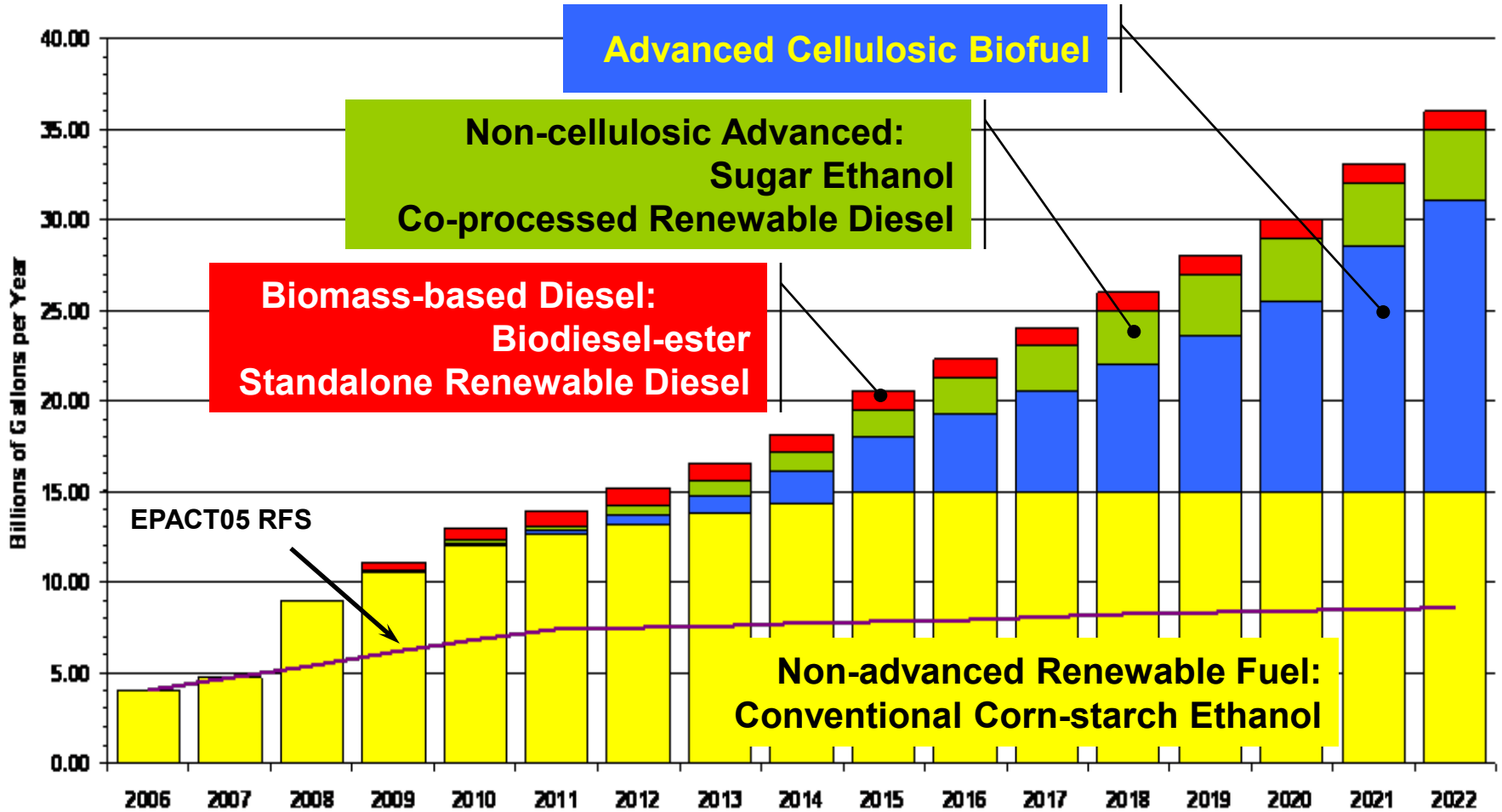
Energy Differences

- Neat Gasoline:
@ ~125,000* BTU/gallon
- Ethanol
@ ~84,500* BTU/gallon
(1/3 less than gasoline)

* Source: EIA AEO2011

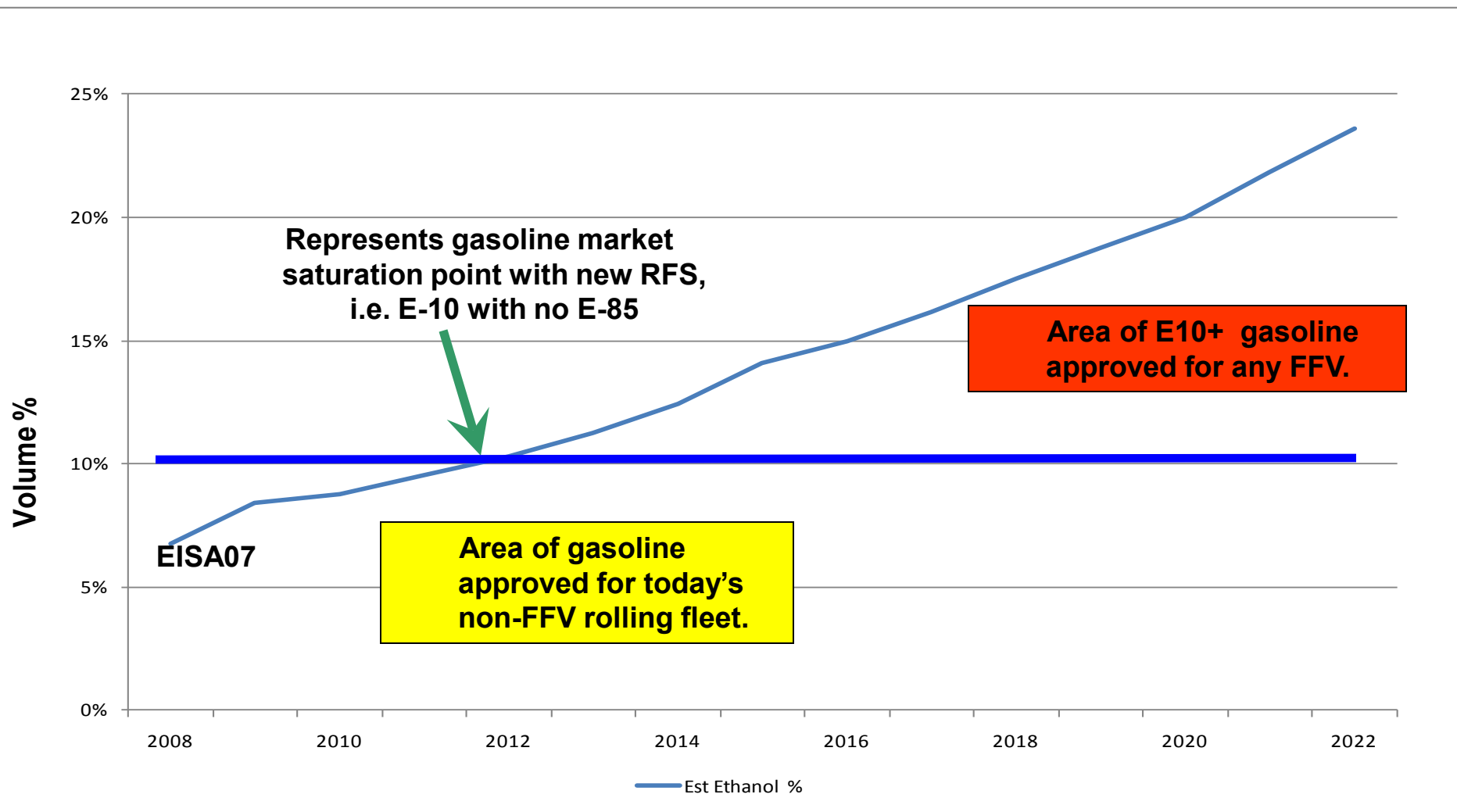


EISA07 Renewable Fuel Standard (2007-2022)



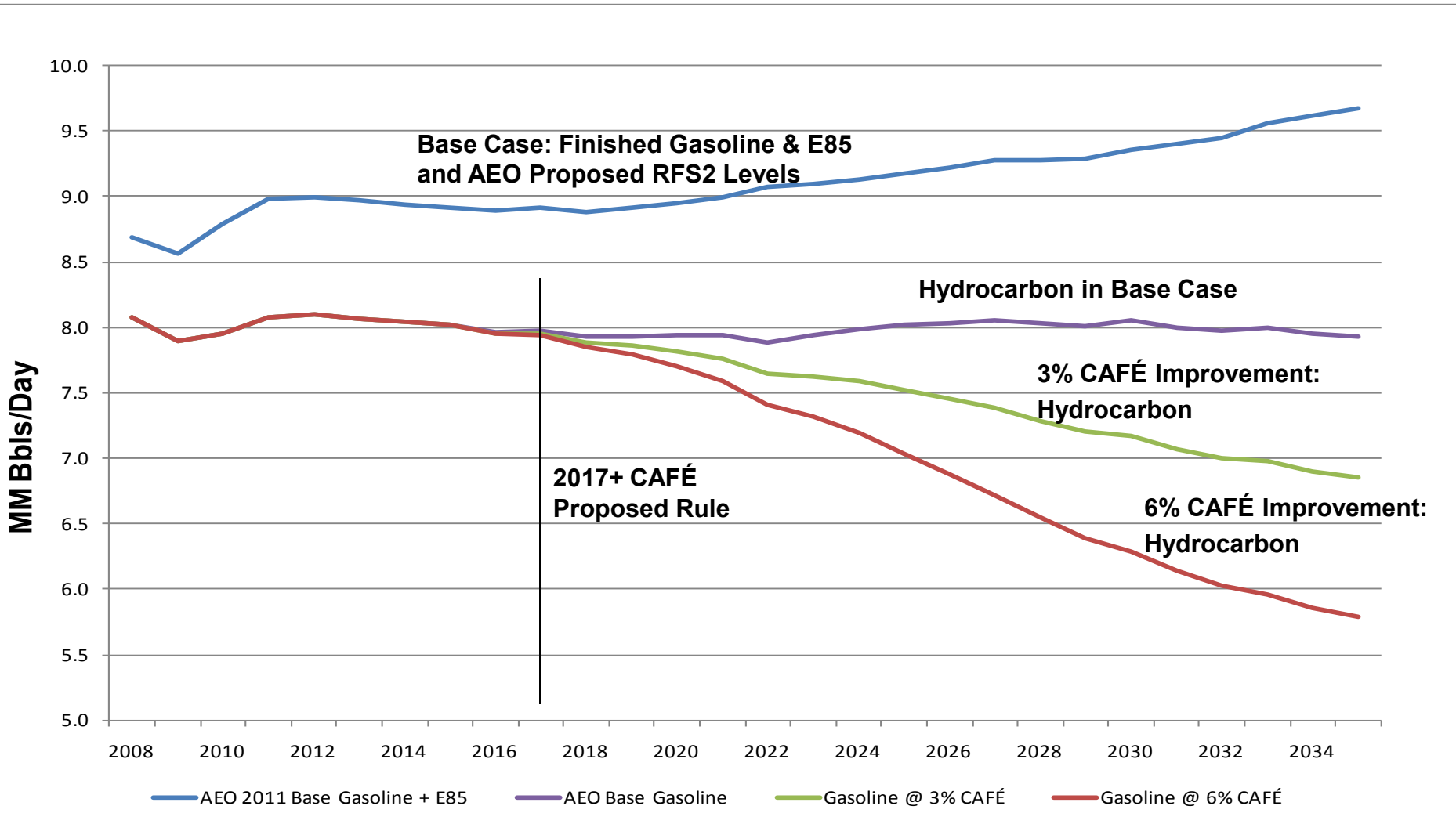
Annual RF Volumes Are Mandated by Congress!

Estimated Volumetric Ethanol % of Gasoline Pool



Source: Base Gasoline demand from EIA AEO 2011 and DOE VISION model

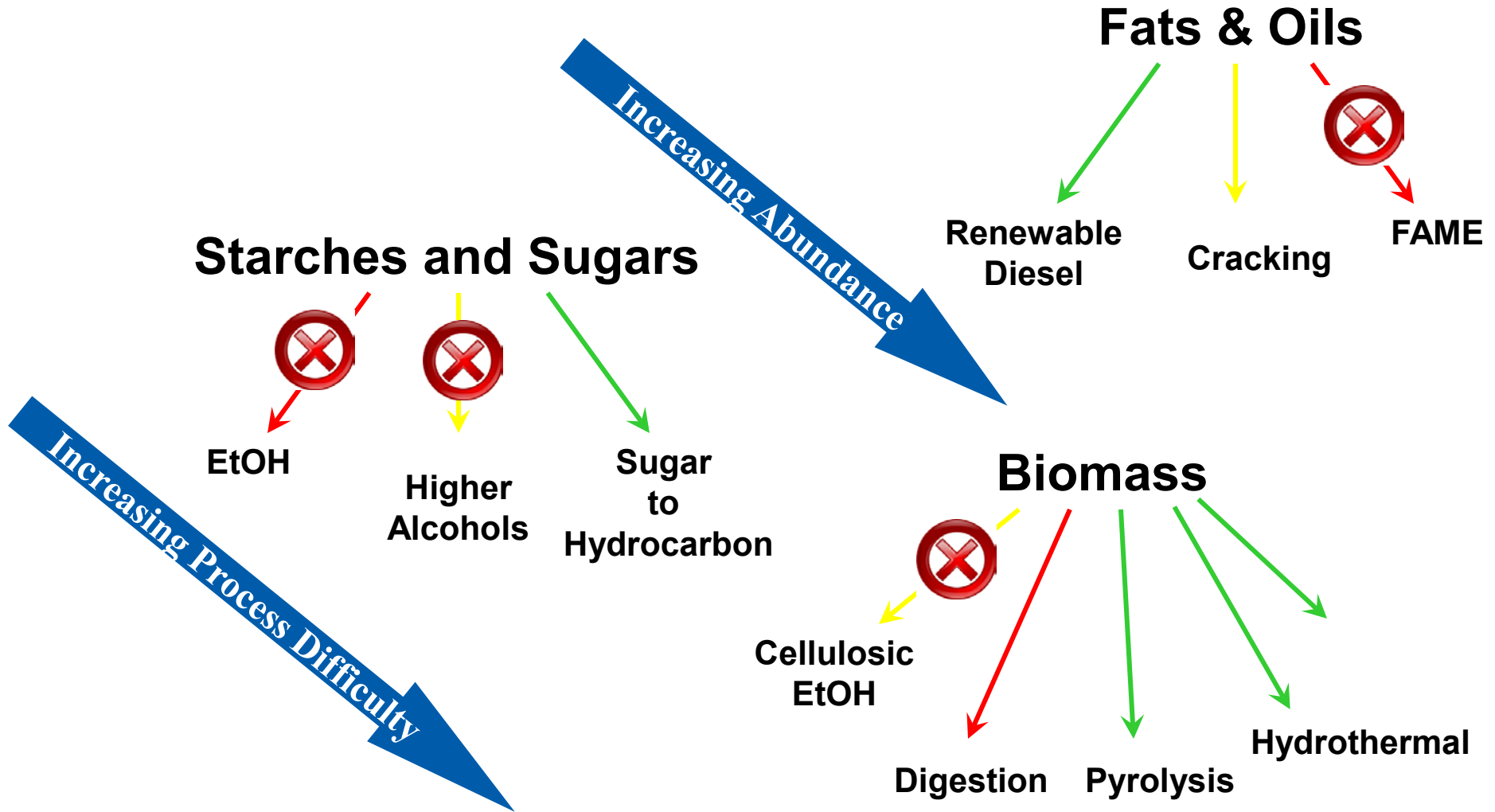
Projected Impact on Hydrocarbon Fuels



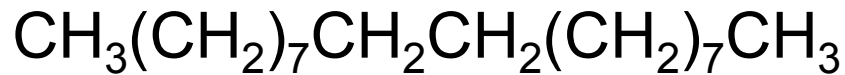
What is a Drop-In Fuel?

- **Fully compatible with current vehicles**
- **Fully compatible with current infrastructure**
- **Energy content same as traditional fuels**
- **Same molecules as in traditional fuels**

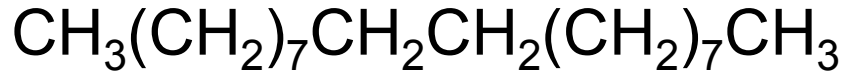
Drop-in Fuel Pathways



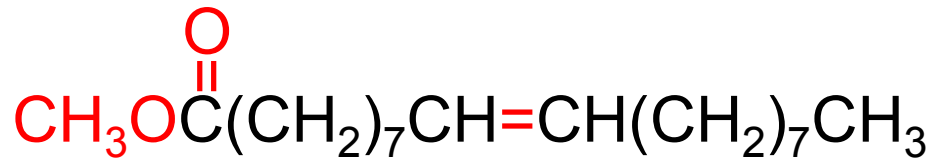
Petroleum, Renewable & Biodiesel



Petroleum Diesel



Renewable Diesel



Biodiesel or Fatty Acid
Methyl Ester (FAME)

Summary

While the challenges of Corporate Average Fuel Economy and the Renewable Fuels Standard are imminent, hydrocarbon in motor vehicle fuels continue to have a viable future for decades to come!

The Road Ahead Will Be Challenging



Thank You!

The Vehicle/Fuel Relationship Remains Strong!
