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# EDITED TRANSCRIPT

COP.N - ConocoPhillips Special Meeting of Stockholders

EVENT DATE/TIME: JANUARY 15, 2021 / 3:00PM GMT

## CORPORATE PARTICIPANTS

**Ryan Lance** *ConocoPhillips - Chairman & CEO*

**Shannon Kinney** *ConocoPhillips - Deputy General Counsel, Chief Compliance Officer & Corporate Secretary*

## PRESENTATION

**Ryan Lance** - *ConocoPhillips - Chairman & CEO*

Good morning, ladies and gentlemen. I'm Ryan Lance, Chairman and CEO of ConocoPhillips, and it's my pleasure to welcome you to the ConocoPhillips Special Meeting of Stockholders. Due to the public health impact of the COVID-19 outbreak and to be consistent with our SPIRIT values, we made the decision that this special meeting is virtual only. The health and well-being of our employees, our stockholders and partners are of utmost importance to us. Please remember that you may vote your shares online at any time during this meeting prior to the closing of the polls.

Let me now take the opportunity to introduce you to the members of the ConocoPhillips executive leadership team. All of them are participating in the virtual meeting today.

So in addition to myself, the members of our executive leadership team are: Matt Fox, Executive Vice President and Chief Operating Officer; Bill Bullock, our Executive Vice President and Chief Financial Officer; Ellen DeSanctis, Senior Vice President of Corporate Relations; Andrew Lundquist, Senior Vice President, Government Affairs; Dominic Macklon, Senior Vice President of Strategy, Exploration and Technology; Nick Olds, Senior Vice President, Global Operations; and Kelly Rose, our Senior Vice President, Legal & General Counsel. Also participating this morning in the virtual meeting today is Shannon Kinney, our Deputy General Counsel, Chief Compliance Officer and Corporate Secretary.

I would now like to introduce Jennifer Flynn, who has been certified as our Inspector of Election and will assist with the tabulation of the proxies and the ballots. The Inspector of Election has filed her signed oath of office. For this special meeting, we will follow the agenda and the rules of conduct that are available on the virtual meeting site.

Now I'll call the meeting to order, and we'll present the proposal to be voted on today. Let me first ask the Corporate Secretary, Shannon Kinney, to report at this time with respect to the mailing of the notice of special meeting and the stockholders list.

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**Shannon Kinney** - *ConocoPhillips - Deputy General Counsel, Chief Compliance Officer & Corporate Secretary*

Thanks, Ryan. An affidavit from a representative of Broadridge has been provided for this meeting, showing that a notice of special meeting and proxy statement dated December 11, 2020, and the proxy cards were mailed on or about December 11, 2020, to each ConocoPhillips stockholder of record at the close of business on December 11, 2020, the record date for the special meeting.

In addition, a complete list of stockholders of record entitled to vote at this special meeting is available for inspection by stockholders during this meeting via the virtual meeting site. The list arranged in alphabetical order includes the addresses of the stockholders and the number of shares held as of the record date.

The Inspector of Election reports that stockholders entitled to cast more than 73% of the votes eligible to be cast at this meeting are represented via the Internet or by proxy. Therefore, a quorum is present and the meeting may proceed.

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**Ryan Lance** - *ConocoPhillips - Chairman & CEO*

Thank you, Shannon. And now the meeting will consider the business item on the agenda. The sole item on the agenda is a proposal to approve the issuance of shares of common stock of ConocoPhillips to the stockholders of Concho Resources Inc. in connection with the merger contemplated by the agreement and plan of merger dated as of October 18, 2020, among ConocoPhillips, Falcon Merger Sub Corp. and Concho Resources Inc.

The proposal is described in the proxy statement and the Board of Directors recommends that ConocoPhillips stockholders vote for the proposal. Will the stockholders that are entitled to vote and proxies, please conclude their voting.

(Voting)

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**Ryan Lance** - ConocoPhillips - Chairman & CEO

Thank you, and I now declare the polls are closed. No further votes may be submitted at this time. The Inspector of Election has filed a certification of the preliminary results of the voting. Shannon, would you please read those results?

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**Shannon Kinney** - ConocoPhillips - Deputy General Counsel, Chief Compliance Officer & Corporate Secretary

Yes, Mr. Chairman, the preliminary results based on the voting of shares represented by valid proxies on file and tabulated at the meeting this morning show that the proposal has been duly approved by ConocoPhillips stockholders as recommended by the Board of Directors.

Mr. Chairman, that concludes the report of preliminary voting. Details of the results will be available for all stockholders in our filings with the SEC within four business days. Stockholders may also obtain the voting results by calling or writing the office of the Corporate Secretary.

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**Ryan Lance** - ConocoPhillips - Chairman & CEO

Thank you, Shannon, and thank you to all our shareholders. That completes the business scheduled for today. Our meeting is now concluded, and thank you for your attendance.

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