

# THIRD QUARTER 2017

*Financial and Operational Review*

*November 1, 2017*



# Forward-Looking Statements and Other Matters

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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 future performance, business strategy, asset quality, production guidance, drilling plans, 2017 capital plans, cost and expense estimates, cash flows, asset sales and acquisitions, future financial position, 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 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; the inability of any party to satisfy closing conditions with respect to our Canadian subsidiary disposition; 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 2016 Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and other public filings and press releases, available at [www.MarathonOil.com](http://www.MarathonOil.com). 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.

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](http://www.MarathonOil.com) in the 3Q 2017 Investor Packet.

# Marathon Oil Playbook



*Strengthened  
balance  
sheet*

*Relentless  
focus on  
costs*

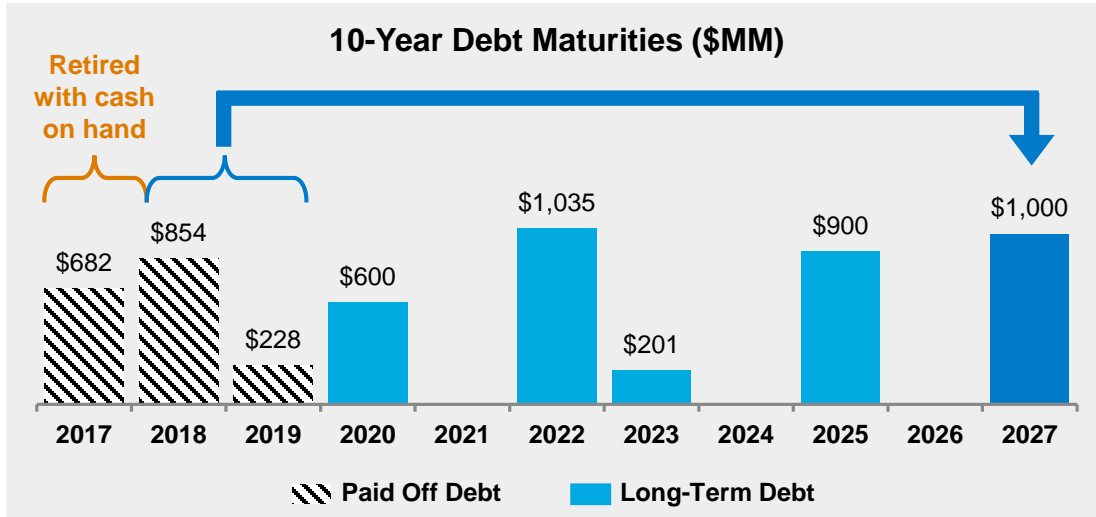
*Simplifying  
and  
concentrating  
portfolio*

*Profitable  
growth  
within  
cash flows*

# Strengthened Financial Flexibility

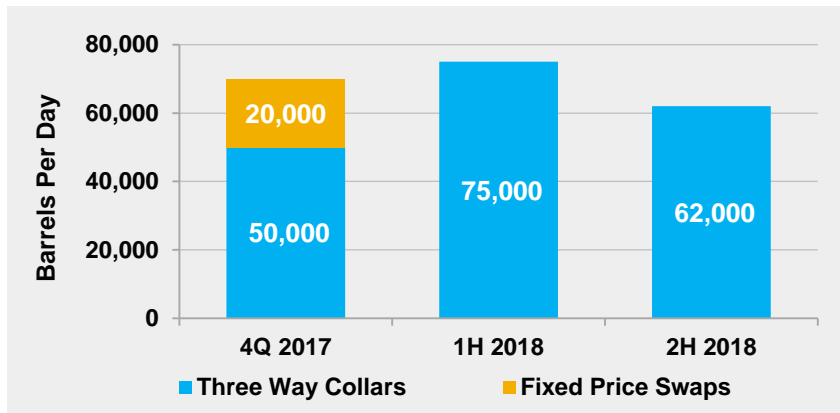
Reduced gross debt and lowered corporate costs

Strengthened  
balance  
sheet



- Reduced gross debt by **~\$765MM**
- Reduced annual interest expense by **~\$65MM**
- Improved maturity profile and enhanced liquidity to **\$5.2B**

## U.S. Crude Oil Hedge Position\*



- Hedges establish attractive floors while retaining upside exposure
- Continue to opportunistically layer in hedge positions

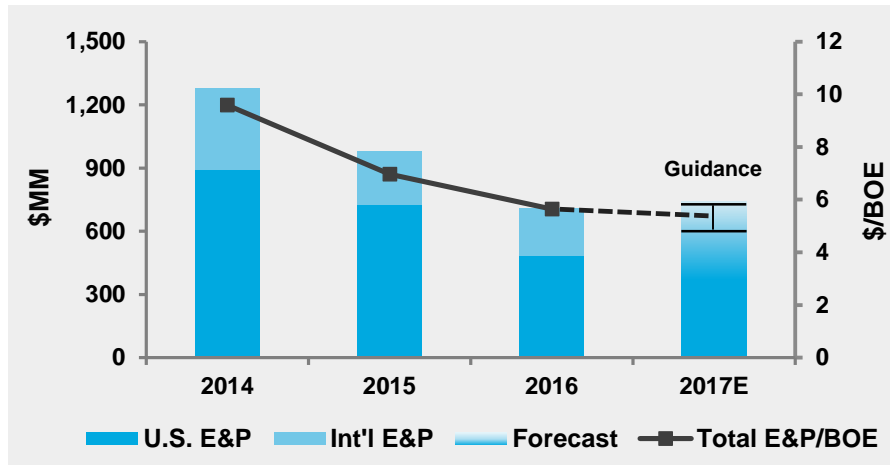
\*Positions as of 9/30/17. Between 9/30/17 and 10/30/17, we entered into 40,000 Bbls/day of fixed-price swaps for Nov - Dec 2017 with a weighted avg price of \$54.11 and 10,000 Bbls/day of three-way collars for July - Dec 2018 with an avg ceiling price of \$58.07, a floor price of \$53.70 and a sold put price of \$47.00. See appendix slide 28 for further details.

# Continued Cost Savings Year Over Year

Improving trend despite inflationary pressures

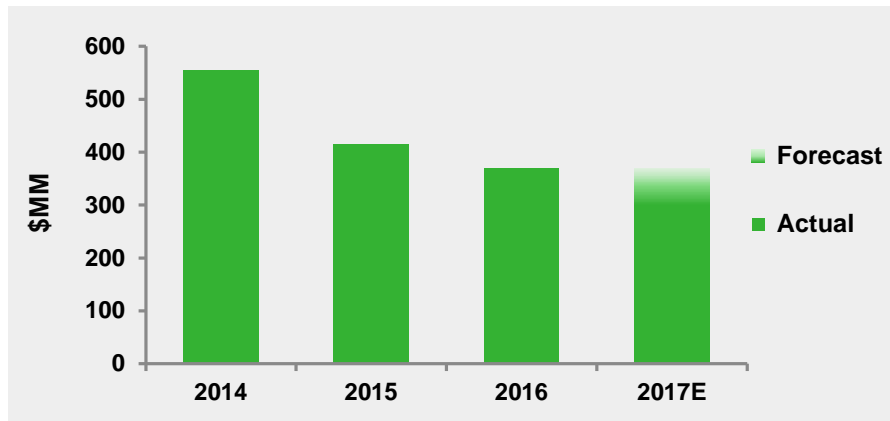
Relentless  
focus on  
costs

## E&P Production Expenses



- Total E&P production expense expected decrease of **>40%** from 2014
- **Record low** U.S. E&P production expense per boe of \$5.38 in 3Q17\*

## Total Adjusted G&A Costs



- Total adjusted G&A costs expected decrease of **~35%** from 2014

\*Since becoming an independent E&P in 2011

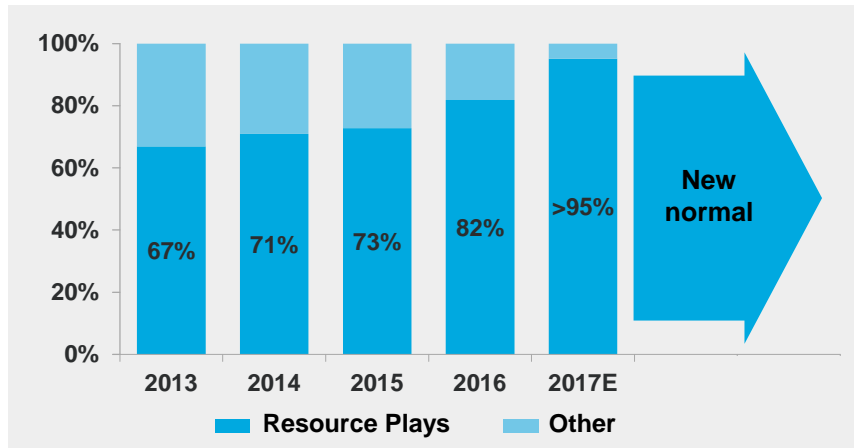
See the 3Q 2017 Investor Packet at [www.Marathonoil.com](http://www.Marathonoil.com) for non-GAAP reconciliations

# Successful Portfolio Management

Concentrating capital allocation to U.S. resource plays

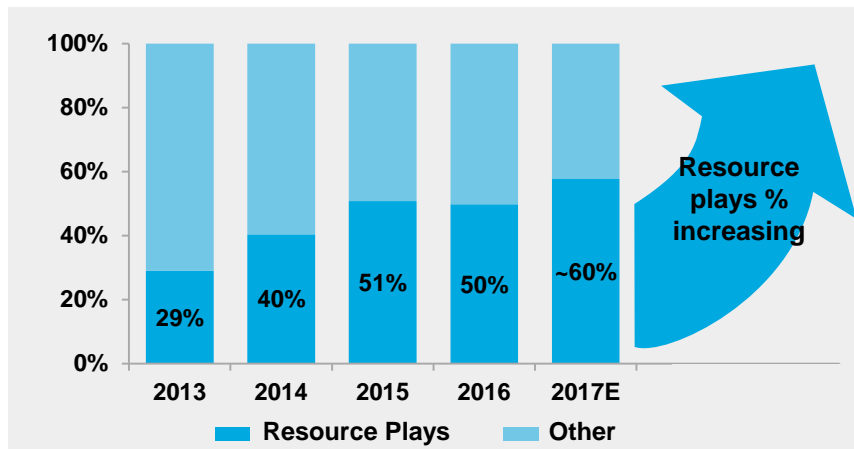
Simplifying  
and  
concentrating  
portfolio

Capital Allocation



- Executed ~\$3.8B in divestitures since 2016
- Continued portfolio shift to 4 of the lowest cost oil basins
- >95% of 2017 capex to high return U.S. resource plays

Production Mix (Ex. Libya)



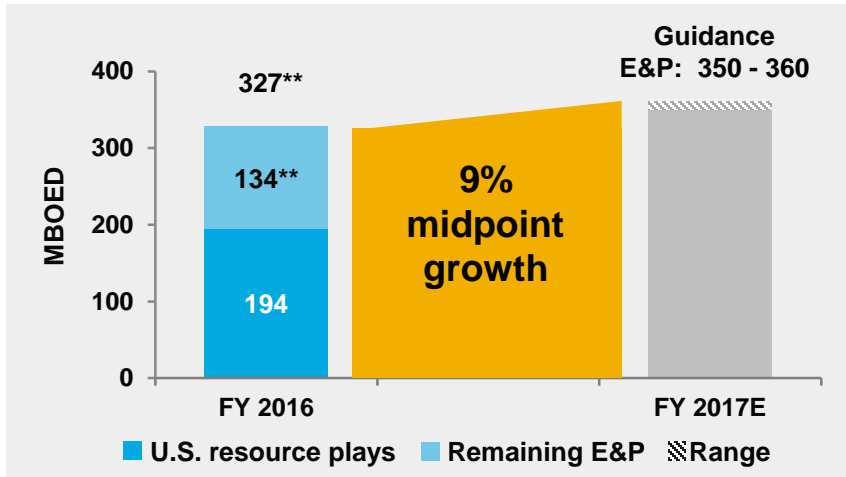
- U.S. resource plays **production contribution doubles** from 2013 to 2017
- ~60% of 2017 production mix from higher margin U.S. resource plays and trending higher

# Higher Production and Lower Capex

Outstanding execution drives momentum into 2018

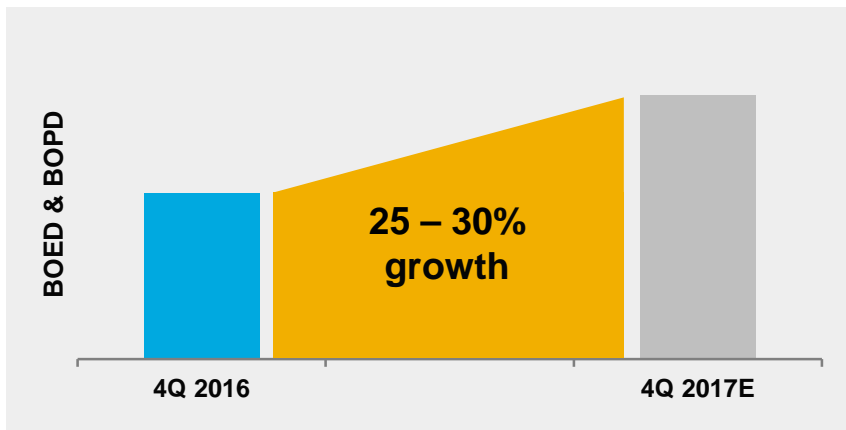
Profitable growth within cash flows

Total E&P Available for Sale Volumes



- Raising 2017 production guidance while lowering capex to **\$2.1B\***
- **9%** total E&P oil and boe production growth at the midpoint, divestiture adjusted

U.S. Resource Play Production



- **25 - 30%** oil and boe growth in resource plays from 4Q16 to 4Q17

\*Capex excludes lease and acquisition costs

\*\*Adjusted for divestitures of 15 MBOED in FY16

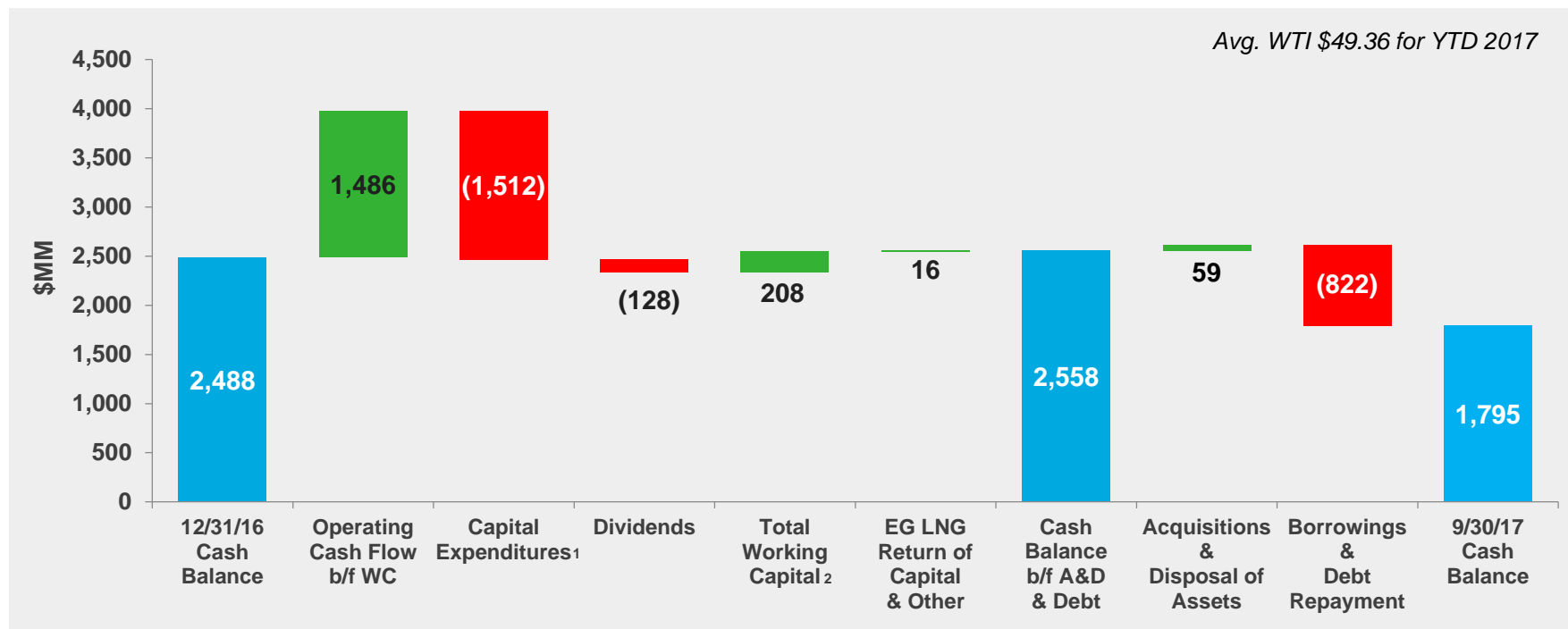
Excluding Libya and discontinued operations, See the 3Q 2017 Investor Packet at [www.Marathonoil.com](http://www.Marathonoil.com) for non-GAAP reconciliations

# Expect 2017 Free Cash Flow Neutrality

3Q liquidity at \$5.2B, including \$1.8B cash

Profitable growth within cash flows

- Increased YTD cash balance before A&D and debt transactions
- Anticipate **2017 free cash flow neutrality** at current strip price, including dividends and working capital changes
- Final **\$750MM** OSM installment expected in March 2018, not reflected below



<sup>1</sup>Including accruals

<sup>2</sup>Total working capital includes \$1MM and \$207MM of working capital changes associated with operating activities and investing activities, respectively

<sup>8</sup> Free cash flow = Operating cash flows b/f changes in working capital minus capital expenditures & dividends plus total working capital

YTD is 9/30/2017, See the 3Q 2017 Investor Packet at [www.Marathonoil.com](http://www.Marathonoil.com) for non-GAAP reconciliations



# Third Quarter Highlights

Consistent execution delivers 14% sequential oil growth in resource plays

## Production

- Total Company production (ex. Libya) of 371 MBOED, **up 6%** sequentially; Libya 23 MBOED
- U.S. resource plays production **grew 12%** sequentially to 227 MBOED; oil **up 14%** sequentially
- Bakken & Oklahoma Resource Basin production **grew 20% and 18%** sequentially

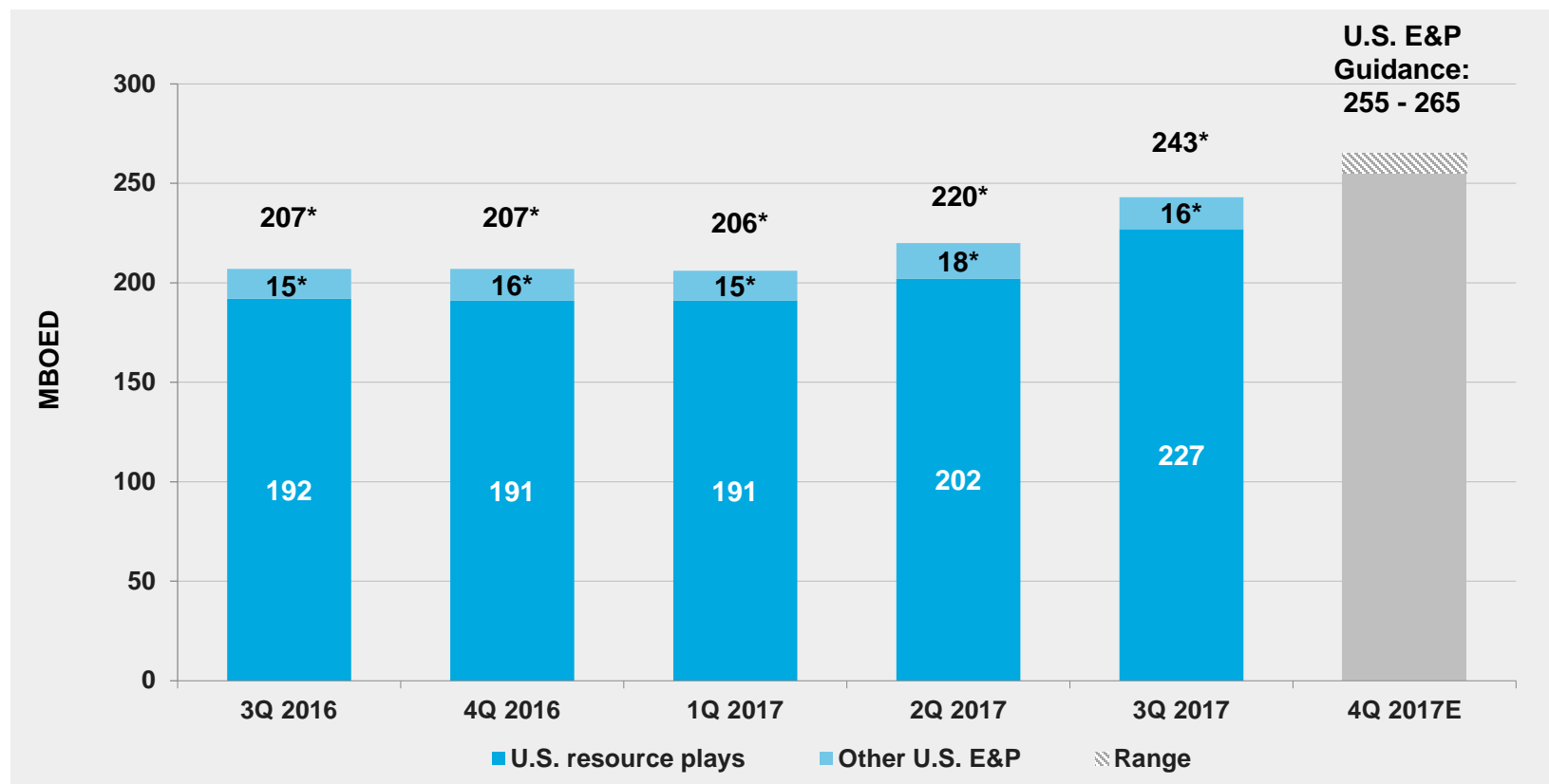
## 4 Basin Execution

- Eagle Ford production up to 101 MBOED **despite Harvey effects**
- Five Hector wells achieved avg. 30-day IP of **2,380 BOED**
- STACK volatile oil wells continue to outperform expectations
- Two Wolfcamp XY wells achieved 30-day IPs of **2,020 & 1,500 BOED**

# U.S. E&P Production Above Top End of 3Q Guidance

Resource play growth continues

## Available for Sale Volumes



U.S. resource plays 2017 QoQ growth

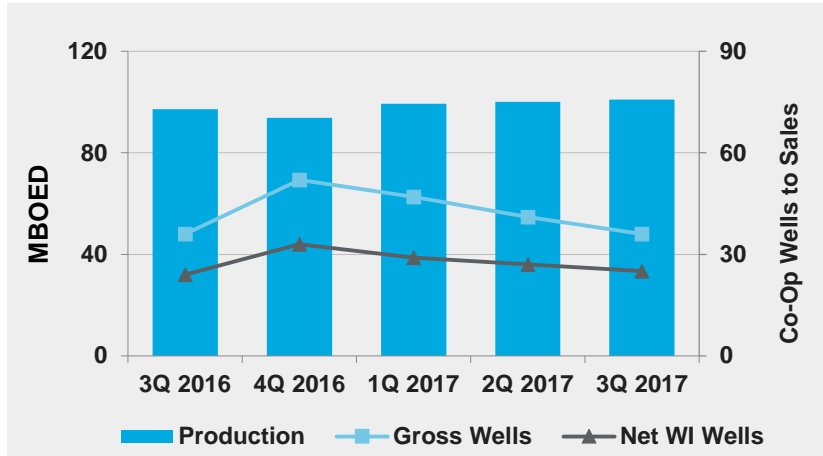
+6%

+12%

# Eagle Ford Outperforms Despite Impact from Harvey

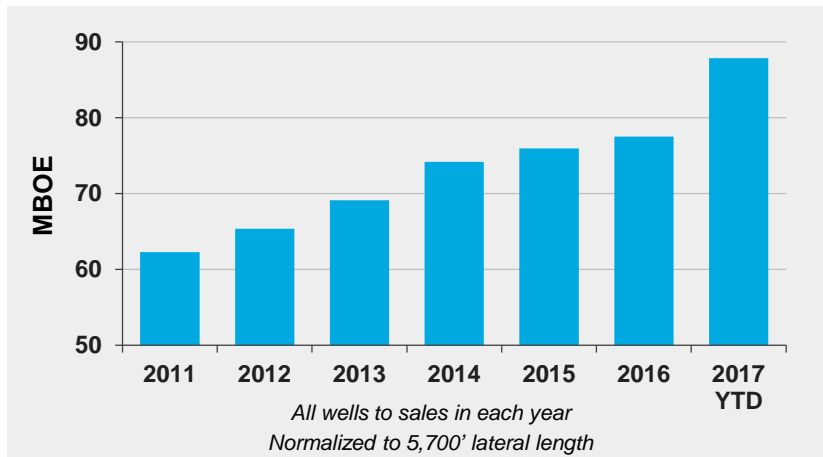
90 day cumulative well production up >40% since 2011

## Production Volumes and Wells to Sales



- Production averaged **101** net MBOED; **up** from 2Q 2017 despite Harvey effects
- **36** gross operated wells to sales
- Atascosa County wells continue to outperform
  - Guajillo South 5-well pad averaged IP 30 of **1,920 BOED** (77% oil), 6,100 ft LL
  - 4<sup>th</sup> consecutive Atascosa pad exceeding expectations

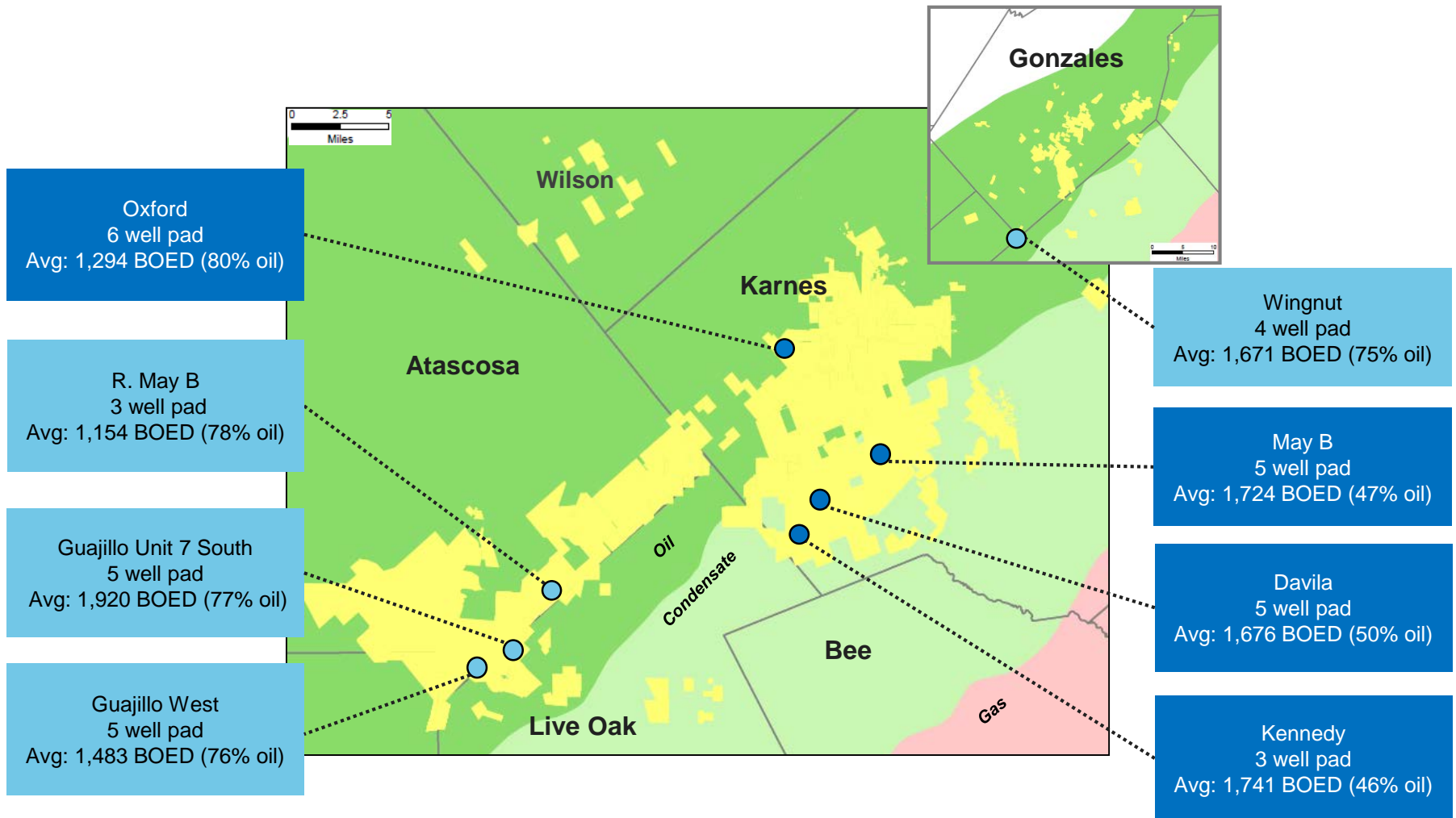
## 90 day Cumulative Well Production



- 2017 90d cumulative well production increased **~15%** in less than a year
- Maintaining **flat CWC** quarter over quarter while setting new MRO drilling records
- Expect 30 - 35 gross operated wells to sales in 4Q

# Positive 3Q Results Inside & Outside Core Karnes County

Consistent execution across multiple counties



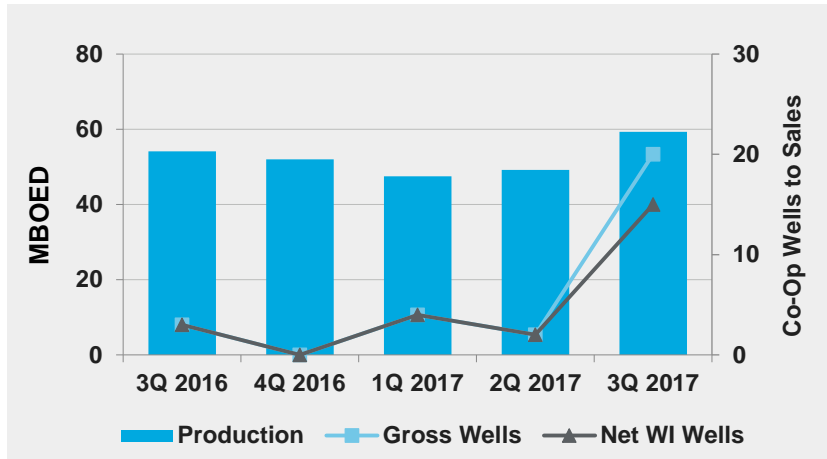
Light blue boxes indicate outside core Karnes County  
IPs shown are 30 day (includes oil, NGL and gas)



# Bakken Delivered 20% Growth in 3Q

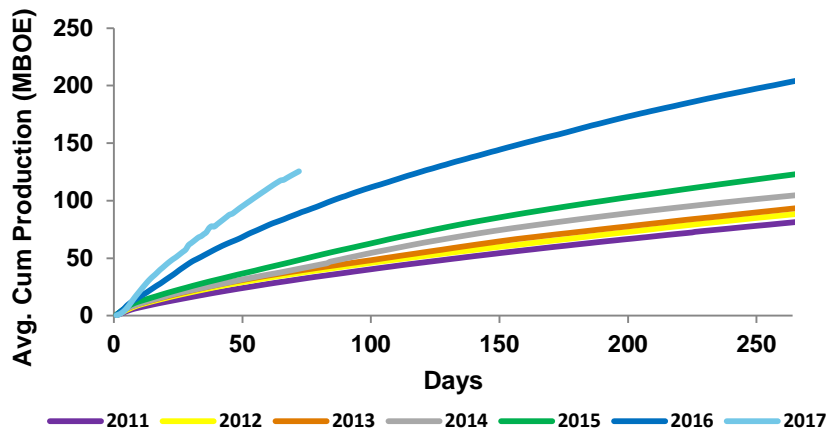
Materially exceeding historical performance trends

## Production Volumes and Wells to Sales



- Production averaged **59** net MBOED, **up 20%** from 2Q 2017
- **20** gross operated wells to sales
- Two W. Myrmidon wells averaged IP 30 of **3,310 BOED**; E. Myrmidon 3-well pad averaged IP 30 of **2,790 BOED**
- Hector high-intensity completion trials competing with Myrmidon results
  - 5 wells averaged IP 30 of **2,380 BOED** (85% oil)
- 2017 well performance exceeding last year's step change in results
- Expect 10 - 15 gross operated wells to sales in 4Q

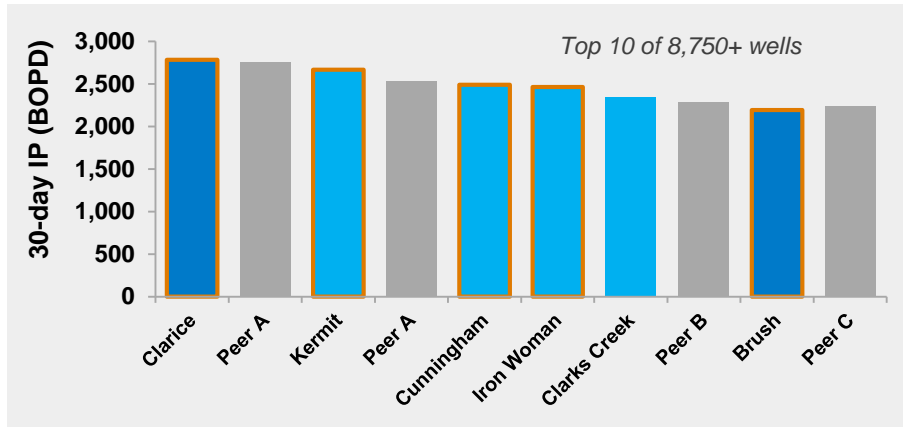
## Well Performance History\*



# Bakken Wells Continue Setting Benchmarks

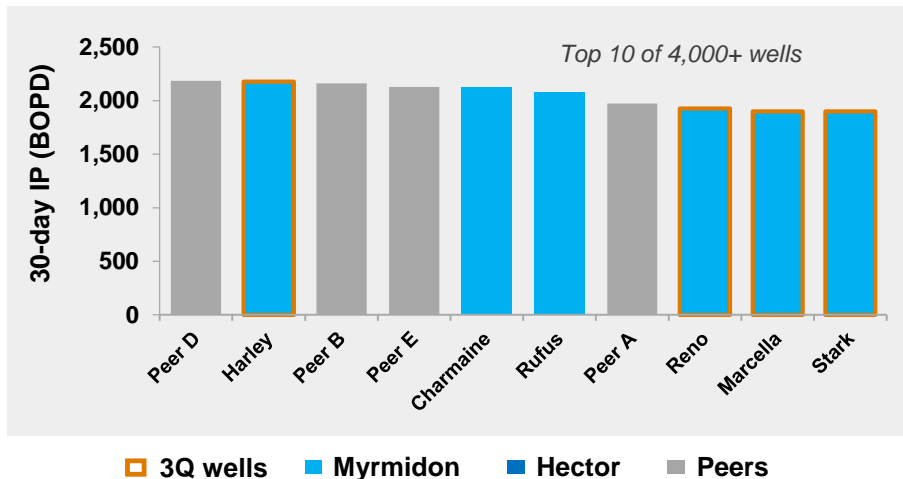
Hector performance competing with best in Williston basin

## Historic Industry Middle Bakken Well Performance



- Hector area Clarice well **sets basin record** with 30-day oil rate of 2,785 BOPD
- Six of top ten industry Middle Bakken wells with 30-day oil rates from **2,190 to 2,785 BOPD**

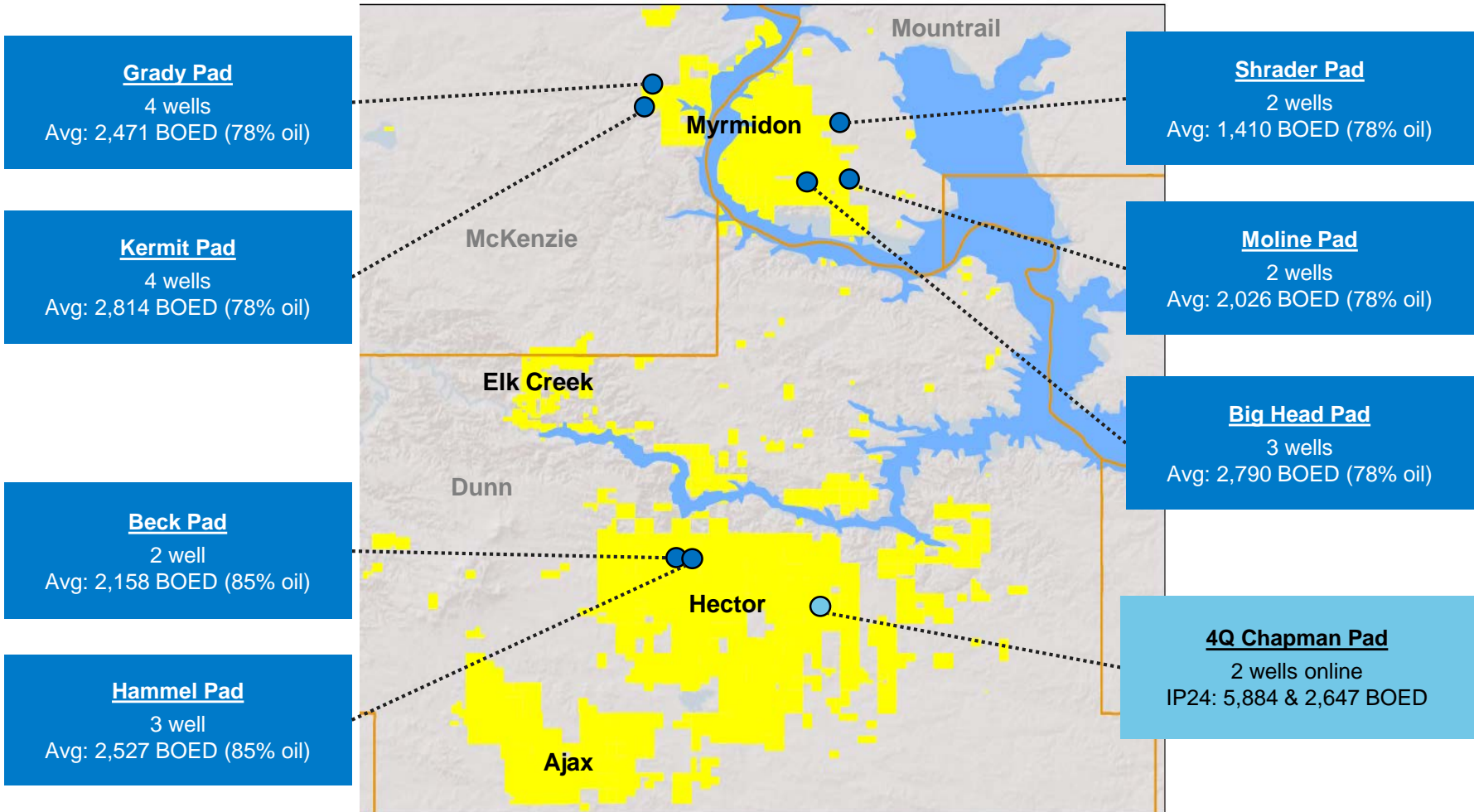
## Historic Industry Three Forks Well Performance



- Six of top ten industry Three Forks wells with 30-day oil rates from **1,900 to 2,180 BOPD**

# Strong Well Performance in Myrmidon and Hector

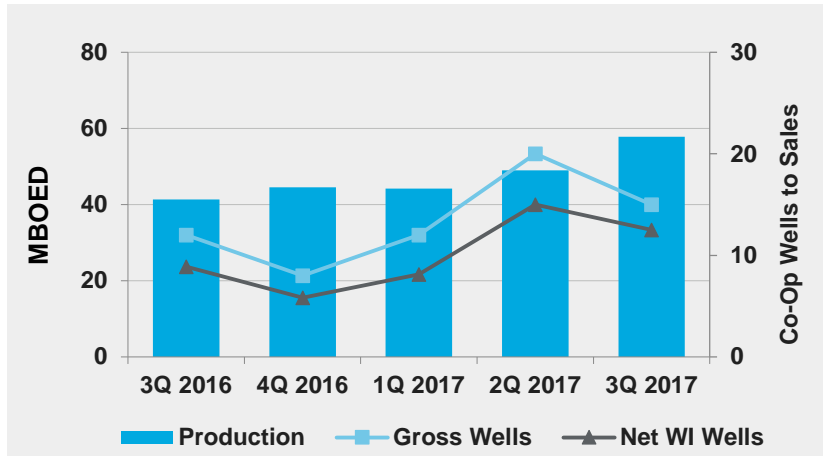
Eastern Hector step-out wells delivering promising initial results



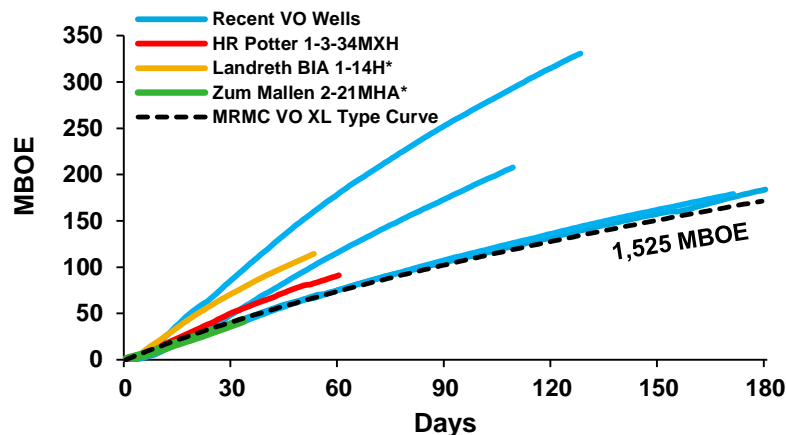
# Oklahoma Continues Sequential Growth

## STACK Meramec volatile oil wells outperforming

### Production Volumes and Wells to Sales



### STACK Volatile Oil Wells Cumulative Production

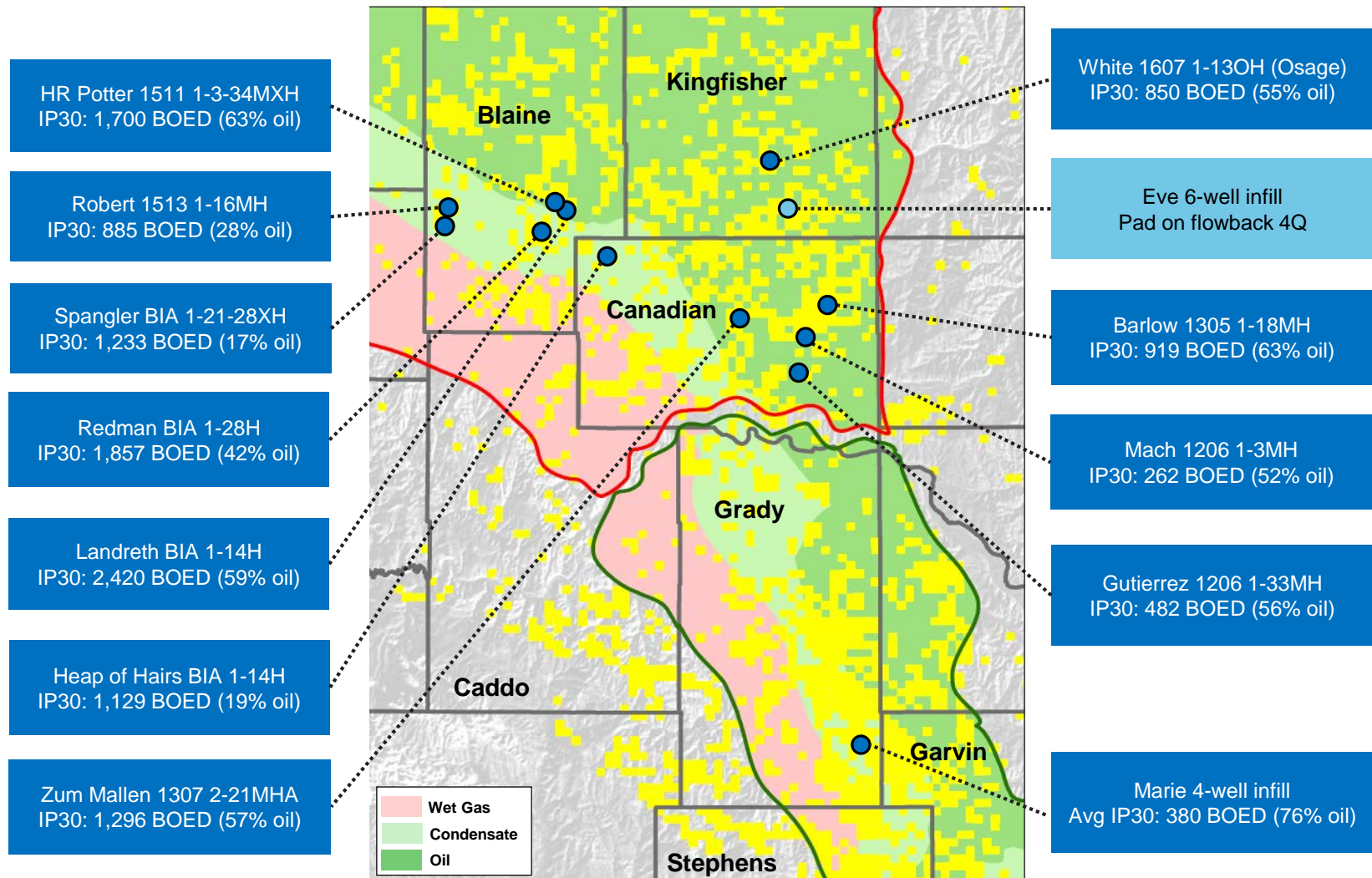


- Production averaged **58** net MBOED; **up 18%** from 2Q 2017
- **15** gross operated wells to sales
- STACK Meramec volatile oil wells continue to outperform
  - Landreth well achieved IP 30 of **2,420 BOED** (59% oil); 4,600' lateral length
- Early test of Osage delivers promising results with IP 30 of **850 BOED** (55% oil)
- Expect 20 - 25 gross operated wells to sales in 4Q
  - ~40% leasehold drilling
  - 2 infill spacing pilots to sales (Eve on flowback and Tan completing)



# Oklahoma Resource Basin 3Q Activity

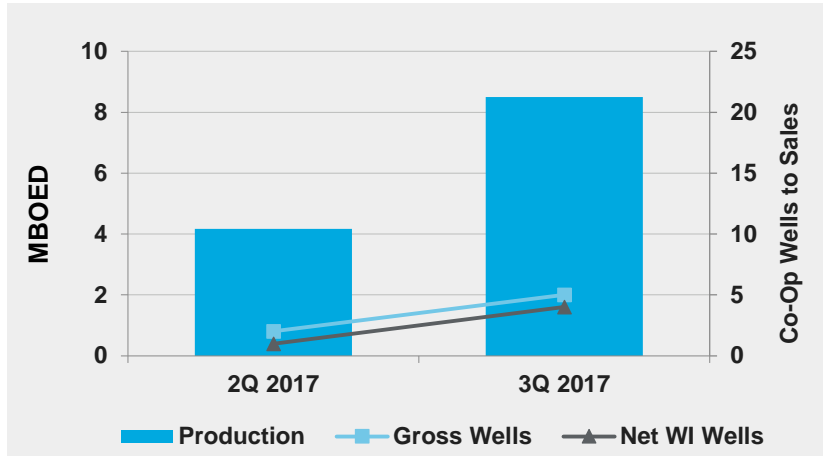
Predominately leasehold and delineation



# Positive Early Results in Northern Delaware

Dedicated frac crew; increased activity to 4 rigs in October

## Production Volumes and Wells to Sales

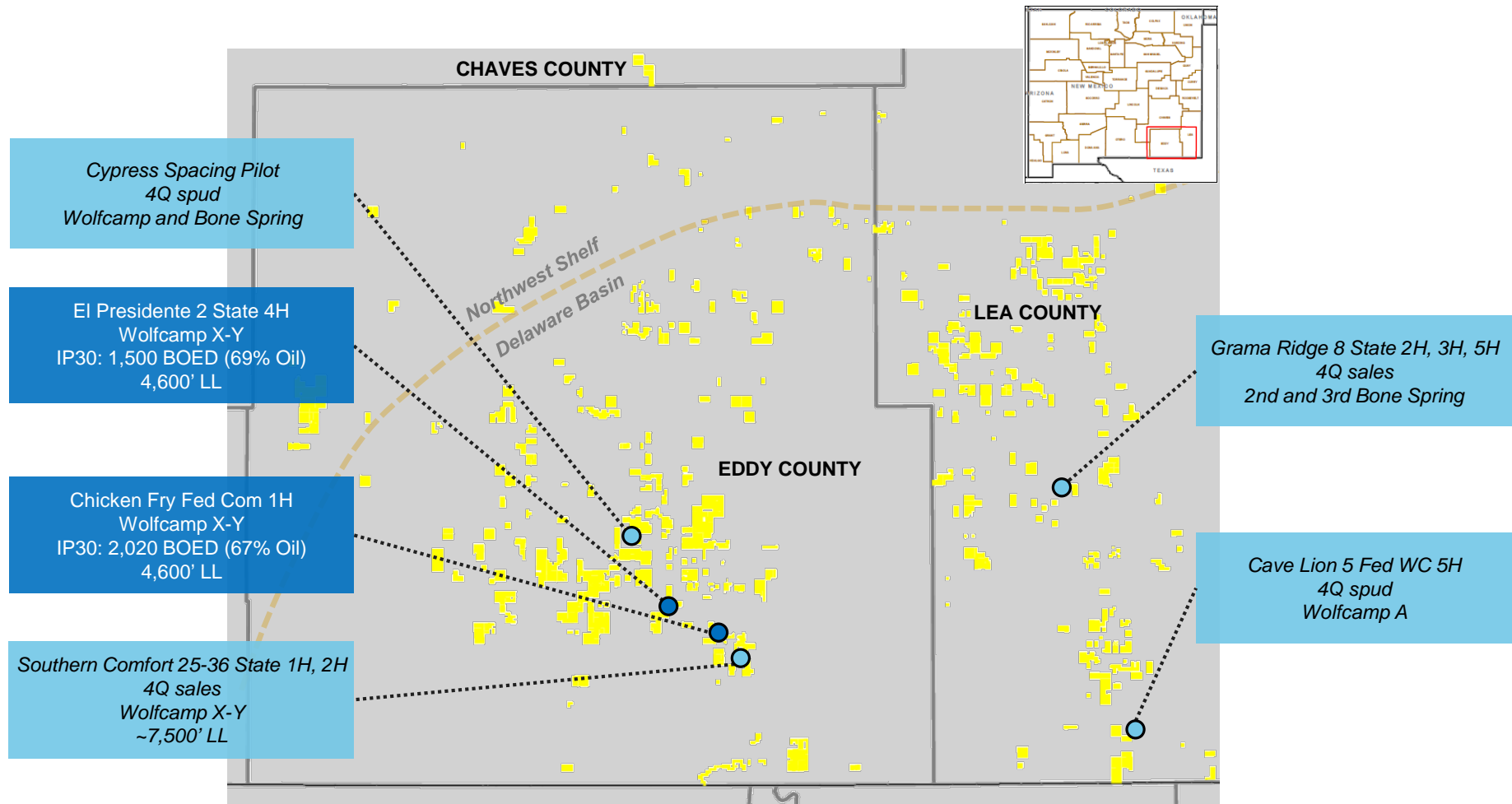


- Production averaged **9** net MBOED; **up** from 2Q 2017 and reflecting full quarter
- **5** gross operated wells to sales
- Encouraging results from two Wolfcamp X-Y delineation wells (both 4,600' LL):
  - Chicken Fry 1H well achieved IP 30 of **2,020 BOED** (67% oil)
  - El Presidente 4H well achieved IP 30 of **1,500 BOED** (69% oil)
- Secured 3D Seismic coverage over core acreage; aids proactive geosteering
- Efforts on consolidation continue
- Expect 10 - 15 gross operated wells to sales in 4Q



# Play Extension of Northern Delaware Continues

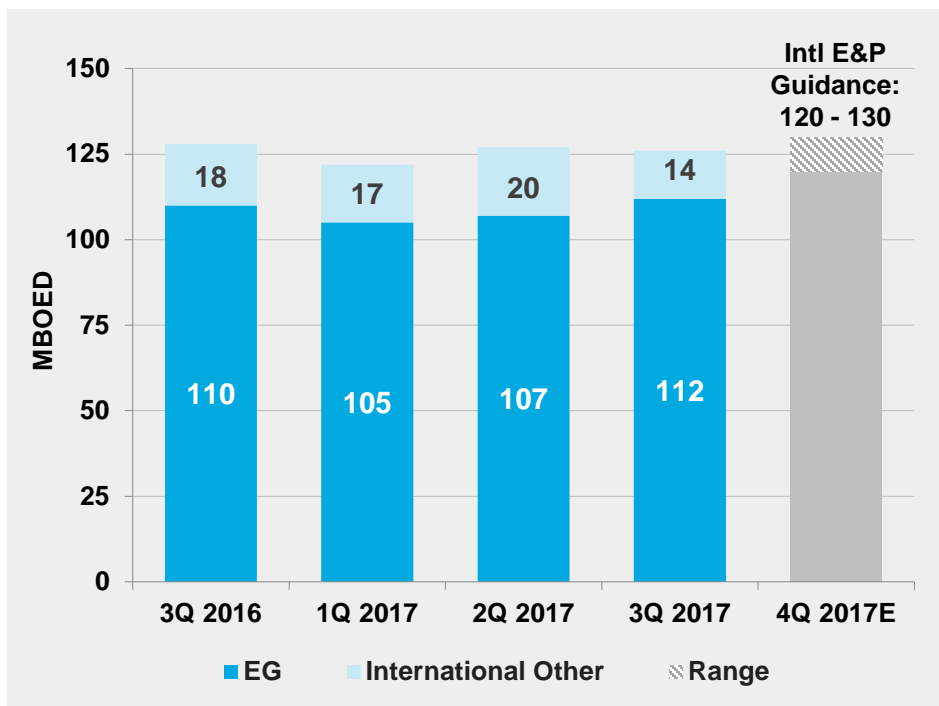
Recent wells and notable upcoming well activity



# International E&P Highlights

EG consistently delivering substantial free cash flow

Intl E&P Production Volumes (Excl. Libya)



- International E&P production **126** net MBOED, above top of guidance
  - EG production up due to facilities and well optimization
  - UK down due to beginning of planned TAR at Brae and Foinaven
- Significant free cash flow from EG with **\$183MM** of EBITDAX in 3Q
- 4Q guidance of 120 to 130 MBOED
- Libya production averaged **23** net MBOED with four liftings

Total EG EBITDAX	\$174MM	\$161MM	\$134MM	\$183MM
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# Raising Guidance While Living Within Our Means

**9%**

2017 total E&P production growth (oil and boe) at midpoint\*

**25 - 30%**

2017 resource plays exit rate growth (oil and boe)

## Oklahoma Resource Basins



**18% growth**  
sequentially

## Bakken - Five Hector Wells



**2,380 BOED**  
average 30-day IPs

## N. Delaware - Two Wolfcamp X-Y Wells



**2,020 & 1,500**  
**BOED** 30-day IPs

## Eagle Ford Continues Outperforming



**101 MBOED**  
despite Harvey effects

## Equatorial Guinea Optimization



**112 MBOED**  
w/ \$183MM EBITDAX

## Balance Sheet Strength



**\$5.2B** total liquidity;  
including \$1.8B cash



## Appendix



# Volumes, Exploration Expenses & Effective Tax Rate

2017 (excluding Libya)

	1Q	2Q	3Q	4Q	Year
<b>United States E&amp;P Net Sales Volumes:</b>					
- Liquid Hydrocarbons (MBD)	158	165	183		
- Natural Gas (MMCFD)	304	341	369		
- United States E&P Total (MBOED)	208	222	244		
<b>International E&amp;P Net Sales Volumes:</b>					
- Liquid Hydrocarbons (MBD)	38	44	58		
- Natural Gas (MMCFD)	461	478	507		
- International E&P Total (MBOED)	114	124	142		
<b>Total E&amp;P Sales Volumes (MBOED)</b>	<b>322</b>	<b>346</b>	<b>386</b>		
<b>Total E&amp;P Available for Sale (MBOED)</b>	<b>330</b>	<b>349</b>	<b>371</b>		
- Disc. operations synthetic crude oil production (MBD)*	45	29	-		
<b>Equity Method Investment Net Sales Volumes:</b>					
- LNG (metric tonnes/day)	6,147	6,243	6,943		
- Methanol (metric tonnes/day)	1,307	1,182	1,366		
- Condensate and LPG (BOED)	14,546	11,608	17,216		
<b>Exploration Expenses (Pre-tax)**:</b>					
- United States E&P (\$ millions)	26	30	41		
- International E&P (\$ millions)	2	-	3		
<b>Consolidated Effective Tax Rate (ex. Libya) Provision (Benefit)</b>	<b>(16)%</b>	<b>7%</b>	<b>7%</b>		

\*Upgraded bitumen excluding blendstocks

\*\*Excludes exploratory dry well costs, unproved property impairments and other of \$250MM in 3Q reported as special items

# 2017 Estimates

## Volumes

	Available for Sale 4QE	Available for Sale Year Estimate	Comments
United States E&P Total (MBOED)	255 – 265		
- Liquid Hydrocarbons (MBD)	193 – 201		
- Natural Gas (MMCFD)	371 – 385		
International E&P Total (MBOED)*	120 – 130		
- Liquid Hydrocarbons (MBD)*	43 – 47		
- Natural Gas (MMCFD)*	462 – 501		
Total both E&P Segments (MBOED)*	375 – 395	350 – 360	FY Guidance Updated**
Equity Method Investment LNG (metric tonnes/day)	6,100 – 6,500	6,200 – 6,600	

\* Excluding Libya

\*\* Raised the low end of full year E&P guidance



# 2017 Estimates

## Exploration expenses & annual production operating costs per BOE

	4QE	Year Estimate
<b>Exploration Expenses (Pre-tax):</b>		
United States E&P (\$ millions)	35 – 45	
International E&P (\$ millions)	2 – 4	
<b>United States E&amp;P Cost Data</b>		
Production Operating		\$5.00 – 6.00
DD&A		\$21.75 – 24.25
Other*		\$5.00 – 5.50
<b>International E&amp;P Cost Data**</b>		
Production Operating		\$4.50 – 5.50
DD&A		\$6.50 – 8.00
Other*		\$1.75 – 2.25
<b>Expected Tax Rates by Jurisdiction:</b>		
U.S. and Corporate Tax Rate		0%
Equatorial Guinea Tax Rate		25%
United Kingdom Tax Rate		40%
Libya Tax Rate		93.5%

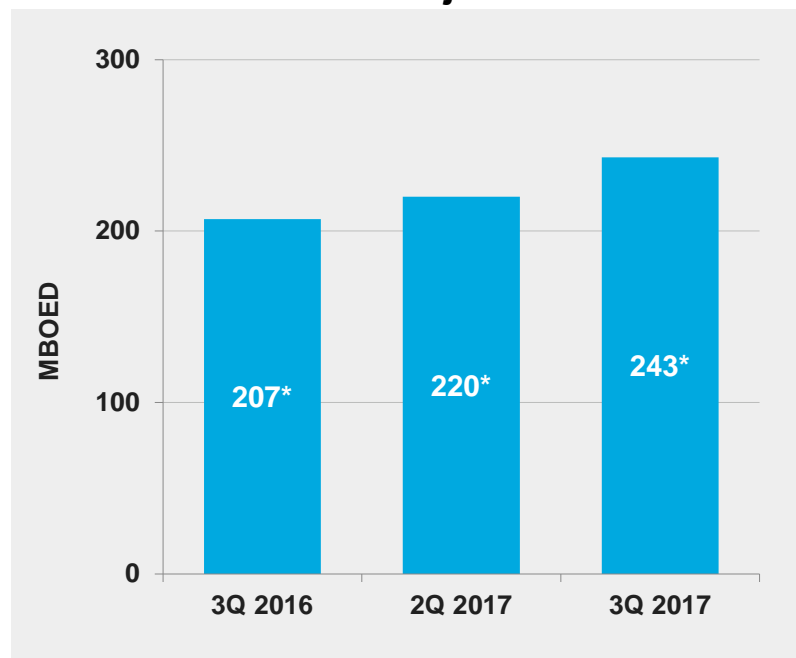
\* Other includes shipping and handling, general and administrative, and other operating expenses

\*\* Excludes Libya

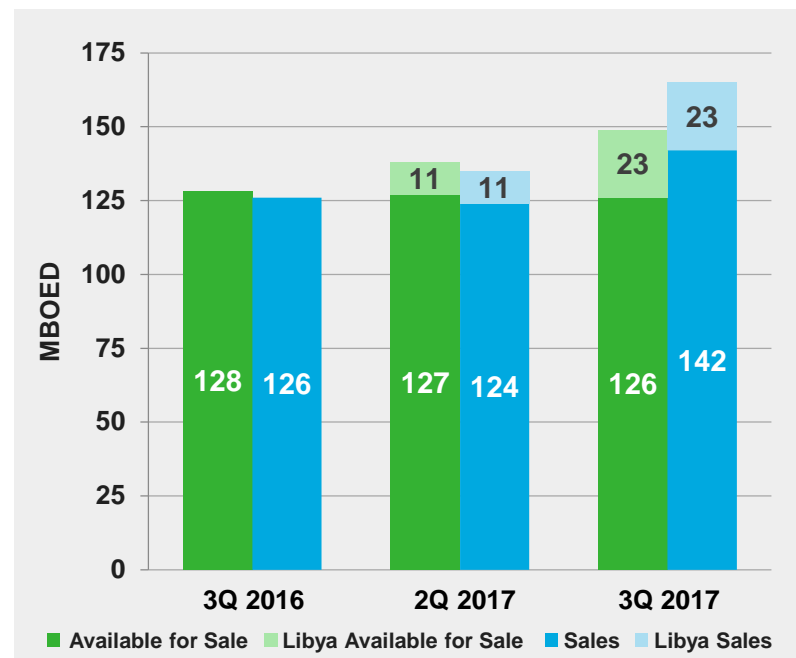
# E&P Production Performance

Increased 3Q volumes due to continued outstanding operational performance

## U.S. E&P Divestiture-Adj. Sales Volumes



## Intl E&P Production & Sales Volumes



Avg C&C Realizations (\$/BBL)	Excluding Derivatives		
	\$41.35	\$45.81	\$46.65
Avg C&C Realizations (\$/BBL)	Including Derivatives		
	\$42.90	\$46.88	\$49.07

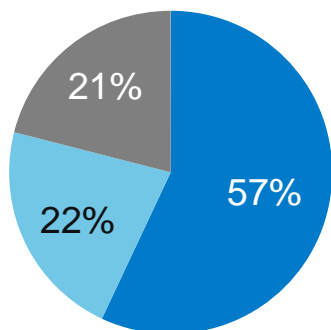
Avg C&C Realizations (\$/BBL)	\$41.45	\$47.04	\$51.23
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\*Adjusted for divestitures of 9 MBOED in 3Q16 and 2 MBOED in 2Q17 and 3Q17

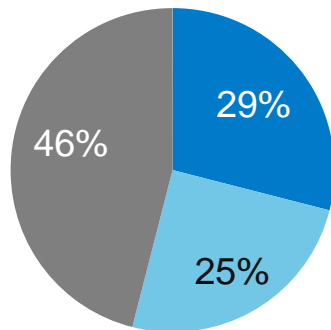
Cumulative underlift of (1,822) MBOE in Libya, (79) MBOE in EG and (2) MBOE in Kurdistan, and cumulative overlift of 54 MBOE in UK

# 2017 3Q Production Mix

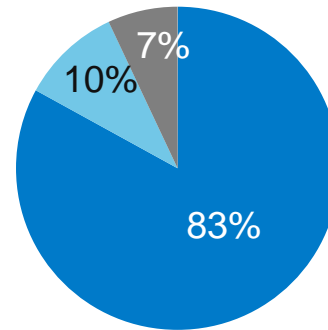
Eagle Ford



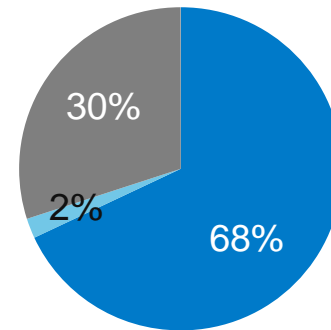
Oklahoma Resource Basins



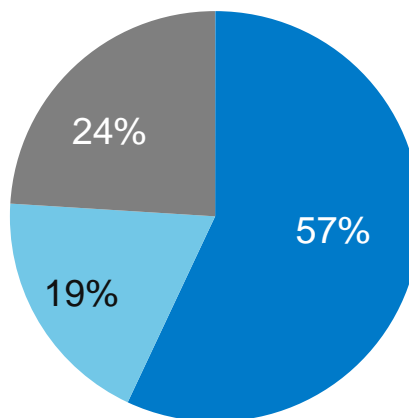
Bakken



Northern Delaware\*



Total U.S. Resource Plays



■ Crude Oil/Condensate ■ NGLs ■ Natural Gas

# United States E&P Crude Oil Derivatives

As of September 30, 2017

Crude Oil (Benchmark to NYMEX WTI)					
	4Q 2017	1Q 2018	2Q 2018	3Q 2018	4Q 2018
<b>Three-Way Collars<sup>(a)</sup></b>					
Volume (Bbls/day)	50,000	75,000	75,000	62,000	62,000
<b>Weighted Avg Price per Bbl:</b>					
Ceiling	\$60.37	\$56.24	\$56.24	\$56.08	\$56.08
Floor	\$54.80	\$51.33	\$51.33	\$50.50	\$50.50
Sold put	\$47.80	\$44.73	\$44.73	\$43.61	\$43.61
<b>Swaps<sup>(b)(c)</sup></b>					
Volume (Bbls/day)	20,000	-	-	-	-
Weighted Avg Price per Bbl	\$51.37	-	-	-	-
<b>Sold call options<sup>(d)</sup></b>					
Volume (Bbls/day)	35,000	-	-	-	-
Weighted Avg Price per Bbl	\$61.91	-	-	-	-
<b>Basis Swaps<sup>(e)</sup></b>					
Volume (Bbls/day)	-	5,000	5,000	10,000	10,000
Weighted Avg Price per Bbl	-	\$(0.60)	\$(0.60)	\$(0.67)	\$(0.67)

(a) Between 9/30/17 and 10/30/17, we entered into 10,000 Bbls/day of three-way collars for July - December 2018 with an average ceiling price of \$58.07, a floor price of \$53.70, and a sold put price of \$47.00.

(b) The counterparties have the option to execute fixed-price swaps (swaptions) at a weighted average price of \$52.67 per Bbl indexed to NYMEX WTI, which is exercisable on December 29, 2017. If the counterparties exercise, the term of the fixed-price swaps would be from January - June 2018 and, if all such options are exercised, for 10,000 Bbls/day.

(c) Between 9/30/17 and 10/30/17, we entered into 40,000 Bbls/day of fixed-price swaps for November - December 2017 with a weighted average price of \$54.11.

(d) Call Options settle monthly., (e) The basis differential price is indexed to WTI Midland and WTI Cushing.

# United States E&P Natural Gas Derivatives

As of September 30, 2017

<i>Natural Gas (Benchmark to NYMEX HH)</i>					
	4Q 2017	1Q 2018	2Q 2018	3Q 2018	4Q 2018
<b>Three-Way Collars</b>					
Volume (MMBtu/day)	120,000	200,000	160,000	160,000	160,000
<b>Weighted Avg Price per MMBtu:</b>					
Ceiling	\$3.71	\$3.79	\$3.61	\$3.61	\$3.61
Floor	\$3.14	\$3.08	\$3.00	\$3.00	\$3.00
Sold put	\$2.60	\$2.55	\$2.50	\$2.50	\$2.50
<b>Swaps</b>					
Volume (MMBtu/day)	20,000	-	-	-	-
Weighted Avg Price per MMBtu	\$2.93	-	-	-	-

# Capital, Investment & Exploration

## 2017 budget reconciliation \$MM

	2017 Revised Budget	2017 YTD Actual
Capital expenditures	2,100	1,512
M&S Inventory	0	(5)
Investments in equity method investees & others	0	0
Exploration costs other than well costs	39	22
<b>Capital, Investment &amp; Exploration Budget*</b>	<b>2,139</b>	<b>1,529</b>

YTD is through 9/30/17

\*Does not include discontinued operations, lease or acquisition costs