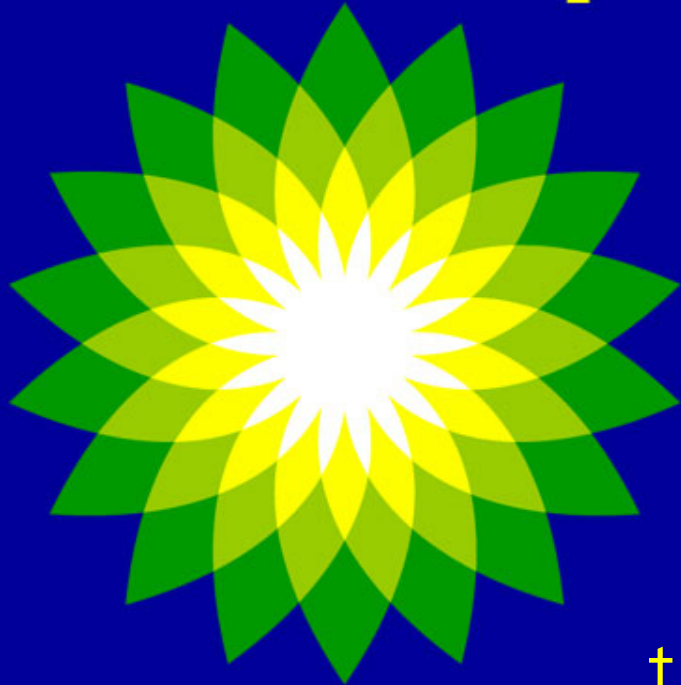


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3Q 2004
results webcast

tuesday 26th october 2004



Forward Looking Statements Cautionary Statement

This presentation and the associated slides and discussion contain forward looking statements, particularly those regarding BP's asset portfolio and changes to it, capital expenditure, cash flow, cash returns, costs, divestments, dividends and other distributions to shareholders, future performance, growth, gearing, impact of foreign exchange exposure, impact of inflation, margins, prices, production, returns, share of TNK-BP profits and timing of projects and pending transactions. Forward looking statements by their nature involve risks and uncertainties because they relate to events and depend on circumstances that will or may vary in the future. Actual results may differ from those expressed in these statements depending on a variety of factors including the following: the timing of bringing new fields on stream; industry product supply; demand and pricing; operational problems; general economic conditions, including inflationary pressures; political stability and economic growth in relevant areas of the world; changes in laws and regulations; exchange rate fluctuations; development and use of new technology; changes in public expectations; successful commercial relationships; the actions of competitors; natural disasters and other changes in business conditions; wars and acts of terrorism or sabotage; and other factors discussed elsewhere in this presentation.

Reconciliations to GAAP

This presentation also contains financial information which is not presented in accordance with generally accepted accounting principles (GAAP). A quantitative reconciliation of this information to the most directly comparable financial measure calculated and presented in accordance with GAAP can be found on our website at www.bp.com

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Byron Grote
chief financial officer

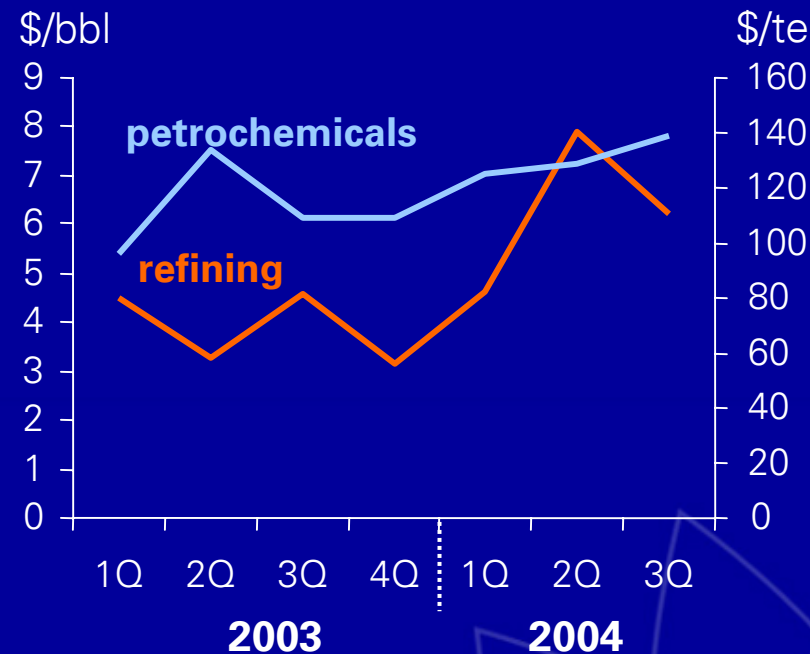
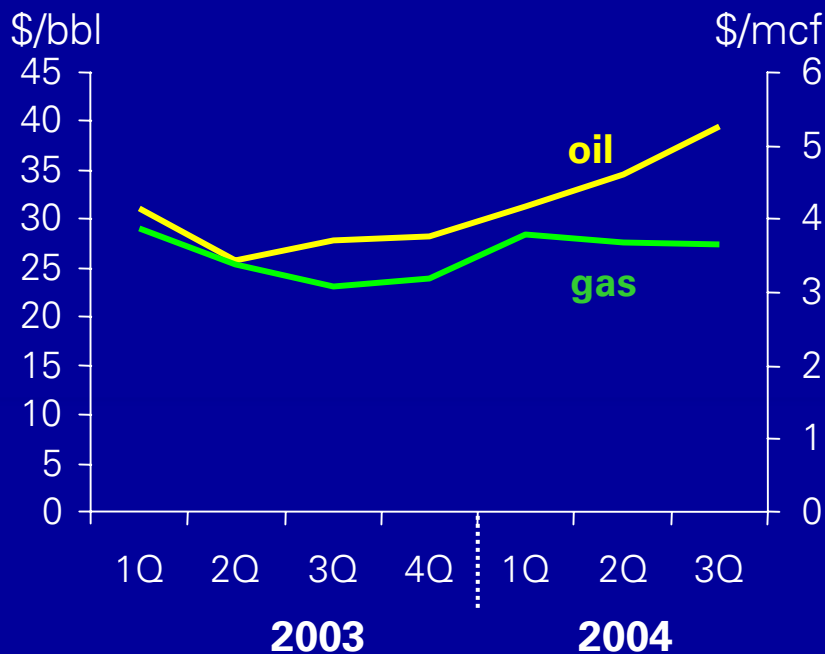
3Q 2004 results

2004 – first nine months' highlights



- record first 9 months' results and strong cash flow
- strategy on track
 - ▶ major projects as planned
 - ▶ strong growth from TNK-BP
 - ▶ full year production growth estimated >10% to around 4mmboe/d
 - ▶ increased margin capture in customer-facing segments
 - ▶ cash returns rising
- \$ dividend up 9% y-o-y: \$5.5bn buybacks

trading environment



| average realisations | Δ % vs 2003 | |
|---------------------------|-------------|-------|
| | 3Q | 9mths |
| crude oil \$/bbl | +42% | +24% |
| natural gas \$/mcf | +19% | +7% |
| total hydrocarbons \$/boe | +33% | +17% |

| indicator margins | Δ % vs 2003 | |
|-----------------------|-------------|-------|
| | 3Q | 9mths |
| refining \$/bbl | +35% | +52% |
| petrochemicals \$/te* | +28% | +16% |

*provisional

financial results



- results for the third quarter

- ▶ pro forma
- ▶ replacement cost
- ▶ historical cost
- ▶ post-tax adjusted operating cash flow*

| \$bn | % change vs 3Q03 |
|-------------|-----------------------------|
| 3.9 | +43 |
| 3.5 | +53 |
| 4.5 | +91 |
| 6.1 | +49 |

- results for the nine months

- ▶ pro forma
- ▶ replacement cost
- ▶ historical cost
- ▶ post-tax adjusted operating cash flow*

| | vs 9mths 03 |
|-------------|--------------------|
| 12.6 | +26 |
| 11.1 | +35 |
| 13.2 | +62 |
| 18.5 | +25 |

*after discretionary pension contributions

exceptional & non-operating items

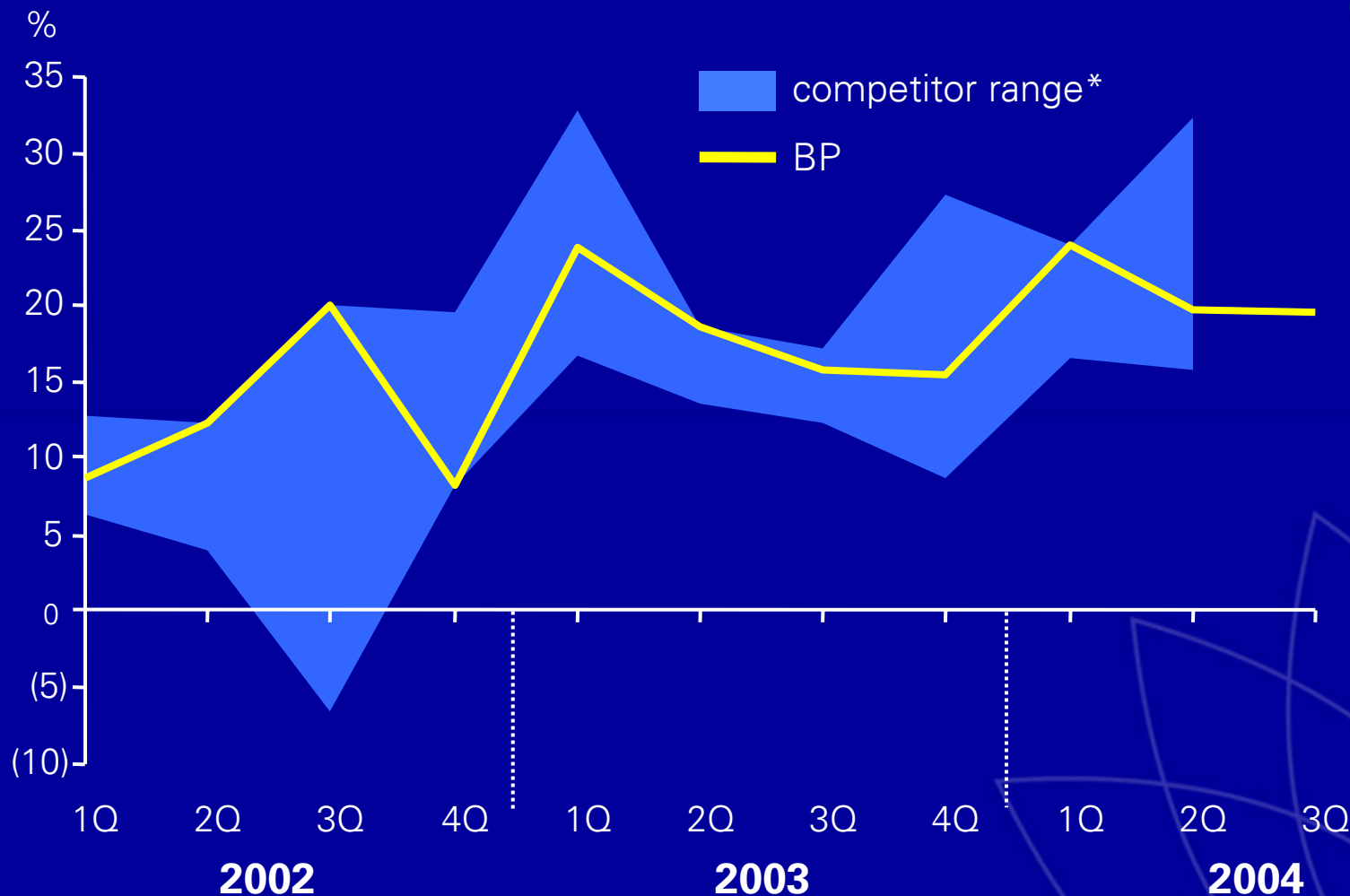


\$bn
post-tax



| \$m | 2004 | | | |
|------------------------------|--------------|--------------|--------------|------------|
| | 1Q | 2Q | 3Q | 9 mths |
| exceptional items | 1,300 | (99) | 18 | 1,219 |
| non-operating items and UPIS | (123) | (159) | (419) | (701) |
| Total | 1,177 | (258) | (401) | 518 |

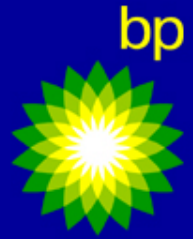
return on average capital employed



*BP, ExxonMobil, Shell, ChevronTexaco, Total

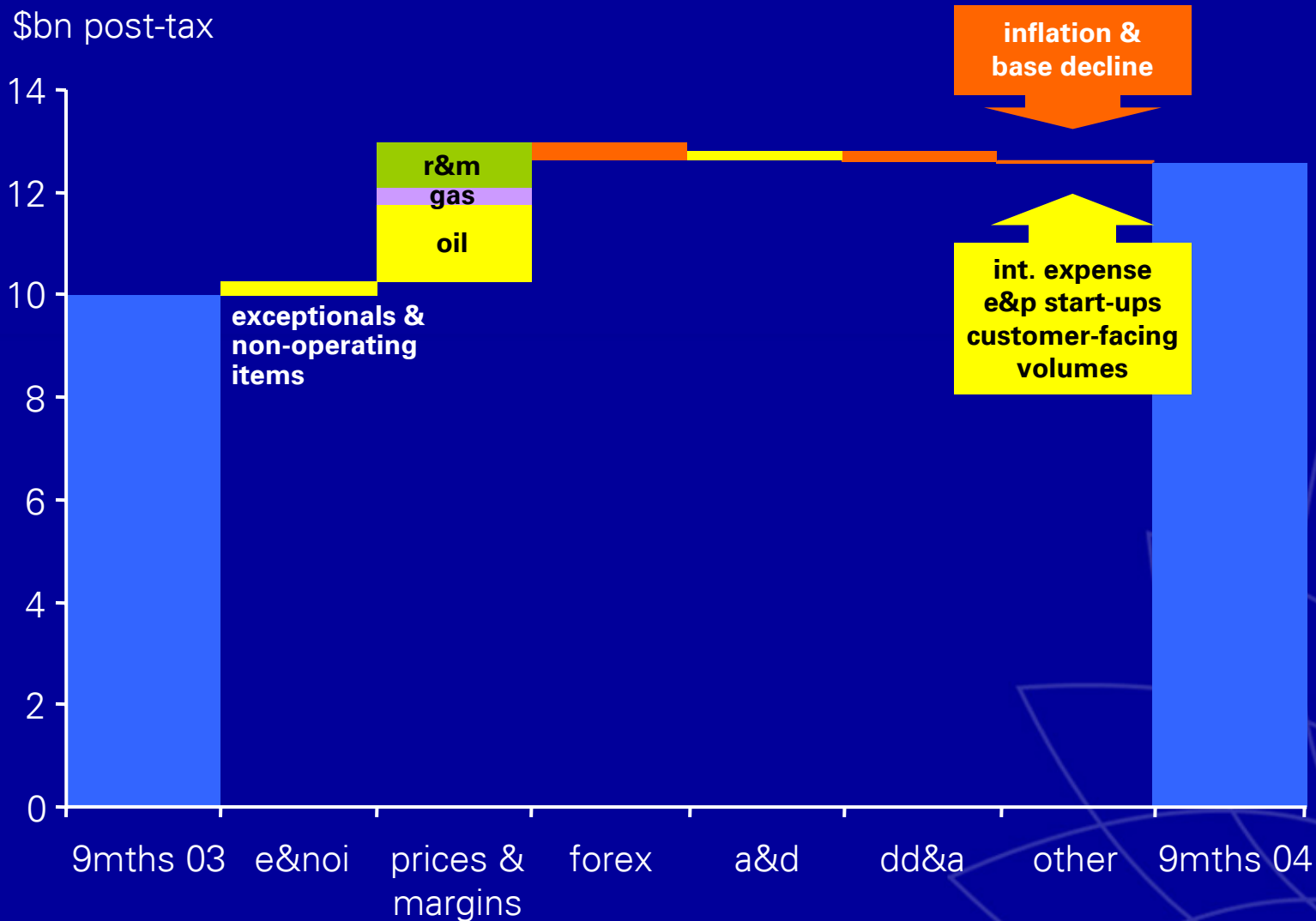
ROACE = (pro forma result + after tax finance interest + MSI) / pro forma average capital employed

pre-tax cash returns



pre-tax cash return = $\frac{\text{pro forma RCP before interest \& tax} - \text{exceptional items} - \text{non-operating items} + \text{pro forma DD\&A}}{\text{pro forma average operating capital employed}}$

9mths 04 vs 9mths 03 result pro forma basis

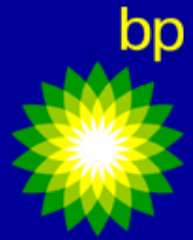


2004 strategic progress: exploration and production



- production volumes
 - ▶ scheduled turnarounds in Alaska & North Sea
 - ▶ hurricane Ivan
 - ▶ ramp-up in 4Q from new projects
- capital spending
 - ▶ additional sector-specific inflation
 - ▶ partially mitigated by supply chain management
 - ▶ forex impact of weak \$

e&p 2005 capital spending estimate



\$ bn

original plan (set in 03; range \$8.0 - \$8.5bn) 8.5

foreign exchange / weak \$ 0.2

inflation of 3% between 03 and 04 0.3

9.0

inflation of 6% between 04 and 05 0.6

total 9.6

2004 strategic progress: exploration and production



exploration discoveries

1H

- ▶ Angola: Venus
- ▶ Egypt: Polaris, Taurt, Temsah and Raven

3Q

- ▶ Russia: Sakhalin Pela Lache

major project start-ups

1H

- ▶ Algeria: In Salah
- ▶ Trinidad: Atlas Methanol

3Q

- ▶ Australia: NWS T4
- ▶ Angola: Kizomba A

expected 4Q

- ▶ Deepwater GoM: Holstein
- ▶ North Sea: Clair

TNK-BP



| | 2Q04 | 3Q04 |
|---|------|-------------|
| \$m impact on BP results | | |
| BP share of TNK-BP net income | 374 | 521 |
| deferred shares consideration accretion | (26) | (22) |
| impact on BP net income | 348 | 499 |
| production mboed | 891 | 945 |

- \$25m credit in 3Q relating to prior periods
- new export tariffs from 1st August 2004
- rising prices, benefits from export duty lag

2004 strategic progress: refining & marketing



- margin benefit from wider light-heavy differentials
- supply optimisation to refineries
- marketing volumes maintained
- continued success in Accelerator markets



2004 strategic progress: gas, power & renewables



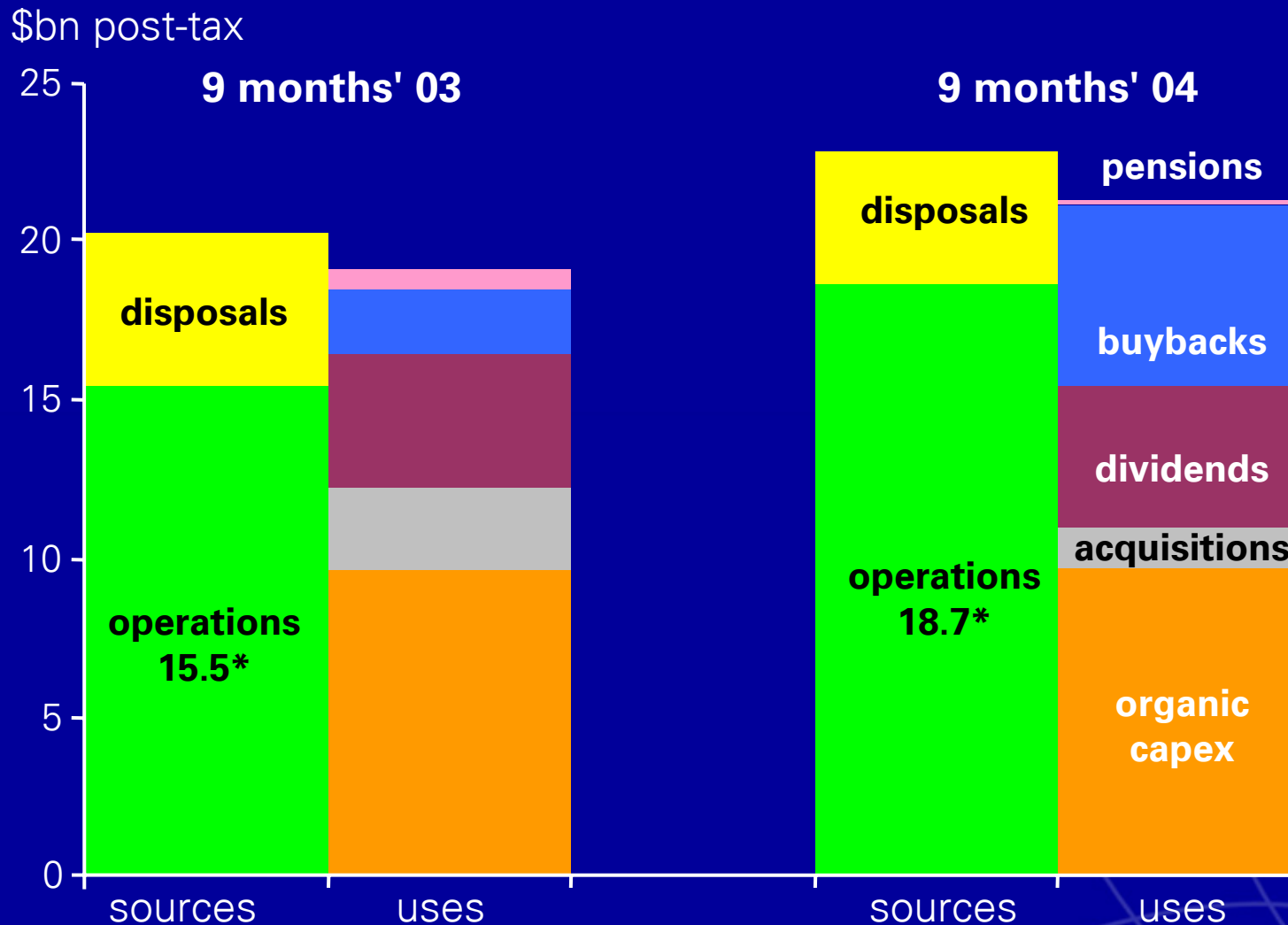
- growth in natural gas sales, NGL sales and equity gas into LNG plants
- secured LNG sales agreements for over 7.5mtpa to cover a two-train launch of the Tangguh project
- 4 more LNG carriers ordered

2004 strategic progress: petrochemicals



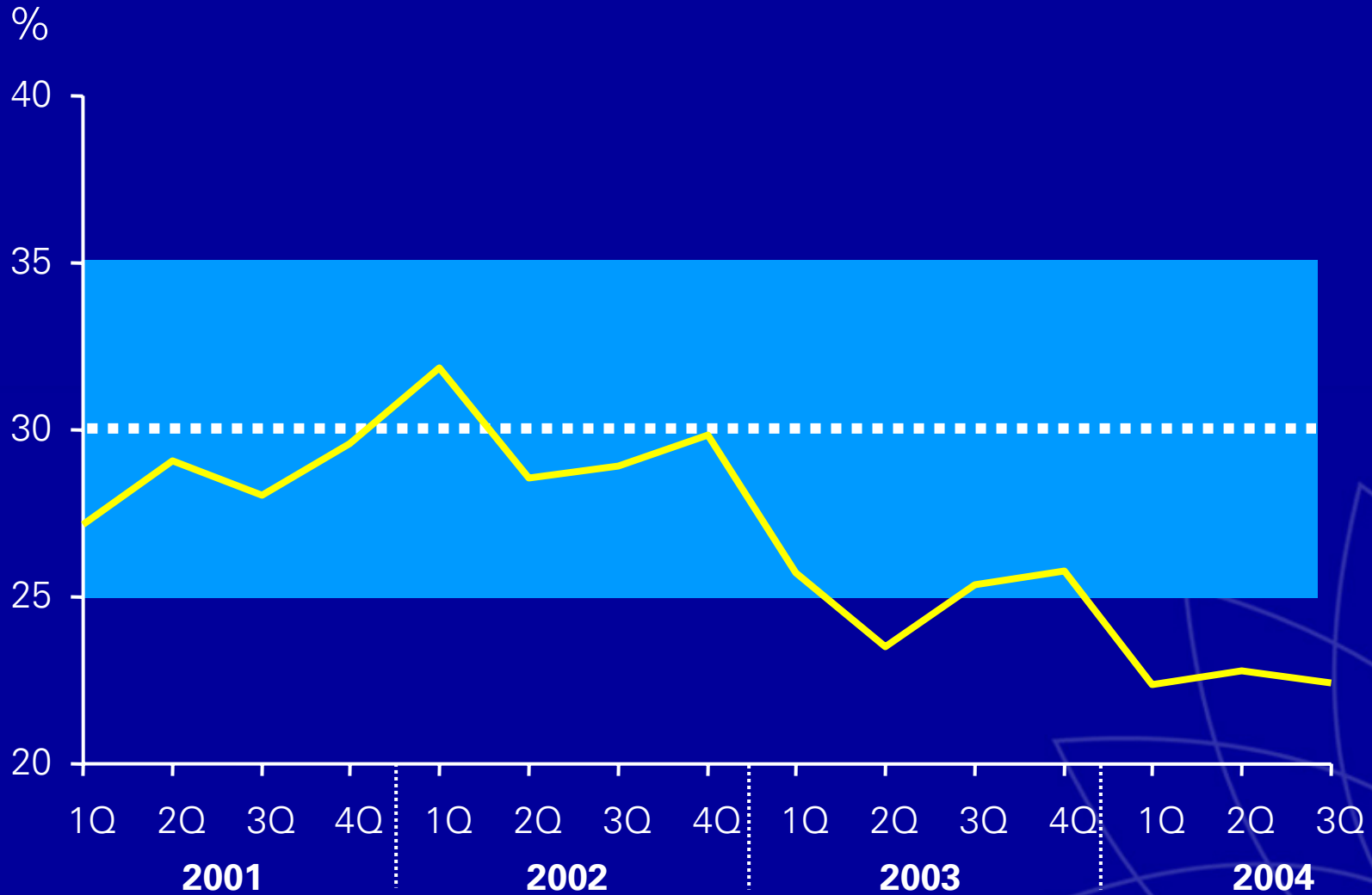
- 9 months' production up 4% vs 2003 due to new capacity and higher utilisation
- Olefins & Derivatives separation remains on track for possible IPO during 2H05
- Fabrics and Fibres disposal on track for year end completion

sources and uses of cash



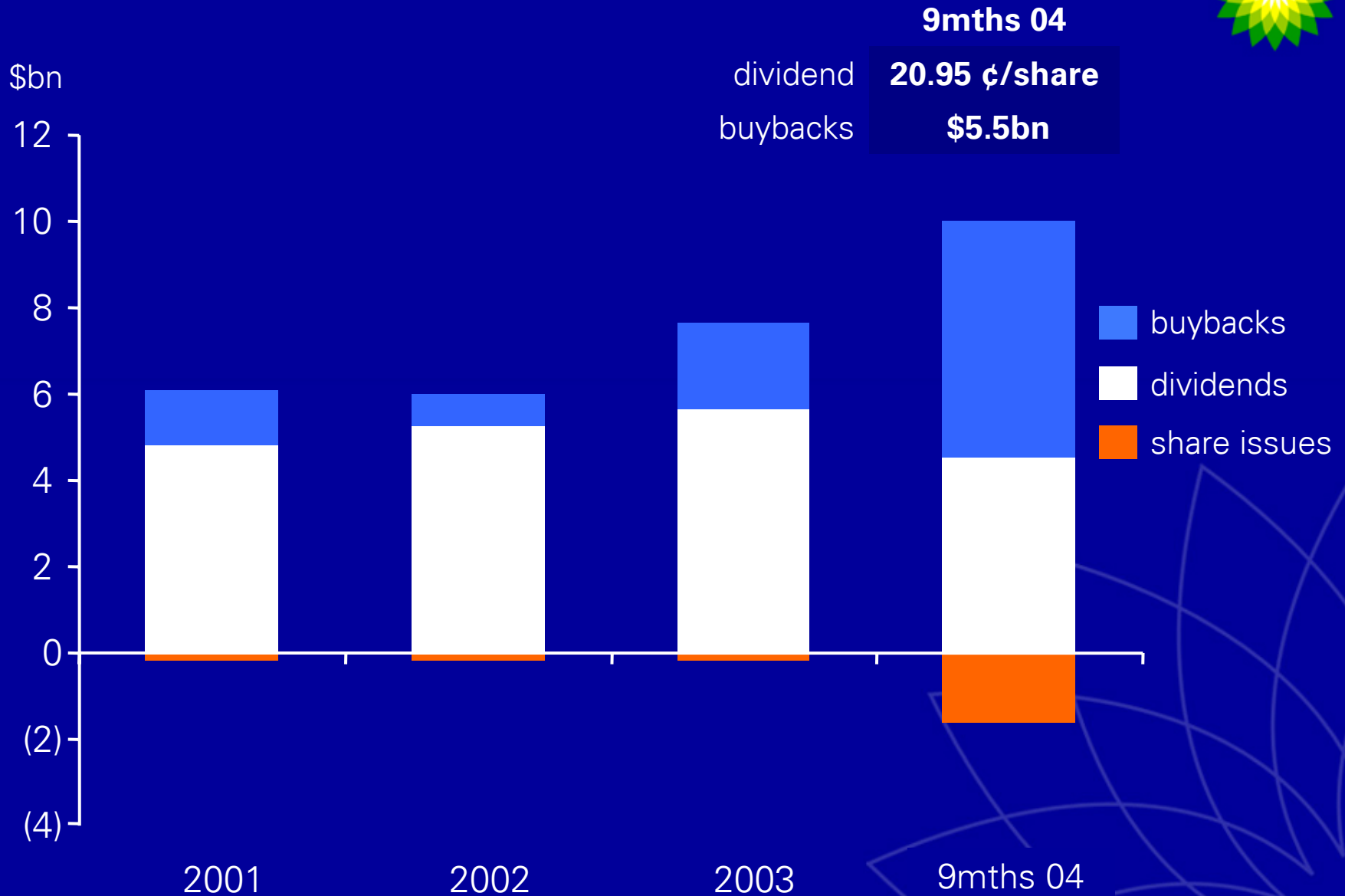
*post-tax adjusted operating cash flow before discretionary pension contributions of \$(0.2)bn in 9mths 04 and \$(0.6)bn in 9mths 03

gearing



pro forma gearing = $\text{net debt} / (\text{net debt} + \text{equity} - \text{acquisition adjustment})$

shareholder distributions



q&a session



Byron Grote

chief financial officer

Fergus MacLeod

head of investor relations

