# First Quarter Earnings Conference Call

Occidental Petroleum Corporation May 11, 2021

**Occidental** 

## **Cautionary Statements**

#### **Forward-Looking Statements**

This presentation contains "forward-looking statements" within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. including but not limited to statements about Occidental Petroleum Corporation's ("Occidental") expectations, beliefs, plans or forecasts. Forward-looking statements involve estimates, expectations, projections, goals, forecasts, assumptions, risks and uncertainties, many of which involve factors or circumstances that are beyond Occidental's control. Actual results may differ from anticipated results, sometimes materially, and reported or expected results should not be considered an indication of future performance. Factors that could cause actual results to differ include, but are not limited to: the scope and duration of the COVID-19 pandemic and actions taken by governmental authorities and other third parties in response to the pandemic; Occidental's indebtedness and other payment obligations, including the need to generate sufficient cash flows to fund operations; Occidental's ability to successfully monetize select assets, repay or refinance debt and the impact of changes in Occidental's credit ratings; assumptions about energy markets; global and local commodity and commodity-futures pricing fluctuations; supply and demand considerations for, and the prices of, Occidental's products and services; actions by the Organization of the Petroleum Exporting Countries (OPEC) and non-OPEC oil producing countries; results from operations and competitive conditions; future impairments of our proved and unproved oil and gas properties or equity investments, or write-downs of productive assets, causing charges to earnings; unexpected changes in costs; availability of capital resources, levels of capital expenditures and contractual obligations; the regulatory approval environment, including Occidental's ability to timely obtain or maintain permits or other governmental approvals, including those necessary for drilling and/or development projects; Occidental's ability to successfully complete or any material delay of, field developments, expansion projects, capital expenditures, efficiency projects, acquisitions or dispositions; risks associated with acquisitions, mergers and joint ventures, such as difficulties integrating businesses, uncertainty associated with financial projections, projected synergies, restructuring, increased costs and adverse tax consequences; uncertainties and liabilities associated with acquired and divested properties and businesses; uncertainties about the estimated quantities of oil, natural gas liquids and natural gas reserves; lower-than-expected production from development projects or acquisitions; Occidental's ability to realize the anticipated benefits from prior or future streamlining actions to reduce fixed costs, simplify or improve processes and improve Occidental's competitiveness; exploration, drilling and other operational risks; disruptions to, capacity constraints in, or other limitations on the pipeline systems that deliver Occidental's oil and natural gas and other processing and transportation considerations; general economic conditions, including slowdowns, domestically or internationally, and volatility in the securities, capital or credit markets; uncertainty from the expected discontinuance of LIBOR and transition to any other interest rate benchmark; governmental actions and political conditions and events; legislative or regulatory changes, including changes relating to hydraulic fracturing or other oil and natural gas operations, retroactive royalty or production tax regimes, deepwater and onshore drilling and permitting regulations, and environmental regulation (including regulations related to climate change); environmental risks and liability under federal, regional, state, provincial, tribal, local and international environmental laws and regulations (including remedial actions); Occidental's ability to recognize intended benefits from its business strategies and initiatives, such as Oxy Low Carbon Ventures or announced greenhouse gas reduction targets; potential liability resulting from pending or future litigation; disruption or interruption of production or manufacturing or facility damage due to accidents, chemical releases, labor unrest, weather, power outages, natural disasters, cyber-attacks or insurgent activity; the creditworthiness and performance of Occidental's counterparties, including financial institutions, operating partners and other parties; failure of risk management; Occidental's ability to retain and hire key personnel; reorganization or restructuring of Occidental's operations; changes in state, federal or international tax rates; and actions by third parties that are beyond Occidental's control. 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#### **Use of Non-GAAP Financial Information**

This presentation includes non-GAAP financial measures. Where available, reconciliations to comparable GAAP financial measures can be found on the Investor Relations section of Occidental's website at www.oxy.com.

#### Cautionary Note to U.S. Investors

The SEC permits oil and gas companies, in their filings with the SEC, to disclose only proved, probable and possible reserves. Any reserve estimates provided in this presentation that are not specifically designated as being estimates of proved reserves may include "potential" reserves and/or other estimated reserves not necessarily calculated in accordance with, or contemplated by, the SEC's latest reserve reporting guidelines. U.S. investors are urged to consider closely the oil and gas disclosures in our 2020 Form 10-K and other reports and filings with the SEC. Copies are available from the SEC and through our website, www.oxy.com.



# Occidental

- First Quarter Highlights
- Financial Results and Guidance



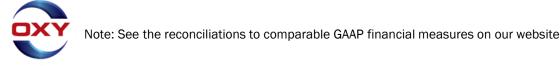
\$1.6 B Free Cash Flow Generation

Highest Quarterly Free Cash Flow Since 2011 \$0.5 B

Divestitures Closed

Non-Core Minerals WES Units **\$0.5 B** Balance Sheet Improvement

Debt Reduction and Cash Preservation



# **Best-in-Class Capital Intensity**

# \$2.9 B of Capital Stabilizes Full Year Production at ~1,140 Mboed



### Leading Capital Intensity: Continues to Improve

- World-class assets with low breakevens and subsurface expertise to maximize value
- Efficient execution accelerates time-to-market and lowers cost per well
- Innovative design optimizations drive intensity lower
  - > Permian Resources capital intensity improves to \$15 MM / 1,000 boed in 2021
- Re-use of existing facilities lowers development costs and improves returns

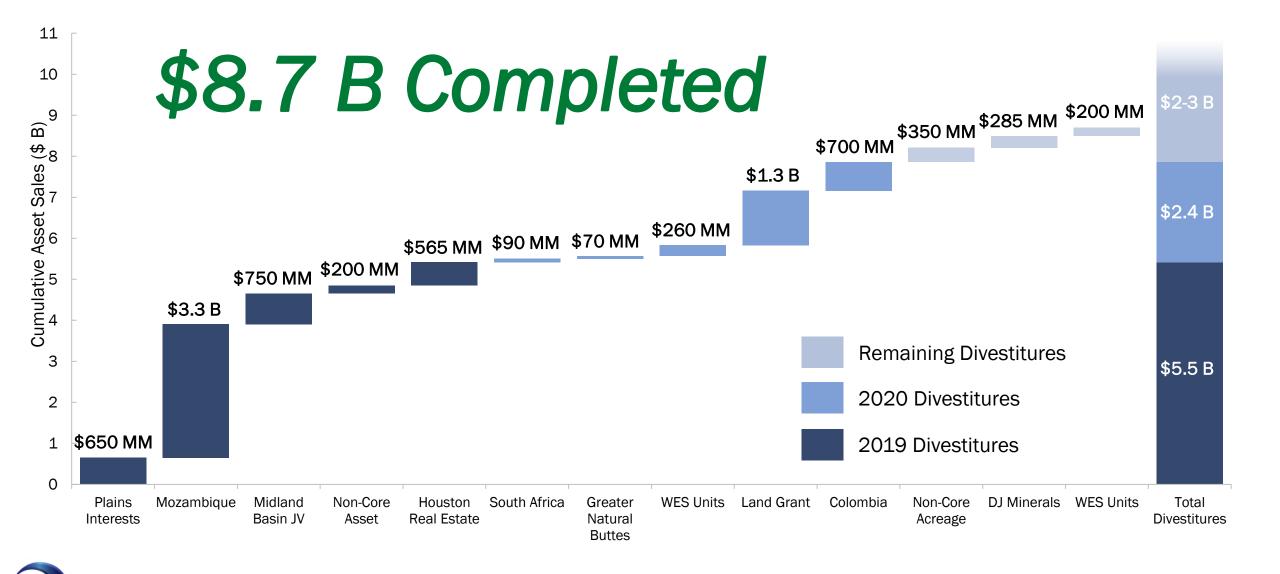


### Record-Setting Efficiency: 1Q21 Highlights & Achievements

- Single well record drill times achieved in New Mexico, Tx Delaware, Midland Basin, and Oman
- Lowest average cost per foot achieved in DJ Basin drilling
- Record 17-hour 10,000' lateral clean-out in Midland Basin
- Record 560 hours pumped in a month by one frac crew in New Mexico

Note: Capital intensity defined as total net annual capex over total net annual average wedge (\$ MM/Mboed)

### **Divestiture Progress**



# Continuing to Deliver

<u>Delivering On</u>	Milestones Achieved	<u>Next Steps</u>	
Balance sheet improvement	<ul> <li>Extended \$7 B of near-term debt maturities</li> <li>\$9.6 B of debt repaid</li> </ul>	Ongoing balance sheet improvement through organic	
Cost reductions	<ul> <li>2021 overhead of \$1.8 billion<sup>1</sup></li> <li>2021 capital budget of \$2.9 billion</li> </ul>	free cash flow generation and divestiture proceeds	
Asset optimization	<ul> <li>Lowered base decline to 22%</li> <li>Continuous operability improvements</li> </ul>	Maintain production with low sustaining capital program	
~\$10 B of divestitures	✓ \$8.7 B of divestitures completed <sup>2</sup>	Maintain low-cost leadership	
Net-zero pathway established	<ul> <li>Net-zero target for Scope 1 &amp; 2 by 2040</li> <li>Net-zero ambition for Scope 3 by 2050</li> </ul>	<ul> <li>First direct air capture (DAC) plant online</li> <li>Progress updates and additional disclosures</li> </ul>	

<sup>1</sup>2021 overhead is defined as SG&A and other operating and non-operating expenses

# Cash Flow Priorities

Near-term, excess cash flow and divestiture proceeds to be allocated to debt reduction

Dividend increases and growth capital to follow substantial reduction in debt



# Occidental

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### First Quarter 2021 Results

	Reported
Adjusted EPS	\$(0.15)
Reported diluted EPS	\$(0.36)
CFFO before working capital	\$2.1 B
Capital expenditures <sup>1</sup>	\$0.6 B
Unrestricted cash balance as of 03/31/2021	\$2.3 B
Continuing operations production (Mboed) <sup>1</sup>	1,117

**Reported Production versus Guidance Midpoint** Mboed Reconciliation Gulf of Mexico: improved well performance and +11 lower than expected downtime Rockies: accelerated time to market, better +8 uptime, and higher non-op and royalty production Permian: improved well performance and accelerated time to market, offset by ethane +2 rejection International: PSC impacts and maintenance (4)+17

# Second Quarter & Full-Year 2021 Guidance Estimates

### Oil & Gas

#### 2Q21 Production

- Total Company: 1,140 1,170 Mboed
- Permian: 490 500 Mboed
- Rockies & Other: 287 295 Mboed
- GoM: 124 130 Mboed
- International: 239 245 Mboed

#### FY 2021 Production

- Total Company ~1,140 Mboed
  - > Oil / Gas %: ~53.4 / ~26.0
- Permian: ~485 Mboed
- Rockies & Other: ~281 Mboed
- GoM: ~141 Mboed
- International: ~233 Mboed

#### Domestic Operating Costs - FY 2021

- Oil & Gas Production: ~\$6.80 / boe
- Transportation: ~\$3.80 / boe

### OxyChem

2Q21 Pre-tax income: ~\$300 MM FY 2021 Pre-tax income: \$950 - \$1,050 MM

### Midstream & Marketing<sup>1</sup>

#### 2Q21

- Pre-tax income: \$(85) \$(135) MM
- Midland MEH spread of \$0.45 \$0.55 / bbl
   FY 2021
- Pre-tax income: \$(450) \$(550) MM
- Midland MEH spread of \$0.45 \$0.55 / bbl

### Corporate

FY 2021 Domestic tax rate: 22%

- FY 2021 International tax rate: 45%
- FY 2021 Overhead expense: ~\$1.8 B<sup>2</sup>

FY 2021 Interest expense: ~\$1.6 B<sup>3</sup>

### Exploration Expense<sup>4</sup>

~\$70 MM in 2Q21 ~\$215 MM in FY 2021

### DD&A - FY 2021

Oil & Gas: ~\$19.85 / boe OxyChem and Midstream: ~\$700 MM

<sup>1</sup>Midstream excludes WES results <sup>2</sup>Overhead is defined as SG&A and other operating and non-operating expenses <sup>3</sup>Interest expense excludes interest income <sup>4</sup>Exploration Expense includes exploration overhead Notes: All guidance excludes discontinued operations (Ghana)

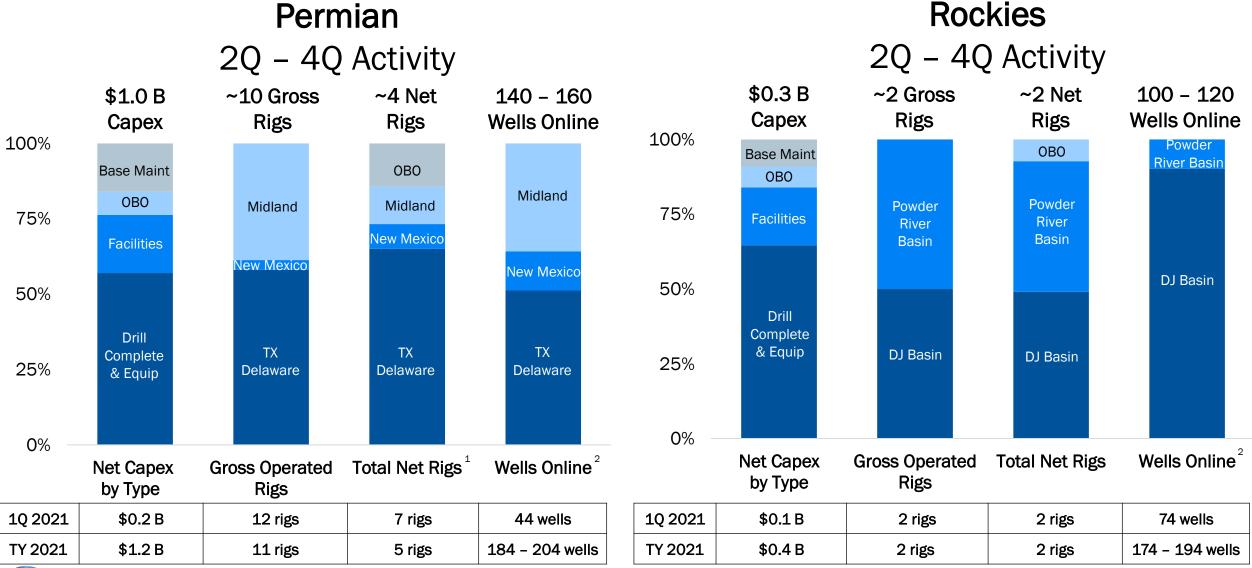
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- Financial Information
- Oil and Gas Update
- Asset Overview
- Environment, Social, and Governance
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# 2021 Activity – Domestic Onshore Assets

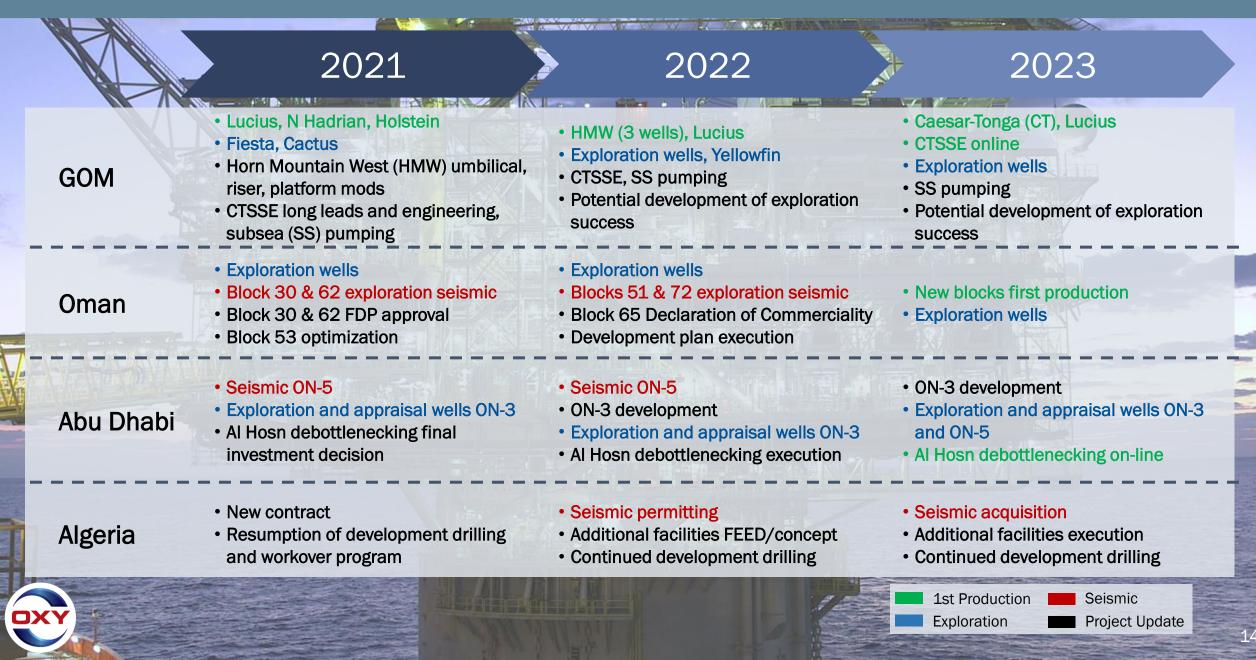




<sup>1</sup>Net rigs shown by working interest (Midland Basin includes JV carry impact)

<sup>2</sup>Gross company operated wells online

# International & Gulf of Mexico Milestones



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# **OxyChem: Market Leading Position**

### **OxyChem at a Glance**

- Major global exporter of all core products
- Top tier global producer in every product produced
  - > Largest merchant caustic soda seller in the world
  - > Largest VCM exporter in the world
  - > 2<sup>nd</sup> largest chlor-alkali producer in the world
  - > 2<sup>nd</sup> largest caustic potash producer in the world
- Recent growth projects delivered on time and on budget, increasing earnings base
- Only 4-time winner of the American Chemistry Council (ACC) Sustained Excellence Award
- Winner of 2020 ACC Sustainability Leadership External Collaboration Award
  - > Recognized OxyChem's innovative partnership with Water Mission to address global water crisis



### Earnings Highlights

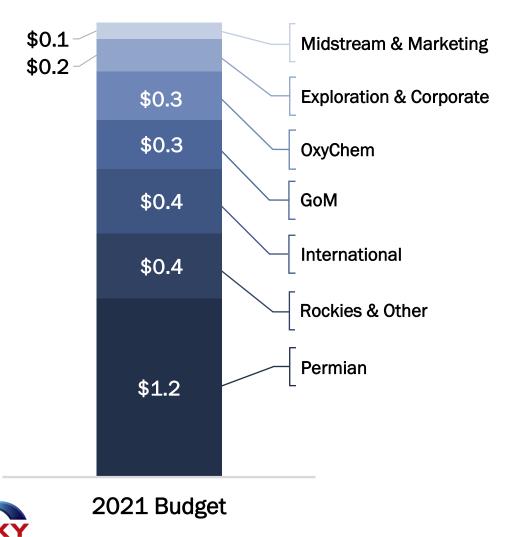
- Positive cash flow generation throughout cycle
- Integrated assets capture benefits of favorable market conditions
- Global export portfolio leverages low domestic natural gas prices

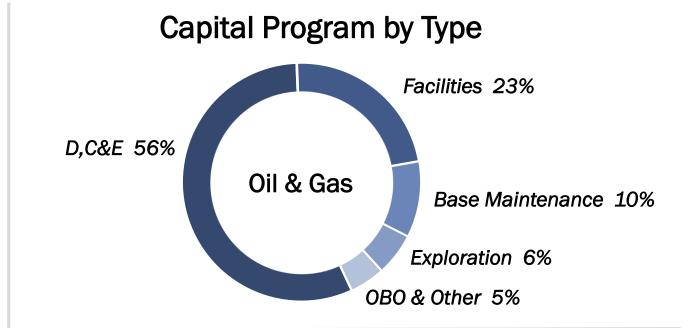
### Market Overview

- Strong PVC demand as global population expands and standard of living improves
- Caustic supply and demand balance is favorable long-term
- No major global capacity expansions
- Core caustic demand driven by Aluminum and Pulp and Paper 16

# 2021 Capital Plan

### \$2.9 B Capital Program by Asset





### **Capital Program Highlights**

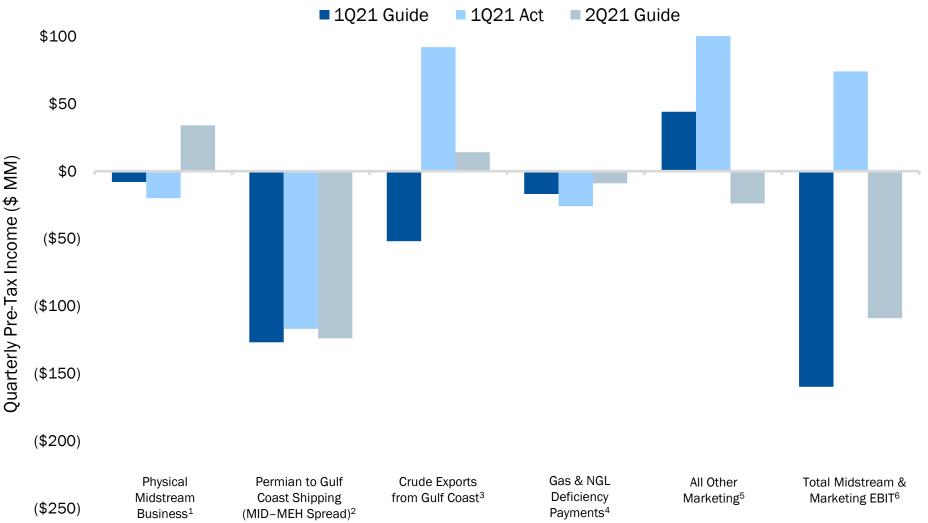
- 4Q20 production sustained with budget of \$2.9 B
- Maintain capital allocation flexibility
- Value-based development

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- Best-in-class capital intensity
  - Includes \$250 MM to support future year projects
    - > Exploration, Al Hosn expansion, etc.

Note: Capital program based on a \$40 WTI price environment. Capital spending excludes discontinued operations (Ghana)

## Midstream & Marketing Guidance Reconciliation



#### **Physical Midstream Business**

 1Q21 income lower due to higher energy costs impacting Domestic gas processing plants related to winter storm Uri. Expected 2Q21 improvement primarily relates to Dolphin and Al Hosn returning from turn-arounds

#### Crude Exports from Gulf Coast

 1Q21 higher than guidance due to timing impact on export sales. 2Q21 guidance reflects lower export margins due to ongoing demand issues in Europe and Asia

#### All Other Marketing

 1Q21 income higher than guidance due to timing impact of Middle East crude sales and optimization of Rockies transportation capacity. 2Q21 guidance reflects anticipated lower natural gas differentials



Note: All guidance shown represents midpoint. Mark to market now treated as an Item Affecting Comparability and is excluded from Midstream guidance and Adjusted actuals <sup>1</sup>Physical Midstream business is primarily comprised of the Dolphin Pipeline, Al Hosn, and Permian EOR gas processing plants <sup>2</sup>Permian to Gulf Coast Shipping includes Oxy's contracted capacity on several 3<sup>rd</sup> party pipelines. Current capacity is ~800 Mbod with primary destinations of Corpus Christi and Houston <sup>3</sup>Crude Exports from the Gulf Coast include terminal fees of ~\$50 MM per quarter. Other earnings drivers include the delta between our realized price of exported crude compared to MEH pricing less the cost of shipping, as well as crude price volatility and timing impacts <sup>4</sup>Gas & NGL deficiency payments are with 3<sup>rd</sup> parties (excluding WES) in the Rockies <sup>5</sup>All Other Marketing includes Gas and NGL marketing as well as the timing impacts of international crude <sup>6</sup>Excludes WES

## **Cash Flow Sensitivities**

### Oil & Gas

- Annualized cash flow changes ~\$215 MM per \$1.00 / bbl change in oil prices
  - ~\$185 MM per \$1.00 / bbl change in WTI prices
  - ~\$30 MM per \$1.00 / bbl change in Brent prices
- Annualized cash flow changes
   ~\$175 MM per \$0.50 / MMBtu change in natural gas prices
- Production changes ~850 boed per \$1.00 / bbl change in Brent prices<sup>1</sup>

### Midstream & Marketing

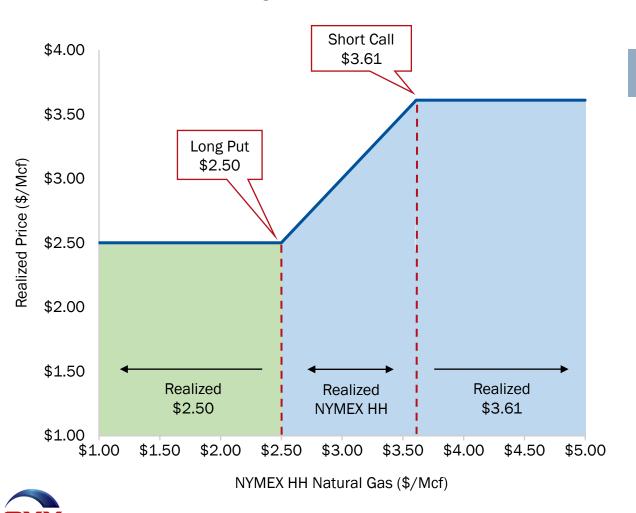
- Annualized cash flow changes ~\$65 MM per \$0.25 / bbl change in Midland to MEH spread
  - ~35 day lag due to trade month

### OxyChem

Annualized cash flow changes
 ~\$30 MM per \$10 / ton change
 in realized caustic soda prices

### 2021 Natural Gas Hedges

### **Two-Way Costless Collar**



### Secures Natural Gas Price Floor of \$2.50 For 630 MMcfd

#### 630 MMcfd Hedge Details

#### Summary 2021

2021 Settlement	
Natural Gas collar (millions of MMBtu)	154.4
Average price per MMBtu (NYMEX)	
Ceiling sold price (call)	\$3.61
Floor purchase price (put)	\$2.50

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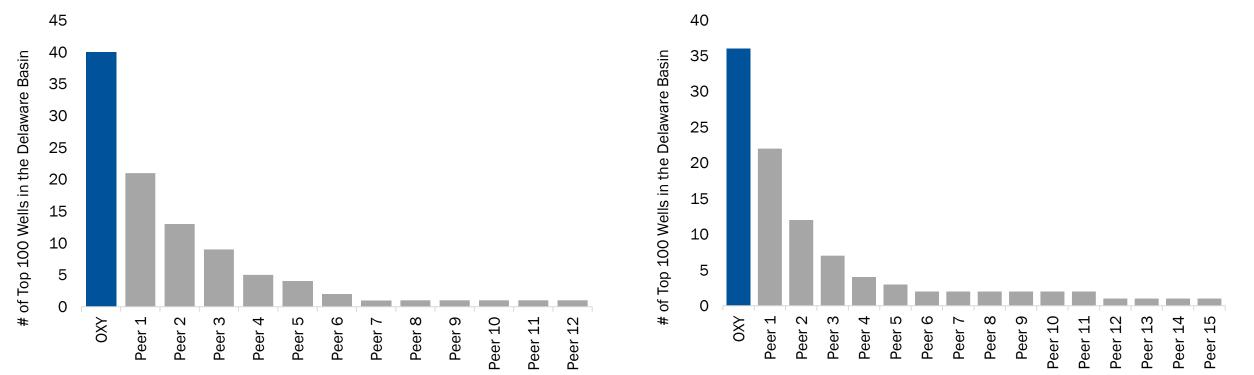
## Leading Delaware Basin Well Performance

### 6 Month Cumulative Oil Top 100 Wells<sup>1</sup>

Oxy's subsurface expertise delivers Basin leading wells for less cost: Competitors use 19% more proppant: ~\$500 M

### 12 Month Cumulative Oil Top 100 Wells<sup>2</sup>

# Oxy has 36% of the best wells, while completing less than 8% of total Delaware Basin wells





<sup>1</sup>Source: IHS Enerdeq as of 04/19/2021, horizontals >500ft online since January 2019 with 6 month oil production available. Peers in Top 100 include: Ameredev, Colgate, CVX, Legacy CXO, DVN, EOG, FANG, Kaiser-Francis, MRO, RDS, XEC, XOM

<sup>2</sup>Source: IHS Enerdeq as of 04/19/2021, horizontals >500ft online since January 2019 with 12 month oil production available. Peers in Top 100 include: Ameredev, APA, BP, Colgate, CVX, Legacy CXO, DVN, EOG, FANG, Kaiser-Francis, Mewbourne, MRO, MTDR, XEC, XOM

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# Oxy's Combined Integrated Portfolio



#### Oil & Gas

Focused in world class basins with a history of maximizing recovery



### OxyChem

Leading manufacturer of basic chemicals and significant cash generator

#### Rockies

- Leading position in the DJ Basin
- > 0.8 MM net acres including vast minerals position
- Largest producer in Colorado with significant free cash flow
- Emerging Powder River Basin
- > 0.4 MM net acres

#### Oxy Midstream

Integrated infrastructure and marketing provides access to global markets



19%

151

174

296

#### 1.1 MMboed Production<sup>1</sup>

- Permian
- Rockies & Other Dmstc.
- Gulf of Mexico
- Middle East
- Algeria & Other Intl.
- Domestic
- International

### MENA

81%

457

- High return opportunities in Oman
  - > 6 MM gross acres, 17 identified horizons
- Developing Blocks ON-3 and ON-5 in U.A.E.
  - > 2.5 MM gross acres
- World class reservoirs in Algeria
  - > 0.5 MM gross acres in the Berkine Basin
- Al Hosn and Dolphin provide steady cash flow with low sustaining capex

#### Permian Unconventional

- 1.5 MM net acres including premier Delaware Basin position
- Strategic infrastructure and logistics hub in place
- EOR advancements

#### Gulf of Mexico

- 10 Active operated platforms
- Significant free cash flow generation
- Sizeable inventory of remaining tie-back opportunities

#### Permian Conventional

- 1.4 MM net acres
- Significant scale, technical capability, and low-decline production
- CCUS potential for economic growth and carbon reduction strategy



<sup>1</sup>1Q21 Production excludes discontinued operations (Ghana) Note: Map information as of 03/31/2021

#### Latin America

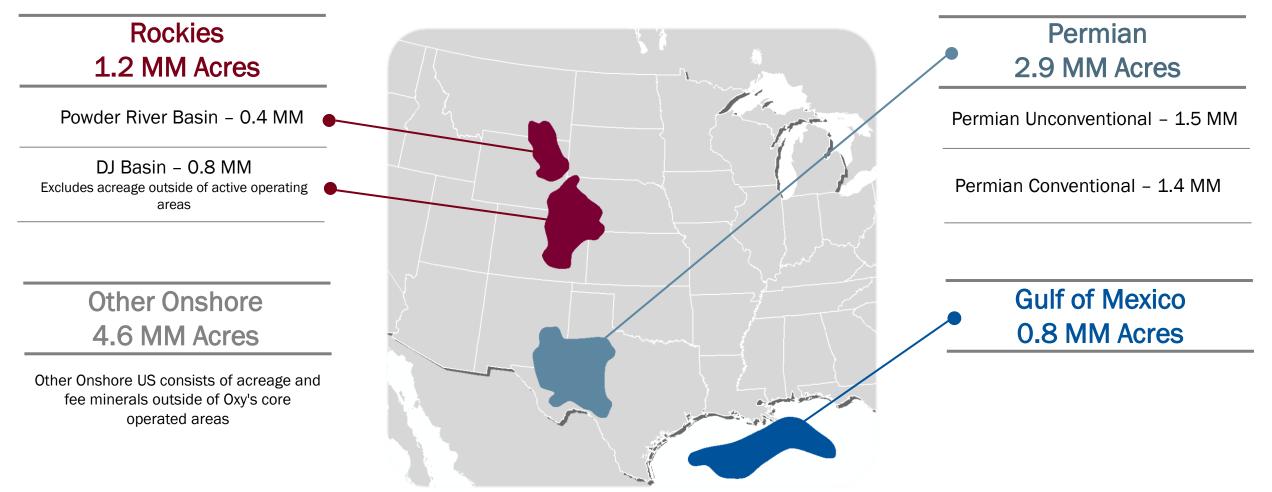
Deepwater exploration
 opportunities

stic

#### 24

## One of the Largest U.S. Acreage Holders

### 9.5 MM Net Total U.S. Acres





Note: As 03/31/2021. Acreage totals only include oil and gas minerals. Oxy has 0.8 MM onshore and 0.8 MM offshore net acres on federal land. Onshore federal acreage comprised of 0.26 MM Permian Resources, 0.004 MM DJ Basin, and Powder River Basin, CO<sub>2</sub> Source Fields, and Other of 0.50 MM.

# U.S. Onshore Overview

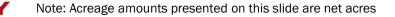


Rockies	Permian		
1.2 MM Acres	2.9 MM Acres		

1Q21 Net Production				
	Oil (Mbod)	NGLs (Mbbld)	Gas (MMcfd)	Total (Mboed)
Permian	271	97	531	457
Rockies & Other Dmstc.	92	92	673	296
Total	363	189	1,204	753

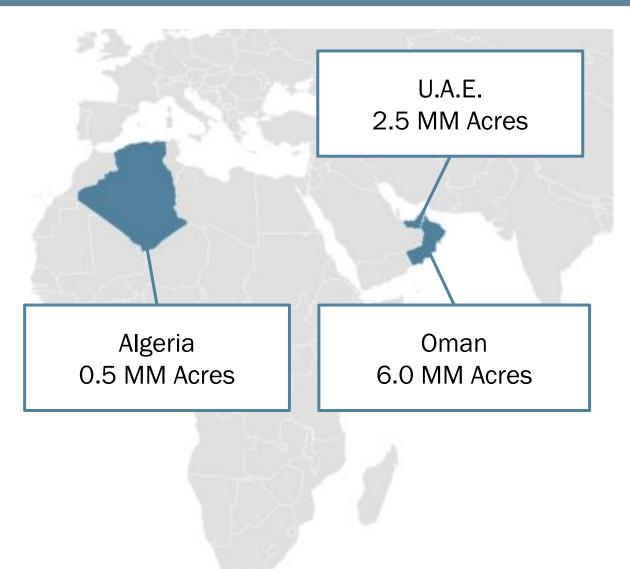
### Gulf of Mexico Overview





### International Overview

1Q21 Net Production <sup>1</sup>				
	Oil (Mbod)	NGLs (Mbbld)	Gas (MMcfd)	Total (Mboed)
Algeria & Other Intl.	36	2	7	39
Al Hosn	10	18	174	57
Dolphin	6	8	146	38
Oman	64	-	89	79
Total	116	28	416	213





<sup>1</sup>Excludes production from discontinued operations (Ghana) Note: Acreage amounts presented on this slide are gross acres

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# Midland Basin Water Recycling Facility

- Partnership with an industry-leading 3<sup>rd</sup> party water midstream company
- Next generation produced water recycling facility
- Supports all South Curtis Ranch development
- Located in Midland Basin at South Curtis Ranch
  - > 50,000 bwd capacity
  - > 2,000,000 bbls of treated water storage
- Operational March 2021
  - > Recycled water used in recent South Curtis Ranch fracs
  - > Reduced water disposal since startup
- Responsible and economic
  - > Economic alternative for sourcing and disposal
  - > Nexus of water sharing with offset operators





# New Mexico Water Recycling Program

# Water infrastructure drives value and environmental benefits

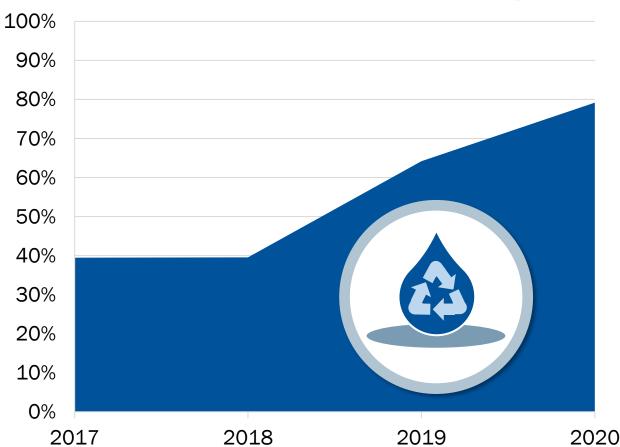
• Continue to increase the percentage of recycled water used in operations

# Demonstrating water environmental stewardship

- Partnership support with New Mexico Produced Water Research Consortium
- Independently pursuing desalination technologies targeting socially beneficial applications

# Expanding water recycling technology to Texas operations

### New Mexico Recycled Water Usage<sup>1</sup>



# Decarbonizing Operations and Reducing GHG Emissions

COMMITMENT		ACTION	COMMITMENT		ACTION
Monitor and disclose Scope 1 + 2 GHG emissions	<b>\$</b> 0	Occidental reports emissions and other climate-related data at oxy.com/sustainability/performance	Reduce GHG emissions (Scope 1+2) associated with chemicals production	*	Beginning in 2020, OxyChem has set a target to reduce total GHG emissions (CO <sub>2</sub> e) 2.33% by 2025.
Monitor and disclose Scope 1 CO <sub>2</sub> e emissions intensity	ф <sup>6</sup>				
Monitor and disclose methane emissions intensity, produced oil and gas	<b>0</b> °		Reduce GHG emissions intensity (Scope 1+2) of chemicals production	*	OxyChem has a target to reduce GHG intensity of its products (CO <sub>2</sub> e/ton of product) 2.7% by 2025.
Disclose Occidental's 2030 goals for oil and gas operations CO <sub>2</sub> e emissions intensity (tonnes/BOE)	*	Aligned with OGCI, Occidental has set a mid-term target to reduce upstream oil and gas emissions intensity from 0.0392 in 2017 to 0.02 MTCO <sub>2</sub> e/BOE,	Develop and disclose a metric to account for net-zero	*	In this report, we announced our net-zero aspiration for reported Scope 1, 2 and 3 emissions, and Total Carbon Impact.
Disclose Occidental's 2030 goals for oil and gas operations methane emissions intensity (tonnes/BOE)	*	by 2025. Aligned with OGCI, Occidental has set a mid-term target to reduce methane emissions intensity from 0.39% in 2017 to below 0.25% (based on marketed gas), by 2025.	End routine gas flaring by 2030	*	In 2020, Occidental endorsed and committed to the World Bank's "Zero Routine Flaring by 2030" initiative. Occidental will eliminate all (100%) routine flaring by 2030.
Limit the upstream CO <sub>2</sub> e emissions intensity for new U.S. oil and gas field production activities starting in 2020 to a	*	Occidental's upstream CO <sub>2</sub> emissions intensity value for 2018 is 0.0352 MT/ BOE. For new U.S. oil and gas field production, we have set an average upstream target limit of < 0.0317	Fulfill API Environmental Partnership commitments for leak detection surveys and high-bleed pneumatics replacement	<b>\$</b> *	In 2019, Occidental completed more than 900 surveys, exceeding our annual commitment to the API Environmental Partnership.
the 2018 value distribution of the 2025 to a distribution of the 2026 to a distribution of the 2028 to 0.02 MTCO2e/BOE by 2025.		Community investment supporting Sustainable Development Goals (SDG)	*	Beginning with 2020, social investments data will attribute the amount supporting SDG.	



Oxy is using our long-standing, industry-leading expertise in carbon management to lower our own emissions and accelerate a global low-carbon economy through:

- Commercializing carbon capture, utilization and storage technologies to accelerate our own organization and others toward achieving net-zero emissions
- Producing net-zero products, including net-zero oil and gas
- Partnering with other like-minded organizations to accelerate the reduction of global emissions and low-carbon product development

#### **MAJOR INITATIVES**

# 01

#### **CCUS Project Development**

Commercializing new capture and use technologies, providing CCUS advisory services, utilizing  $CO_2$  to create low-carbon products

# 02

#### Reducing Direct Emissions Creating operational efficiencies, upgrading equipment

# 03

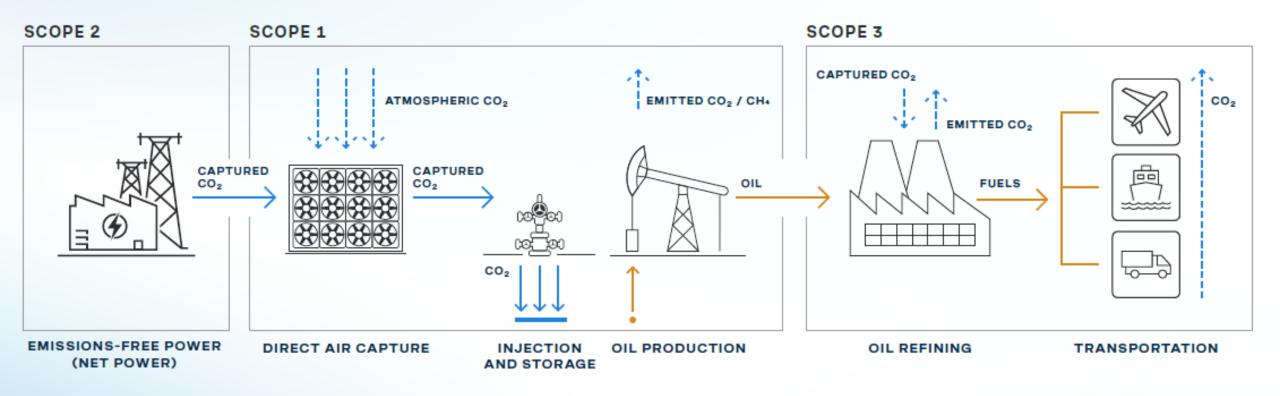
#### **Energy Efficiency**

Apply technology to reduce energy consumption, investing and deploying renewable energy



#### LOW-CARBON OIL PRODUCTION CYCLE

Low-carbon oil is created by using  $CO_2$  emissions that are injected and stored permanently underground. The emissions injected and stored are greater than those generated through the production and use of oil.





# Producing a Lower Carbon Barrel of Oil

### First look at the world's largest Direct Air Capture plant

Oxy Low Carbon Ventures and the management team from Rusheen Capital formed development company 1PointFive

1PointFive licensed technology from Carbon Engineering to develop the DAC facilities

Announced first project to build the world's largest DAC facility

- Expects to capture up to 1,000,000 metric tons of atmospheric CO<sub>2</sub> annually
- Front-End Engineering Design to begin 1Q21
- Construction expected to begin in 2022
- Supply low-cost CO<sub>2</sub> to Permian EOR and expand margins
- Captured CO<sub>2</sub> to be permanently, safely, and securely stored in Oxy's geological formations under CARB CCS Protocol and US EPA greenhouse gas reporting program subpart RR







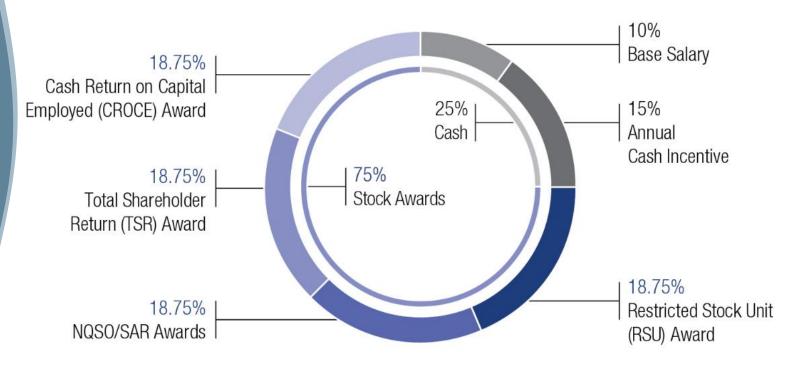


\*Rendering of DAC facility

# Executive Compensation Program Policies and Practices

- Pay for performance
- Act on shareholder feedback
- Emphasize stock ownership
- Use relative and absolute performance measures for equity awards

### CEO Target Direct Compensation Mix<sup>1</sup> – 90% Variable/At Risk



#### **2021** Compensation Program Enhancements

What We Heard	How We Responded
Increase the weight on sustainability in the ACI award to align with the company's net-zero strategy	<ul> <li>Increased sustainability to 30% of ACI for 2021</li> <li>Included targets for low carbon ventures and reduction projects, and net emission reduction efforts</li> </ul>

<sup>1</sup>Target direct compensation is composed of base salary, target annual cash incentive award opportunity, and the grant date fair value of long-term incentive awards

Note: CROCE defined as (Net Income + DD&A + After-tax Interest Expense) / Average (Total Debt + Total Equity)

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- WES





## WES Operating as an Independent Company

### **Relationship at a Glance**

- Effective Dec. 2019, WES's management team transferred from Oxy to WES; the remaining WES employees transferred in 2020
- Rights of WES unitholders to replace WES's general partner were significantly expanded in 2020
- Oxy accounts for WES using the Equity Method of Accounting, WES is not consolidated in Oxy's financial statements
- Oxy intends to continue an operational relationship with WES and expects to maintain a significant economic interest in WES

### Oxy Ownership Position at March 31, 2021

- 2% of WES Operating (non-voting)
- 49.1% of WES limited partner units
- 2% GP unit interest in WES (non-voting)



