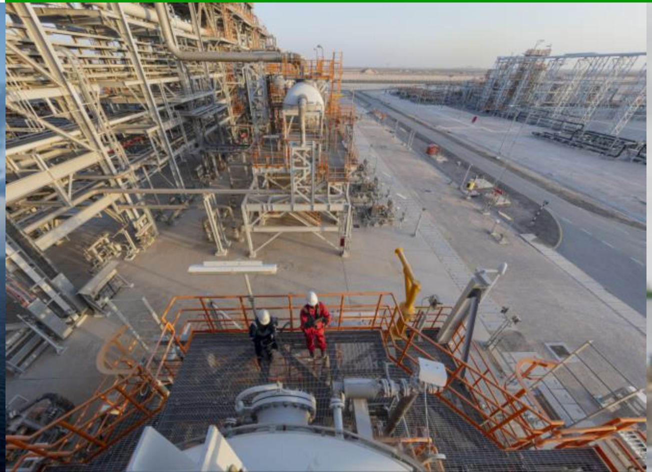



Performing while transforming

bp third quarter 2022 financial results

1 November 2022






Craig Marshall

svp investor relations

Good morning everyone and welcome to bp's third quarter 2022 results presentation.

I'm Craig Marshall, bp's head of bp investor relations and I am here today with Murray Auchincloss, our chief financial officer.

Before we begin today, let me draw your attention to our cautionary statement.

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: 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 the financial condition, results of 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’, ‘aims’, ‘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; expectations regarding capacity and inventory levels; plans and expectations regarding bp’s performance, earnings, balance sheet and capital expenditure, including with respect to the transition and bp’s resilient hydrocarbons, convenience and mobility and low carbon energy businesses; plans and expectations related to earnings growth; expectations regarding future working capital; plans to high-grade bp’s oil and gas portfolio; plans and expectations regarding bp’s five transition growth engines of EV charging, convenience, bioenergy, renewables and hydrogen; plans and expectations regarding bp’s convenience and mobility business; plans and expectations regarding resilient hydrocarbons; expectations regarding refining margins and product demand; expectations regarding bp’s future financial performance and cash flows; expectations regarding supply issues; expectations with regards to bp’s transformation to an IEC; plans and expectations regarding bp’s financial frame; bp’s plans and expectations regarding the allocation of surplus cash flow to share buybacks and to further strengthening the balance sheet; plans regarding future quarterly dividends, including the capacity for annual increases, and the amount and timing of share buybacks; plans and expectations regarding bp’s credit rating, including in respect of maintaining a strong investment grade credit rating; expectations regarding bp’s development of hydrogen projects and bp’s hydrogen production; plans and expectations regarding start-ups during 2022; expectations of receiving slightly over $3 billion in disposal proceeds during 2022; plans and expectations of around $15.5 billion capital expenditure in 2022 and relating to medium-term guidance of $14-16 billion per annum, including $5-7 billion per annum in low carbon energy and convenience & mobility, and $9-10 billion per annum in resilient hydrocarbons; expectations regarding the acquisition of Archaea Energy, including its impact on bp’s participation in the biogas sector, the integration of the biogas supply with bp’s trading business and customer relationships and the reduction of carbon intensity; plans and expectations regarding the agreement to divest bp’s Algeria assets to Eni, the acquisition of EDF Energy Services, the Toledo refinery sale to joint venture partner Cenovus, the approval of the Cypre offshore gas project, the beginning of operations for Azule Energy and the completion of the Asian Renewable Energy Hub; and plans and expectations regarding joint ventures, partnerships and other collaborations with Hertz, REWE and Avatr Technology.

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 or outcomes, may differ materially from those expressed in such statements, depending on a variety of factors, including: the extent and duration of 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, technology and markets, 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 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 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 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 and policies, including related to climate change; changes in social attitudes 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 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; bp’s access to future credit resources; business disruption and crisis management; the impact on bp’s reputation of ethical misconduct and non-compliance with regulatory obligations; trading losses; major uninsured losses; the possibility that international sanctions or other steps taken by governmental authorities or any other relevant persons may impact Rosneft’s business or outlook, bp’s ability to sell its interests in Rosneft, or the price for which bp could sell such interests; the possibility that actions of any competent authorities or any other relevant persons may limit bp’s ability to sell its interests in Rosneft, or the price for which it could 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 2021 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.

This presentation contains references to non-proved resources and production outlooks based on non-proved resources that the SEC's rules prohibit us from including in our filings with the SEC. U.S. investors are urged to consider closely the disclosures in our Form 20-F, SEC File No. 1-06262.

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

November 2022

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

During today’s presentation, we will make forward-looking statements including those 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.

I will now handover to Murray.

Murray Auchincloss

Chief financial officer

Thanks Craig.

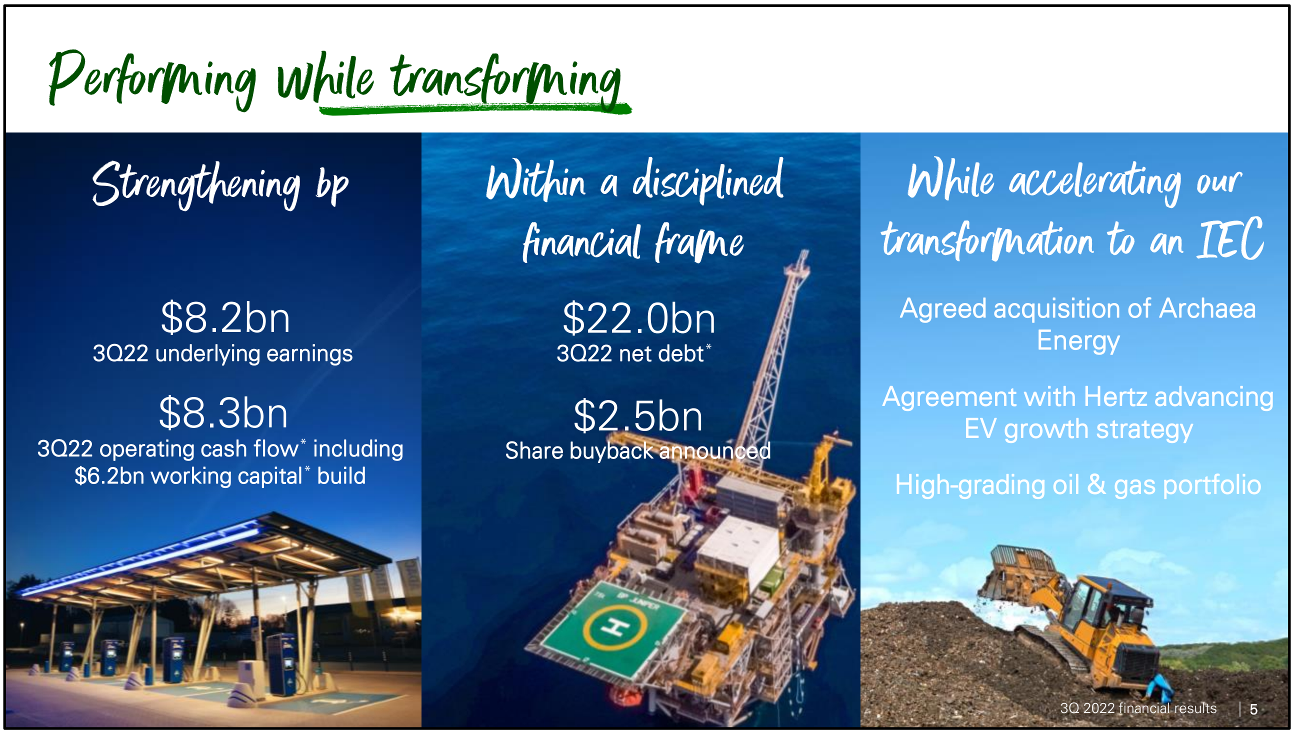
Good morning everyone.

We are here today to report on another quarter of financial and strategic delivery.

But first I want to take a moment to acknowledge the tragic incident at the Toledo refinery where two of our employees sadly lost their lives following a fire.

Our thoughts go to their families, to the team at Toledo, and to the local community.

Safety remains our number one priority and the refinery remains offline as we work to understand the root causes of this incident.



Turning to third quarter results.

We remain focused on strengthening bp. During the third quarter:

- We delivered $8.2 billion of underlying earnings; and
- Operating cash flow was $8.3 billion including a working capital build of $6.2 billion.

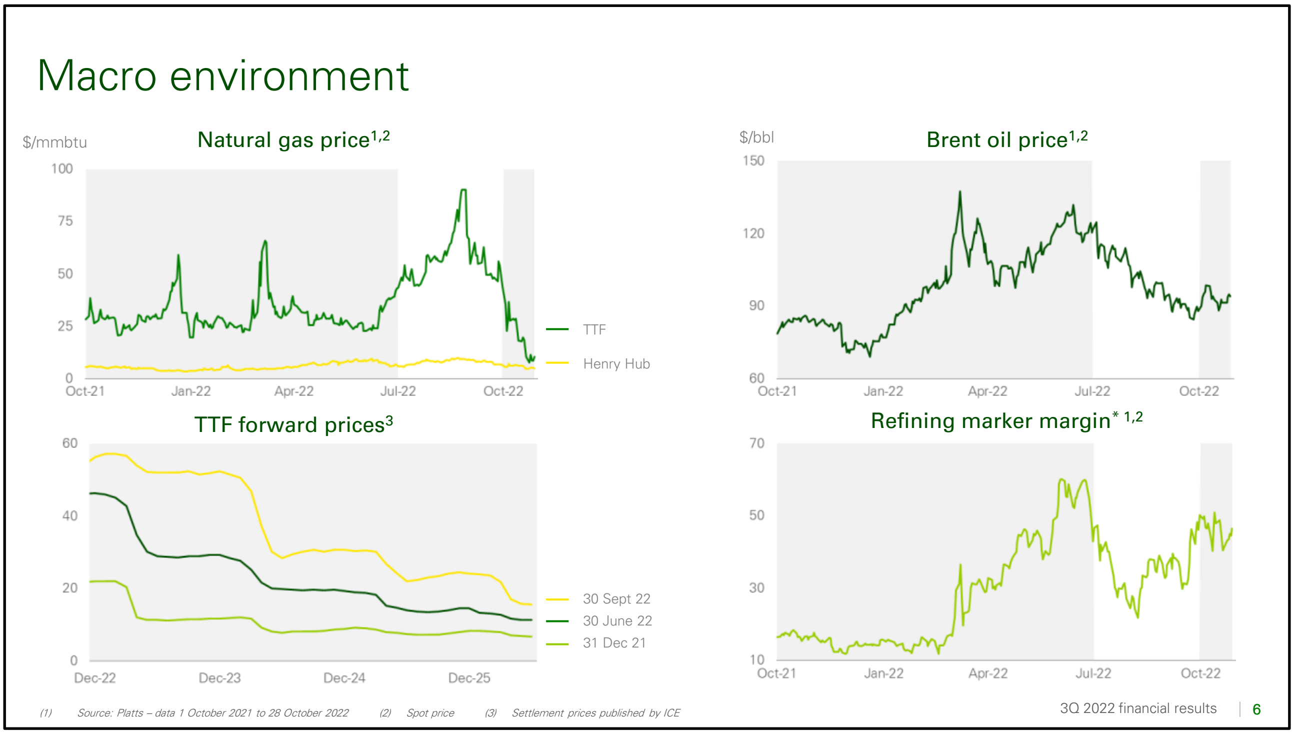
We continue to execute against our disciplined financial frame:

- Reducing net debt for the tenth consecutive quarter to reach $22 billion; and
- Announcing a further $2.5 billion share buyback.

And we have momentum in our transformation to an integrated energy company. Since reporting second quarter results we have:

- Accelerated our bioenergy strategy – agreeing to acquire Archaea Energy a leading US biogas company;
- Advanced our growth strategy in EV charging and convenience through our collaboration with Hertz; and
- Continued to high-grade our hydrocarbons business.

I will provide more detail on our results and strategic progress in a moment, but first let me turn to the macro environment.



Starting with gas prices where we continue to see significant volatility. During the quarter, reduced Russian pipeline imports led to sharp increases in both spot and futures prices in Europe with the quarter average TTF price rising by 92%. Prices also rose in the US as summer cooling demand offset the loss of Freeport LNG exports.

Looking ahead to the fourth quarter, we expect gas prices to remain elevated and volatile with the outlook heavily dependent on Russian pipeline flows and the severity of the Northern Hemisphere winter.

Moving to oil prices. During the third quarter, Brent averaged $101 per barrel, down from $114 per barrel in the second quarter. This reflected increased uncertainty around the economic outlook and the continued COVID-related lockdowns in China.

Despite this uncertainty, we expect oil prices to remain elevated in the fourth quarter given the backdrop of low inventory levels, OPEC+ supply cuts, limited supply growth and uncertainty around Russian exports.

Turning to refining. Global margins decreased to average around $35.50 per barrel during the third quarter, and are expected to remain at elevated levels during the fourth quarter due to lower stocks and sanctioning of Russian crude and product.

Underlying results

$bn	3Q21	2Q22	3Q22
Underlying RCPBIT*	5.9	12.8	13.8
Gas & low carbon energy	1.8	3.1	6.2
Oil production & operations	2.5	5.9	5.2
Customers & products	1.2	4.0	2.7
Other businesses and corporate[1]	0.6	(0.2)	(0.4)
Of which			
Other businesses and corporate excluding Rosneft*	(0.4)	(0.2)	(0.4)
Rosneft*	0.9	—	—
Consolidation adjustment - UPII*	(0.0)	(0.0)	(0.0)
Underlying replacement cost profit*	3.3	8.5	8.2
Operating cash flow*	6.0	10.9	8.3
Capital expenditure*	(2.9)	(2.8)	(3.2)
Divestment and other proceeds	0.3	0.7	0.6
Surplus cash flow*	0.9	6.6	3.5
Net issue (repurchase) of shares	(0.9)	(2.3)	(2.9)
Net debt*	32.0	22.8	22.0
Announced dividend per ordinary share (cents per share)	5.460	6.006	6.006

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

3Q 2022 vs 2Q 2022

- Lower refining margins
- Average oil trading performance after exceptional result in 2Q22
- Lower liquids realisations*
- Exceptional gas marketing and trading performance
- Higher gas realisations*

Moving to results.

In the third quarter we reported a loss of $2.2 billion.

After post-tax adjusting items of $8.1 billion and an inventory holding loss of $2.2 billion, we reported an underlying replacement cost profit of $8.2 billion, compared to $8.5 billion last quarter.

Pre-tax adjusting items included fair value accounting effects of $10.1 billion, primarily due to the continued increase in forward gas prices.

As a reminder, under IFRS, reported earnings include the mark-to-market value of the hedges used to risk manage LNG contracts, but not of the contracts themselves. In the underlying result, the fair value accounting effect adjusts for this mismatch by also recognising changes in the value of the LNG contracts that are being risk managed.

Turning to business group performance, compared to the second quarter:

– In gas and low carbon energy the result benefited from an exceptional gas marketing and trading performance, higher production and higher gas realisations.

– In oil production and operations, the result reflects lower liquids realisations and the impact of converting bp’s interest in Angola to an equity accounted entity. This was partially offset by higher gas realisations.

- In customers and products, the products result reflects lower realised refining margins, and oil trading returning to an average contribution compared to an exceptional result in the second quarter.

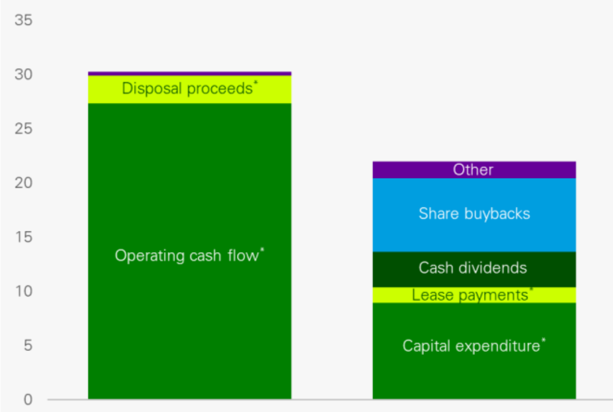
- The customers result benefitted from an improved retail, midstream and B2B, and aviation performance, partially offset by higher input costs, notably in Castrol.

Cash flow and balance sheet

3Q22 highlights

- $8.3bn operating cash flow* including
  - $6.2bn working capital*1 build
- $3.5bn surplus cash flow*
- $2.9bn share buyback executed
  - $3.5bn programme announced with 2Q22 results completed on 27 October
- Net debt* reduced to $22.0bn

9M22 cash inflows/outflows $bn



(1) *Adjusted for inventory holding losses and fair value accounting effects**

Turning to cash flow.

Operating cash flow was $8.3 billion in the third quarter. This included a working capital build of $6.2 billion, after adjusting for inventory holding losses and fair value accounting effects, mainly driven by the impact of the increase in forward gas prices on bp's LNG portfolio.

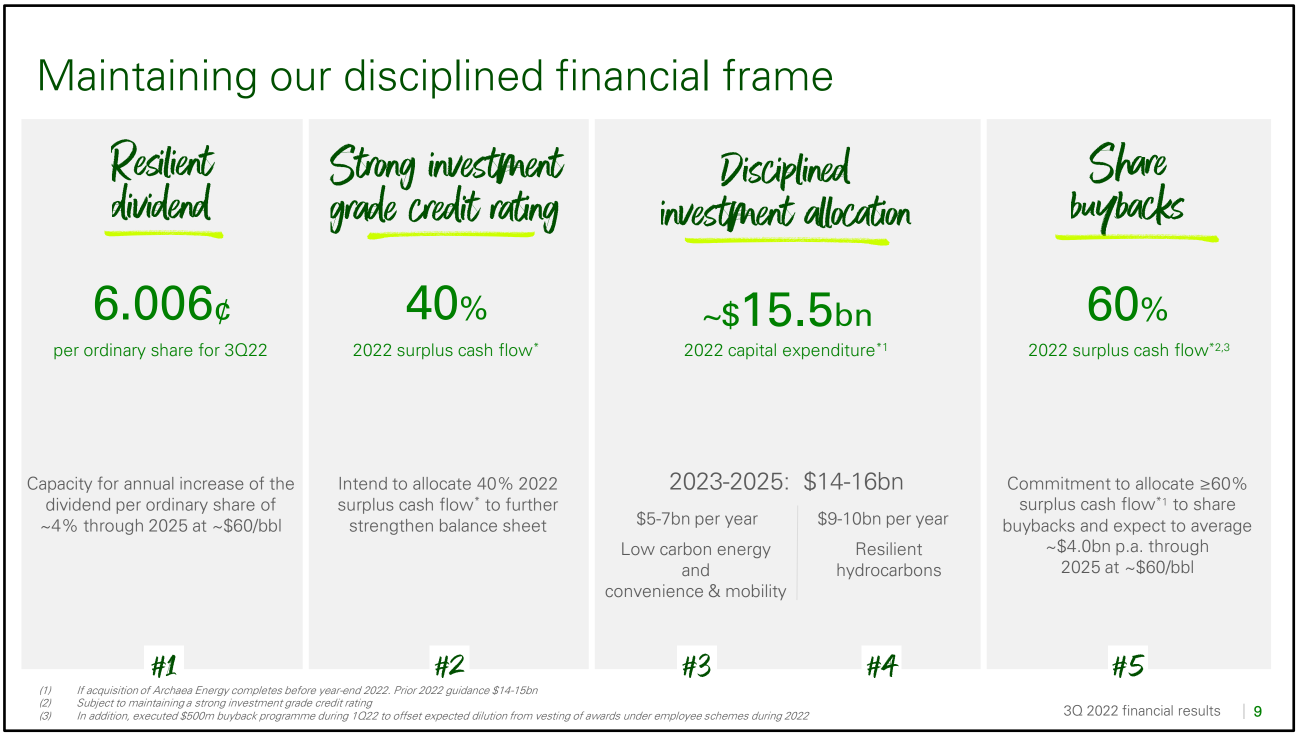
Looking forward, the outlook for working capital remains subject to a number of factors, including price. However, following the build in working capital as a result of rising gas prices since 2021, we now expect the working capital movement to include a release of around $7 billion, weighted toward the second half of 2023 and 2024, primarily as LNG cargoes are delivered.

Turning back to the third quarter. Capital expenditure was $3.2 billion.

And disposal proceeds were $600 million. With $2.5 billion of proceeds received by the end of the third quarter, we now expect to realise slightly over $3 billion during 2022 – above the prior $2 to $3 billion guidance range.

During the quarter we repurchased $2.9 billion of shares. And the $3.5 billion programme announced with second quarter 2022 results was completed on 27 October.

And net debt fell for the tenth consecutive quarter to reach $22 billion.



Moving to our disciplined financial frame.

Our first priority remains a resilient dividend. This is underpinned by an average cash balance point of around $40 per barrel through 2025.

Our second priority is to maintain a strong investment grade credit rating, and we intend to allocate 40% of 2022 surplus cash flow to further strengthening the balance sheet.

Third and fourth, we will continue to invest with discipline into the transition and resilient hydrocarbons. Our capital expenditure guidance for 2022, including inorganics, is now expected to be around $15.5 billion if the acquisition of Archaea Energy completes before year end. And our medium-term guidance is unchanged at $14 to 16 billion per annum.

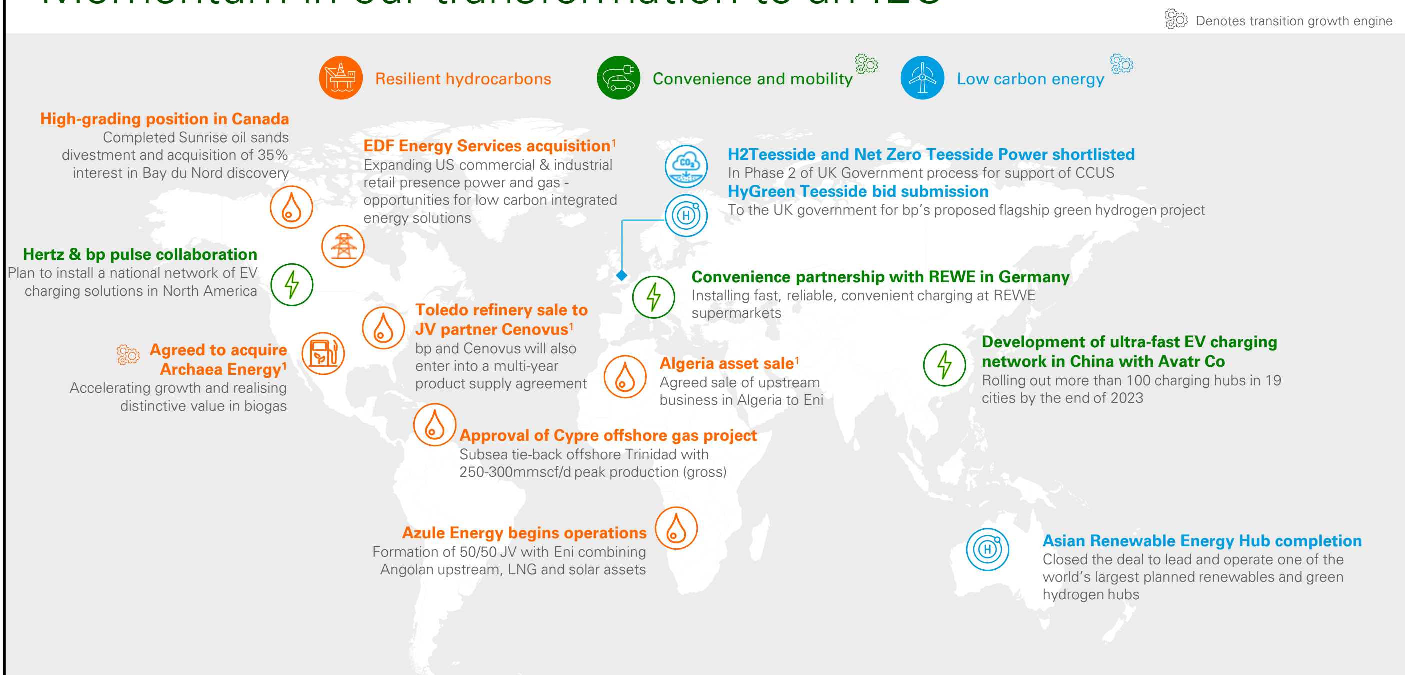
Fifth, we remain committed to returning 60% of 2022 surplus cash flow through share buybacks, subject to maintaining a strong investment grade credit rating.

Against the authority granted at bp's 2022 AGM to repurchase up to 1.95 billion shares, bp had repurchased 677 million shares at 31 October.

And with third quarter surplus cash flow of $3.5 billion, we intend to execute a buyback of $2.5 billion prior to reporting fourth quarter results. This brings total announced share buybacks from 2022 surplus cash flow to $8.5 billion, equivalent to 60% of 2022 surplus cash flow year-to-date.

In setting the buyback, the board will continue to take into account factors including the cumulative level of and outlook for surplus cash flow.

Momentum in our transformation to an IEC



(1) Deal or agreement not yet completed

Turning to bp's strategic progress, where we have real momentum in our transformation to an integrated energy company.

Within resilient hydrocarbons we are accelerating the delivery of our strategy in bioenergy – one of our five transition growth engines.

In October, we announced an agreement to acquire Archaea Energy – a leading US biogas company. This transaction, accommodated within our disciplined financial frame, will:

– Deepen our participation in the rapidly growing biogas sector;

– Add distinctive value as we integrate biogas supply from Archaea Energy with our experienced trading business and global customer relationships; and

– Reduce carbon intensity – supporting our Aim 3.

And also in resilient hydrocarbons we have also continued to high-grade our portfolio. We have:

– Completed the formation of Azule Energy – our new Angolan joint venture with Eni;

– Taken final investment decision on the Cypre gas project offshore Trinidad - a subsea tie-back to existing infrastructure; and

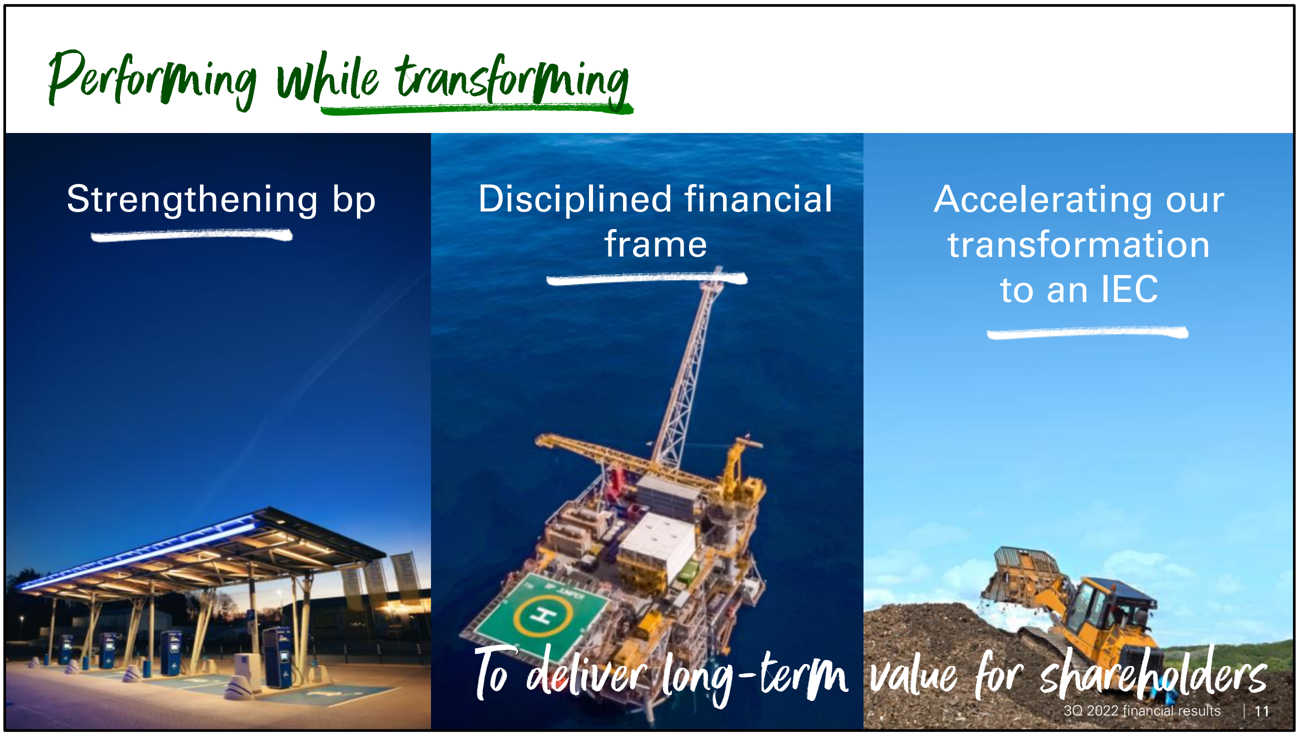
– Agreed to divest our Algeria assets to Eni.

In convenience and mobility, we are progressing our strategy in the EV charging and convenience transition growth engines.

- In North America we are advancing our fleet strategy, announcing plans to collaborate with Hertz to install a network of EV charging solutions for Hertz and its customers powered by bp pulse.
- Hertz is investing to create the largest electric rental fleet in North America – we look forward to working with them.
- We have expanded our partnership with leading retailer REWE in Germany to install fast, reliable, convenient charging at their sites.
- And in China, we signed a strategic collaboration agreement with Avatr Technology to accelerate the development of an ultra-fast charging network in China.

Finally, we have continued to advance our strategy to create integrated low carbon energy hubs.

- In Australia we have closed the deal to take a 40.5% stake in the Asian Renewables Energy Hub.
- And our two bp-led projects in the UK – H2Teesside and Net Zero Teesside Power – were shortlisted in Phase 2 of UK Government's cluster sequencing process for support of CCUS.



To summarise, today's results show that bp is performing while transforming.

- We are strengthening the company;
- We are delivering on our disciplined financial frame – underpinning our commitment to shareholder distributions;
- We have real momentum in our transformation to an integrated energy company; and

We remain focused on delivering long-term value for our shareholders.

Thank you for your time, let's now turn to your questions.

Appendix

Guidance

Full year 2022

Capital expenditure*	~$15.5bn if Archaea Energy acquisition completes before year-end 2022
DD&A	Similar level to 2021
Divestment and other proceeds	Slightly over $3bn
Gulf of Mexico oil spill payments	~$1.4bn pre-tax
OB&C underlying annual charge	$1.2-1.4bn full year, quarterly charges may vary
Underlying effective tax rate*[1]	Expected to be around 35%
Reported and underlying* upstream production (ex. Rosneft)	For full year 2022 we now expect reported upstream production to be slightly higher compared with 2021 despite the absence of production from our Russia incorporated joint ventures. On an underlying basis, we expect upstream production to be higher.

4Q22 vs 3Q22

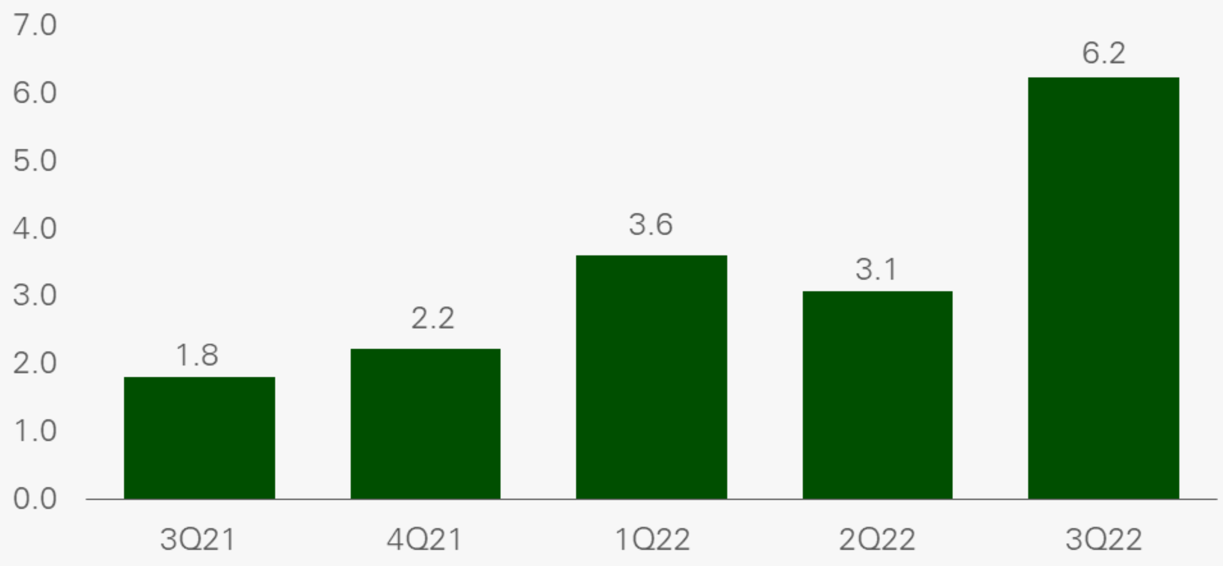
- We expect fourth quarter 2022 upstream production on a reported basis to be slightly lower compared with the third quarter 2022, primarily in our gas regions.
- In our customers and products business, we expect lower marketing margins and seasonally lower volumes and, in Castrol, base oil prices to remain elevated. There also remains an elevated level of uncertainty due to the ongoing impacts of the conflict in Ukraine, COVID-19 restrictions and inflationary pressure. In refining, we expect margins to remain high, the benefits of which will be partially offset by elevated energy prices, a higher level of turnaround activity, and operational impacts following the shutdown of the bp-Husky Toledo refinery in Ohio, US.

(1) Underlying effective tax rate is sensitive to the impact that volatility in the current price environment may have on the geographical mix of the group's profits and losses*

Gas and low carbon energy

	3Q21	2Q22	3Q22
Production volume			
Liquids (mbd)	109	112	117
Natural gas (mmcfd)	4,520	4,709	5,011
Total hydrocarbons* (mboed)	889	924	981
Average realisations*			
Liquids ($/bbl)	66.39	105.50	88.03
Natural gas ($/mcf)	5.26	8.42	9.85
Total hydrocarbons* ($/boe)	34.91	55.79	60.80
Selected financial metrics ($bn)			
Adjusted EBITDA*	3.1	4.3	7.4
Capital expenditure* – gas	0.7	0.7	0.9
Capital expenditure* – low carbon	0.3	0.1	0.1
Operational metrics (GW, bp net)			
Installed renewables capacity*	1.7	2.0	2.0
Developed renewables to FID*	3.6	4.4	4.6
Renewables pipeline*	23.3	25.8	26.9

Underlying RCPBIT* $bn

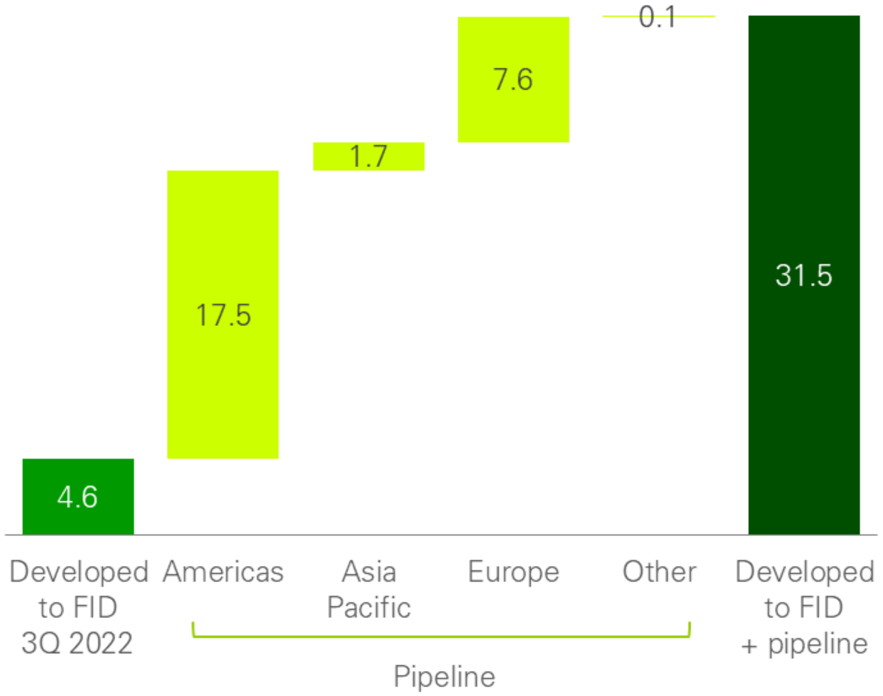


3Q 2022 vs 2Q 2022

- Exceptional gas marketing and trading results
- Strong production and operational performance and higher gas realisations*

Gas and low carbon energy

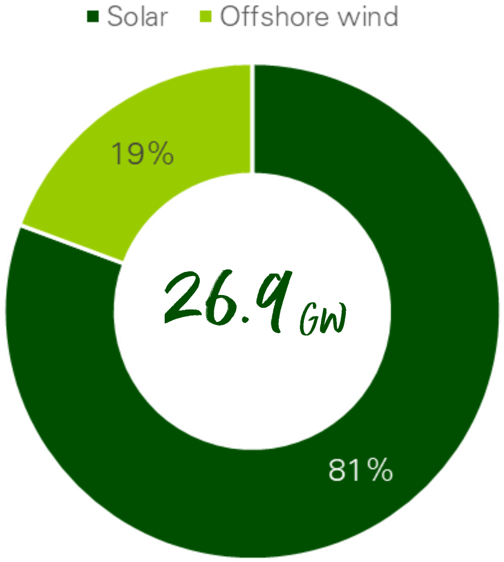
Developed renewables to FID* and renewables pipeline* bp net, GW



- Developed to FID and pipeline 1.4GW higher than 2Q22, driven by increase in solar pipeline
- 56 projects developed to FID since 2019 with weighted average expected IRR of 8 – 10%

Renewables pipeline*

by technology bp net



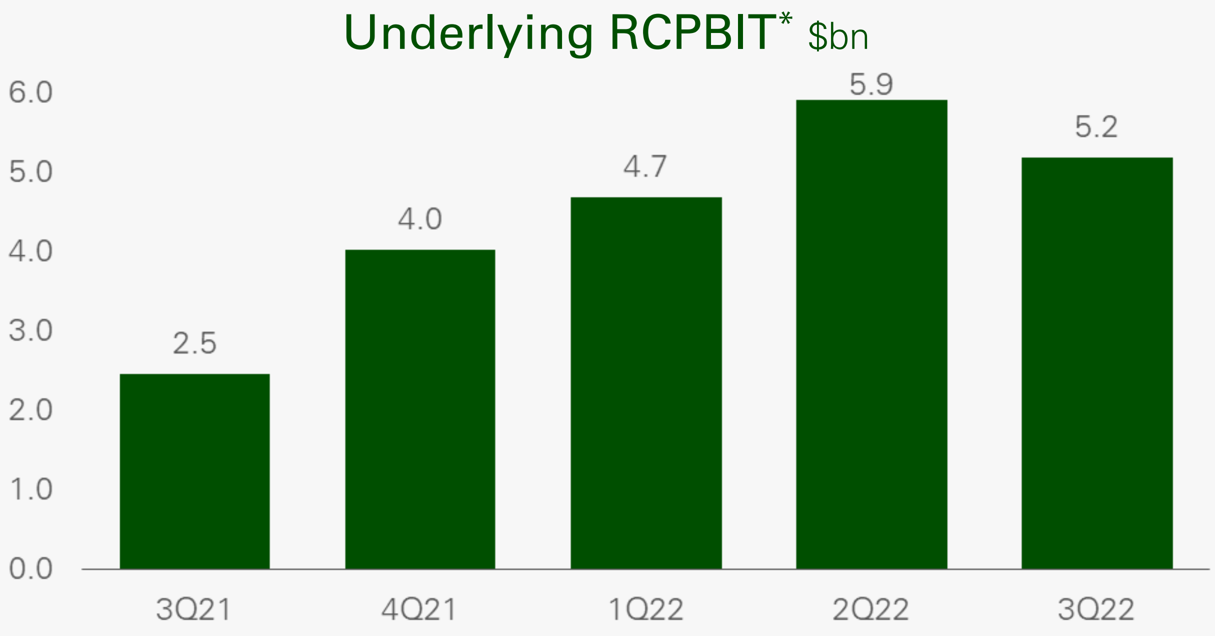
Renewables hopper*

bp net

active projects

Oil production and operations

	3Q21	2Q22	3Q22
Production volume			
Liquids (mbd)	975	935	959
Natural gas (mmcfd)	1,961	1,964	2,075
Total hydrocarbons* (mboed)	1,313	1,274	1,317
Average realisations*			
Liquids ($/bbl)	65.53	100.34	93.14
Natural gas ($/mcf)	5.61	7.97	11.73
Total hydrocarbons* ($/boe)	57.72	87.46	86.21
Selected financial metrics ($bn)			
Exploration write-offs	0.0	0.1	0.2
Adjusted EBITDA*	4.2	7.4	6.8
Capital expenditure*	1.1	1.2	1.4
Combined upstream			
Oil and gas production (mboed)	2,202	2,198	2,298
bp average realisation* ($/boe)	47.57	73.24	73.76
Unit production costs*[1] ($/boe)	6.96	6.53	6.25
bp-operated plant reliability*[1] (%)	94.3	95.3	95.8



3Q 2022 vs 2Q 2022

- Lower liquids realisations*
- Impact of conversion of bp's interest in Angola to an equity accounted entity

Partially offset by

- Higher gas realisations*

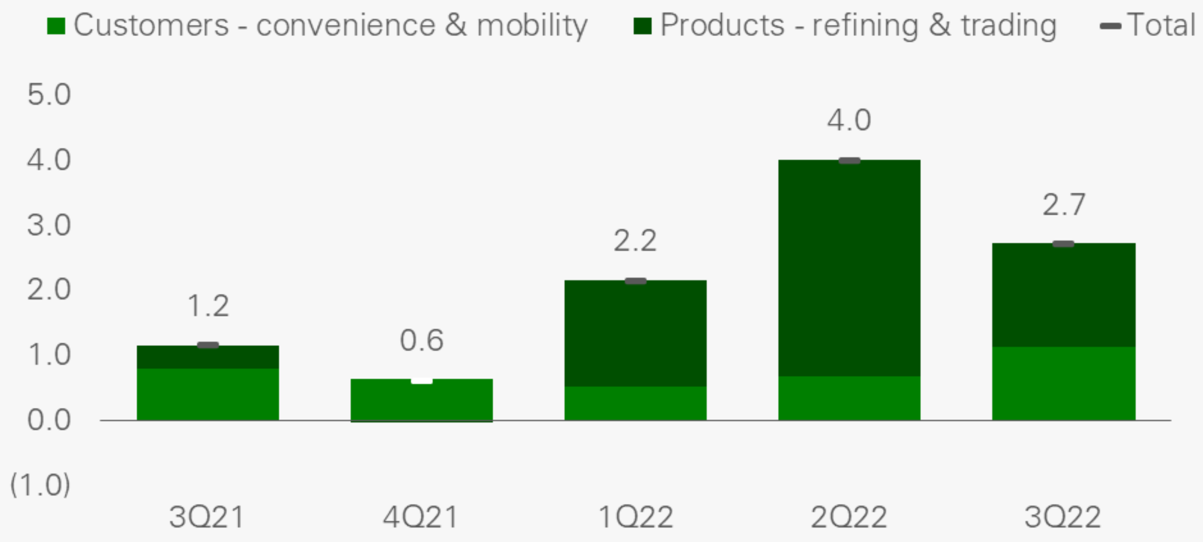
(1) On a year-to-date basis

Customers and products

	3Q21	2Q22	3Q22
Customers – convenience & mobility			
Customers – convenience & mobility adjusted EBITDA*	1.1	1.0	1.4
*Castrol[1] adjusted EBITDA**	*0.3*	*0.3*	*0.2*
Capital expenditure*	0.3	0.3	0.4
bp retail sites* – total[2]	20,350	20,600	20,550
bp retail sites in growth markets*[2]	2,650	2,650	2,600
Strategic convenience sites*[2]	2,050	2,200	2,250
Marketing sales of refined products (mbd)	2,993	3,003	3,047
Products – refining & trading			
Adjusted EBITDA*	0.8	3.7	2.0
Capital expenditure*	0.3	0.3	0.3
Refining environment			
RMM*[3] ($/bbl)	15.2	45.5	35.5
Refining throughput (mbd)	1,622	1,480	1,512
Refining availability* (%)	95.6	93.9	94.3

(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 third quarter 2021 RMM would be $15.7/bbl*

Underlying RCPBIT* $bn



3Q 2022 vs 2Q 2022

Customers

- Convenience & mobility – improved retail, midstream and B2B, and aviation performance
- Castrol – lower seasonal volumes and higher input costs

Products

- Refining – lower refining margins and higher energy prices
- Trading – average contribution; the second quarter benefitted from an exceptional performance

bp and Archaea Energy – a compelling combination

accelerating growth + adding distinctive value + remaining disciplined

accelerating growth

Rateable EBITDA* growth from acquisition

>$500m	~$1bn
in 2025	by 2027

Now expect **bp 2030 EBITDA***[1]

>$10bn from transition growth businesses

including ~$2bn from biogas

adding distinctive value

- Complements bp's established global biogas business
- Experienced management team with high-quality portfolio
- 5x production increase by 2030 from visible and de-risked pipeline
- Significant integration value through trading and customer relationships
- Net zero sales: Reducing Aim 3 carbon intensity

remaining disciplined

- Remain committed to disciplined financial framework
- $14-16bn medium term[2] capital expenditure* guidance unchanged
- Distributions guidance unchanged
- Accretive to EPS and FCF per share[3]
- Expected to deliver double-digit returns[4]

(1) 2030 EBITDA* aim, at $60/bbl Brent (2020, real) and bp planning assumptions (2) 2023-30 (3) Post integration (4) Expected full cycle return including capital expenditure* for project pipeline

Strategic progress – transforming in 2022

Denotes transition growth engine

Resilient hydrocarbons

Agreed acquisition of Archaea Energy[1]
Accelerating growth and realising distinctive value in biogas

Strategic agreement with Nuseed
Expansion of sustainable low-carbon biofuel feedstock, Nuseed Carinata

Rio Tinto and bp sign one-year trial of marine biofuels
Helping reduce carbon emissions from its marine fleet

SAF production at bp's Lingen refinery in Germany
First industrial scale SAF production facility using co-processing

Herschel Expansion project start up
Phase 1 expected to increase gross production by ~15mboed

Approval of Cypre offshore gas project
Trinidad subsea tie-back to Juniper platform with 250-300mmscf/d peak production (gross)

LNG agreement with Korea Gas Corporation (KOGAS)
Securing the supply of ~1.6mtpa of LNG to South Korea

Divestments & portfolio high-grading
- Toledo refinery sale to JV partner Cenovus, with supply agreement[1]
- Algeria asset sale to Eni including interests In Amenas and In Salah[1]
- Canada divestment of 50% interest in Sunrise oil sands asset, and acquire 35% interest in Bay du Nord discovery

Progressing resilient hydrocarbon strategy with JVs
- In China establishing a downstream gas marketing company Suntien Green Energy Corp Ltd
- Basra Energy company formed to restructure business in Iraq
- Azule Energy Eni JV completion and start-up in Angola

New exploration and access success
- Brazil oil discovery in the pre-salt Campos Basin
- Awarded oil & gas exploration blocks, Agung I and II in Indonesia
- Discovery in Indonesia at Timpan-1
- Awarded 100% working interest in exploration block in Egypt

EDF Energy Services acquisition[1]
US commercial & industrial retail power and gas business

(1) Deal or agreement not yet completed

Convenience and mobility

Strategic partnership with Iberdrola
Deploying up to 11,000 fast charge points across Spain and Portugal, and green hydrogen production

bp pulse EV charging investment
Plans to invest £1 billion in EV charging in the UK over the next decade

Hertz and bp pulse
Hertz, the largest US North America rental fleet & bp pulse plan to install a national network of EV charging solutions

Partnership with REWE in Germany
Installing fast, reliable, convenient charging for customers at REWE supermarkets

Development of ultra-fast charging network in China with Avatr Co
Rolling out more than 100 charging hubs in 19 cities by the end of 2023

Global strategic convenience delivery partnership with Uber Eats
Aim of >3,000 retail locations by 2025

Strategic collaboration with DHL Express
Supplying SAF until 2026

Acquisition of 30% stake in Green Biofuels Ltd
Expanding bp's biofuels portfolio

Castrol and Renault Group announced extension to lubricants aftermarket supply partnership until 2027

Castrol and Submer explore solutions for data centres
Accelerating adoption of liquid immersion coolants for data centres

Low carbon energy

Renewables pipeline growth
YTD grows 3.8GW to a total of 26.9GW

Solar project delivery
- bp 100% owned project to start 134MW construction Arche in Ohio
- LSbp to start construction of ~106MW Milagres project in Brazil

1.45GW bp net ScotWind lease option award
Powering Scotland's energy transition

Offshore wind bids in the Netherlands
Aims to forward scalable investments to protect North Sea ecology with potential for combined 1.4GW generating capacity

Offshore wind partnership with Marubeni
Agreed to explore offshore wind development opportunities in Japan

Asian Renewable Energy Hub completion
Develop ~26GW of solar wind & wind power
Produce 1.6mtpa green hydrogen or 9mtpa green ammonia

250MW gross green hydrogen* to Rotterdam Refinery
Advancing H2-Fifty project plan

Announced bp and Linde Texas Gulf Coast CCS & low carbon hydrogen production project aims to store up to 15 million metric tonnes of CO2 per year by 2026

ADNOC and Masdar to join bp's UK hydrogen projects

H2Teesside and Net Zero Teesside Power shortlisted
In Phase 2 of UK Government process for support of CCUS

bp and Clean Planet Energy agreement to advance circular plastics economy processing hard-to-recycle waste plastic into naphtha

Glossary

Glossary – definitions

Adjusting items	Include gains and losses on the sale of businesses and fixed assets, impairments, environmental and other provisions, restructuring, integration and rationalization 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.
Consolidation adjustment – UPII	Unrealised profit in inventory arising on inter-segment transactions.
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 as per the condensed group cash flow statement.

EBITDA / adjusted EBITDA	RC profit before interest and tax, excluding net adjusting items*, adding back depreciation, depletion and amortisation and exploration write-offs (net of adjusting items).
Fair value accounting effects	Reflect the difference between the way bp manages the economic exposure and internally measures performance of certain activities and the way those activities are measured under IFRS. Fair value accounting effects are included within adjusting items.
Hopper	Renewables hopper comprises of project opportunities from the point of initial evaluation until they are either stopped or become part of the renewable pipeline.
Hydrocarbons	Liquids and natural gas. Natural gas is converted to oil equivalent at 5.8 billion cubic feet = 1 million barrels.
Hydrogen / low carbon hydrogen	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.
Installed renewables capacity	bp's share of capacity for operating assets owned by entities where bp has an equity share.
Lease payments	Lease liability payments.
Net debt	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.

Glossary – definitions

Net zero	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.
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 CO_2e/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 (CO_2, methane, N_2O) 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 CO_2).
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.
Operating cash flow	Net cash provided by (used in) operating activities as stated in the condensed group cash flow statement.
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 annualized 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.
Replacement cost (RC) profit or loss	Reflects the replacement cost of inventories sold in the period and is calculated as profit or loss attributable to bp shareholders, adjusting for inventory holding gains and losses (net of tax).

Glossary – definitions

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 Thorntons, and also includes sites in India through our Jio-bp JV.
Retail sites in growth markets	Retail sites that are either bp branded or co-branded with our partners in China, Mexico and Indonesia and also include sites in India through our Jio-bp JV.
Rosneft underlying RCPBIT	bp's adjusted share of Rosneft's earnings after Rosneft's own finance costs, taxation and non-controlling interests is included in the bp group income statement within profit before interest and taxation. For each year-to-date period it is calculated by translating the amounts reported in Russian roubles into US dollars using the average exchange rate for the year to date.
Strategic convenience sites	Retail sites, within the bp portfolio, which sell bp-branded vehicle energy (e.g. bp, Aral, ARCO, Amoco, Thorntons and Pulse) and either carry one of the strategic convenience brands (e.g. M&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, but excludes sites in growth markets.
Surplus cash flow	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.
Technical service contract (TSC)	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
Underlying effective tax rate (ETR)	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.
Underlying production	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*.
Underlying replacement cost profit	Replacement cost profit or loss* after excluding net adjusting items and related taxation.
Underlying replacement cost profit or loss before interest and tax (RCPBIT)	Underlying RC profit or loss before interest and tax for the operating segments or customers & products businesses is calculated as RC profit or loss 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.
Unit production costs	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.

Glossary – definitions

Working capital	Movements in inventories and other current and non-current assets and liabilities as reported in the condensed group cash flow statement. Change in working capital adjusted for inventory holding gains/losses and fair value accounting effects relating to subsidiaries 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. 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. In the context of describing working capital after adjusting for Gulf of Mexico oil spill outflows, change in working capital also excludes movements in inventories and other current and non-current assets and liabilities relating to the Gulf of Mexico oil spill. 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.

Glossary - abbreviations

Barrel (bbl)	159 litres, 42 US gallons.
CCS	Carbon, capture and storage.
CCUS	Carbon, capture, usage and storage.
DD&A	Depreciation, depletion and amortisation.
EPS	Earnings per share.
EV	Electric vehicle.
FCF	Free cash flow.
FID	Final investment decision.
GW	Gigawatt.
JV	Joint venture.
LNG	Liquefied natural gas.
mbd	Thousand barrels per day.
mboed	Thousand barrels of oil equivalent per day.
MW	Megawatt.
mmbtu	Million British thermal units.
mtpa	Million tonnes per annum.
OB&C	Other businesses and corporate.
RC	Replacement cost.
SAF	Sustainable aviation fuel.
svp	Senior vice president.