



# The New Company and Its Commitment to Sustainable Development

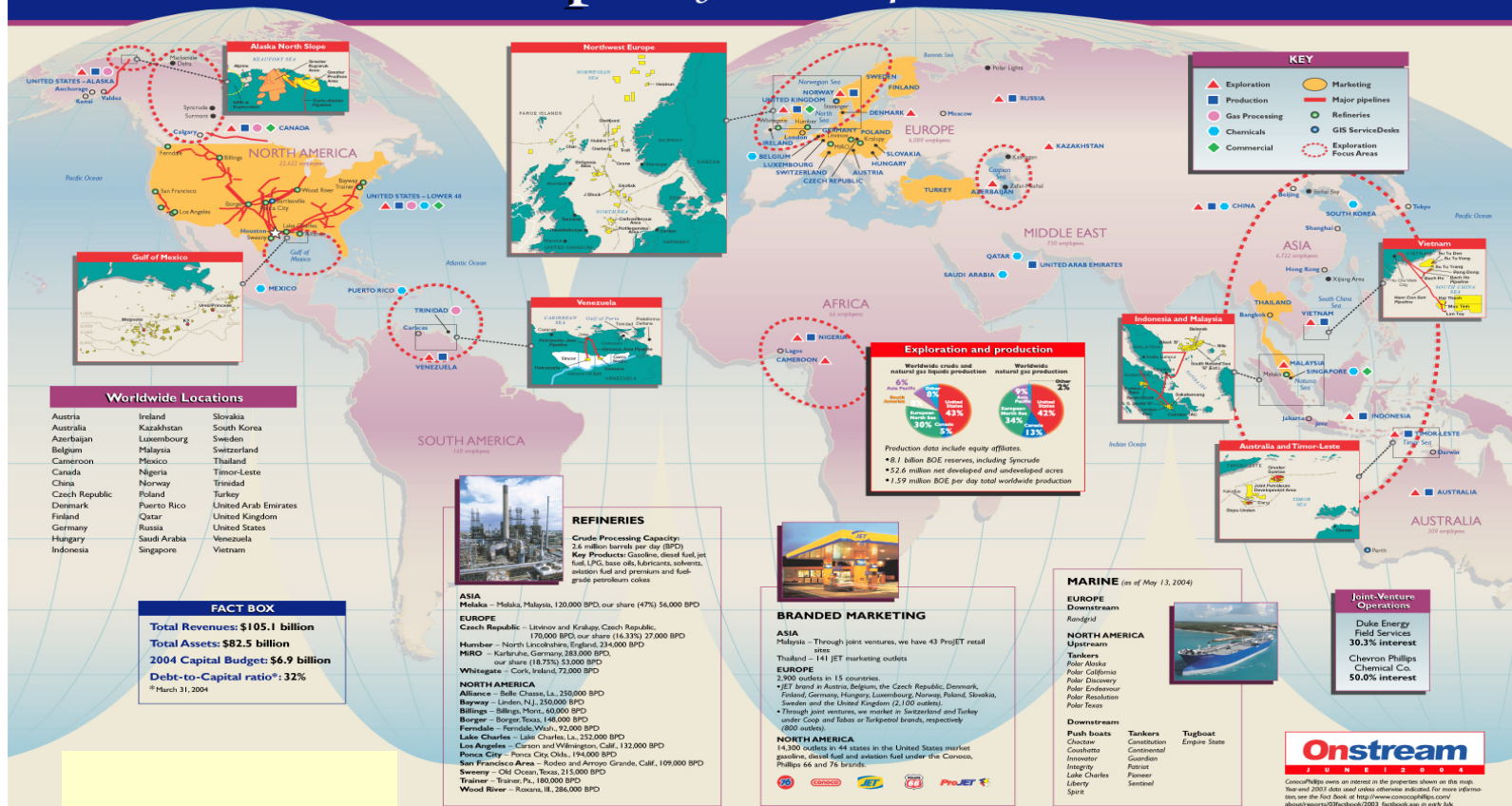
Prevention First 2004  
A Symposium on Pollution  
Prevention and Technology

September 14-15, 2004  
Long Beach, California

# ConocoPhillips

## Who We Are...

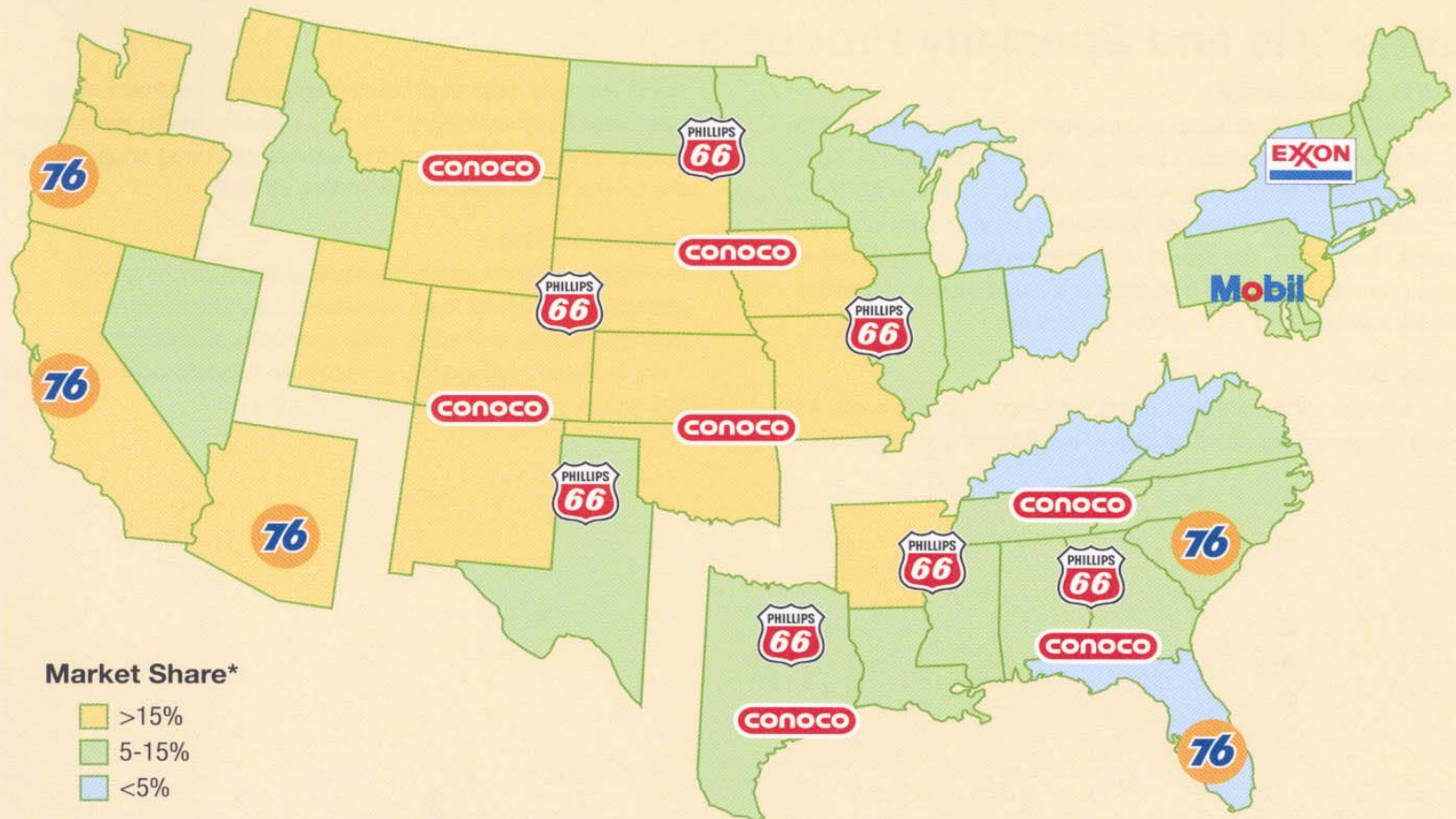
### ConocoPhillips Key assets, operations and locations





# Marketing

## U.S. Gasoline Brands and Market Share



\*Market share based on all ConocoPhillips stations (continued and discontinued operations) as a percentage of total stations in region.



# Refining & Transportation

## U.S. Downstream



# West Coast Region Summary

## Transportation

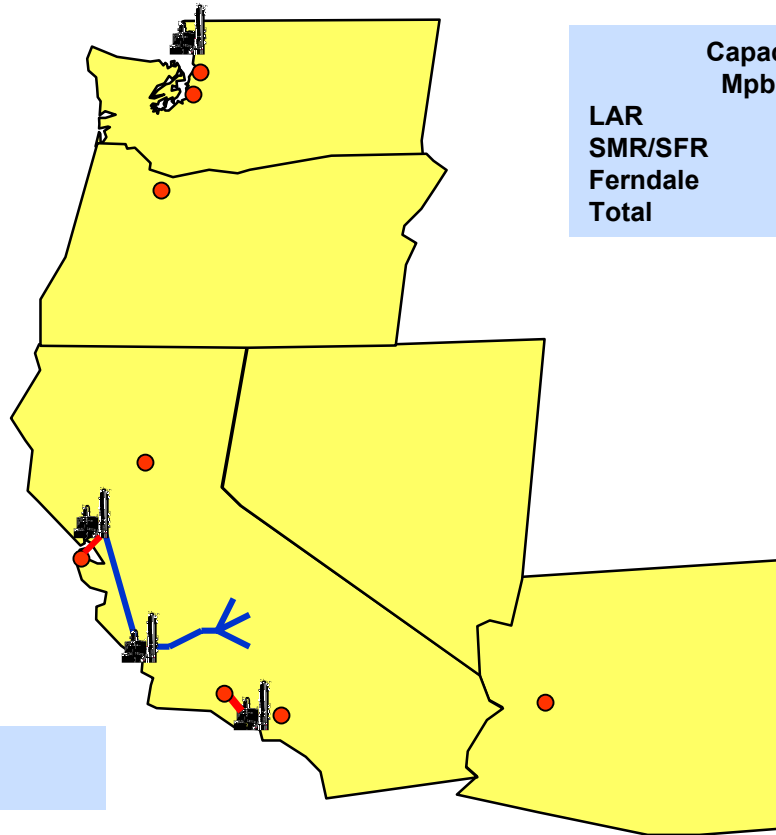
	<u>Assets</u>
Product P/L	100 mi
Crude P/L	700 mi
Crude Gath.	100 mi
Terminals	8

## Marketing

	<u>Stores</u>
Total	2,874

## Refining

	Capacity Mpbpd
LAR	135
SMR/SFR	115
Ferndale	95
Total	345



ConocoPhillips Refinery



ConocoPhillips Prod. Line



ConocoPhillips Crude Line



ConocoPhillips Prod. Term



# San Francisco Refinery

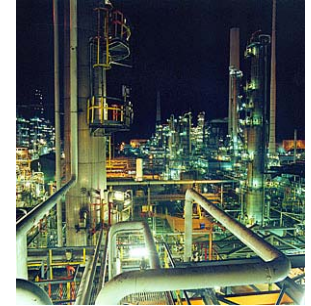
## San Francisco Refinery at Rodeo

Built in 1896, Rodeo refinery was the first major oil refinery in the Bay Area.

The original site occupied only 22 acres and processed 1,600 barrels of crude oil per day.

Today, the refinery and the carbon plant, located approximately five miles from each other, now occupy approximately 1,100 acres and employ about 450 people.

The refinery produces California Air Resources Board (CARB) gasoline using ethanol. Completion of a new ultra-low-sulfur diesel project is expected to finish in 1<sup>st</sup> quarter 2005.



# Global Business – Global Responsibility

Today's society has high expectations of the contribution private enterprise can make toward addressing environmental issues.

For ConocoPhillips, sustainable development provides a strong, business model for addressing these needs.



 ConocoPhillips



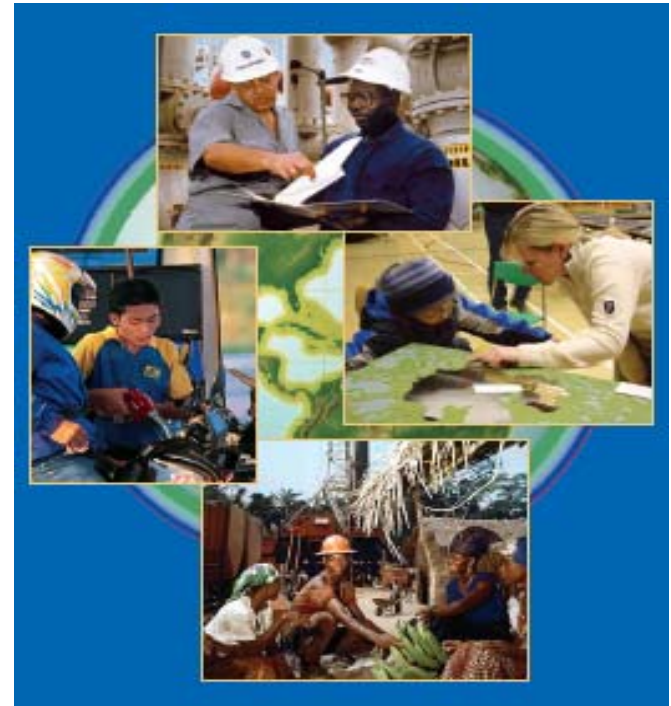
# Sustainable Development

## Our Position...

**“Sustainable development is about our commitment to conduct our business to promote economic growth, a healthy environment and vibrant communities, now and into the future.”**

***Jim Mulva***

President and Chief Executive Officer





# Our Commitments...

## **SAFETY**

**Be transparent and accountable  
Operate to the highest safety  
standard**

## **ENVIRONMENT**

**Minimize the environmental impact  
of our operations**

## **HEALTH**

**Positively impact communities wherever we  
operate**

**Invest in the well-being and  
development of employees**

## **OPERATIONS**

**Practice and uphold the highest  
ethical standards**

**Increase the availability of  
ever-cleaner energy**

**Constantly improve the energy and  
material efficiency**



*At ConocoPhillips our most  
important measure of success has  
always been the health and safety  
of our employees, contractors,  
customers and neighbors.*



# Our Approach...

## **SAFETY**

**Establish Continuous  
Improvement process**

## **ENVIRONMENT**

**Waste minimization  
Recycling/re-use of waste materials**

## **HEALTH**

**Reduce air emissions  
Reduction in toxics**

## **OPERATIONS**

**Energy efficiency  
Improved natural resource utilization  
Improved knowledge sharing**



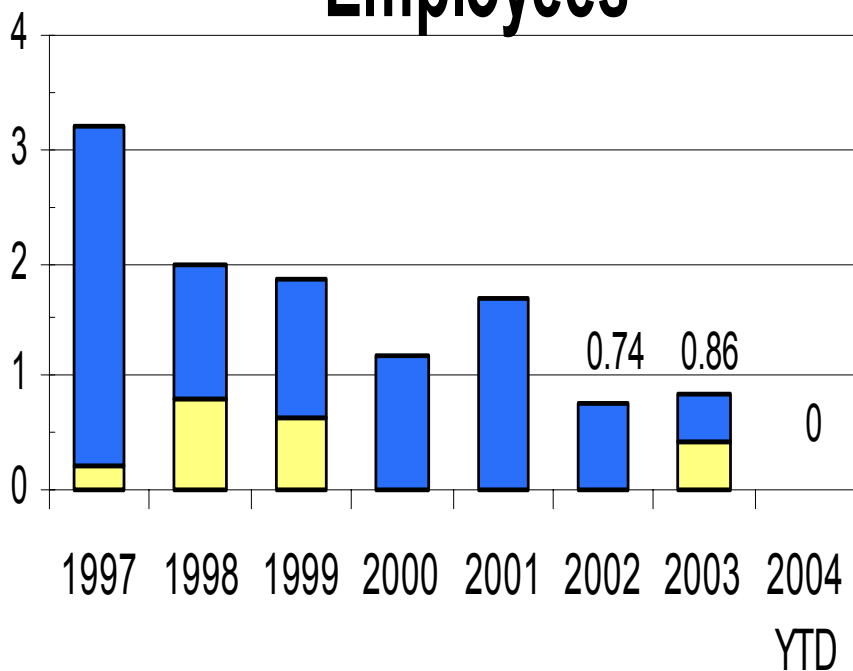
*The environment we operate in as a company makes committing to sustainable development an essential strategy for ConocoPhillips.*

# Rodeo Refinery & Carbon Plant

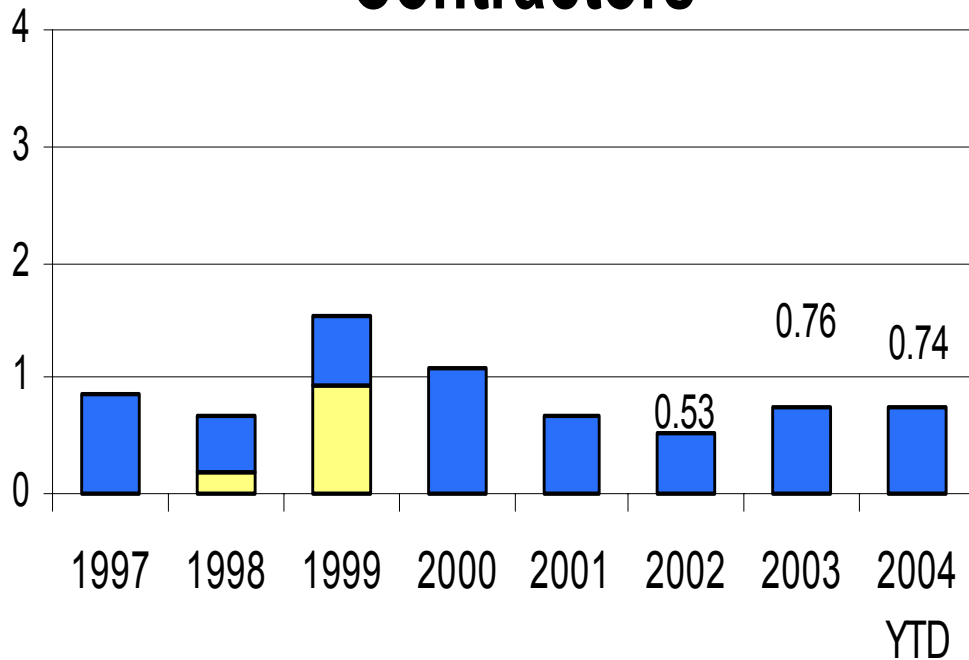
## Safety Performance

Recordable Incident Rate

### Employees

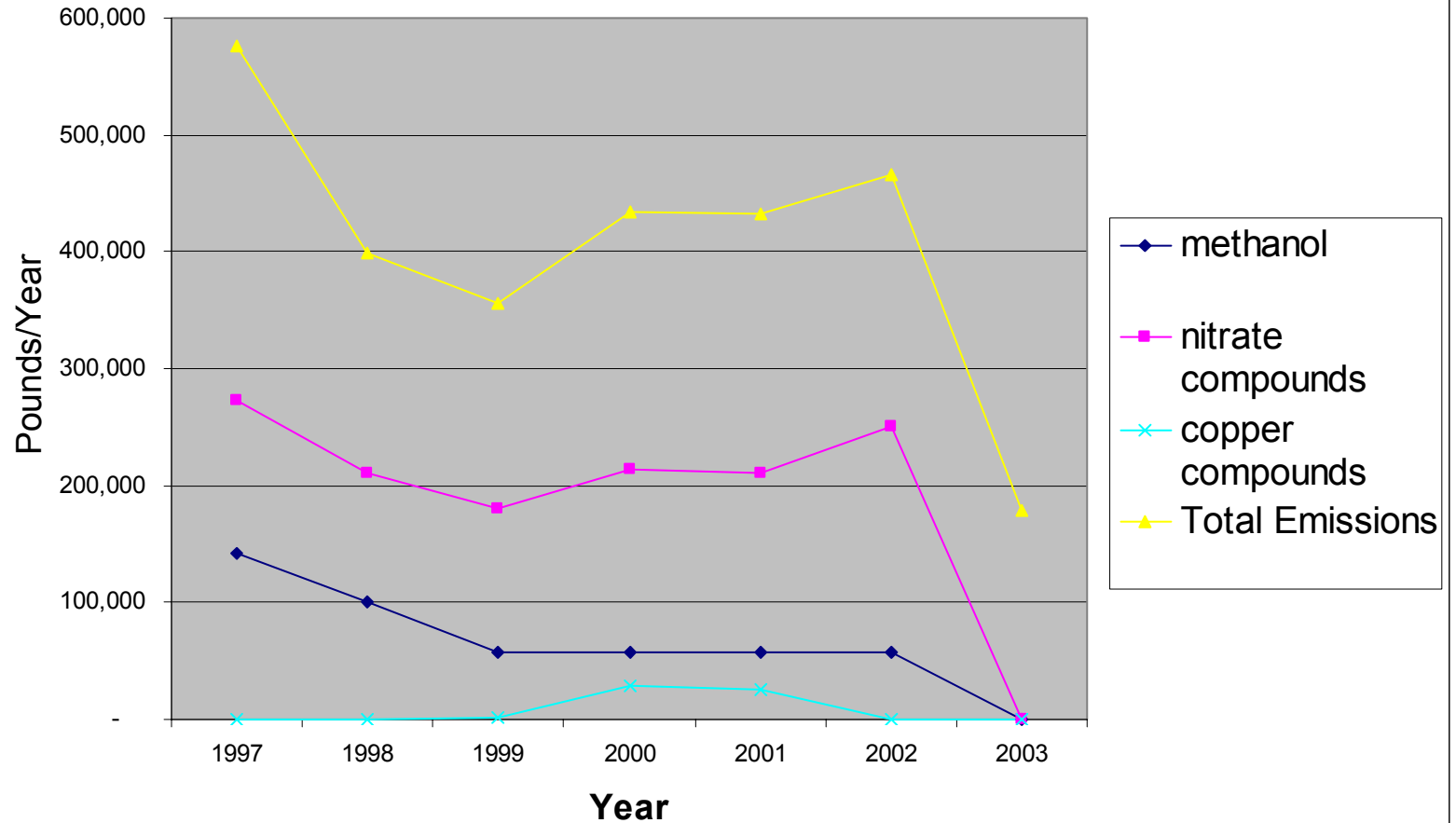


### Contractors

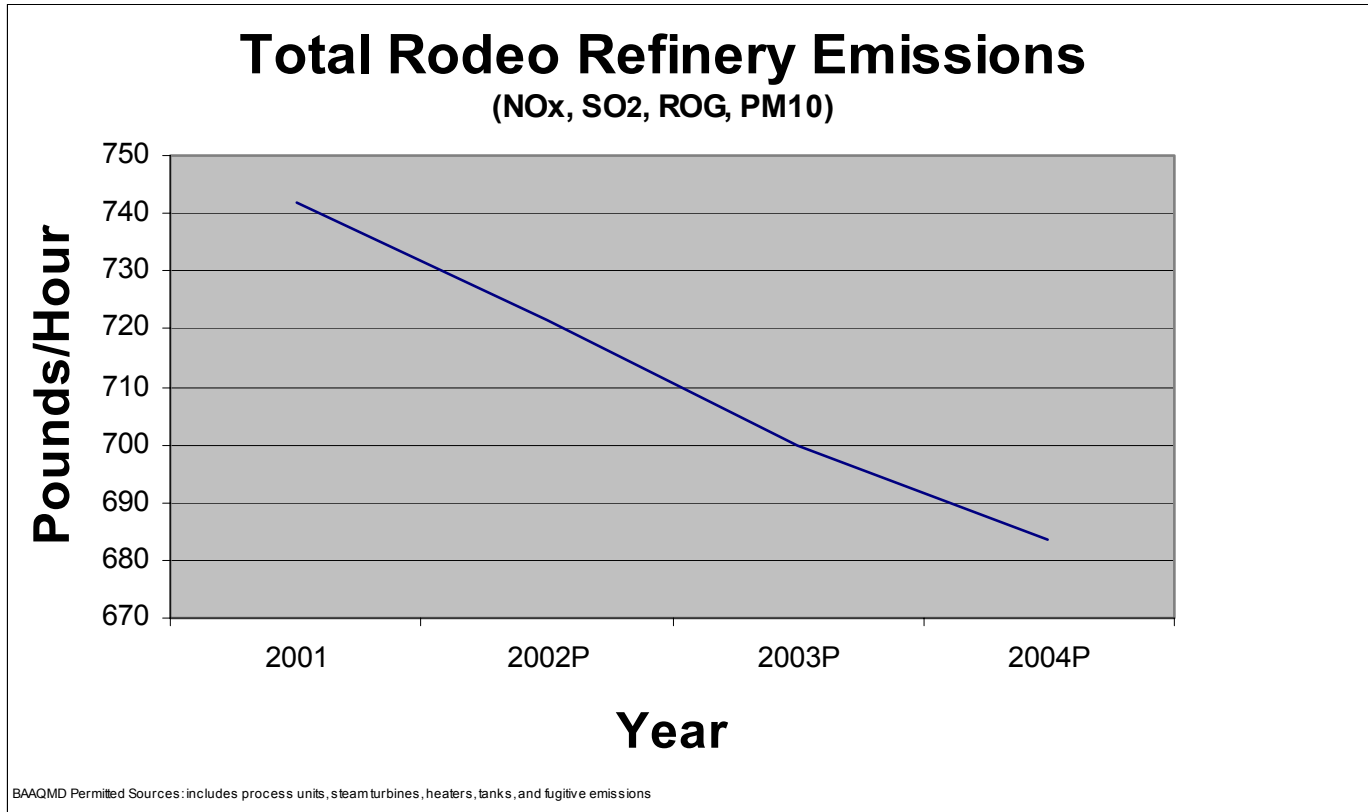


■ Lost Time Rate    ■ Total Recordable Rate

## Summary of Refinery TRI Emissions 1997-2003







Emission Summary Table

Pounds/Hour

Bay Area	119,000	BAAQMD 2003 Estimated Summer Average Emissions (Less CO)
Bay Area Refining	5,700	Extrapolated from BAAQMD Web site Table IV
Rodeo Refinery	683	Projected ULSD Project increase less impacts of other projects

# Ultra Low Sulfur Diesel

## The Next Generation of Diesel Fuel

Construction and development of new hydrotreater  
at the Rodeo Refinery well ahead of regulatory  
requirements

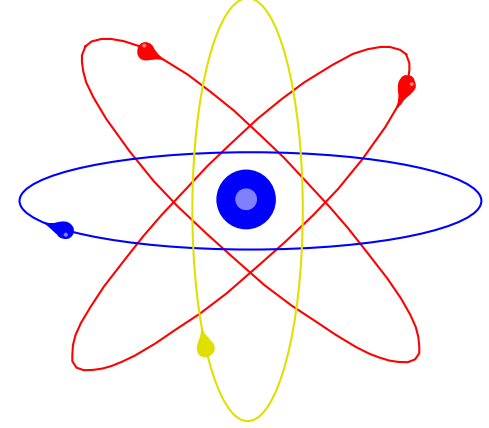
**EMISSIONS REDUCTIONS**  
**(ULSD + Particulate Traps)**  
**TONS/DAY**

Pollutant	Tailpipe Emission Reductions	
	National*	California*
Sulfur Oxides	-586	-34
Nitrogen Oxides	-7,123	-416
Particulate Matter	-301	-21

\* Based on volumes and estimates from EPA studies



# Knowledge Sharing



- Functional Excellence Teams
- Establish Best Practice Policies
- Peer Reviews

# Implementing Our Position

- Establish corporate-level goals for each commitment
- Identify priority issues
- Identify tools and metrics to measure performance
- Keep the public informed





# “Beyond Compliance” Focus

**Sustainable development provides an overarching framework for how we work. That includes taking pragmatic action on key safety, environmental and health concerns.**

