Rating: Buy S&P 500: 1235

## ConocoPhillips Raise Net Present Value to \$100 a Share

| Symbol                         | COP     | Ebitda Next Twelve Months ending 6/30/06 (US\$mm) | 27,700 |
|--------------------------------|---------|---|--------|
| Rating                         | Buy     | North American Natural Gas/Ebitda (%)             | 10     |
| Price (US\$/sh)                | 63.00   | Natural Gas and Oil Production/Ebitda (%)         | 67     |
| Pricing Date                   | 8/1/05  | Adjusted Reserves/Production NTM                  | 11.2   |
| Shares (mm)                    | 1419    | EV/Ebitda   | 4.2    |
| Market Capitalization (US\$mm) | 89,400  | PV/Ebitda   | 6.1    |
| Debt (US\$mm)                  | 25,900  | Undeveloped Reserves (%)                          | 29     |
| Enterprise Value (EV) (US\$mm) | 115,300 | Natural Gas and Oil Ebitda (US\$/boe)             | 28.60  |
| Present Value (PV) (US\$mm)    | 167,800 | Present Value Proven Reserves(US\$/boe)           | 13.19  |
| Net Present Value (US\$/share) | 100     | Present Value Proven Reserves(US\$/mcfe)          | 2.20   |
| Debt/Present Value             | 0.15    | Earnings Next Twelve Months (US\$/sh)             | 10.40  |
| McDep Ratio - EV/PV            | 0.69    | Price/Earnings Next Twelve Months                 | 6      |
| Dividend Yield (%/year)        | 2.0     | Indicated Annual Dividend (US\$/sh)               | 1.24   |

Note: Estimated cash flow and earnings tied to one-year futures prices for oil and natural gas.

Reported results may vary widely from estimates. Estimated present value per share revised only infrequently.

## **Summary and Recommendation**

We raise our estimated net present value of buy-recommended **ConocoPhillips (COP)** to \$100 a share from \$70 on the basis of an expected long-term real price for oil of \$50 a barrel up from \$40 for Light Sweet Crude. We also raise our long-term real price for natural gas to \$10 a million BTU, up from \$8 for the Henry Hub location. Our long-term real price expectation for the 3-2-1 refining crack (margin) in New York Harbor is now \$10 a barrel up from \$8. The stock has 59% appreciation potential to net present value. Risk is moderate with globally diversified, integrated operations and low debt.

Kurt H. Wulff, CFA

## ConocoPhillips Functional Cash Flow and Present Value

|                             | NTM Ebitda<br>(US\$mm) | Adjusted <u>R/P</u> | PV/<br><u>Ebitda</u> | Present<br>Value<br><u>(US\$mm)</u> |         |
|-----------------------------|------------------------|---------------------|----------------------|-------------------------------------|---------|
| North American Natural Gas  | 2,770                  | 12.9                | 7.6                  | 21,000                              | 13%     |
| Rest of World Natural Gas   | 1,500                  | 12.8                | 8.0                  | 12,000                              | 7%      |
| Oil                         | 14,190                 | 10.5                | 5.4                  | 76,800                              | 46%     |
| Downstream                  | 9,200                  |                     | 6.3                  | 58,000                              | 35%     |
|                             | 27,660                 | 11.2                | 6.1                  | 167,800                             | 100%    |
| Debt (US\$mm)               |                        |                     |                      |                                     | 25,900  |
| Net Present Value (US\$mm)  |                        |                     |                      |                                     | 141,900 |
| Shares (mm)                 |                        |                     |                      |                                     | 1,419   |
| Net Present Value (US\$/sh) |                        |                     |                      |                                     | 100     |

ConocoPhillips
Next Twelve Months Operating and Financial Estimates

|                            |                |                     |               |               |                       |                 |               |                |                | Next<br>Twelve    |
|----------------------------|----------------|---------------------|---------------|---------------|-----------------------|-----------------|---------------|----------------|----------------|-------------------|
|                            | Q4<br>12/31/04 | <i>Year</i><br>2004 | Q1<br>3/31/05 | Q2<br>6/30/05 | <i>Q3E</i><br>9/30/05 | Q4E<br>12/31/05 | Year<br>2004E | Q1E<br>3/31/05 | Q2E<br>6/30/06 | Months<br>6/30/06 |
| Volume                     | 12/31/04       | 2007                | 3/31/03       | 0/30/03       | 2/30/03               | 12/31/03        | 2007L         | 3/31/03        | 0/30/00        | 0/30/00           |
| Natural Gas (mmcfd)        |                |                     |               |               |                       |                 |               |                |                |                   |
| U.S. (or North America)    | 1,819          | 1,821               | 1,771         | 1,765         | 1,765                 | 1,765           | 1,766         | 1,765          | 1,765          | 1,765             |
| Overseas (or Int'l)        | 1,541          | 1,496               | 1,529         | 1,433         | 1,374                 | 1,541           | 1,469         | 1,529          | 1,529          | 1,493             |
| Total                      | 3,360          | 3,317               | 3,300         | 3,198         | 3,139                 | 3,306           | 3,236         | 3,294          | 3,294          | 3,258             |
| Oil (mbd)                  | 1,195          | 1,046               | 1,251         | 1,227         | 1,227                 | 1,227           | 1,233         | 1,227          | 1,227          | 1,227             |
| Total gas & oil (bcf)      | 969            | 3,511               | 973           | 961           | 966                   | 981             | 3,881         | 959            | 970            | 3,876             |
| Price                      |                | -,                  | ,,,           |               |                       |                 | -,            |                |                | -,                |
| Natural gas (\$/mcf)       |                |                     |               |               |                       |                 |               |                |                |                   |
| Henry Hub (\$/mmbtu)       | 7.10           | 6.15                | 6.27          | 6.76          | 7.60                  | 8.69            | 7.33          | 9.44           | 8.04           | 8.44              |
| U.S. (or North America)    | 5.92           | 5.25                | 5.45          | 6.07          | 6.82                  | 7.81            | 6.54          | 8.48           | 7.22           | 7.58              |
| Overseas (or Int'l)        | 4.20           | 3.89                | 4.89          | 4.84          | 4.84                  | 4.84            | 4.85          | 4.84           | 4.84           | 4.84              |
| Total                      | 5.13           | 4.63                | 5.19          | 5.52          | 5.96                  | 6.42            | 5.78          | 6.79           | 6.12           | 6.32              |
| Oil (\$/bbl)               |                |                     |               |               |                       |                 |               |                |                |                   |
| WTI Cushing                | 48.31          | 41.44               | 49.65         | 53.05         | 60.62                 | 63.32           | 56.66         | 64.52          | 63.88          | 63.09             |
| Worldwide                  | 42.84          | 36.78               | 44.03         | 47.08         | 53.80                 | 56.19           | 50.29         | 57.26          | 56.69          | 56.13             |
| Total gas & oil (\$/mcf)   | 6.50           | 5.61                | 6.68          | 7.14          | 8.07                  | 8.45            | 7.59          | 8.69           | 8.42           | 8.41              |
| NY Harbor 3-2-1 (\$/bbl)   | 5.72           | 7.74                | 6.17          | 10.59         | 12.11                 | 7.97            | 9.21          | 8.32           | 11.22          | 9.91              |
| Revenue (\$mm)             |                |                     |               |               |                       |                 |               |                |                |                   |
| Natural Gas                |                |                     |               |               |                       |                 |               |                |                |                   |
| U.S. (or North America)    | 991            | 3,497               | 869           | 975           | 1,108                 | 1,267           | 4,219         | 1,347          | 1,160          | 4,882             |
| Overseas (or Int'l)        | 595            | 2,128               | 673           | 631           | 612                   | 687             | 2,603         | 666            | 674            | 2,639             |
| Total                      | 1,586          | 5,625               | 1,541         | 1,606         | 1,720                 | 1,954           | 6,822         | 2,013          | 1,834          | 7,521             |
| Oil                        | 4,710          | 14,082              | 4,957         | 5,257         | 6,073                 | 6,343           | 22,631        | 6,323          | 6,330          | 25,070            |
| Other                      | 33,776         | 117,209             | 32,419        | 35,750        | 35,750                | 35,750          | 139,671       | 35,750         | 35,750         | 143,002           |
| Total                      | 40,072         | 136,916             | 38,918        | 42,614        | 43,544                | 44,048          | 169,123       | 44,087         | 43,915         | 175,593           |
| Expense                    | .,             |                     | ,-            | ,-            | - ,-                  | ,               | ,             | ,              | - ,-           | ,                 |
| Fixed                      | 1,535          | 4,337               | 1,574         | 774           | 774                   | 774             | 3,897         | 774            | 774            | 3,097             |
| Variable                   | 1,535          | 4,337               | 1,574         | 2,323         | 2,637                 | 2,808           | 9,342         | 2,821          | 2,763          | 11,029            |
| Other                      | 31,726         | 110,459             | 30,319        | 33,450        | 33,450                | 33,450          | 130,671       | 33,450         | 33,450         | 133,802           |
| Ebitda (\$mm)              | ,,,,,,         | -,                  |               | ,             | ,                     | ,               | ,-            | ,              | ,              | ,                 |
| Exploration and Production | 3,226          | 11,032              | 3,350         | 3,767         | 4,382                 | 4,715           | 16,214        | 4,741          | 4,627          | 18,465            |
| Other                      | 2,050          | 6,750               | 2,100         | 2,300         | 2,300                 | 2,300           | 9,000         | 2,300          | 2,300          | 9,200             |
| Total Ebitda               | 5,276          | 17,782              | 5,450         | 6,067         | 6,682                 | 7,015           | 25,214        | 7,041          | 6,927          | 27,665            |
| Exploration                | 192            | 703                 | 171           | 121           | 121                   | 121             | 534           | 121            | 121            | 484               |
| Deprec., Deplet., & Amort. | 1,030          | 3,798               | 1,041         | 985           | 985                   | 985             | 3,996         | 985            | 985            | 3,940             |
| Other non cash             | 101            | 164                 | (400)         | 9             | 9                     | 9               | (373)         | 9              | 9              | 36                |
| Ebit                       | 3,953          | 13,117              | 4,638         | 4,952         | 5,567                 | 5,900           | 21,057        | 5,926          | 5,812          | 23,205            |
| Interest                   | 141            | 546                 | 138           | 127           | 127                   | 127             | 519           | 127            | 127            | 508               |
| Ebt                        | 3,812          | 12,571              | 4,500         | 4,825         | 5,440                 | 5,773           | 20,538        | 5,799          | 5,685          | 22,697            |
| Income Tax                 | 1,334          | 4,400               | 1,575         | 1,689         | 1,904                 | 2,021           | 7,188         | 2,030          | 1,990          | 7,944             |
| Net Income (\$mm)          |                |                     |               |               |                       |                 |               |                |                |                   |
| Exploration and Production | 1,745          | 5,776               | 1,988         | 1,929         |                       |                 |               |                |                |                   |
| Other                      | 912            | 3,045               | 1,210         | 1,313         |                       |                 |               |                |                |                   |
| Unallocated                | (179)          | (650)               | (273)         | (106)         |                       |                 |               |                |                |                   |
| Total                      | 2,478          | 8,171               | 2,925         | 3,136         | 3,536                 | 3,752           | 13,349        | 3,769          | 3,695          | 14,753            |
| Shares (millions)          | 1,412          | 1,402               | 1,420         | 1,419         | 1,419                 | 1,419           | 1,419         | 1,419          | 1,419          | 1,419             |
| Per share (\$)             | 1.76           | 5.83                | 2.06          | 2.21          | 2.49                  | 2.64            | 9.41          | 2.66           | 2.60           | 10.40             |
| Ebitda Margin (E&P)        | 51%            | 56%                 | 52%           | 55%           | 56%                   | 57%             | 55%           | 57%            | 57%            | 57%               |
| Tax Rate                   | 35%            | 35%                 | 35%           | 35%           | 35%                   | 35%             | 35%           | 35%            | 35%            | 35%               |
|                            |                |                     |               |               |                       |                 |               |                |                |                   |

## Oil and Gas Producers Rank by McDep Ratio: Market Cap and Debt to Present Value

|   |         |        | Price   |        |         | Net     |         |       |  |  |
|---|---------|--------|---------|--------|---------|---------|---------|-------|--|--|
|   |         |        | (\$/sh) |        | Market  | Present | Debt/   |       |  |  |
|   | Symbol/ |        | 1-Aug   | Shares | Cap     | Value   | Present | McDep |  |  |
|   |         | Rating | 2005    | (mm)   | (\$mm)  | (\$/sh) | Value   | Ratio |  |  |
| Producer/Refiners - Large Cap and Mid Cap |         |        |         |        |         |         |         |       |  |  |
| Kinder Morgan, Inc.                       | KMI     | S2     | 88.61   | 123    | 10,910  | 20.00   | 0.76    | 1.83  |  |  |
| Imperial Oil Limited (30%)                | IMO     | В      | 86.93   | 104    | 9,000   | 84.00   | 0.09    | 1.03  |  |  |
| Marathon Oil Corporation                  | MRO     | В      | 59.67   | 367    | 21,900  | 65.00   | 0.27    | 0.94  |  |  |
| Petro-Canada                              | PCZ     | В      | 73.30   | 263    | 19,280  | 84.00   | 0.18    | 0.90  |  |  |
| PetroChina Company Ltd (10%)              | PTR     | В      | 92.67   | 176    | 16,290  | 120.00  | 0.04    | 0.78  |  |  |
| Suncor Energy                             | SU      | В      | 50.43   | 461    | 23,250  | 68.00   | 0.10    | 0.77  |  |  |
| Norsk Hydro ASA                           | NHY     | В      | 95.98   | 251    | 24,090  | 130.00  | 0.12    | 0.77  |  |  |
| ConocoPhillips                            | COP     | В      | 63.00   | 1,419  | 89,400  | 100.00  | 0.15    | 0.69  |  |  |
| Lukoil Oil Company                        | LUKOY   | В      | 41.75   | 830    | 35,000  | 65.00   | 0.02    | 0.65  |  |  |
| Total or Media                            | ın      |        |         |        | 249,000 |         | 0.12    | 0.78  |  |  |

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