



# BP 2Q 2019

## Results

30 July 2019

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## Craig Marshall

Head of Investor Relations

BP 2Q 2019  
Results



Good morning and welcome to BP's second quarter 2019 results presentation.

I'm Craig Marshall, BP's head of investor relations, and I am here today with Bob Dudley, group chief executive and Brian Gilvary, chief financial officer.

Before we begin today's presentation, please take a moment to review our cautionary statement.

# Cautionary statement

**Forward-looking statements - cautionary statement**

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. This presentation and the associated slides and discussion contain forward-looking statements – that is, statements related to future, not past events and circumstances – with respect to the financial condition, results of operations and business of BP and certain of the expectations, intentions, plans and objectives of BP with respect to these items; in particular statements regarding expectations related to the world economy, future oil and gas prices and global energy supply and demand including with respect to oil and natural gas; expectations regarding BP's growth agenda, including for BPX Energy, the Fuels Marketing business and low carbon businesses to play a central role; expectations with regard to the strategic partnership between Castrol and Renault Sport Racing; plans to expand BP's biofuels interests in Brazil through a joint venture with Bunge; plans and expectations regarding the energy transition, including BP's strategy and intention to progress low-carbon ambitions, including work to promote hydrogen-based opportunities; plans and expectations regarding emissions reduction targets; plans and expectations regarding the integration of the assets acquired from BHP in BPX Energy, including delivery of synergies and material upside potential; plans and expectations regarding Lightsources BP and the ambition of reaching 8 gigawatts of installed solar capacity by 2022; plans and expectations regarding share buybacks, including to offset the impact of dilution from the scrip program; expectations regarding refining margins and increased widening of light-heavy crude spreads; expectations regarding Upstream reported production in the third quarter of 2019, seasonal turnaround and maintenance activity; expectations regarding continuing growth in the Downstream, including to increase Downstream earnings by \$3bn by 2021 and for convenience sale to grow by over 8% per year; plans and expectations regarding the Chargemaster acquisition, including to install ultra-fast chargers at BP forecourts and the speed of such chargers; plans and expectations with respect to Upstream projects; expectations regarding BP's strategic plan and financial frame including organic capital expenditure, organic free cash flow and operating cash flow, the DD&A charge, Gulf of Mexico oil spill payments, cost and capital discipline, the Other Businesses and Corporate average underlying quarterly charge, and the 2019 underlying effective tax rate; plans and expectations to deliver returns exceeding 10% by 2021 at a \$55 per barrel real price assumption; plans and expectations regarding our long-term commitment to growing sustainable free cash flow and growing distributions to shareholders; expectations regarding the amount, timing and uses of divestment proceeds; plans and expectations to target gearing within a range of 20-30%; and plans and expectations with respect to dividends.

By their nature, forward-looking statements involve risk and uncertainty because they relate to events and depend on circumstances that will or may occur in the future and are outside the control of BP. Actual results may differ materially from those expressed in such statements, depending on a variety of factors, including: the specific factors identified in the discussions accompanying such forward-looking statements; 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 refinery additions and outages; the timing of bringing new fields onstream; the timing, quantum and nature of certain acquisitions and divestments; future levels of industry product supply, demand and pricing, including supply growth in North America; OPEC quota restrictions; PSA effects; operational and safety problems; potential lapses in product quality; economic and financial market conditions generally or in various countries and regions; political stability and economic growth in relevant areas of the world; changes in laws and governmental regulations; regulatory or legal actions including the types of enforcement action pursued and the nature of remedies sought or imposed; the actions of prosecutors, regulatory authorities and courts; delays in the processes for resolving claims; amounts ultimately payable and timing of payments relating to the Gulf of Mexico oil spill; exchange rate fluctuations; development and use of new technology; recruitment and retention of a skilled workforce; the success or otherwise of partnering; the actions of competitors, trading partners, contractors, subcontractors, creditors, rating agencies and others; our access to future credit resources; business disruption and crisis management; the impact on our reputation of ethical misconduct and non-compliance with regulatory obligations; trading losses; major uninsured losses; decisions by Rosneft's management and board of directors; 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 in our Form 6-K for the period ended 30 June 2019 including under "Principal risks and uncertainties", and under "Risk factors" in BP Annual Report and Form 20-F 2018 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](http://www.bp.com).  
Tables and projections in this presentation are BP projections unless otherwise stated.

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During today's presentation, we will make forward-looking statements that refer to our estimates, plans and expectations. Actual results and outcomes could differ materially due to factors we note on this slide and in our UK and SEC filings. Please refer to our Annual Report, Stock Exchange Announcement and SEC filings for more details. These documents are available on our website.

Now, over to Bob.



## Bob Dudley

Group Chief Executive

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Thanks Craig and thank you to everybody joining us on the call today.

This is an important quarter, not just because we're at the mid-point of the year, but also because we're at the mid-point of the five year strategy we laid out early in early 2017.

I'll begin by taking you through some key highlights from the second quarter, and provide some reflections on what has continued to be a challenging macro environment. I also want to talk about the focus we are giving to the energy transition and our low carbon agenda.

Brian will then take you through the financial results in detail, and I'll come back to talk about three specific areas of our business that you have been asking to hear more about:

- BPX Energy in the US
- Our global Fuels Marketing business; and
- The activity we are progressing across our low carbon businesses – including the biofuels announcement we made last week

All of these businesses are central to our growth agenda, into the next decade and beyond, and core to the integrated global energy business we are continuing to shape.

I'll then close and we will ensure we have plenty of time to take your questions.

## Strong quarterly results

**\$2.8** billion  
underlying replacement  
cost profit

**\$8.2** billion  
underlying operating cash  
flow<sup>1</sup>

## Strategic delivery on track

**4** major projects delivered

**3.8** mmbboed group  
production<sup>2</sup>

**>15%** underlying  
fuels marketing  
earnings growth<sup>3</sup>

## Advancing the energy transition

AGM resolution

Lightsource BP growth

BP Bunge Bioenergia  
announcement

Hydrogen Council  
membership

(1) Underlying operating cash flow is net cash provided by/(used in) operating activities excluding post-tax Gulf of Mexico oil spill payments

(2) First half 2019 group reported oil and gas production including Rosneft

(3) Fuels marketing underlying earnings growth compared with 1H 2018

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So getting straight into highlights from the quarter.

We reported underlying replacement cost profit of \$2.8 billion for the second quarter of 2019. Underlying operating cash flow was \$8.2 billion, which included a \$1.5 billion working capital release.

This strong financial performance, alongside our strategic growth agenda, underpins our commitment to growing sustainable free cash flow and distributions to our shareholders over the long-term.

You see that in the Upstream where four of our five major projects planned for this year are now online following the start-up of the Culzean project in the North Sea. This takes us to 23 major projects online since early 2016, further underpinning the delivery of our 2021 free cash flow target and on track for our 900,000 barrels per day of new production.

We've also taken five final investment decisions in the first half of this year, including two projects in the Gulf of Mexico, in Azerbaijan, North Sea and India, keeping us well positioned for continued growth into the next decade.

We've been just as busy in the Downstream, with a large turnaround programme taking place across our refining system, upgrading our facilities in advance of the new IMO 2020 regulation, or some call it MARPOL, which will come into force at the end of this year.

We are continuing to grow our fuels marketing business, with more than 15% underlying fuels marketing earnings growth compared to the first half of 2018, and we've had some exciting developments with our partners, notably Groupe Renault.

From the 1st of January 2020, Castrol will become Renault's global service fill partner for engine oil lubricants. Castrol also extended its Formula 1 sponsorship of Renault

Sport Racing through to the end of 2024. This further strengthens the relationship we have with a highly-valued strategic partner.

Another area of strategic focus is the work we are doing to advance the energy transition:

- We supported a progressive shareholder resolution on corporate reporting. It passed with overwhelming support at our AGM in May and means we'll provide more information about how our strategy is consistent with the goals of the Paris Agreement
- We have made strong progress on operational emissions reductions, and also linked the pay of 36,000 employees, or around half our workforce, including executive directors, to progress on that
- We've joined the Hydrogen Council and we will work alongside fellow members to promote large-scale, low carbon, hydrogen-based opportunities – an important step given the major role hydrogen is expected to play as part of a lower-carbon energy mix

We've also taken a number of significant steps to grow our Alternative Energy business.

Our solar business, Lightsource BP, continues to grow, with a big expansion in Brazil following the acquisition of 1.9 gigawatts of greenfield solar projects. Lightsource BP now has a presence in ten countries, and continues to progress its ambition to become a significant player in the local solar market.

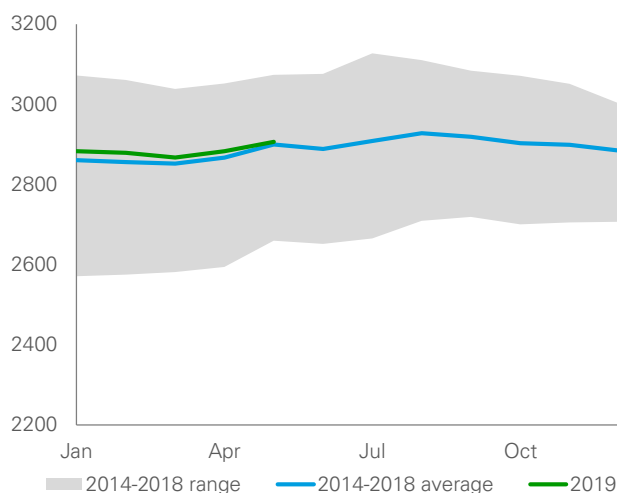
And just last week we announced plans to expand our biofuels business in Brazil by more than 50%, through a joint venture with Bunge. We are combining our well-established ethanol businesses to create BP Bunge Bioenergia, a leading bioenergy company in one of the world's largest, fastest-growing markets for biofuels.



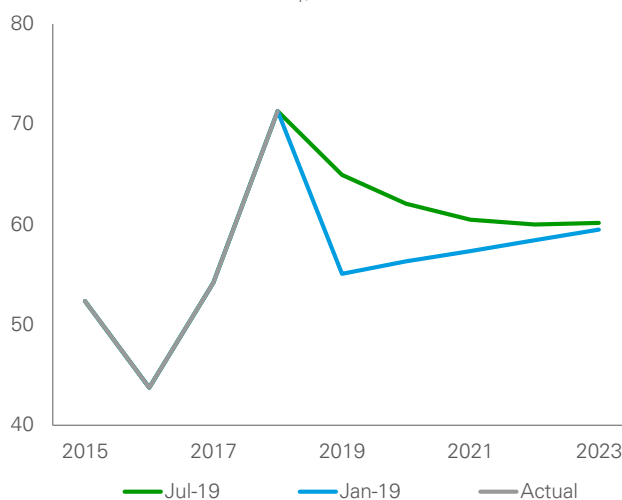
# Macro environment



**OECD oil stocks<sup>1</sup>**  
Mbbls



**Brent forward strip<sup>2</sup>**  
\$/bbl



(1) Source: International Energy Agency – Monthly Oil Data Service © OECD/IEA 2019 – [www.iea.org/statistics](http://www.iea.org/statistics)  
(2) Source: Intercontinental Exchange – Jan-19 strip accessed 8 January 2019, Jul-19 strip accessed 3 July 2019

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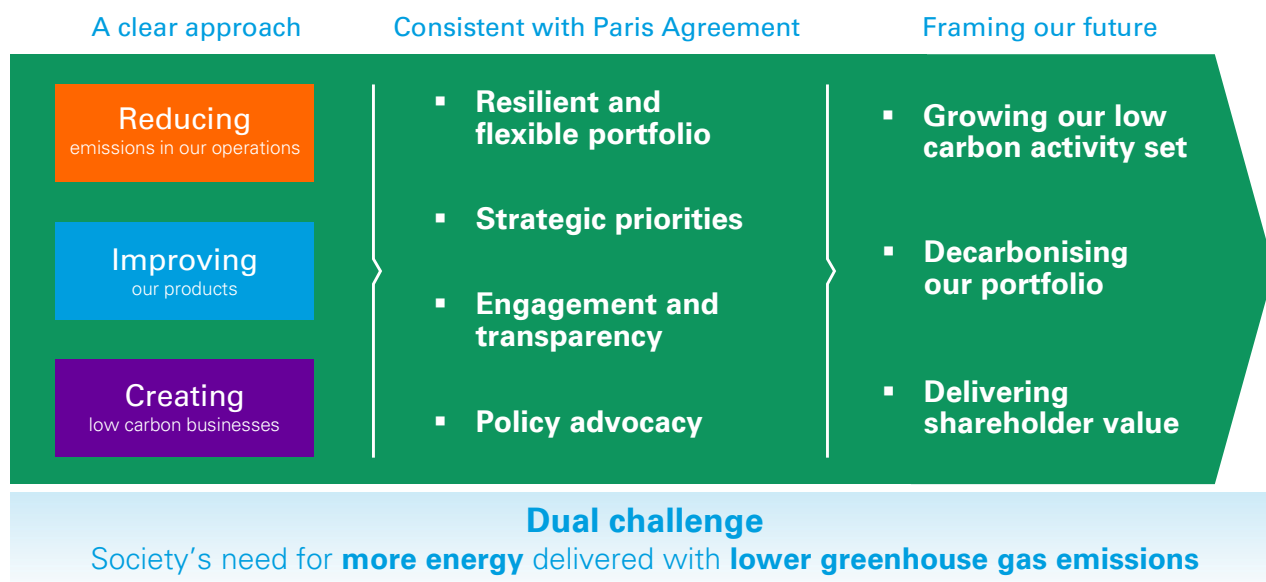
That's a very high level summary of the progress we are making in what continues to be a volatile macro environment.

Oil prices are currently trading in a range of \$60-70 per barrel, having recovered from around \$50 per barrel at the start of year. We expect prices to remain volatile as continued supply growth, notably in the US onshore, competes with slowing demand growth, along with ongoing concerns around the possible impact of geopolitical tensions, especially in Iran and Venezuela.

In the gas markets, an easing in demand growth, following the exceptional strength seen last year, and continued expansion of LNG supply, has led to significantly lower prices. The Henry Hub gas price remains well below \$3 per million British Thermal Units, and spot prices in Europe and Asia are about 40% below their levels a year ago.

In the absence of extreme weather conditions, LNG is expected to be oversupplied through 2019 and 2020, with gas prices expected to remain under pressure.

# Advancing the energy transition



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That macro view of the environment sits alongside the big energy system change that is underway, as society looks to move towards a more sustainable, lower carbon future.

You'll see I'm putting significant emphasis on the energy transition today and I want to be absolutely clear about our approach, how our strategy is consistent with the Paris Agreement, and how we are framing our future.

If the climate goals laid out in the Paris Agreement are to be met, we need to all come together and take action collectively to bring about a rapid transition to a low carbon future.

In fact, in a world that is not currently on a sustainable path, we are actively supportive of advancing a faster transition.

As well as being in the world's best interests, we believe it is in the best interests of BP and all its stakeholders.

It means less uncertainty in planning our business, and greater clarity about how we can help meet society's needs for more energy with lower greenhouse gas emissions with good returns for our shareholders.

We're guided in that by the work our economics team does in compiling our annual BP Statistical Review and BP Energy Outlook – and we're proud to make those available to support discussion and public debate.

Something we have done for many years now.

Within BP we have a clear approach that we set out last year – our Reduce-Improve-Create framework.

It focuses the Group as a whole on reducing emissions in our operations, improving



the quality of our products, so that our customers can reduce their emissions, and on creating new low, or zero carbon businesses.

We have the right strategy, one that is very much consistent with the Paris Agreement, and supported by our technical capabilities, financial resources and global reach. We have a flexible portfolio of many forms of energy that is shaped by our four strategic priorities, and enables us to adapt and move in line with the fast pace of change or as opportunities arise.

We're supporting improved transparency, and engagement, to help our investors better understand how we are managing BP through the transition, as seen in the resolution we supported at our AGM.

And we continue to advocate for well-designed policy measures, including putting a price on carbon for producers and consumers, which only governments can do. We believe this is the most efficient and equitable tool to drive changes in behaviours across the entire energy system. Everyone has to contribute – companies, consumers and governments.

There is a lot we are doing within BP without waiting on that.

We are framing our future by:

- Actively growing our low carbon activities today
- Looking ahead at how we decarbonise our portfolio in a low carbon world; and
- As we move through this transition, ensuring we remain focused on delivering value for our shareholders

So, unlike what some of our critics may say, we believe we have a significant role to play, and can be part of the solution.

Let me now handover to Brian.



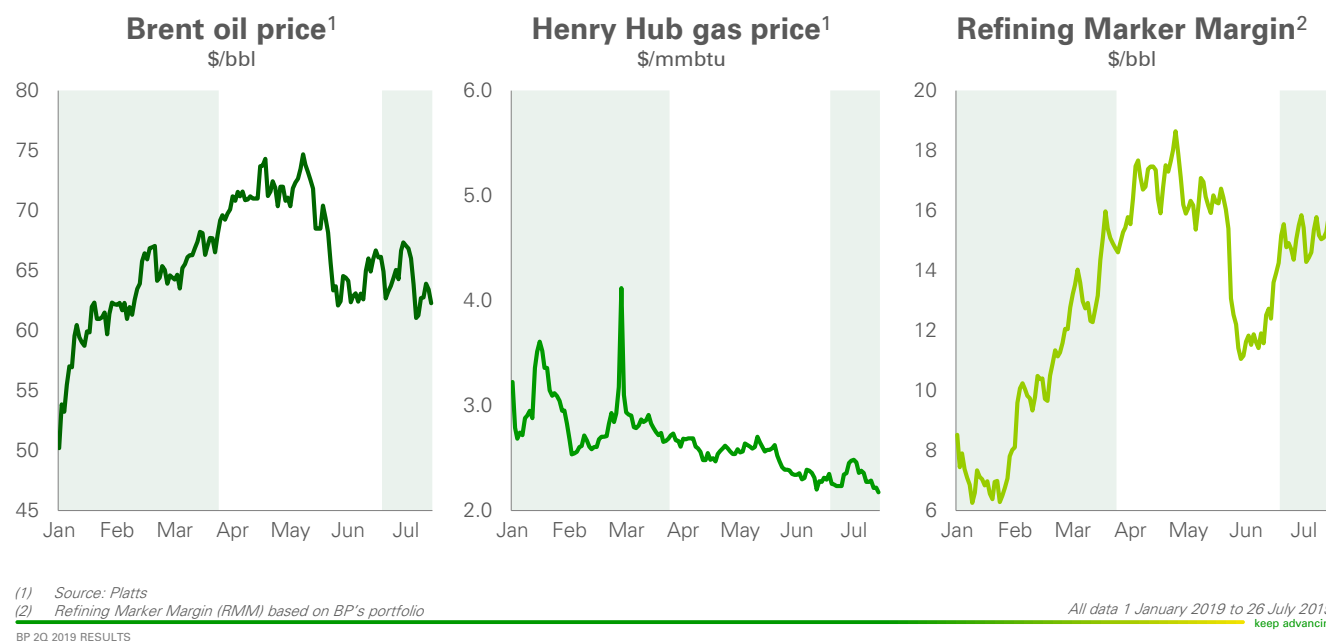
Brian Gilvary  
Chief Financial Officer

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Thanks Bob

# Environment



Turning firstly to the environment.

Brent crude averaged \$69 per barrel in the second quarter, compared with \$63 per barrel in the first quarter. Crude prices increased early in the quarter, supported by OPEC plus production cuts, as well as supply impacts from lower Iranian exports and the ongoing production disruptions in Venezuela.

Prices have since declined, driven by increasing concerns around global economic slowdown and the potential impact on oil demand, together with continuing robust growth of US tight oil.

OECD oil stocks remain around five-year average levels, with continued supply growth from the US onshore and Brazil being largely offset by OPEC plus countries' production cuts and continued, albeit weaker, demand growth.

As Bob mentioned, we expect prices to remain volatile. Recent geopolitical events, particularly in the Strait of Hormuz, and the potential for worsening global economic conditions, are creating concerns around supply and demand fundamentals, driving volatility in prices.

Turning to US gas prices, which remained weak during the second quarter, with Henry Hub averaging \$2.60 per million British Thermal Units compared with \$3.20 in the first quarter. The weakness in price reflects continued strong supply growth, and inventory levels increasing relative to the low levels of the previous two quarters. In Europe and Asia, spot prices have reduced significantly as LNG supply continues to grow with demand easing, particularly in China.

BP's global refining marker margin averaged \$15.20 per barrel in the second quarter, compared with \$10.20 per barrel in the first quarter, primarily driven by stronger gasoline demand and US refining disruptions. In the medium-term, refining margins are expected to see some support with the implementation of IMO 2020, which should also contribute to increased widening of light-heavy crude differentials.

## 2Q 2019 results summary

\$bn	2Q18 <sup>4</sup>	1Q19	2Q19 <sup>4</sup>
Underlying replacement cost profit	2.8	2.4	2.8
Underlying operating cash flow <sup>1</sup>	7.0	5.9	8.2
Underlying RCPBIT <sup>2</sup>			
Upstream	3.5	2.9	3.4
Downstream	1.5	1.7	1.4
Rosneft <sup>3</sup>	0.8	0.6	0.6
Other businesses and corporate	(0.5)	(0.4)	(0.3)
Underlying earnings per share (cents)	14.1	11.7	13.8
Dividend paid per share (cents)	10.00	10.25	10.25
Dividend declared per share (cents)	10.25	10.25	10.25

### 2Q 2019 vs 1Q 2019

- Higher liquids realisations
- Higher refining margins
- Lower supply and trading contribution
- Higher level of refinery turnaround activity



(1) Underlying operating cash flow is net cash provided by/used in operating activities excluding post-tax Gulf of Mexico oil spill payments  
(2) Replacement cost profit before interest and tax (RCPBIT), adjusted for non-operating items and fair value accounting effects  
(3) BP estimate of Rosneft earnings after interest, tax and minority interest  
(4) 2Q18 has not been restated following the adoption of IFRS 16, 2Q19 impacts are disclosed in the appendix

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### Moving to our results.

BP's second quarter underlying replacement cost profit was \$2.8 billion, compared to \$2.8 billion a year ago and \$2.4 billion in the first quarter of 2019.

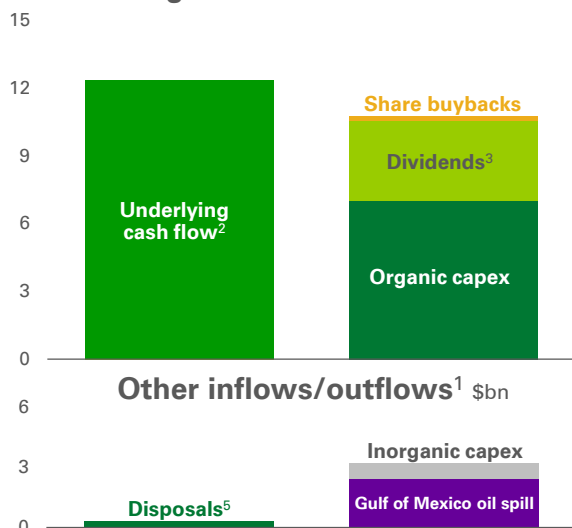
Compared to the first quarter, the result reflects higher Upstream liquids realisations, higher refining margins and lower exploration write-offs. This was offset by a reduced supply and trading contribution in both oil and gas, compared to very strong first quarters for both, lower gas realisations and a higher level of refinery turnarounds.

Compared to a year ago, the result reflects lower North American heavy crude discounts, lower Upstream liquids realisations and a higher level of refinery turnarounds. This was offset by a relatively strong supply and trading result in both oil and gas and the ramp up of major projects.

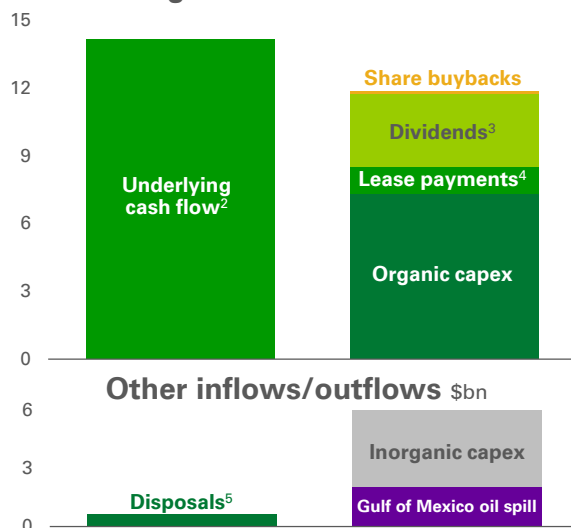
And finally, the second quarter dividend, payable in the third quarter, remains unchanged at 10.25 cents per ordinary share.

# Sources and uses of cash

1H 2018 organic cash inflows/outflows<sup>1</sup> \$bn



1H 2019 organic cash inflows/outflows \$bn



(1) 1H 2018 has not been restated following the adoption of IFRS 16  
 (2) Underlying operating cash flow is net cash provided by/(used in) operating activities excluding post-tax Gulf of Mexico oil spill payments  
 (3) Cash dividends paid (4) Lease liability payments (5) Divestments and other proceeds

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## Turning to cash flow.

Excluding Gulf of Mexico oil spill related outgoings, underlying operating cash flow was \$8.2 billion for the second quarter and \$14.2 billion for the first half of 2019. This included a working capital release of \$1.5 billion in the second quarter and \$0.5 billion for the first half of the year.

Organic capital expenditure was \$3.7 billion in the second quarter and \$7.3 billion in the first half of 2019.

Turning to inorganic cash flows. In the first half of 2019, divestment and other proceeds totalled \$700 million and we made post-tax Gulf of Mexico payments of \$2.1 billion. Inorganic capital expenditure was \$4.0 billion, including the two final payments made to BHP in April of \$1.7 billion. Consequently, as anticipated, gearing rose to 31% at the end of the second quarter.

We continued our share buyback programme, buying back 17 million ordinary shares in the first half of 2019, at a cost of \$125 million.

## 3Q 2019 guidance

### Upstream

- Lower production – reflecting seasonal turnaround and maintenance activities, including in the North Sea, Angola and Gulf of Mexico, as well as weather impacts in the Gulf of Mexico

### Downstream

- Lower level of turnaround activity and lower industry refining margins

## Full year 2019 guidance

Organic capital expenditure	\$15-17bn
DD&A	~\$18bn
Gulf of Mexico oil spill payments	~\$2bn
Share buybacks	Fully offset dilution since 3Q17
Gearing	20-30%
Other businesses and corporate underlying quarterly charge	~\$350m
Underlying effective tax rate	~40%

Turning to guidance.

Looking to the third quarter, we expect Upstream production to be lower than in the second quarter due to seasonal turnaround and maintenance activities, including in the North Sea, Angola and Gulf of Mexico. As well as weather impacts in the Gulf of Mexico, where we experienced 14 days of production disruption associated with Hurricane Barry.

In the Downstream, we expect a lower level of turnaround activity and lower industry refining margins.

At the mid-point of the year we are maintaining our full-year 2019 guidance:

- We expect organic capital expenditure to be in the range of \$15-17 billion and the DD&A charge to be around \$18 billion
- Gulf of Mexico oil spill payments are expected to be around \$2 billion
- Assuming recent average oil prices, we expect gearing to trend down through the second half of the year back into the 20-30% range
- We expect to continue our share buyback programme, and to fully offset the impact of scrip dilution since the third quarter of 2017 by the end of the year
- In Other Businesses and Corporate, the average underlying quarterly charge is expected to be around \$350 million, although this may fluctuate between individual quarters; and
- In the current environment, the underlying effective tax rate is expected to remain around 40%



# Medium term financial frame



## 2019 – 2021

Cost and capital discipline	\$15-17bn p.a. organic capital expenditure
Divestments	>\$10bn through 2019/2020
Gearing	20-30%
Returns	>10% ROACE by 2021 at \$55/bbl <sup>1</sup>
Distributions	Progressive dividend and share buyback programme <sup>2</sup>

## Organic free cash flow per share<sup>3</sup>



(1) Brent oil prices 2017 real (2) Share buyback programme expected to fully offset dilution since 3Q17 by end of 2019 excluding Gulf of Mexico oil spill payments less organic capital expenditure and lease liability payments. In USD cents per ordinary share, based on BP planning assumptions, last four quarters represents the period 3Q18-2Q19 (3) Organic free cash flow: operating cash flow excluding Gulf of Mexico oil spill payments less organic capital expenditure and lease liability payments. In USD cents per ordinary share, based on BP planning assumptions, last four quarters represents the period 3Q18-2Q19 (4) DPS: dividend per ordinary share at current dividend rate of 10.25 cents per share per quarter

In summary, we have delivered another resilient set of quarterly results.

We remain committed to delivering more than \$10 billion of divestments through 2019 and 2020 and so far this year divestment proceeds and announced transactions have totalled \$1.5 billion.

We have now completed the final payments to BHP and expect Gulf of Mexico oil spill payments to reduce. Assuming recent average oil prices, and in line with expected growth in free cash flow and receipt of divestment proceeds, we continue to expect gearing to move towards the middle of our targeted range of 20-30% through 2020.

With the continuing momentum across the business, and growing free cash flow, we remain confident in our medium-term financial frame and the strength of our balance sheet. This in turn underpins our commitment to growing distributions to shareholders over the long-term.

With that, let me now hand back to Bob.

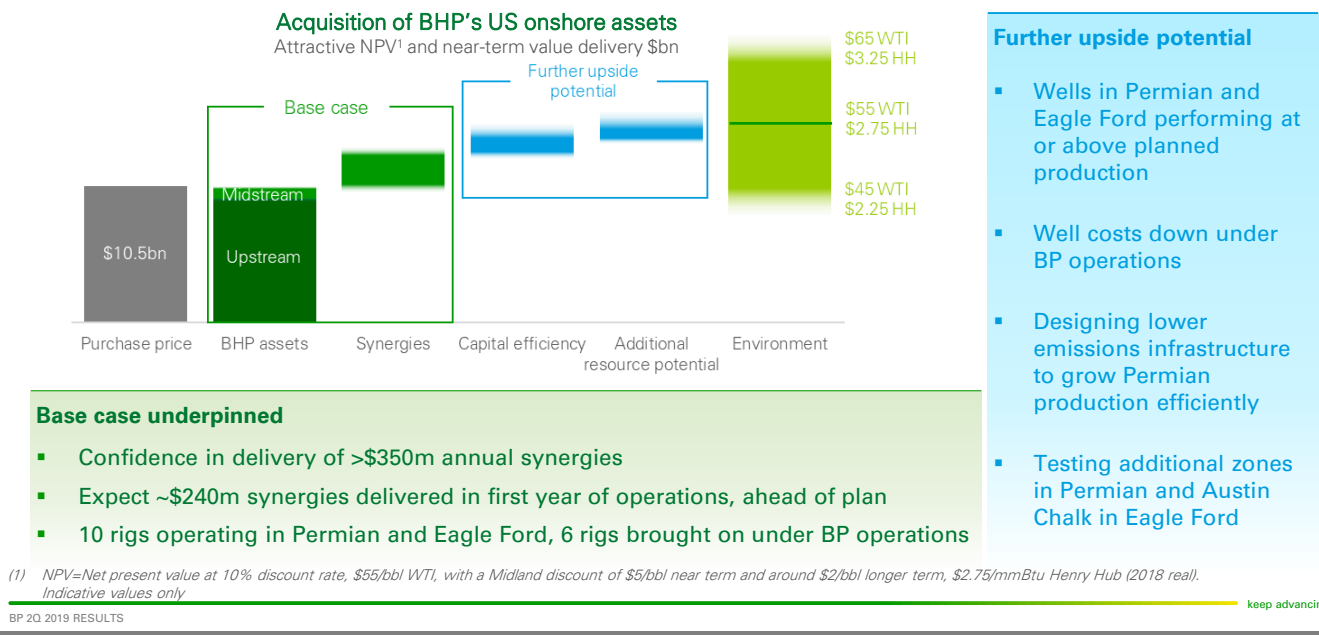


**Bob Dudley**  
Group Chief Executive

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Thanks Brian.



As I mentioned earlier, let me now review the three business areas that you have asked about. Firstly BPX Energy.

While the team has only been operating the assets acquired from BHP since March 1st this year, the early results from the ongoing integration process are encouraging.

First, as we discussed when we announced the acquisition, we are now very confident in delivering over \$350m of annual synergies by 2021. At the time of the transaction, we had expected to achieve about \$90m of this in 2019, but now expect to achieve around \$240m, or nearly 70% of the full run-rate. The majority of this has been made through organisational efficiencies – designing the combined organisation for scale, and enabling us to grow with less overhead.

We also continue to ramp up activity in the newly acquired assets, with ten rigs operating – seven in the Eagle Ford and three in the Permian.

The early results from our operations have been promising. In both basins, the wells we have drilled are performing at or above their planned production levels, and costs for new wells are coming down.

We are also working to optimise life of field development. In the Permian, we are designing infrastructure that will improve reliability and reduce costs and help us minimise emissions.

We plan to continue testing promising new zones this year in the Permian and Austin Chalk in the Eagle Ford.

The progress to date in capturing the synergies early, and the well results, continues to give us confidence in the future of the business. Given it is only four months in, we will have more to update you on at the end of the year.

# Fuels marketing



**>15% first half**  
**underlying earnings growth**

>40% growth vs 2016<sup>(1)</sup>

**~570**

new convenience  
partnership sites  
~65% growth in new  
sites vs 2016

**18%**

premium fuel volumes  
growth since Active  
fuels launch in 2016

**>1,200**

retail sites in  
new markets  
China, Mexico, Indonesia

**\$1.2bn**

annual non-fuel  
gross margin  
12% growth vs. 2016



**>10m**

retail customers per day



UK charging points

**>7,000**

UK market leader

**>2m**

BPme downloads  
available at  
**>8,000**  
retail sites

(1) Incremental RCPBIT adjusted for foreign exchange and portfolio impacts

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Turning to the Downstream, we continue to grow our fuels marketing business, supporting our target to increase Downstream earnings by \$3 billion by 2021.

We are now halfway through that journey and remain on track to deliver this growth. We have grown fuels marketing earnings on an underlying basis by more than 15% in the first half of this year and by over 40% since 2016.

Convenience sales are forecast to grow by over 8% per year out to 2025, which we are well-placed to capture through our differentiated offer. Since 2016 we have grown the number of convenience partnership sites by around 65%, delivering \$1.2 billion of non-fuel retail gross margin in the last 12 months. This model continues to deliver a strong customer value proposition while capturing higher per site earnings and differentiated returns.

In fast growing emerging markets, we continue to expand our footprint and now have more than 1,200 sites in the fast-growing economies of China, Mexico and Indonesia. In Mexico, where we were the first international oil company to enter the deregulated fuel retail market, we now have more than 460 sites, making this the fifth largest market in our portfolio by volume.

In digital, we continue to evolve and enhance our global customer engagement platform BPme. This app provides an easy, fast and convenient way for customers to pay for fuel from their car, and downloads have doubled over the last six months to more than two million.

In the UK, we have just launched our new loyalty programme, BPme Rewards, allowing us to interact with our customers and deliver a better personalised experience. Customer reaction has been good, with around half a million registrations in the first weeks since its launch.

Another way we are enhancing our customer experience and strong convenience offer is the introduction of ultrafast charging at our forecourts, focusing initially on the UK, China and Germany.

Following last year's acquisition of Chargemaster, we now have more than seven thousand charging points across the UK. And, in the coming weeks we will begin installing ultra-fast chargers at BP forecourts, building a national network of high-power charging – one which will closely replicate the current fuelling experience, allowing customers to charge their cars on average for ten minutes for up to a 100 mile range.

# Low carbon highlights



## Established renewable energy businesses

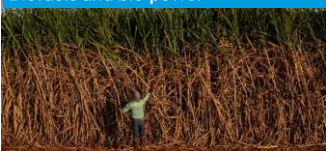
### Solar



#### Lightsource BP

- One of Europe's largest solar developers
- 10 countries – global growth
- 2GW under management
- >2GW greenfield acquisitions
- \$7bn third party finance

### Biofuels and bio-power



#### BP Bunge Bioenergia

- Brazil is one of the fastest growing biofuels markets
- >50% increase in BP's biofuels business
- 32Mtpa crushing capacity
- 2.2bn litres ethanol equivalent<sup>1</sup>
- Value from scale, synergies and efficiencies

## Growing low carbon opportunities

### Venturing and low carbon

- Presence in major global innovation centres
- Clear adjacencies – delivering strategic value today
- Access to wide range of new technology and future business models
- Ability to scale commercial opportunities at pace

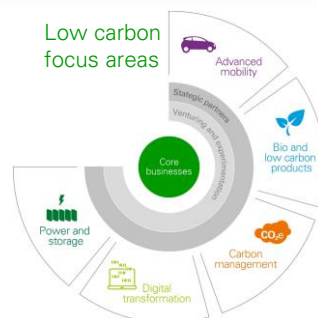
#### BP Ventures

>30 investments → 5 countries

>\$500m

Low carbon investment 2019

#### Low carbon focus areas



(1) 2018 combined portfolio amounts

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The final business to mention now is one of our four strategic priorities – our growing low carbon activities.

We have a lot going on, both in terms of our existing renewable energy businesses, as well as our investment in new, low-carbon activity.

We have learned a lot from our operations in renewable energies for over 20 years. This may seem like a long time, but its a sector that is still evolving, especially in comparison to our foundation oil and gas business, where we have been operating for over 110 years.

Through our investment in oil and gas we provide energy to meet the world's needs, as well as deliver a competitive return for our shareholders – and it is now helping fund the growth of new energies. This year we will invest more than half a billion dollars of capital, which is more than the total annual capital expenditure for each of the companies in the lower half of the FTSE100.

We invest in these low carbon opportunities under a 'capital light' model – ensuring we remain within our disciplined capital frame while creating a material impact. A good example of this is the \$200 million investment we made in Lightsource BP in 2018, a leader in solar development. That business has now attracted \$7 billion of financing from infrastructure funds to develop large scale solar projects around the world.

When people say our capital spending on new energies is small, I think you have to consider the leverage we enable, of \$200 million in this case, to \$7 billion.

Our activity spans a number of renewable energy businesses: renewable fuels, renewable products, wind energy, solar energy, and bio-power, including:

- In biofuels and bio-power, through the joint venture with Bunge, which brings



together a combination of scale, capability and synergies in one of the world's leading markets for ethanol as a transportation fuel, and which we believe to be key to decarbonising road transportation

- In wind energy, where we have a leading portfolio in the US onshore sector; and
- As mentioned, in solar, where our investment in Lightsource BP is growing rapidly, with the ambition of reaching eight gigawatts of installed solar capacity by 2022. That's enough to power more than two million homes.

Beyond our renewable energy businesses, we are also actively developing new low carbon businesses and customer offers across our five focus areas.

We are participating in a number of ways through direct equity investments, to supporting start-ups or developing our own projects. This gives us access to a wide range of new and innovative ideas, technologies and businesses, and we can be agile in our approach.

Some of our investments will have clear adjacencies to our existing businesses such as our investments in BP Chargemaster, which fits within the Downstream's advanced mobility agenda, along with Storedot, an ultra-fast charging battery developer, and Fulcrum which will turn municipal waste into biojet fuels. These are scalable businesses that complement our existing offerings and will give customers differentiated low carbon options.

Others may be in areas that are more novel but have the potential to support our products, such as Calysta's use of methane in the production of proteins for fish food. Each investment has to meet our investment criteria and support our strategy.

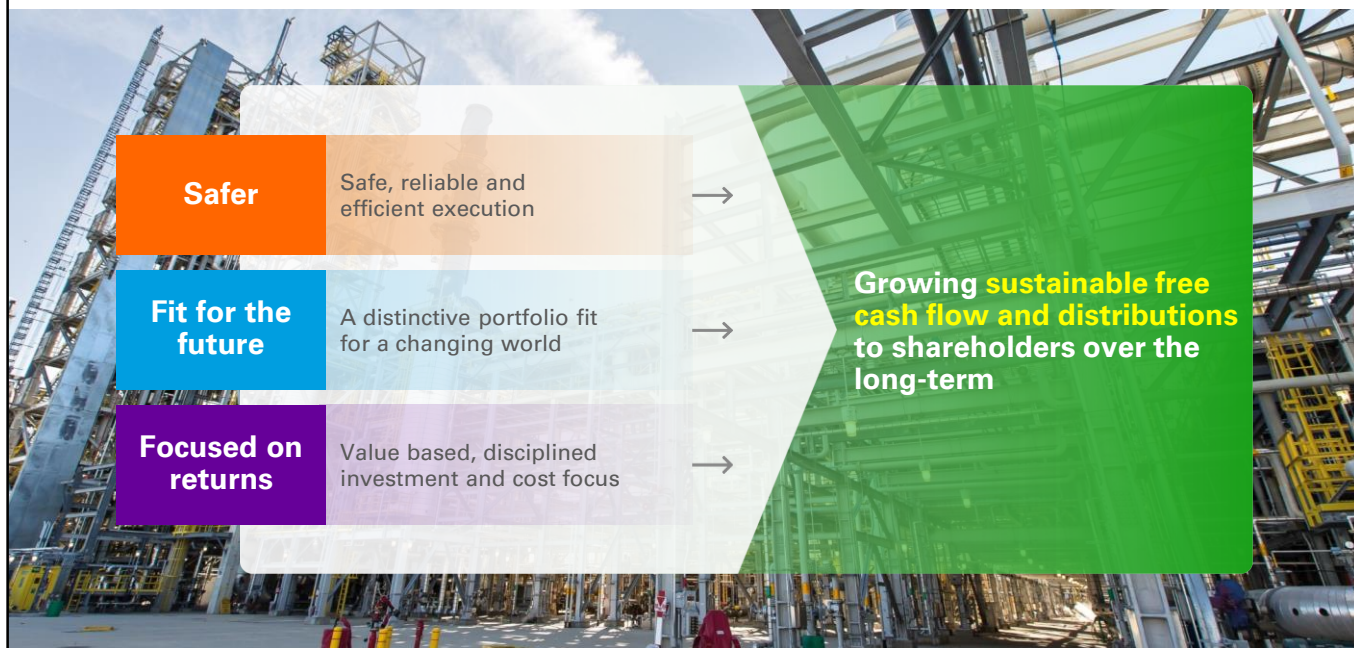
And our experience in investing in start-ups over recent years, where we have invested around \$600 million, has established a track record that we are using to tap into some of the world's most interesting markets. We have an active presence across Europe, China, Tel Aviv and Silicon Valley. We partner with leading developers where we are leveraging our relationships around the world, and deploy these technologies. Then we support the scale up of these businesses.

And finally, we are actively working together across the industry and with other external organisations. This includes the Oil and Gas Climate

Initiative, or OGCI and the Climate Leadership Council, as well as leveraging our expertise to help in educational and research projects, just to name a few.

There will be lots more to come in this area, as we continue to learn and grow these businesses as an important part of our role in the energy transition.

# The BP proposition



I'll briefly summarise now before we move to Q&A.

We are midway through our five-year strategy, we are continuing to deliver strong underlying operational and financial performance, and are making clear progress against the five-year plan.

Quarter ten of that plan has been a strong one.

Safety remains our number one priority, and alongside reliable operations and a disciplined financial framework, provides the foundation for growing the value of your company.

Strong financial performance also allows us to grow our low carbon activities, where we are investing with discipline in fast-growing alternative energy businesses, as well as emerging, low carbon businesses – together these can make a significant contribution to the energy transition.

And, we have plans to host an investor event in November this year, where we will update the market on our current low carbon activities and future ambitions.

On that note, thank you for listening.

Brian, Craig and I would now be happy to take your questions.



**Bob Dudley**  
Group Chief Executive



**Brian Gilvary**  
Chief Financial Officer



**Craig Marshall**  
Head of Investor Relations

»»» keep advancing



# Appendix

BP 2Q 2019  
Results



# 2Q 2019 summary

\$bn	2Q18 <sup>6</sup>	1Q19	2Q19	% Y-o-Y <sup>6</sup>	% Q-o-Q
Upstream	3.5	2.9	3.4		
Downstream	1.5	1.7	1.4		
Other businesses and corporate	(0.5)	(0.4)	(0.3)		
<b>Underlying business RCPBIT<sup>1</sup></b>	<b>4.5</b>	<b>4.2</b>	<b>4.5</b>	<b>0%</b>	<b>6%</b>
Rosneft <sup>2</sup>	0.8	0.6	0.6		
Consolidation adjustment – unrealised profit in inventory	0.2	(0.0)	0.0		
<b>Underlying RCPBIT<sup>1</sup></b>	<b>5.4</b>	<b>4.8</b>	<b>5.2</b>	<b>(4%)</b>	<b>8%</b>
Finance costs <sup>3</sup>	(0.4)	(0.8)	(0.8)		
Tax	(2.1)	(1.6)	(1.5)		
Minority interest	(0.1)	(0.1)	(0.1)		
<b>Underlying replacement cost profit</b>	<b>2.8</b>	<b>2.4</b>	<b>2.8</b>	<b>(0%)</b>	<b>19%</b>
Adjusted effective tax rate <sup>4</sup>	42%	40%	34%		
Underlying operating cash flow <sup>5</sup>	7.0	5.9	8.2	17%	38%
Underlying earnings per share (cents)	14.1	11.7	13.8	(2%)	18%
Dividend paid per share (cents)	10.00	10.25	10.25	3%	0%
Dividend declared per share (cents)	10.25	10.25	10.25	0%	0%

(1) Replacement cost profit before interest and tax (RCPBIT), adjusted for non-operating items and fair value accounting effects

(2) BP estimate of Rosneft earnings after interest, tax and minority interest

(3) Finance costs and net finance income or expense relating to pensions and other post-retirement benefits

(4) Underlying effective tax rate on replacement cost profit adjusted to remove the effects of non-operating items and fair value accounting effects

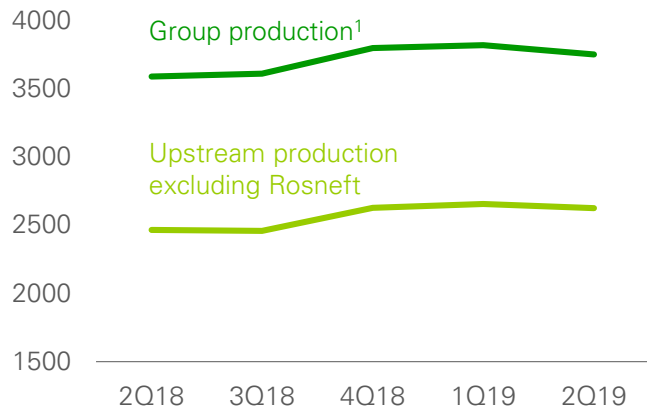
(5) Underlying operating cash flow is net cash provided by/(used in) operating activities excluding post-tax Gulf of Mexico oil spill payments

(6) 2Q18 has not been restated following the adoption of IFRS 16

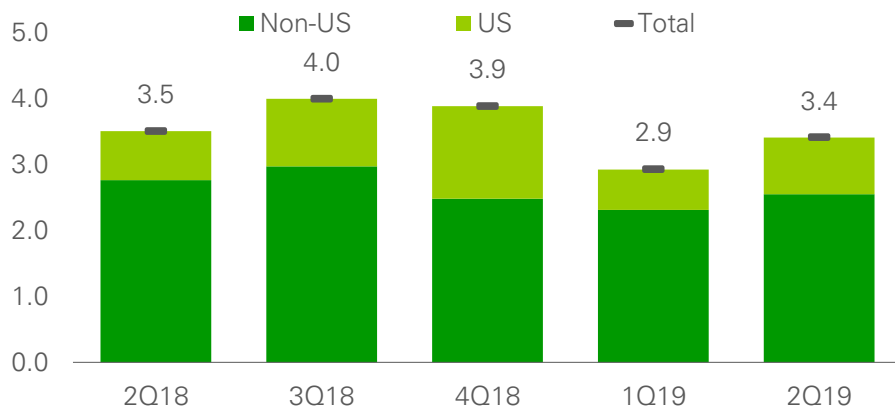


# Upstream

## Volume mboed



## Underlying RCPBIT<sup>3</sup> \$bn



### Realisations<sup>2</sup>

	2Q18	1Q19	2Q19
Liquids (\$/bbl)	67	56	63
Gas (\$/mcf)	3.7	4.0	3.4

### 2Q 2019 vs 1Q 2019

- Higher liquid realisations
  - Lower exploration write-offs
- Partly offset by:
- Lower gas realisations

(1) Group reported oil and gas production including Rosneft

(2) Realisations based on sales of consolidated subsidiaries only, excluding equity-accounted entities

(3) Replacement cost profit before interest and tax (RCPBIT), adjusted for non-operating items and fair value accounting effects

# Downstream

**93%**

Refining availability<sup>1</sup>  
1Q19: 94%

Refining environment	2Q18	1Q19	2Q19
RMM (\$/bbl)	14.9	10.2	15.2

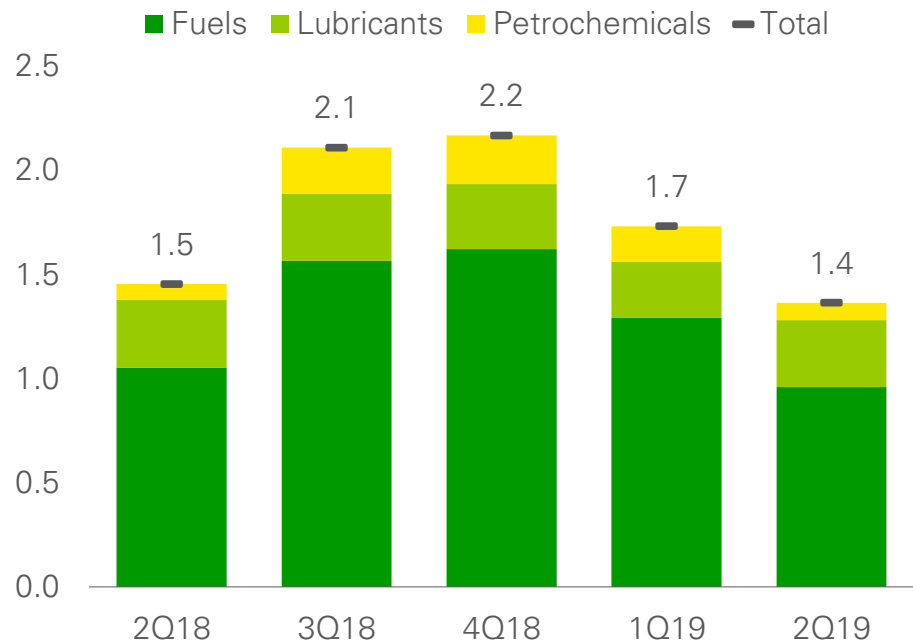
## 2Q 2019 vs 1Q 2019

- Stronger industry refining margins
- Improved fuels marketing and lubricants performance

More than offset by:

- A significantly higher level of turnaround activity; and
- A lower supply and trading contribution

## Underlying RCPBIT<sup>2</sup> \$bn

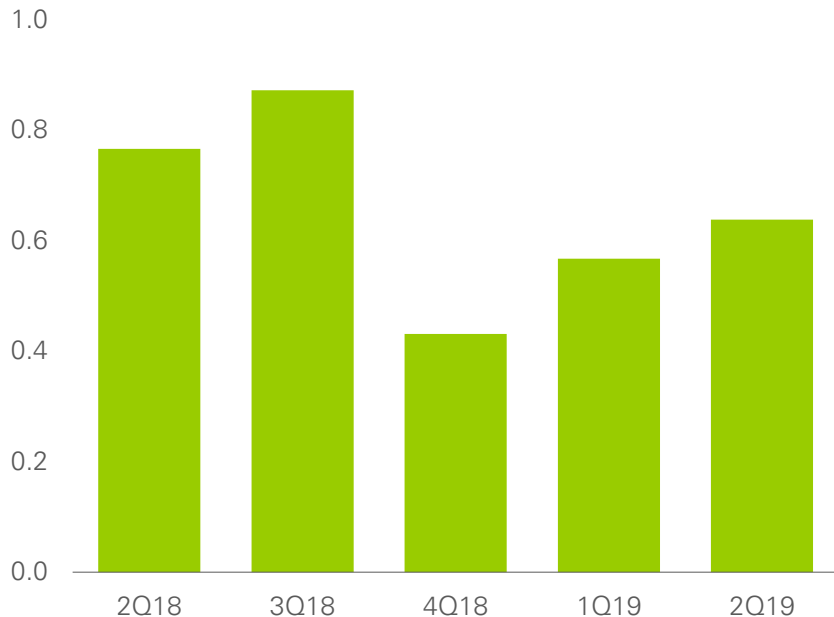


(1) BP-operated refining availability

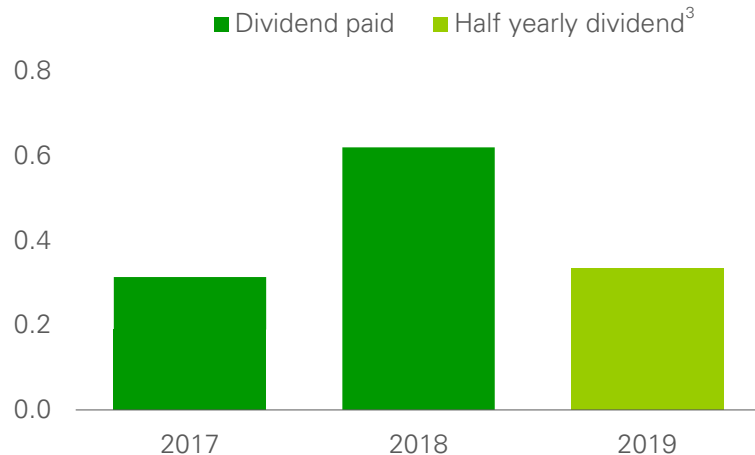
(2) Replacement cost profit before interest and tax (RCPBIT), adjusted for non-operating items and fair value accounting effects

# Rosneft

**BP share of underlying net income<sup>1</sup> \$bn**



**BP share of Rosneft dividend<sup>2</sup> \$bn**



1.1mmboed

BP share of Rosneft production<sup>4</sup>

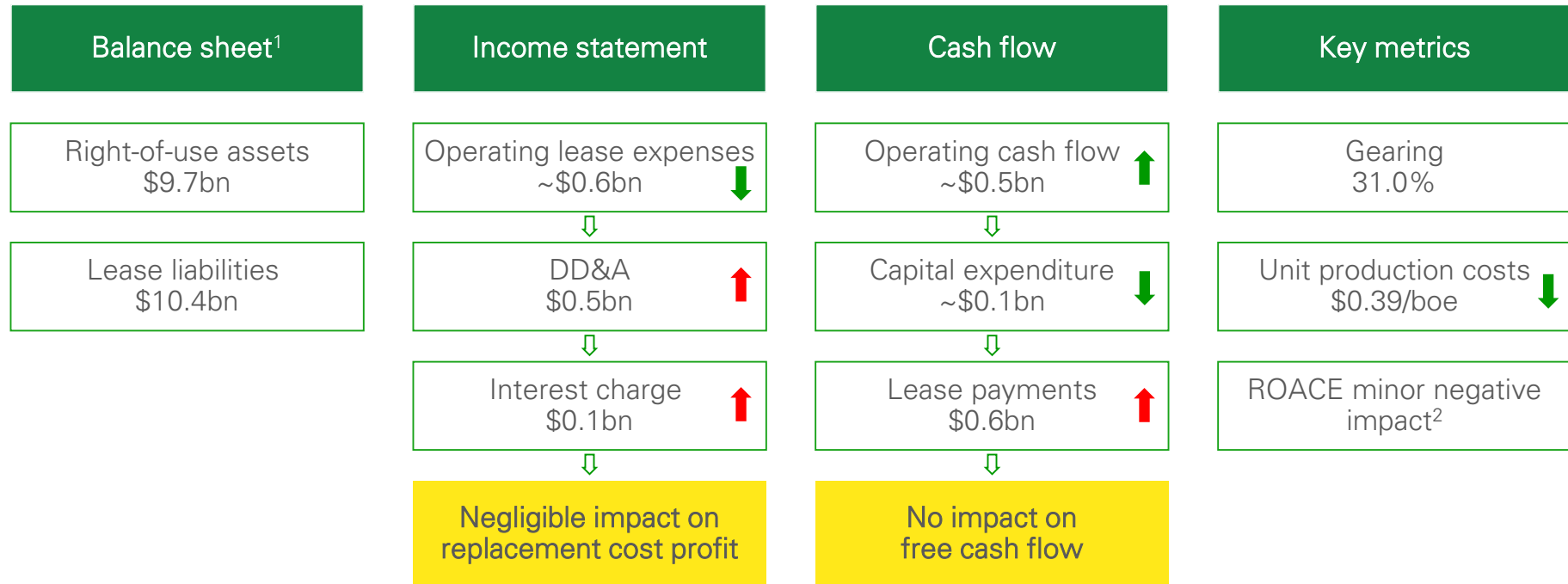
(1) On a replacement cost basis and adjusted for non-operating items; 2Q19 represents BP estimate

(2) From 2018, represents BP's share of 50% of Rosneft's IFRS net income, 2017 includes full year 2016 dividend and dividend relating to first half of 2017

(3) 2H 2018 dividend paid in July 2019

(4) Average daily production for 2Q19

# IFRS 16 – 2Q19 impact



(1) Closing balance at end of 2Q 2019

(2) ROACE metric disclosed as part of full year financial results

# BP strategic priorities



Growing  
advantaged oil  
and gas in the  
Upstream



Market led  
growth in the  
Downstream



Venturing and  
low carbon  
businesses  
across multiple  
fronts

Modernising the whole group