Ponca City Refinery
Ponca City, Oklahoma

Providing Energy. Improving Lives.®

October 25, 2019

THIRD QUARTER 2019 CONFERENCE CALL

CAUTIONARY STATEMENT

This presentation contains certain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, which are intended to be covered by the safe harbors created thereby. Words and phrases such as “is anticipated,” “is estimated,” “is expected,” “is planned,” “is scheduled,” “is targeted,” “believes,” “continues,” “intends,” “will,” “would,” “objectives,” “goals,” “projects,” “efforts,” “strategies” and similar expressions are used to identify such forward-looking statements. However, the absence of these words does not mean that a statement is not forward-looking. Forward-looking statements relating to Phillips 66’s operations (including joint venture operations) are based on management’s expectations, estimates and projections about the company, its interests and the energy industry in general on the date this presentation was prepared. These statements are not guarantees of future performance and involve certain risks, uncertainties and assumptions that are difficult to predict. Therefore, actual outcomes and results may differ materially from what is expressed or forecast in such forward-looking statements. Factors that could cause actual results or events to differ materially from those described in the forward-looking statements include fluctuations in NGL, crude oil, and natural gas prices, and petrochemical and refining margins; unexpected changes in costs for constructing, modifying or operating our facilities; unexpected difficulties in manufacturing, refining or transporting our products; lack of, or disruptions in, adequate and reliable transportation for our NGL, crude oil, natural gas, and refined products; potential liability from litigation or for remedial actions, including removal and reclamation obligations under environmental regulations; limited access to capital or significantly higher cost of capital related to illiquidity or uncertainty in the domestic or international financial markets; the impact of adverse market conditions or other similar risks to those identified herein affecting PSXP, as well as the ability of PSXP to successfully execute its growth plans; and other economic, business, competitive and/or regulatory factors affecting Phillips 66’s businesses generally as set forth in our filings with the Securities and Exchange Commission. Phillips 66 is under no obligation (and expressly disclaims any such obligation) to update or alter its forward-looking statements, whether as a result of new information, future events or otherwise.

This presentation includes non-GAAP financial measures. You can find the reconciliations to comparable GAAP financial measures at the end of the presentation materials or in the “Investors” section of our website.

EXECUTING THE STRATEGY

Beaumont Terminal, Nederland, Texas

3Q 2019 OVERVIEW

$MM (Unless Otherwise Noted)

3Q 2019

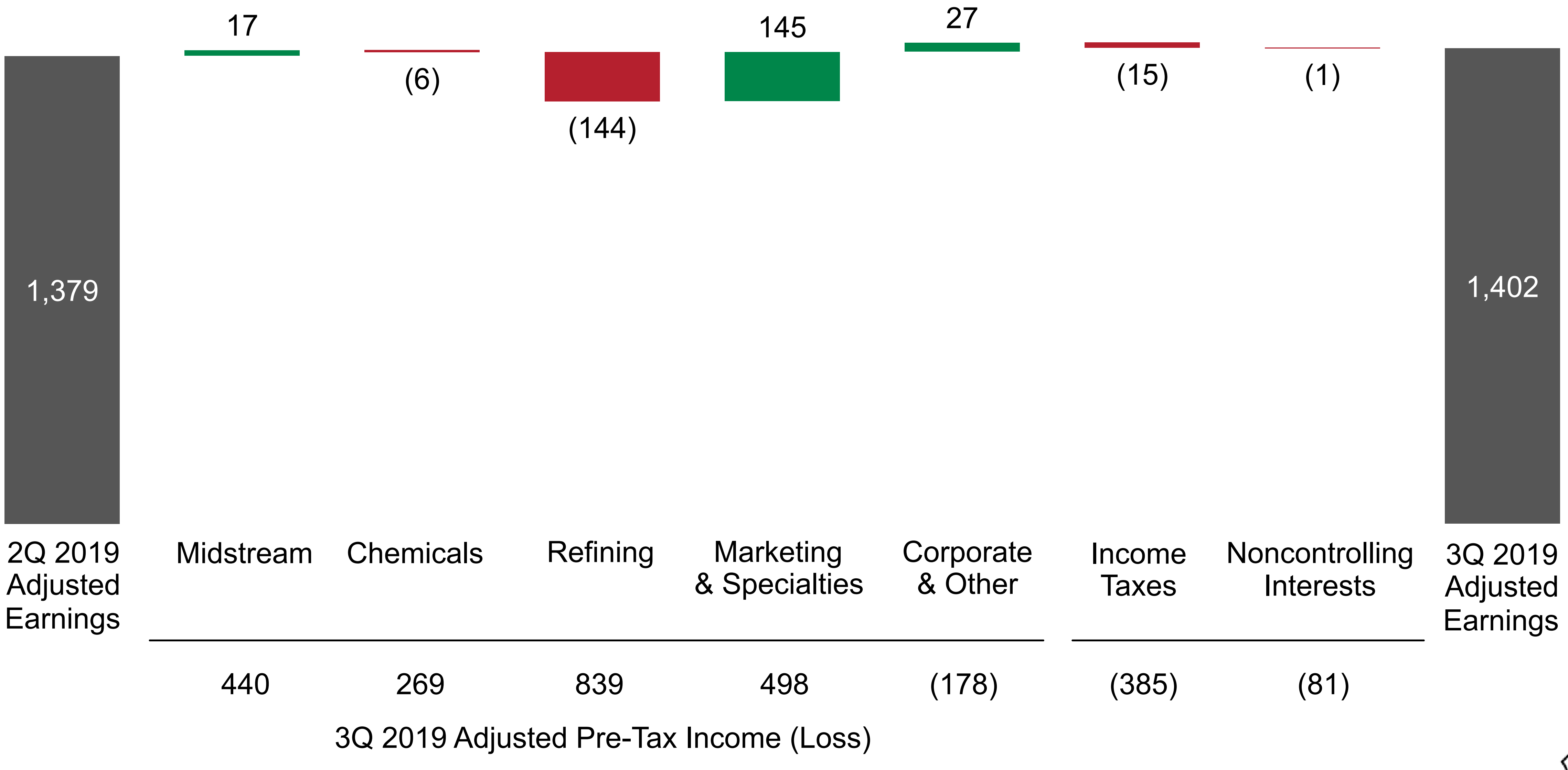
Adjusted earnings	$ 1,402
Adjusted EPS[1]	3.11
Operating cash flow excluding working capital[2]	1,813
Capital expenditures and investments	867
Shareholder distributions[3]	841
Common shares outstanding at September 30	444 MM

Billings Refinery
Billings, Montana

1) Dollars per share
2) Excludes working capital impacts of $0.1B
3) Shareholder distributions include dividends and share repurchases

3Q 2019 ADJUSTED EARNINGS

$MM

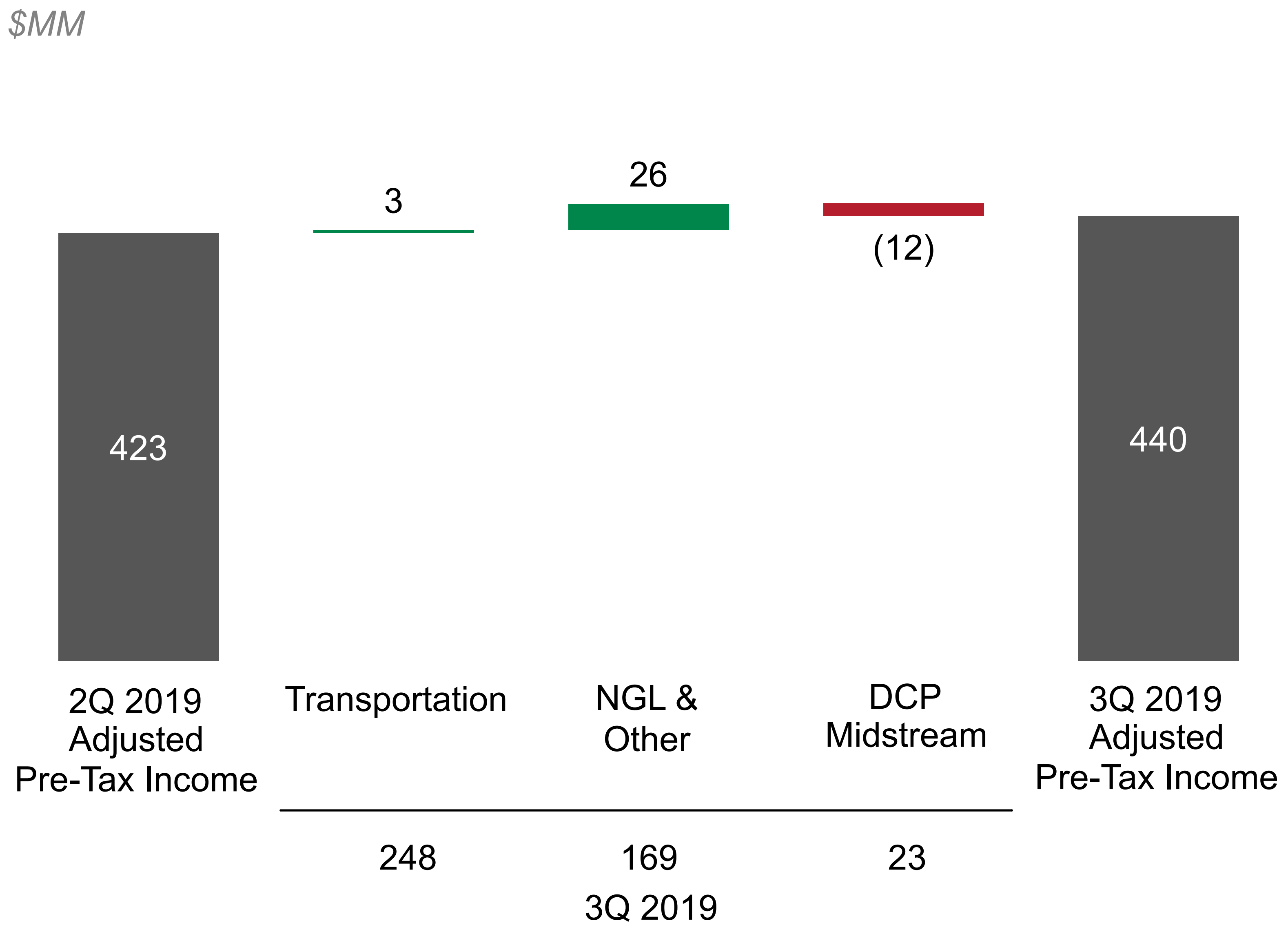


3Q 2019 MIDSTREAM ADJUSTED PRE-TAX INCOME

Record Transportation and NGL & Other results

Initiated line fill on Gray Oak Pipeline

Advanced construction of Sweeny Fracs 2, 3 and 4

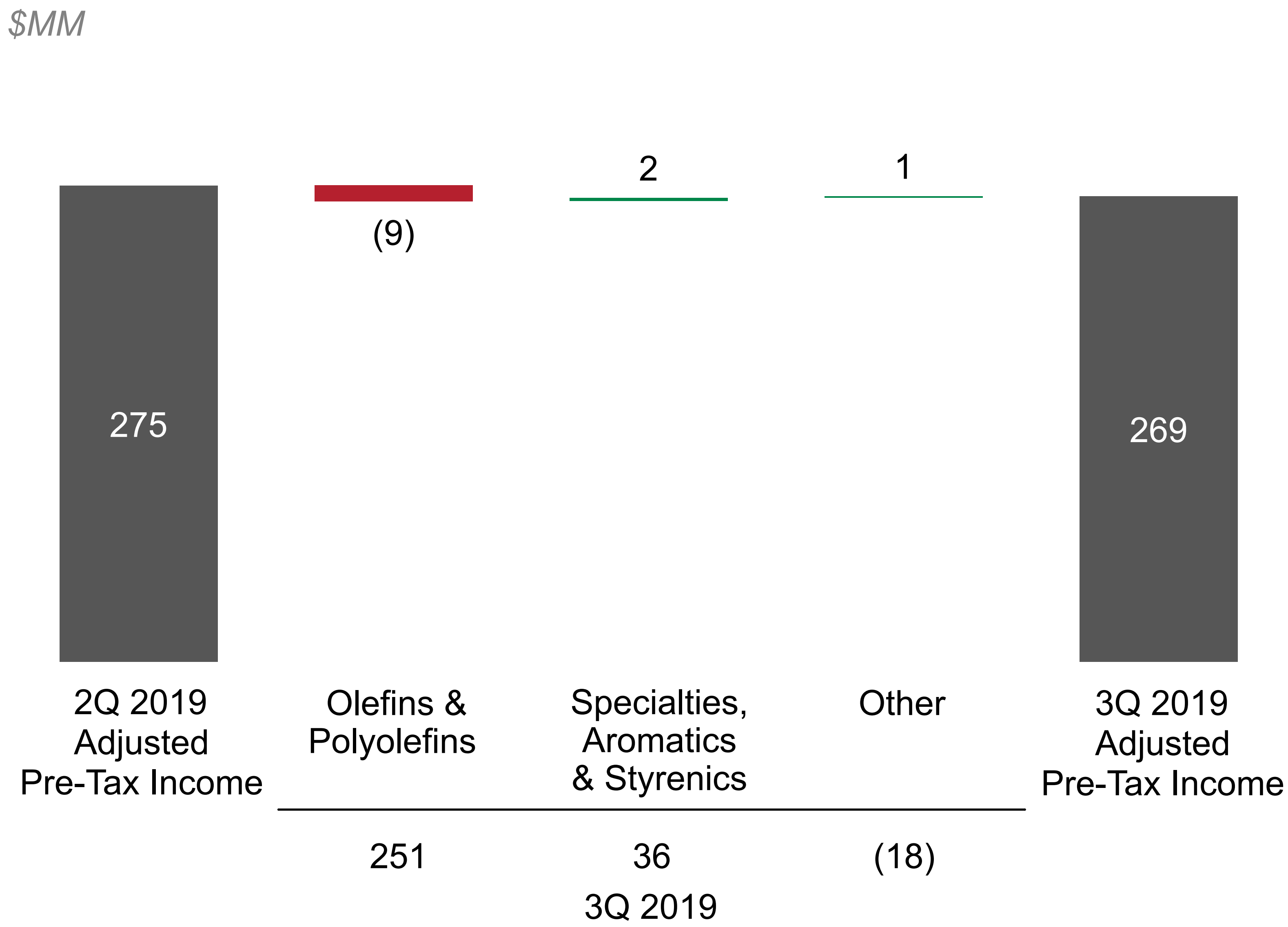


3Q 2019 CHEMICALS ADJUSTED PRE-TAX INCOME

97% O&P utilization

Higher polyethylene sales volumes

Continued strong cash distributions



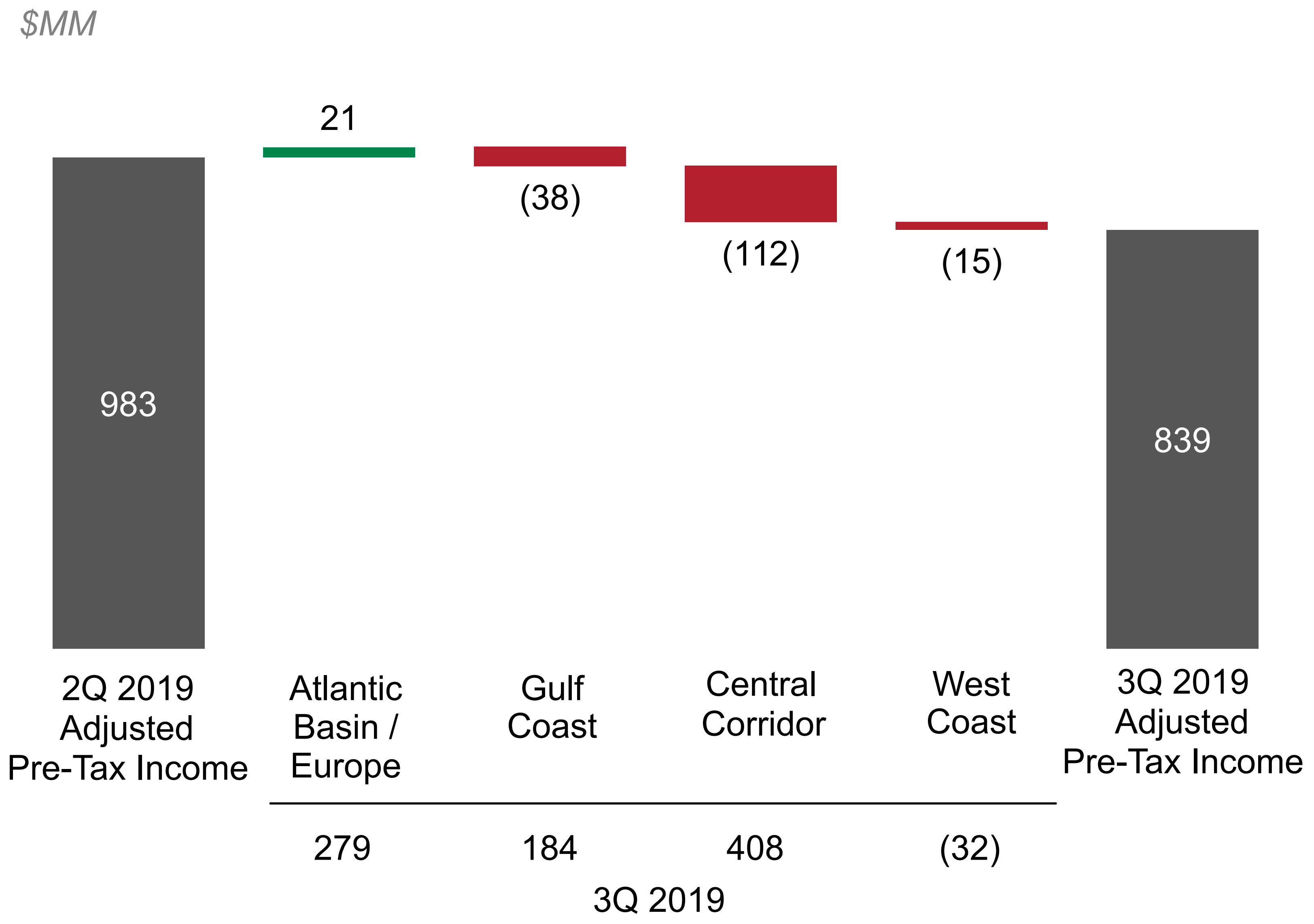
3Q 2019 REFINING ADJUSTED PRE-TAX INCOME

97% crude utilization

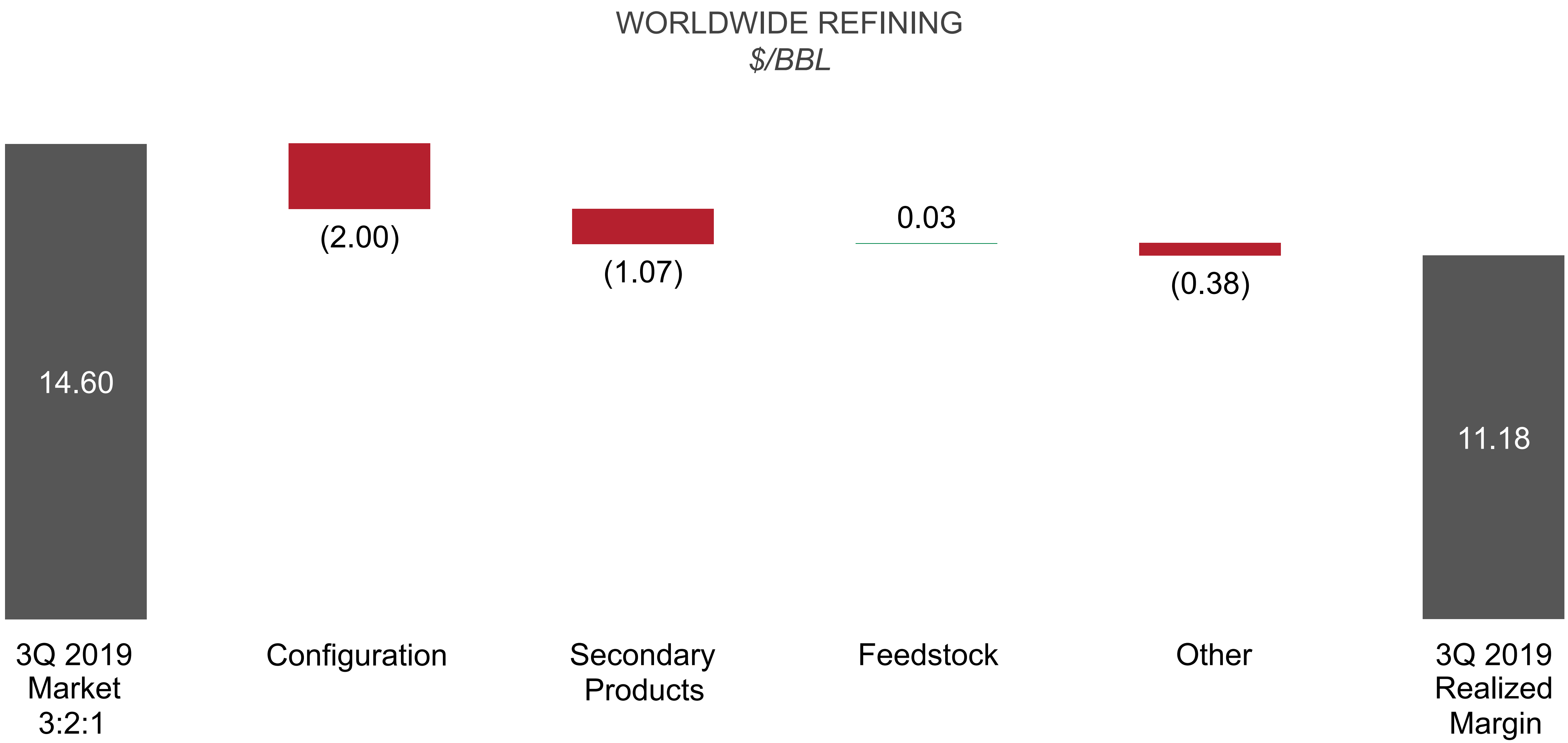
84% clean product yield

$11.18/BBL realized margin

$120 MM turnaround costs



3Q 2019 REFINING MARGINS – MARKET VS. REALIZED



Avg Market Crude: $60.37/BBL

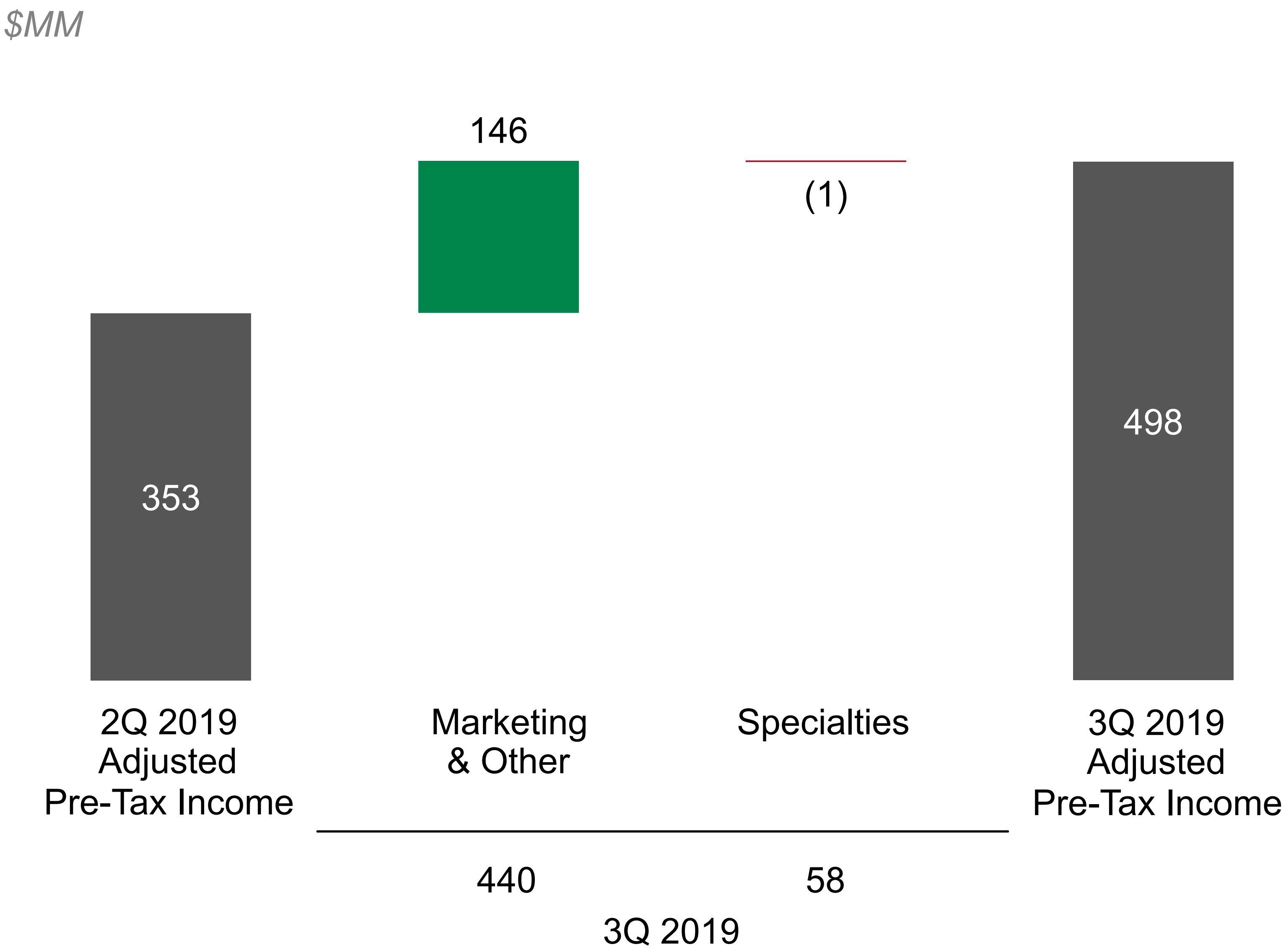
77% Market Capture

3Q 2019 MARKETING AND SPECIALTIES ADJUSTED PRE-TAX INCOME

Strong global margins

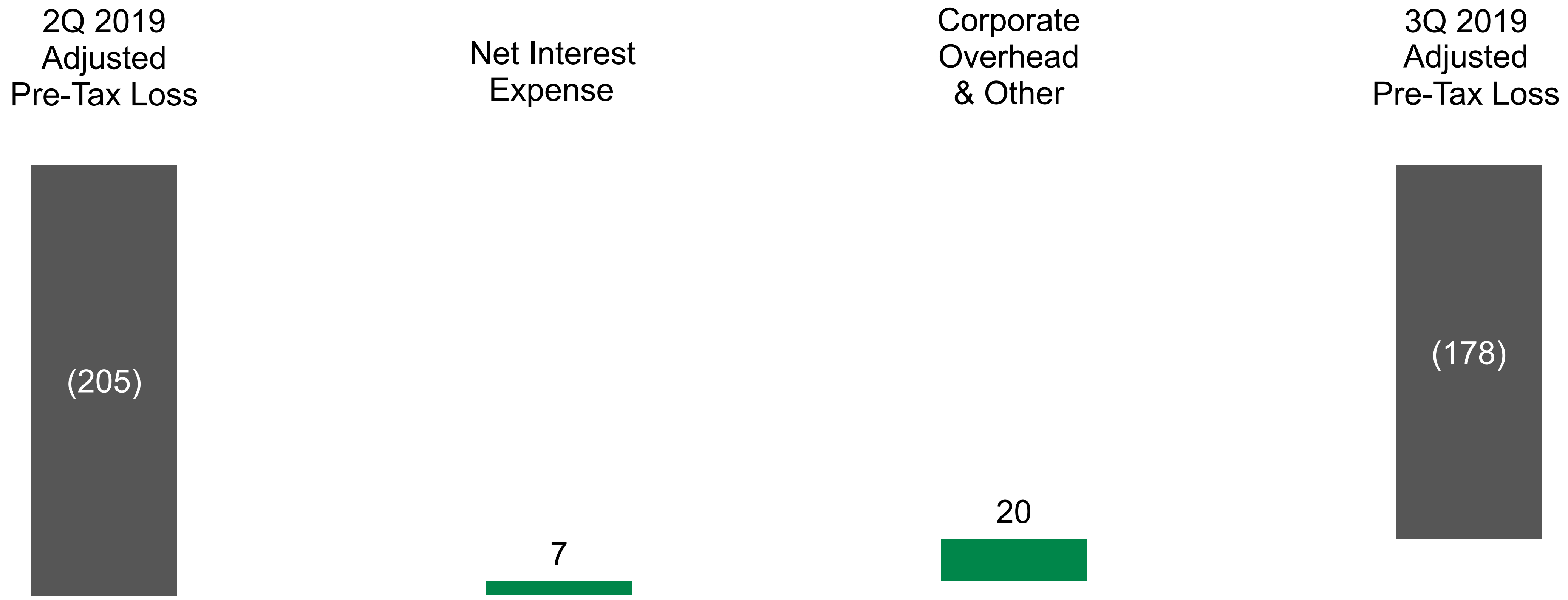
Reimaged 373 branded sites

Refined products exports of 220 MBPD



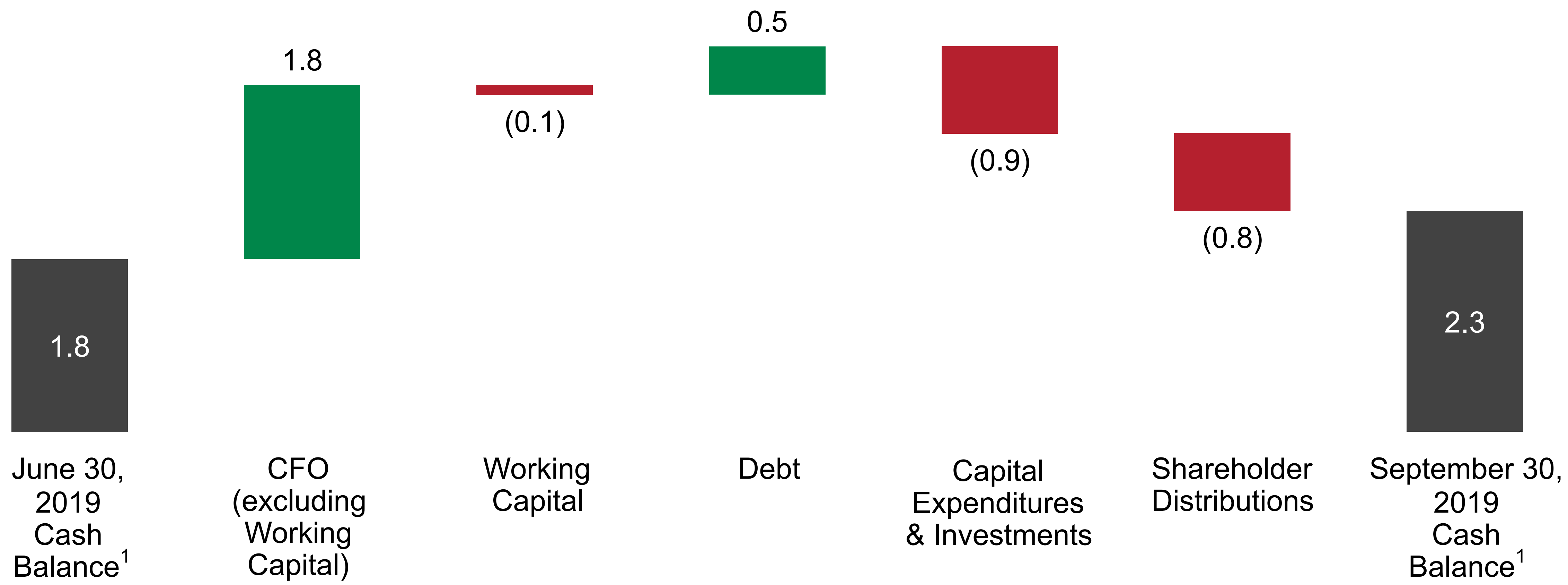
3Q 2019 CORPORATE AND OTHER ADJUSTED PRE-TAX LOSS

$MM



3Q 2019 CASH FLOW

$B



1) Includes cash and cash equivalents

4Q 2019 OUTLOOK

Global Olefins and Polyolefins utilization	Mid-90%
Refining crude utilization	Mid-90%
Refining turnaround expenses (pre-tax)	$170 MM – $210 MM
Corporate and Other costs (pre-tax)	$210 MM – $230 MM

Freeport Terminal LPG Facility
Freeport, Texas

Beaumont Terminal
Nederland, Texas

QUESTIONS AND ANSWERS

Beaumont Terminal
Nederland, Texas

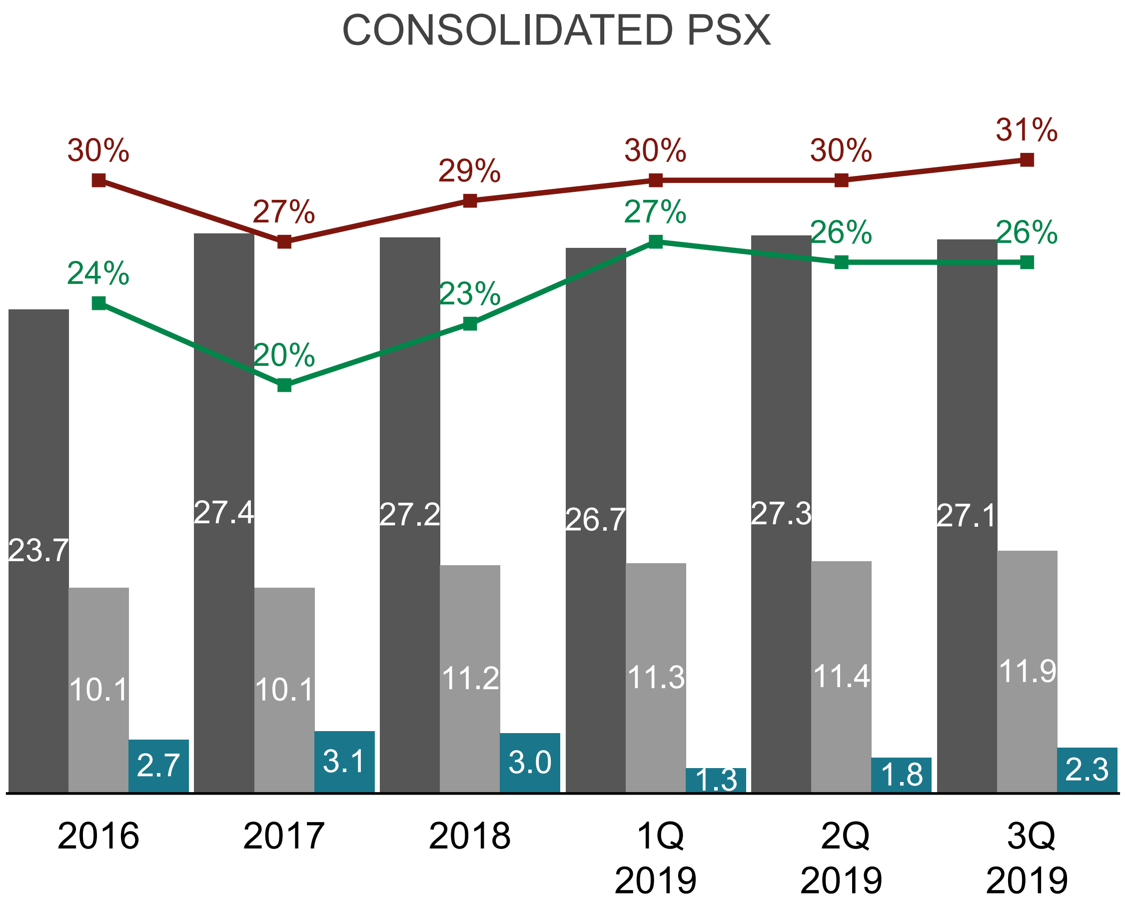
APPENDIX

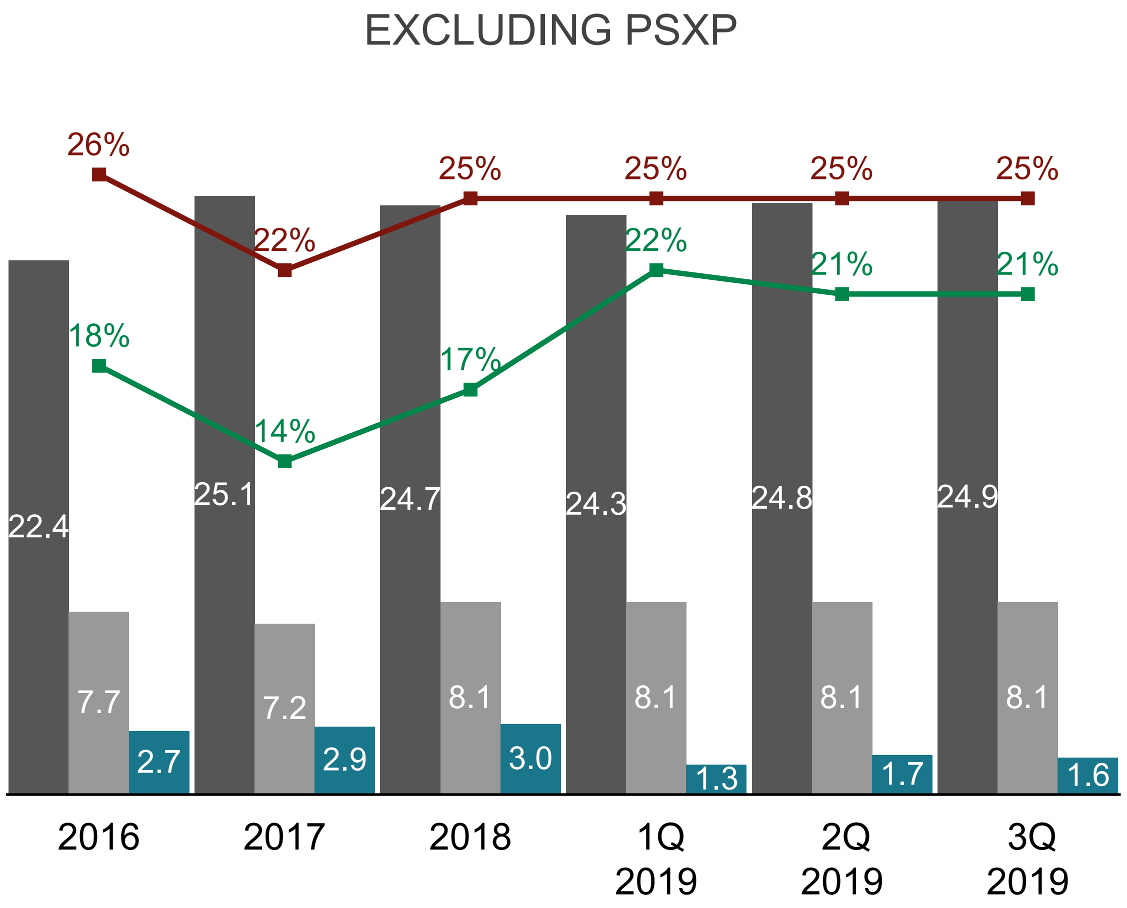
2019 ESTIMATED SENSITIVITIES

	Annual EBITDA $MM
Midstream - DCP (net to Phillips 66)	
10¢/Gal Increase in NGL price	6
10¢/MMBtu Increase in Natural Gas price	1
$1/BBL Increase in WTI price	1
Chemicals - CPChem (net to Phillips 66)	
1¢/Lb Increase in Chain Margin (Ethylene, Polyethylene, NAO)	65
Worldwide Refining	
$1/BBL Increase in Gasoline Margin	350
$1/BBL Increase in Distillate Margin	300
Impacts due to Actual Crude Feedstock Differing from Feedstock Assumed in Market Indicators:	
$1/BBL Widening WTI / WCS Differential (WTI less WCS)	100
$1/BBL Widening LLS / WTI Differential (LLS less WTI)	70
$1/BBL Widening LLS / Maya Differential (LLS less Maya)	60
$1/BBL Widening WTI / WTS Differential (WTI less WTS)	30
$1/BBL Widening ANS / WTI Differential (ANS less WTI)	25
10¢/MMBtu Increase in Natural Gas price	(15)

Sensitivities shown above are independent and are only valid within a limited price range

CAPITAL STRUCTURE





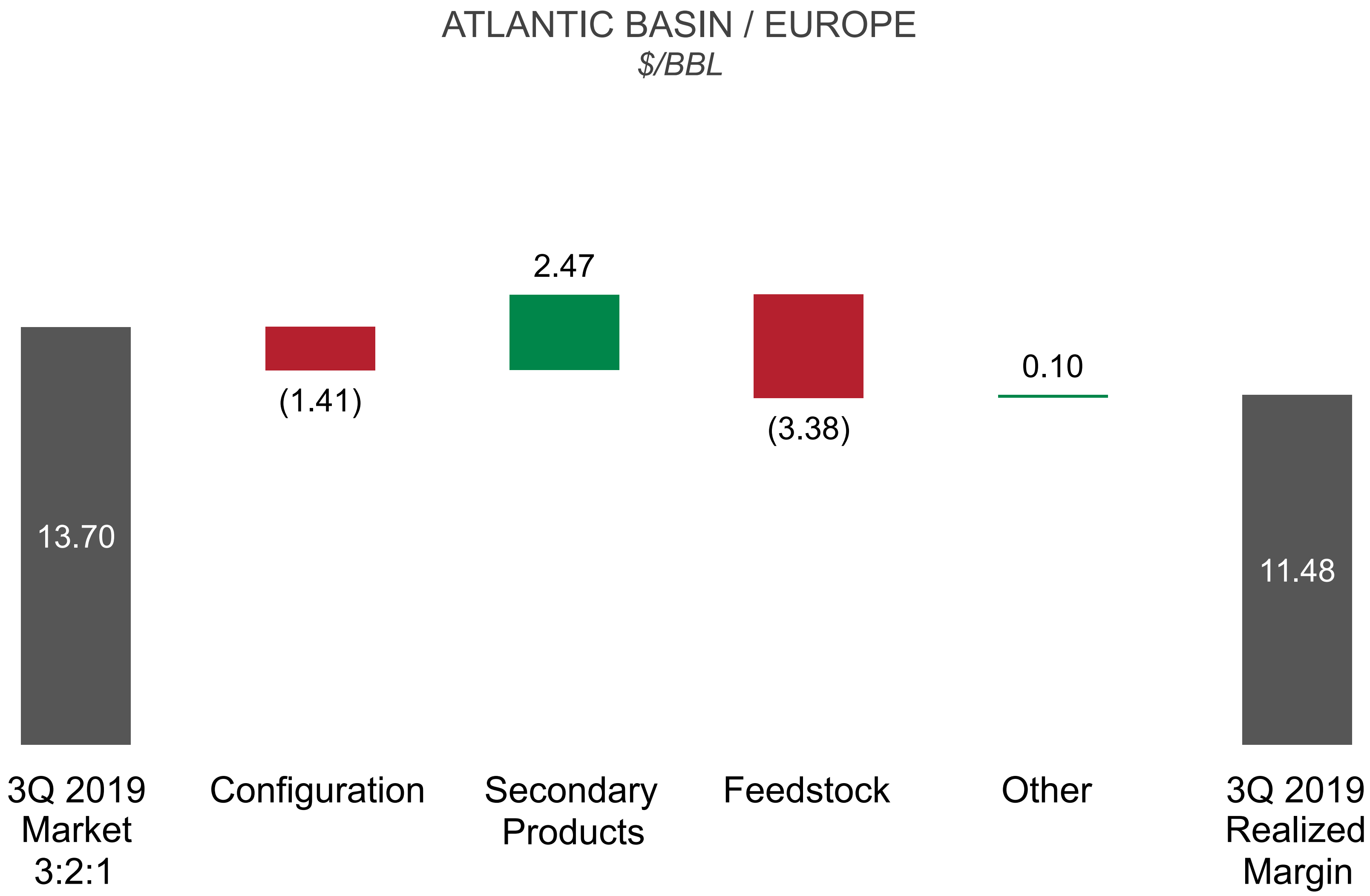
Equity $B   Debt $B   Cash & Cash Equivalents $B   Debt-to-Capital   Net Debt-to-Capital

3Q 2019 REFINING MARGINS – MARKET VS. REALIZED

Brent: $61.94/BBL

95% crude utilization

84% market capture



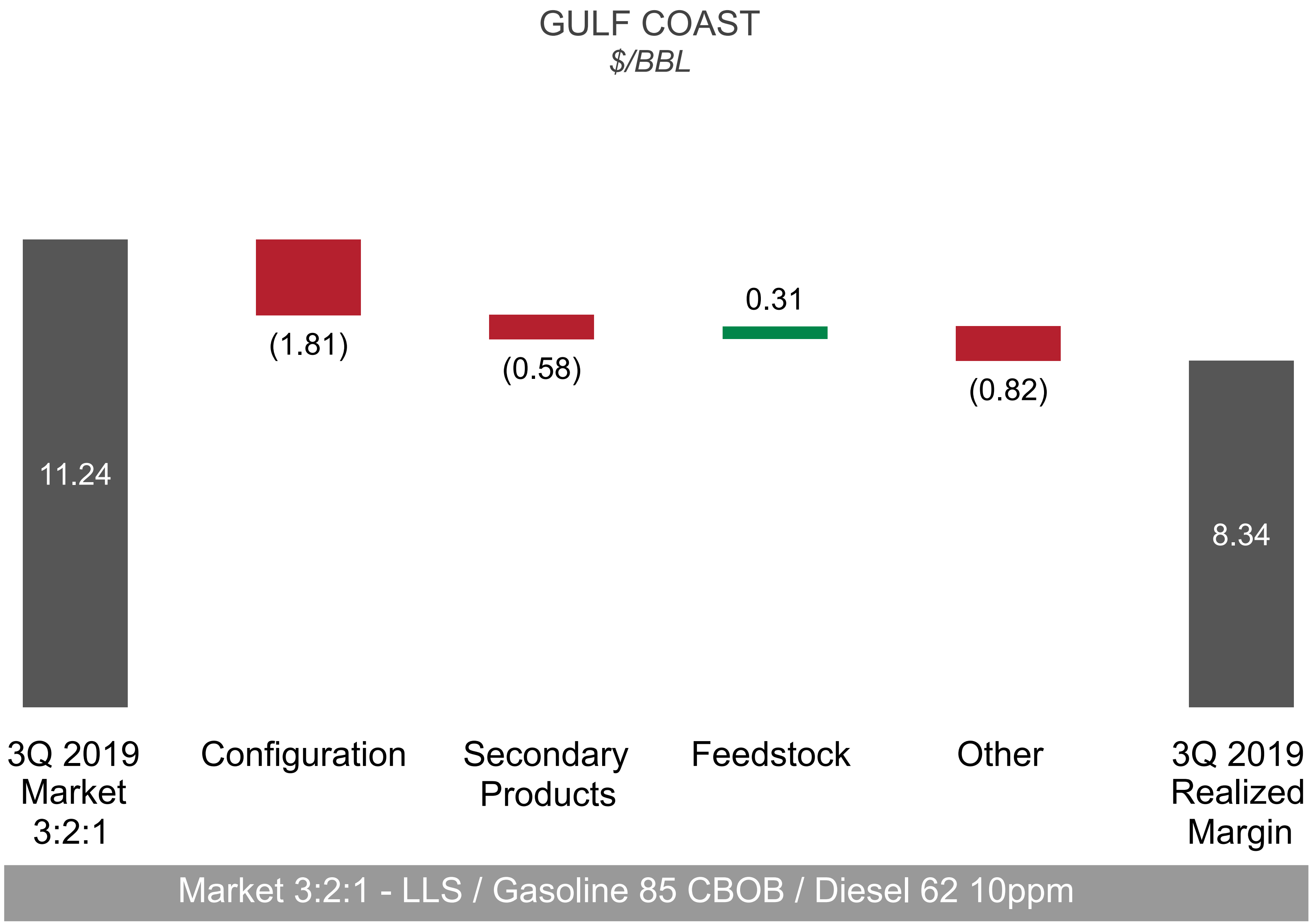
Market 3:2:1 - Dated Brent / Gasoline 83.7 RBOB NYH / Diesel 15ppm NYH

3Q 2019 REFINING MARGINS – MARKET VS. REALIZED

LLS: $60.64/BBL

95% crude utilization

74% market capture

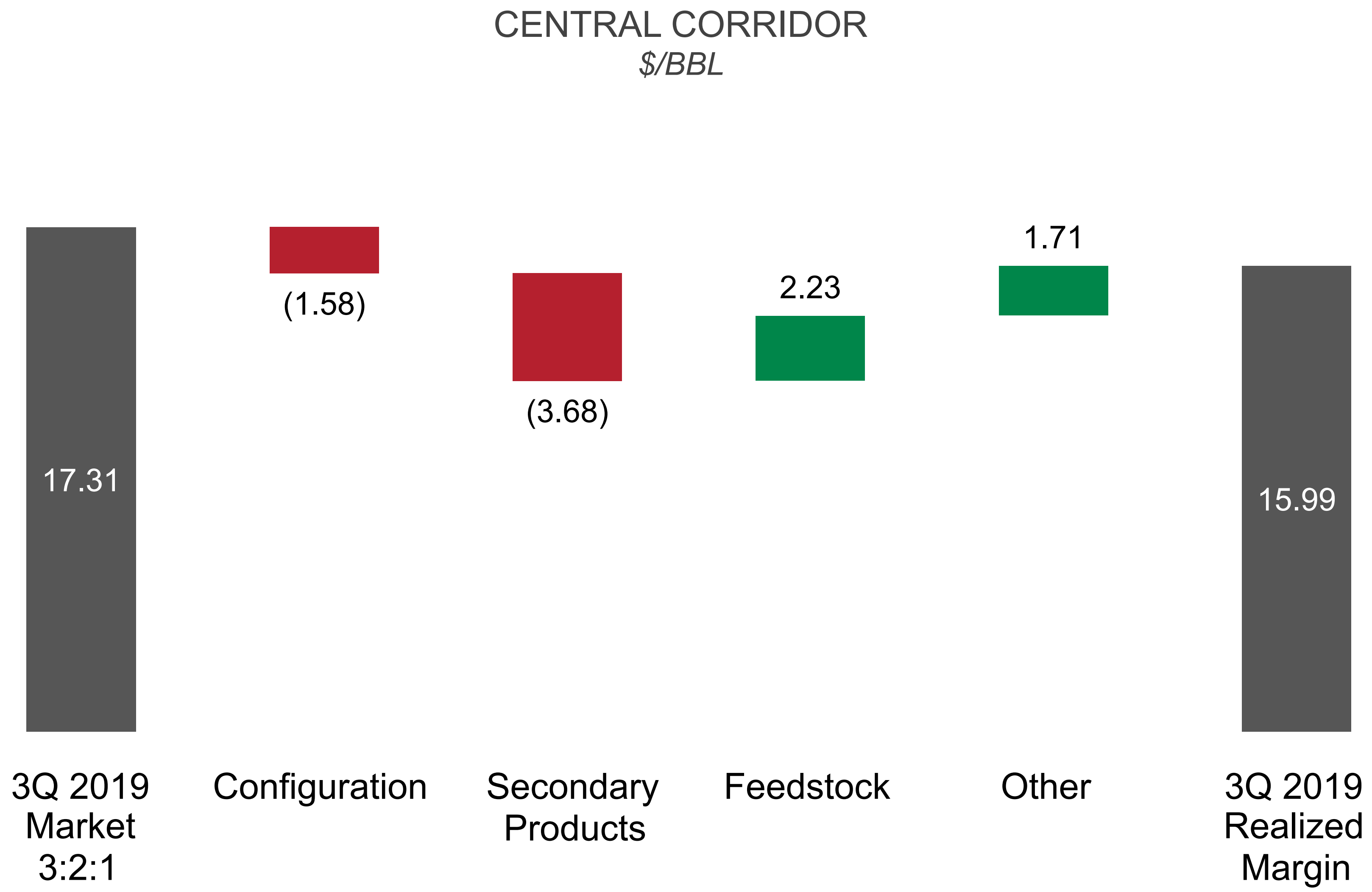


3Q 2019 REFINING MARGINS – MARKET VS. REALIZED

WTI: $56.44/BBL

100% crude utilization

92% market capture



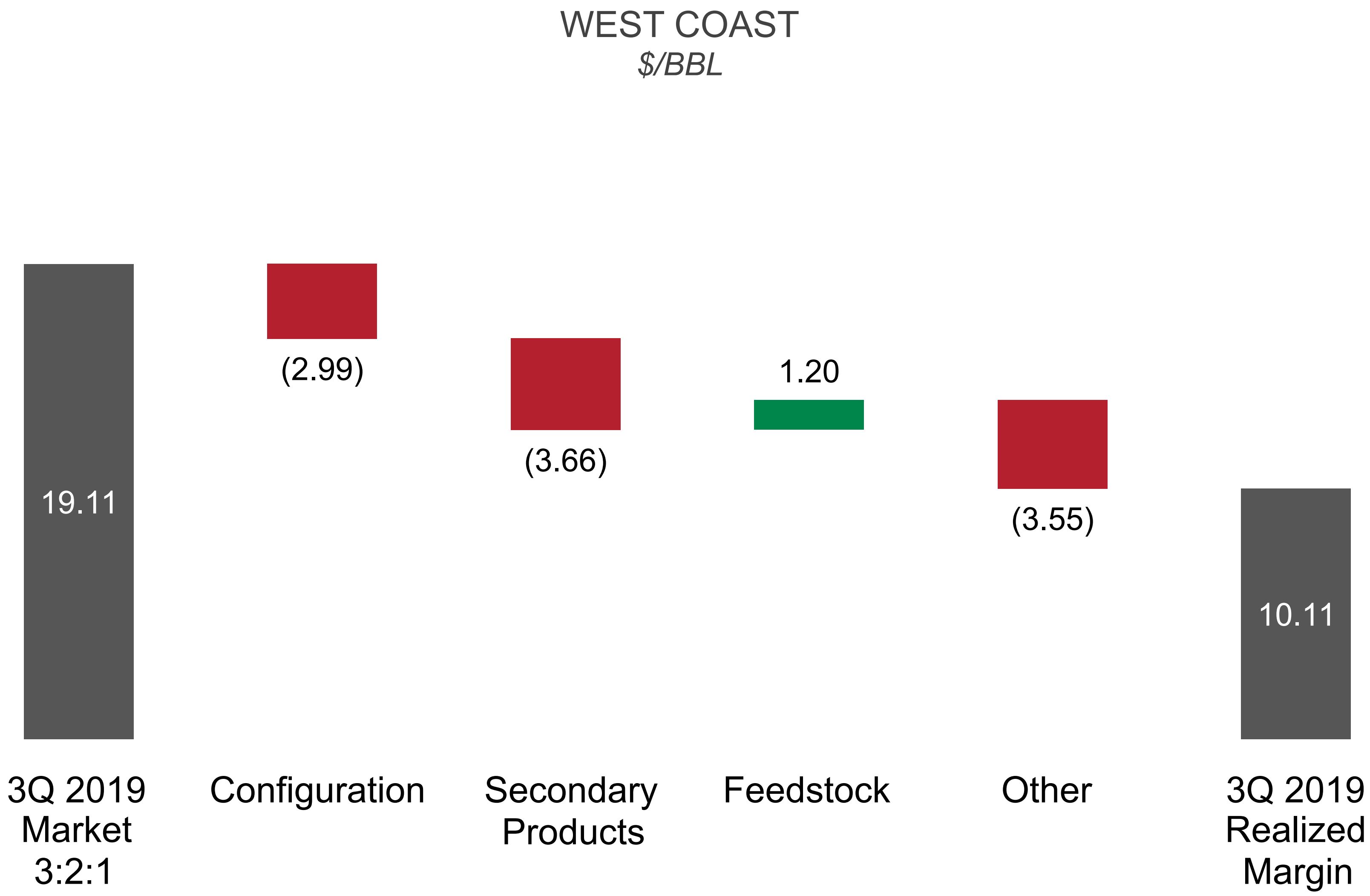
Market 3:2:1 - WTI / Gasoline Unl Sub Octane Group 3 / ULSD Group 3

3Q 2019 REFINING MARGINS – MARKET VS. REALIZED

ANS: $63.07/BBL

97% crude utilization

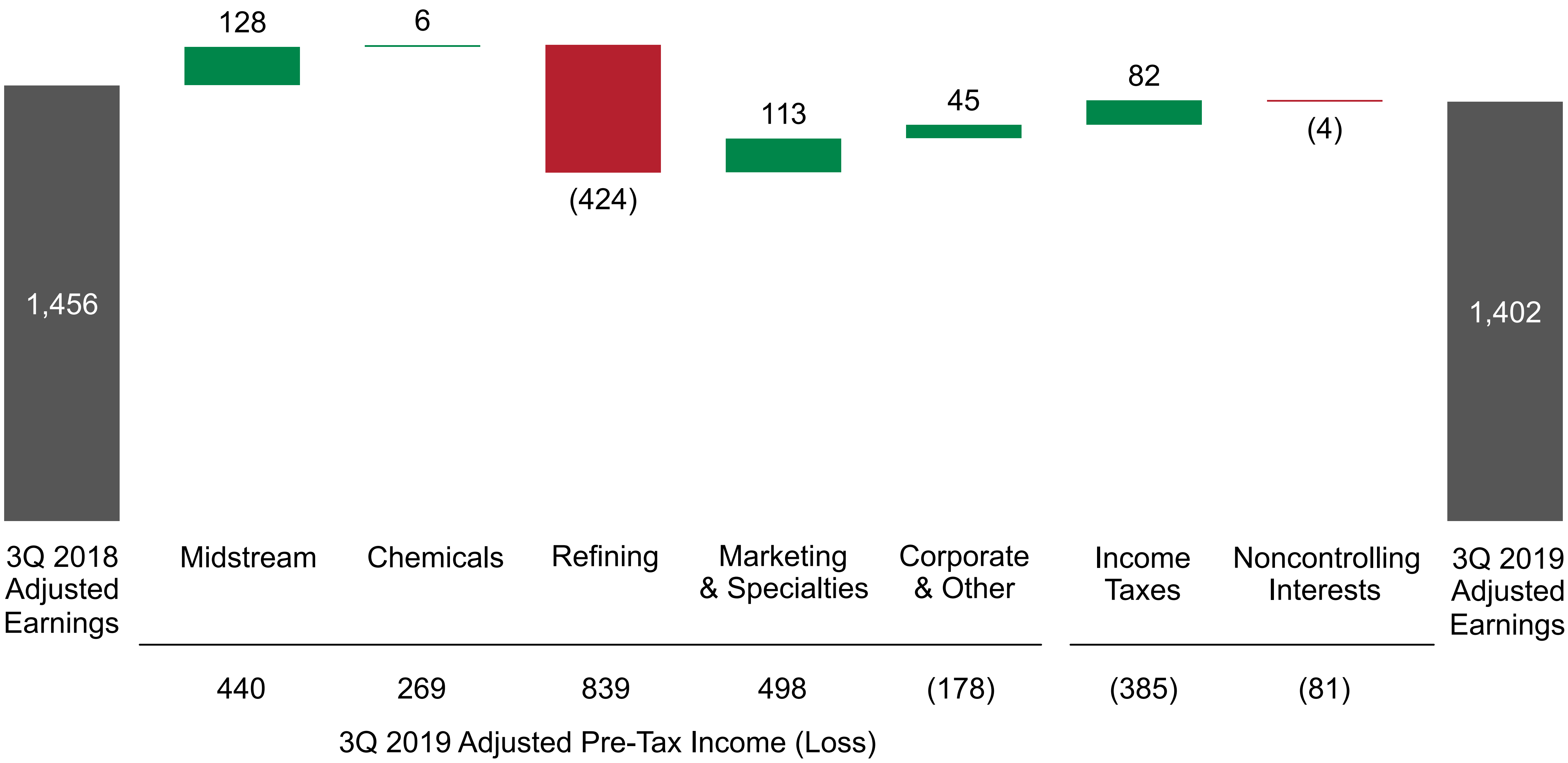
53% market capture



Market 3:2:1 - ANS / Los Angeles CARBOB / Los Angeles No. 2 CARB

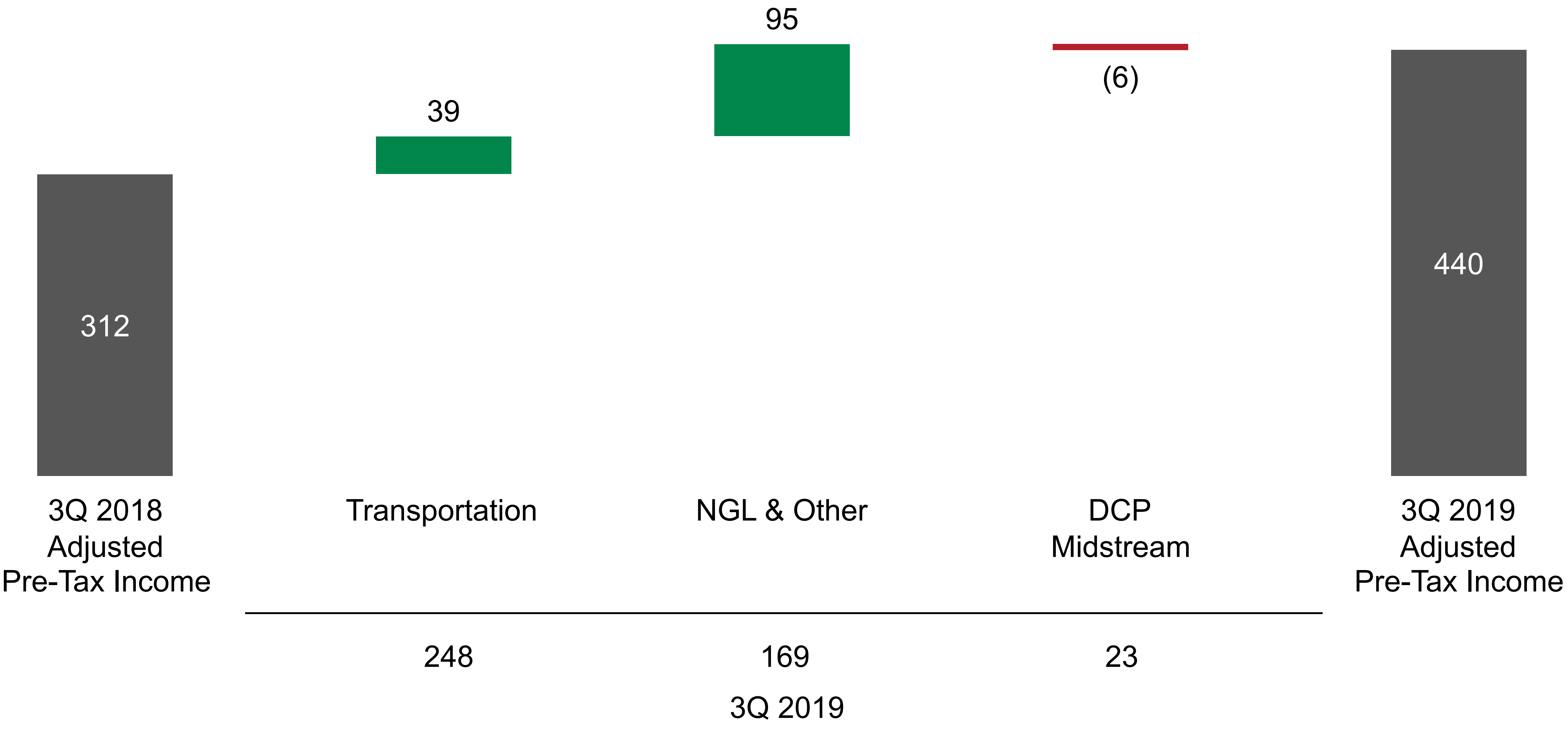
3Q 2019 VS. 3Q 2018 ADJUSTED EARNINGS

$MM



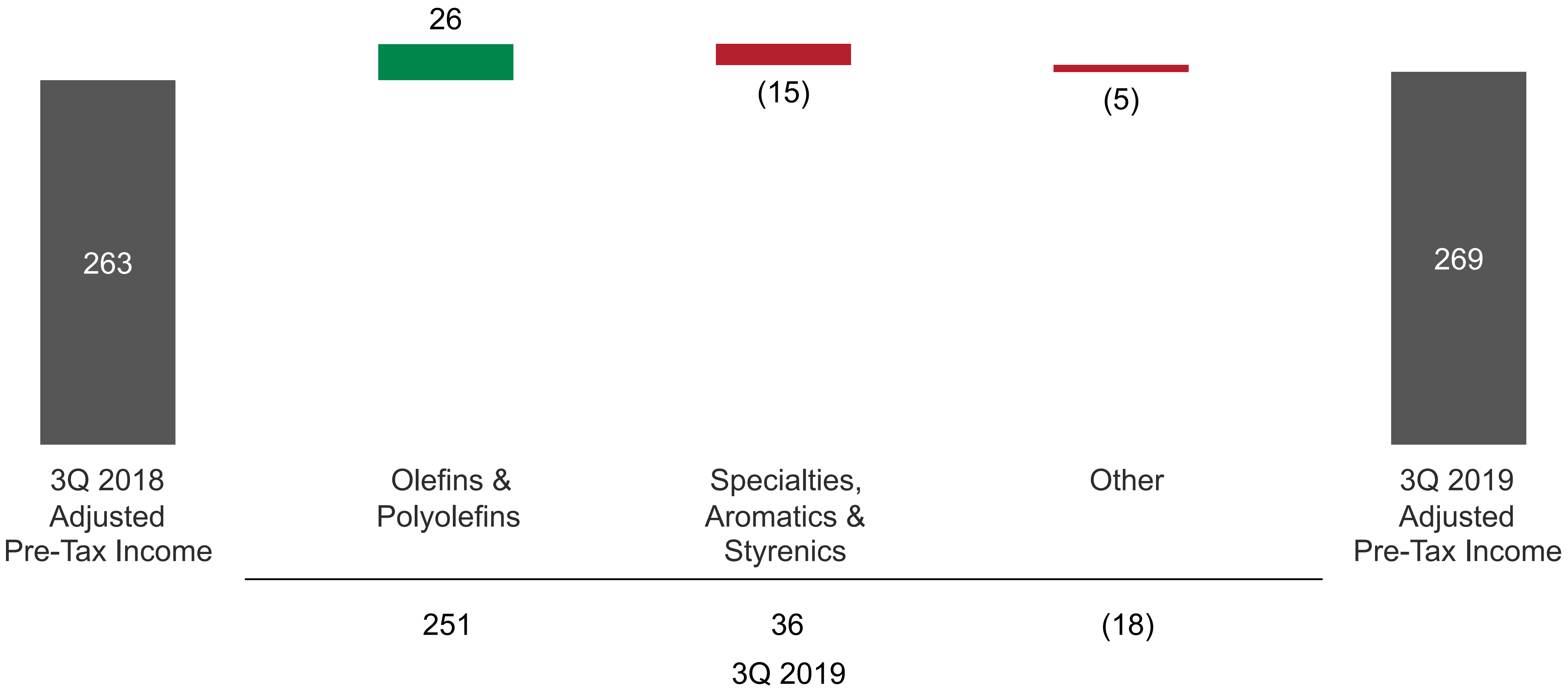
3Q 2019 VS. 3Q 2018 MIDSTREAM ADJUSTED PRE-TAX INCOME

$MM



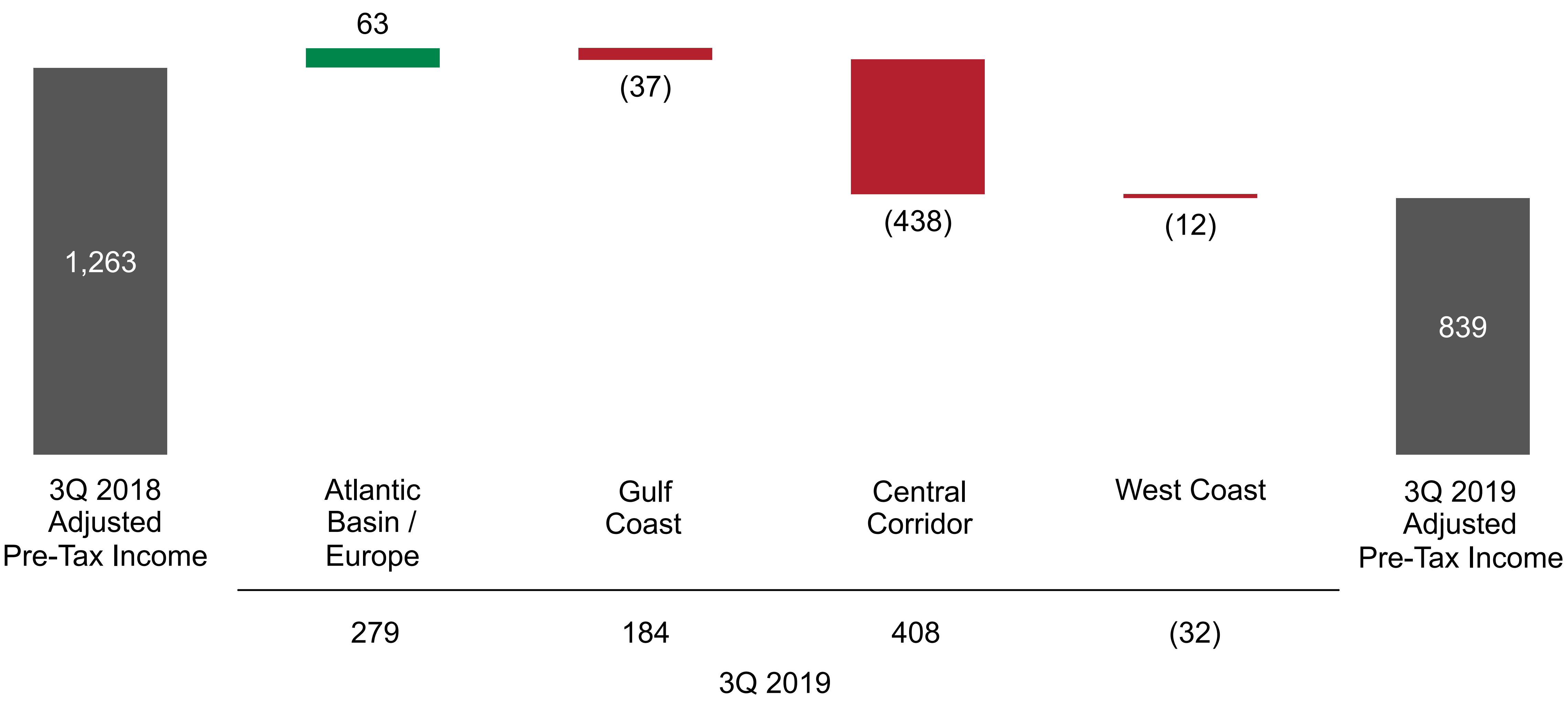
3Q 2019 VS. 3Q 2018 CHEMICALS ADJUSTED PRE-TAX INCOME

$MM



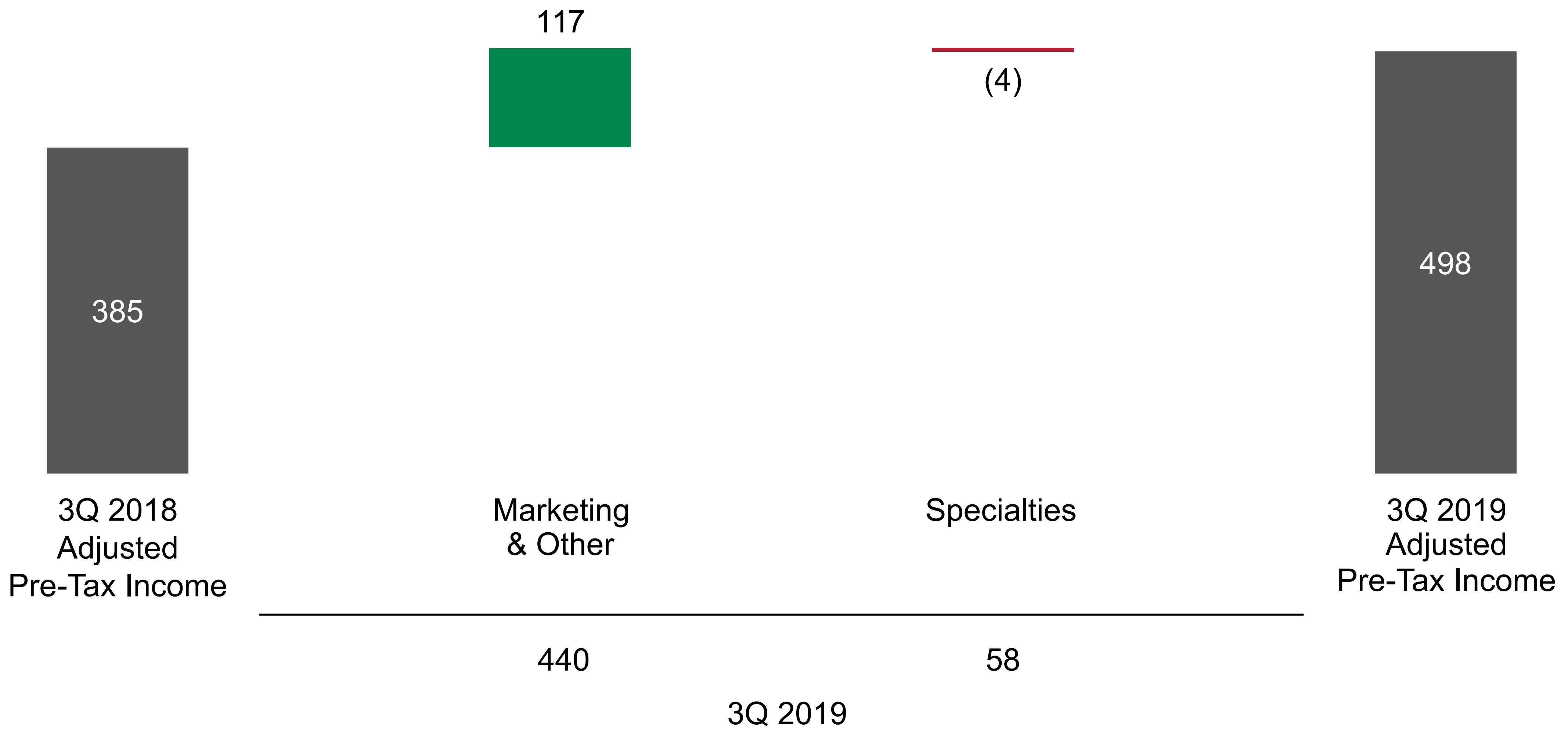
3Q 2019 VS. 3Q 2018 REFINING ADJUSTED PRE-TAX INCOME

$MM

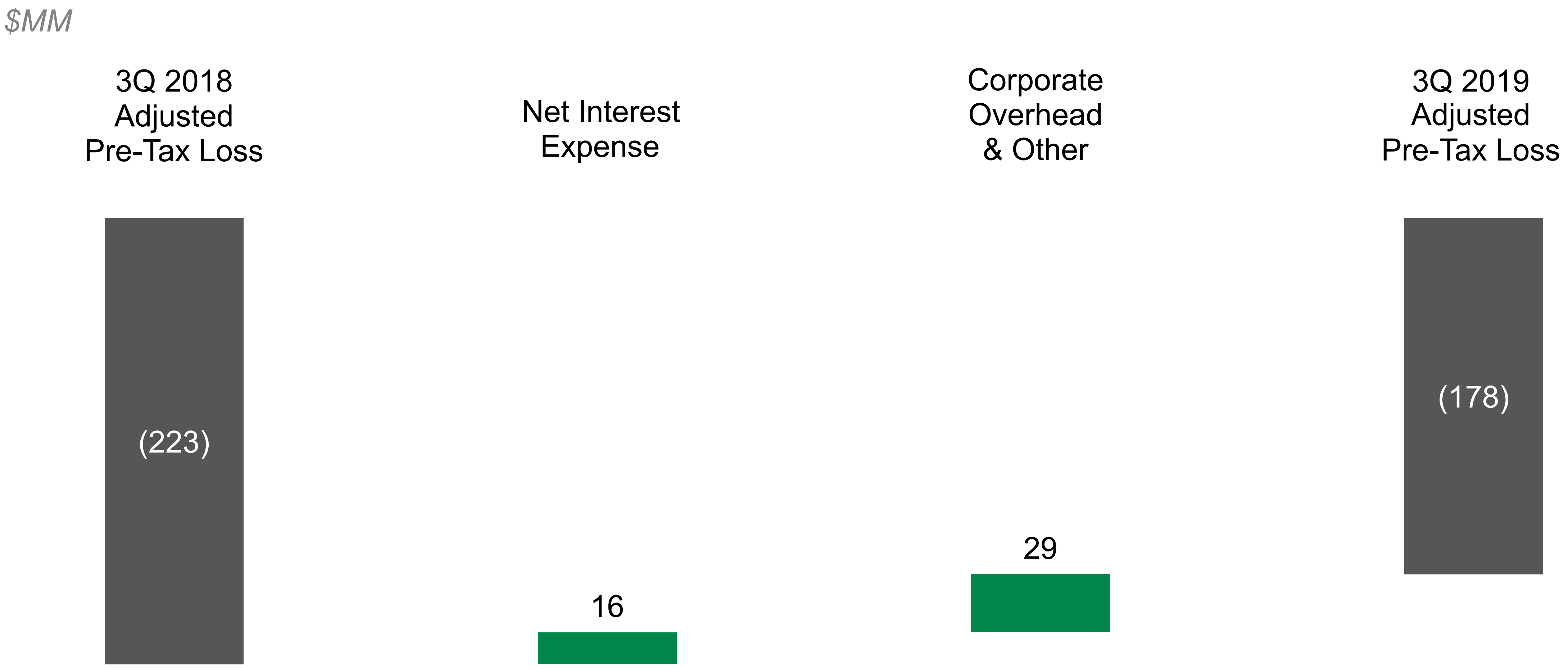


3Q 2019 VS. 3Q 2018 MARKETING AND SPECIALTIES ADJUSTED PRE-TAX INCOME

$MM



3Q 2019 VS. 3Q 2018 CORPORATE AND OTHER ADJUSTED PRE-TAX LOSS



NON-GAAP RECONCILIATIONS

	Millions of Dollars Except as Indicated				
	2019			2018	
	Sep YTD	3Q	2Q	Sep YTD	3Q
Phillips 66					
Consolidated Earnings	$ 2,340	712	1,424	3,355	1,492
Pre-Tax Adjustments:					
Pending claims and settlements	(21)	—	—	21	21
Pension settlement expense	—	—	—	49	49
Impairments	853	853	—	—	—
Impairments by equity affiliates	47	47	—	—	—
Certain tax impacts	—	—	—	(115)	(45)
Asset dispositions	(17)	(17)	—	—	—
Lower-of-cost-or-market inventory adjustments	42	42	—	—	—
Tax impact of adjustments[1]	(231)	(235)	—	11	(6)
U.S. tax reform	—	—	—	(32)	(49)
Other tax impacts	(45)	—	(45)	(5)	(5)
Noncontrolling interests	—	—	—	6	(1)
Adjusted Earnings	$ 2,968	1,402	1,379	3,290	1,456
Earnings Per Share of Common Stock (dollars)	$ 5.13	1.58	3.12	7.03	3.18
Adjusted Earnings Per Share of Common Stock (dollars)[2]	$ 6.51	3.11	3.02	6.89	3.10

1) We generally tax effect taxable U.S.-based special items using a combined federal and state statutory income tax rate of approximately 25 percent. Taxable special items attributable to foreign locations likewise use a local statutory income tax rate. Nontaxable events reflect zero income tax. These events include, but are not limited to, most goodwill impairments, transactions legislatively exempt from income tax, transactions related to entities for which we have made an assertion that the undistributed earnings are permanently reinvested, or transactions occurring in jurisdictions with a valuation allowance.

2) Weighted-average diluted shares outstanding and income allocated to participating securities, if applicable, in the adjusted earnings per share calculation are the same as those used in the GAAP diluted earnings per share calculation.

NON-GAAP RECONCILIATIONS

	Millions of Dollars Except as Indicated					
	2019			2018		
		Sep YTD	3Q	2Q	Sep YTD	3Q
Midstream						
Pre-Tax Income (Loss)	$	279	(460)	423	802	284
Pre-Tax Adjustments:						
Pending claims and settlements		—	—	—	21	21
Pension settlement expense		—	—	—	7	7
Impairments by equity affiliates		47	47	—	—	—
Impairments		853	853	—	—	—
Adjusted Pre-Tax Income	$	1,179	440	423	830	312
Chemicals						
Pre-Tax Income	$	729	227	275	873	263
Pre-Tax Adjustments:						
Lower-of-cost-or-market inventory adjustments		42	42	—	—	—
Adjusted Pre-Tax Income	$	771	269	275	873	263

NON-GAAP RECONCILIATIONS

	Millions of Dollars Except as Indicated					
	2019			2018	
	Sep YTD	3Q	2Q	Sep YTD	3Q
Refining					
Pre-Tax Income	$ 1,641	856	983	2,534	1,232
Pre-Tax Adjustments:					
Pending claims and settlements	(21)	—	—	—	—
Asset dispositions	(17)	(17)	—	—	—
Certain tax impacts	—	—	—	(2)	(1)
Pension settlement expense	—	—	—	32	32
Adjusted Pre-Tax Income	$ 1,603	839	983	2,564	1,263
Marketing and Specialties					
Pre-Tax Income	$ 1,056	498	353	968	423
Pre-Tax Adjustments:					
Pension settlement expense	—	—	—	6	6
Certain tax impacts	—	—	—	(113)	(44)
Adjusted Pre-Tax Income	$ 1,056	498	353	861	385
Corporate and Other					
Pre-Tax Loss	$ (593)	(178)	(205)	(650)	(227)
Pre-Tax Adjustments:					
Pension settlement expense	—	—	—	4	4
U.S. tax reform	—	—	—	(16)	—
Adjusted Pre-Tax Loss	$ (593)	(178)	(205)	(662)	(223)

NON-GAAP RECONCILIATIONS

	Millions of Dollars Except as Indicated					
	2019				2018	
		Sep YTD	3Q	2Q	Sep YTD	3Q
Midstream - Transportation						
Pre-Tax Income	$	696	248	245	536	209
Pre-Tax Adjustments:						
None		—	—	—	—	—
Adjusted Pre-Tax Income	$	696	248	245	536	209
Midstream - NGL and Other						
Pre-Tax Income	$	402	169	143	185	46
Pre-Tax Adjustments:						
Pending claims and settlements		—	—	—	21	21
Pension settlement expense		—	—	—	7	7
Adjusted Pre-Tax Income	$	402	169	143	213	74
Midstream - DCP Midstream						
Pre-Tax Income (Loss)	$	(819)	(877)	35	81	29
Pre-Tax Adjustments:						
Impairments by equity affiliates		47	47	—	—	—
Impairments		853	853	—	—	—
Adjusted Pre-Tax Income	$	81	23	35	81	29

NON-GAAP RECONCILIATIONS

	Millions of Dollars Except as Indicated					
	2019				2018	
		Sep YTD	3Q	2Q	Sep YTD	3Q
Refining - Atlantic Basin / Europe						
Pre-Tax Income	$	547	296	258	265	209
Pre-Tax Adjustments:						
Certain tax impacts		—	—	—	(1)	(1)
Asset dispositions		(17)	(17)	—	—	—
Pension settlement expense		—	—	—	8	8
Adjusted Pre-Tax Income	$	530	279	258	272	216
Refining - Gulf Coast						
Pre-Tax Income	$	288	184	222	576	210
Pre-Tax Adjustments:						
Pension settlement expense		—	—	—	11	11
Adjusted Pre-Tax Income	$	288	184	222	587	221

NON-GAAP RECONCILIATIONS

	Millions of Dollars Except as Indicated				
	2019			2018	
	Sep YTD	3Q	2Q	Sep YTD	3Q
Refining - Central Corridor					
Pre-Tax Income	$ 1,005	408	520	1,632	839
Pre-Tax Adjustments:					
Pending claims and settlements	(21)	—	—	—	—
Pension settlement expense	—	—	—	7	7
Adjusted Pre-Tax Income	$ 984	408	520	1,639	846
Refining - West Coast					
Pre-Tax Income (Loss)	$ (199)	(32)	(17)	61	(26)
Pre-Tax Adjustments:					
Certain tax impacts	—	—	—	(1)	—
Pension settlement expense	—	—	—	6	6
Adjusted Pre-Tax Income (Loss)	$ (199)	(32)	(17)	66	(20)

NON-GAAP RECONCILIATIONS

	Millions of Dollars Except as Indicated				
	2019			2018	
	Sep YTD	3Q	2Q	Sep YTD	3Q
Marketing and Specialties - Marketing and Other					
Pre-Tax Income	$ 872	440	294	781	361
Pre-Tax Adjustments:					
Certain tax impacts	—	—	—	(113)	(44)
Pension settlement expense	—	—	—	6	6
Adjusted Pre-Tax Income	$ 872	440	294	674	323
Marketing and Specialties - Specialties					
Pre-Tax Income	$ 184	58	59	187	62
Pre-Tax Adjustments:					
None	—	—	—	—	—
Adjusted Pre-Tax Income	$ 184	58	59	187	62

NON-GAAP RECONCILIATIONS

	Millions of Dollars (Except as Indicated)					
	3Q 2019					
		Atlantic Basin/ Europe	Gulf Coast	Central Corridor	West Coast	Worldwide
Realized Refining Margins						
Income (loss) before income taxes	$	296	184	408	(32)	856
Plus:						
Taxes other than income taxes		12	23	10	23	68
Depreciation, amortization and impairments		49	66	34	66	215
Selling, general and administrative expenses		10	7	6	8	31
Operating expenses		208	345	125	282	960
Equity in (earnings) losses of affiliates		3	(1)	(69)	—	(67)
Other segment (income) expense, net		(24)	1	(3)	1	(25)
Proportional share of refining gross margins contributed by equity affiliates		19	—	269	—	288
Special items:						
None		—	—	—	—	—
Realized refining margins	$	573	625	780	348	2,326
Total processed inputs (thousands of barrels)		49,895	74,936	26,740	34,498	186,069
Adjusted total processed inputs (thousands of barrels)[1]		49,895	74,936	48,853	34,498	208,182
Income (loss) before income taxes (dollars per barrel)[2]	$	5.93	2.46	15.26	(0.93)	4.60
Realized refining margins (dollars per barrel)[3]	$	11.48	8.34	15.99	10.11	11.18

1) Adjusted total processed inputs include our proportional share of processed inputs of an equity affiliate.
2) Income (loss) before income taxes divided by total processed inputs.
3) Realized refining margins per barrel, as presented, are calculated using the underlying realized refining margin amounts, in dollars, divided by adjusted total processed inputs, in barrels. As such, recalculated per barrel amounts using the rounded margins and barrels presented may differ from the presented per barrel amounts due to rounding.

NON-GAAP RECONCILIATIONS

		2019 September YTD
Numerator ($MM)		
Net Income	$	2,567
After-tax interest expense		271
GAAP ROCE earnings		2,838
After-tax special items		628
Adjusted ROCE earnings		3,466
Denominator ($MM)		
GAAP average capital employed[1]		38,665
2019 Annualized GAAP ROCE		10%
2019 Annualized Adjusted ROCE		12%

1) Capital employed is total equity plus total debt

NON-GAAP RECONCILIATIONS

	Millions of Dollars			
	September 30, 2019			
		Phillips 66 Consolidated	Phillips 66 Partners[1]	Adjusted Phillips 66
Total Debt	$	11,925	3,815	8,110
Total Equity		27,092	2,201	24,891
Debt-to-Capital Ratio		31%		25%
Total Cash & Cash Equivalents	$	2,268	655	1,613
Net Debt-to-Capital Ratio		26%		21%

1) Phillips 66 Partners' third-party debt and Phillips 66's noncontrolling interest attributable to Phillips 66 Partners

NON-GAAP RECONCILIATIONS

	Millions of Dollars			Millions of Dollars		
	3Q 2019			2019 September YTD		
	Growth	Sustaining	Total	Growth	Sustaining	Total
Capital Expenditures and Investments						
Midstream	$ 444	80	524	$ 1,135	167	1,302
Refining	113	141	254	270	375	645
Marketing and Specialties	11	23	34	31	45	76
Corporate and Other	2	53	55	5	145	150
Adjusted Capital Spending	570	297	867	1,441	732	2,173
Capital Spending Funded By Gray Oak Joint Venture Partners	—	—	—	422	—	422
Total	$ 570	297	867	$ 1,863	732	2,595

NON-GAAP RECONCILIATIONS

		Millions of Dollars
		3Q 2019
Effective Tax Rates		
Income before income taxes	$	943
Special items		925
Adjusted income before income taxes	$	1,868
Income tax expense	$	150
Special items		235
Adjusted income tax expense	$	385
GAAP effective tax rate		15.9 %
Adjusted effective tax rate		20.6 %