

Financial and Operational Review

August 1, 2018



## **Forward-Looking Statements and Other Matters**

This presentation (and oral statements made regarding the subjects of this presentation) contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. These are statements, other than statements of historical fact, that give current expectations or forecasts of future events, including, without limitation: the Company's 2018 capital budget and allocations, future performance, organic free cash flow, corporate-level cash returns on invested capital, business strategy, asset quality, drilling plans, production guidance, cost and expense estimates, cash flows, uses of excess cash, returns, including CROIC and CFPDAS, and EG EBITDAX, cash margins, asset sales and acquisitions, leasing and exploration activities, future financial position, tax rates and other plans and objectives for future operations. Words such as "anticipate," "believe," "could," "estimate," "expect," "forecast," "guidance," "intend," "may," "plan," "project," "seek," "should," "target," "will," "would," or similar words may be used to identify forward-looking statements; however, the absence of these words does not mean that the statements are not forward-looking.

While the Company believes its assumptions concerning future events are reasonable, a number of factors could cause actual results to differ materially from those projected, including, without limitation: conditions in the oil and gas industry, including supply/demand levels and the resulting impact on price; changes in expected reserve or production levels; changes in political or economic conditions in the jurisdictions in which the Company operates, including changes in foreign currency exchange rates, interest rates, inflation rates, and global and domestic market conditions; capital available for exploration and development; risks related to our hedging activities; well production timing; drilling and operating risks; availability of drilling rigs, materials and labor, including the costs associated therewith; difficulty in obtaining necessary approvals and permits; non-performance by third parties of contractual obligations; unforeseen hazards such as weather conditions; acts of war or terrorism, and the governmental or military response thereto; cyber-attacks; changes in safety, health, environmental, tax and other regulations; other geological, operating and economic considerations; and the risk factors, forward-looking statements and challenges and uncertainties described in the Company's 2017

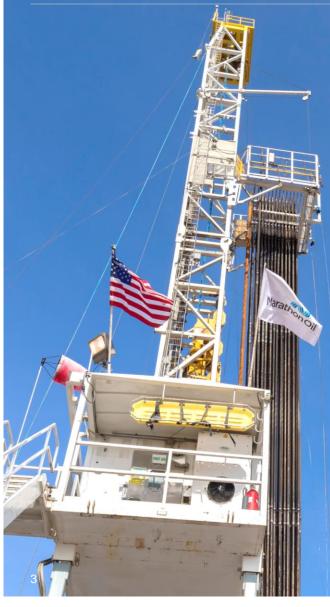
Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and other public filings and press releases, available at <a href="https://www.Marathonoil.com">www.Marathonoil.com</a>. Except as required by law, the Company undertakes no obligation to revise or update any forward-looking statements as a result of new information, future events or otherwise.

This presentation includes non-GAAP financial measures, including organic free cash flow and E.G. EBITDAX. Reconciliations of the differences between non-GAAP financial measures used in this presentation and their most directly comparable GAAP financial measures are available at <a href="https://www.Marathonoil.com">www.Marathonoil.com</a> in the 2Q 2018 Investor Packet.



## **Multi-Basin Execution Drives Returns and Growth**

Full-year guidance raised, budget unchanged



#### **Execution**

- Generated ~\$250MM of organic free cash flow in 2Q18
- 2Q18 avg. production: MRO 419 MBOED (+5% q/q, ex-Libya); U.S. Resource Play 285 MBOED (+6% q/q)
- Sequential production growth in each of the four U.S. Resource Plays
  - Eagle Ford: 39 wells avg. IP 30 rate of 1,880 BOED
  - Bakken: oil +14% q/q; Elk Creek pad avg. IP 30 rate of 2,530
     BOED; two new record Three Forks wells
  - Oklahoma: SCOOP Woodford Lightner pad avg. IP 30 rate of 2,620 BOED (48% oil)
  - Northern Delaware: capturing meaningful D&C efficiencies; executed water gathering and disposal agreement and finalizing term oil sales agreement

#### **Resource Play Exploration (REx)**

- ~240,000 net acres leased to date in the emerging Louisiana
   Austin Chalk play at <\$900 / acre</li>
- Plan to spud first Louisiana Austin Chalk exploration well by yearend 2018

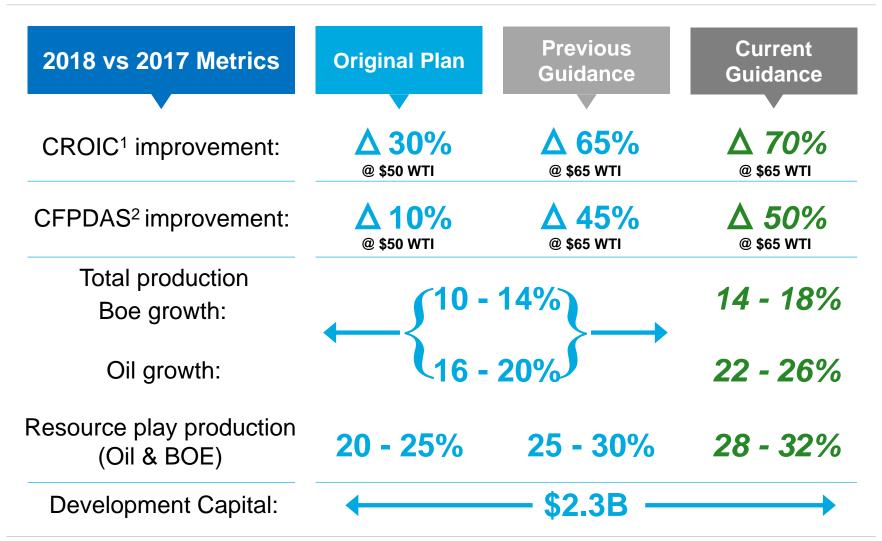
#### **Portfolio Management**

 Closed sale of 3 non-core, non-operated U.S conventional assets with avg. 1H18 production of 5 MBOED (76% oil)



# **Execution Driving Enhanced Corporate Returns**

Resource play guidance raised for 2<sup>nd</sup> consecutive quarter, budget unchanged

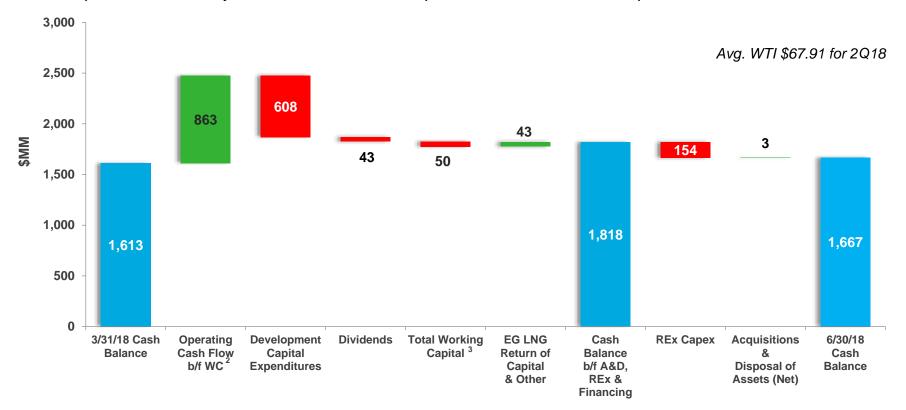




# **Total Company Cash Flow for 2Q18**

## \$250MM in organic free cash flow

- \$2.3B full year development capital budget unchanged
- Guiding to 2H18 resource play leasing and exploration (REx) capex of \$100-150MM vs 1H18 actual capex of ~\$250MM
- Competitive dividend yield and \$1.5B share repurchase authorization in place



<sup>&</sup>lt;sup>1</sup> Organic free cash flow: Operating Cash Flow before working capital (excl. exploration costs other than well costs), less Development Capex, less Dividend, plus EG return of capital & other

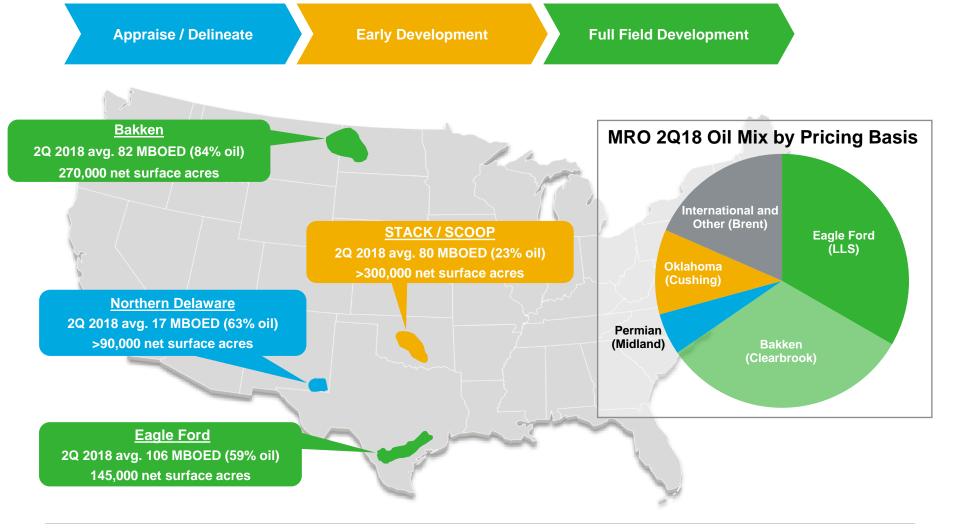
<sup>&</sup>lt;sup>3</sup> Total working capital includes \$(74)MM and \$24MM of working capital changes associated with operating activities and investing activities, respectively & other. See the 2Q 2018 Investor Packet at www.Marathonoil.com for non-GAAP reconciliations



<sup>&</sup>lt;sup>2</sup> Excludes \$14MM of exploration costs other than well costs

# Differentiated Position in Top 4 U.S. Basins

Multi-basin portfolio provides flexibility

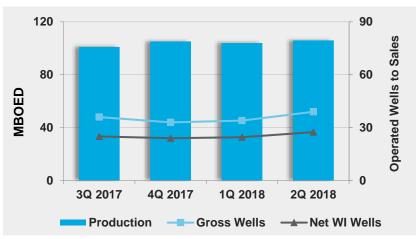




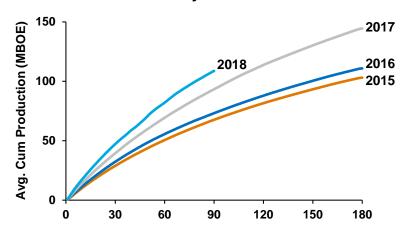
# **Another Quarter of Outstanding Eagle Ford Performance**

50% increase in 90-day cumulative production compared to 2016

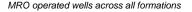
#### **Production Volumes and Wells to Sales**



#### **Well Performance History**

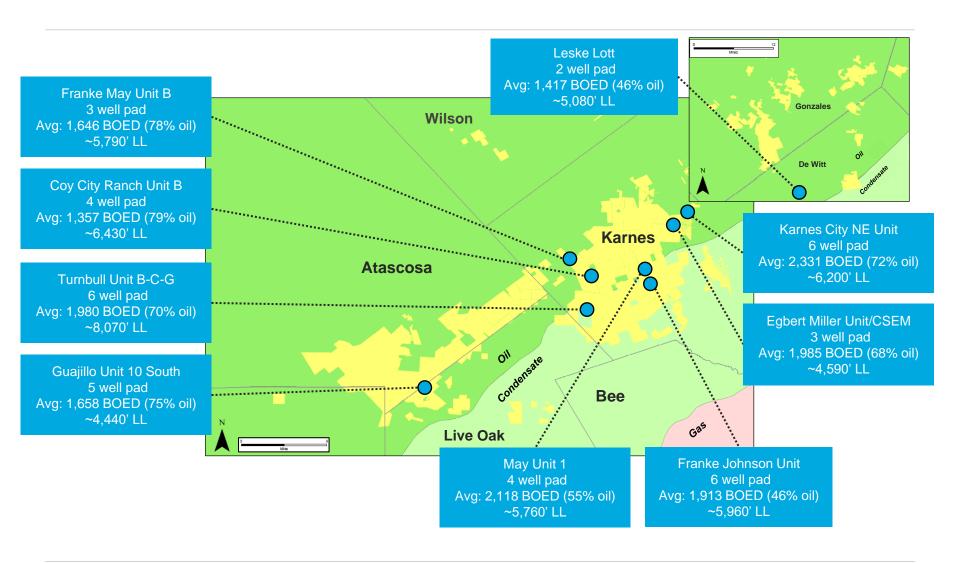


- Production averaged 106 net MBOED, 2% higher than 1Q 2018
- 39 gross operated wells to sales with strong performance from the core
  - Average IP 30 rate of 1,880 BOED (66% oil)
  - Karnes City NE 6-well pad delivers average IP 30 rate of 2,330 BOED (72% oil)
- Continue to confirm extension of core acreage throughout majority of Atascosa County
  - Guajillo 10 South 5-well pad achieves average IP 30 rate of 1,660 BOED (75% oil)
- Cumulative volumes continue to show year over year improvement
- Significant free cash flow generation with strong LLS-based oil realizations





# Consistent 2Q Results Across Expanded Eagle Ford Core

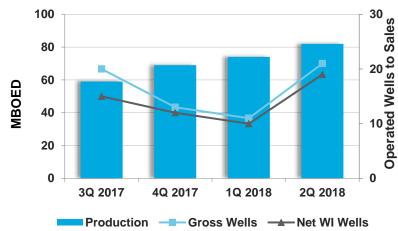




# **Bakken Oil Production Up 14% Sequentially**

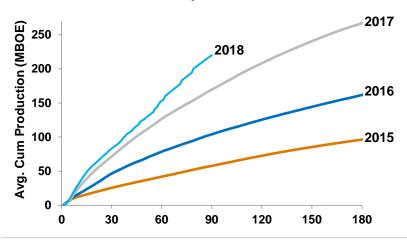
Greater than 100% increase in 90-day cumulative production compared to 2016





- Production averaged 82 net MBOED, 11% higher than 1Q 2018
- 21 gross operated wells to sales with avg. IP 30 rate of 2,700 BOED (77% oil)
- 6 W. Myrmidon wells at 3,625 BOED avg. IP 30 (73% oil)
- Hector success continues; 12 wells with avg. IP 30 of 2,285 BOED (79% oil)

#### **Well Performance History**



- 3 Elk Creek wells expand the core with avg. IP 30 of 2,530 BOED (72% oil)
- Returns enhanced by sequential efficiency improvements
  - >10% improvement in drilled ft/day
  - >30% improvement in completed stages/day
- Full gas capture compliance; expect no impact to development plans

Includes MRO operated wells across Bakken & Three Forks formations. 2018 excludes one well with mechanical issues

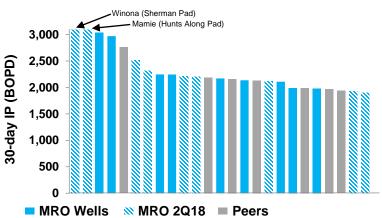


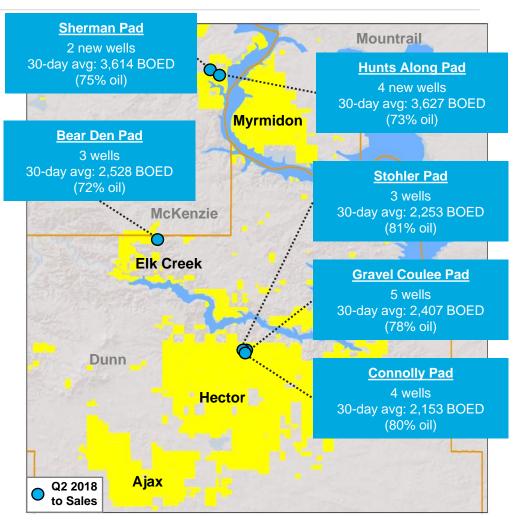
# **Record Setting Bakken Performance Continues**

#### Delivered two new record Three Forks wells

# Historic Middle Bakken Well Performance 4,000 3,500 3,000 2,500 2,000 1,500 1,000 500 0 MRO Wells MRO 2Q18 Peers

#### **Historic Three Forks Well Performance**





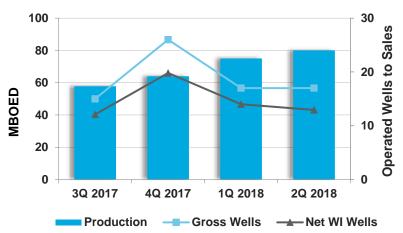
<sup>\*</sup> Source: Drilling info, competitor presentations and internal data. External data available through 2Q 2018.



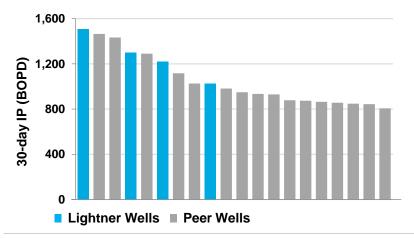
# Oklahoma Shifting to Pad Development

## SCOOP Woodford Infill Exceeding Expectations

#### **Production Volumes and Wells to Sales**



#### **Top SCOOP Woodford Oil Performance**



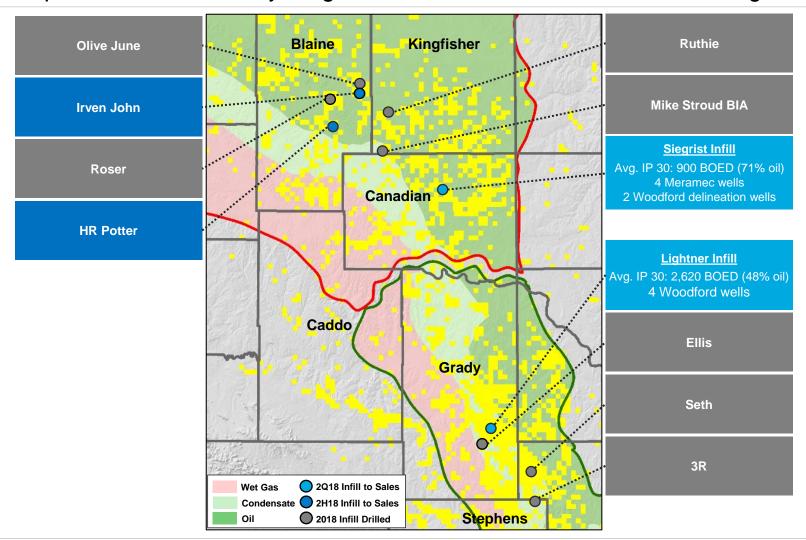
- Production averaged 80 net MBOED, up
   7% from 1Q 2018 on flat wells to sales
- 17 gross operated wells to sales; 11 on multi-well pads
- Four Meramec wells from Siegrist infill meeting expectations with strong oil rates
  - Average IP 30 rate of 900 BOED (71% oil, 4500' avg. lateral length)
  - >20% lower completed well costs relative to comparable operated wells
- SCOOP Woodford Lightner four-well infill pad exceeding expectations for IP 30 and oil cut
  - Average IP 30 rate of 2,620 BOED (48% oil, 6840' avg. lateral length)
  - Differentiated initial oil rates





# Oklahoma 2H18 Activity Focused on Infill Drilling

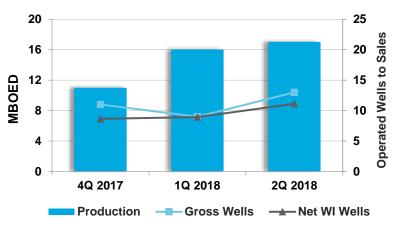
34 completions in 1H18; full-year guidance of 40-50 wells to sales unchanged



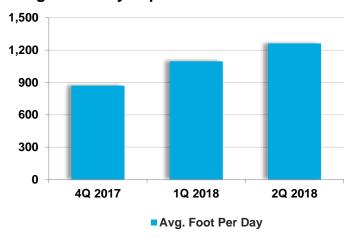


# Capturing D&C Efficiencies in Northern Delaware

#### **Production Volumes and Wells to Sales**



#### **Drilling Efficiency Improvements**



- Production averaged 17 net MBOED, up 6% from 1Q 2018 (oil up 7%)
- 13 gross operated wells to sales with avg. IP 30 rate of 1,130 BOED (61% oil)
- Cypress infill pad avg. IP 30 1,235 BOED (52% oil; 60% oil ex-lower Wolfcamp well)
- 3 well Fiddle Fee pad delivers strong initial results; avg. IP 30 1,745 BOED (66% oil)
- Full year gross operated wells to sales guidance of 50-55 unchanged with one less rig
  - 45% drilling efficiency improvement since 4Q17
  - Avg. 9 stages per day on Fiddle Fee three well pad with one frac crew
  - Lowering well costs with use of local sand; 100% utilization in June



## **International E&P Highlights**

## Sequential improvement in E.G. EBITDAX

#### **World Class Gas Infrastructure**



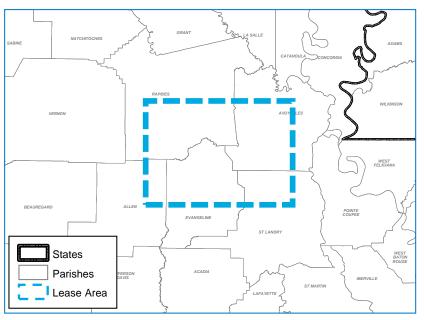
- International E&P production 121 net MBOED
- 3Q production guidance of 105 to 115 net MBOED; impacted by planned maintenance activity in E.G.
- Over \$600MM of E.G. EBITDAX expected for full year 2018 at strip (\$73 Brent)
  - 2Q EBITDAX of \$192MM after successful completion of 1Q turnaround
- Executed HOA to process backfill gas from Alen field through EGLNG
- Agreements in place to exit Kurdistan
  - Signed PSAs for Sarsang and Atrush
  - 8th country exit since 2013



## Resource Play Exploration (REx) Update

Progressing Louisiana Austin Chalk Opportunity

## **MRO Acreage Position**



### **Louisiana Austin Chalk Activity**

- ~240,000 net acres leased to date at <\$900/acre</li>
- Contiguous high working interest position adjacent to proven oil production
- Participating in multi-client 400 square mile 3D seismic survey
- Plan to spud first exploration well by year end

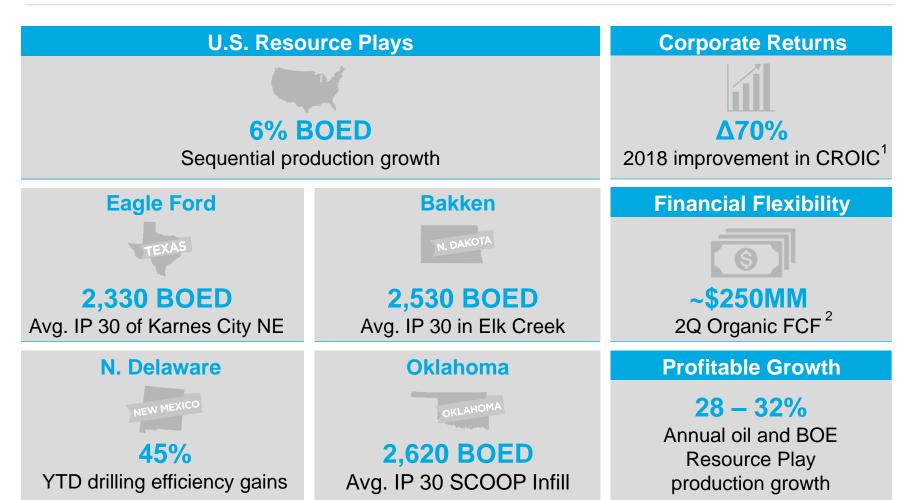
## Total 2018 REx Capex

- ~\$250MM YTD, including Louisiana Austin Chalk and other opportunities
- Expected spend of \$100MM \$150MM for remainder of year; includes leasing, seismic, and exploration drilling
- More than fully funded through 1Q18 divestiture proceeds

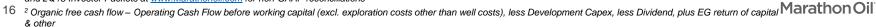


## **Multi-Basin Execution Drives Returns and Growth**

Full-year guidance raised, \$2.3B development capital budget unchanged



<sup>&</sup>lt;sup>1</sup>CROIC = Cash return on invested capital; calculated by taking cash flow (Operating Cash Flow before working capital + net interest after tax) divided by (average Stockholder's Equity + average Net Debt) Debt shares is the average net debt during a calendar year divided by the average annual stock price. Metrics exclude Libya in 2018. See the 4Q 2017 and 2Q18 Investor Packets at www.Marathonoil.com for non-GAAP reconciliations





**Appendix** 



# **Volumes, Exploration Expenses & Effective Tax Rate**

## 2018 (excluding Libya)

	1Q	2Q	3Q	4Q	Full Year
United States Net Sales Volumes:					
- Crude Oil and Condensate (MBD)	164	168			
- Natural Gas Liquids (MBD)	50	57			
- Natural Gas (MMCFD)	420	435			
- United States Total (MBOED)	284	298			
International Net Sales Volumes:					
- Crude Oil and Condensate (MBD)	35	32			
- Natural Gas Liquids (MBD)	11	12			
- Natural Gas (MMCFD)	415	461			
- International Total (MBOED)	115	121			
Total Sales Volumes (MBOED)	399	419			
Total Available for Sale (MBOED)	398	419			
Equity Method Investment Net Sales Volumes:					
- LNG (metric tonnes/day)	5,541	6,141			
- Methanol (metric tonnes/day)	1,195	1,316			
- Condensate and LPG (BOED)	12,416	12,689			
Exploration Expenses (Pre-tax):					
- United States (\$ millions)	51	64			
- International (\$ millions)	1	1			
Consolidated Effective Tax Rate (ex. Libya) Provision (Benefit)	2%	31%			



## **2018 Production Estimates**

Guidance adjusted for July non-core asset sales (5 MBOED 1H18 production, 76% oil)

	Available for Sale 3QE	Available for Sale Year Estimate
United States Total (MBOED)	290 - 300	'
- Crude Oil (MBD)	165 - 175	
International Total (MBOED)	105 - 115	
- Crude Oil (MBD)	25 - 35	
Total Segments (MBOED)	395 - 415	400 – 415
- Crude Oil (MBD)	190 – 210	195 – 205



## **2018 Estimates**

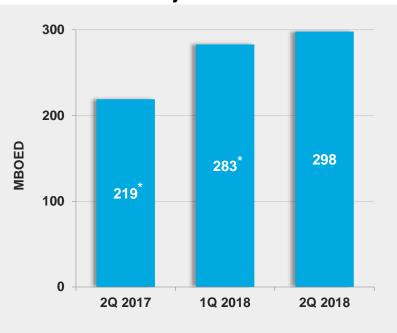
	Year Estimate
United States Cost Data	
Production Operating	\$4.75 – 5.75
DD&A	\$19.75 – 22.25
S&H and Other*	\$3.75 – 4.25
International Cost Data	
Production Operating	\$4.75 – 5.75
DD&A	\$4.25 – 5.75
S&H and Other*	\$1.25 – 1.75
Expected Tax Rates by Jurisdiction:	
U.S. and Corporate Tax Rate	0%
Equatorial Guinea Tax Rate	25%
United Kingdom Tax Rate	40%



<sup>\*</sup> Excludes G&A expense

## **Net Sales Volumes and Realizations**

#### U.S. Divestiture-Adj. Sales Volumes





#### **Intl Production & Sales Volumes (Ex-Libya)**



Avg C&C Realizations \$45.70 (\$/BBL)**	\$60.17	\$66.12
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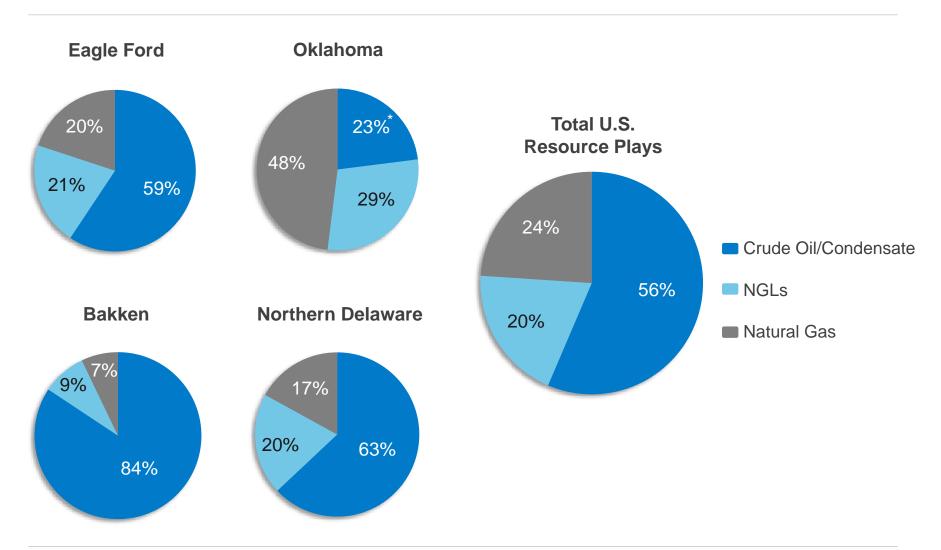
<sup>\*\*</sup> Adjusted to exclude Libya of \$1.34 in 2Q17 and \$6.06 in 1Q18

Cumulative underlift of (202) MBOE in EG, (3) MBOE in

Kurdistan, and a cumulative overlift of 112 MBOE in UK.

Marathon Oil

## 2018 2Q Production Mix



<sup>\*2</sup>Q oil cut affected by well mix/completion timing and gas/NGL adjustment factors



## **United States Crude Oil Derivatives**

## As of July 31, 2018

Crude Oil (Benchmark to NYMEX WTI)				
	3Q 2018	4Q 2018	FY 2019	FY 2020
Three-Way Collars				
Volume (Bbls/day)	95,000	95,000	50,000	-
Weighted Avg Price per Bbl:				
Ceiling	\$57.65	\$57.65	\$71.74	-
Floor	\$52.11	\$52.11	\$56.01	-
Sold put	\$45.21	\$45.21	\$48.91	-
Swaps				
Volume (Bbls/day)	-	-	-	-
Weighted Avg Price per Bbl	-	-	-	-
Midland to Cushing Basis Swaps				
Volume (Bbls/day)	10,000	10,000	10,000	15,000
Weighted Avg Price per Bbl	\$(0.67)	\$(0.67)	\$(0.82)	\$(0.94)



## **United States Natural Gas Derivatives**

As of July 31, 2018

Natural Gas (Benchmark to NYMEX HH)				
	3Q 2018	4Q 2018		
Three-Way Collars				
Volume (MMBtu/day)	160,000	160,000		
Weighted Avg Price per MMBtu:				
Ceiling	\$3.61	\$3.61		
Floor	\$3.00	\$3.00		
Sold put	\$2.50	\$2.50		



# **Capital, Investment & Exploration**

## 2018 budget reconciliation \$MM

	2018 Budget	2018 YTD Actual
Cash additions to Property, Plant and Equipment		1,300
Working Capital associated with PPE		(16)
Property, Plant and Equipment additions		1,284
M&S Inventory		16
REx expenditures included in capital expenditures		(77)
Exploration costs other than well costs		3
Development Capital	2,300	1,226

