2022 full year and 4Q financial results & update on strategic progress
Craig Marshall
SVP investor relations
In order to utilize the “safe harbor” provisions of the United States Private Securities Litigation Reform Act of 1995 the ("PSLRA") and the general doctrine of cautionary statements, bp is providing the following cautionary statement: The discussion in this results announcement contains certain forecasts, projections and forward-looking statements - that is, statements related to future, not past events and circumstances - with respect to results, operations and businesses of bp and certain of the plans and objectives of bp with respect to these items. These statements may generally, but not always, be identified by the use of words such as ‘will’, ‘expects’, ‘is expected to’, ‘arms’, ‘should’, ‘may’, ‘objective’, ‘is likely to’, ‘intends’, ‘believes’, ‘anticipates’, ‘plans’, ‘we see’, ‘focus on’ or similar expressions.

In particular, the following, among other statements, are all forward looking in nature: plans, expectations and assumptions regarding oil and gas demand, supply and prices, volatility, inventory levels, refining margins, turnaround activity, product demand, capacity, production and unit production costs; expectations regarding bp’s financial performance, results of operations, cash flows, investment and spending plans; expectations regarding impacts of the war in Ukraine; expectations regarding the pace of transition to a lower-carbon economy and energy system and the implications of the energy transition for bp; plans, expectations and assumptions regarding oil and gas projects; supply or prices, or storage, or decision making by OPEC+, plans and expectations regarding bp’s transition growth engines of bioenergy, convenience (including the number of strategic convenience stores), EV charging (including the number of EV charge points), hydrogen and renewables and power, including plans and expectations related to capital expenditure in the transition growth engines, and expectations related to their return and EBITDA growth; expectations that annual capital investment, including inorganics, will be in a range of $14-18 billion through 2030, including plans to invest between $16-18 billion; expectations regarding bp’s plans to invest by 2030 up to $8 billion more in its transition growth engines and up to $8 billion more in today’s energy system; plans and expectations regarding the timing of the type of gas projects bp will target and the period over which it will retain them; expectations that bp’s additional investment in oil and gas projects will contribute around $2 billion additional EBITDA in 2025 and an additional EBITDA of $34-38 billion in 2030; plans and expectations related to operating margins, including the aim of group EBITA of $48-49 billion in 2025 and $51-56 billion in 2030 at oil prices of $70 per barrel in 2021 real terms, that EBITDA from bp’s transition growth engines will reach $3.4 billion in 2024 and $10-12 billion by 2030, that EBITDA from bioenergy will reach $2 billion in 2025, over $4 billion in 2030 and generate greater than 15% returns, that EBITDA from convenience and EV charging will exceed $1.5 billion in 2025 and over $4 billion in 2030, with greater than 15% returns, that EBITDA from hydrogen and renewables and power will be around $2.3 billion in 2030, with double digit unlevered returns in hydrogen and 6-8% unlevered returns in renewables, and with ramp up EBITDA in the 2020s and beyond; plans and expectations of delivering an EBITA per share CAGR of over 12% between 2019/2020 and 2025 and ROACE of over 18% in both 2026 and 2027 (each at $70 per barrel 2021 real); plans and expectations of investing more than 40%, or $6-8 billion of capital expenditure in transition growth engines in 2022 and around $50 billion in 2040, or over $7-9 billion; plans and expectations regarding the increase of biofuel supplies and biofuel production volumes; plans and expectations regarding biofuel projects and sustainable aviation fuel (SAF); plans and expectations regarding hydrogen, including customer demand, anticipated regulatory support, development of hydrogen derivatives, planned investments, and bp’s pipeline of hydrogen projects and available opportunities; plans and expectations related to bp’s renewables portfolio, including expectations regarding capacity in wind and solar, bp’s target of developing 50 gigawatts to FID by 2030 and anticipated spending in hydrogen and other renewables; plans and expectations to market bp’s Rosneft shareholding and update the market; plans and expectations regarding the growth of underlying oil and gas production to 2025 relative to 2022, and the potential to sustain underlying production broadly flat to 2030 relative to 2022; plans and expectations with respect to divestments, including bp’s aim to divest around 200/boil of lower margin assets by 2030 and its 2030 production aim of around 2 million barrels of oil equivalent per day after divestments; plans and expectations regarding bp’s safety targets and plant reliability; plans and expectations regarding Solon availability and net cash margins, business improvement plans, and related costs; plans and expectations relating to bp’s refineries, including their role in bp’s biometh and hydrogen strategies; plans and expectations regarding bp’s net zero air, emissions, methane and carbon intensity and captures projects; bp’s ability to deliver on its climate targets; plans and expectations regarding integrated value joint ventures; expectations regarding price assumptions used in accounting estimates; bp’s plans and expectations regarding the allocation of surplus cash flow and balance point plans; plans regarding the amount and timing of dividends and share buybacks; plans and expectations regarding bp’s credit rating; including in respect of maintaining a strong investment grade credit rating; plans and expectations regarding capital discipline; expectations related to Gulf of Mexico oil spill payments, the underlying annual charge, the effective tax rate, depreciation, deamortization and impairment, upstream production and bp’s customers business; plans and expectations regarding the bp Bunge Bioenergia joint venture in Brazil and LNG supply from Coral, Venture, Freeport, Mad Dog Phase 2, the Tangguh expansion and Tortue; and plans and expectations regarding joint ventures, partnerships and other collaborations with Hertz and M&S.

By their nature, forward-looking statements involve risk and uncertainty because they relate to events and depend on events that will or may occur in the future and are outside the control of bp.

Actual results or outcomes, may differ materially from those expressed or implied in such statements, depending on the extent and duration of factors including, the impact of current market conditions including the volatility of oil prices, the effects of bp’s plan to exit its shareholding in Rosneft and other investments in Russia, the impact of COVID-19, overall global economic and business conditions impacting bp’s business and demand for bp’s products as well as the specific factors identified in the discussions accompanying such forward-looking statements; changes in consumer preferences and societal expectations; the pace of development and adoption of alternative energy solutions; developments in policy, law, regulation and governmental and regulatory changes; including societal and investor sentiment related to the issue of climate change; the receipt of relevant third party and/or regulatory approvals; the timing and level of maintenance and/or turnaround activity; the timing and volume of refineries additions and outages; the timing of bringing new fields onstream; the timing, quantum and nature of certain acquisitions and divestitures; future levels of industry production supply, demand and pricing, including supply growth in North America and continued base oil and additive supply shortages; OPEC+ quota restrictions; PSA and TSC effects; operational and safety problems; potential lapses in product quality; economic and financial conditions generally or in various countries and regions; changes in legal and regulatory frameworks in relevant areas of the world, including laws and regulations governing changes, social changes and customer preferences; regulatory or legal actions including the types of enforcement action pursued and the nature of remedies sought or imposed; the actions of competitors, regulator, trading partners, contractors, subcontractors, creditors, rating agencies and others; bp’s access to future credit resources; business disruption and crisis management; the impact on bp’s reputation of ethical or compliance or regulatory issues; trading losses; major uninsured losses; the possibility that international sanctions or other steps or actions taken by governments or international organizations, including those relating to other parties, might impact bp’s business or operations; the actions of governments and other relevant bodies or organizations may impact Rosneft’s business or outlook, bp’s ability to sell such interests; the actions of contractors; natural disasters and adverse weather conditions; changes in public expectations and other changes to business conditions; wars and acts of terrorism; cyber-attacks or sabotage; and other factors discussed elsewhere in this report, as well as those factors discussed under “Risk factors” in bp’s Annual Report and Form 20-F for 2021 as filed with the US Securities and Exchange Commission and those factors discussed elsewhere in “Principal risks and uncertainties” in bp’s Report on Form 6-K regarding results for the six-month period ended 30 June 2022 as filed with the US Securities and Exchange Commission.

Reconciliations to GAAP - This presentation also contains financial information which is not presented in accordance with generally accepted accounting principles (GAAP). A quantitative reconciliation of this information to the most directly comparable financial measure calculated and presented in accordance with GAAP can be found on our website at www.bp.com.

Tables and projections in this presentation are bp projections unless otherwise stated.

* For items marked with an asterisk throughout this document, definitions are provided in the glossary

February 2023

FY & 4Q 2022 financial results & update on strategic progress

| 3 |
Bernard Looney
Chief executive officer
In the room today

Bernard Looney  
Chief executive officer

Murray Auchincloss  
Chief financial officer

Gordon Birrell  
EVP, production & operations

Emma Delaney  
EVP, customers & products

Anja Dotzenrath  
EVP, gas & low carbon energy

Carol Howle  
EVP, trading & shipping
Performing while transforming
Strong operational delivery and cost control, strengthening balance sheet, investing with discipline, growing returns

Leaning further into our strategy
Investing more into our transition growth engines
+ investing more into today’s oil and gas system

Delivering for shareholders
Delivering a resilient and growing dividend
+ a material share buyback programme

From IOC to IEC – three years of delivery
Performing while transforming – full year 2022

$60.7bn  EBITDA*  ~21%
$40.9bn  Operating cash flow* including $6.9bn working capital* build¹  $11.25bn  Dividend growth since 4Q21³
$21.4bn  Net debt* – lowest since 3Q13 $9.2bn reduction²  ~11%
30.5%  ROACE*  Cumulative reduction in issued share capital since 1Q 2021⁵

Safety comes first

---

¹ Adjusted for inventory holding gains, fair value accounting effects and other adjusting items*
² 4Q 2022 vs 4Q 2021
³ 4Q 2022 vs 4Q 2021 growth in dividend per ordinary share
⁴ Buybacks announced from 2022 surplus cash flow
⁵ Cumulative reduction in issued share capital at 6 February 2023 since commencing the buyback programme in 2021
Murray Auchincloss
Chief financial officer
Macro environment

Brent oil price\(^1\) \$/bbl

- Brent

Natural gas price\(^1\) \$/mmBtu

- TTF
- Henry Hub

Refining marker margin\(^1\) \$/bbl

- RMM*

Source: Platts - all data 1 January 2022 to 1 February 2023

\(^1\) Spot price
Long-term price assumptions

Brent oil price $/bbl

Henry Hub gas price $/mmbtu

Refining marker margin $/bbl

--- New central assumptions (2021 real)

---- Old central assumptions (2020 real)
Underlying results

<table>
<thead>
<tr>
<th>$bn</th>
<th>4Q21</th>
<th>3Q22</th>
<th>4Q22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Underlying RCPBIT*</td>
<td>7.0</td>
<td>13.8</td>
<td>9.3</td>
</tr>
<tr>
<td>Gas &amp; low carbon energy</td>
<td>2.2</td>
<td>6.2</td>
<td>3.1</td>
</tr>
<tr>
<td>Oil production &amp; operations</td>
<td>4.0</td>
<td>5.2</td>
<td>4.4</td>
</tr>
<tr>
<td>Customers &amp; products</td>
<td>0.6</td>
<td>2.7</td>
<td>1.9</td>
</tr>
<tr>
<td>Other businesses and corporate¹</td>
<td>0.2</td>
<td>(0.4)</td>
<td>(0.3)</td>
</tr>
<tr>
<td>Of which</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other businesses and corporate excluding Rosneft*</td>
<td>(0.5)</td>
<td>(0.4)</td>
<td>(0.3)</td>
</tr>
<tr>
<td>Rosneft*</td>
<td>0.7</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Consolidation adjustment - UPII*</td>
<td>(0.0)</td>
<td>(0.0)</td>
<td>0.1</td>
</tr>
<tr>
<td>Underlying replacement cost profit*</td>
<td>4.1</td>
<td>8.2</td>
<td>4.8</td>
</tr>
<tr>
<td>Operating cash flow*</td>
<td>6.1</td>
<td>8.3</td>
<td>13.6</td>
</tr>
<tr>
<td>Capital expenditure*</td>
<td>(3.6)</td>
<td>(3.2)</td>
<td>(7.4)</td>
</tr>
<tr>
<td>Divestment and other proceeds</td>
<td>2.3</td>
<td>0.6</td>
<td>0.6</td>
</tr>
<tr>
<td>Surplus cash flow*</td>
<td>3.0</td>
<td>3.5</td>
<td>5.1</td>
</tr>
<tr>
<td>Net issue (repurchase) of shares</td>
<td>(1.7)</td>
<td>(2.9)</td>
<td>(3.2)</td>
</tr>
<tr>
<td>Net debt*</td>
<td>30.6</td>
<td>22.0</td>
<td>21.4</td>
</tr>
<tr>
<td>Announced dividend per ordinary share (cents per share)</td>
<td>5.460</td>
<td>6.006</td>
<td>6.610</td>
</tr>
</tbody>
</table>

(1) Comparative information for 2021 has been restated for other businesses and corporate segment to include the Rosneft segment

4Q 2022 vs 3Q 2022

- Below average gas marketing and trading after the exceptional result in 3Q22
- Lower oil and gas realisations*
- Higher refinery turnaround and maintenance activity
- Lower marketing margins and seasonally lower volumes
Cash flow and balance sheet

4Q 2022 highlights

- $13.6bn operating cash flow* including:
  - $4.2bn working capital** release
- $7.4bn capital expenditure*
- $5.1bn surplus cash flow*
- $3.2bn share buyback executed
  - $2.5bn programme announced with 3Q22 results completed on 3 Feb
- Further $2.75bn share buyback announced
- Net debt* reduced to $21.4bn

FY 2022 cash inflows/outflows $bn

(1) Adjusted for inventory holding losses, fair value accounting effects and other adjusting items*
Delivery against 2022 financial frame

Resilient dividend

10%
Increase in dividend per ordinary share to 6.610 for 4Q22

~21%
Growth in dividend per ordinary share from 4Q21

Strong investment grade credit rating

$21.4bn
2022 year-end net debt*

$9.2bn
Reduction in net debt*

Disciplined investment allocation

$16.3bn
2022 capital expenditure*1,2

$10.0bn
Resilient hydrocarbons (excl. acquisitions)

$2.8bn
Low carbon energy and convenience & mobility

$3.0bn
Acquisition of Archaea Energy3

Share buybacks

$11.25bn
Buybacks announced from 2022 surplus cash flow*4

~11%
Cumulative reduction in issued share capital since 1Q 20215

---

(1) Included OB&C* capital expenditure of ~$500m
(2) Of which, total capital expenditure for transition growth engines in 2022 is ~$4.9 billion
(3) Headline consideration of $3.3bn adjusted for cash acquired and other adjustments on completion
(4) In addition, $500m share buyback completed during 1Q22 to offset dilution from vesting of awards under employee share schemes
(5) Cumulative reduction in issued share capital at 6 February 2023 since commencing the buyback programme in 2021
Bernard Looney
Chief executive officer
World needs to solve the energy trilemma
Action is needed…
To accelerate the energy transition
An orderly transition from today’s hydrocarbon system

We are delivering, and increasingly confident
3 year track record…
Investing in lower carbon solutions
Investing in hydrocarbons to keep energy flowing

We are leaning further into our strategy
Transforming to an integrated energy company

Resilient hydrocarbons
- Oil and gas
- Refining

Convenience and mobility
- Retail fuels
- Castrol, aviation, B2B/midstream
- Convenience
- EV Charging

Low carbon energy
- Hydrogen
- Renewables & Power

Transition growth engines
- Bioenergy

(1) Bioenergy includes biofuels marketing reported in convenience and mobility

Sustainability

Integration
Investing more into our transition growth engines

Investing more into today’s oil and gas system

up to $8bn additional capital by 2030

Investing more into higher return Bioenergy, and Convenience & EV Charging

Investing more in high-quality oil and gas projects

Retaining certain oil and gas assets for longer

...While building a leading position globally in Hydrogen and focusing on creating integration value in Renewables & Power
Accelerating EBITDA growth to 2030

Investing ~$1bn p.a. more into our transition growth engines

- Additional EBITDA: ~$1bn in 2025
- Additional EBITDA: ~$2bn in 2030

Investing ~$1bn p.a. more into today’s oil and gas system

- Additional EBITDA: ~$2bn in 2025
- Additional EBITDA: $3-4bn in 2030

Uplift to 2030 Group EBITDA* aim $bn

- 2030: $39 - 46bn
- Other: $5 - 6bn
- Total: $51 - 56bn

(1) 2023-30 average
(2) At the upper end of the relevant capex range
(3) $70/bbl 2021 real, previous price assumption $60/bbl 2020 real, and at the upper end of the relevant capex range
(4) 8 Feb 2022’s 2030 aim at $60/bbl 2020 real and restated to exclude Rosneft; 7 Feb 2023’s 2030 aim at $70/bbl 2021 real, and at the upper end of the relevant capex range
(5) Includes revisions from other businesses since 8 Feb 2022 update

FY & 4Q 2022 financial results & update on strategic progress
Investing more to accelerate our transition growth engines

2023-30 cumulative capex*

$55-65bn

Bioenergy

Hydrogen and Renewables & Power

Convenience and EV Charging

Up to $8bn incremental investment

Returns and EBITDA*

<table>
<thead>
<tr>
<th>Returns</th>
<th>2030 EBITDA*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bioenergy</td>
<td>&gt;15%</td>
</tr>
<tr>
<td>Convenience</td>
<td>&gt;15%</td>
</tr>
<tr>
<td>EV Charging</td>
<td></td>
</tr>
<tr>
<td>Hydrogen</td>
<td>Double digit (unlevered)</td>
</tr>
<tr>
<td>Renewables &amp; Power</td>
<td>6-8% (unlevered)</td>
</tr>
</tbody>
</table>

EBITDA $bn

$10-12bn²

Increased from >$10bn

(1) Expected return (IRR)
(2) 2030 EBITDA aim at $70/bbl 2021 real and bp planning assumptions, and at the upper end of the relevant capex range
(3) Renewables

FY & 4Q 2022 financial results & update on strategic progress
Bioenergy – deepening investment

Rapidly growing demand, attractive fiscal incentives

Established, global biogas & biofuels businesses today – well positioned

World-class trading capabilities – capturing enhanced value

Archaea acquisition a ‘game changer’

Five new biofuel projects – leveraging global refining footprint

---

(1) Includes EBITDA* from customer facing biofuels reported in C&M and assumes capex at the upper end of the range

(2) IRR

(3) 2022-2030; biogas CAGR excluding Archaea Energy in 2022

(4) Includes Archaea Energy which closed on 28 December 2022

(5) Expected increase in biogas supply volumes from 2022 prior to Archaea Energy acquisition to 2030

(6) Compared to 2022

---

2025 target

~ $2bn

EBITDA*¹

2030 aim

> $4bn

>15%

expected returns²

~ $15bn

cumulative capex 2023-30

---

Biogas supply volumes mboed

2022⁴ 2025 2030

~ 25% CAGR³

~ 70

Biofuel production volumes mbd

2022 2025 2030

~ 15% CAGR³

~ 100

---

Equity

Offtake

Archaea Energy

bp bunge

Co-processing

5 biofuel projects

---

~ 6x increase in biogas supply by 2030⁶

~ 3x co-processing volumes by 2030⁶

~ 50 mbd production from 5 biofuel projects by 2030
Convenience and EV Charging – deeper conviction

**Convenience**

Global growth in sector continues

Resiliency, with proven track record of growth

**EV Charging**

Moving at pace – high growth opportunity

Focused on fast charging* – our customers’ preferred choice

Strong momentum in fleets

---

<table>
<thead>
<tr>
<th>2025 target</th>
<th>2030 aim</th>
</tr>
</thead>
<tbody>
<tr>
<td>&gt;$1.5bn EBITDA*¹</td>
<td>&gt;$4bn</td>
</tr>
</tbody>
</table>

>15% expected returns²

~$15bn cumulative capex 2023-30

---

**Convenience gross margin** $bn

---

**EV charge points** and energy sales $bn

---

---

(1) At the upper end of the relevant capex range
(2) IRR
(3) At constant forex
(4) Operated on the go EV charge points, energy sales TWh

---

FY & 4Q 2022 financial results & update on strategic progress | 21
Hydrogen and Renewables & Power – focusing investment

**Hydrogen**

- Key enabler to decarbonise hard to abate sectors
- Early stage, fast growing sector with high barriers to entry

**Renewables & Power**

- Integration increasingly a key value driver
- Scale and complexity in offshore wind supports enhanced returns

---

### Hydrogen

Building a leading position globally

- Starting with own operations – bp’s refining demand
- Scaling-up refining facilities to regional hubs in US and Europe
- Building export hubs for hydrogen and hydrogen derivatives

Aim to deliver

- **0.5-0.7 mtpa** hydrogen production by 2030

### Renewables & Power

Creating value through integration

- Focusing investment in service of integration with hydrogen, trading, EVs and e-fuels
- Building our capability in offshore wind
- Scaling Lightsource bp: world class solar developer, self funding

Aim to deliver

- **50 GW net** developed to FID by 2030
- **~10 GW net** installed capacity by 2030

---

**2030 aim**

- **$2-3 bn** EBITDA*

**Hydrogen**

- double digit unlevered expected returns

**Renewables**

- 6-8% unlevered expected returns

**~ $30 bn** cumulative capex 2023-30
Hydrogen and Renewables & Power – building scale

Hydrogen pipeline\(^1\) mtpa net

- **US**
  - Midwest \(\text{H}_2\) and CCS hub (Whiting refinery)
  - Gulf Coast \(\text{H}_2\) and CCS hub (incl. ammonia)
  - Pacific Northwest \(\text{H}_2\) hub (Cherry Point refinery)
  - Empire and Beacon offshore wind

Renewables pipeline\(^2\) GW net

- Offshore wind
- Solar
- Renewables in support of hydrogen (Onshore wind and solar)

Key projects

**US**
- Midwest \(\text{H}_2\) and CCS hub (Whiting refinery)
- Gulf Coast \(\text{H}_2\) and CCS hub (incl. ammonia)
- Pacific Northwest \(\text{H}_2\) hub (Cherry Point refinery)
- Empire and Beacon offshore wind

**UK and Europe**
- UK – NZT Power, NEP, HyGreen, \(\text{H}_2\)Teeside
- Germany – Lingen refinery
- Netherlands – \(\text{H}_2\)-Fifty and \(\text{H}_2\) Vision (Rotterdam refinery)
- Spain – Castellon refinery; Global export hub

**MENA**
- UAE – RUWAIS, Masdar Partnership SAF, Abu Dhabi export hub
- Oman – Global export hub
- Mauritania – Global export hub
- Egypt – Global export hub

**AsPac**
- Australia – AREH, Geri projects, Kwinana; Global export hub

(1) Includes projects in concept design
(2) Includes projects with land access
(3) Primarily green hydrogen, supplied by solar and onshore wind
(4) Blue and green hydrogen for local industry, leveraging refineries

Hydrogen global export hub\(^3\)
Hydrogen regional hub\(^4\)
Included in Hydrogen pipeline as of 4Q22

FY & 4Q 2022 financial results & update on strategic progress | 23
Investing more into today’s oil and gas system

Focus on safe and reliable operations
- Target no major process safety incidents or life changing injuries
- Maintain plant reliability* at ~96%

Deep resource base provides optionality
- ~18bn boe of resource in plan¹
- $10/boe average point-forward development cost¹

Growing underlying production* to 2025
- ~200mboed production from nine high-margin major project start-ups by end-2025
- 30-40% increase in bpx production by 2025
- 3-5% base decline to 2025
- Retaining certain assets for longer

Portfolio high-grading
- Aim for ~200mboed divestments to 2030
- New hub investment options 2030+

Driving cost efficiencies
- ~$6/boe unit production costs to 2025

---

Oil and gas production mmboed

<table>
<thead>
<tr>
<th>Year</th>
<th>Headline</th>
<th>Divestment</th>
<th>Russia²</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>3.8 incl. Russia</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2022</td>
<td>2.6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2025</td>
<td>2.3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2030</td>
<td>2.0</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Oil and gas EBITDA* $bn

<table>
<thead>
<tr>
<th>Year</th>
<th>Headline</th>
<th>Divestment</th>
<th>Russia²</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021³</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2030²</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

FY & 4Q 2022 financial results & update on strategic progress

---

(1) Before future divestments
(2) Includes Rosneft and other businesses in Russia
(3) Excludes Rosneft and other businesses in Russia
(4) 2021 real, and assumes capex at the upper end of the range
(5) Includes deals announced
(6) bp investment IRR hurdle rate at $60/bbl

---

Up to $8bn incremental investment

15-20% Investment hurdle rate⁶

Divestment ⁵
Leveraging our advantaged refining portfolio

Drive competitiveness through digitisation and business improvement plans

Improving safety & operational emissions
- Target no major process safety incidents or life changing injuries
- Through energy efficiency, emission reduction and carbon capture projects

Delivering portfolio performance
- Retaining increasingly competitive refining portfolio
- ~96% Solomon availability* by 2025
- Maintain Solomon 1st quartile net cash margin*

Foundation for Biofuels and Hydrogen
- Expanding opportunities for refinery conversion or consolidation

Biofuels strategy leverages our refineries
- ~3x co-processing volumes by 2030¹
- ~50 mbd production from 5 biofuel projects by 2030

Hydrogen strategy anchored by our refinery demand
- ~450 ktpa² existing refining hydrogen demand

(1) Compared to 2022
(2) Based on 2020 data – includes Toledo Refinery
(3) Sale of bp’s 50% interest in Toledo Refinery to JV partner Cenovus Energy announced 8 August 2022
(4) Kwinana conversion to an Integrated Clean Energy Hub announced 19 April 2022

Map excludes terminals and pipelines

FY & 4Q 2022 financial results & update on strategic progress

<table>
<thead>
<tr>
<th>US</th>
<th>Europe</th>
<th>Australia</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cherry Point</td>
<td>Germany – Lingen</td>
<td>Kwinana²</td>
</tr>
<tr>
<td>Toledo³</td>
<td>Netherlands – Rotterdam</td>
<td></td>
</tr>
<tr>
<td>Whiting</td>
<td>Germany – Gelsenkirchen</td>
<td></td>
</tr>
<tr>
<td>Spain – Castellon</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Biofuels | Hydrogen

(1) Sale of bp’s 50% interest in Toledo Refinery to JV partner Cenovus Energy announced 8 August 2022
(4) Kwinana conversion to an Integrated Clean Energy Hub announced 19 April 2022
SAPREF not shown as refinery operations have been paused; Whangarei not shown as converted to import terminal
Map excludes terminals and pipelines
<table>
<thead>
<tr>
<th>Aim</th>
<th>Scope</th>
<th>2025 target</th>
<th>2030 aim</th>
<th>2050 or sooner aims</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Aim 1</strong>&lt;br&gt;Net zero operations&lt;sup&gt;1&lt;/sup&gt;</td>
<td>1+2</td>
<td>20%</td>
<td>↑ 50%</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Aim 2</strong>&lt;br&gt;Net zero production&lt;sup&gt;1&lt;/sup&gt;</td>
<td>3</td>
<td>↓10-15%&lt;sup&gt;3&lt;/sup&gt;</td>
<td>↓20-30%&lt;sup&gt;3&lt;/sup&gt;</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Aim 3</strong>&lt;br&gt;Net zero sales&lt;sup&gt;1&lt;/sup&gt;</td>
<td>Carbon intensity&lt;sup&gt;4&lt;/sup&gt;</td>
<td>5%</td>
<td>↑15-20%&lt;sup&gt;3&lt;/sup&gt;</td>
<td>↑100%</td>
</tr>
<tr>
<td><strong>Aim 4</strong>&lt;br&gt;Reducing methane</td>
<td>Methane intensity&lt;sup&gt;5&lt;/sup&gt;</td>
<td>0.20%&lt;sup&gt;3&lt;/sup&gt;</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Aim 5</strong>&lt;br&gt;More $ into transition&lt;sup&gt;2&lt;/sup&gt;</td>
<td>Transition growth engines</td>
<td>$6-8bn</td>
<td>$7-9bn</td>
<td>$3-4bn&lt;sup&gt;5&lt;/sup&gt;</td>
</tr>
</tbody>
</table>

<sup>(1) 2025 target and 2030 aim for Aims 1-3 are against our 2019 baseline. 100% means to net zero<sup>1</sup> by 2050 or sooner</sup>
<sup>(2) Aim 5 now aligned with our transition growth engines</sup>
<sup>(3) Target/aim set in 2020</sup>
<sup>(4) Aim 3 relates to the carbon intensity for the energy products that we sell<sup>4</sup>. Aim 3 emissions can be thought of as combining elements of bp Scopes 1, 2 and 3</sup>
<sup>(5) Target/aim set in 2020 for low carbon investment</sup>

Arrows indicate updates to 2025 and 2030 target and aim since 2020.
## Momentum in our strategic delivery

### Resilient hydrocarbons

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2022</th>
<th>2025 target</th>
<th>2030 aim</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Oil and gas production</strong> (mmboed)</td>
<td>2.6</td>
<td>2.3</td>
<td>~200mmboed major project production</td>
<td>Deep resource base provides optionality</td>
</tr>
<tr>
<td></td>
<td>~3.8 incl. Russia production</td>
<td></td>
<td>~2.0 ~2.3</td>
<td>~1.5 ~2.0</td>
</tr>
<tr>
<td><strong>Refining throughput</strong> (mmbd)</td>
<td>1.7</td>
<td>1.5</td>
<td>&lt;1.5</td>
<td>1.2</td>
</tr>
<tr>
<td><strong>Biofuels production</strong> (mbd)</td>
<td>23</td>
<td>27</td>
<td>Scale co-processing</td>
<td>5 biofuel projects</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>~50</td>
<td>~100</td>
</tr>
<tr>
<td><strong>Biogas supply volumes</strong> (mboed)</td>
<td>10</td>
<td>12</td>
<td>Archaea pipeline Grow offtakes</td>
<td>Archaea pipeline Grow offtakes</td>
</tr>
<tr>
<td></td>
<td>Excl. Archaea Energy</td>
<td></td>
<td>~40</td>
<td>~70</td>
</tr>
<tr>
<td><strong>LNG portfolio</strong> (mtpa)</td>
<td>15</td>
<td>19</td>
<td>Tortue Phase 1, Tangguh T3, Coral, Venture Global</td>
<td>Portfolio options Grow offtakes</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>25</td>
<td>30</td>
</tr>
</tbody>
</table>

### Convenience and mobility

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2022</th>
<th>2025 target</th>
<th>2030 aim</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Customer touchpoints per day (million)</strong></td>
<td>&gt;10</td>
<td>~12</td>
<td>&gt;15</td>
<td>&gt;20</td>
</tr>
<tr>
<td><strong>Strategic convenience sites</strong></td>
<td>1,650</td>
<td>2,400</td>
<td>~3,000</td>
<td>~3,500</td>
</tr>
<tr>
<td><strong>EV charge points</strong> ('000)</td>
<td>&gt;7.5</td>
<td>~22</td>
<td>&gt;40</td>
<td>&gt;100</td>
</tr>
</tbody>
</table>

### Low carbon energy

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2022</th>
<th>2025 target</th>
<th>2030 aim</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Hydrogen production</strong> (mtpa net)</td>
<td></td>
<td>1.8mtpa pipeline</td>
<td>2023-25: Refinery and US projects to FID and construction</td>
<td>2025-30 Start-up US and Europe projects H₂ export hubs FID and construction</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>2023-25: US and Europe projects H₂ export hubs FID and construction</td>
<td>0.5-0.7</td>
</tr>
<tr>
<td><strong>Renewables</strong> (GW developed to FID)</td>
<td>2.6</td>
<td>5.8</td>
<td>First offshore wind project to FID</td>
<td>Offshore wind new bids FID</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>20</td>
<td>Renewables for H₂ FID and start-up</td>
</tr>
<tr>
<td><strong>Renewables</strong> (GW installed net)</td>
<td>1.1</td>
<td>2.2</td>
<td>US solar projects start-up</td>
<td>First offshore wind project operational</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>2.2</td>
<td>~10</td>
</tr>
</tbody>
</table>

Denotes transition growth engine

FY & 4Q 2022 financial results & update on strategic progress
Murray Auchincloss
Chief financial officer
## Disciplined investment allocation

### Capital expenditure* (including inorganics) $bn

<table>
<thead>
<tr>
<th>Category</th>
<th>2021</th>
<th>2022</th>
<th>2025 target</th>
<th>2030 aim</th>
</tr>
</thead>
<tbody>
<tr>
<td>Resilient hydrocarbons</td>
<td>9.1</td>
<td>13.0²</td>
<td>9-11</td>
<td>8-10</td>
</tr>
<tr>
<td>Convenience and mobility</td>
<td>1.6</td>
<td>1.8</td>
<td>2-3</td>
<td>3-4</td>
</tr>
<tr>
<td>Low carbon energy</td>
<td>1.6</td>
<td>1.0</td>
<td>3-5</td>
<td>3-5</td>
</tr>
<tr>
<td>Group capital expenditure*¹</td>
<td>12.8</td>
<td>16.3</td>
<td>14-18</td>
<td>14-18</td>
</tr>
</tbody>
</table>

**Of which: Transition growth engines**

| Category                          | 2.4   | 4.9   | 6-8         | 7-9      |

---

(1) Includes OB&C*<br>(2) Includes acquisition of Archaea Energy
Growing EBITDA as the business transitions

Uplift to 2030 Group EBITDA\(^*\) aim $bn

<table>
<thead>
<tr>
<th></th>
<th>2021</th>
<th>2022</th>
<th>2025 target</th>
<th>2030 aim</th>
</tr>
</thead>
<tbody>
<tr>
<td>Price</td>
<td>$71</td>
<td>$103</td>
<td>$70/bbl(^3)</td>
<td>$70/bbl(^3)</td>
</tr>
<tr>
<td>Oil and gas</td>
<td>$60</td>
<td>$60</td>
<td>$60</td>
<td>$60</td>
</tr>
<tr>
<td>Other(^2)</td>
<td></td>
<td></td>
<td>$5-6bn</td>
<td>$5-6bn</td>
</tr>
<tr>
<td>2030 $70 real</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2021 $71</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2030 $60 real</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>TGE</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Resilient hydrocarbons</td>
<td>30.6(^4)</td>
<td>56.9(^4)</td>
<td>40-42</td>
<td>39-42</td>
</tr>
<tr>
<td>Convenience and mobility</td>
<td>4.4</td>
<td>4.3</td>
<td>~7</td>
<td>9-11</td>
</tr>
<tr>
<td>Low carbon energy</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Group EBITDA(^5)</td>
<td>34.4</td>
<td>60.7</td>
<td>46-49</td>
<td>51-56</td>
</tr>
</tbody>
</table>

Of which: Transition growth engines

<table>
<thead>
<tr>
<th></th>
<th>2021</th>
<th>2022</th>
<th>2025 target</th>
<th>2030 aim</th>
</tr>
</thead>
<tbody>
<tr>
<td>Growth engines</td>
<td></td>
<td></td>
<td>$3-4</td>
<td>$10-12</td>
</tr>
<tr>
<td>2021 $71/bbl</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2022 $103/bbl</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2025 target $70/bbl(^3)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2030 aim $70/bbl(^3)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

(1) 8 Feb 2022’s 2030 aim at $60/bbl 2020 real and restated to exclude Rosneft; 7 Feb 2023’s 2030 aim at $70/bbl 2021 real
(2) Includes revisions from other businesses since 8 Feb 2022 update
(3) Brent $70/bbl 2021 real, at bp planning assumptions, and at the upper end of the relevant capex ranges
(4) 2021 and 2022 not restated for re-allocation of power trading to low carbon energy
(5) Includes OB&C*
### Strong momentum to 2025…

<table>
<thead>
<tr>
<th>in our transition growth engines</th>
<th>in our oil and gas portfolio</th>
<th>supported by our cost and efficiency agenda</th>
</tr>
</thead>
<tbody>
<tr>
<td>approximately 80% increase in biofuels volumes</td>
<td>~200mboed from 9 new high-margin major project start-ups</td>
<td>▪ Standardisation and simplification</td>
</tr>
<tr>
<td>~30mboed increase in biogas supply</td>
<td>~25% increase in bpx production</td>
<td>▪ Digitisation</td>
</tr>
<tr>
<td>~25% increase in strategic convenience sites*</td>
<td>&gt;30% increase in LNG supply</td>
<td>▪ Optimising third-party spend</td>
</tr>
<tr>
<td>~double number of EV charge points*</td>
<td>~25% increase in deepwater rigs by 2025</td>
<td>▪ Location strategy</td>
</tr>
</tbody>
</table>

...underpinning $46-49bn 2025 EBITDA

---

Numbers relative to 2022 baseline

(1) Brent $70/bbl 2021 real, at bp planning assumptions, and at the upper end of the ranges
Continued discipline in executing our financial frame

<table>
<thead>
<tr>
<th>Resilient dividend</th>
<th>Strong investment grade credit rating</th>
<th>Disciplined investment allocation</th>
<th>Share buybacks</th>
</tr>
</thead>
<tbody>
<tr>
<td>6.610 $ per ordinary share for 4Q22</td>
<td>40% 2023 surplus cash flow*</td>
<td>$16-18bn 2023 capital expenditure*</td>
<td>60% 2023 surplus cash flow*2,3</td>
</tr>
</tbody>
</table>

**Resilient $40/bbl cash balance point**

- Capacity for annual increase of the dividend per ordinary share of ~4% at ~$60/bbl

**Strong investment grade credit rating**

- Target further progress within an ‘A’ grade credit rating

**Disciplined investment allocation**

- Intend to allocate 40% 2023 surplus cash flow to further strengthen balance sheet

**Share buybacks**

- Commitment to allocate ≥60% surplus cash flow*2 to buybacks

- Expect ~$4.0bn p.a. at ~$60/bbl at the lower end of the capital investment range

---

*(1) Cash balance point $40/bbl Brent, $11/bbl RMM*, $3/mmbtu Henry Hub, all 2021 real

*(2) Subject to maintaining a strong investment grade credit rating.

*(3) In addition, intend to execute share buybacks to offset expected dilution from vesting of awards under employee schemes during 2023
Delivering for shareholders

**Accelerating growth**
EBIDA* per share CAGR*1

- **>12%**
  - 2H19/1H20 – 2025
  - $70/bbl2

- **7-9%**
  - 2H19/1H20 – 2025
  - $50-60/bbl (prior guidance)

**Higher returns**
ROACE*

- **>18%**
  - 2025 and 2030
  - $70/bbl2

- **12-14%**
  - 2025 $50-60/bbl (prior guidance)

**Growing distributions**

- Resilient $40/bbl cash balance point*3
- Capacity for annual increase of the dividend per ordinary share of ~4% at ~$60/bbl

- Expect share buyback
  - ~$4bn p.a. at ~$60/bbl at the lower end of the capital investment range

---

(1) 122¢ EBIDA per share for 2H19/1H20 base, with base year adjusted to exclude Rosneft
(2) Brent, 2021 real
(3) Cash balance point $40/bbl Brent, $11/bbl, RMM* $3/mmbtu Henry Hub, all 2021 real

FY & 4Q 2022 financial results & update on strategic progress | 33
Deepening our capability

Attracting new talent

Improving our diversity

Growing pride in bp
Performing while transforming

Leaning further into our strategy

Delivering for shareholders
Our investor proposition

Profitable growth
Growing value and returns

- >12% adjusted EBIDA*\(^{1}\) per share CAGR*\(^{1}\)
- Growing ROACE*\(^{2}\) to >18%\(^{2}\)

Sustainable value
Investing in transition growth engines; driving down emissions

- >40% capital expenditure*\(^{4}\) in transition growth engines\(^{4}\)
- Net zero* by 2050 or sooner across operations, production and sales

Committed distributions
Compelling cash distributions

- Resilient dividend\(^{3}\), ~4% p.a. growth
- ≥60% surplus cash flow* as share buybacks\(^{3}\)

Delivering long-term shareholder value

1. 2H19/1H20 to 2025 at $70/bbl (2021 real), at bp planning assumptions, with base year adjusted to exclude Rosneft.
2. By 2025, $70/bbl (2021 real), at bp planning assumptions.
3. On average, based on bp’s current forecasts, at around $60 per barrel Brent and subject to the board’s discretion each quarter, bp expects to be able to deliver buybacks of around $4bn per annum at the lower end of its capital investment range and have capacity for an annual increase in the dividend per ordinary share of around 4%.
4. By 2025.
Q&A
**Guidance**

**Full year 2023**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital expenditure*</td>
<td>$16-18bn</td>
</tr>
<tr>
<td>DD&amp;A</td>
<td>Slightly above 2022</td>
</tr>
<tr>
<td>Divestment and other proceeds</td>
<td>$2-3bn</td>
</tr>
<tr>
<td>Gulf of Mexico oil spill payments</td>
<td>~$1.3bn pre-tax</td>
</tr>
<tr>
<td>OB&amp;C underlying annual charge</td>
<td>$1.1-1.3bn full year, quarterly charges may vary</td>
</tr>
<tr>
<td>Underlying effective tax rate*</td>
<td>Expected to be around 40%</td>
</tr>
</tbody>
</table>

**Reported and underlying* upstream production (ex. Rosneft)**

For full year 2023 we expect both reported and underlying upstream production to be broadly flat compared with 2022. Within this, bp expects underlying production from oil production & operations to be slightly higher and production from gas & low carbon energy to be lower. bp expects the start-up of Mad Dog Phase 2 in the second quarter of 2023 and first gas from the Tangguh expansion and GTA Phase 1 Tortue projects in the fourth quarter of 2023.

---

**1Q23 vs 4Q22**

- Expect first-quarter 2023 reported upstream production to be broadly flat compared to fourth-quarter 2022.
- In our customers business, we expect seasonally lower volumes and in Castrol base oil prices to remain high, although lower than the fourth quarter. In refining, we expect margins to remain elevated and a lower level of turnaround activity.
Reconciling strategic themes and reporting segments

<table>
<thead>
<tr>
<th>Strategic theme</th>
<th>Reporting segment</th>
<th>Other businesses &amp; corporate</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Resilient hydrocarbons</strong></td>
<td>— Gas regions</td>
<td>— Refining and oil trading</td>
</tr>
<tr>
<td></td>
<td>— Gas marketing and trading</td>
<td>— Bioenergy</td>
</tr>
<tr>
<td><strong>Convenience and mobility</strong></td>
<td>— Oil regions</td>
<td></td>
</tr>
<tr>
<td><strong>Low carbon energy(^1)</strong></td>
<td>— Convenience</td>
<td>— Conveniencen</td>
</tr>
<tr>
<td></td>
<td>— Fuels</td>
<td>— EV Charging</td>
</tr>
<tr>
<td></td>
<td>— Renewables &amp; power</td>
<td>— Castrol</td>
</tr>
<tr>
<td></td>
<td>— Hydrogen(^*)</td>
<td>— Aviation, B2B/midstream(^1)</td>
</tr>
<tr>
<td><strong>Other businesses &amp; corporate</strong></td>
<td>— OB&amp;C(^*)</td>
<td></td>
</tr>
</tbody>
</table>

This is not a exhaustive list of businesses

\(^1\) Includes customer-facing and midstream biofuels activities which form part of the Bioenergy transition growth engine
Delivering our strategy in resilient hydrocarbons

FY & 4Q 2022 financial results & update on strategic progress

2020
- Achieved major project production target
- Agreement with Nuseed

2023
- First Nuseed cargo shipped

2022
- 29% interest in Gasrec
- GoM Herschel start-up
- High grading position in Canada
- Angola JV
- Agreement with Nuseed
- Indonesia Timpan discovery
- Brazil Cabo Frio discovery
- Acquisition of Archaea Energy
- Trinidad Cassia compression start-up
- Egypt exploration access
- Trinidad Cypre project FID
- Algeria sale announced
- 2022 Permian methane flaring intensity below 0.5%
- Tangguh PSA extension
- ~11% lower unit production costs
- 96% 2022 plant reliability*
- Doubled renewable diesel capacity at Cherry Point
- 2022 Permian methane flaring intensity below 0.5%

FY & 4Q 2022 financial results & update on strategic progress
Delivering our strategy in low carbon energy

2020
- Entered US offshore wind (Equinor Partnership)
- Formed NEP CCS in UK
- Oman MoU
- Empire/Beacon award
- Scotwind lease option awarded
- 7x solar acquisition

2023
- Egypt MoU
- Mauritania MoU
- Construction of Arche Solar, bp US solar’s first farm
- Acquisition of EDF Energy
- IBERDROLA partnership for hydrogen development
- UAE ADNOC and Masdar MOU and partnerships
- US Gulf Coast CCS appraisal
- EnBW partnership to develop offshore wind in UK
- Construction of Arche Solar, bp US solar’s first farm
- Acquisition of EDF Energy
- IBERDROLA partnership for hydrogen development
- UAE ADNOC and Masdar MOU and partnerships
- US Gulf Coast CCS appraisal
- EnBW partnership to develop offshore wind in UK
- Construction of Arche Solar, bp US solar’s first farm
- Acquisition of EDF Energy
- IBERDROLA partnership for hydrogen development
- UAE ADNOC and Masdar MOU and partnerships
- US Gulf Coast CCS appraisal
- EnBW partnership to develop offshore wind in UK
- Construction of Arche Solar, bp US solar’s first farm
- Acquisition of EDF Energy
- IBERDROLA partnership for hydrogen development
- UAE ADNOC and Masdar MOU and partnerships
- US Gulf Coast CCS appraisal
- EnBW partnership to develop offshore wind in UK
Gas and low carbon energy

**Production volume**

<table>
<thead>
<tr>
<th></th>
<th>4Q21</th>
<th>3Q22</th>
<th>4Q22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Liquids (mbd)</td>
<td>122</td>
<td>117</td>
<td>121</td>
</tr>
<tr>
<td>Natural gas (mmcfd)</td>
<td>4,941</td>
<td>5,011</td>
<td>4,844</td>
</tr>
<tr>
<td>Total hydrocarbons* (mboed)</td>
<td>974</td>
<td>981</td>
<td>956</td>
</tr>
</tbody>
</table>

**Average realisations***

<table>
<thead>
<tr>
<th></th>
<th>4Q21</th>
<th>3Q22</th>
<th>4Q22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Liquids ($/bbl)</td>
<td>71.63</td>
<td>88.03</td>
<td>80.50</td>
</tr>
<tr>
<td>Natural gas ($/mcf)</td>
<td>6.94</td>
<td>9.85</td>
<td>9.40</td>
</tr>
<tr>
<td>Total hydrocarbons* ($/boe)</td>
<td>43.68</td>
<td>60.80</td>
<td>57.60</td>
</tr>
</tbody>
</table>

**Selected financial metrics ($bn)**

<table>
<thead>
<tr>
<th></th>
<th>4Q21</th>
<th>3Q22</th>
<th>4Q22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adjusted EBITDA*</td>
<td>3.5</td>
<td>7.4</td>
<td>4.5</td>
</tr>
<tr>
<td>Capital expenditure* – gas</td>
<td>0.9</td>
<td>0.9</td>
<td>1.0</td>
</tr>
<tr>
<td>Capital expenditure – low carbon</td>
<td>0.1</td>
<td>0.1</td>
<td>0.6</td>
</tr>
</tbody>
</table>

**Operational metrics (GW, bp net)**

<table>
<thead>
<tr>
<th></th>
<th>4Q21</th>
<th>3Q22</th>
<th>4Q22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Installed renewables capacity*</td>
<td>1.9</td>
<td>2.0</td>
<td>2.2</td>
</tr>
<tr>
<td>Developed renewables to FID*</td>
<td>4.4</td>
<td>4.6</td>
<td>5.8</td>
</tr>
<tr>
<td>Renewables pipeline*</td>
<td>23.1</td>
<td>26.9</td>
<td>37.2</td>
</tr>
</tbody>
</table>

**Underlying RCPBIT*** $bn

- Below average gas marketing and trading performance compared to an exceptional result in the third quarter
- Lower gas realisations and lower production partly offset by favourable price lag effects on gas sales into Europe

FY & 4Q 2022 financial results & update on strategic progress
## Oil production and operations

### Production volume

<table>
<thead>
<tr>
<th></th>
<th>4Q21</th>
<th>3Q22</th>
<th>4Q22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Liquids (mbd)</td>
<td>1,004</td>
<td>959</td>
<td>966</td>
</tr>
<tr>
<td>Natural gas (mmcfd)</td>
<td>2,053</td>
<td>2,075</td>
<td>1,989</td>
</tr>
<tr>
<td>Total hydrocarbons(^*) (mboed)</td>
<td>1,358</td>
<td>1,317</td>
<td>1,309</td>
</tr>
</tbody>
</table>

### Average realisations\(^*\)

<table>
<thead>
<tr>
<th></th>
<th>4Q21</th>
<th>3Q22</th>
<th>4Q22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Liquids ($/bbl)</td>
<td>71.07</td>
<td>93.14</td>
<td>80.43</td>
</tr>
<tr>
<td>Natural gas(^1) ($/mcf)</td>
<td>8.73</td>
<td>12.12</td>
<td>10.20</td>
</tr>
<tr>
<td>Total hydrocarbons(^{*1}) ($/boe)</td>
<td>66.19</td>
<td>86.83</td>
<td>74.60</td>
</tr>
</tbody>
</table>

### Selected financial metrics ($bn)

<table>
<thead>
<tr>
<th></th>
<th>4Q21</th>
<th>3Q22</th>
<th>4Q22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exploration write-offs</td>
<td>0.0</td>
<td>0.2</td>
<td>0.1</td>
</tr>
<tr>
<td>Adjusted EBITDA(^*)</td>
<td>5.7</td>
<td>6.8</td>
<td>5.9</td>
</tr>
<tr>
<td>Capital expenditure(^*)</td>
<td>1.3</td>
<td>1.4</td>
<td>1.4</td>
</tr>
</tbody>
</table>

### Combined upstream

<table>
<thead>
<tr>
<th></th>
<th>4Q21</th>
<th>3Q22</th>
<th>4Q22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oil and gas production (mboed)</td>
<td>2,332</td>
<td>2,298</td>
<td>2,265</td>
</tr>
<tr>
<td>bp average realisation(^3) ($/boe)</td>
<td>56.05</td>
<td>74.08</td>
<td>66.18</td>
</tr>
<tr>
<td>Unit production costs(^{*2}) ($/boe)</td>
<td>6.82</td>
<td>6.25</td>
<td>6.07</td>
</tr>
<tr>
<td>bp-operated plant reliability(^*2) (%)</td>
<td>94.0</td>
<td>95.8</td>
<td>96.0</td>
</tr>
</tbody>
</table>

### Underlying RCPBIT\(^*\) $bn

<table>
<thead>
<tr>
<th></th>
<th>4Q21</th>
<th>1Q22</th>
<th>2Q22</th>
<th>3Q22</th>
<th>4Q22</th>
</tr>
</thead>
<tbody>
<tr>
<td>4Q 2022 vs 3Q 2022</td>
<td>4.0</td>
<td>4.7</td>
<td>5.9</td>
<td>5.2</td>
<td>4.4</td>
</tr>
</tbody>
</table>

- Lower liquids and gas realisations, despite the favourable impact of month-ahead gas pricing contracts in UK North Sea and foreign exchange.

---

\(^1\) Realisations calculation methodology has been changed to reflect gas price fluctuations within the North Sea region. All comparatives are restated. There is no impact on financial results.

\(^2\) On a year-to-date basis
## Customers and products

<table>
<thead>
<tr>
<th></th>
<th>4Q21</th>
<th>3Q22</th>
<th>4Q22</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Customers – convenience &amp; mobility</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Customers – convenience &amp; mobility adjusted EBITDA*</td>
<td>1.0</td>
<td>1.4</td>
<td>1.0</td>
</tr>
<tr>
<td><em>Castrol</em> adjusted EBITDA</td>
<td>0.2</td>
<td>0.2</td>
<td>0.1</td>
</tr>
<tr>
<td>Capital expenditure*</td>
<td>0.7</td>
<td>0.4</td>
<td>0.7</td>
</tr>
<tr>
<td>bp retail sites* – total2</td>
<td>20,500</td>
<td>20,550</td>
<td>20,650</td>
</tr>
<tr>
<td>Strategic convenience sites*2</td>
<td>2,150</td>
<td>2,250</td>
<td>2,400</td>
</tr>
<tr>
<td>Marketing sales of refined products (mbd)</td>
<td>2,978</td>
<td>3,047</td>
<td>2,981</td>
</tr>
<tr>
<td><strong>Products – refining &amp; trading</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Adjusted EBITDA</td>
<td>0.4</td>
<td>2.0</td>
<td>1.7</td>
</tr>
<tr>
<td>Capital expenditure</td>
<td>0.5</td>
<td>0.3</td>
<td>3.5</td>
</tr>
</tbody>
</table>

### Refining environment

- **RMM**3 ($/bbl): 15.1, 35.5, 32.2
- **Refining throughput (mbd):** 1,644, 1,512, 1,378
- **Refining availability*** (%) | 95.4, 94.3, 95.0

---

(1) *Castrol is included in customers – convenience & mobility*
(2) *Reported to the nearest 50*
(3) *The RMM in the quarter is calculated based on bp’s current refinery portfolio. On a comparative basis, the fourth quarter 2021 RMM would be $15.3/bbl*

---

### Underlying RCPBIT* $bn

<table>
<thead>
<tr>
<th></th>
<th>4Q21</th>
<th>1Q22</th>
<th>2Q22</th>
<th>3Q22</th>
<th>4Q22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customers - convenience &amp; mobility</td>
<td>0.6</td>
<td>2.2</td>
<td>4.0</td>
<td>2.7</td>
<td>1.9</td>
</tr>
<tr>
<td>Products - refining &amp; trading</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### 4Q 2022 vs 3Q 2022

**Customers**
- Lower marketing margins and seasonally lower volumes, with Castrol also impacted by COVID lockdowns in China.

**Products**
- Higher level of turnaround and maintenance activity, partially offset by higher realised refining margins.
Glossary - abbreviations

<table>
<thead>
<tr>
<th>Abbreviation</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Barrel (bbl)</td>
<td>159 litres, 42 US gallons.</td>
</tr>
<tr>
<td>boe</td>
<td>Barrels of oil equivalent.</td>
</tr>
<tr>
<td>CAGR</td>
<td>Compound annual growth rate.</td>
</tr>
<tr>
<td>CCS</td>
<td>Carbon, capture and storage.</td>
</tr>
<tr>
<td>DD&amp;A</td>
<td>Depreciation, depletion and amortisation.</td>
</tr>
<tr>
<td>EV</td>
<td>Electric vehicle.</td>
</tr>
<tr>
<td>EVP</td>
<td>Executive vice president.</td>
</tr>
<tr>
<td>FID</td>
<td>Final investment decision.</td>
</tr>
<tr>
<td>GW</td>
<td>Gigawatt.</td>
</tr>
<tr>
<td>IEC</td>
<td>Integrated Energy Company.</td>
</tr>
<tr>
<td>IOC</td>
<td>International Oil Company.</td>
</tr>
<tr>
<td>JV</td>
<td>Joint venture.</td>
</tr>
<tr>
<td>ktpa</td>
<td>Thousand tonnes per annum.</td>
</tr>
<tr>
<td>LNG</td>
<td>Liquefied natural gas.</td>
</tr>
<tr>
<td>mbd</td>
<td>Thousand barrels per day.</td>
</tr>
<tr>
<td>mboed</td>
<td>Thousand barrels of oil equivalent per day.</td>
</tr>
<tr>
<td>mmbd</td>
<td>Million barrels per day.</td>
</tr>
<tr>
<td>mmboed</td>
<td>Million barrels of oil equivalent per day.</td>
</tr>
<tr>
<td>mmbtu</td>
<td>Million British thermal units.</td>
</tr>
<tr>
<td>mmcfd</td>
<td>Million cubic feet per day.</td>
</tr>
<tr>
<td>mtpa</td>
<td>Million tonnes per annum.</td>
</tr>
<tr>
<td>OB&amp;C</td>
<td>Other businesses and corporate.</td>
</tr>
<tr>
<td>RC</td>
<td>Replacement cost.</td>
</tr>
<tr>
<td>SAF</td>
<td>Sustainable aviation fuel.</td>
</tr>
<tr>
<td>SVP</td>
<td>Senior vice president.</td>
</tr>
<tr>
<td>TGE</td>
<td>Transition growth engines</td>
</tr>
<tr>
<td>TWh</td>
<td>Terawatt hour</td>
</tr>
</tbody>
</table>
Adjacating items

Include gains and losses on the sale of businesses and fixed assets, impairments, environmental and other provisions, restructuring, integration and rationalisation costs, fair value accounting effects, financial impacts relating to Rosneft for the 2022 financial reporting period and costs relating to the Gulf of Mexico oil spill and other items. Adjusting items within equity-accounted earnings are reported net of incremental income tax reported by the equity-accounted entity. Adjusting items are used as a reconciling adjustment to derive underlying RC profit or loss and related underlying measures which are non-GAAP measures.

bp-operated plant reliability

Calculated taking 100% less the ratio of total unplanned plant deferrals divided by installed production capacity, excluding non-operated assets and bpx energy. Unplanned plant deferrals are associated with the topside plant and where applicable the subsea equipment (excluding wells and reservoir). Unplanned plant deferrals include breakdowns, which does not include Gulf of Mexico weather related downtime.

Capital expenditure

Total cash capital expenditure as stated in the condensed group cash flow statement. Capital expenditure for the operating segments and customers & products businesses is presented on the same basis.

Carbon intensity of the energy products that we sell

The rate of GHG emissions per unit of energy delivered (in grams CO2e/MJ) estimated in respect of sales of energy products. GHG emissions are estimated on a lifecycle basis covering use, production, and distribution, of sold energy products.

Cash balance point

Implied Brent oil price 2021 real to balance bp's sources and uses of cash assuming an average bp refining marker margin around $11/bbl and Henry Hub at $3/mmbtu in 2021 real terms.

Consolidation adjustment – UPII

Unrealised profit in inventory arising on inter-segment transactions.

Convenience gross margin

Calculated as RC profit before interest and tax for the customers & products segment, excluding RC profit before interest and tax for the refining & trading and petrochemical businesses, and adjusting items’ (as defined above) for the convenience & mobility business to derive underlying RC profit before interest and tax for the convenience & mobility business; subtracting underlying RC profit before interest and tax for the Castrol business; adding back depreciation, depletion and amortisation, production and manufacturing, distribution and administration expenses for convenience & mobility (excluding Castrol); subtracting earnings from equity-accounted entities in the convenience & mobility business (excluding Castrol) and gross margin for the retail fuels, EV charging, aviation, B2B and midstream businesses.

Developed renewables to FID

Total generating capacity for assets developed to FID by all entities where bp has an equity share (proportionate to equity share). If asset is subsequently sold bp will continue to record capacity as developed to FID. If bp equity share increases developed capacity to FID will increase proportionately to share increase for any assets where bp held equity at the point of FID.

Disposal proceeds

Divestments and other proceeds.

EBIDA / adjusted EBIDA

Underlying replacement cost profit before interest and tax*, add back depreciation, depletion and amortisation and exploration expenditure written-off (net of adjusting items’), less taxation on an underlying RC basis.

EBITDA / adjusted EBITDA

Replacement cost (RC) profit before interest and tax, excluding net adjusting items’, adding back depreciation, depletion and amortisation and exploration write offs (net of adjusting items).

Electric vehicle charge points / EV charge points

Number of connectors on a charging device, operated by either bp or a bp joint venture.
## Glossary

<table>
<thead>
<tr>
<th>Term</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Fast charging</strong></td>
<td>Includes rapid* and ultra-fast* charging</td>
</tr>
<tr>
<td><strong>Hydrogen / low carbon hydrogen</strong></td>
<td>Hydrogen fuel with reduced carbon attributes, including renewable (green) hydrogen made from solar, wind and hydro-electricity, and (blue) made from natural gas in combination with carbon capture and storage (CCS).</td>
</tr>
<tr>
<td><strong>Inorganic capital expenditure</strong></td>
<td>Comprises consideration in business combinations and certain other significant investments made by the group. It is reported on a cash basis.</td>
</tr>
<tr>
<td><strong>Installed renewables capacity</strong></td>
<td>bp’s share of capacity for operating assets owned by entities where bp has an equity share.</td>
</tr>
<tr>
<td><strong>Lease payments</strong></td>
<td>Lease liability payments.</td>
</tr>
<tr>
<td><strong>Major projects</strong></td>
<td>Have a bp net investment of at least $250 million, or are considered to be of strategic importance to bp or of a high degree of complexity.</td>
</tr>
<tr>
<td><strong>Net debt</strong></td>
<td>Calculated as finance debt, as shown in the balance sheet, plus the fair value of associated derivative financial instruments that are used to hedge foreign currency exchange and interest rate risks relating to finance debt, for which hedge accounting is applied, less cash and cash equivalents. Net debt does not include accrued interest, which is reported within other receivables and other payables on the balance sheet and for which the associated cash flows are presented as operating cash flows in the group cash flow statement.</td>
</tr>
<tr>
<td><strong>Net zero</strong></td>
<td>References to net zero for bp in the context of our ambition and Aims 1, 2 and 3 mean achieving a balance between (a) the relevant Scope 1 and 2 emissions (for Aim 1), Scope 3 emissions (for Aim 2) or product lifecycle emissions (for Aim 3), and (b) the aggregate of applicable deductions from qualifying activities such as sinks under our methodology at the applicable time.</td>
</tr>
</tbody>
</table>

### Net zero operations
- bp’s aim to reach net zero* operational greenhouse gas (CO₂ and methane) emissions by 2050 or sooner, on a gross operational control basis, in accordance with bp’s Aim 1, which relates to our reported Scope 1 and 2 emissions. Any interim target or aim in respect of bp’s Scope 1 and 2 emissions is defined in terms of absolute reductions relative to the baseline year of 2019.

### Net zero production
- bp’s aim to reach net zero* CO₂ emissions, in accordance with bp’s Aim 2, from the carbon in our upstream oil and gas production, in respect of the estimated CO₂ emissions from the combustion of upstream production of crude oil, natural gas and natural gas liquids (NGLs) on a bp equity share basis based on bp’s net share of production, excluding bp’s share of Rosneft production and assuming that all produced volumes undergo full stoichiometric combustion to CO₂. Aim 2 is bp’s Scope 3 aim and relates to Scope 3, category 11 emissions. Any interim target or aim in respect of bp’s Aim 2 is defined in terms of absolute reductions relative to the baseline year of 2019.

### Net zero sales
- bp’s aim to reach net zero* for the greenhouse gas emissions associated with the lifecycle (including end use) of its marketed and physically traded energy products*, in accordance with bp’s Aim 3. Any interim target or aim in respect of bp’s Aim 3 is defined in terms of reductions in the weighted average greenhouse gas emissions per unit of energy delivered (in grams CO₂e/MJ) relative to the baseline year of 2019. (Work is ongoing to confirm an assured baseline for this Aim to incorporate the inclusion of physically traded sales.) Greenhouse gas emissions (CO₂, methane, N₂O) are estimated on a lifecycle basis covering production / extraction, transportation, processing, distribution and use of the relevant products (assuming full stoichiometric combustion of the product to CO₂).

### OB&C
- Other businesses and corporate.

### Operating cash flow
- Net cash provided by (used in) operating activities as stated in the condensed group cash flow statement.
## Glossary

| **Physically traded energy product** | For the purposes of Aim 3, this includes trades in energy products which are physically settled in circumstances where bp considers their inclusion to be consistent with the intent of the Aim. It therefore excludes, for example, financial trades, and physical trades where the purpose or effect is that the volumes traded net off against each other. |
| **Production-sharing agreement/contract (PSA/PSC)** | An arrangement through which an oil and gas company bears the risks and costs of exploration, development and production. In return, if exploration is successful, the oil company receives entitlement to variable physical volumes of hydrocarbons, representing recovery of the costs incurred and a stipulated share of the production remaining after such cost recovery. |
| **Rapid/rapid charging** | Includes electric vehicle charging of ≥50kW |
| **Realisations** | Result of dividing revenue generated from hydrocarbon sales, excluding revenue generated from purchases made for resale and royalty volumes, by revenue generating hydrocarbon production volumes. Revenue generating hydrocarbon production reflects the bp share of production as adjusted for any production which does not generate revenue. Adjustments may include losses due to shrinkage, amounts consumed during processing, and contractual or regulatory host committed volumes such as royalties. For the gas & low carbon energy and oil production & operations segments, realisations include transfers between businesses. |
| **Refining availability** | Represents Solomon Associates’ operational availability for bp-operated refineries, which is defined as the percentage of the year that a unit is available for processing after subtracting the annualised time lost due to turnaround activity and all planned mechanical, process and regulatory downtime. |
| **Refining marker margin (RMM)** | Average of regional indicator margins weighted for bp’s crude refining capacity in each region. Each regional marker margin is based on product yields and a marker crude oil deemed appropriate for the region. The regional indicator margins may not be representative of the margins achieved by bp in any period because of bp’s particular refinery configurations and crude and product slate. |
| **Renewables pipeline** | Renewable projects satisfying the following criteria until the point they can be considered developed to final investment decision (FID): Site based projects that have obtained land exclusivity rights, or for PPA based projects an offer has been made to the counterparty, or for auction projects pre-qualification criteria has been met, or for acquisition projects post a binding offer being accepted. |
| **Retail sites** | Include sites operated by dealers, jobbers, franchisees or brand licensees or joint venture (JV) partners, under the bp brand. These may move to and from the bp brand as their fuel supply agreement or brand licence agreement expires and are renegotiated in the normal course of business. Retail sites are primarily branded bp, ARCO, Amoco, Aral and Thortons, and also includes sites in India through our Jio-bp JV. |
| **ROACE** | Defined as underlying replacement cost profit, which is defined as profit or loss attributable to bp shareholders adjusted for inventory holding gains and losses, adjusting items and related taxation on inventory holding gains and losses and adjusting items total taxation, after adding back non-controlling interest and interest expense net of tax, divided by the average of the beginning and ending balances of total equity plus finance debt, excluding cash and cash equivalents and goodwill as presented on the group balance sheet over the periods presented. Interest expense before tax is finance costs as presented on the group income statement, excluding lease interest, the unwinding of the discount on provisions and other payables and other adjusting items reported in finance costs. |
## Glossary

<table>
<thead>
<tr>
<th>Solomon availability</th>
<th>See Refining availability definition</th>
</tr>
</thead>
<tbody>
<tr>
<td>Solomon net cash margin</td>
<td>Net cash margin is defined by Solomon Associates as the net margin achieved after subtracting cash operating expenses and adding any refinery revenue from other sources. Net cash margin is expressed in US dollars per barrel of net refinery input.</td>
</tr>
<tr>
<td>Strategic convenience sites</td>
<td>Retail sites, within the bp portfolio, which sell bp-branded vehicle energy (e.g. bp, Aral, Arco, Amoco, Thornton's and Pulse) and either carry one of the strategic convenience brands (e.g. M&amp;S, Rewe to Go) or a differentiated convenience offer. To be considered a strategic convenience site, the convenience offer should have a demonstrable level of differentiation in the market in which it operates. Strategic convenience site count includes sites under a pilot phase.</td>
</tr>
<tr>
<td>Surplus cash flow</td>
<td>Refers to the net surplus of sources of cash over uses of cash, after reaching the $35 billion net debt target. Sources of cash include net cash provided by operating activities, cash provided from investing activities and cash receipts relating to transactions involving non-controlling interests. Uses of cash include lease liability payments, payments on perpetual hybrid bond, dividends paid, cash capital expenditure, the cash cost of share buybacks to offset the dilution from vesting of awards under employee share schemes, cash payments relating to transactions involving non-controlling interests and currency translation differences relating to cash and cash equivalents as presented on the condensed group cash flow statement.</td>
</tr>
<tr>
<td>Technical service contract (TSC)</td>
<td>An arrangement through which an oil and gas company bears the risks and costs of exploration, development and production. In return, the oil and gas company receives entitlement to variable physical volumes of hydrocarbons, representing recovery of the costs incurred and a profit margin which reflects incremental production added to the oilfield.</td>
</tr>
<tr>
<td>Ultra fast/Ultra-fast charging</td>
<td>Includes electric vehicle charging of ≥150kW</td>
</tr>
<tr>
<td>Underlying effective tax rate (ETR)</td>
<td>Calculated by dividing taxation on an underlying replacement cost (RC) basis by underlying RC profit or loss before tax. Taxation on an underlying RC basis for the group is calculated as taxation as stated on the group income statement adjusted for taxation on inventory holding gains and losses and total taxation on adjusting items*.</td>
</tr>
<tr>
<td>Underlying production</td>
<td>2022 underlying production, when compared with 2021, is production after adjusting for acquisitions and divestments, curtailments, and entitlement impacts in our production-sharing agreements/contracts* and technical service contract*.</td>
</tr>
<tr>
<td>Underlying replacement cost profit</td>
<td>Replacement cost profit or loss* after excluding net adjusting items* and related taxation.</td>
</tr>
<tr>
<td>Underlying replacement cost profit or loss before interest and tax (RCPBIT)</td>
<td>Underlying RC profit or loss before interest and tax for the operating segments or customers &amp; products businesses is calculated as RC profit or loss (as defined above) including profit or loss attributable to non-controlling interests before interest and tax for the operating segments and excluding net adjusting items for the respective operating segment or business.</td>
</tr>
<tr>
<td>Unit production costs</td>
<td>Calculated as production cost divided by units of production. Production cost does not include ad valorem and severance taxes. Units of production are barrels for liquids and thousands of cubic feet for gas. Amounts disclosed are for bp subsidiaries only and do not include bp’s share of equity-accounted entities.</td>
</tr>
</tbody>
</table>
Change in working capital adjusted for inventory holding gains/losses, fair value accounting effects relating to subsidiaries and other adjusting items is a non-GAAP measure. It is calculated by adjusting for inventory holding gains/losses reported in the period and from the second quarter 2021 onwards, it is also adjusted for fair value accounting effects relating to subsidiaries reported within adjusting items for the period. For 2022, it is adjusted for other adjusting items relating to the non-cash movement of US emissions obligations carried as a provision that will be settled by allowances held as inventory. This represents what would have been reported as movements in inventories and other current and non-current assets and liabilities, if the starting point in determining net cash provided by operating activities had been underlying replacement cost profit rather than profit for the period. The nearest equivalent measure on an IFRS basis for this is movements in inventories and other current and non-current assets and liabilities.

bp utilises various arrangements in order to manage its working capital including discounting of receivables and, in the supply and trading business, the active management of supplier payment terms, inventory and collateral.