

4Q 2013 EARNINGS REVIEW REMARKS

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Welcome to Marathon Oil Corporation's fourth quarter 2013 earnings review. The synchronized slides that accompany this review can be found on our website, at MarathonOil.com. We will conduct a webcast on Thursday, February 6, at 8:00 am Central Standard Time / 9:00 am Eastern Standard Time.

Slide 2 contains a discussion of forward-looking statements and other information included in this presentation. Our review will contain forward-looking statements subject to risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements.

In accordance with the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995, Marathon Oil Corporation has included in its Annual Report on Form 10-K for the year ended December 31, 2012, and subsequent Forms 10-Q and 8-K, cautionary language identifying important factors, though not necessarily all such factors, that could cause future results outcomes to differ materially from those set forth in the forward-looking statements.

Please note that in the appendix to this presentation there is a reconciliation of net income to adjusted net income for the periods presented, as well as operating estimates and other data you may

find useful. We'll now move to slide 3 as I turn the call over to Lee Tillman, Marathon Oil CEO and President.

I too would like to extend my welcome to those listening and begin by reviewing our full year highlights. We grew year over year production 11 percent, excluding Libya and Alaska, exceeding both our initial and our upwardly revised commitment of 8 to 10 percent growth. U.S. resource play production increased 86percent over 2012 averaging 133,000 barrels of oil equivalent per day for 2013, with Eagle Ford production increasing 138percent over 2012, reaching an average of approximately 81,000 barrels of oil equivalent per day for 2013. During the last two weeks of the year our Eagle Ford production averaged in excess of 100,000 barrels of oil equivalent per day.

We also delivered a reserve replacement ratio of 194percent, excluding divestitures, at an outstanding finding and development cost of approximately \$16 per barrel of oil equivalent.

We had quality resource capture through our focused exploration program and opportunistic business development efforts.

Discoveries of Mirawa in the Kurdistan Region of Iraq and Diaman in Gabon were added to the portfolio along with additions to our core acreage positions in the Eagle Ford and in the SCOOP.

Moving to slide 4, as part of our rigorous portfolio management, we reached \$3.5 billion in closed or agreed divestitures, exceeding our three year target of \$1.5 to \$3.0 billion. We anticipate closing on

the previously announced sale of Angola Block 31 on or around February 11 and we expect to commence the remaining \$500 million of our previously announced \$1 billion share repurchase around that time. We have also commenced with the marketing of our U.K. and Norway businesses.

And to conclude 2013 highlights we delivered an increased dividend of \$0.19 per share.

Moving to slide 5, the fourth quarter was marked by excellent execution and outstanding reliability in our operated assets, achieving over 98percent reliability. Production from our U.S. resource plays increased more than 35percent over the same quarter last year, reaching 143,000 barrels of oil equivalent per day. This strong performance led to worldwide liquid hydrocarbon and natural gas production of 423,000 barrels of oil equivalent per day, solidly above the midpoint of our 410,000 to 430,000 barrels of oil equivalent per day production guidance, both excluding Libya. Our Oil Sands Mining segment exceeded guidance in the fourth quarter 2013 with 46,000 barrels per day of synthetic crude oil production.

These strong operating results were tempered by lower price realizations in our North America E&P and Oil Sands Mining segments. Fourth quarter U.S. liquid hydrocarbon price realizations fell almost 12 percent and synthetic crude oil price realizations declined 23 percent compared to the third quarter 2013. For the quarter we delivered \$1.1 billion in cash flow from continuing

operations before working capital and adjusted net income of \$418 million or \$0.60 per diluted share.

I'll turn the call back to Howard to review some of our financials.

Thanks Lee.

As we move to Slide 6, please note that throughout this presentation, our Angola business is presented as discontinued operations for all periods because of the agreements we entered into in 2013 to dispose of these assets.

For 2013, cash flow from continuing operations, before changes in working capital amounted to over \$5.4 billion, with \$1.1 billion generated in the fourth quarter. Changes in working capital from continuing operations were a use of \$355 million, primarily due to cash tax payments in Norway, and the Angola discontinued operations contributed \$179 million. Cash capital expenditures for the year including discontinued operations totaled \$5 billion and we had acquisition expenditures of \$74 million, proceeds from dispositions of \$450 million and debt repayments of \$247 million. In addition we repurchased 14 million shares of common stock at an average price of \$35.53 per share for \$500 million total, and paid dividends of \$508 million.

We ended the year with \$264 million in cash and total debt of \$6.6 billion, including \$135 million of commercial paper for a cash-

adjusted debt-to-capital ratio of 25 percent, unchanged from year end 2012.

Slide 7 shows the components of the change between our third and fourth quarter adjusted net income. Our North America E&P segment's after-tax earnings decreased \$117 million in the fourth quarter, largely as a result of lower liquid hydrocarbon price realizations Lee mentioned earlier and higher non-cash unproved property impairments, partially offset by higher sales volumes from the resource plays. International E&P segment income was \$82 million higher during the fourth quarter. Despite lower liquid hydrocarbon sales volumes in Libya and the U.K., segment income increased primarily as a result of lower taxes and DD&A.

Oil Sands Mining contributed \$64 million less in segment earnings than the third quarter primarily because of weaker price realizations, partially offset by higher sales volumes.

The fourth quarter 2013 effective tax rate from continuing operations was 64 percent or 65 percent excluding Libya. The full year 2013 effective tax rate from continuing operations excluding Libya was 61percent, the mid-point of our guidance range.

As shown on slide 8, North America E&P segment earnings decreased from \$242 million in the third quarter 2013 to \$125 million in the current quarter. As I mentioned earlier, the decrease was largely as a result of the lower liquid hydrocarbon price realizations and non-cash unproved property impairments, partially offset by higher sales volumes from our unconventional plays and lower income taxes.

Slide 9 shows the difference in price realizations between the third and fourth quarters. As you can see, all of our North America E&P regions as well as Oil Sand Mining were impacted by lower price realizations in the fourth quarter. Fourth quarter total North America E&P crude oil and condensate price realizations were \$13.44 per barrel lower than the prior quarter while WTI declined \$8.20.

The difference was largely the result of strengthening of WTI relative to LLS due to pipeline reversals into and out of Houston. Additionally, refinery turnarounds reduced demand for crude in 4Q compared to 3Q. As the market has absorbed the change in pipeline capacity and the refinery turnarounds have been completed, we've seen differentials return to more normalized levels in the first quarter.

Our Oil Sands Mining operations price realizations were \$23.87 per barrel lower, in line with the decline in WCS.

Slide 10 shows the changes driving our higher fourth quarter 2013 International E&P segment earnings. The fourth quarter saw lower taxes, largely related to lower pre-tax income in higher tax jurisdictions for 2013 than was previously projected, and lower DD&A and exploration expense, partially offset by lower volumes in Libya and the U.K. plus lower price realizations in the fourth quarter. There were no liftings in Libya during the quarter as a result of ongoing third-party labor strikes at the Es Sider oil terminal.

As shown on Slide 11, our Oil Sands Mining segment income decreased \$64 million from the third quarter, primarily as a result of lower fourth quarter price realizations partially offset by higher sales volumes compared to the third quarter.

We'll now move to slide 12 and I'll turn the call back to Lee.

As I mentioned earlier, the fourth quarter saw strong operating results as we continued to execute in our high quality U.S. unconventional resource plays. Specifically, our Eagle Ford fourth quarter production averaged almost 90,000 barrels of oil equivalent per day, an increase of 10percent over the prior quarter and a 53percent increase over the fourth quarter of 2012. We reached target depth on 71 gross operated wells and turned 86 gross wells to sales during the quarter, a record for the asset. Spud-to-TD time averaged 13 days during the fourth quarter, a top-quartile performance in the areas where Marathon Oil operates. Drilling times have improved by almost 14percent over the year ago quarter, while drilling and completion costs have decreased by 13 percent compared to the same time period. This decrease was achieved despite increases to average lateral length, proppant volumes and number of stages completed per well. The migration to pad drilling continues with 97 percent of wells in the fourth quarter drilled off multi-well pads, with an average of approximately 90 percent for the full year. As set out in our December Analyst day presentation we have accelerated our drilling program in the Eagle Ford and are already operating 18 rigs there. We will continue to monitor the rig efficiency in order to manage our targeted 340 to 355 gross operated wells in 2014. Additionally, Eagle Ford oil

pipeline volumes have grown over the same period last year with 70 percent of oil production currently transported via pipeline. As described in our analyst day downspacing is delivering value with 90percent of our 2013 wells at 60 acre density or less.

Production in the Bakken averaged approximately 40,000 barrels of oil equivalent per day during the fourth quarter, an increase of approximately 5 percent compared to the previous quarter, and up approximately 14 percent over the same quarter last year. In the fourth quarter we reached target depth on 15 operated gross wells and turned 22 gross wells to sales. Our time to drill a well has continued to improve, averaging 15 days spud-to-TD in fourth quarter, a top-quartile performance in the areas in which we operate, and an improvement over the 18 days in the fourth quarter 2012. Marathon Oil has drilled 64 wells in the Three Forks first bench which produce greater than 20 percent of our current company operated Bakken oil production. Drilling and completion costs have decreased approximately 10 percent compared to the year ago quarter, even as volumes of stimulation fluid and proppant have increased.

And finally, in our third resource play, the Oklahoma Resource Basins, our production averaged almost 14,000 barrels of oil equivalent per day in the fourth quarter. During the quarter we reached total depth on four gross operated wells and brought three to sales, with two wells in each category in the Southern Mississippi Trend. In December, an additional four wells were spud: two were our first operated extended-reach Woodford wells, one is a

Woodford well in the southern SCOOP and one is our first operated horizontal Granite Wash well.

Slide 13 demonstrates that since the first quarter of 2011, our quarterly worldwide production available for sale, excluding Alaska and Libya, has grown approximately 22 percent with a slight decrease in the base business in the second and third quarters of 2013, primarily as a result of planned turnaround activities in Equatorial Guinea and Norway during those quarters. The growth wedge has increased approximately 138,000 barrels of oil equivalent per day over this timeframe, driven mainly by our US resource plays.

Slide 14 shows that our Lower 48 onshore production has grown approximately 113,000 barrels of oil equivalent per day from the third quarter of 2011 to the fourth quarter 2013. Importantly, liquids increased from 55 percent to 75 percent of total volumes over this same period.

Slide 15 shows both the historical available for sale and sales volumes for the North America and International E&P segments including Libya and Alaska plus Angola. Production available for sale increased in the fourth quarter, benefiting from a return to normal operations in Norway after a planned turnaround in the third quarter but partially offset by the continuing Libya third-party labor strikes. At the end of the fourth quarter we had a cumulative underlift of approximately 3 million barrels of oil equivalent, 1.7 million barrels of that oil equivalent is natural gas in Libya.

Slide 16 shows actual total company liquid hydrocarbon sales volumes excluding Libya for fourth quarter 2013 compared to estimated first quarter 2014 sales volumes. The first quarter of 2014 anticipates the closing on Angola Block 31, thus no sales from Angola are included in the forecast.

As shown on slide 17, North America E&P costs per barrel of oil equivalent were lower quarter over quarter excluding exploration costs.

Slide 18 shows our International E&P quarterly cost structure per barrel of oil equivalent. Costs per barrel of oil equivalent were up in the fourth quarter primarily as a result of lower volumes in Libya. Also contributing were increased expenses for well workovers in Norway.

Slide 19 depicts the same International E&P cost per barrel of oil equivalent trend but excluding Libya and Angola from all periods.

Slide 20 shows the 2014 exploration drilling schedule for our renewed global exploration portfolio. As disclosed in previous quarters the program has already resulted in the successful appraisal of the outside-operated Shenandoah prospect in the Gulf of Mexico, and the Sabisa-1 well on the South Omo Block in Ethiopia which confirmed a working hydrocarbon system. And as I said

earlier, we also announced the Diaman-1B discovery in Gabon, and in the Kurdistan Region of Iraq, both the company-operated Mirawa-1 discovery and field development plan approval on the Atrush block with first oil expected in 2015.

In late October, the Company was the high bidder as operator of two deepwater blocks in the pre-salt play offshore Gabon. Gabon has withdrawn Block E12 but the Company is in negotiations of terms for an exploration and production sharing contract on G13. In December, we spud the Jisik-1 exploration well on the operated Harir Block in the Kurdistan Region of Iraq. We expect the well to reach a projected total depth of 13,100 feet in the second quarter of 2014. The Jisik prospect is 9 miles to the northwest of the Mirawa-1 discovery, announced in October 2013, which was drilled to a total depth of approximately 14,000 feet and encountered multiple stacked oil and natural gas producing zones. The Mirawa-1 well has been suspended for potential use as a producing well. The Mirawa-2 appraisal well is expected to spud in the third quarter of 2014, subject to government approval of the Mirawa Appraisal Plan.

In Ethiopia, the Tultule exploration well, which is approximately 2 miles from the Sabisa-1 exploration well on the South Omo Block, reached a total depth of 6,891 feet in December. The well had minor gas shows and was plugged and abandoned. Additionally, at least two exploration wells are planned for the eastern side of the block in 2014 to test multiple sub-basins. The first of those wells, Shimela-1, is expected to spud in March 2014.

In Kenya, The Bahasi-1 exploration well reached total depth of 9,500 feet in November on Block 9. The well had minor gas shows and was subsequently plugged and abandoned. The Sala-1 exploration well is expected to spud in February 2014 on the eastern side of Block 9, where previous wells drilled in the sub-basin confirmed a working petroleum system.

In December, we reached a total depth of 22,655 feet on the operated Madagascar exploration well on De Soto Canyon Block 757 and did not encounter commercial hydrocarbons. Drilling will ramp up in the Gulf of Mexico later in the year on the Marathon operated Key Largo prospect, the non-operated Colonial prospect and a potential second non-operated prospect.

Slide 21 sets out our estimated net proved reserves at year end 2013. Driven by strong reserves growth in the U.S. resource plays, our total net proved reserves were approximately 2.2 billion barrels of oil equivalent, an increase of 8 percent over the prior year. Eighty percent of the 2.2 billion barrels of oil equivalent are liquid hydrocarbons and synthetic crude oil; 71 percent are developed. The reserve replacement ratio, excluding dispositions, was 194 percent, with 344 million barrels of oil equivalent of net proved reserves added, while producing 177 million barrels of oil equivalent. The Company's finding and development cost was approximately \$16 per barrel of oil equivalent. Net additions, including acquisitions, were primarily driven by the U.S. resource

play activity in the Eagle Ford, Bakken and Oklahoma resource basins as well as additions in Oil Sands Mining and Norway.

The three year average reserve replacement ratio was a very strong 211 percent, as we added net proved reserves of slightly more than 1 billion barrels of oil equivalent, excluding dispositions of 13 million barrels of oil equivalent, while producing 494 million barrels of oil equivalent.

Slide 22 sets out our priorities for 2014, as outlined at our Analyst Day Presentation in December 2013.

And finally moving to slide 23 and what we view as a strong investment case for Marathon Oil. Our focus is driven by the seven strategic imperatives that we laid out at the Analyst Day Presentation. We've already ramped to our 28 rig program, kicked off our North Sea marketing effort and anticipate closing on the sale of Angola Block 31 on or about February 11. Not only achieving, but excelling across these imperatives is our corporate strategy, and the roadmap for how we plan to become the premier independent E&P company.

That concludes our prepared remarks and we look forward to your questions during tomorrow morning's call. Thank you.