# **FIRST QUARTER 2016**

Financial and Operational Review

May 4, 2016



## Forward-Looking Statements and Other Matters

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. Forward-looking statements are statements other than statements of historical fact that give current expectations or forecasts of future events, including without limitation: the Company's operational and financial, including project plans, drilling plans, cost reductions, drilling and completion efficiencies, and living within the Company's means; the Company's ability to successfully effect those strategies and the expected timing and results thereof; the Company's ability to complete the non-core asset sales, and the expected timing and results thereof; the 2016 capital budget; production guidance; the Company's financial and operational outlook, and ability to fulfill that outlook; the expected benefits of the Company's strengthened balance sheet; expectations regarding future economic and market conditions and their effects on the Company; the Company's financial position, liquidity and capital resources; and 2016 estimated volumes, exploration expenses and production operating costs.

While the Company believes its assumptions concerning future events are reasonable, a number of factors could cause results to differ materially from those projected, including, but not limited to: 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; capital available for exploration and development; well production timing; availability of drilling rigs, materials and labor; 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 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 2015 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>. The Company undertakes no obligation to revise or update any forward-looking statements as a result of new information, future events or otherwise.

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Reconciliations of the differences between non-GAAP financial measures used in this presentation and their most directly comparable GAAP financial measures are available at www.MarathonOil.com in the 1Q 2016 Investor Packet.



# First Quarter Highlights

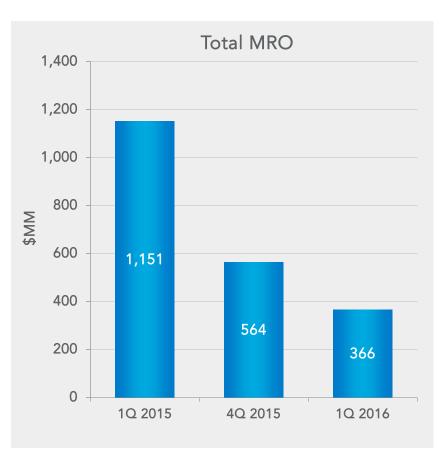
Strengthened balance sheet provides substantial flexibility

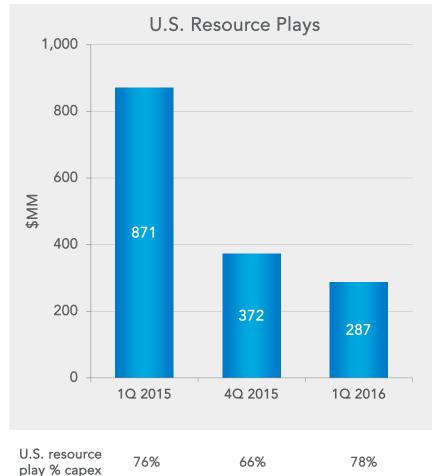
- Total Company net production averaged 388,000 net BOED, at upper end of guidance
- U.S. resource play production averaged 204,000 net BOED
- Reduced North America E&P production costs to \$6.17 per BOE, 22% below year-ago quarter
- Eagle Ford High-GOR oil wells with tighter stage spacing continue to perform ~20% above offset wells
- Announced \$950MM in non-core asset sales in April; \$1.3B total since August 2015 exceeding high end of target range
- Quarter-end liquidity of \$5.4B, inclusive of \$2.1B in cash

## Reduced Capital Program Consistent With Plan

U.S. resource plays ~80% of 1Q capex

### 2016 Capital, Investment and Exploration



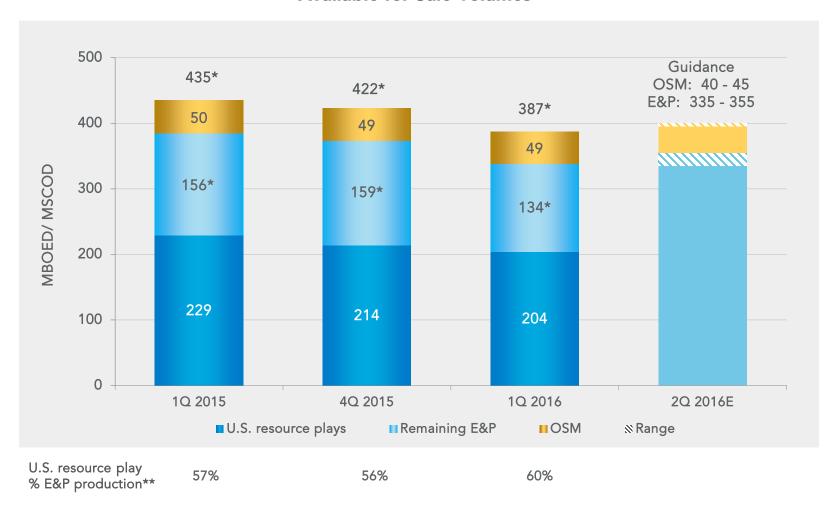




# **Production at Upper End of 1Q Guidance**

Sequential decrease from planned EG downtime and reduced resource play activity

#### **Available for Sale Volumes**



<sup>\*</sup>Adjusted for divestitures of 17 MBOED in 1Q15, 10 MBOED in 4Q15 and 1 MBOED in 1Q16



<sup>\*\*</sup>Combined N.A. & International E&P production available for sale (excluding Libya) Excluding Libya

# **Adjusted and Reported Results**

Lower 1Q price realizations & volumes offset by lower exploration & impairments

#### **Adjusted Net Loss per Diluted Share**



#### **Reported Net Loss per Diluted Share**



Impairments impact 4Q 2015 reported net loss



# **Total Company Cash Flow**

\$5.4B of liquidity; including \$2.1B of cash





### Lower N.A. E&P Crude Realizations & Volumes

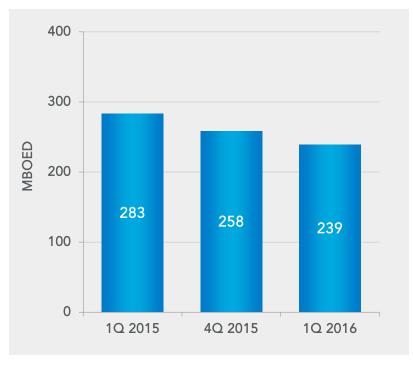
### Offset by reduced exploration expenses

#### N.A. E&P Segment Loss



	Excluding Derivatives				
Avg C&C Realizations (\$/BBL)	\$41.75	\$37.71	\$28.21		
	Including Derivatives				
	\$41.96	\$40.74	\$29.85		

#### N.A. E&P Sales Volumes



Liquids %	79%	78%	78%
'			

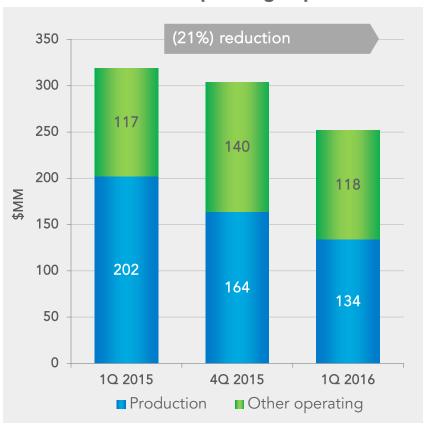
Inclusive of divestitures of 17 MBOED in 1Q15, 10 MBOED in 4Q15 and 1 MBOED in 1Q16



## N.A. E&P Costs Continue to Drop

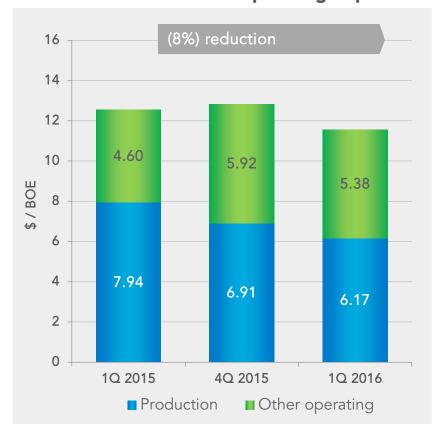
#### Both on an absolute and total unit basis

#### **Production & Other Operating Expenses**



#### N.A. E&P production costs decreased 34% from year-ago quarter

#### **Unit Production & Other Operating Expenses**



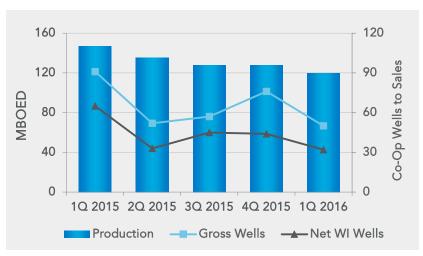
N.A. E&P production costs per BOE decreased 22% from year-ago quarter



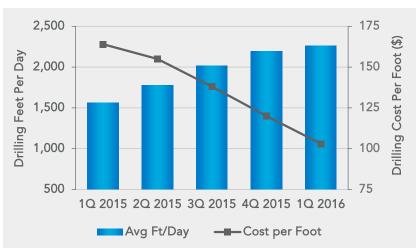
## **Eagle Ford Increasing Efficiencies & Lowering Costs**

### Activity levels trending down per plan

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



#### **Drilling Cost Performance**

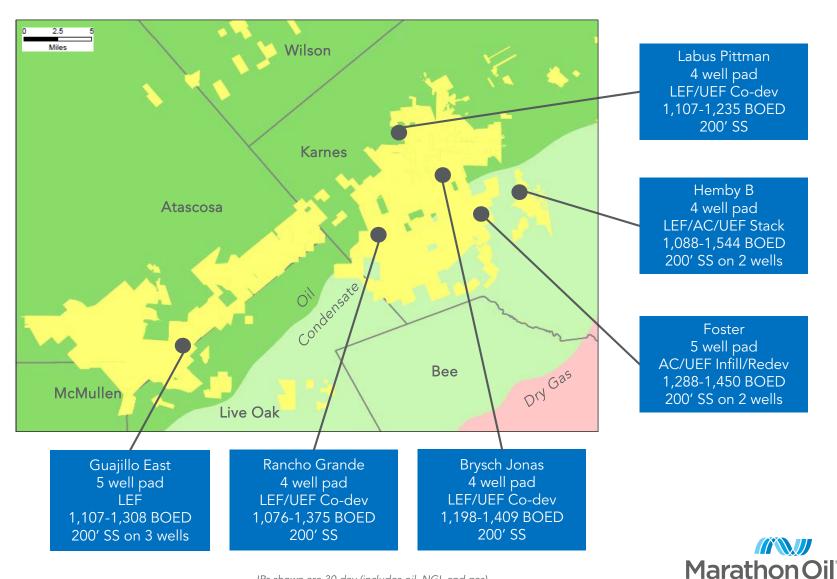


- Production averaged 120 net MBOED; down 6% from 4Q 2015
- 50 gross operated wells to sales (32 net working interest (WI) wells); net wells down 27% sequentially
- Completed well costs down to \$4.3MM; down ~35% year over year
  - Increased avg ft drilled per day to 2,300;
     fastest wells drilled at 3,300 ft per day
- Production expense per boe reduction of ~15% year over year
- Adopted 200 ft or tighter stage spacing in all 2016 High-GOR oil wells
  - 15 wells to sales in 1Q
  - Performing ~20% above offset wells at wider spacing, consistent with previous pilot group



## Increased Stage Density in Eagle Ford Wells

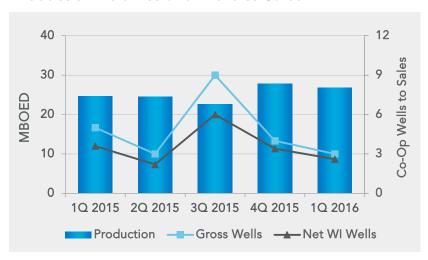
200' stage spacing yields promising results



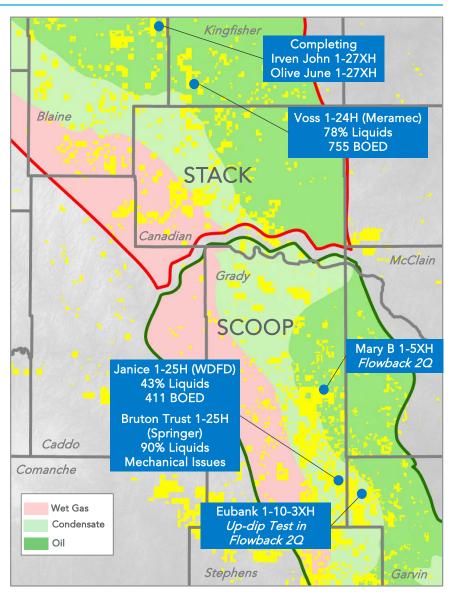
## Protecting and Delineating Oklahoma Leasehold

### **Testing phase window boundaries**

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



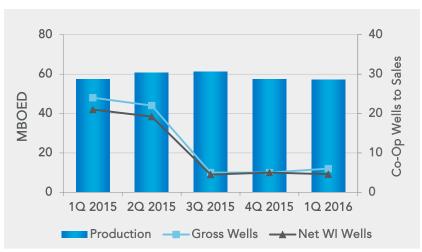
- Production averaged 27 net MBOED;
  4% below 4Q 2015
- 3 gross operated wells to sales (3 net WI wells)
- Expect 4 STACK Meramec XL wells and 3 SCOOP Woodford XL wells to sales in 2Q

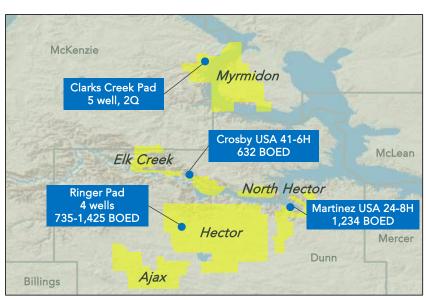


# **Bakken Base Production Outperforming**

### Strong reliability while continuing to lower costs

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





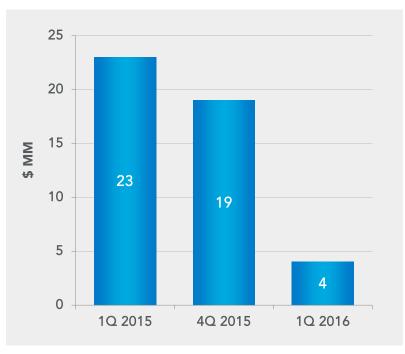
- Production averaged 57 net MBOED;
   ~flat with 4Q 2015
- 6 gross operated wells to sales (5 net WI wells)
  - Shift to higher intensity completions with 8MM lbs proppant / well
  - 30 day IP ranging from 632 to 1,425 BOED
- Base production benefiting from 2015 enhanced completions
- Production expense per boe reduction of >35% year over year
- 5 Clarks Creek W. Myrmidon pad wells drilled, expected online in 2Q
- Released remaining rig in 1Q



## Intl E&P Production High End of Guidance

1Q planned downtime in EG and repairs at UK Brae Alpha; 2Q volumes set to rise

#### **Intl E&P Segment Income**



Avg C&C Realizations (\$/BBL)	\$48.87	\$38.43	\$30.95
Equity Earnings	\$36MM	\$47MM	\$14MM
Equity EBITDA	\$61MM	\$78MM	\$38MM

#### **Intl E&P Production & Sales Volumes**



Liquids % (Sales)	35%	36%	33%	
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Cumulative underlift of (2,472) MBOE in Libya, (374) MBOE in EG, (228) MBOE in UK and (2) MBOE in Kurdistan



# **OSM Maintains Low Costs and Reliability**

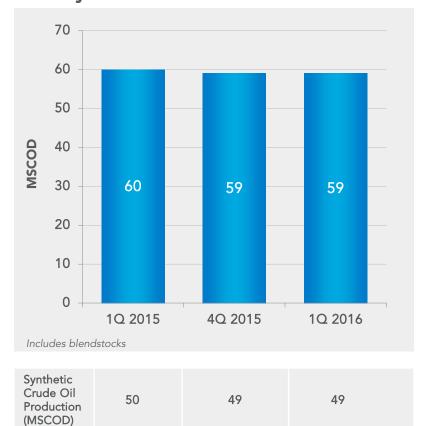
### Strong operating performance offset by lower realizations

#### **OSM Segment Loss**





#### **OSM Synthetic Crude Oil Sales Volumes**



OPEX per synthetic barrel is before royalties



# **Key Takeaways**

### Capital Discipline

**Balance Sheet Strength Provides Flexibility** 



\$5.4B 1Q liquidity, including \$2.1B cash

**Ongoing Portfolio Management** 

closed or announced ~\$1.3B non-core asset sales; exceeded target

1Q 2016 Capital Program



\$366MM

down 35% from 4Q15

### **Operations**

1Q 2016 Total Company Production



**388 MBOED** upper end of guidance

Eagle Ford High-GOR Oil Wells at 200'



~20% uplift to offset wells at 250'

1Q Oil Sands Mining



<\$30/BBL\* operating costs

**Cost Reduction** 

Total E&P production and ~\$100MM J adjusted G&A expense from year-ago quarter

22% I 1Q N.A. E&P production costs per BOE from year-ago quarter



# **APPENDIX**



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

### 2016 (excluding Libya)

	10	20	3Q	40	Year
North America E&P Net Sales Volumes:					
- Liquid Hydrocarbons (MBD)	186				
- Natural Gas (MMCFD)	315				
- North America E&P Total (MBOED)	239				
International E&P Net Sales Volumes:					
- Liquid Hydrocarbons (MBD)	32				
- Natural Gas (MMCFD)	382				
- International E&P Total (MBOED)	96				
E&P Segments Combined Sales Volumes:					
- Total Net Sales (MBOED)	335				
- Total Available for Sale (MBOED)	339				
Oil Sands Mining Net Sales Volumes (MBD)*	59				
- Synthetic Crude Oil Production (MBD)**	49				
Total Company Available for Sale (MBOED)	388				
Equity Method Investment Net Sales Volumes:					
- LNG (metric tonnes/day)	4,322				
- Methanol (metric tonnes/day)	1,280				
- Condensate and LPG (BOED)	10,208				
Exploration Expenses (Pre-tax):					
- North America E&P (\$ millions)	18				
- International E&P (\$ millions)	6				
Consolidated Effective Tax Rate (excl. Libya)	39%				

<sup>\*</sup>Includes blendstocks

## **2016 Estimates**

### **Volumes**

	Available for Sale 2QE	Available for Sale Year Estimate
North America E&P Total (MBOED)	220 – 230	
- Liquid Hydrocarbons (MBD)	171 – 179	
- Natural Gas (MMCFD)	295 – 305	
International E&P Total (MBOED)*	115 – 125	
- Liquid Hydrocarbons (MBD)*	40 – 47	
- Natural Gas (MMCFD)*	450 – 470	
Total both E&P Segments (MBOED)*	335 – 355	335 – 355
Synthetic Crude Oil Production (MBD) (excludes royalty)**	40 – 45	40 – 50
Equity Method Investment LNG (metric tonnes/day)	5,600 – 6,100	5,500 – 5,900

<sup>\*</sup> Excluding Libya



<sup>\*\*</sup> Upgraded bitumen excluding blendstocks

### **2016 Estimates**

### Exploration expenses & annual production operating costs per BOE

	2QE	Year Estimate
Exploration Expenses (Pre-tax):		
North America E&P (\$ millions)*	15 – 30	
International E&P (\$ millions)	5 – 10	
Effective Consolidated Tax Rate (excluding Libya)		36 – 40%
North America E&P Cost Data		
Production Operating		\$7.00 - 8.00
DD&A		\$20.75 – 23.25
Other**		\$4.50 - 5.00
International E&P Cost Data***		
Production Operating		\$5.00 - 6.00
DD&A		\$6.00 – 7.50
Other**		\$1.75 – 2.25

<sup>\*</sup>NA E&P range does not include an expected 2Q non-cash impairment of \$140-\$150MM related to the Company's April 2016 decision not to drill any remaining GOM leases

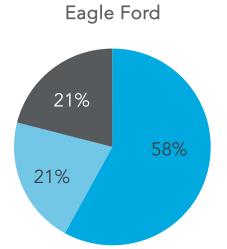


<sup>\*\*</sup> Other includes shipping and handling, general and administrative, and other operating expenses

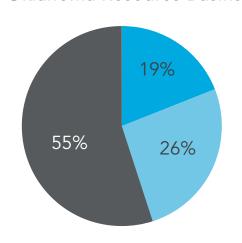
<sup>\*\*\*</sup> Excludes Libya

## 2016 1Q Production Mix

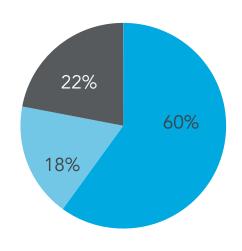
### U.S. resource plays ~80% liquids



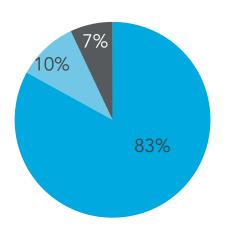
Oklahoma Resource Basins



Total U.S. Resource Plays



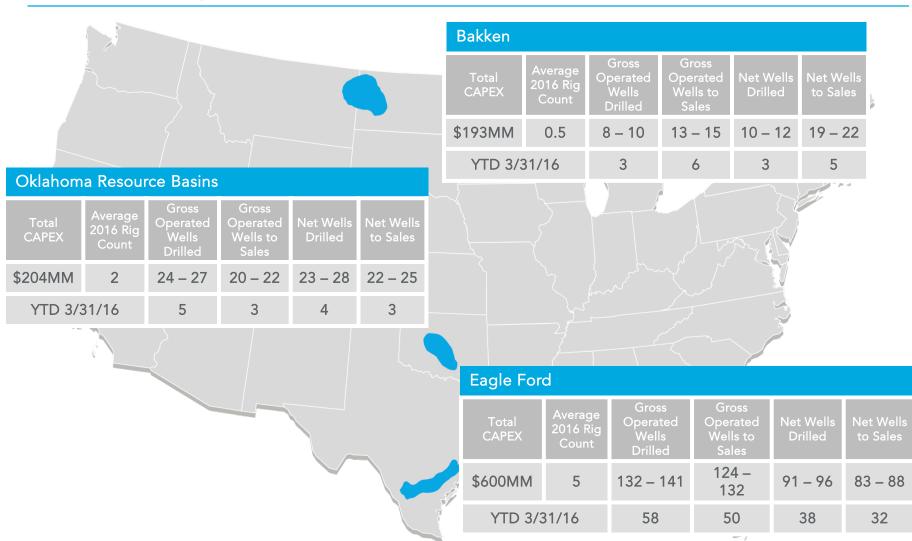






# **2016 North America Activity**

### **U.S.** resource plays



Net wells drilled and net wells to sales include OBO



### **North America E&P Crude Oil Derivatives**

As of March 31, 2016

Crude Oil (Benchmark to WTI)(a)					
	2Q 2016	3Q 2016	4Q 2016	YE 2017	
Three-Way Collars(b)					
Volume (Bbls/day)	39,000	37,000	37,000	-	
Weighted Average Price:					
Ceiling	\$55.47	\$54.52	\$54.52	-	
Floor	\$51.56	\$50.83	\$50.83	-	
Sold put	\$41.67	\$41.22	\$41.22	-	
Options <sup>(c)</sup>					
Volume (Bbls/day)	10,000	10,000	10,000	25,000	
Weighted Average Price	\$72.39	\$72.39	\$72.39	\$60.67	
Swaps					
Volume (Bbls/day)	25,000	-	-	-	
Weighted Average Price	\$39.25	-	-	-	

<sup>(</sup>a) Subsequent to 3/31/16, we entered into 10,000 Bbls/day of two-way collars for July – Dec 2016 with a ceiling price of \$50.00 and a floor price of \$41.55. We also entered into 10,000 Bbls/day of 2016 three-way collars for May – Dec 2016 with a ceiling price of \$58.51, a floor price of \$48.00, and a sold put price of \$40.00, traded in conjunction with sold call options of 10,000 Bbls/day for 2017 at \$65.00.

<sup>(</sup>b) A counterparty has the option, exercisable on 6/30/16, to extend three-way collars for 2,000 Bbls/day through the remainder of 2016 at a ceiling of \$73.13, floor of \$65.00 and sold put of \$50.00



### North America E&P Natural Gas Derivatives

As of March 31, 2016

Natural Gas (Benchmark to HH)(a)					
	2Q 2016	3Q 2016	4Q 2016	YE 2017	
Three-Way Collars(b)					
Volume (MMBtu/day)	20,000	20,000	20,000	20,000	
Weighted Average Price:					
Ceiling	\$2.93	\$2.93	\$2.93	\$3.07	
Floor	\$2.50	\$2.50	\$2.50	\$2.75	
Sold put	\$2.00	\$2.00	\$2.00	\$2.25	



<sup>(</sup>a) Subsequent to 3/31/16, we entered into 20,000 MMBtu/day of 2017 three-way collars with a ceiling price of \$3.50, a floor price of \$2.75 and a sold put price of \$2.25.

<sup>(</sup>b) Counterparty has the option to execute fixed-price swaps (swaptions) at a weighted average price of \$2.93 per MMBtu indexed to NYMEX Henry Hub, which is exercisable on 12/22/2016. If counterparty exercises, the term of the fixed-price swaps would be for the calendar year 2017 and, if all such options are exercised, 20,000 MMBTU per day.

## Capital, Investment & Exploration

### **Budget reconciliation \$MM**

	2016 Budget	2016 YTD Actual
Capital expenditures, including acquisitions	1,401	357
M&S Inventory	0	(4)
Investments in equity method investees & others	0	0
Exploration costs other than well costs	31	13
Capital, Investment & Exploration Budget	1,432	366

YTD is through 3/31/16
Amounts include accruals & property trust

