BP PLC Form 20-F March 03, 2015 Table of Contents

# **UNITED STATES**

# SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

# **FORM 20-F**

(Mark One)

REGISTRATION STATEMENT PURSUANT TO SECTION 12(b) or (g) OF THE SECURITIES EXCHANGE ACT OF 1934

OR

X ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the fiscal year ended 31 December 2014

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

OR

SHELL COMPANY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Commission file number: 1-6262

# BP p.l.c.

(Exact name of Registrant as specified in its charter)

#### **England and Wales**

(Jurisdiction of incorporation or organization)

1 St James s Square, London SW1Y 4PD

**United Kingdom** 

(Address of principal executive offices)

**Dr Brian Gilvary** 

BP p.l.c.

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**United Kingdom** 

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(Name, Telephone, E-mail and/or Facsimile number and Address of Company Contact Person)

Securities registered or to be registered pursuant to Section 12(b) of the Act

Title of each class
Ordinary Shares of 25c each
Floating Rate Guaranteed Notes due May 2015
Floating Rate Guaranteed Notes due November 2015
Floating Rate Guaranteed Notes due 2016
Floating Rate Guaranteed Notes due 2017
Floating Rate Guaranteed Notes due February 2018
Floating Rate Guaranteed Notes due May 2018
Floating Rate Guaranteed Notes due September 2018
Floating Rate Guaranteed Notes due 2019
0.700% Guaranteed Notes due 2015

Name of each exchange on which registered

New York Stock Exchange\*
New York Stock Exchange

3.875% Guaranteed Notes due 2015	New York Stock Exchange
3.125% Guaranteed Notes due 2015	New York Stock Exchange
2.248% Guaranteed Notes due 2016	New York Stock Exchange
3.200% Guaranteed Notes due 2016	New York Stock Exchange
1.375% Guaranteed Notes due 2017	New York Stock Exchange
1.846% Guaranteed Notes due 2017	New York Stock Exchange
1.375% Guaranteed Notes due 2018	New York Stock Exchange
1.674% Guaranteed Notes due 2018	New York Stock Exchange
2.241% Guaranteed Notes due 2018	New York Stock Exchange
4.750% Guaranteed Notes due 2019	New York Stock Exchange
2.237% Guaranteed Notes due 2019	New York Stock Exchange
2.315% Guaranteed Notes due 2020	New York Stock Exchange
2.521% Guaranteed Notes due 2020	New York Stock Exchange
4.500% Guaranteed Notes due 2020	New York Stock Exchange
4.742% Guaranteed Notes due 2021	New York Stock Exchange
3.561% Guaranteed Notes due 2021	New York Stock Exchange
2.500% Guaranteed Notes due 2022	New York Stock Exchange
3.245% Guaranteed Notes due 2022	New York Stock Exchange
2.750% Guaranteed Notes due 2023	New York Stock Exchange
3.994% Guaranteed Notes due 2023	New York Stock Exchange
3.535% Guaranteed Notes due 2024	New York Stock Exchange
3.814% Guaranteed Notes due 2024	New York Stock Exchange
	8

<sup>\*</sup> Not for trading, but only in connection with the registration of American Depositary Shares, pursuant to the requirements of the Securities and Exchange Commission

Securities registered or to be registered pursuant to Section 12(g) of the Act.

#### None

Securities for which there is a reporting obligation pursuant to Section 15(d) of the Act.

# None

Indicate the number of outstanding shares of each of the issuer s classes of capital or common stock as of the close of the period covered by the annual report.

Ordinary Shares of 25c each	20,005,961,293
Cumulative First Preference Shares of £1 each	7,232,838
Cumulative Second Preference Shares of £1 each	5,473,414

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. Yes  $^{\prime\prime}$  No x

If this report is an annual or transition report, indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934. Yes "No x

Note Checking the box above will not relieve any registrant required to file reports pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 from their obligations under those Sections.

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes x No "

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate website, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).\* Yes "No "

\* This requirement does not apply to the registrant in respect of this filing.

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, or a non-accelerated filer. See definition of accelerated filer and large accelerated filer in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer x

Accelerated filer "

Non-accelerated filer "

Indicate by check mark which basis of accounting the registrant has used to prepare the financial statements included in this filing:

U.S. GAAP " International Financial Reporting Standards as issued Other "

by the International Accounting Standards Board x

If Other has been checked in response to the previous question, indicate by check mark which financial statement item the registrant has elected to follow.

Item 17 " Item 18 "

If this is an annual report, indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes "No x

Annual Report and

Form 20-F 2014

bp.com/annualreport

Building a stronger,

safer BP

Who we are

BP is one of the world s leading integrated oil and gas companies. We aim to create long-term value for shareholders by helping to meet growing demand for energy in a safe and responsible way. We strive to be a world-class operator, a responsible corporate citizen and a good employer.

Through our work we provide customers with fuel for transportation, energy for heat and light, lubricants to keep engines moving and the petrochemicals products used to make everyday items as diverse as paints, clothes and packaging. Our projects and operations help to generate employment, investment and tax revenues in countries and communities across the world. We employ around 85,000 people.

# **BP** proposition

We prioritize value over volume by actively managing a high-value upstream and downstream portfolio and investing only where we can apply the distinctive strengths, capabilities and technologies that we have built up over decades.

As a global group, our interests and activities are held or operated through subsidiaries, branches, joint arrangements or associates established in and subject to the laws and regulations of many different jurisdictions. The UK is a centre for trading, legal, finance, research and technology and other business functions. We have well-established operations in Europe, North and South America, Australasia, Asia and Africa.

Our objective is to create shareholder value by growing sustainable free cash flow over the long term. Our disciplined approach enables us to grow distributions to our shareholders over time.

See bp.com/bpproposition

<sup>a</sup> On the basis of market capitalization, proved reserves and production.

Your feedback

Front cover imagery

An operations technician and process engineer perform safety checks on the Atlantis platform in the Gulf of Mexico. The region is an important part of our upstream portfolio and Atlantis is one of four BP-operated platforms there. The Mardi Gras pipeline that stretches across 450 miles of the Gulf moves oil and gas production to onshore facilities from these platforms.

We welcome your comments and feedback on our reporting. Your views are important to us and help us shape our reporting for future years.

You can provide this at *bp.com/annualreportfeedback* or by emailing the corporate reporting team. Details are on the back cover.

BP Annual Report and Form 20-F 2014

# **BP in 2014**

# Information about this report

We have reshaped and repositioned the business for the future, with a clear strategy that has put us on course to grow value for shareholders.

- 1 Strategic report
- 2 BP at a glance
- Chairman s letter 6
- 8 Group chief executive s letter
- Our market outlook 10
- 12 Our business model
- 13 Our strategy
- 18 Our key performance indicators
- 20 Our markets in 2014
- Group performance 21

- 24 **Upstream**
- 29 Downstream
- 33 Rosneft
- Other businesses and corporate 35
- 36 Gulf of Mexico oil spill
- Corporate responsibility **39**
- Our management of risk 46
- Risk factors 48

- 51 Corporate governance
- 52 Board of directors
- **56** Executive team
- **58** Governance overview
- **59** How the board works
- Board effectiveness 61
- 62 Shareholder engagement
- 63 International advisory board
- 63 Internal control revised guidance for directors (Turnbull)
- 64 Audit committee

- Safety, ethics and environment 68 assurance committee
- Gulf of Mexico committee 69
- **71** Nomination committee
- Chairman s committee **71**
- 72 Directors remuneration report

# « Glossary

Words with this symbol« are defined in the glossary on page 252.

- 89 Financial statements
- 94 Consolidated financial statements of 167 Supplementary information on the BP group
- 100 Notes on financial statements

oil and natural gas (unaudited)

207 Additional	disclosures
----------------	-------------

208	Selected financial information	239	Property, plant and equipment
211	Liquidity and capital resources	239	Related-party transactions
213	Upstream analysis by region	239	Corporate governance
			practices
217	Downstream plant capacity	240	Code of ethics
219	Oil and gas disclosures for the group	240	Controls and procedures
225	Environmental expenditure	241	Principal accountants fees and
225	Regulation of the group s business		<u>services</u>
228	<u>Legal proceedings</u>	241	Directors report information
238	International trade sanctions	241	Disclosures required under
239	Material contracts		Listing Rule 9.8.4.R
		241	Cautionary statement

# 243 Shareholder information

244	Share prices and listings	251	Fees and charges payable by
244	<u>Dividends</u>		ADSs holders
245	UK foreign exchange controls on	<b>251</b>	Fees and payments made by
	<u>dividends</u>		the Depositary to the issuer
245	Shareholder taxation information	<b>251</b>	Documents on display
247	Major shareholders	252	<b>Shareholding administration</b>
247	Annual general meeting	252	<b>Exhibits</b>
247	Memorandum and Articles of	252	Abbreviations, glossary and
	<u>Association</u>		trade marks
<b>250</b>	Purchases of equity securities by the		
	issuer and affiliated purchasers		

# 256 Signatures

# 257 Cross reference to Form 20-F

BP Annual Report and Form 20-F 2014 i

#### Information about this report

This document constitutes the Annual Report and Accounts in accordance with UK requirements and the Annual Report on Form 20-F in accordance with the US Securities Exchange Act of 1934, for BP p.l.c. for the year ended 31 December 2014. A cross reference to Form 20-F requirements is included on page 257.

This document contains the Strategic report on pages 1-50 and the inside cover (Who we are section) and the Directors report on pages 51-71, 90, 167-196 and 207-255. The Strategic report and the Directors report together include the management report required by DTR 4.1 of the UK Financial Conduct Authority s Disclosure and Transparency Rules. The Directors remuneration report is on pages 72-88. The consolidated financial statements of the group are on pages 89-166 and the corresponding reports of the auditor are on pages 94-95.

BP Annual Report and Form 20-F 2014 and BP Strategic Report 2014 (comprising the Strategic report and supplementary information) may be downloaded from bp.com/annualreport. No material on the BP website, other than the items identified as BP Annual Report and Form 20-F 2014 or BP Strategic Report 2014 (comprising the Strategic report and supplementary information), forms any part of those documents. References in this document to other documents on the BP website, such as BP Energy Outlook, are included as an aid to their location and are not incorporated by reference into this document.

BP p.l.c. is the parent company of the BP group of companies. The company was incorporated in 1909 in England and Wales and changed its name to BP p.l.c. in 2001. Where we refer to the company, we mean BP p.l.c. Unless otherwise stated, the text does not distinguish between the activities and operations of the parent company and those of its subsidiaries«, and information in this document reflects 100% of the assets and operations of the company and its subsidiaries that were consolidated at the date or for the periods indicated, including non-controlling interests.

BP s primary share listing is the London Stock Exchange. Ordinary shares are also traded on the Frankfurt Stock Exchange in Germany and, in the US, the company s securities are traded on the New York Stock Exchange (NYSE) in the form of ADSs (see page 244 for more details).

The term shareholder in this report means, unless the context otherwise requires, investors in the equity capital of BP p.l.c., both direct and indirect. As BP shares, in the form of ADSs, are listed on the NYSE, an Annual Report on Form 20-F is filed with the SEC. Ordinary shares are ordinary fully paid shares in BP p.l.c. of 25 cents each. Preference shares are cumulative first preference shares and cumulative second preference shares in BP p.l.c. of £1 each.

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UK

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London Stock Exchange symbol BP.

ii BP Annual Report and Form 20-F 2014

BP at a glance Chairman s letter Group chief executive s letter Our market outlook Our business model Our strategy Strategy in action Distinctive capabilities Our key performance indicators Our markets in 2014

Table of Contents 14

Group performance

10-point plan performance

Financial and operating performance <u>Upstream</u>

**Downstream** 

Rosneft

Other businesses and corporate

Gulf of Mexico oil spill

Corporate responsibility

**Safety** 

Environment and society
Employees
Our management of risk

Risk factors

BP at a glance

2 BP Annual Report and Form 20-F 2014

« Defined on page 252.

BP Annual Report and Form 20-F 2014 3

BP around the world

4 BP Annual Report and Form 20-F 2014

« Defined on page 252.

BP Annual Report and Form 20-F 2014 5

Chairman s letter

## 10-year dividend history

Dear fellow shareholder,

## **UK** (pence per ordinary share)

and a feeling of progress in most of the world s economies after several challenging years. However, the year ended with significant uncertainties. BP operates in a geopolitical environment that has become more turbulent and the price of oil has significantly declined, returning to a pattern of volatility not seen for several years. The industry must adapt rapidly. Even before the recent volatility, we have taken measures to streamline and reshape BP. We believe we are well positioned to meet the challenges of the

We started 2014 with confidence in the overall development of the world

US (cents per ADS)

coming years.

One ADS represents six 25 cent ordinary shares.

In 2011, we set out our 10-point plan with clear goals that we have delivered over the last three years. This is a significant achievement for Bob Dudley and his team. It marks a major step in refocusing the company after the tragic events of 2010 when 11 people lost their lives in the Deepwater Horizon accident—something we must never forget. Our strategic progress has to be tempered by the finding of gross negligence in the Clean Water Act litigation in the US, which we strongly disagree with and are appealing.

#### **Strategy**

Completing the 10-point plan does not mean that our work is done. Far from it. The board continues to be deeply involved in discussing and shaping our strategy with its clear priorities, quality portfolio and distinctive capabilities.

We successfully sold assets at a time of higher oil prices and are now going through a rapid cost adjustment to address this new landscape and improve our underlying business performance. We are refocusing our approach to producing hydrocarbons in the US Lower 48 and we are resetting our operations across the entire business. This is all taking place without compromising on safety. Our recent strategic partnership with Chevron in the Gulf of Mexico demonstrates what we mean by value over volume through a new ownership and operating model. Our goals are to make

investment choices that play to our strengths, increase sustainable free cash flow and grow our distributions to shareholders.

We began a number of these initiatives earlier in 2014, putting us ahead of the current oil price pressures. These strategic actions will continue and more will be necessary as we respond to short-term imperatives. We aim to ensure that BP builds on its distinctive strengths in 2015 and beyond.

#### **Shareholder distributions**

The improved performance over the year and progress in strategic delivery has led to the board s decision to increase the dividend. During 2014, the board reviewed the dividend twice and each time raised it by 2.6%. These increases are part of our strategy to grow distributions. During 2014 BP completed its \$8-billion share buyback programme using proceeds from the sale of our interest in TNK-BP. Shares worth a further \$2.3 billion were also bought back in the year. In the present environment, returns to shareholders remain a key priority.

6 BP Annual Report and Form 20-F 2014

# **Board performance**

For information about the board and its committees see page 51.

#### Remuneration

For information about our directors remuneration see page 72.

#### **Oversight**

The board has continued to maintain oversight of performance, risk and financial efficiency and kept a constant scrutiny on safety. Each year we review and monitor the group level risks through our own work and our committees, who carry out the majority of the work, leaving the board free to address strategic issues.

There are, however, longer-term issues on which we also have to focus, such as carbon and its role in climate change. It is clear that it is for governments and regulators to set the boundary conditions to address these issues and we will develop our business within their framework. For example, we already factor a price for carbon into our project evaluation. We recognize that we need to play our part in informing this debate and we do this through our projections for future world energy markets in the *BP Energy Outlook 2035*. Throughout, we must remain alert to developments that may alter the world in which we operate. The board is recommending that shareholders support the resolution at the annual general meeting seeking greater transparency of reporting in this important area.

#### **Governance and succession**

The board regularly considers how it operates and the appropriate composition and mix around the board table both to respond to today s challenges and BP s future strategic direction. Antony Burgmans, the current chair of the remuneration committee, will stand down as a director in 2016. In anticipation of his departure, Dame Ann Dowling will take over the chair of that committee during 2015. We have also considered the chairs and membership of all other committees. In 2012, upon Andrew Shilston joining the board and being appointed the senior independent director, we announced that Antony Burgmans would retain a role as an internal sounding board. This role will cease after the annual general meeting. Andrew will join the remuneration and nomination committees.

I would like to welcome Alan Boeckmann who joined the board as a non-executive director in July. Alan brings deep experience of contractor management, procurement and project delivery in our industry following his career in Fluor Corporation. Alan will be joining the remuneration committee after the annual general meeting. Our longest serving director, Iain Conn, left the company in December to

become chief executive of Centrica after an almost 30-year career with BP, spanning different businesses and regions. George David will retire from the board at our AGM in April. My fellow directors and I thank both Iain and George for their huge contributions and work on behalf of the board.

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Top: Members of BP s safety, ethics and environmental assurance committee (SEEAC) in Azerbaijan.

I would also like to thank Bob Dudley, his team, my board colleagues and all our employees for all that they have done. Finally, my thanks go to you, our shareholders, for the support you have shown us during the year.

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Bottom: Cynthia Carroll attends a briefing during a visit to Brazil with SEEAC.

# **Carl-Henric Svanberg**

Chairman

3 March 2015

BP Annual Report and Form 20-F 2014

7

Group chief executive s letter

94.9%

Dear fellow shareholder,

2014 refining availability.

90%

The year 2014 was pivotal for BP. Despite the increasingly challenging business environment, we completed the 10-point plan we had set out in 2011 to make BP a safer, stronger, better performing business. Compared with three years ago, we have reduced safety-related incidents, delivered strong operating efficiencies and met our target to increase operating cash flow by more than 50%.

Upstream BP-operated plant efficiency«.

Our performance is important, not only because we achieved our targets, but because we did what we said we would do. I know how important it is to shareholders that we continue delivering on our commitments.

2014 was a turbulent year—for BP and the industry. Oil prices fell dramatically and returned to their familiar pattern of volatility, after several exceptional years in which they remained above \$100 per barrel. I expect these lower and more volatile prices to continue through 2015 and likely longer. We are now resetting the business to deliver value in this new context, scaling back capital spending and reducing costs, while always maintaining our primary focus on safety.

Our efforts over the past three years have helped prepare us to face the new oil price challenge with resilience. We have reshaped and strengthened our portfolio through a divestment programme, reduced our costs to reflect a smaller footprint and articulated a strategy based on clear priorities, a quality portfolio and distinctive capabilities.

#### **Clear priorities**

Safe and reliable operations will always be our first priority. While we have made real progress in the past three years, sadly there were three workforce fatalities in 2014, in accidents at a German refinery, a UK North Sea platform and an Indonesian petrochemicals plant. Our thoughts are with the

families and friends of those who died and we will implement the lessons from these tragic events.

Since 2011 we have reduced the number of tier 1 and tier 2 process safety events—the most serious incidents, leaks, spills and other releases. After making very good progress in 2013, we saw a higher number of such incidents in 2014. We are renewing our efforts to ensure conformance with our operating management system, allied to the right personal behaviours, taking great care in everything we do.

We clearly demonstrated capital discipline through 2014, restricting spending to around \$23 billion, relative to guidance of \$24-25 billion. We also saw good project execution as we met our plans to bring onstream seven start-up projects.

# **Quality portfolio**

We continue to actively manage our portfolio, focusing on assets which play to our strengths and divesting assets that no longer fit our strategy. In both our Upstream and Downstream businesses, we are taking a rigorous approach to capital allocation and concentrating on efficiency and competitiveness in our activities. Making the right investment choices is of the highest priority.

8 BP Annual Report and Form 20-F 2014

# Delivery of our 10-point plan

For details of our performance against the plan see page 21.

## **Our strategy**

For more on our strategic priorities and longer-term objectives see page 13.

# Having completed our \$38-billion divestment programme ahead of schedule, we committed to make a further \$10 billion of divestments by the end of 2015. By the end of 2014 we had agreed transactions amounting to \$4.7 billion.

We grew our exploration position during the year, with new access in five areas and hydrocarbon discoveries in the Gulf of Mexico, Brazil,

the North Sea, Egypt and Angola. We began operating our onshore oil and gas operations in the Lower 48 states of the US as a separate

performance from fuels marketing, increased our capacity to refine heavy crude and shale oil in the US, maintained the focus on premium

business in January 2015. In the Downstream, we improved

brands and growth markets in lubricants and reviewed the

petrochemicals business to increase its earnings potential.

# Our key performance indicators

Find out how we measure our performance on page 18.

Distinctive capabilities

BP s distinctive capabilities of advanced technology, proven expertise and strong relationships underpin our progress. We have invested over the years to be a specialist in several key areas of technology. For example, in 2014 we started using robots to test enhanced oil recovery options, helping us reduce time to production.

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Top: Bob Dudley at the World Petroleum Congress in Moscow.

q

Bottom: Bob Dudley congratulates winners at the Helios awards where teams from across the world are recognized for their contributions to building a safer, stronger BP in line with our values.

The expertise of our people is central to our progress so developing our employees in critical areas is an ongoing activity. For example, we run specialist academies dedicated to global wells expertise and safety and operational risk, as well as other areas.

Strong relationships remain vital with communities, governments, partners, suppliers, staff and shareholders. The rapid progress made on the Southern Corridor project, which will pipe natural gas from the Caspian Sea to markets as far away as Italy, is just one example. With our partners, we have already awarded more than \$9 billion of contracts to make, transport and install facilities.

#### A challenging environment

In 2015 we entered a very different landscape from that in which we began last year. The lower oil price presents formidable challenges for the industry. In these volatile times, BP continues to drive capital discipline by constraining the total level of capital spend in any one year, taking account of the opportunities available and the flexibility of our balance sheet.

Meanwhile, we continue to manage issues specific to BP. The legal proceedings in the US associated with the Deepwater Horizon accident and oil spill continue. In the first trial phase the judge issued a finding of gross negligence and wilful misconduct. We strongly disagree with these findings and have appealed. In the second phase the court found no gross negligence in our source control efforts and ruled that 3.19 million barrels of oil were discharged into the Gulf of Mexico. We have also appealed this ruling. The penalty phase trial finished in February, with the ruling to come at a later date. In all of the proceedings, we are seeking fair and just outcomes while protecting the best interests of our shareholders.

Our investment in Rosneft, funded from the proceeds of our sale of TNK-BP in 2013, continues to attract attention. Our approach is to comply with all relevant sanctions and otherwise to maintain our distinctive, long-term investment and relationship with Rosneft in a country that holds some of the world s largest oil and gas resources. There is strong interdependence between Russia and its trading partners, and I believe that over time such commercial links tend to ease tensions rather than exacerbate them.

The BP of 2015 is a robust and resilient business, a global team that has been through some of the most difficult times an organization can face and emerged stronger, safer and better than before.

**Bob Dudley** 

Group chief executive

3 March 2015

« Defined on page 252.

BP Annual Report and Form 20-F 2014 9

#### Our market outlook

We believe that a diverse mix of fuels and technologies will be essential to meet the growing demand for energy and the challenges facing our industry.

# Our markets in 2014

See page 20 for information on oil and gas prices in 2014.

How BP is preparing for the near-term outlook

We exercise capital discipline by constraining the total level of capital spend and the number of projects sanctioned each year.

We sanction upstream projects at \$80 per barrel, while testing projects for resilience at \$60<sup>a</sup> per barrel.

Our balance sheet gives us resilience to withstand a period of low prices.

With a third of our production from production-sharing agreements and an increasing portfolio of high-quality gas projects, we are reducing our vulnerability to global oil price movements.

#### Near-term outlook

Oil prices, after around four years of averaging around \$100 per barrel, have fallen by more than 50%. This reflects strong production growth in the US, increases in global supply elsewhere and weaker global demand. Prices weakened further following OPEC s decision in November to maintain production.

Prices are expected to remain low through the near term, at least. And while we anticipate supply chain deflation by 2016 and beyond, as industry costs follow oil prices with a lag, this will be a tough period of intense change for the industry as it adapts to this new reality.

#### Long-term outlook

Population and economic growth are the main drivers of global energy demand. The world s population is projected to increase by 1.6 billion from 2013 to 2035,

Affordability fossil fuels can become more difficult to access as the easiest and highest quality resources are depleted first, and many non-fossil fuel resources remain costly to produce at scale.

Continued advances in technology and energy-industry productivity are required to deliver affordable, sustainable and secure energy. The shale gas revolution demonstrates the potential impact of such developments.

# Effective policy

We believe governments must set a stable framework to encourage private sector investment and to help consumers choose wisely. This includes secure access for the exploration and development of energy resources; mutual benefits for resource owners and development partners; and an appropriate legal and regulatory environment with an economy-wide price on carbon.

Energy efficiency

Greater efficiency helps with

affordability because less energy is

reduces dependence on imports; and

needed; with security because it

reduces emissions. Innovation can

technology, bringing down cost and

increasing efficiency. In transport,

energy-efficient technologies and biofuels could offer the most cost-effective pathway to a secure,

31

with sustainability because it

play a key role in improving

for example, we believe

lower-carbon future.

We continue to right-size the group s cost base to align with BP s smaller footprint.

<sup>a</sup> In real terms based to 2012.

and the world economy is likely to more than double in size over the same period. Improvements to energy efficiency, further stimulated by new climate policies and a shift towards less energy-intensive activities in fast-growing economies will restrain the growth of energy consumption. But we still expect world demand for energy to increase by as much as 37% between 2013 and 2035, with 96% of the growth in non-OECD countries.

Energy resources are available to meet this growing demand, but developing these resources presents a number of challenges:

Sustainability action is needed to limit carbon dioxide (CO<sub>2</sub>) and other greenhouse gases emitted through fossil fuel use.

Supply security more than 60% of the world s known reserves of natural gas are in just five countries, and more than 80% of global oil reserves are located in nine countries, often distant from the hubs of energy consumption.

For further detail on the projections of future energy trends contained in this section, please refer to *BP Energy Outlook* 2035.

Table of Contents

10 BP Annual Report and Form 20-F 2014

# **Energy consumption by region**

(billion tonnes of oil equivalent)

Source: BP Energy Outlook 2035.

# **Energy consumption by fuel**

(billion tonnes of oil equivalent)

\*Includes biofuels.

Source: BP Energy Outlook 2035.

#### A diverse mix

We believe a diverse mix of fuels and technologies can enhance national and global energy security while supporting the transition to a lower-carbon economy. These are reasons why BP s portfolio includes oil sands, shale gas, deepwater oil and gas and biofuels.

## Oil and natural gas

Oil and natural gas are likely to play a significant part in meeting demand for several decades. We believe these energy sources will represent about 54% of total energy consumption in 2035. Even under the International Energy Agency s most ambitious climate policy scenario (the 450 scenario<sup>a</sup>), oil and gas would still make up 49% of the energy mix in 2030 and 43% in 2040.

#### Renewables

Renewables will play an increasingly important role in addressing the long-term challenges of energy security and climate change. They are already the fastest-growing energy source, but are starting from a low base. By 2035, we estimate renewable energy, excluding large-scale hydroelectricity, is likely to meet around 8% of total global energy demand.

Temporary policy support is needed to help commercialize lower-carbon options and technologies, but they will ultimately need to become commercially self-sustaining, supported only by a carbon price.

#### Beyond 2035

We expect oil to remain the dominant source for transport fuels, accounting for almost 90% of demand in 2035.

Natural gas, in particular, is likely to play an increasing role in meeting global energy demand. By 2035 gas is expected to provide 26% of global energy, matching the share of coal. Natural gas produces about half as much CO<sub>2</sub> as coal per unit of power generated, so increasing the share of gas versus coal helps to restrain greenhouse gas emissions. Shale gas has already had a significant impact

We expect that growing population and per capita incomes will continue to drive growing demand for energy. These dynamics will be shaped by future technology developments, changes in tastes, and future policy choices all of which are inherently uncertain. Concerns about energy security, affordability and environmental impacts are all likely to be important considerations. These factors may accelerate the trend towards more diverse sources of energy supply, a lower average carbon footprint, increased efficiency and demand

on US gas prices and demand, and is expected to contribute 47% of the growth in global natural gas supplies between 2013 and 2035.

management.

New sources of hydrocarbons may be more difficult to reach, extract and process. BP and others in our industry are working to improve techniques for maximizing recovery from existing and currently inaccessible or undeveloped fields. In many cases, the extraction of these resources might be more energy-intensive, which means operating costs and greenhouse gas emissions from operations may also increase. <sup>a</sup> From World Energy Outlook 2014. <sup>©</sup> OECD/International Energy Agency 2014, page 607. The IEA s 450 policy scenario assumes governments adopt commitments to limit the long-term concentration of greenhouse gases in the atmosphere to 450 parts-per-million of CO<sub>2</sub> equivalent.

#### **Our strategy**

Find out how BP can help meet energy demand for years to come on page 13.

Our projections of future energy trends and factors that could affect them, based on our views of likely economic and population growth and developments in policy and technology. Also available in Excel and video format.

We provide a long-term technology view on future trends and their potential impact on the energy system. This helps assess lessons learned from technology s evolution and how it may shape our future energy choices.

See bp.com/energyoutlook

See bp.com/energy-technology-

future

Our business model

We aim to create value for our investors and benefits for the communities and societies where we operate.

A process engineer monitors instrument readings at our Castellón refinery in Spain. The refinery has the flexibility to run sour, heavy and highly acidic crudes.

{

In Trinidad & Tobago we are the largest hydrocarbon producer, accounting for about 50% of the nation s oil and gas.

We believe the best way to achieve sustainable success as a group is to act in the long-term interests of our shareholders, our partners and society. By supplying energy, we support economic development and help to improve quality of life for millions of people. Our activities also generate jobs, investment, infrastructure and revenues for governments and local communities.

Our business model spans everything from exploration to marketing. We have a diverse integrated portfolio that is focused and adaptable to prevailing conditions. Integration across the group allows us to share functional excellence more efficiently across areas such as safety and operational risk, environmental and social practices, procurement, technology and treasury management.

Every stage of the hydrocarbon value chain offers opportunities for us to create value, through both the successful execution of activities that are core to our industry, and the

application of our own distinctive strengths and capabilities in performing those activities.

A relentless focus on safety remains the top priority for everyone at BP. Rigorous management of risk helps to protect the people at the front line, the places where we operate and the value we create. We understand that operating in politically complex regions and technically demanding geographies requires particular sensitivity to local environments.

## Illustrated business model

For an at a glance overview of our business model see page 2.

# Our businesses

For more information on our upstream and downstream business models, see pages 24 and 29 respectively.

Our business model

g

Finding oil and gas

Developing and extracting

g

Transporting and trading g

Manufacturing and marketing

First, we acquire the rights to explore for oil and gas. Through our exploration activities we are able to renew our portfolio, discover new resources and replenish our development options.

When we find hydrocarbon resources, we aim to create value by progressing them into proved reserves or by divesting if they do not fit with our strategy. If we believe developing and producing the reserves will be advantageous for BP, we produce the oil and gas, then sell it to the market or distribute it to our downstream facilities.

We move oil and gas through pipelines and by ship, truck and rail. Using our trading and supply skills and knowledge, we buy and sell at each stage of the value chain. Our presence across major trading hubs gives us a good understanding of regional and international markets and allows us to create value through entrepreneurial trading.

Using our technology and expertise, we manufacture fuels and products, creating value by seeking to operate a high-quality portfolio of well- located assets safely, reliably and efficiently. We market our products to consumers and other end-users and add value through the strength of our brands.

BP Annual Report and Form 20-F 2014

#### Our strategy

Our goal is to be a focused oil and gas company that delivers value over volume.

An operator commissions a steam system at the Whiting refinery in the US.

{

Technical operations onboard our floating production, storage and offloading vessel in Angola.

We prioritize value over volume by actively managing a high-value upstream and downstream portfolio and investing only where we can apply the distinctive strengths, capabilities and technologies we have built up over decades.

Our objective is to create shareholder value by growing sustainable free cash flow« over the long term. Our disciplined approach enables us to grow distributions to our shareholders over time.

We are pursuing our strategy by setting clear priorities, actively managing a quality portfolio and employing our distinctive capabilities.

#### **Clear priorities**

First, we aim to run safe, reliable and compliant operations leading to better operational efficiency and safety performance. We also aim to achieve competitive project execution, which is about delivering

# **Distinctive capabilities**

Our ability to deliver against our priorities and build the right portfolio depends on our distinctive capabilities. We apply advanced technology across the hydrocarbon value chain, from finding resources to developing energy-efficient and high-performance products for customers. We work to develop and maintain strong relationships with governments, partners, civil society and others to enhance our operations in almost 80 countries across the globe. And the proven expertise of our employees comes to the fore in a wide range of disciplines.

#### Our strategy in action

See how we are delivering our strategy on page 14.

# Our key performance indicators

See how we measure our progress on page 18.

projects efficiently so they are on time and on budget. And we aim to make disciplined financial choices in support of growth in operating cash« from our businesses, disciplined allocation of capital and financial resilience.

#### **Risks**

Find out how we manage the risks to our strategy on page 46.

# **Quality portfolio**

We undertake active portfolio management to concentrate on areas where we can play to our strengths. This means we continue to grow our exploration position, reloading our upstream pipeline. We focus on high-value upstream assets in deep water, giant fields and selected gas value chains. And, in our downstream businesses, we plan to leverage our newly upgraded assets, customer relationships and technology to grow operating cash flow.

Our portfolio of projects and operations is focused where we believe we can generate the most value, and not necessarily the most volume, through our production.

« Defined on page 252.

BP Annual Report and Form 20-F 2014 13

Our strategy in action

14 BP Annual Report and Form 20-F 2014

How we deliver	How we measure	Strategy in action in 2014	
We prioritize the safety and reliability of our operations to protect the welfare of our workforce and the environment. This also helps preserve value and secure our right to operate around the world.	Recordable injury frequency, loss of primary containment, greenhouse gas emissions, tier 1 process safety events.	Running reliably  Running operations safely is Air BP s first priority.  See page 40.	tier 1 process safety events.
We rigorously screen our investments and we work to keep our annual capital expenditure within a set range. Ongoing management of our portfolio helps ensure focus on more value-driven propositions. We balance funds between shareholder distributions and investment for the future.	Operating cash flow, gearing, total shareholder return, underlying replacement cost profit per ordinary share.	An alternative solution to increase long-term value.  See page 21.	\$32.8bn operating cash flow.
We seek efficient ways to deliver projects on time and on budget, from planning through to day-to-day operations. Our wide-ranging project experience makes us a valued partner and enhances our ability to compete.	Major project delivery.	Unlocking hidden resources  Using our advanced technology and exploration experience to access gas in Oman.  See page 27.	major project start-ups in Upstream.
We target basins and prospects with the greatest potential to create value, using our leading subsurface capabilities. This allows us to build a strong pipeline of future growth opportunities.	Reserves replacement ratio.	Extending the life of the North Sea  Our latest discovery demonstrates the basin s ongoing potential.  See page 28.	reserves replacement ratio. <sup>a</sup>
We are strengthening our portfolio of high-return and longer-life assets across deep water, giant fields and gas value chains to provide BP with	Production.	Committing to the future  Increasing production in the	million barrels of oil equivalent per day. <sup>a</sup>

momentum for years to come.

Gulf of Mexico.

See page 25.

We benefit from our high-performing fuels, lubricants, petrochemicals and biofuels businesses. Through premium products, powerful brands and supply and trading, Downstream provides strong

cash generation for the group.

Refining availability.

**Driving success** 

94.9%

Our retail partnership with Marks & Spencer is

refining availability.

Marks & Spencer is driving sales growth.

See page 31.

Creating shareholder value by generating

sustainable free cash flow

#### Advanced technology

We develop and deploy technologies we expect to make the greatest impact on our businesses from enhancing the safety and reliability of our operations to creating competitive advantage in energy discovery, recovery, efficiency and products.

#### Strong relationships

We aim to form enduring partnerships in the countries in which we operate, building strong relationships with governments, customers, partners, suppliers and communities to create mutual advantage. Co-operation helps unlock resources found in challenging locations and transforms them into products for our customers.

#### **Proven expertise**

Our talented people help to drive our business forward. They apply their diverse skills and expertise to deliver complex projects across all areas of our business.

<sup>&</sup>lt;sup>a</sup> On a combined basis of subsidiaries« and equity-accounted entities.

« Defined on page 252.

BP Annual Report and Form 20-F 2014 15

### Our distinctive capabilities

We use technology to find and produce more oil and gas, improve our processes for conversion into valuable products and develop lower-carbon energy solutions.

Our upstream technology programmes include advanced seismic imaging to help us find more oil and gas and enhanced oil recovery to get more from existing fields. New techniques are improving the efficiency of unconventional oil and gas production.

We aim to build strategic relationships with universities for research, recruitment, policy insights and education. Our long-term research programmes around the world are exploring areas from reservoir fluid flow to novel lubricant additives. For example through the BP International Centre for Advanced Materials almost 70 researchers are working on around 20 projects to advance the understanding and use of materials across a variety of energy and industrial applications.

We focus our downstream technology programmes on improving the performance of our refineries and petrochemicals plants and on creating high quality, energy efficient, cleaner products.

technologists at seven major technology centres in the US, UK and Germany. In 2014 we invested \$663 million in research and development (2013 \$707 million, 2012 \$674 million).

The first priority for all our technology million). teams is improving the safety and integrity of our operations.

See bp.com/technology

We employ scientists and

# Seismic imaging

Enhanced oil recovery (EOR)

At our Wayne technology center in New Jersey chemists research new formulations to improve lubricant We use our imaging expertise to increase the productivity and quality of the data we capture on land and offshore. We conducted one of our largest-ever onshore seismic surveys BP delivers more light oil EOR production than any other international oil company. In 2014 we introduced the world s first automated robot for testing EOR

performance.

in 2014 covering 2,800km<sup>2</sup> at the Khazzan field in Oman.

technologies, shortening the time we need to spend on development and trials before bringing them to field.

# **Production optimization**

# **Shipping efficiency**

Our *Field of the Future* technologies provide real-time information to help manage operational risk, improve plant equipment reliability and optimize production. In 2014 we established a digital centre of expertise for technologies to analyse data, improve decision making and enhance efficiency.

Our virtual arrival system can reduce fuel consumption and emissions by allowing vessels, ports and other parties to work together and agree an optimum arrival time for each vessel.

We aim to maintain a skilled workforce to deliver our strategy and meet our commitments to investors, partners and the wider world. We compete for the best people within the energy sector and other industries.

Our people are talented in a wide range of disciplines from geoscience, mechanical engineering and research technology to government affairs, trading, marketing, legal and others.

We have a bias towards building capability within the organization, complemented by selective external recruitment where necessary, and invest in all our employees development to build a sustainable talent pipeline.

Our approach to professional development and training helps build individual capabilities, reducing a potential skills gap. We believe our shared values help everyone at BP to contribute to their full potential.

16 BP Annual Report and Form 20-F 2014

### **Corrosion prevention**

Wireless Permasense® systems provide frequent and on-demand corrosion monitoring by detecting unexpected changes in the wall thickness of pipes. Developed in collaboration with Imperial College, London, they are used across all our refineries to monitor the integrity of critical assets.

## **Fuels**

Our gasoline and diesel additive Ultimate in a Bottle, launched in China in 2014, helps clean and protect engines, enhance performance for diesel in cold weather and reduce emissions to improve air quality.

# **Biofuels**

We are developing biobutanol in conjunction with DuPont. This second-generation biofuel can be blended into gasoline in greater proportions and is more compatible than ethanol with the infrastructure used for existing fuel supplies.

#### Lubricants

We focus on providing energy-efficient and high-performance products to customers. In 2014 we launched *Castrol EDGE* with *Titanium Fluid Strength Technology*, which changes the way engine oil behaves under extreme pressure, reducing friction by up to 15%.

Petrochemicals

Our *SaaBre* technology converts synthesis gas (carbon monoxide and hydrogen derived from hydrocarbons) into acetic acid. The process avoids the need to purify carbon monoxide or purchase methanol, reducing manufacturing costs and environmental impacts.

We work closely with governments, national oil companies and other resource holders to build long-lasting relationships that are crucial to the success of our business.

Internally we put together collaborative teams of people with the skills and experience needed to address complex issues, work effectively with our partners, engage with our stakeholders and help create shared value.

We place enormous importance on acting responsibly and meeting our obligations as we know from experience that trust can be lost. We work on big and complex projects with partners ranging from other oil companies to suppliers and

contractors. Our activity creates value that benefits governments, customers, local communities and other partners.

BP Annual Report and Form 20-F 2014

17

# Our key performance indicators

We assess the group s performance according to a wide range of measures and indicators. Our key performance indicators (KPIs) help the board and executive management measure performance against our strategic priorities and business plans. We periodically review our metrics and test their relevance to our strategy. We believe non-financial measures such as safety and an engaged and diverse workforce have a useful role to play as leading indicators of future performance.

# **Underlying RC profit**«

# per ordinary share (cents)

Underlying RC profit is a useful measure for investors because it is one of the profitability measures BP management uses to assess performance. It assists management in understanding the underlying trends in operational performance on a comparable year-on-year basis.

It reflects the replacement

cost of inventories sold in

the period and is arrived at

by excluding inventory

from profit or loss.

effects«. The IFRS

page 208.

holding gains and losses«

Adjustments are also made

for non-operating items«

and fair value accounting

equivalent can be found on

# **Changes to KPIs**

We have replaced the RC profit per ordinary share KPI to underlying RC profit per ordinary share. This is one of the measures used by management to evaluate BP s operational performance and is also used as a performance measure for executive directors remuneration. All other KPIs remain the same.

# Remuneration

To help align the focus of our board and executive management with the interests of our shareholders, certain 2014 performance The decrease in underlying RC profit per ordinary share for the year compared with 2013 was mainly due to a

# Operating cash flow« (\$ billion)

Operating cash flow is net cash flow provided by operating activities, as reported in the group cash flow statement. Operating activities are the principal revenue-generating activities of the group and other activities that are not investing or financing activities.

#### 2014 performance

Operating cash flow in 2014 was higher in line with delivery of the 10-point plan.

# Gearing (net debt ratio)«(%)

Our gearing (net debt ratio) shows investors how significant net debt is relative to equity from shareholders in funding BP s operations.

We aim to keep our gearing within the 10-20% range to give us the flexibility to deal with an uncertain environment.

Gearing is calculated by dividing net debt by total equity plus net debt. Net debt is equal to gross finance debt, plus associated derivative financial instruments, less cash and cash equivalents. For the nearest equivalent measure on an IFRS basis and for further information see Financial statements Note 25.

measures are reflected in the variable elements of executive remuneration.

lower profit in Upstream and lower earnings from Rosneft.

2014 performance

Gearing at the end of 2014 was 16.7%, up 0.5% on 2013 and within our target band of 10-20%.

Overall annual bonuses, deferred bonuses and performance shares are all based on performance against measures and targets linked directly to strategy and KPIs.

**Refining availability** (%)

Reported recordable injury

Loss of primary containment<sup>a</sup>

frequencya

**Directors** remuneration

See how our performance impacted 2014 pay on

page 72.

Associates operational availability. The measure shows the percentage of the year that a unit is available for processing after deducting the time spent on turnaround activity and all mechanical, process and

regulatory downtime.

Refining availability

represents Solomon

Reported recordable injury frequency (RIF) measures the number of reported work-related employee and contractor incidents that result in a fatality or injury (apart from minor first aid cases) per 200,000 hours worked.

Loss of primary containment (LOPC) is the number of unplanned or uncontrolled releases of oil, gas or other hazardous materials from a tank, vessel, pipe, railcar or other equipment used for containment or transfer.

Key

KPIs used to measure

progress against our

strategy.

Refining availability is an important indicator of the operational performance of our Downstream businesses.

The measure gives an indication of the personal safety of our workforce.

By tracking these losses we can monitor the safety and efficiency of our operations as well as our progress in making improvements.

KPIs used to determine 2014

and 2015 remuneration.

2014 performance

Refining availability decreased by 0.4% from 2013 to 94.9% reflecting the completion of the Whiting refinery modernization project and ramp-up of operations.

2014 performance Our workforce RIF, which includes employees and contractors combined, is 0.31, level with 2013. While this is encouraging, we have seen an increase in our day away from work case frequency (see page 39). We are reviewing our personal safety programmes and continue to focus our efforts on safety.

2014 performance The increase in 2014 reporting reflects the introduction of enhanced automated monitoring for many remote sites in our Lower 48 business. Using a like-for-like approach with previous years reporting, our 2014 loss of primary containment figure is 246.

18 BP Annual Report and Form 20-F 2014

**Total shareholder return** 

Reserves replacement ratio (%) Major project delivery

**Production** (mboe/d)

Total shareholder return (TSR) represents the change in value of a BP shareholding over a calendar year. It assumes that dividends are reinvested to purchase additional shares at the closing price on the ex-dividend date. We are committed to maintaining a progressive and sustainable dividend policy.

2014 performance TSR decreased during the year, primarily as a result of a fall in the BP share price, partly offset by two dividend per share increases in 2014.

Proved reserves replacement ratio is the extent to which the year s production has been replaced by proved reserves added to our reserve base.

The ratio is expressed in oil-equivalent terms and includes changes resulting from discoveries, improved recovery and extensions and revisions to previous estimates, but excludes changes resulting from acquisitions and disposals. The ratio reflects both subsidiaries« and equity-accounted entities.

This measure helps to demonstrate our success in accessing, exploring and extracting resources.

2014 performance The reserves replacement ratio reflects lower reserves bookings as a result of fewer final investment decisions in 2014 and revisions of previous estimates.

Major projects are defined as those with a BP net investment of at least \$250 million, or considered to be of strategic importance to BP, or of a high degree of complexity.

We monitor the progress of our major projects to gauge whether we are delivering our core pipeline of activity.

Projects take many years to complete, requiring differing amounts of resource, so a smooth or increasing trend should not be anticipated.

2014 performance In total we delivered seven major project start-ups in Upstream.

We report the volume of crude oil, condensate, natural gas liquids (NGLs) and natural gas produced by subsidiaries and equity-accounted entities. These are converted to barrels of oil equivalent (boe) at 1 barrel of NGL = 1boeand 5,800 standard cubic feet of natural gas = 1boe.

2014 performance BP s total reported

production including our Upstream segment and Rosneft was 2.4% lower than in 2013. This reduction reflected the Abu Dhabi onshore concession expiry and divestments, partially offset by increased production from higher-margin areas and higher production in Rosneft in 2014 compared to the aggregate production in Rosneft and TNK-BP in 2013.

Tier 1 process safety events«a

Greenhouse gas emissions<sup>b</sup>

**Group priorities** engagement<sup>e</sup> (%) **Diversity and** inclusion<sup>e</sup> (%)

(million tonnes of CO<sub>2</sub> equivalent)

We report tier 1 process safety events, which are the losses of primary containment of greatest to a member of the workforce, costly damage to equipment or exceeding defined quantities.

We provide data on greenhouse gas (GHG) emissions material to our business on a carbon dioxide-equivalent basis. This consequence causing harm includes CO2 and methane for direct emissions.c Our GHG KPI encompasses all BP s consolidated entities as well as our share of equity-accounted entities other than BP s share of TNK-BP and Rosneft.d Emissions data for Rosneft can be found on its website.

We track how engaged our employees are with our strategic priorities for building long-term value. This is derived from survey questions about perceptions of BP as a company and how it is managed in terms of leadership and standards. Each year we report the percentage of women and individuals from countries other than the UK and the US among BP s group leaders. This helps us track progress in building a diverse and well-balanced leadership team.

2014 performance The number of tier 1 process safety events has decreased substantially since 2010. We take a long-term view on process safety indicators because the full benefit of the decisions and actions in this area is not always immediate.

2014 performance The decrease in our GHG emissions is primarily due to the sale of our Carson and Texas City refineries in the US as part of our divestment programme.

2014 performance The 2014 survey found that employees remain clear about safety procedures, standards and requirements that apply to them and that pride in working at BP has increased steadily since 2011. Understanding and support of BP s strategy is strong at senior levels, but needs further communication and engagement across the

2014 performance The percentage of our group leaders who are women or non-UK/US has remained steady this vear. We remain committed to our aim that women will represent at least 25% of our group leaders by 2020.

<sup>a</sup> This represents reported incidents occurring within BP s operational HSSE reporting boundary. That boundary includes BP s own c For indirect emissions data see operated facilities and certain other locations or situations.

b The reported 2013 figure of 49.2MteCO<sub>2</sub> e has been amended to 50.3MteCO<sub>2</sub> e.

page 42.

d For our emissions on an operational control basis see page 42.

e Relates to BP employees.

organization.

« Defined on page 252.

BP Annual Report and Form 20-F 2014 19

#### Our markets in 2014

A snapshot of the global energy market in 2014, as oil prices

return to a pattern of volatility.

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A mechanical technician works on the floating, production, storage and offloading vessel in Angola s ultra-deep water.

{

Pipe alley at Cooper River petrochemicals plant. The site is one of the world s largest producers of PTA, a raw material primarily used to manufacture polyester and plastic bottles.

#### **Crude oil prices** (quarterly average)

# Oil and gas pricing

For more on upstream markets in

2014 see page 25.

# **Refining margins**

Amid continued high oil prices for much of the year and weak economic growth in emerging

economies, global oil consumption

Economic growth has remained relatively weak globally, and was weaker in the emerging non-OECD economies than recent years. Within the OECD, the US and UK performed best growing at around their medium-term potential while Japan and the Eurozone have underperformed against their

Oil

potential.

Crude oil prices, as demonstrated by the industry benchmark of dated Brent, averaged \$98.95 per barrel in 2014. For the period from 2010 to mid-2014, oil prices followed a pattern of relative stability at around \$110 a barrel. Prices averaged \$109 during the first half of 2014, but fell sharply by more than 50% since June in the face of continued strong growth of light, sweet oil production in the US, and weak global consumption growth. Brent prices ended the year near \$55.

Natural gas

Global price differentials in 2014 round continued to narrow. US gas prices while moved up, while European and Asian spot LNG prices weakened. The Henry Hub index increased from \$3.7 per million British thermal units (mmBtu) in 2013 to \$4.4 in 2014.

Spot LNG prices in Europe and Asia fell with rising global LNG supplies and weak demand growth. New LNG projects in Papua New Guinea and Australia, and recovering supplies in Africa have added to the market in 2014.

Moderating demand and milder weather reduced the UK National Balancing Point hub price to an average of 50 pence per therm in 2014 (2013 68). The Japanese spot price fell to an average of \$13.9/mmBtu in 2014 (2013 \$16.6).

In 2013 growth in natural gas consumption slowed to a below-average rate and broad

For more on downstream markets in

2014 see page 30.

increased by a below-average 0.6 million barrels per day (mmb/d) for the year (0.7%).<sup>a</sup> The growth in consumption was greatly exceeded by record growth in non-OPEC production (2.0 mmb/d), mainly by continued strong growth in US output. OPEC crude oil production fell slightly due to renewed outages in Libya. On balance, production significantly exceeded consumption, resulting in a large increase in OECD commercial oil inventories.

differentials between regional gas prices continued, although they did not widen further as US gas prices recovered from their 2012 lows. Global LNG supply expanded in 2013, following a contraction in supply in 2012. But the LNG market remained tight, as strong demand continued in Asia from economic growth and nuclear power outages, and in Latin America due to the effect of a drought on hydroelectric production.

In 2013 global oil consumption grew by roughly 1.4 million barrels per day (1.4%), significantly more than the increase in global production (0.6%).<sup>b</sup> Non-OPEC production accounted for all of the net global increase, driven by robust US growth.

BP Annual Report and Form 20-F 2014

a From Oil Market Report
 10 February 2015<sup>®</sup>, OECD/IEA
 2015, page 4.

b BP Statistical Review of World Energy June 2014.

### Group performance

A summary of our group financial and operating performance.

#### 10-point plan performance

In 2014 we completed our three-year 10-point plan, established in 2011, to help stabilize BP and restore trust and value in response to the tragic Deepwater Horizon accident in 2010. Here we report on our performance in delivering the plan over the period.

# Relentless focus on safety

We reduced tier 1 process safety events« and loss of primary containment (LOPC) by 62% and 21% respectively over the plan period. However, in 2014 there were eight more tier 1 events and 25 more LOPC incidents than 2013. Safety remains our primary focus and we continue to focus our efforts on it.

# Play to our strengths

We accessed almost 158,000 km<sup>2</sup> exploration acres, made 13 new discoveries and drilled a total of 44 exploration wells (2014 18).

#### Stronger and more focused

We have reshaped our portfolio to have a set of high-value deepwater assets, gas value chains, giant fields, and a high-quality downstream business. We sold around half of our upstream installations and pipelines, and one third of our wells while retaining roughly 90% of our proved reserves and production.

#### Simpler and more standardized

We implemented standardized global systems and processes and established global functional organizations to conduct all BP-operated drilling and wells activity and manage the development of our major projects«.

#### More visibility and transparency to value

We provide downstream results by fuels, petrochemicals and lubricants, and report earnings from Rosneft as a separate operating segment.

# Active portfolio management

We completed our \$38-billion divestment programme ahead of schedule and plan for a further \$10 billion of divestments before the end of 2015, with \$4.7 billion of sales already agreed.

#### New upstream projects onstream with unit cash margins« double the 2011 average

We started up 15 major upstream projects, of which 13 are in the four higher-margin areas (Angola, Azerbaijan, Gulf of Mexico and North Sea). Average forecast unit cash margins (2014-23) for the 15 projects at \$100/bbl oil price were more than double the 2011 upstream segment average.

# Generate around 50% more in operating cash flow« by 2014 versus 2011<sup>a</sup>

We reported \$32.8 billion of operating cash flow in 2014 (averaged oil price of \$98.95/bbl, averaged Henry Hub gas price of \$4.43/mmBtu) exceeding our target of around 50% increase on 2011.

Half of incremental operating cash for reinvestment half for other purposes including distributions

The dividend paid in 2014 increased by 39% since 2011, and we carried out \$10.3 billion of share buybacks since March 2013, when a share repurchase programme was announced.

# Strong balance sheet

Our gearing« stayed within our target range of 10-20%, decreasing from 20.4% in 2011 to 16.7% at the end of 2014.

<sup>a</sup> Assumed an oil price of \$100/bbl and a Henry Hub gas price of \$5/mmBtu in 2014. 2011 excluded BP s share of TNK-BP dividends; 2014 included BP s share of Rosneft dividends. The projection included the impact of payments in respect of federal criminal and securities claims with the US government and SEC where settlements have already been reached, but does not reflect any cash flows relating to other liabilities, contingent liabilities, settlements or contingent assets arising from the Gulf of Mexico oil spill.

« Defined on page 252.

BP Annual Report and Form 20-F 2014 21

Financial and operating performance

			\$ million
	2014	2013	2012
Profit before interest and taxation	6,412	31,769	19,769
Finance costs and net finance expense relating to pensions and other			
post-retirement benefits	(1,462)	(1,548)	(1,638)
Taxation	(947)	(6,463)	(6,880)
Non-controlling interests	(223)	(307)	(234)
Profit for the year <sup>a</sup>	3,780	23,451	11,017
Inventory holding (gains) losses«, net of tax	4,293	230	411
Replacement cost profit«	8,073	23,681	11,428
Net charge (credit) for non-operating items«, net of tax	4,620	(10,533)	5,298
Net (favourable) unfavourable impact of fair value accounting effects«,			
net of tax	(557)	280	345
Underlying replacement cost profit«	12,136	13,428	17,071
Capital expenditure and acquisitions, on accrual basis	23,781	36,612	25,204

<sup>&</sup>lt;sup>a</sup> Profit attributable to BP shareholders.

Profit for the year ended 31 December 2014 decreased by \$19.7 billion compared with 2013. Excluding inventory holding losses, replacement cost (RC) profit also decreased by \$15.6 billion compared with 2013. Both results in 2013 included a \$12.5 -billion non-operating gain relating to the disposal of our interest in TNK-BP.

After adjusting for a net charge for non-operating items, which mainly related to impairments and further charges associated with the Gulf of Mexico oil spill; and net favourable fair value accounting effects, underlying RC profit for the year ended 31 December 2014 was down by \$1.3 billion compared with 2013. The reduction was mainly due to a lower profit in Upstream, partially offset by improved earnings from Downstream.

Profit for the year ended 31 December 2013 increased by \$12.4 billion compared with 2012. Excluding inventory holding losses, RC profit also increased by \$12.2 billion compared with 2012. The increase in both results was due to a \$12.5 -billion gain of disposal of our interest in TNK-BP.

After adjusting for a net credit for non-operating items, which mainly related to the gain on disposal of our interest in TNK-BP and was partially offset by an \$845-million write-off and impairments in Upstream and further charges associated with the Gulf of Mexico oil spill; and net unfavourable fair value accounting effects, underlying RC profit for the year ended 31 December 2013 was down by \$3.6 billion compared with 2012. This was impacted by the absence of equity-accounted earnings from TNK-BP and lower earnings from both Downstream and Upstream, partially offset by the equity-accounted earnings from Rosneft from 21 March 2013 (when sale and purchase agreements with Rosneft and Rosneftegaz completed).

For the year ended 31 December 2012 profit was \$11.0 billion, RC profit was \$11.4 billion and underlying RC profit was \$17.1 billion. There was a net post-tax charge of \$5.3 billion for non-operating items, which included a \$5-billion

pre-tax charge relating to the Gulf of Mexico.

More information on non-operating items, and fair value accounting effects, can be found on page 209. See Gulf of Mexico oil spill on page 36 and Financial statements 

Note 2 for further information on the impact of the Gulf of Mexico oil spill on BP s financial results.

#### **Taxation**

The charge for corporate income taxes in 2014 was lower than 2013. The effective tax rate (ETR) was 19% in 2014 (2013 21%, 2012 38%). The low ETR in 2014 reflects the impairment charges on which tax credits arise in relatively high tax rate jurisdictions. The lower ETR in 2013 compared with 2012 primarily reflects the gain on disposal of TNK-BP in 2013 for which there was no corresponding tax charge. The underlying ETR (which excludes non-operating items and fair value accounting effects) on RC profit was 36% in 2014 (2013 35%, 2012 30%).

In the current environment, with our current portfolio of assets, the underlying ETR on RC profit for 2015 is expected to be lower than 2014.

#### Cash flow and net debt information

			\$ million
	2014	2013	2012
Net cash provided by operating activities	32,754	21,100	20,479
Net cash used in investing activities	(19,574)	(7,855)	(13,075)
Net cash used in financing activities	(5,266)	(10,400)	(2,010)
Currency translation differences relating to cash and cash equivalents	(671)	40	64
Increase in cash and cash equivalents	7,243	2,885	5,458
Cash and cash equivalents at beginning of year	22,520	19,635	14,177
Cash and cash equivalents at end of year	29,763	22,520	19,635
Gross debt	52,854	48,192	48,800
Net debt«	22,646	25,195	27,465
Gross debt to gross debt-plus-equity	31.9%	27.0%	29.0%
Net debt to net debt-plus-equity«	16.7%	16.2%	18.7%
Not each provided by energing activities			

Net cash provided by operating activities

Net cash provided by operating activities for the year ended 31 December 2014 increased by \$11.7 billion compared with 2013. Excluding the impacts of the Gulf of Mexico oil spill, net cash provided by operating activities was \$32.8 billion for 2014, an increase of \$11.6 billion compared with 2013. Profit before taxation was lower but this was partially offset by movements in the adjustments for non-cash items, including depreciation, depletion and amortization, impairments and gains and losses on sale of businesses and fixed assets. Furthermore, 2013 was impacted by an adverse movement in working capital and 2014 was favourably impacted.

The increase in 2013 compared with 2012 primarily benefited from the reduction of \$2.3 billion in the cash outflow in respect of the Gulf of Mexico oil spill. Excluding the impacts of the Gulf of Mexico oil spill, net cash provided by operating activities was \$21.2 billion for 2013, compared with \$22.9 billion for 2012, a decrease of \$1.7 billion. The decrease was mainly due to an increase in working capital requirements of \$3.9 billion, which was partially offset by a reduction in income tax paid.

# Net cash used in investing activities

Net cash used in investing activities for the year ended 31 December 2014 increased by \$11.7 billion compared with 2013. The increase reflected a decrease in disposal proceeds of \$18.5 billion, partly offset by a \$4.9 -billion decrease in our investments in equity-accounted entities, mainly relating to the completion of the sale of our interest in TNK-BP and subsequent investment in Rosneft in 2013. There was also a decrease in our other capital expenditure excluding acquisitions of \$2.0 billion.

22 BP Annual Report and Form 20-F 2014

The decrease in 2013 compared with 2012 reflected an increase in disposal proceeds of \$10.4 billion, partly offset by an increase in our investments in equity-accounted entities, mainly relating to the completion of the sale of our interest in TNK-BP and subsequent investment in Rosneft. There was also an increase in our other capital expenditure excluding acquisitions of \$1.3 billion.

There were no significant acquisitions in 2014, 2013 and 2012.

The group has had significant levels of capital investment for many years. Cash flow in respect of capital investment, excluding acquisitions, was \$23.1 billion in 2014 (2013 \$30 billion and 2012 \$24.8 billion). Sources of funding are fungible, but the majority of the group s funding requirements for new investment come from cash generated by existing operations.

We expect capital expenditure, excluding acquisitions and asset exchanges, to be around \$20 billion in 2015.

Total cash disposal proceeds received during 2014 were \$3.5 billion (2013 \$22 billion, 2012 \$11.6 billion). In 2013 this included \$16.7 billion for the disposal of BP s interest in TNK-BP and in 2012 it included \$5.6 billion for the disposal of BP s interests in the Marlin hub, Horn Mountain, Holstein, Ram Powell and Diana Hoover fields in the Gulf of Mexico. See Financial statements 

Note 3 for more information on disposals.

#### Net cash used in financing activities

Net cash used in financing activities for the year ended 31 December 2014 decreased by \$5.1 billion compared with 2013. The decrease primarily reflected higher net proceeds of \$3.3 billion from long-term financing and a decrease in the net repayment of short-term debt of \$1.3 billion. The \$8-billion share repurchase programme was completed in July 2014.

The increase in 2013 compared with 2012 primarily reflected the buyback of shares of \$5.5 billion, as part of our \$8-billion share repurchase programme, lower net proceeds of \$1.1 billion from long-term financing and an increase in the net repayment of short-term debt of \$1.4 billion.

Total dividends paid in 2014 were 39 cents per share, up 6.8% compared with 2013 on a dollar basis and 1.9% in sterling terms. This equated to a total cash distribution to shareholders of \$5.9 billion during the year (2013 \$5.4 billion, 2012 \$5.3 billion).

#### Net debt

Net debt at the end of 2014 decreased by \$2.5 billion from the 2013 year-end position. The ratio of net debt to net debt plus equity at the end of 2014 increased by 0.5%.

The total cash and cash equivalents at the end of 2014 were \$7.2 billion higher than 2013.

We will continue to target our net debt ratio in the 10-20% range while uncertainties remain. Net debt and the ratio of net debt to net debt plus equity are non-GAAP measures. See Financial statements Note 25 for further information on net debt.

For information on financing the group s activities, see Financial statements Note 27 and Liquidity and capital resources on page 211.

# **Group reserves and production**

Total hydrocarbon proved reserves at 31 December 2014, on an oil equivalent basis including equity-accounted entities, decreased by 3% (decrease of 5% for subsidiaries and increase of 1% for equity-accounted entities) compared with 31 December 2013. Natural gas represented about 44% of these reserves (58% for subsidiaries and 27% for equity-accounted entities). The change includes a net decrease from acquisitions and disposals of 39mmboe (all within our subsidiaries). Acquisition activity in our subsidiaries occurred in Azerbaijan, the US and the UK, and divestment activity in our subsidiaries occurred in the US and Brazil.

Our total hydrocarbon production for the group was 2% lower compared with 2013. The decrease comprised a 1% increase (7% increase for liquids and 4% decrease for gas) for subsidiaries and a 7% decrease (13% decrease for liquids and 25% increase for gas) for equity-accounted entities.

For more information on reserves and production, see Oil and gas disclosures for the group on page 219.

	2014	2013	2012	
Estimated net proved reserves <sup>a</sup> (net of royalties) Liquids«			million barrels	
Crude oil <sup>b</sup>		1	illillon barreis	
Subsidiaries«	3,582	3,798	4,082	
Equity-accounted entities <sup>c</sup>	5,663	5,589	5,275	
	9,244	9,387	9,357	
Natural gas liquids				
Subsidiaries	510	551	591	
Equity-accounted entities <sup>c</sup>	62	131	103	
	572	682	693	
Total liquids				
Subsidiaries	4,092	4,349	4,672	
Equity-accounted entities <sup>c</sup>	5,725	5,721	5,378	
	9,817	10,070	10,050	
Natural gas		billion cubic feet		
Subsidiaries	32,496	34,187	33,264	
Equity-accounted entities <sup>c</sup>	12,200	11,788	7,041	
m . 11 1 1	44,695	45,975	40,305	
Total hydrocarbons« Subsidiaries	0.604	million barrels of		
	9,694	10,243	10,408	
Equity-accounted entities <sup>c</sup>	7,828	7,753	6,592	
Production <sup>a</sup> (net of royalties)	17,523	17,996	17,000	
Liquids		thousand b	parrels per day	
Crude oil <sup>d</sup>			1 ,	
Subsidiaries	844	789	795	
Equity-accounted entities <sup>e</sup>	979	1,120	1,137	
	1,823	1,909	1,932	
Natural gas liquids				
Subsidiaries	91	86	96	
Equity-accounted entities <sup>e</sup>	12	19	27	
	103	105	123	
Total liquids <sup>f</sup>				

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Subsidiaries	936	874	891	
Equity-accounted entities <sup>e</sup>	991	1,139	1,164	
	1,927	2,013	2,056	
Natural gas		million cubic	feet per day	
Subsidiaries	5,585	5,845	6,193	
Equity-accounted entities <sup>e</sup>	1,515	1,216	1,200	
	7,100	7,060	7,393	
Total hydrocarbons <sup>f</sup>	thousand bar	d barrels of oil equivalent per day		
Subsidiaries	1,898	1,882	1,959	
Equity-accounted entities <sup>e</sup>	1,253	1,348	1,372	
	3,151	3,230	3,331	

<sup>&</sup>lt;sup>a</sup>Because of rounding, some totals may not agree exactly with the sum of their component parts.

« Defined on page 252.

BP Annual Report and Form 20-F 2014 23

<sup>&</sup>lt;sup>b</sup> Includes condensate and bitumen.

<sup>&</sup>lt;sup>c</sup> Includes BP s share of Rosneft (2014 and 2013) and TNK-BP reserves (2012). See Rosneft on page 33 and Supplementary information on oil and natural gas on page 167 for further information.

<sup>&</sup>lt;sup>d</sup>Includes condensate.

<sup>&</sup>lt;sup>e</sup> Includes BP s share of Rosneft (2014 and 2013) and TNK-BP production (2013 and 2012). See Rosneft on page 33 and Oil and gas disclosures for the group on page 219 for further information.

f A minor amendment has been made to the split between subsidiaries and equity-accounted entities for the comparative periods.

#### Upstream

We continued to actively manage our portfolio to play to our strengths, divesting non-core assets and finding alternative ways to create long-term value.

~

An operator works the controls at the Rumaila oilfield in Iraq. The field extends 50 miles from end to end.

# Our business model and strategy

The Upstream segment is responsible for our activities in oil and natural gas exploration, field development and production, and midstream transportation, storage and processing. We also market and trade natural gas, including liquefied natural gas, power and natural gas liquids. In 2014 our activities took place in 28 countries.

With the exception of the US Lower 48 onshore business, we deliver our exploration, development and production activities through five global technical and operating functions:

The **exploration** function is responsible for renewing our resource base through access, exploration and appraisal, while the **reservoir development** function is responsible for the stewardship of our resource portfolio.

The global wells organization and the global projects organization are responsible for the safe, reliable and compliant execution of wells (drilling and completions) and major projects«.

The **global operations organization** is responsible for safe, reliable and compliant operations, including upstream production assets and midstream transportation and processing activities.

We optimize and integrate the delivery of these activities with support from global functions with specialist areas of expertise: technology, finance, procurement and supply chain, human resources and information technology.

In 2015 our US Lower 48 onshore business began operating as a separate business, with its own governance, processes and systems. This is designed to promote nimble decision making and innovation so that BP can be more competitive in the US onshore market, while maintaining BP s commitment to safe, reliable and compliant operations. The business s approach is to operate in line with industry standards developed within the context of the highly regulated US environment. BP s US Lower 48 business manages a diverse portfolio which includes an extensive unconventional resource base.

Technologies such as seismic imaging, enhanced oil recovery and real-time data support our upstream strategy by helping to gain new access, increase recovery and reserves and improve production efficiency. See Our distinctive capabilities on page 16.

We actively manage our portfolio and are placing increasing emphasis on accessing, developing and producing from fields able to provide the greatest value (including those with the potential to make the highest contribution to our operating cash flow«). We sell assets that we believe have more value to others. This allows us to focus our leadership, technical resources and organizational capability on the resources we believe are likely to add the most value to our portfolio.

Our strategy is to grow long-term value by continuing to build a portfolio of material, enduring positions in the world s key hydrocarbon basins. Our strategy is enabled by:

A continued focus on safety and the systematic management of risk.

Prioritizing value over volume:

A more focused portfolio with strengthened incumbent positions and reduced operating complexity.

Efficient execution of our base activities, a quality set of major projects and leveraging our access and exploration expertise.

Disciplined investment in three distinctive engines for growth: deep water, gas value chains and giant fields. We maintain a balanced portfolio of opportunities.

Delivery of competitive operating cash growth through improvements in efficiency and reliability for both operations and investment.

Strong relationships built on mutual advantage, deep knowledge of the basins in which we operate and technology.

#### Our performance summary

For upstream safety performance see page 40.

Our exploration function gained access to new potential resources covering more than 47,000km<sup>2</sup> in five countries.

We started up seven major upstream projects.

We achieved an upstream BP-operated plant efficiency of 90%.

Our disposals generated \$2.5 billion in proceeds in 2014. **Upstream profitability** (\$ billion)

See Financial performance on page 25 for an explanation of the main factors influencing upstream profit.

## Outlook for 2015

We expect reported production in 2015 to be higher than 2014, mainly reflecting higher entitlements in production-sharing agreement (PSA)« regions on the basis of assumed lower oil prices. Actual reported outcome will depend on the exact timing of project start-ups, OPEC quotas and entitlement impacts in our PSAs. We expect underlying production« in 2015 to be broadly flat with 2014, with the base decline being offset by new major project volumes both from 2014 and 2015.

We expect four major projects to come onstream in 2015 two in Angola and one each in Australia and Algeria.

Capital investment in 2015 is expected to decrease, largely reflecting the lower oil price environment and our commitment to continued capital discipline. The reduction is expected to come primarily from prioritizing activity in our operations, paring back exploration and access spend, and shelving a number of marginal projects.

24 BP Annual Report and Form 20-F 2014

### Financial performance

		\$ million	
2014	2013	2012	
65,424	70,374	72,225	
8,934	16,657	22,491	
,	,	,	
6,267	1.608	(3,055)	
		19,436	
•	•	18,520	
,	- , -	\$ per barrel	
93.65	105.38	108.94	
36.15	38.38	42.75	
		102.10	
\$ per thousand cubic feet			
5.70	_	4.75	
		2.32	
\$ r	\$ per barrel of oil equivalent		
		61.86	
	\$ per barrel		
98.95	108.66	111.67	
93.28	97.99	94.13	
\$ per million British thermal units			
4.43	3.65	2.79	
pence per therm			
50.01	67.99	59.74	
	65,424 8,934 6,267 15,201 19,772 93.65 36.15 87.96 5.70 3.80 \$1 60.85 98.95 93.28 \$ per mi 4.43	65,424 70,374 8,934 16,657  6,267 1,608 15,201 18,265 19,772 19,115  93.65 105.38 36.15 38.38 87.96 99.24 \$ per thousa 5.70 5.35 3.80 3.07 \$ per barrel of 6 60.85 63.58  98.95 108.66 93.28 97.99 \$ per million British 4.43 3.65 per	

<sup>&</sup>lt;sup>a</sup>Includes sales to other segments.

# **Market prices**

Brent remains an integral marker to the production portfolio, from which a significant proportion of production is priced directly or indirectly. Certain regions use other local markers, which are derived using differentials or a lagged impact from the Brent crude oil price.

The dated Brent price in 2014 averaged \$98.95 per barrel, after three consecutive years of prices above \$100. Prices averaged about \$109 during the first half of 2014, but fell sharply during the second half in the face of continued strong growth of light, sweet oil production in the US and weak global consumption growth. Brent prices ended the

<sup>&</sup>lt;sup>b</sup>Realizations are based on sales by consolidated subsidiaries« only, which excludes equity-accounted entities.

<sup>&</sup>lt;sup>c</sup>All traded days average.

<sup>&</sup>lt;sup>d</sup>Henry Hub First of Month Index.

year near \$55.

The Henry Hub First of Month Index price was up by 21%, year on year, in 2014 (2013, up by 31%).

Brent (\$/bbl)

An extremely cold start to 2014 in North America increased heating demand and drained storage levels. US gas supply continued to expand in 2014, reaching yet another record production level, in particular supported by rising liquids-rich gas production.

**Henry Hub** (\$/mmBtu)

The UK National Balancing Point gas price in 2014 fell by 26% compared with 2013 (2013 an increase of 14% on 2012). This reflected milder weather and weak demand in Europe. Lower LNG prices in Asia led to a reduction in the price of spot LNG available for Europe, which contributed to the weakness of European spot prices. For more information on the global energy market in 2014, see page 20.

#### **Financial results**

Sales and other operating revenues for 2014 decreased compared with 2013, primarily reflecting lower liquids realizations partially offset by higher production in higher-margin areas, higher gas realizations and higher gas marketing and trading revenues. The decrease in 2013 compared with 2012 primarily reflected lower volumes due to disposals and lower liquids realizations, partially offset by higher gas marketing and trading revenues.

Replacement cost (RC) profit before interest and tax for the segment included a net non-operating charge of \$6,298 million. This is primarily related to impairments associated with several assets, mainly in the North

« Defined on page 252.

BP Annual Report and Form 20-F 2014 25

Sea and Angola reflecting the impact of the lower near-term price environment, revisions to reserves and increases in expected decommissioning cost estimates. This also included a charge to write down the value ascribed to block KG D6 in India as part of the acquisition of upstream interests from Reliance Industries in 2011. The charge arises as a result of uncertainty in the future long-term gas price outlook, following the introduction of a new formula for Indian gas prices, although we do see the commencement of a transition to market-based pricing as a positive step. We expect further clarity on the new pricing policy and the premiums for future developments to emerge in due course. Fair value accounting effects had a favourable impact of \$31 million relative to management s view of performance.

The 2013 result included a net non-operating charge of \$1,364 million, which included an \$845-million write-off attributable to block BM-CAL-13 offshore Brazil as a result of the Pitanga exploration well not encountering commercial quantities of oil or gas, and had an unfavourable impact of \$244 million from fair value accounting effects. The 2012 result included net non-operating gains of \$3,189 million, primarily as a result of gains on disposals being partly offset by impairment charges. In addition, fair value accounting effects had an unfavourable impact of \$134 million.

After adjusting for non-operating items and fair value accounting effects, the decrease in the underlying RC profit before interest and tax compared with 2013 reflected lower liquids realizations, higher costs, mainly depreciation, depletion and amortization and exploration write-offs and the absence of one-off benefits which occurred in 2013 (see below). This was partly offset by higher production in higher-margin areas, higher gas realizations and a benefit from stronger gas marketing and trading activities.

Compared with 2012 the 2013 result reflected lower production due to divestments, lower liquids realizations and higher costs, including exploration write-offs and higher depreciation, depletion and amortization, partly offset by an increase in underlying volumes, a benefit from stronger gas marketing and trading activities, one-off benefits related to production taxes and a cost pooling settlement agreement between the owners of the Trans-Alaska Pipeline System (TAPS), and higher gas realizations.

Total capital expenditure including acquisitions and asset exchanges in 2014 was higher compared with 2013. This included \$469 million in 2014 relating to the purchase of an additional 3.3% equity in Shah Deniz, Azerbaijan and the South Caucasus Pipeline.

In total, disposal transactions generated \$2.5 billion in proceeds during

2014, with a corresponding reduction in net proved reserves of 114mmboe, all within our subsidiaries.

The major disposal transactions during 2014 were the farm-out of a 40% stake in block 61 in the Khazzan field, Oman, to government owned Makarim Gas Development LLC, for \$545 million; the sale of our interests in four BP-operated oilfields on the North Slope of Alaska to Hilcorp, including all of BP s interests in the Endicott and Northstar oilfields and a 50% interest in each of the Milne Point field and the Liberty prospect, together with BP s interests in the oil and gas pipelines associated with these fields for \$1.25 billion plus an additional carry of up to \$250 million, if the Liberty field is developed; and the sale of our interests in the Panhandle West and Texas Hugoton gas fields to Pantera Acquisition Group, LLC for \$390 million. Sales transactions are typically subject to post-closing adjustments and future payments depending on oil price and production. More information on disposals is provided in Upstream analysis by region on page 213 and Financial statements Note 3.

Provisions for decommissioning increased from \$17.2 billion at the end of 2013 to \$18.7 billion at the end of 2014. The increase primarily reflects updated estimates of the cost of future decommissioning, additions and a change in discount rate, partially offset by utilization of provisions, exchange revaluation and impacts of divestments. Decommissioning costs are initially capitalized within fixed assets and are subsequently depreciated as part of the asset.

### **Exploration**

The group explores for oil and natural gas under a wide range of licensing, joint arrangement« and other contractual agreements. We may do this alone or, more frequently, with partners.

#### New access in 2014

We gained access to new potential resources covering more than 47,000km² in five countries (Australia, Greenland, UK (North Sea), the US (Gulf of Mexico) and Morocco, which received final government approval in April 2014). In December, we signed a new PSA with the State Oil Company of the Republic of Azerbaijan to jointly explore for and develop potential prospects in the shallow water area around the Absheron Peninsula in the Azerbaijan sector of the Caspian Sea. This is pending final ratification by the government. Additionally, Rosneft and BP signed a heads of agreement in May 2014 relating to a long-term project for the exploration and potential development of the Domanik formations in the Volga-Urals region of Russia.

BP Annual Report and Form 20-F 2014

In January 2015, we received formal licences for El Matariya and Karawan concessions in Egypt after ratification and finalization of the agreements.

During the year we participated in five discoveries that are potentially commercial including: one in Egypt with the BG-operated Notus well in the El Burg concession; one in the pre-salt play of Angola with the Orca well in Block 20, operated by Cobalt International Energy; one at Xerelete in Brazil s Campos basin, operated by Total; one at Vorlich in the North Sea, which spans the GDF-SUEZ-operated block 30/1f and the BP-operated block 30/1c; and Guadalupe in the deepwater Gulf of Mexico, operated by Chevron.

### **Exploration and appraisal costs**

Excluding lease acquisitions, the costs for exploration and appraisal costs were \$2,911 million (2013 \$4,811 million, 2012 \$4,356 million). These costs included exploration and appraisal drilling expenditures, which were capitalized within intangible fixed assets, and geological and geophysical exploration costs, which were charged to income as incurred. Approximately 31% of exploration and appraisal costs were directed towards appraisal activity. We participated in 67 gross (32.75 net) exploration and appraisal wells in 10 countries.

# **Exploration expense**

Total exploration expense of \$3,632 million (2013 \$3,441 million, 2012 \$1,475 million) included the write-off of expenses related to unsuccessful drilling activities or lease expiration in the Lower 48 (\$665 million), Algeria (\$524 million), India (\$139 million), the Gulf of Mexico (\$500 million), Brazil (\$368 million), China (\$112 million), Angola (\$110 million), Morocco (\$83 million) and others (\$133 million). In addition, \$395 million was written off KG D6 in India as a result of uncertainty in the future long-term gas price outlook (see page 216).

# Upstream reserves

# Estimated net proved reserves<sup>a</sup> (net of royalties)

	2014	2013	2012	
Liquids		million barrels		
Crude oil <sup>b</sup>				
Subsidiaries«	3,582	3,798	4,082	
Equity-accounted entities <sup>c</sup>	702	729	813	
	4,283	4,527	4,895	
Natural gas liquids				
Subsidiaries	510	551	591	
Equity-accounted entities <sup>c</sup>	16	16	25	
	526	567	616	
Total liquids				
Subsidiaries <sup>d</sup>	4,092	4,349	4,672	
Equity-accounted entities <sup>c</sup>	717	745	838	
	4,809	5,094	5,510	
Natural gas		billion cubic feet		
Subsidiaries <sup>e</sup>	32,496	34,187	33,264	
Equity-accounted entities <sup>c</sup>	2,373	2,517	2,549	

	34,869	36,704	35,813	
Total hydrocarbons	millio	million barrels of oil equivalent		
Subsidiaries	9,694	10,243	10,408	
Equity-accounted entities <sup>c</sup>	1,126	1,179	1,277	
	10,821	11,422	11,685	

- <sup>a</sup> Because of rounding, some totals may not agree exactly with the sum of their component parts.
- <sup>b</sup> Includes condensate and bitumen.
- <sup>c</sup> BP s share of reserves of equity-accounted entities in the Upstream segment. During 2014, upstream operations in Abu Dhabi, Argentina and Bolivia, as well as some of our operations in Angola and Indonesia, were conducted through equity-accounted entities.
- <sup>d</sup> Includes 21 million barrels (21 million barrels at 31 December 2013 and 14 million barrels at 31 December 2012) in respect of the 30% non-controlling interest in BP Trinidad & Tobago LLC.
- <sup>e</sup> Includes 2,519 billion cubic feet of natural gas (2,685 billion cubic feet at 31 December 2013 and 2,890 billion cubic feet at 31 December 2012) in respect of the 30% non-controlling interest in BP Trinidad & Tobago LLC.

# **Reserves booking**

Reserves booking from new discoveries will depend on the results of ongoing technical and commercial evaluations, including appraisal drilling. The segment s total hydrocarbon reserves on an oil equivalent basis, including equity-accounted entities at 31 December 2014, decreased by 5% (5% for subsidiaries and 4% for equity-accounted entities) compared with reserves at 31 December 2013.

# Proved reserves replacement ratio«

The proved reserves replacement ratio for the Upstream segment in 2014, excluding acquisitions and disposals, was 31% for subsidiaries and equity-accounted entities (2013 93%), 29% for subsidiaries alone (2013 105%) and 43% for equity-accounted entities alone (2013 30%). For more information on proved reserves replacement for the group see page 219.

# Developments

The map on page 26 shows our major development areas. We achieved seven major project start-ups in 2014: the Chirag oil project in Azerbaijan; Na Kika Phase 3, Mars B and Atlantis North expansion Phase 2 in the Gulf of Mexico; CLOV in Angola; Kinnoull in the North Sea and Sunrise in Canada. In addition to starting up major projects, we made good progress in the four areas we believe most likely to provide us with higher-value barrels Angola, Azerbaijan, the North Sea and the Gulf of Mexico.

Angola we had an oil and gas discovery, Orca, in the pre-salt play of Angola in Block 20 (BP 30%), operated by Cobalt International Energy, Inc. and the CLOV project reached plateau production of 160mboe/d.

**Azerbaijan** the Shah Deniz and South Caucasus Pipeline consortia awarded further key contracts for the development of the Shah Deniz Stage 2 and South Caucasus Pipeline expansion projects. The BP-operated Azerbaijan International Operating Company celebrated the 20th anniversary of the Azeri-Chirag-Gunashli PSA.

**North Sea** we continued to see high levels of activity, including a new discovery, Vorlich, in the central North Sea (see page 28); progress in the major redevelopment of the west of Shetland Schiehallion and Loyal fields; and the

restart of operations at the Rhum field. BP has been granted seven awards in the UK government s 28th licensing round. The blocks are located in three of our core areas: to the north of our Magnus field, next to Vorlich, and west of our Kinnoull development. The government is still to award some blocks in this round. These blocks are undergoing environmental assessment.

« Defined on page 252.

BP Annual Report and Form 20-F 2014 27

Gulf of Mexico we made a new discovery Guadalupe and were awarded 51 blocks in the March and August Gulf of Mexico lease sales. At the end of the year we had 10 rigs operating. Following our strategic divestment programme, we now have a focused portfolio with growth potential around four operated and three non-operated hubs.

Development expenditure of subsidiaries incurred in 2014, excluding midstream activities, was \$15.1 billion (2013 \$13.6 billion, 2012 \$12.6 billion).

#### Production

Our oil and natural gas production assets are located onshore and offshore and include wells, gathering centres, in-field flow lines, processing facilities, storage facilities, offshore platforms, export systems (e.g. transit lines), pipelines and LNG plant facilities. It includes production from conventional and unconventional (coalbed methane, shale) assets. The principal areas of production are Angola, Argentina, Australia, Azerbaijan, Egypt, Trinidad, the UAE, the UK and the US.

## Production (net of royalties)<sup>a</sup>

	2014	2013	2012
Liquids		thousand barrels per da	
Crude oil			
Subsidiaries	844	789	795
Equity-accounted entities	163	294	281
1 · · · · · · · · · · · · · · · · · · ·	1,007	1,083	1,076
Natural gas liquids	,	,	,
Subsidiaries	91	86	96
Equity-accounted entities	7	8	7
Equity accounted charles	99	94	103
Total liquids <sup>b</sup>	,,	71	103
Subsidiaries	936	874	891
	170	302	288
Equity-accounted entities			
AV 1	1,106	1,176	1,179
Natural gas		million cubic	
Subsidiaries	5,585	5,845	6,193
Equity-accounted entities	431	415	416
	6,016	6,259	6,609
Total hydrocarbons <sup>b</sup>	thousand bar	rels of oil equival	lent per day
Subsidiaries	1,898	1,882	1,959
Equity-accounted entities	245	374	360
• •	2,143	2,256	2,319
	,	,	,

<sup>&</sup>lt;sup>a</sup> Includes BP s share of production of equity-accounted entities in the Upstream segment. Because of rounding, some totals may not agree exactly with the sum of their component parts.

<sup>&</sup>lt;sup>b</sup> A minor amendment has been made to the split between subsidiaries and equity-accounted entities for the comparative periods.

Our total hydrocarbon production for the segment in 2014 was 5% lower compared with 2013. The decrease comprised a 1% increase (7% increase for liquids and 4% decrease for gas) for subsidiaries and a 35% decrease (44% decrease for liquids and 4% increase for gas) for equity-accounted entities compared with 2013. Divestments in 2014 accounted for 2% of the year-on-year production decrease. For more information on production see Oil and gas disclosures for the group on page 219.

In aggregate, after adjusting for the impact of price movements on our entitlement to production in our PSAs and the effect of acquisitions and disposals, underlying production was 2.2% higher compared with 2013. This primarily reflects strong Gulf of Mexico performance that was not impacted by weather, higher entitlements from lower oil prices and ADMA offshore concession (BP 14.67%) benefiting from higher OPEC nomination for Abu Dhabi.

The group and its equity-accounted entities have numerous long-term sales commitments in their various business activities, all of which are expected to be sourced from supplies available to the group that are not subject to priorities, curtailments or other restrictions. No single contract or group of related contracts is material to the group.

# Gas marketing and trading activities

We market and trade natural gas (including liquefied natural gas (LNG)), power and natural gas liquids (NGLs). This provides us with routes into liquid markets for the gas we produce. It also generates margins and fees from selling physical products and derivatives to third parties, together with income from asset optimization and trading. The integrated supply and trading function manages our trading activities in natural gas, power and NGLs. This means we have a single interface with the gas trading markets and one consistent set of trading compliance and risk management processes, systems and controls.

Gas and power marketing and trading activity is undertaken primarily in the US, Canada and Europe to market both BP production and third-party natural gas, support group LNG activities, and to manage market price risk and create incremental trading opportunities through the use of commodity derivative contracts. This activity also enhances margins and generates fee income from sources such as the management of price risk on behalf of third-party customers.

The group s risk governance framework seeks to manage and oversee the financial risks associated with this trading activity, as described in Financial statements Note 27.

The group uses a range of commodity derivative contracts, storage and transport contracts in connection with its trading activities. The range of contracts that the group enters into is described in Glossary commodity trading contracts on page 252.

28 BP Annual Report and Form 20-F 2014

#### Downstream

In 2014 we saw continued improvement in our process safety and delivered strong operational performance resulting in profit and operating cash flow growth.

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The storage tanks, pipes and towers at BP s Rotterdam refinery, which can run at least 70 different kinds of crude.

## Our business model and strategy

Our Downstream segment has significant operations in Europe, North America and Asia, and also manufactures and markets products in Australasia, Africa and Central and South America.

Downstream is the product and service-led arm of BP, made up of three businesses:

**Fuels** includes refineries, fuels marketing and convenience retail businesses, together with global oil supply and trading activities that make up fuels value chains (FVCs). We sell refined petroleum products including gasoline, diesel and aviation fuel.

**Lubricants** manufactures and markets lubricants and related products and services globally, adding value through brand, technology and relationships, such as collaboration with original equipment manufacturing partners.

**Petrochemicals** manufactures products at locations around the world, mainly using proprietary BP technology. These products are then used by others to make essential consumer products such as paint, plastic bottles and textiles.

We aim to run safe and reliable operations across all our businesses, supported by leading brands and technologies, to deliver high-quality products and services to meet our customers needs.

Our strategy focuses on improving returns, growing operating cash flow«, and building a quality Downstream business that aims to lead the industry as measured by net income per refining barrel. Our five strategic priorities are:

Safe and reliable operations this remains our first priority and we continue to drive improvement in personal and process safety performance.

Advantaged manufacturing we aim to continue building a top quartile refining business by having a competitively advantaged portfolio which is underpinned by operations excellence. In petrochemicals we seek to create a business with higher earnings potential which is significantly more robust to a bottom of cycle environment.

Fuels marketing and lubricants we will invest in higher returning businesses which have operating cash flow growth potential.

Portfolio quality we will maintain our focus on quality by high-grading of assets combined with capital discipline. Where businesses do not fit our strategic frame, we will seek to divest.

Simplification and efficiency we have launched a simplification and efficiency programme to support performance improvement and to make our businesses even more competitive.

Implementing this strategy is expected to lead to a growing downstream earnings profile and increasingly make the business more robust to external environmental impacts. Growing operating cash flows and capital discipline should ensure that Downstream remains a source of increasing cash flow for BP.

### Our performance summary

For downstream safety performance see page 41.

We continue to deliver strong operational performance across our refining system with the Whiting refinery now fully onstream.

We acquired the aviation fuel business, Statoil Fuel and Retail Aviation AS, to expand our Air BP business in Scandinavia.

We launched a new product, *Castrol EDGE* boosted with *Titanium Fluid Strength Technology* in our lubricants business.

We sold our lubricants global aviation turbine oils business and completed the sale of our LPG marketing businesses.

We announced that we will halt refining operations at the Bulwer refinery in Australia in 2015.

In petrochemicals, we decided to invest and retrofit some of our operations in the US and Europe with new proprietary technology while ceasing certain other operations in our aromatics business as a result of our strategic review.

**Downstream profitability** (\$ billion)

See Financial performance on page 30 for the main factors influencing downstream profit.

### Outlook for 2015

We anticipate a weaker refining environment due to narrowing crude differentials in the low crude price environment.

We expect the financial impact of refinery turnarounds to be comparable to that in 2014.

We expect gradual improvement in the petrochemicals margin environment.

« Defined on page 252.

BP Annual Report and Form 20-F 2014

29

# Financial performance

			\$ million
	2014	2013	2012
Sale of crude oil through spot and term contracts	80,003	79,394	56,383
Marketing, spot and term sales of refined products	227,082	258,015	274,666
Other sales and operating revenues	16,401	13,786	15,342
Sales and other operating revenues <sup>a</sup>	323,486	351,195	346,391
RC profit before interest and tax <sup>b</sup>			
Fuels	2,830	1,518	1,403
Lubricants	1,407	1,274	1,276
Petrochemicals	(499)	127	185
	3,738	2,919	2,864
Net (favourable) unfavourable impact of non-operating items« and fair			
value accounting effects«			
Fuels	389	712	3,609
Lubricants	(136)	(2)	9
Petrochemicals	450	3	(19)
	703	713	3,599
Underlying RC profit before interest and tax <sup>b</sup>			
Fuels	3,219	2,230	5,012
Lubricants	1,271	1,272	1,285
Petrochemicals	(49)	130	166
	4,441	3,632	6,463
Capital expenditure and acquisitions	3,106	4,506	5,249

<sup>&</sup>lt;sup>a</sup> Includes sales to other segments.

### **Financial results**

Sales and other operating revenues in 2014 decreased compared with 2013 primarily due to falling crude prices. The increase in 2013, compared with 2012, reflected higher prices largely offset by lower volumes and foreign exchange losses.

The 2014 result included a net non-operating charge of \$1,570 million, primarily relating to impairment charges in our petrochemicals and fuels businesses, while 2013 and 2012 results included impairment charges in our fuels business, which were mainly associated with our disposal programme. In addition, fair value accounting effects had a favourable impact of \$867 million in 2014 versus unfavourable impacts in 2013 and 2012.

After adjusting for non-operating items and fair value accounting effects, underlying replacement cost (RC) profit before interest and tax in 2014 was higher than 2013 but lower than 2012.

#### Our fuels business

<sup>&</sup>lt;sup>b</sup>Income from petrochemicals produced at our Gelsenkirchen and Mülheim sites is reported within the fuels business. Segment-level overhead expenses are included within the fuels business.

The fuels strategy focuses primarily on fuels value chains (FVCs). These include large-scale, highly upgraded, feedstock-advantaged refineries which are integrated with logistics and marketing businesses.

We believe that having a quality refining portfolio connected to strong marketing positions is core to our integrated FVC businesses as this provides optimization opportunities in highly competitive markets. We look to build on our strong portfolio of refining assets and, through advantaged crude, optimize across the supply chain.

We have improved our refining portfolio quality in terms of crude feedstock and location advantage, scale and have sustained competitive complexity through portfolio rationalization and selective investment. Across all regions we expect to operate our portfolio at top quartile availability and with improved efficiency.

We continue to grow our fuels marketing businesses, including retail, through differentiated marketing offers and distinctive partnerships. We partner with leading retailers globally, creating distinctive offers that deliver good returns and reliable profit and cash generation.

Underlying RC profit before interest and tax was higher than 2013, mainly due to improved fuels marketing performance, increased heavy crude processing and higher production, mainly as a result of the ramp-up of operations at our Whiting refinery following the modernization project. This was partially offset by a weaker refining environment. Compared with 2012, the 2013 results were impacted by significantly weaker refining margins, reduced throughput due to the planned Whiting refinery outage as a result of our modernization project, and the absence of earnings from the divested Texas City and Carson refineries. This was partially offset by a significantly improved supply and trading contribution and lower overall turnaround activity.

# Refining marker margin«

We track the margin environment by a global refining marker margin (RMM). Refining margins are a measure of the difference between the price a refinery pays for its inputs (crude oil) and the market price of its products. Although refineries produce a variety of petroleum products, we track the margin environment using a simplified indicator that reflects the margins achieved on gasoline and diesel only. The RMM may not be representative of the margin achieved by BP in any period because of BP s particular refinery configurations and crude and product slates. In addition, the RMM does not include estimates of energy or other variable costs.

			\$ 1	per barrel
Region	Crude marker	2014	2013	2012
US North West	Alaska North Slope	16.6	15.2	18.0
US Midwest	West Texas Intermediate	17.4	21.7	27.8
Northwest Europe	Brent	12.5	12.9	16.1
Mediterranean	Azeri Light	10.6	10.5	12.7
Australia	Brent	13.5	13.4	14.8
BP RMM		14.4	15.4	18.2
TOTO 60 1 1 (6.0)	1.15			

**BP refining marker margin** (\$/bbl)

The average global RMM in 2014 was \$14.4/bbl, the lowest level since 2010 and \$1.0/bbl lower than 2013. This was largely due to the narrower West Texas Intermediate-Brent spread as improving pipeline and rail logistics in the US

reduced the discount of US domestic crude oil relative to the international benchmark.

## Refining

At 31 December 2014 we owned or had a share in 14 refineries producing refined petroleum products that we supply to retail and commercial customers. For a summary of our interests in refineries and average daily crude distillation capacities see page 217.

In 2014, refinery operations were strong, with Solomon refining availability sustained at around 95% and utilization rates of 88% for the year. Overall refinery throughputs in 2014 were lower than those in 2013, mainly due to the divestment of the Texas City and Carson refineries.

30 BP Annual Report and Form 20-F 2014

Table of Contents			
	2014	2013	2012
Refinery throughputs <sup>a</sup>	tho	usand barrel	s per day
$US^b$	642	726	1,310
Europe	782	766	751
Rest of world	297	299	293
Total	1,721	1,791	2,354
			%
Refining availability«	94.9	95.3	94.8
Sales volumes	tho	usand barrel	s per day
Marketing sales <sup>c</sup>	2,872	3,084	3,213
Trading/supply sales <sup>d</sup>	2,448	2,485	2,444
Total refined product sales	5,320	5,569	5,657
Crude oile	2,360	2,142	1,518
Total	7,680	7,711	7,175

- <sup>a</sup> Refinery throughputs reflect crude oil and other feedstock volumes.
- <sup>b</sup> The Texas City and Carson refineries were both divested in 2013.
- <sup>c</sup> Marketing sales include sales to service stations, end-consumers, bulk buyers and jobbers (i.e. third parties who own networks of a number of service stations) and small resellers.
- <sup>d</sup> Trading/supply sales are sales to large unbranded resellers and other oil companies.
- <sup>e</sup> Crude oil sales relate to transactions executed by our integrated supply and trading function, primarily for optimizing crude oil supplies to our refineries and in other trading. 88,000 barrels per day relate to revenues reported by the Upstream segment.

# Logistics and marketing

Downstream of our refineries, we operate an advantaged infrastructure and logistics network that includes pipelines, storage terminals and tankers for road and rail. We seek to drive for excellence in operational and transactional processes and deliver compelling customer offers in the various markets where we operate. For example, in 2014 we added the capability to receive additional US shale crudes by rail at our Cherry Point refinery in Washington. This increases the use of location-advantaged crudes at this refinery, improving access and diversification of crude slates.

We supply fuel and related retail services to consumers through company-owned and franchised retail sites, as well as other channels, including dealer wholesalers and jobbers. We also supply commercial customers within the transport and industrial sectors.

	Number of retail sites operated under a BP brand		
Retail sites <sup>f</sup>	2014	2013	2012
US	7,100	7,700	10,100
Europe	8,000	8,000	8,300
Rest of world	2,100	2,100	2,300
Total	17,200	17,800	20,700

f The number of retail sites includes sites not operated by BP but instead operated by dealers, jobbers, franchisees or brand licensees under a BP brand. These may move to or from the BP brand as their fuel supply or brand licence agreements expire and are renegotiated in the normal course of business. Retail sites are primarily branded *BP*, *ARCO* and *Aral*. Excludes our interests in equity-accounted entities that are dual-branded.

Retail is the most material element of our fuels marketing operations and has good exposure to growth markets. We have distinctive partnerships with leading retailers in six countries and plan to expand elsewhere. Retail is a significant source of growth today and is expected to be so in the future. See Driving success below.

# **Supply and trading**

BP s integrated supply and trading function is responsible for delivering value across the overall crude and oil products supply chain. This structure enables the optimization of our FVCs to maintain a single interface with oil trading markets and to operate with a single set of trading compliance and risk management processes, systems and controls. The oil trading function (including support functions) has trading offices in Europe, the US and Asia. Our presence in the more actively-traded regions of the global oil markets supports overall understanding of the supply and demand forces across these markets. It has a two-fold strategic purpose in our Downstream business.

First, it seeks to identify the best markets and prices for our crude oil, source optimal feedstocks for our refineries and provide competitive supply for our marketing businesses. Wherever possible we will look to optimize value across the supply chain. For example, we will often sell our own crude and purchase alternative crudes from third parties for our refineries where this will provide incremental margin.

« Defined on page 252.

BP Annual Report and Form 20-F 2014

31

Second, the function aims to create and capture incremental trading opportunities by entering into a full range of exchange-traded commodity derivatives, over-the-counter contracts and spot and term contracts. In order to facilitate the generation of trading margin from arbitrage, blending and storage opportunities, it also owns and contracts for storage and transport capacity.

The group s risk governance framework, which seeks to manage and oversee the financial risks associated with this trading activity, is described in Financial statements Note 27.

The range of contracts that the group enters into is described in Glossary commodity trading contracts on page 252.

### **Aviation**

Air BP s strategic aim is to maintain its position in the core locations of Europe and the US, while expanding its portfolio in airports that offer long-term competitive advantage in material growing markets such as Asia and South America. We are one of the world s largest global aviation fuels suppliers. Air BP serves many major commercial airlines as well as the general aviation sectors. We have marketing sales of approximately 400,000 barrels per day. For details of acquisitions in 2014, see Running reliably on page 40.

### Our lubricants business

Our lubricants strategy is to focus on our premium brands and growth markets while leveraging technology and customer relationships. With more than 50% of profit generated from growth markets and continued growth in premium lubricants, we have an excellent base for further expansion and sustained profit growth.

Our lubricants business manufactures and markets lubricants and related products and services to the automotive, industrial, marine and energy markets across the world. Our key brands are *Castrol*, *BP* and *Aral*. *Castrol* is a recognized brand worldwide which we believe provides us with significant competitive advantage. In technology, we apply our expertise to create quality lubricants and high-performance fluids for customers in on-road, off-road, sea and industrial applications globally.

We are one of the largest purchasers of base oil in the market, but have chosen not to produce it or manufacture additives at scale. Our participation choices in the value chain are focused on areas where we can leverage competitive differentiation and strength, such as:

Applying cutting-edge technologies in the development and formulation of advanced products.

Creating and developing product brands and clearly communicating their benefits to our customers.

Building and extending our relationships with customers to better understand and meet their needs. The lubricants business delivered an underlying RC profit before interest and tax which is largely consistent with 2013 and 2012 levels. The 2014 result saw an underlying 6% year-on-year improvement in results, which was offset by adverse foreign exchange translation impacts.

Our petrochemicals business

Our petrochemicals strategy is to own and develop petrochemicals value chain businesses that are built around proprietary technology to deliver leading cost positions against our competition. We manufacture and market four main product lines:

Purified terephthalic acid (PTA).

Paraxylene (PX).

Acetic acid.

Olefins and derivatives.

We also produce a number of other specialty petrochemicals products.

We aim to improve our earnings potential and make the business more robust to a bottom of cycle environment. We are taking steps to significantly improve the cash break even performance of the business. This should improve our earnings potential and make the business more robust to a bottom of cycle environment. The actions to achieve this include:

Restructuring a significant portion of our portfolio, primarily in our aromatics business, to shut down older capacity in the US and Asia and assess disposal options for less advantaged assets.

Retrofitting our best technology in our advantaged sites to reduce overall operating costs.

Growing third-party licensing income to create additional value.

Delivering operational improvements focused on turnaround efficiency and improved reliability. In addition to the assets we own and operate, we have also invested in a number of joint arrangements in Asia, where our partners are leading companies within their domestic market. An example of this is our latest generation technology PTA plant in China, which we are building with our partner, Zhuhai Port Co. The plant is currently commissioning with planned start-up in the first half of 2015.

In 2014 the petrochemicals business delivered a lower underlying RC profit before interest and tax compared with 2013 and 2012. This result reflected a continuation of the weak margin environment, particularly in the Asian aromatics sector, and unplanned operational events.

Our petrochemicals production in 2014 was flat compared with 2013 and slightly lower than 2012, with the low margin environment in 2014 and 2013 driving reduced output.

In November 2014 we announced plans to invest more than \$200 million to upgrade PTA plants at Cooper River in South Carolina and Geel in Belgium using our latest proprietary technology. We expect these investments to significantly increase manufacturing efficiency at these facilities. We plan to continue deploying our technology in

new asset platforms to access Asian demand and advantaged feedstock sources.

32 BP Annual Report and Form 20-F 2014

### Rosneft

BP holds a unique position in Russia through its 19.75% share in Rosneft.

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Rosneft discovery in the South Kara Sea.

## BP and Rosneft

BP s shareholding in Rosneft allows us to benefit from a diversified set of existing and potential projects in the Russian oil and gas sector.

Russia has significant hydrocarbon resources and will continue to play an important role in long-term energy supply to the global economy.

BP believes the primary sources of value to BP shareholders from its investment in Rosneft will be potential long-term share price appreciation and dividend growth.

BP is positioned to contribute to Rosneft s strategy implementation through collaboration on technology and best practice. We also have the potential to undertake standalone projects with Rosneft, both in Russia and internationally.

We remain committed to our strategic investment in Rosneft while complying with all relevant sanctions. 2014 summary

US and EU sanctions were imposed on certain Russian activities, individuals and entities, including Rosneft.

BP received \$693 million, net of withholding taxes, in July representing our share of Rosneft s dividend of 12.85 Russian roubles per share for 2013.

Rosneft and BP signed a contract in June to supply BP with up to 12 million tons of oil products over five years. A syndicate of banks, through a pre-export financing agreement, made a payment of approximately \$1.935 billion to Rosneft.

Rosneft and BP signed a heads of agreement in May relating to a long-term project for the exploration and potential development of the Domanik formations in the Volga-Urals region of Russia.

Rosneft and BP concluded framework agreements in May to enable technical collaboration between the parties. Work is ongoing in a number of areas pursuant to these agreements in both upstream and downstream.

Bob Dudley serves on the Rosneft board of directors, and its strategic planning committee.

### Upstream

Rosneft is the largest oil company in Russia and the largest publicly traded oil company in the world based on hydrocarbon production volume. Rosneft has a major resource base of hydrocarbons onshore and offshore, with assets in all key hydrocarbon regions of Russia: Western Siberia, Eastern Siberia, Timan-Pechora, Volga-Urals, North Caucasus, the continental shelf of the Arctic Sea, and the Far East.

Rosneft participates in international exploration projects or has operations in countries including the US, Canada, Vietnam, Venezuela, Brazil, Algeria, United Arab Emirates, Turkmenistan and Norway.

To progress Arctic exploration, it conducted exploration drilling with ExxonMobil in the South Kara Sea and announced a hydrocarbon discovery in September. Exxon subsequently suspended its participation in this project with Rosneft due to sanctions. Rosneft also began production drilling in the Sea of Okhotsk in September 2014, and continued to grow its gas business—increasing gas production from 38 to 57bcm as well as advancing plans for the development of LNG export capacity.

#### Downstream

Rosneft is the leader of the Russian refining industry. It owns and operates 10 refineries in Russia and also has an interest in four refineries in Germany through its Ruhr Oel GmbH partnership with BP. It continued implementation of the modernization programme for its Russian refineries in 2014 to significantly upgrade and expand refining capacity.

Rosneft refinery throughput in 2014 amounted to 2,027mb/d. As at 31 December 2014, Rosneft owned and operated more than 2,500 retail service stations, representing the largest network in Russia. This included BP-branded sites acquired as part of the TNK-BP acquisition in 2013 which continue to operate under the BP brand under a licence agreement with BP. Downstream operations also include jet fuel, bunkering, bitumen and lubricants.

#### Rosneft segment performance

BP s investment in Rosneft is managed and reported as a separate segment under IFRS. The segment result includes equity-accounted earnings from Rosneft, representing BP s share in Rosneft.

\$ million **2014**<sup>a</sup> 2013<sup>b</sup>

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Profit before interest and tax <sup>c</sup> d	2,076	2,053
Inventory holding (gains) losses«	24	100
RC profit before interest and tax	2,100	2,153
Net charge (credit) for non-operating items«	(225)	45
Underlying RC profit before interest and tax«	1,875	2,198
Average oil marker prices		\$ per barrel
Urals (Northwest Europe CIF)	97.23	107.38
Russian domestic oil	50.40	54.97

<sup>&</sup>lt;sup>a</sup> The operational and financial information of the Rosneft segment for 2014 is based on preliminary operational and financial results of Rosneft for the three months ended 31 December 2014. Actual results may differ from these amounts.

« Defined on page 252.

BP Annual Report and Form 20-F 2014

33

<sup>&</sup>lt;sup>b</sup> From 21 March 2013.

<sup>&</sup>lt;sup>c</sup> BP s share of Rosneft s earnings after finance costs, taxation and non-controlling interests is included in the BP group income statement within profit before interest and taxation.

d Includes \$25 million (2013 \$5 million loss) of foreign exchange losses arising on the dividend received. Replacement cost (RC) profit before interest and tax for the segment included a non-operating gain of \$225 million, relating to Rosneft s sale of its interest in the Yugragazpererabotka joint venture«. In addition, the result was affected by an unfavourable duty lag effect, lower oil prices and other items, partially offset by certain foreign exchange effects which had a favourable impact on the result. See also Financial statements Notes 15 and 30 for other foreign exchange effects.

### **Balance sheet**

		\$
		million
	2014	2013
Investments in associates«a (as at 31 December)	7,312	13,681
Production and reserves		
	<b>2014</b> b	2013
Production (net of royalties) (BP share) <sup>c</sup>		
Liquids« (mb/d)		
Crude oil <sup>d</sup>	816	643
Natural gas liquids	5	7
Total liquids	821	650
Natural gas (mmcf/d)	1,084	617
Total hydrocarbons« (mboe/d)	1,008	756
Estimated net proved reserves (net of royalties)		
(BP share)		
Liquids (million barrels)		
Crude oil <sup>d</sup>	4,961	4,860
Natural gas liquids	47	115
Total liquids	5,007	4,975
Natural gas (billion cubic feet)	9,827	9,271
Total hydrocarbons (mmboe)	6,702	6,574

<sup>&</sup>lt;sup>a</sup> See Financial statements Note 15 for further information.

# 34 BP Annual Report and Form 20-F 2014

<sup>&</sup>lt;sup>b</sup> The operational and financial information of the Rosneft segment for 2014 is based on preliminary operational and financial results of Rosneft for the three months ended 31 December 2014. Actual results may differ from these amounts.

<sup>&</sup>lt;sup>c</sup> 2013 reflects production for the period 21 March to 31 December, averaged over the full year. Information on BP s share of TNK-BP s production for comparative periods is provided on pages 222 and 223.

<sup>&</sup>lt;sup>d</sup> Includes condensate.

### Other businesses

## and corporate

Comprises our biofuels and wind businesses, shipping, treasury and corporate activities including centralized functions.

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Crew carrying out mooring operations on the deck of BP s oil tanker, British Chivalry, as it berths in Singapore.

### Financial performance

			\$ million
	2014	2013	2012
Sales and other operating revenues <sup>a</sup>	1,989	1,805	1,985
RC profit (loss) before interest and tax	(2,010)	(2,319)	(2,794)
Net (favourable) unfavourable impact of non-operating items«	670	421	798
Underlying RC profit (loss) before interest and tax«	(1,340)	(1,898)	(1,996)
Capital expenditure and acquisitions	903	1,050	1,435

<sup>&</sup>lt;sup>a</sup>Includes sales to other segments.

The replacement cost (RC) loss before interest and tax for the year ended 31 December 2014 was \$2.0 billion (2013 \$2.3 billion, 2012 \$2.8 billion). The 2014 result included a net charge for non-operating items of \$670 million (2013 \$421 million, 2012 \$798 million). This represented restructuring provisions and impairments, principally in respect of our biofuels businesses in the UK and US.

After adjusting for these non-operating items, the underlying RC loss before interest and tax for the year ended 31 December 2014 was \$1.3 billion (2013 \$1.9 billion, 2012 \$2.0 billion). This result reflected improved shipping, biofuels and wind performance and a number of one-off credits.

#### **Biofuels**

Our investment in alternative energies is focused on biofuels, where our strategy is to focus on the conversion of cost-advantaged and sustainable feedstocks that are materially scalable and can be competitive without subsidies.

We operate three sugar cane mills in Brazil producing bioethanol and sugar and exporting power to the local grid. We continue to evaluate options to increase production at these facilities and completed work on expanding ethanol production capacity at one mill as planned.

BP continues to invest throughout the entire biofuels value chain, from growing sustainable higher-yielding and

lower-carbon feedstocks through to the development, production and marketing of the advantaged fuel molecule biobutanol which has higher energy content than ethanol and delivers improved fuel economy.

In conjunction with our partner DuPont, we are undertaking research into the production of biobutanol under the company name Butamax.

Across our biofuels business, BP s share of ethanol-equivalent production (which includes ethanol and sugar) for 2014 was 653 million litres compared with 521 million litres in 2013. The majority of this production was from BP s sugar cane mills in Brazil.

### Wind

We have a wind energy business in the US, with interests in 16 operating wind farms. Gross generating capacity from this portfolio is 2,585MW of electricity. Our focus is on safe operations and optimizing performance at our owned and joint venture« wind farms.

Based on our financial stake, BP s net wind generation capacity was 1,588 MW at 31 December 2014, compared with 1,590 MW at 31 December 2013. Our net share of wind generation for 2014 was 4,617 GWh, compared with 4,203 GWh a year ago.

<sup>b</sup> Capacity figures include 32MW in the Netherlands managed by our Downstream segment. Shipping

The primary purpose of BP s shipping and chartering activities is the transportation of the group s hydrocarbon products using a combination of BP-operated, time-chartered and spot-chartered vessels. Surplus capacity may also be used to transport third-party products. All vessels conducting BP shipping activities are subject to our health, safety, security and environmental requirements. At 31 December 2014, our fleet included four Alaskan vessels, 46 BP-operated and 41 time-chartered vessels for our deep-sea, international oil and gas shipping operations. In December 2014 BP shipping entered into contracts with Daewoo Shipbuilding & Marine Engineering in South Korea for the construction of LNG tankers to be delivered in 2018 and 2019.

### Treasury

Treasury manages the financing of the group centrally, with responsibility for managing the group s debt profile, share buyback programmes and dividend payments while ensuring liquidity is sufficient to meet group requirements. It also manages key financial risks including interest rate, foreign exchange, pension and financial institution credit risk. From locations in the UK, the US and Singapore, treasury provides the interface between BP and the international financial markets and supports the financing of BP s projects around the world. Treasury trades foreign exchange and interest rate products in the financial markets, hedging group exposures and generating incremental value through optimizing and managing cash flows and the short-term investment of operational cash balances. Trading activities are underpinned by the compliance, control and risk management infrastructure common to all BP trading activities. For further information, see Financial statements Note 27.

#### Insurance

The group generally restricts its purchase of insurance to situations where this is required for legal or contractual reasons. We bear losses as they arise, rather than spreading them over time through insurance premiums with attendant transaction costs. This approach is reviewed on a regular basis and if specific circumstances require such a review.

# Outlook

Other businesses and corporate annual charges, excluding non-operating items, are expected to be around \$1.6 billion in 2015.

« Defined on page 252.

BP Annual Report and Form 20-F 2014

35

### Gulf of Mexico oil spill

Economic and environmental restoration progress continues, while BP makes its case in court.

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BP restoration projects in Louisiana include creating a fish hatchery and rebuilding and restoring beach, dune and marsh habitat on a number of coastal islands.

# Key events

In April the US Coast Guard ended active clean-up along the Gulf of Mexico shoreline, with any future identification of residual oil to be dealt with through the National Response Center process.

The federal district court in New Orleans ruled in September that the discharge of oil was the result of the gross negligence and wilful misconduct of BP Exploration & Production Inc. BP has appealed this ruling.

In January 2015 the district court ruled that 3.19 million barrels of oil were discharged into the Gulf of Mexico and that BP was not grossly negligent in its source control efforts. We have also appealed this ruling.

BP continued to challenge the implementation of the settlement agreement with the Plaintiffs Steering Committee, including issues around compensation for losses with no apparent connection to the spill. In December, the US Supreme Court declined BP s petition to review the lower court decisions relating to these issues.

As at the end of 2014, the cumulative pre-tax income statement charge since the incident amounted to \$43.5 billion. This does not include amounts that BP does not consider possible to measure reliably at this time. The magnitude and timing of all possible obligations continue to be subject to significant uncertainty.

The cumulative charges to be paid from the Deepwater Horizon Oil Spill Trust fund reached \$20 billion in 2014. Subsequent additional costs are being charged to the income statement as they arise.

## Environmental and economic restoration

We have made significant progress in completing the response to the accident and supporting environmental and economic recovery efforts in affected areas. The US Coast Guard ended patrols and operations on the final shoreline miles in Louisiana in April 2014. The Coast Guard has now transitioned all shoreline areas to their National Response Center process. If residual oil from the Deepwater Horizon incident is later identified and requires removal, BP will

take action at the direction of the Coast Guard.

BP is responsible for the reasonable and necessary costs of assessing injury to natural resources resulting from the oil spill and of restoration as defined under the Oil Pollution Act of 1990 (OPA 90). In 2014 activity was focused on natural resource damage assessment and further progress was made on early restoration work.

## Natural resource damage assessment and early restoration projects

Scientists from BP, government agencies, academia and other organizations are studying a range of species and habitats to understand how wildlife populations and the environment may have been affected by the accident and oil spill. Since May 2010, more than 240 initial and amended work plans have been developed by state and federal trustees and BP to study resources and habitat. The study data will inform an assessment of injury to natural resources in the Gulf of Mexico and the development of a restoration plan. The plan will address the identified injuries including the recreational use of these resources, as well as an estimated cost to implement it. By the end of 2014, BP had spent approximately \$1.3 billion to support the assessment process. See *gulfsciencedata.bp.com* for environmental data collected through the natural resource damage assessment process.

While the injury assessment is still ongoing, restoration work has begun. In April 2011 BP committed to provide up to \$1 billion in early restoration funding to expedite recovery of natural resources injured as a result of the Deepwater Horizon incident. BP and the trustees, as at December 2014, had reached agreement on a total of 54 early restoration projects that are expected to cost approximately \$700 million, of which \$629 million had been funded by the end of 2014. BP is providing project funding in exchange for restoration credits to be applied against the trustees final assessment of BP s natural resource damages funding obligations.

#### **Gulf of Mexico Research Initiative**

In May 2010 BP committed \$500 million over 10 years to fund independent scientific research through the Gulf of Mexico Research Initiative. The goal of the research initiative is to improve society s ability to understand, respond to and mitigate the potential impacts of oil spills on marine and coastal ecosystems. BP has contributed \$215 million to the programme as at 31 December 2014.

#### **Economic recovery**

BP continued to support economic recovery efforts in local communities through a variety of actions and programmes in 2014. By 31 December 2014, BP had spent \$13.4 billion on economic recovery, including claims, advances, settlements and other payments, such as state tourism grants and funding for state-led seafood testing and marketing.

See bp.com/gulfofmexico for more information on environmental and economic restoration activities.

## Multi-district litigation proceedings in New Orleans

The multi-district litigation trial relating to liability, limitation, exoneration and fault allocation (part of MDL 2179) began in the federal district court in New Orleans in February 2013.

## Phase 1 causes of the accident and allocation of fault

The district court issued its ruling on the first phase of the trial in September 2014. It found that BP Exploration & Production Inc. (BPXP the BP group company that conducts exploration and production operations in the Gulf of Mexico), BP America Production Company and various other parties are each liable under general maritime law for the blowout, explosion and oil spill from the Macondo well. With respect to the United States claim against BPXP under the Clean Water Act, the district court found that the discharge of oil was the result of BPXP s gross negligence

and wilful misconduct and that BPXP is therefore subject to enhanced civil penalties. BP does not believe that the evidence at trial supports a finding of gross negligence and wilful misconduct and has appealed the Phase 1 ruling.

A provision of \$3,510 million was recognized in 2010 for estimated civil penalties under Section 311 of the Clean Water Act. BP continues to believe that a provision of \$3,510 million represents a reliable estimate of the amount of the liability if the appeal is successful and this provision, calculated on the basis of the previous assumptions, has been maintained in the accounts. If BP is unsuccessful in its appeal, and the ruling of gross negligence and wilful misconduct is upheld, the maximum penalty that could be imposed is up to \$4,300 per barrel. Based upon this penalty rate and the district court s ruling of the number of barrels spilled, which, as noted above is also subject to appeal, the maximum penalty could be up to \$13.7 billion. The court has wide discretion in its application of statutory penalty factors and we are therefore unable to determine a reliable estimate for any additional penalty which might apply should the gross negligence finding be upheld.

BP Annual Report and Form 20-F 2014

## Phase 2 efforts to stop the flow of oil and the volume of oil spilled

The district court issued its ruling on the second phase of the trial in January 2015. It found that 3.19 million barrels of oil were discharged into the Gulf of Mexico. In addition, the district court found that BP was not grossly negligent in its source control efforts. We have also appealed this Phase 2 ruling.

## Penalty phase

The penalty phase of the trial concluded in February 2015. In this phase, the district court will determine the amount of civil penalties owed to the United States under the Clean Water Act. This will be based on the court s rulings or ultimate determinations on appeal as to the presence of negligence, gross negligence or wilful misconduct and the volume of oil spilled, as well as the application of the penalty factors under the Clean Water Act.

BP is not currently aware of the timing of the district court s ruling for the penalty phase.

# Plaintiffs Steering Committee settlements

BP reached settlements in 2012 with the Plaintiffs Steering Committee (PSC) to resolve the substantial majority of legitimate individual and business claims and medical claims stemming from the accident and oil spill. The PSC was established to act on behalf of individual and business plaintiffs in MDL 2179. During 2014, amounts paid out under the PSC settlements totalled approximately \$600 million.

### **Individual and business claims**

As part of its monitoring of payments made by the court-supervised programme for the economic and property damages settlement, BP identified and disputed multiple business economic loss claim determinations that appeared to result from an incorrect interpretation of the economic and property damages settlement agreement by the claims administrator. BP has also raised issues about misconduct and inefficiency in the facility administering the settlement.

In December 2013 the district court ruled that, for the purposes of determining business economic loss claims, revenues must be matched with expenses incurred by claimants in conducting their business even when the revenues and expenses were recorded at different times. In May 2014, the district court approved the claims administrator s revised matching policy reflecting this order and the policy is now in effect. The PSC has filed a motion with the district court to alter or amend the policy.

In September 2014 the district court denied BP s motion to order the return of excessive payments made by the Deepwater Horizon Court Supervised Settlement Program under the matching policy in effect before the district court s December 2013 ruling requiring a claimant s revenue to be matched with variable expenses. BP has appealed this decision to the US Court of Appeals for the Fifth Circuit (Fifth Circuit).

Following the ruling by the district court, which was affirmed by the Fifth Circuit, that the settlement agreement did not contain a causation requirement beyond the revenue and related tests set out in an exhibit to that agreement, the district court in May dissolved the injunction that had halted the processing and payment of business economic loss claims and instructed the claims administrator to resume the processing and payment of claims. In August BP petitioned the US Supreme Court for review of the Fifth Circuit s decisions relating to compensation of claims for losses with no apparent connection to the Deepwater Horizon spill. In December 2014 the US Supreme Court denied BP s petition for review.

Business economic loss claims continue to be assessed and paid under the revised matching policy. The deadline for submitting claims is 8 June 2015.

In September 2014 BP sought to remove Patrick Juneau from his roles as claims administrator and settlement trustee for the economic and property damages settlement for reasons including a conflict of interest. This was denied by the district court and BP has appealed this decision.

#### **Medical claims**

The medical benefits class action settlement provides for claims to be paid to qualifying class members from the agreement s effective date. Following the resolution of all appeals relating to this settlement, the agreement s effective date was 12 February 2014. The deadline for submitting claims under the settlement was one year from the effective date.

### Process safety and ethics monitors

Two independent monitors a process safety monitor and an ethics monitor were appointed under the terms of the criminal plea agreement BP reached with the US government in 2012 to resolve all federal criminal claims arising out of the Deepwater Horizon incident. Under the terms of the agreement, BP is taking additional actions, enforceable by the court, to further enhance the safety of drilling operations in the Gulf of Mexico.

The process safety monitor is reviewing and providing recommendations concerning BPXP s process safety and risk management procedures for deepwater drilling in the Gulf of Mexico.

The ethics monitor is reviewing and providing recommendations concerning BP s ethics and compliance programme.

The monitors have interviewed BP employees, reviewed policies and procedures and made site visits in preparation for their initial reports, which will be delivered in 2015.

A third-party auditor has also been retained and will review and report to the probation officer, the US government and BP on BPXP s compliance with the plea agreement s implementation plan. See *bpxpcompliancereports.com* for annual updates on BP s compliance with the plea agreement.

### Other legal proceedings

BP is subject to a number of different legal proceedings in connection with the Deepwater Horizon incident in addition to the legal proceedings relating to the PSC settlements and the multi-district litigation proceedings in New Orleans. For more information see Legal proceedings on page 228.

# OPA 90 and other civil claims

BP p.l.c., BPXP and various other BP entities have been among the companies named as defendants in approximately 3,000 civil lawsuits resulting from the accident and oil spill, including the claims by several states and local government entities. The majority of these lawsuits assert claims under OPA 90, as well as various other claims, including for economic loss and real property damage, and claims under maritime law and state law. These lawsuits seek various remedies including economic and compensatory damages, punitive damages, removal costs and natural resource damages. Many of the lawsuits assert claims excluded from the PSC settlements, such as claims for recovery for losses allegedly resulting from the 2010 federal deepwater drilling moratoria and the related permitting process. Many of these lawsuits have been consolidated into MDL 2179.

Alabama, Mississippi, Florida, Louisiana, Texas and various local government entities have submitted or asserted claims to BP under OPA 90 for alleged losses including economic losses and property damage as a result of the Gulf of Mexico oil spill. BP has provided for the current best estimate of the amount required to settle these obligations. BP considers most of these claims to be unsubstantiated and the methodologies used to calculate them to be seriously flawed, not supported by OPA 90, not supported by documentation and to be substantially overstated.

## **Securities litigation proceedings**

The multi-district litigation proceedings pending in federal court in Houston (MDL 2185), including a purported class action on behalf of purchasers of American Depositary Shares under US federal securities law, are continuing. A jury trial is scheduled to begin in January 2016.

#### **SEC** settlement

In connection with the 2012 settlement with the SEC resolving the SEC s Deepwater Horizon-related civil claims, in August 2014, the final instalment of \$175 million was paid under the civil penalty of \$525 million.

### US Environmental Protection Agency (EPA) suspension and debarment

In March 2014, BP p.l.c., BPXP, and all other BP entities that the EPA had suspended from receiving new federal contracts or renewing existing ones entered into an administrative agreement with the EPA resolving all issues related to suspension or debarment arising from the Deepwater Horizon incident. The administrative agreement restores the eligibility of BP entities to enter into new contracts or leases with the US government. Under the terms and conditions of the administrative agreement, which applies for five years, BP has agreed to safety and operations, ethics and compliance and corporate governance requirements.

BP Annual Report and Form 20-F 2014 37

### Financial update

The group income statement for 2014 includes a pre-tax charge of \$819 million in relation to the Gulf of Mexico oil spill. The charge for the year reflects additional litigation and claims costs and the ongoing costs of the Gulf Coast Restoration Organization. As at 31 December 2014, the total cumulative charges recognized to date amount to \$43.5 billion. The total amounts that will ultimately be paid by BP in relation to all the obligations relating to the incident are subject to significant uncertainty and the ultimate exposure and cost to BP and the timing of such costs will be dependent on many factors, including in relation to any new information or future developments. These could have a material impact on our consolidated financial position, results and cash flows.

BP has provided for spill response costs, environmental expenditure, litigation and claims and Clean Water Act penalties that can be measured reliably. The cumulative income statement charge does not include amounts for obligations that BP considers are not possible to measure reliably at this time, such as:

Natural resource damages, except for reasonable costs for damage assessment, the \$1-billion allocation for early restoration projects and associated legal costs.

Any obligation that may arise from securities-related litigation.

The cost of business economic loss claims under the PSC settlement not yet received, or received but not yet processed, or processed but not yet paid (except where an eligibility notice had been issued before the end of the month following the balance sheet date and is not subject to appeal by BP within the claims facility).

Claims asserted in civil litigation, including any further litigation through excluded parties from the PSC settlement.

Any further liability for the Clean Water Act penalty arising in the event the gross negligence finding is upheld.

Any further obligation that may arise from state and local claims.

The additional amounts payable for these and other items could be considerable. More details regarding the impacts and uncertainties relating to the Gulf of Mexico oil spill can be found in Risk factors on page 48, Legal proceedings on page 228 and Financial statements Note 2.

## **Deepwater Horizon Oil Spill Trust update**

BP, in agreement with the US government, set up the \$20-billion Deepwater Horizon Oil Spill Trust (the Trust) to provide confidence that funds would be available to satisfy legitimate individual and business claims, state and local government claims resolved by BP, final judgments and settlements, state and local response costs, and natural resource damages and related costs. The cumulative charges to the Trust had reached \$20 billion in 2014. Subsequent

additional costs over and above those provided within the \$20 billion, are being charged to the income statement as they arise.

Payments made out of the Trust during 2014 totalled \$1.7 billion for individual and business claims, medical settlement programme payments, natural resource damage assessment and early restoration, state and local government claims, costs of the court supervised settlement programme and other resolved items. As at 31 December 2014, the aggregate cash balances in the Trust and the associated qualified settlement funds amounted to \$5.1 billion, including \$1.1 billion remaining in the seafood compensation fund, from which a further \$0.5 billion partial distribution started in early 2015, and \$0.4 billion held for natural resource damage early restoration projects.

BP Annual Report and Form 20-F 2014

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We believe we have a positive role to play in shaping the long-term future of energy.

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A safety and health specialist tests a confined space to make sure it safe for entry at the Kwinana refinery in Western Australia.

## **Safety**

We continue to promote deep capability and a safe operating culture across BP.

Our operating management system (OMS)« sets out BP s principles for good operating practice.

By the end of 2014, we had completed 25 of the 26 recommendations from BP s internal investigation regarding the Deepwater Horizon accident, the Bly Report.

Contractors carried out 52% of the 357 million hours worked by BP in 2014.

**Process safety events** 

(number of incidents)

# Recordable injury frequency

(workforce incidents per 200,000 hours worked)

<sup>a</sup> API and OGP 2014 data reports are not available until May 2015.

Additional information on our safety, environmental and social performance is available in our Sustainability Report. See *bp.com/sustainability* for case studies, country reports and an interactive tool for health, safety and environmental data.

# Group safety performance

In 2014, BP reported three fatalities; a fall from height in the UK, an incident involving a forklift in Indonesia, and an incident that occurred inside a process vessel in Germany. We deeply regret the loss of these lives.

### Personal safety performance

	2014	2013	2012
Recordable injury frequency (group) <sup>b</sup>	0.31	0.31	0.35
Day away from work case frequency <sup>c</sup> (group) <sup>b</sup>	0.081	0.070	0.076
Severe vehicle accident rated	0.132	0.120	0.130

<sup>&</sup>lt;sup>b</sup>Incidents per 200,000 hours worked.

## **Process safety performance**

	2014	2013	2012
Tier 1 process safety events«	28	20	43
Tier 2 process safety events	95	110	154
Loss of primary containment			
number of all incidents <sup>e</sup>	286	261	292
Loss of primary containment			
number of oil spills <sup>f</sup>	156	185	204
Number of oil spills to land and water	63	74	102
Volume of oil spilled (thousand litres)	400	724	801
Volume of oil unrecovered			
(thousand litres)	155	261	320

<sup>&</sup>lt;sup>e</sup> Does not include either small or non-hazardous releases.

We report our safety performance using industry metrics including the American Petroleum Institute (API) RP-754 standard. These include tier 1 process safety events, defined as the loss of primary containment from a process of greatest consequence—causing harm to a member of the workforce or costly damage to equipment, or exceeding defined quantities. Tier 2 process safety events are those of lesser consequence than tier 1. We take a long-term view on process safety indicators because the full benefit of the decisions and actions in this area is not always immediate.

We seek to record all losses of primary containment (LOPC), regardless of the volume of the release and report on losses over a severity threshold. These include unplanned or uncontrolled releases from a tank, vessel, pipe, rail car or

<sup>&</sup>lt;sup>c</sup>Incidents that resulted in an injury where a person is unable to work for a day (shift) or more.

<sup>&</sup>lt;sup>d</sup>Number of vehicle incidents that result in death, injury, a spill, a vehicle rollover, or serious disabling vehicle damage per one million kilometres travelled.

f Number of spills greater than or equal to one barrel (159 litres, 42 US gallons).

equipment used for containment or transfer. Our 2014 data reflects increases in part due to the introduction of enhanced automated monitoring for many remote sites in our Lower 48 business.

Our performance in these areas over time suggests that our focus on safety is having a positive impact. However, we need to continue to remain vigilant and focused on delivering safe, reliable and compliant operations.

## Managing safety

We are working to continuously improve safety and risk management across BP. Our operating businesses are responsible for identifying and managing risks and bringing together people with the right skills and competencies to address them. They are also required to carry out self-verification and are subject to independent scrutiny and assurance. Our safety and operational risk team works alongside our operating businesses to provide oversight and technical guidance, while members of our group audit teams visit certain sites, including third-party rigs, to check how they are managing risks.

« Defined on page 252.

BP Annual Report and Form 20-F 2014

39

Each business segment has a safety and operational risk committee, chaired by the business head, to oversee the management of safety and operational risk in their respective areas of the business. In addition, the group operations risk committee facilitates the group chief executive s oversight of safety and operational risk management across BP.

The board s safety, ethics and environment assurance committee (SEEAC) receives updates from the group chief executive and the head of safety and operational risk on the management of the highest priority risks. SEEAC also receives updates on BP s process and personal safety performance, and the monitoring of major incidents and near misses across the group. See Our management of risk on page 46.

## **Operating management system (OMS)**

BP s OMS is a group-wide framework designed to help us manage risks in our operating activities. It brings together BP requirements on health, safety, security, the environment, social responsibility and operational reliability, as well as related issues, such as maintenance, contractor relations and organizational learning, into a common management system. Any necessary variations in the application of OMS in order to meet local regulations or circumstances are subject to a governance process.

OMS also helps us improve the quality of our operating activities. All businesses covered by OMS undertake an annual performance improvement cycle and assess alignment with the OMS framework. Recently acquired operations need to transition to OMS. We review and amend our group requirements within OMS from time to time to reflect BP s priorities and experience or changing external regulations. See page 41 for information about contractors and joint arrangements«.

### Capability development

We aim to equip our staff with the skills needed to run safe and efficient operations. Our OMS capability development programmes cover areas such as process safety, risk, and safety leadership. Our applied deepwater well control course uses simulator facilities to train key members of rig teams, including contractors. We have conducted more than 35 classes for rig crews from around the world since the course began in October 2012.

### Security and crisis management

The scale and spread of BP s operations means we must prepare for a range of business disruptions and emergency events. BP monitors for, and aims to guard against, hostile actions that could cause harm to our people or disrupt our operations, including physical and digital threats and vulnerabilities.

We also maintain disaster recovery, crisis and business continuity management plans and work to build day-to-day response capabilities to support local management of incidents. See page 42 for information on BP s approach to oil spill preparedness and response.

In January 2013, the In Amenas gas plant in Algeria, which is run as a joint operation between BP, the Algerian state oil and gas company Sonatrach and Statoil, came under armed terrorist attack. Algerian military action regained control of the site. Forty people, including four BP employees, and a former employee, lost their lives in the incident. This was a tragic and unprecedented event which impacted many employees and their families.

BP participated fully in the UK Coroner s inquest, which we considered the most effective means of providing a greater understanding of what happened. The UK Coroner handed down his verdicts, conclusions and detailed factual

findings on 26 February 2015.

Since the attack, BP and Statoil have jointly carried out an extensive review of security arrangements in Algeria and have been working with Sonatrach and the Algerian authorities on a programme of security enhancements. The Coroner accepted the opinion of his independent security expert who endorsed the security measures now in place and commented that in his opinion the security enhancements now provide a significantly safer environment for the staff working there.

Upstream safety

# Safety performance

	2014	2013	2012
Recordable injury frequency	0.23	0.32	0.32
Day away from work case frequency	0.051	0.068	0.053
Loss of primary containment			
incidents number	187	143	151
Safer drilling			

Our global wells organization is responsible for planning and executing all our wells operations across the world. It is also responsible for establishing standards on compliance, risk management, contractor management, performance indicators, technology and capability for our well operations.

## **Completing the Bly Report recommendations**

BP s investigation into the Deepwater Horizon accident, the Bly Report, made 26 recommendations aimed at further reducing risk across our global drilling activities. A total of 25 recommendations had been completed by the end of 2014.

We expect the final recommendation to be completed by the end of 2015, as scheduled. This recommendation involves verifying the implementation of revised well control and monitoring standards to BP-owned and BP-contracted offshore rigs. It takes time to fully implement as it requires training a large proportion of our global wells operating personnel on the revised standards.

Our group audit team has verified closure of the recommendations.

See *bp.com/26recommendations* for the Bly Report recommendations.

40 BP Annual Report and Form 20-F 2014

The BP board appointed Carl Sandlin as independent expert in 2012 to provide an objective assessment of BP s global progress in implementing the recommendations from the Bly Report. Mr Sandlin also provides his views on the organizational effectiveness and culture of the global wells organization, and process safety observations.

As part of his activities in 2014, Mr Sandlin conducted his third round of visits to regional wells teams with active drilling operations. Mr Sandlin visited 10 regions in total. During each visit he conducted reviews with senior managers, and held discussions with key wells personnel and drilling contractors on site.

Mr Sandlin is engaged through to June 2016.

Downstream safety

## Safety performance

	2014	2013	2012
Recordable injury frequency	0.34	0.25	0.33
Day away from work case frequency	0.121	0.063	0.089
Severe vehicle accident rate	0.09	0.10	0.16
Loss of primary containment incidents number	82	101	117

We take measures to prevent leaks and spills at our refineries and other downstream facilities through well-designed, well-maintained and properly operated equipment. We also seek to provide safe locations, emergency procedures and other mitigation measures in the event of a release, fire or explosion.

We focus on managing the highest priority risks associated with our storage, handling and processing of hydrocarbons. We use technology, such as automated systems, which are intended to prevent our gasoline storage tanks from overfilling, to help manage our operations within safe operating and design limits. In 2014 a total of 12 facilities participated in our exemplar programme, which aims to help sites apply our OMS using continuous improvement processes.

#### **Process safety expert**

The board appointed Duane Wilson as process safety expert for our downstream activities in 2012 for a three-year term and assigned him to work in a global capacity with the business. Mr Wilson provided an independent perspective on the progress that BP s fuels, lubricants and petrochemicals businesses were making toward becoming industry leaders in process safety performance.

### Working with contractors and partners

BP, like our industry peers, rarely works in isolation we need to work with contractors, suppliers and partners to carry out our operations. In 2014, 52% of the 357 million hours worked by BP were carried out by contractors.

Our ability to be a safe and responsible operator depends in part on the capability and performance of those who help us carry out our operations. We therefore seek to identify and manage risks in the supply chain relating to areas such

as safety, corruption and money laundering, and aim to have suitable provisions in our contracts with contractors, suppliers and partners.

### **Contractors**

We expect and encourage our contractors and their employees to act in a way that is consistent with our code of conduct. Our OMS includes requirements and practices for working with contractors.

We seek to set clear and consistent expectations of our contractors. Our standard model upstream contracts, for example, include health, safety, security and environmental requirements. Bridging documents are necessary in some cases to define how our safety management system and those of our contractors co-exist to manage risk on site.

To help us manage risks effectively and take advantage of economies of scale, we are focusing on developing deeper, longer-term relationships with selected upstream contractors. We have established global agreements in areas such as engineered equipment and well services.

## Our partners in joint arrangements

We seek to work with companies that share our commitment to ethical, safe and sustainable working practices. Our code of conduct states that we seek to clearly communicate our relevant expectations to our business partners, agreeing contractual obligations where applicable.

We have a group framework for identifying and managing BP s exposure related to safety, operational, and bribery and corruption risk from our participation in non-operated joint arrangements.

Typically, our level of influence or control over a joint arrangement is linked to the size of our financial stake compared with other participants. In some joint arrangements we act as the operator. Our OMS applies to the operations of joint arrangements only where we are the operator.

In other cases, one of our partners may be the designated operator, or the operator may be an incorporated joint arrangement company owned by BP and other companies. In those cases, our OMS does not apply as the management system to be used by the operator, but is generally available as a reference point for engagement with operators and co-venturers.

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The Toledo refinery in Ohio processes around 160,000 barrels of crude oil each day to make gasoline, jet fuel and other products.

« Defined on page 252.

BP Annual Report and Form 20-F 2014

41

### **Environment and society**

Throughout the life cycle of our projects and operations, we aim to manage the environmental and social impacts of our presence.

### Managing our impacts

Our operating sites can have a lifespan of several decades and our operations are expected to work to reduce their impacts and risks. This starts in early project planning and continues through operations and decommissioning.

Our operating management system« (OMS) includes practices that set out requirements and guidance for how we identify and manage environmental and social impacts. The practices apply to our major projects«, projects that involve new access, those that could affect an international protected area and some BP acquisition negotiations.

In the early planning stages of these projects, we complete a screening process to identify the most significant environmental and social impacts. We completed the process for 19 projects in 2014. Following screening, projects are required to carry out impact assessments, identify mitigation measures and implement these in project design, construction and operations.

BP s environmental expenditure in 2014 totalled \$4,024 million (2013 \$4,288 million, 2012 \$7,230 million). For a breakdown of environmental expenditure see page 225. This figure includes a charge of \$190 million relating to the Gulf of Mexico oil spill. For reference, expenditure related to the Gulf of Mexico oil spill was a credit of \$66 million in 2013 and a charge of \$919 million in 2012. For Regulation of the group s business Environmental regulation see page 225.

We review our management of material issues such as greenhouse gas emissions, water, sensitive and protected areas and oil spill response. This includes examining emerging risks and actions taken to mitigate them.

### Oil spill preparedness and response

Our requirements for oil spill preparedness and response planning, and crisis management incorporate what we have learned over many years of operation, and specifically from the Deepwater Horizon accident. Almost three quarters of our businesses with the potential to spill oil have updated oil spill planning scenarios and response strategies, in line with our new requirements issued in 2012. We aim to complete the remaining updates by the end of 2016.

Meeting the requirements is a substantial piece of work and we believe this has already resulted in a significant increase in our oil spill response capability. For example, this includes using specialized modelling techniques that help predict the impact of potential spills, the provision of stockpiles of dispersants and the use of new tools for environmental monitoring, such as aerial and underwater robotic vehicles.

# Enhancing response capabilities

We consider the environmental and socio-economic sensitivities of a region to help inform oil spill response planning. Sensitivity mapping helps us to identify the various types of habitats, resources and communities that could be affected by oil spills and develop appropriate response strategies. We are implementing a mapping system that brings

together geographical, operational, infrastructure, socio-economic, biological and habitat information to help us identify and better understand potential impacts of an oil spill.

We are also testing the applicability of a number of emerging technologies for oil spill response, including the use of robotic vehicles with camera sensors to locate spills and provide remote visibility for oil spill response at sea.

We seek to work collaboratively with government regulators in planning for oil spill response, with the aim of improving any potential future response. For example, in 2014 we shared lessons on dispersant use and oil spill response technologies with government regulators in Angola, the UK and the US.

See page 39 for information on volume of oil spilled by our operations in 2014, including volume of oil unrecovered.

#### Climate change

BP believes that climate change is an important long-term issue that justifies global action. We are taking steps to address carbon risk and collaborating with others on climate change issues. For example, we require our operations to incorporate energy use considerations in their business plans and to assess, prioritize and implement technologies and systems that could improve usage. We factor a carbon cost into our own investments and engineering designs for large new projects, and invest in lower-carbon energy products. We seek to address potential climate change impacts on our new projects in the design phase. We have guidance for existing operations and projects on how to assess potential climate risks and impacts to enable mitigation steps to be incorporated into project planning, design and operations.

#### Greenhouse gas emissions

We report on direct and indirect GHG emissions on a carbon dioxide-

equivalent (CO<sub>2</sub>e) basis. Direct emissions include CO<sub>2</sub> and methane from the combustion of fuel and the operation of facilities, and indirect emissions include those resulting from the purchase of electricity, heat, steam or cooling. In 2014 we changed our GHG reporting boundary from a BP equity-share basis to an operational control basis.

Our approach to reporting GHG emissions broadly follows the IPIECA/ API/IOGP Petroleum Industry Guidelines for Reporting GHG Emissions (the IPIECA guidelines). We calculate emissions based on the fuel consumption and fuel properties for major sources rather than the use of generic emission factors. We do not include nitrous oxide, hydrofluorocarbons, perfluorocarbons and sulphur hexafluoride as they are not material and it is not practical to collect this data.

42 BP Annual Report and Form 20-F 2014

Greenhouse gas emissions (MteCO<sub>2</sub>e)

Operational control <sup>a</sup>	2014	2013	2012
Direct emissions	54.1		
Indirect emissions	7.2		
BP equity share <sup>b</sup>			
Direct emissions	48.6	50.3c	59.8
Indirect emissions	6.6	6.6	8.4

- <sup>a</sup> Operational control data comprises 100% of emissions from activities that are operated by BP, going beyond the IPIECA guidelines by including emissions from certain other activities such as contracted drilling activities. Data for emissions on an operational control basis was not available prior to 2014.
- <sup>b</sup> BP equity share comprises our share of BP s consolidated entities and equity-accounted entities, other than BP s share of TNK-BP and Rosneft. Rosneft s emissions data can be found on its website.
- <sup>c</sup> The reported 2013 figure of 49.2 MteCO<sub>2</sub>e has been amended to 50.3 MteCO<sub>2</sub>e. The decrease in our GHG emissions is primarily due to the sale of our Carson and Texas City refineries in the US as part of our divestment programme. See *bp.com/greenhousegas* for more information about our GHG emissions from upstream production, refining throughput and chemicals produced.

#### Intensity

In 2014 we changed the intensity ratio we report on from a financial to a production-based one. The ratio of our total GHG emissions reported on an operational control-based boundary to gross production was 0.25teCO<sub>2</sub>e/te production in 2014. Gross production comprises upstream production, refining throughput and petrochemicals produced.

In 2013 we reported the ratio of our total GHG emissions on a BP equity-share basis to adjusted revenue of those entities or share of entities included in GHG reporting. This was 0.15kte/\$million. Adjusted revenue reflects total revenues and other income, less gains on sales of businesses and fixed assets.

#### Greenhouse gas regulation

GHG regulation is increasing globally. For example, we are seeing the growth of emission pricing schemes in Europe, California and China, additional monitoring regulations in the US and increased focus on reducing flaring and methane emissions in many jurisdictions.

We expect that GHG regulation will have an increasing impact on our businesses, operating costs and strategic planning, but may also offer opportunities for the development of lower-carbon technologies and businesses.

Accordingly, we require larger projects, and those for which emissions costs would be a material part of the project, to apply a standard carbon cost to the projected GHG emissions over the life of the project. In industrialized countries, our standard cost assumption is currently \$40 per tonne of  $CO_2$  equivalent. We use this cost as a basis for assessing the economic value of the investment and as one consideration in optimizing the way the project is engineered with respect to GHG emissions.

See page 225 for information on other environmental regulations.

#### Water

BP recognizes the importance of managing fresh water use and water discharges effectively in our operations and evaluates risks, including water scarcity, wastewater disposal and the long-term social and environmental pressures on local water resources.

We have invested in a specialist water treatment company to support operations in areas of water scarcity. The company manufactures desalinization and brine management systems and we aim to trial these technologies at our operations.

#### Unconventional gas and hydraulic fracturing

Natural gas resources, including unconventional gas, have an increasingly important role in meeting the world s growing energy needs. New technologies are making it possible to extract unconventional gas resources safely, responsibly and economically. BP has unconventional gas operations in Algeria, Indonesia, Oman and the US.

Some stakeholders have raised concerns about the potential environmental and community impacts of hydraulic fracturing.

BP seeks to apply responsible well design and construction, surface operation and fluid handling practices to mitigate these risks.

Water and sand constitute on average 99.5% of the injection material used in hydraulic fracturing. Some of the chemicals that are added to this when used in certain concentrations, are classified as hazardous by the relevant regulatory authorities. BP works with service providers to minimize their use where possible. We list the chemicals we use in the fracturing process in material safety data sheets at each site. We also submit data on chemicals used at our hydraulically fractured wells in the US, to the extent allowed by our suppliers who own the chemical formulas, at *fracfocus.org* or other state-designated websites.

We aim to minimize air pollutant and GHG emissions, such as methane, at our operating sites. For example, we use a process called green completions at the majority of our gas operations in the US. This process, which we have been using since 2001, captures natural gas that would otherwise be flared or vented during the completion and commissioning of wells.

Our US Lower 48 onshore business s approach is to operate in line with industry standards developed within the context of the highly regulated US environment.

See bp.com/unconventionalgas for information about our approach to unconventional gas and hydraulic fracturing.

#### Canada s oil sands

BP is involved in three oil sands lease areas in Canada. Sunrise Phase 1, operated by Husky Energy, started up at the end of 2014 and we expect first oil to be recovered in the first quarter of 2015. Pike Phase 1, operated by Devon Energy, was granted regulatory approval in November 2014 and is at the design and planning stage. Terre de Grace, which is BP-operated, is currently under appraisal for development.

Our decision to invest in Canadian oil sands projects takes into consideration GHG emissions, impacts on land, water use, local communities and commercial viability. Projects are managed through governance committees, with equal representation from BP and our partners, and approval rights laid out in agreements with our partners.

See bp.com/oilsands for information on BP s investments in Canada s oil sands.

#### Human rights

We are committed to conducting our business in a manner that respects the rights and dignity of all people. We respect internationally recognized human rights, as set out in the International Bill of Human Rights and the International Labour Organization s Declaration on Fundamental Principles and Rights at Work. We set out our commitments in our human rights policy. Our code of conduct references the policy, requiring employees to report any human rights abuse in our operations or in those of our business partners.

We are delivering our human rights policy by implementing the relevant sections of the United Nations Guiding Principles on Business and Human Rights and incorporating them into the processes and policies that govern our business activities. Our action plan aims to achieve closer alignment with the UN Guiding Principles over a number of years using a risk-based approach. Representatives from key functions, including human resources, ethics and compliance, procurement, security, and safety and operational risk oversee the plan s implementation.

In 2014 our actions included:

Human rights training events for more than 270 people, including awareness training for relevant senior leadership teams and representatives from functions such as procurement, shipping, finance and legal.

The inclusion of human rights clauses in a number of our standard model contracts.

Participation in the work of oil and gas industry organization IPIECA on developing shared industry approaches to managing human rights risks in the supply chain and guidance on responding to community grievances.

Continued implementation of the Voluntary Principles on Security and Human Rights, with periodic internal assessments to identify areas for improvement.

« Defined on page 252.

BP Annual Report and Form 20-F 2014

43

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Construction work on the Sunrise energy project, based in the Canadian oil sands of northern Alberta.

See bp.com/humanrights for more information about our approach to human rights.

#### **Business** ethics

Bribery and corruption are significant risks in the oil and gas industry. We have a responsibility to our shareholders and the countries and communities in which we do business to be ethical and lawful in all our dealings. Our code of conduct explicitly states that we do not tolerate bribery and corruption in any of its forms.

Our group-wide anti-bribery and corruption policy applies to all BP-operated businesses. The policy governs areas such as appropriate clauses in contracts, risk assessments and training. We target training on a risk basis and to those employees for whom it is thought to be most relevant, for example, given specific incidents or the nature or location of their role.

#### Financial transparency

We have taken part in consultations in relation to new or proposed revenue transparency reporting requirements in the US and EU for companies in the extractive industries. We are preparing to comply with the transposed EU Accounting Directive in the UK and are participating in the development of industry guidance. We are awaiting publication of the final rules of the US Dodd-Frank Act, expected to be issued before the end of 2015.

As a founding member of the Extractive Industries Transparency Initiative (EITI), BP works with governments, non-governmental organizations and international agencies to improve transparency and disclosure of payments to governments. We support governments efforts towards EITI certification in countries where we operate and have worked with many countries on implementation of their EITI commitments, including Australia, Azerbaijan, Indonesia, Iraq, Norway, Trinidad & Tobago, the UK and the US.

#### Enterprise and community development

We run programmes to help build the skills of businesses and to develop the local supply chain in a number of locations. For example, in Indonesia, we provide one-on-one business consultancy and technical assistance to local businesses during the tender process.

BP s community investments support development that meets local needs and are relevant to our business activities. We contributed \$85 million in social investment in 2014.

See *bp.com/society* for more information about our social contribution.

#### **Employees**

We seek employees who have the right skills and who understand and embody the values and expected behaviours that guide everything we do.

#### **BP** headcount

Number of employees at 31 December <sup>a</sup>	2014	2013	2012
Upstream	24,400	24,700	24,200
Downstream	48,000	48,000	51,800
Other businesses and corporate	12,100	11,200	10,400
Total	84,500	83,900	86,400

<sup>&</sup>lt;sup>a</sup> Reported to the nearest 100. For more information see Financial statements Note 33. The above table includes:

	2014	2013	2012
Retail staff	14,400	14,100	14,700
Agricultural, operational and seasonal workers in Brazil	5,300	4,300	3,500

At the end of December 2014, we had 84,500 employees. This includes 14,400 service station staff and 5,300 agricultural, operational and seasonal workers in Brazil, which has increased by 1,000 in 2014 due to the expansion of one of our sugar cane processing mills which was completed in 2014. Meanwhile, operational headcount decreased in other areas. We expect our number of employees to align with BP s smaller footprint in 2015 and 2016 as we right-size the organization as part of our response to a lower oil price.

#### Our values

Our values of safety, respect, excellence, courage and one team align explicitly with BP s code of conduct and translate into the responsible actions necessary for the work we do every day. Our values represent the qualities and actions we wish to see in BP, they guide the way we do business and the decisions we make. We use these values as part of our recruitment, promotion and individual performance assessment processes. See *bp.com/values* for more information.

#### Our people

We aim to develop the talents of our workforce with a focus on maintaining safe and reliable operations, engaging and developing our employees, and increasing the diversity of our workforce.

The group people committee, chaired by the group chief executive, has overall responsibility for key policy decisions relating to employees and governance of BP s people management processes. In 2014 the

#### 44 BP Annual Report and Form 20-F 2014

committee discussed longer-term people priorities; reward; progress in our diversity and inclusion programme; recruitment priorities including graduate recruitment and improvements to our learning and development programmes.

#### Attracting and retaining our people

The complex projects we work on require a wide range of specialist skills from the capability to explore for new sources of energy through to transporting and distributing hydrocarbons safely across the world. We have a bias towards building capability and promoting from within the organization. Where necessary, we complement this with selective external recruitment. In 2014, 84% of new senior leaders were recruited from within the organization.

A total of 670 graduates joined BP in 2014. We target the fields of science, technology, engineering and maths and run initiatives and awareness days at universities and colleges. We also run future leader programmes to recruit post-graduates. In 2014, 37% of our graduate intake were women and 50% were from outside the UK and US.

We conduct external assessments for people entering senior managerial roles to help achieve rigour and objectivity in our hiring and talent processes. These provide an in-depth analysis of leadership behaviour and whether candidates have the necessary experience and skills for the role.

#### **Building enduring capability**

Our development opportunities help to build the diverse skills and expertise that we need. We provide a range of opportunities for our employees, with an increased focus on on-the-job learning. This can include mentoring, team development days, workshops, seminars, online learning and international assignments.

A career transition is a critical moment in an employee s professional growth. We have moved towards prioritizing learning at these points, for example, for those joining BP or moving into a new level of management. We also offer in-role development that covers a range of levels and subject areas, from effective planning to inclusive leadership and change management. Employees from 51 countries attended leadership training, delivered in six different languages in 2014.

Through our internal academies, we provide leading technical, functional, compliance and leadership learning opportunities. In 2014, we launched five academies including the operating management system (OMS) academy that provides training to operations personnel on implementing and applying OMS.

#### **Diversity**

As a global business, we aim for a workforce representative of the societies in which we operate.

We have set out our ambitions for diversity and our group people committee reviews performance on a quarterly basis. We aim for women to represent at least 25% of our group leaders—the most senior managers of our businesses and functions—by 2020. We continue to support the UK government—s review of gender diversity on boards, undertaken by Lord Davies in 2011. Currently we have two women on our board. We are actively seeking qualified candidates and remain committed to Lord Davies—goal of a quarter of our board to be female by the end of 2015. For more information on our board composition see page 58.

#### Workforce by gender

Numbers as at 31 December	Male	Female	Female %
Board directors	12	2	14
Group leaders	426	95	18
Subsidiary« directors	776	125	14
All employees	58,700	25,800	31

At the end of 2014, 22% of our group leaders came from countries other than the UK and the US, compared with 14% in 2000. We have continued to increase the number of local leaders and employees in our operations so that they reflect the communities in which we operate. This is monitored at a local, business and national level.

#### Inclusion

Our goal is to create an environment of inclusion and acceptance. For our employees to be motivated and to perform to their full potential, and for the business to thrive, our people need to be treated with respect and dignity and without discrimination.

We aim to ensure equal opportunity in recruitment, career development, promotion, training and reward for all employees regardless of race, colour, national origin, religion, gender, age, sexual orientation, gender

identity, marital status, disability, or any other characteristic protected by applicable laws. Where existing employees become disabled, our policy is to provide continuing employment and training wherever possible.

#### Employee engagement

Executive team members hold regular meetings and webcasts with employees around the world. Team and one-to-one meetings are complemented by formal processes through works councils in parts of Europe. We seek to maintain constructive relationships with labour unions.

Each year, we conduct a survey to gather employees—views on a wide range of business topics and to identify areas where we can improve. Approximately 38,000 people in 70 countries completed our 2014 survey. We measure employee engagement with our strategic priorities using questions about perceptions of BP and how it is managed in terms of leadership and standards. This measure remained stable in 2014 at 72% (2013 72%, 2012 71%).

Business leadership teams review the results of the survey and agree actions to address focus areas. The 2014 survey found that employees remain clear about the safety procedures, standards and requirements that apply to them and that pride in working at BP has increased steadily since 2011. Understanding and support of BP s strategy is strong at senior levels, but needs further communication and engagement across the organization this is a focus area for 2015. Scores related to development and career opportunities have fallen slightly compared to 2013. We have been making changes to how we deliver learning and manage talent and we expect to see benefits in the longer term.

#### Share ownership

We encourage employee share ownership. For example, through our ShareMatch plan, which operates in more than 50 countries, we match BP shares purchased by our employees. We operate a single group-wide equity plan which allows employee participation at different levels globally and is linked to the company s performance.

#### The BP code of conduct

Our code of conduct is based on our values and clarifies the principles and expectations for everyone who works at BP. It applies to all employees, officers and members of the board.

Employees, contractors or other third parties who have a question about our code of conduct or see something they feel to be unsafe, unethical or potentially harmful can get help through OpenTalk, a confidential helpline operated by an independent company.

In 2014 1,114 people contacted OpenTalk with concerns or enquiries (2013 1,121, 2012 1,295). The most common concerns related to the people section of the code. This includes treating people fairly, with dignity and giving everyone equal opportunity; creating a respectful, harassment-free workplace; and protecting privacy and confidentiality.

We take steps to identify and correct areas of non-conformance and take disciplinary action where appropriate. In 2014, our businesses dismissed 157 employees for non-conformance with our code of conduct or unethical behaviour (2013 113). This excludes dismissals of staff employed at our retail service stations for incidents such as thefts of small amounts of money. We have enhanced our human resources processes, resulting in improved identification and recording of code-related dismissals.

#### Policy on political activity

We do not use BP funds or resources to support any political candidate or party. Employees rights to participate in political activity are governed by the applicable laws in the countries in which we operate. For example, in the US, BP provides administrative support to the BP employee political action committee to facilitate employee involvement and to assess whether contributions comply with the law and satisfy all necessary reporting requirements.

« Defined on page 252.

BP Annual Report and Form 20-F 2014

45

#### Our management of risk

BP manages, monitors and reports on the principal risks and uncertainties that can impact our ability to deliver our strategy of meeting the world s energy needs responsibly while creating long-term shareholder value; these risks are described in the Risk factors on page 48.

Our management systems, organizational structures, processes, standards, code of conduct and behaviours together form a system of internal control that governs how we conduct the business of BP and manage associated risks.

#### BP s risk management system

BP s risk management system is designed to be a consistent and clear framework for managing and reporting risks from the group s operations to the board. The system seeks to avoid incidents and maximize business outcomes by allowing us to:

Understand the risk environment, and assess the specific risks and potential exposure for BP.

Determine how best to deal with these risks to manage overall potential exposure.

Manage the identified risks in appropriate ways.

Monitor and seek assurance of the effectiveness of the management of these risks and intervene for improvement where necessary.

Report up the management chain and to the board on a periodic basis on how significant risks are being managed, monitored, assured and the improvements that are being made.

Our risk management activities

**Day-to-day risk management** management and staff at our facilities, assets and functions identify and manage risk, promoting safe, compliant and reliable operations. BP requirements, which take into account applicable laws and regulations, underpin the practical plans developed to help reduce risk and deliver strong, sustainable performance. For example, our operating management system (OMS)« integrates BP requirements on health, safety, security, environment, social responsibility, operational reliability and related issues.

**Business and strategic risk management** our businesses and functions integrate risk into key business processes such as strategy, planning, performance management, resource and capital allocation, and project appraisal. We do this by using a standard framework for collating risk data, assessing risk management activities, making further improvements and planning new activities.

Oversight and governance functional leadership, the executive team, the board and relevant committees provide oversight to identify, understand and endorse management of significant risks to BP. They also put in place systems of risk management, compliance and control to mitigate these risks. Executive committees set policy and oversee the management of significant risks, and dedicated board committees review and monitor certain risks throughout the year.

BP s group risk team analyses the group s risk profile and maintains the group risk management system. Our group audit team provides independent assurance to the group chief executive and board, as to whether the group s system of internal control is adequately designed and operating effectively to respond appropriately to the risks that are significant to BP.

#### Risk governance and oversight

Key risk governance and oversight committees include the following:



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g Safety, ethics and environment assurance committee.

g Gulf of Mexico committee.

#### **Board committees**

For information on the board and its committees see page 58.

#### Risk management processes

As part of BP s annual planning process, we review the group s principal risks and uncertainties. These may be updated throughout the year in response to changes in internal and external circumstances.

We aim for a consistent basis of measuring risk to allow comparison on a like-for-like basis, taking into account potential likelihood and impact, and to inform how we prioritize specific risk management activities and invest resources to manage them.

#### Our risk profile

The nature of our business operations is long term, resulting in many of our risks being enduring in nature. Nonetheless, risks can develop and evolve over time and their potential impact or likelihood may vary in response to internal and external events.

We identify those risks as having a high priority for particular oversight by the board and its various committees in the coming year. Those identified for 2015 are listed on page 47. These may be updated throughout the year in response to changes in internal and external circumstances.

The oversight and management of other risks is undertaken in the normal course of business throughout the business and in executive and board committees. For example market pricing and liquidity reviews are conducted on a regular basis by the board and executive committees, including the group financial risk committee, to consider how we respond to market conditions and when making or reviewing investment decisions. For further information see page 10.

There can be no certainty that our risk management activities will mitigate or prevent these, or other risks, from occurring.

Further details of the principal risks and uncertainties we face are set out in Risk factors on page 48.

#### 46 BP Annual Report and Form 20-F 2014

Risks for particular oversight by the board and its committees in 2015

The risks for particular oversight by the board and committees in 2015 remain the same as those for 2014 except that we have replaced risks associated with delivery of our 10-point plan, which has now been delivered, with those relating to major project delivery one of our group key performance indicators.

#### Gulf of Mexico oil spill

A wide range of risks have arisen as a result of the Gulf of Mexico oil spill. These include legal, operational, reputational and compliance risks.

BP s management and mitigation of these risks is overseen by the board s Gulf of Mexico committee, which seeks to ensure that BP fulfils all legitimate obligations while protecting and defending BP s interests.

The committee s responsibilities include oversight and review of the following activities: the legal strategy for litigation; the strategy connected with settlements and claims; the environmental work to remediate or mitigate the effects of the oil spill; management strategy and actions to restore the group s reputation in the US; and compliance with government settlement and administrative agreements arising out of the accident and oil spill.

See Legal proceedings page 228, Financial statements Note 2 and Gulf of Mexico committee page 69 for further information.

Strategic and commercial risks

#### **Geopolitical**

The diverse locations of our operations around the world expose us to a wide range of political developments and consequent changes to the economic and operating environment. Geopolitical risk is inherent to many regions in which we operate, and heightened political or social tensions or changes in key relationships could adversely affect the group.

We seek to actively manage this risk through development and maintenance of relationships with governments and stakeholders and becoming trusted partners in each country and region. In addition, we closely monitor events (such as the situation that arose in Ukraine in 2014) and implement risk mitigation plans where appropriate.

#### Major project« delivery

Renewing our portfolio requires ongoing innovation and development in exploration, production, processing and distribution. Major projects contribute significantly to reshaping our portfolio and delivering our strategy.

To manage the risks associated with major project delivery, each stage of a project s life cycle must meet certain criteria to proceed to the next stage, or it will be re-assessed to improve value or be discontinued. Additionally, executive directors regularly review capital allocation at the resource commitment meetings. In the upstream our global projects organization focuses specifically on major projects and the risks to their delivery. We undertake post-project evaluations to review decision-making processes, project execution and project outcomes, and share these with other major projects as appropriate to support continuous improvement.

For information on our major projects portfolio see page 26, and for a recent example of how we remodel projects see Increasing value on page 21.

#### **Cybersecurity**

The threats to the security of our digital infrastructure continue to evolve rapidly and, like many other global organizations, our reliance on computers and network technology is increasing. A cybersecurity breach could have a significant impact on business operations.

We seek to manage this risk through cybersecurity standards, ongoing monitoring of threats, testing of cyber response procedures and close co-operation with authorities. Over the past few years our employee campaigns on topics such as email phishing and the protection of our information and equipment have helped to raise awareness of these issues.

#### Safety and operational risks

#### Process safety, personal safety and environmental risks

The nature of the group s operating activities exposes us to a wide range of significant health, safety and environmental risks such as incidents associated with releases of hydrocarbons when drilling wells, operating facilities and transporting hydrocarbons.

Our OMS helps us manage these risks and drive performance improvements. It sets out the rules and principles which govern key risk management activities such as inspection, maintenance, testing, business continuity and crisis response planning and competency development. In addition, we conduct our drilling activity through a global wells organization in order to promote a consistent approach for designing, constructing and managing wells.

For more information on safety and our OMS see page 39.

#### **Security**

Hostile acts such as terrorism or piracy could harm our people and disrupt our operations. We monitor for emerging threats and vulnerabilities to manage our physical and information security.

Our central security team provides guidance and support to a network of regional security advisers who advise and conduct assurance with respect to the management of security risks affecting our people and operations. We also maintain disaster recovery, crisis and business continuity management plans. We continue to monitor the situation in the Middle East and North Africa closely.

#### Compliance and control risks

#### Ethical misconduct and legal or regulatory non-compliance

Ethical misconduct or breaches of applicable laws or regulations could damage our reputation, adversely affect operational results and shareholder value, and potentially affect our licence to operate.

Our code of conduct and our values and behaviours, applicable to all employees, are central to managing this risk. Additionally, we have various group requirements and training covering areas such as anti-bribery and corruption, anti-money laundering, competition/anti-trust law and international trade regulations. We seek to keep abreast of new regulations and legislation and plan our response to them. We offer an independent confidential helpline, OpenTalk,

for employees, contractors and other third parties. Under the terms of the US Department of Justice settlement, an ethics monitor will also review and provide recommendations concerning BP s ethics and compliance programme.

Find out more about our code of conduct, our business ethics and the ethics monitor on pages 45, 44 and 37 respectively.

#### **Trading non-compliance**

In the normal course of business, we are subject to risks around our trading activities which could arise from shortcomings or failures in our systems, risk management methodology, internal control processes or employees.

We have specific operating standards and control processes to manage these risks, including guidelines specific to trading, and seek to monitor compliance through our dedicated compliance teams. We also seek to maintain a positive and collaborative relationship with regulators and the industry at large.

For further information see Upstream gas marketing and trading activities on page 28, Downstream supply and trading on page 31 and Financial statements Note 27.

« Defined on page 252.

BP Annual Report and Form 20-F 2014 47

#### Risk factors

The risks discussed below, separately or in combination, could have a material adverse effect on the implementation of our strategy, our business, financial performance, results of operations, cash flows, liquidity, prospects, shareholder value and returns and reputation.

#### Gulf of Mexico oil spill

The spill has had and could continue to have a material adverse impact on BP.

There is significant uncertainty regarding the extent and timing of the remaining costs and liabilities relating to the 2010 Gulf of Mexico oil spill (the incident), including the amount of claims, fines and penalties that become payable by BP (including as a result of any ultimate determination of BP s appeal of the ruling of gross negligence), the outcome or resolution of current or future litigation and any costs arising from any longer-term environmental consequences of the incident, the impact of the incident on our reputation and the resulting possible impact on our licence to operate. The provisions recognized in the income statement represent the current best estimates of expenditures required to settle certain present obligations that can be reliably estimated at the end of the reporting period, and there are future expenditures for which we currently cannot measure our obligations reliably. These uncertainties are likely to continue for a significant period. See Financial statements Note 2.

The risks associated with the incident could also heighten the impact of other risks the group is exposed to as described below.

#### Strategic and commercial risks

**Prices and markets** our financial performance is subject to fluctuating prices of oil, gas, refined products, exchange rate fluctuations and the general macroeconomic outlook.

Oil, gas and product prices are subject to international supply and demand and margins can be volatile. Political developments, increased supply from new oil and gas sources, technological change, global economic conditions and the influence of OPEC can impact supply and prices for our products. Decreases in oil, gas or product prices could have an adverse effect on revenue, margins and profitability and, if significant, we may have to write down assets and re-assess the viability of certain projects. A prolonged period of low prices may impact our cash flows, profit, capital expenditure and ability to maintain our long-term investment programme. Conversely, an increase in oil, gas and product prices may not improve margin performance as there could be increased fiscal take, cost inflation and more onerous terms for access to resources. The profitability of our refining and petrochemicals activities can be volatile, with periodic over-supply or supply tightness in regional markets and fluctuations in demand.

Exchange rate fluctuations can create currency exposures and impact underlying costs and revenues. Crude oil prices are generally set in US dollars, while products vary in currency. Many of our major project« development costs are denominated in local currencies, which may be subject to fluctuations against the US dollar.

**Access, renewal and reserves progression** our inability to access, renew and progress upstream resources in a timely manner could adversely affect our long-term replacement of reserves.

Delivering our group strategy depends on our ability to continually replenish a strong exploration pipeline of future opportunities to access and produce oil and natural gas. Competition for access to investment opportunities, heightened political and economic risks in certain countries where significant hydrocarbon basins are located and increasing technical challenges and capital commitments may adversely affect our strategic progress. This, and our ability to progress upstream resources and sustain long-term reserves replacement, could impact our future production and financial performance.

**Major project delivery** failure to invest in the best opportunities or deliver major projects successfully could adversely affect our financial performance.

We face challenges in developing major projects, particularly in geographically and technically challenging areas. Operational challenges and poor investment choice, efficiency or delivery at any major project that underpins production or production growth could adversely affect our financial performance.

**Geopolitical** we are exposed to a range of political developments and consequent changes to the operating and regulatory environment.

We operate and may seek new opportunities in countries and regions where political, economic and social transition may take place. Political instability, changes to the regulatory environment or taxation, international sanctions, expropriation or nationalization of property, civil strife, strikes, insurrections, acts of terrorism and acts of war may disrupt or curtail our operations or development activities. These may in turn cause production to decline, limit our ability to pursue new opportunities, affect the recoverability of our assets or cause us to incur additional costs, particularly due to the long-term nature of many of our projects and significant capital expenditure required.

**Rosneft investment** our investment in Rosneft may be impacted by events in or relating to Russia and our ability to recognize our share of Rosneft s income, production and reserves may be adversely impacted.

Events in or relating to Russia, including further trade restrictions and other sanctions, could adversely impact our investment in Russia. To the extent we are unable in the future to exercise significant influence over our investment in Rosneft or pursue growth opportunities in Russia, our business and strategic objectives in Russia and our ability to recognize our share of Rosneft s income, production and reserves may be adversely impacted.

**Liquidity, financial capacity and financial, including credit, exposure** failure to work within our financial framework could impact our ability to operate and result in financial loss.

Failure to accurately forecast, manage or maintain sufficient liquidity and credit could impact our ability to operate and result in financial loss. Trade and other receivables, including overdue receivables, may not be recovered and a substantial and unexpected cash call or funding request could disrupt our financial framework or overwhelm our ability to meet our obligations.

An event such as a significant operational incident, legal proceedings or a geopolitical event in an area where we have significant activities, could reduce our credit ratings. This could potentially increase financing costs and limit access to financing or engagement in our trading activities on acceptable terms, which could put pressure on the group s liquidity. Credit rating downgrades could trigger a requirement for the company to review its funding arrangements with the BP pension trustees and may cause other impacts on financial performance. In the event of extended constraints on our ability to obtain financing, we could be required to reduce capital expenditure or increase asset disposals in order to provide additional liquidity. See Liquidity and capital resources on page 211 and Financial statements Note 27.

**Joint arrangements**« and contractors — we may have limited control over the standards, operations and compliance of our partners, contractors and sub-contractors.

We conduct many of our activities through joint arrangements, associates« or with contractors and sub-contractors where we may have limited influence and control over the performance of such operations. Our partners and contractors are responsible for the adequacy of the resources and capabilities they bring to a project. If these are found to be lacking, there may be financial, operational or safety risks for BP. Should an incident occur in an operation that BP participates in, our partners and contractors may be unable or unwilling to fully compensate us against costs we may incur on their behalf or on behalf of the arrangement. Where we do not have operational control of a venture, we may still be pursued by regulators or claimants in the event of an incident.

BP Annual Report and Form 20-F 2014

**Digital infrastructure and cybersecurity** breach of our digital security or failure of our digital infrastructure could damage our operations and our reputation.

A breach or failure of our digital infrastructure due to intentional actions such as attacks on our cybersecurity, negligence or other reasons, could seriously disrupt our operations and could result in the loss or misuse of data or sensitive information, injury to people, disruption to our business, harm to the environment or our assets, legal or regulatory breaches and potentially legal liability. These could result in significant costs or reputational consequences.

**Climate change and carbon pricing** public policies could increase costs and reduce future revenue and strategic growth opportunities.

Changes in laws, regulations and obligations relating to climate change could result in substantial capital expenditure, taxes and reduced profitability. In the future, these could potentially impact our upstream assets, revenue generation and strategic growth opportunities.

**Competition** inability to remain efficient, innovate and retain an appropriately skilled workforce could negatively impact delivery of our strategy in a highly competitive market.

Our strategic progress and performance could be impeded if we are unable to control our development and operating costs and margins, or to sustain, develop and operate a high-quality portfolio of assets efficiently. We could be adversely affected if competitors offer superior terms for access rights or licences, or if our innovation in areas such as exploration, production, refining or manufacturing lags the industry. Our performance could also be negatively impacted if we fail to protect our intellectual property.

Our industry faces increasing challenge to recruit and retain skilled and experienced people in the fields of science, technology, engineering and mathematics. Successful recruitment, development and retention of specialist staff is essential to our plans.

**Crisis management and business continuity** potential disruption to our business and operations could occur if we do not address an incident effectively.

Our business and operating activities could be disrupted if we do not respond, or are perceived not to respond, in an appropriate manner to any major crisis or if we are not able to restore or replace critical operational capacity.

**Insurance** our insurance strategy could expose the group to material uninsured losses.

BP generally purchases insurance only in situations where this is legally and contractually required. We typically bear losses as they arise rather than spreading them over time through insurance premiums. This means uninsured losses could have a material adverse effect on our financial position, particularly if they arise at a time when we are facing material costs as a result of a significant operational event which could put pressure on our liquidity and cash flows.

#### Safety and operational risks

**Process safety, personal safety, and environmental risks** we are exposed to a wide range of health, safety, security and environmental risks that could result in regulatory action, legal liability, increased costs, damage to our reputation and potentially denial of our licence to operate.

Technical integrity failure, natural disasters, human error and other adverse events or conditions could lead to loss of containment of hydrocarbons or other hazardous materials, as well as fires, explosions or other personal and process safety incidents, including when drilling wells, operating facilities and those associated with transportation by road, sea or pipeline.

There can be no certainty that our operating management system or other policies and procedures will adequately identify all process safety, personal safety and environmental risks or that all our operating activities will be conducted in conformance with these systems. See Safety on page 39.

Such events, including a marine incident, or inability to provide safe environments for our workforce and the public while at our facilities, premises or during transportation, could lead to injuries, loss of life or environmental damage. We could as a result face regulatory action and legal liability, including penalties and remediation obligations, increased costs and potentially denial of our licence to operate. Our activities are

sometimes conducted in hazardous, remote or environmentally sensitive locations, where the consequences of such events could be greater than in other locations.

**Drilling and production** challenging operational environments and other uncertainties can impact drilling and production activities.

Our activities require high levels of investment and are often conducted in extremely challenging environments which heighten the risks of technical integrity failure and the impact of natural disasters. The physical characteristic of an oil or natural gas field, and cost of drilling, completing or operating wells is often uncertain. We may be required to curtail, delay or cancel drilling operations because of a variety of factors, including unexpected drilling conditions, pressure or irregularities in geological formations, equipment failures or accidents, adverse weather conditions and compliance with governmental requirements.

**Security** hostile acts against our staff and activities could cause harm to people and disrupt our operations.

Acts of terrorism, piracy, sabotage and similar activities directed against our operations and facilities, pipelines, transportation or digital infrastructure could cause harm to people and severely disrupt business and operations. Our activities could also be severely affected by conflict, civil strife or political unrest.

**Product quality** supplying customers with off-specification products could damage our reputation, lead to regulatory action and legal liability, and potentially impact our financial performance.

Failure to meet product quality standards could cause harm to people and the environment, damage our reputation, result in regulatory action and legal liability, and impact financial performance.

#### Compliance and control risks

**US government settlements** our settlements with legal and regulatory bodies in the US in respect of certain charges related to the Gulf of Mexico oil spill may expose us to further penalties, liabilities and private litigation or could result in suspension or debarment of certain BP entities.

Settlements with the US Department of Justice (DoJ) and the US Securities and Exchange Commission (SEC) impose significant compliance and remedial obligations on BP and its directors, officers and employees, including the appointment of an ethics monitor, a process safety monitor and an independent third-party auditor. Failure to comply with the terms of these settlements could result in further enforcement action by the DoJ and the SEC, expose us to severe penalties, financial or otherwise, and subject BP to further private litigation, each of which could impact our

operations and have a material adverse effect on the group s reputation and financial performance. Failure to satisfy the requirements or comply with the terms of the administrative agreement with the US Environmental Protection Agency (EPA), under which BP agreed to a set of safety and operations, ethics and compliance and corporate governance requirements, could result in suspension or debarment of certain BP entities.

**Regulation** changes in the regulatory and legislative environment could increase the cost of compliance, affect our provisions and limit our access to new exploration opportunities.

Governments that award exploration and production interests may impose specific drilling obligations, environmental, health and safety controls, controls over the development and decommissioning of a field and possibly, nationalization, expropriation, cancellation or non-renewal of contract rights. Royalties and taxes tend to be high compared with those of other commercial activities, and in certain jurisdictions there is a degree of uncertainty relating to tax law interpretation and changes. Governments may change their fiscal and regulatory frameworks in response to public pressure on finances, resulting in increased amounts payable to them or their agencies.

Such factors could increase the cost of compliance, reduce our profitability in certain jurisdictions, limit our opportunities for new access, require us to divest or write-down certain assets or curtail or cease certain operations, or affect the adequacy of our provisions for pensions, tax, decommissioning, environmental and legal liabilities. Potential changes to pension or financial market regulation could also impact funding requirements of the group.

« Defined on page 252.

BP Annual Report and Form 20-F 2014 49

Following the Gulf of Mexico oil spill, there have been cases of additional oversight and more stringent regulation of BP and other companies—oil and gas activities in the US and elsewhere, particularly relating to environmental, health and safety controls and oversight of drilling operations, which could result in increased compliance costs. In addition, we may be subjected to a higher number of citations and level of fines imposed in relation to any alleged breaches of safety or environmental regulations, which could result in increased costs.

**Ethical misconduct and non-compliance** ethical misconduct or breaches of applicable laws by our businesses or our employees could be damaging to our reputation.

Incidents of ethical misconduct or non-compliance with applicable laws and regulations, including anti-bribery and corruption and anti-fraud laws, trade restrictions or other sanctions, or non-compliance with the recommendations of the ethics monitor appointed under the terms of the DoJ and EPA settlements, could damage our reputation, result in litigation, regulatory action and penalties.

**Treasury and trading activities** ineffective management of treasury and trading activities could lead to business disruption, financial loss, regulatory intervention or damage to our reputation.

We are subject to operational risk around our treasury and trading activities in financial and commodity markets, some of which are regulated. Failure to process, manage and monitor a large number of complex transactions across many markets and currencies while complying with all regulatory requirements could hinder profitable trading opportunities. There is a risk that a single trader or a group of traders could act outside of our delegations and controls, leading to regulatory intervention and resulting in financial loss and potentially damaging our reputation. See Financial statements Note 27.

**Reporting** failure to accurately report our data could lead to regulatory action, legal liability and reputational damage.

External reporting of financial and non-financial data, including reserves estimates, relies on the integrity of systems and people. Failure to report data accurately and in compliance with applicable standards could result in regulatory action, legal liability and damage to our reputation. For a period of three years after the SEC settlement in December 2012, we are unable to rely on the US safe harbor provisions regarding forward-looking statements, which may expose us to future litigation and liabilities in connection with our public disclosures. See Legal proceedings on page 228.

The Strategic report was approved by the board and signed on its behalf by David J Jackson, company secretary on 3 March 2015.

50 BP Annual Report and Form 20-F 2014

#### **Board of directors**

#### Executive team

#### Governance overview

Board diversity
Board and committee attendance

#### How the board works

Board governance in BP
Role of the board
Board composition
Key roles and responsibilities
Appointment and time commitment
Independence and conflicts of interest
Succession
Board activity
Risk and assurance

#### **Board effectiveness**

Induction and board learning Board evaluation

#### Shareholder engagement

Institutional investors
Private investors
AGM
UK Corporate Governance Code compliance

International advisory board

<u>Internal Control Revised Guidance for Directors</u> (<u>Turnbull</u>)

#### Committee reports

Audit committee
Safety, ethics and environment assurance committee
Gulf of Mexico committee
Nomination committee
Chairman s committee

<u>Directors</u> remuneration report

<u>Chairman s annual statement</u> <u>Remuneration committee report</u> <u>Non-executive directors</u>

#### **Board of directors**

#### As at 3 March 2015

See BP s board governance principles related to director independence on page 239.

Carl-Henric Svanberg	<b>Bob Dudley</b>	Paul Anderson	Alan Boeckmann
Chairman	Group chief executive	Independent non-executive director	Independent non-executive director
Chair of nomination and chairman s committees; attends Gulf of Mexico, SEEAC <sup>a</sup> and remuneration committees		Chair of the SEEAC; member of the chairman s, Gulf of Mexico and nomination committees	Member of the chairman s, Gulf of Mexico and SEEAC committees; attends the remuneration committee
Admiral Frank Bowman	<b>Antony Burgmans</b>	Cynthia Carroll	George David
Independent non-executive director	Independent non-executive director	Independent non-executive director	Independent non-executive director
Member of the chairman s, SEEAC and Gulf of Mexico committees		Member of the chairman s, SEEAC and nomination committees	Member of the chairman s, audit, Gulf of Mexico and remuneration committees
Ian Davis	Professor Dame Ann Dowling	Dr Brian Gilvary	<b>Brendan Nelson</b>
Independent non-executive director	Independent non-executive director	Chief financial officer	Independent non-executive director
Chair of the Gulf of Mexico committee; member of the chairman s, nomination and remuneration committees	Member of the chairman s,		Chair of the audit committee; member of the chairman s and nomination committees
Phuthuma Nhleko	Andrew Shilston		David Jackson
Independent non-executive director	Senior independent non-executive director		Company secretary

and audit committees

Member of the chairman s Member of the chairman s and audit committees; attends nomination committee

<sup>a</sup> Safety, ethics and environment assurance committee.

52 BP Annual Report and Form 20-F 2014

#### **Carl-Henric Svanberg**

#### Chairman

#### **Tenure**

Appointed 1 September 2009

#### **Outside interests**

Chairman of AB Volvo

#### Age 62 Nationality Swedish

#### Career

Carl-Henric Svanberg became chairman of the BP board on 1 January 2010.

Carl-Henric spent his early career at Asea Brown Boveri and the Securitas Group, before moving to the Assa Abloy Group as president and chief executive officer.

From 2003 until 31 December 2009, he was president and chief executive officer of Ericsson, also serving as the chairman of Sony Ericsson

Bob joined Amoco Corporation in 1979, working in a variety of engineering and commercial posts. Between 1994 and 1997, he worked on corporate development in Russia. In 1997 he became general manager for strategy for Amoco and in 1999, following the merger between BP and Amoco, was appointed to a similar role in BP.

Between 1999 and 2000, Bob was executive assistant to the group chief executive, subsequently becoming group vice president for BP s renewables and alternative energy activities. In 2002, he became group vice president responsible for BP s upstream businesses in Russia, the Caspian region, Angola, Algeria and Egypt.

From 2003 to 2008, he was president and chief executive officer of TNK-BP. On his return to BP in 2009 he was appointed to the BP board and oversaw the group s activities in the Americas and Asia. Between 23 June and 30 September 2010, he served as the president and chief executive officer of BP s Gulf Coast

served as a non-executive director of BAE Systems PLC and on a number of boards in the US and Australia, and was also chief executive officer of Pan Energy Corp and chairman of Spectra Energy.

### Relevant skills and experience

Paul Anderson has spent his career in the oil and gas industry working with global organizations. He brings the skills of an experienced chairman and chief executive and has played an important role, as chairman of the SEEAC since 2012, of continuing the board s focus on safety and on broader non-financial issues. His experience of business in the US and its regulatory environment has greatly assisted the work of the Gulf of Mexico committee.

Paul has continued to ensure that the SEEAC s activities are not limited to the UK by leading visits, in this year, to Baku and Brazil.

#### Alan Boeckmann

the engineering and contracting industry which was developed not only in the United States but also globally. He is an engineer and brings the skills of that profession to the SEEAC. Over his career he has been involved in remuneration matters and will join the remuneration committee

#### Admiral Frank Bowman

after the 2015 AGM.

### Independent non-executive director

#### **Tenure**

Appointed 8 November 2010

#### **Outside interests**

President of Strategic Decisions, LLC

Director of Morgan Stanley Mutual Funds

Director of Naval and Nuclear Technologies, LLP

Mobile Communications AB. He was a non-executive director of Ericsson between 2009 and 2012. He was appointed chairman and a member of the board of AB Volvo on 4 April 2012.

He is a member of the External Advisory Board of the Earth Institute at Columbia University and a member of the Advisory Board of Harvard Kennedy School. He is also the recipient of the King of Sweden s medal for his contribution to Swedish industry.

### Relevant skills and experience

Carl-Henric Svanberg has, throughout his career, been involved with businesses with a global reach. He has done this as both a chairman and a chief executive officer. His experience is very broad which has assisted him in leading the board in the development of the group s strategy. He is focused on the development of the board as the long-term stewards of the company and ensuring the right combination of skills and diversity on the board to deliver that task.

Carl-Henric Svanberg s performance has been evaluated by the chairman s committee, led by Andrew Shilston. Restoration Organization in the US. He was appointed a director of Rosneft in 2013 following BP s acquisition of a stake in Rosneft.

## Relevant skills and experience

Bob Dudley has spent his entire career in the oil and gas industry. He has held senior management roles in Amoco and BP and has significant experience as the chief executive officer of TNK-BP.

Over the four years that he has been group chief executive, Bob has used these skills in leading BP s recovery. He initiated the 10-point plan, the main 2014 tasks of which have been completed. He has changed the way in which the group operates and focused its delivery on value not volume. He has reshaped the group through non-core asset divestment and has achieved a clear direction through a set of consistent values.

Bob Dudley s performance president and chief has been considered and evaluated by the chairman s 2001 to 2002. His tenure committee. with the company include

### Independent non-executive director

#### **Tenure**

Appointed 24 July 2014

#### **Outside interests**

Non-executive director of Sempra Energy and Archer Daniels Midland

Board member and trustee of Eisenhower Medical Center in Rancho Mirage, California

### **Age** 66 **Nationality** American

#### Career

Alan Boeckmann retired as non-executive chairman of Fluor Corporation in February 2012, ending a 35-year career with the company. Between 2002 and 2011, he held the post of chairman and chief executive officer, and was president and chief operating officer from 2001 to 2002. His tenure with the company included responsibility for global operations.

### **Age** 70 **Nationality** American

#### Career

Frank L Bowman served for more than 38 years in the US Navy, rising to the rank of Admiral. He commanded the nuclear submarine USS City of Corpus Christi and the submarine tender USS *Holland*. After promotion to flag officer, he served on the joint staff as director of political-military affairs and as the chief of naval personnel. He then served over eight years as director of the Naval **Nuclear Propulsion** Program where he was responsible for the operations of more than one hundred reactors aboard the US navy s aircraft carriers and submarines. He holds two masters degrees in engineering from the Massachusetts Institute of Technology.

After his retirement as an Admiral in 2004, he was president and chief executive officer of the Nuclear Energy Institute until 2008. He served on the BP Independent Safety Review Panel and was a member of the BP America External Advisory Council. He was appointed Honorary

Edgar Filing: BP PLC - Form 20-F						
Paul Anderson			Knight Commander of			
Bob Dudley  Group chief executive	Independent non-executive director	As chairman and chief executive officer, he refocused the company on engineering, procurement, construction and maintenance services.	the British Empire in 2005. He was elected to the US National Academy of Engineering in 2009.			
Th.	Tenure		Frank is a member of the			
Tenure  Appointed to the board 6 April 2009	Appointed 1 February 2010	After graduating from the University of Arizona with a degree in electrical engineering, he joined Fluor in 1974 as an	CNA military advisory board and has participated in studies of climate change and its impact on national security. Additionally he			
Outside interests	Outside interests	engineer and worked in a variety of domestic and	was co-chair of a National Academies			
Non-executive director of Rosneft Member of Tsinghua Management University	No external appointments	international locations, including South Africa and Venezuela.	study investigating the implication of climate change for naval forces.			
Advisory Board, Beijing,	Age 69 Nationality					
China  Member of BritishAmerican Business International	American	Alan was previously a non-executive director of BHP Billiton and the	Relevant skills and experience			
Advisory Board		Burlington Santa Fe Corporation, and has	Frank Bowman has a deep knowledge of			
Member of UAE/UK CEO Forum	Career	served on the boards of the American Petroleum	engineering coupled with exceptional experience in			
Member of the Emirates	Paul Anderson was formerly chief executive at	Institute, the National Petroleum Council and the	safety issues arising from his time with the US			

Foundation Board of Trustees

#### **Age** 59 **Nationality** American

#### Career

Bob Dudley became group chief executive on 1 October 2010.

BHP Billiton and at Duke Energy, where he also served as chairman of the board. Having previously been chief executive officer and managing director of BHP Limited and then BHP Billiton Limited and BHP Billiton Plc, he rejoined these latter two boards in 2006 as a non-executive director, retiring on 31 January 2010. He

# advisory board of Southern Navy and, later, the Methodist University s Cox Nuclear Energy Institute. School of Business.

He led the formation of the World Economic Forum s Partnering Against Corruption initiative in 2004.

#### Relevant skills and experience

### skills and

wman has a vledge of ng coupled with al experience in ies arising from ith the US When coupled with his work on the BP **Independent Safety** Review Panel, Admiral Bowman has direct experience of BP s safety goals. In addition, the other roles in his career give him a broader perspective of systems and of people. He continues to make important contributions to the work of the SEEAC and the Gulf of Mexico committee.

Alan Boeckmann was asked to join the board because of his deep experience as a chairman and chief executive officer in

BP Annual Report and Form 20-F 2014

53

#### **Antony Burgmans**

### **Independent non-executive director**

#### **Tenure**

#### Appointed 5 February 2004

#### **Outside interests**

Member of the supervisory board of SHV Holdings N.V.

Chairman of the supervisory board of TNT Express

Chairman of Akzo Nobel N.V.

#### Age 68 Nationality Dutch

#### Career

Antony Burgmans joined Unilever in 1972, holding a succession of marketing and sales posts including the chairmanship of PT Unilever Indonesia from 1988 until 1991.

In 1991, he joined the board of Unilever, becoming business group president, ice cream and extractive industries. This has required deep strategic and operational involvement. In leading these businesses a high level of interaction with governments, the media, special interest groups and other stakeholders has been needed.

Cynthia began her career as a petroleum geologist with Amoco Production company in Denver, Colorado, after completing a masters degree in geology. In 1989, she joined Alcan (Aluminum Company of Canada) and ran a packaging company, led a global bauxite, alumina and speciality chemicals business and later was president and chief executive officer of the Primary Metal Group, responsible for operations in more than 20 countries. In 2007, she became the chief executive of Anglo American plc, the global mining group, operating in 45 countries with 150,000 employees, and was chairman of Anglo Platinum Limited and of De Beers s.a. She stepped down from these roles in April 2013.

Relevant skills and experience

#### **Ian Davis**

### **Independent** non-executive director

#### **Tenure**

#### Appointed 2 April 2010

#### **Outside interests**

Chairman of Rolls-Royce Holdings plc

Non-executive member of the UK s Cabinet Office

Non-executive director of Johnson & Johnson, Inc.

Senior adviser to Apax Partners LLP

**Age** 63 **Nationality** British

#### Career

Ian Davis spent his early career at Bowater, moving to McKinsey & Company in 1979. He was managing partner of McKinsey s practice in the UK and Ireland from 1996 to 2003. In 2003, he was appointed as chairman and

Turbomachinery in the Department of Engineering in 2002. She was appointed the UK lead of the Silent Aircraft Initiative in 2003, a collaboration between researchers at Cambridge and MIT. She was head of the Department of Engineering at the University of Cambridge from 2009 to 2014. She was appointed director of the University Gas Turbine Partnership with Rolls-Royce in 2001, and chairman in 2009.

Between 2003 and 2008 she chaired the **Rolls-Royce Propulsion** and Power Advisory Board. She chaired the Royal Society/Royal Academy of Engineering study on nanotechnology. She is a Fellow of the Royal Society and the Royal Academy of Engineering and is a foreign associate of the US National Academy of Engineering and of the French Academy of Sciences.

She was elected President of the Royal Academy of Engineering in September 2014.

frozen foods Europe in 1994, and chairman of Unilever s Europe committee co-ordinating its European activities. In 1998, he became vice chairman of Unilever NV and in 1999, chairman of Unilever NV and vice chairman of Unilever PLC. In 2005, he became non-executive chairman of Unilever NV and Unilever PLC until his retirement in 2007. During his career he has lived and worked in London, Hamburg, Jakarta, Stockholm and Rotterdam.

Cynthia Carroll is an experienced former chief executive who has spent all of her career in the extractive industries, having trained as a petroleum geologist. Cynthia has been a leader in working to enhance safety in the mining industry. She has also made a strong contribution to the work of the SEEAC and notably to the nomination committee.

worldwide managing director of McKinsey, serving in this capacity until 2009. During his career with McKinsey, he served as a consultant to a range of global organizations across the private, public and not-for-profit sectors. He retired as senior partner in July 2010.

### Relevant skills and experience

Ian Davis brings the skills of a managing director and significant financial and strategic experience to the board. He has worked with and advised global organizations and companies in the oil and gas industry. His work in the public sector and with the Cabinet Office gives him a unique perspective on government affairs.

### Relevant skills and experience

Dame Ann has a strong engineering background, not only in the academic world but also in its practical application in business. She has led the department of engineering at Cambridge which is one of the leading centres for engineering research worldwide. This has been recognized by her appointment as President of the Royal Academy of Engineering. She chairs the BP technology advisory council which aims to provide challenge and direction to the work in the field of technology throughout the group. Dame Ann is a member of the SEEAC and, having joined the remuneration committee in 2012, will take its chair when Antony Burgmans stands down during 2015.

#### George David

### Independent non-executive director

#### **Tenure**

Appointed 11 February 2008

#### **Outside interests**

Vice-chairman of the Peterson Institute for International Economics

**Age** 72 **Nationality** American

the board s oversight of the response in the Gulf and guided the board s consideration of the various legal issues which continue to arise following the Deepwater Horizon

He has chaired the Gulf of

Mexico committee since

its formation and has led

accident. He has been an active member of the remuneration committee.

#### **Dr Brian Gilvary**

#### **Chief financial officer**

#### **Tenure**

Appointed to the board 1 January 2012

**Outside interests** 

### Relevant skills and experience

Antony Burgmans is an experienced chairman and chief executive who has served on the BP board for over 11 years. He spent his executive career at Unilever where he developed skills in production, distribution and marketing. His experience of consumer facing business has meant that he has been able to provide the board with deep insight in the fields of reputation, brand, culture and values. He was asked to remain on the board until 2016 in the light of rapid board turnover in 2010 and 2011. Antony remains fully independent.

Antony has now led the remuneration committee for five years and has detailed and regular dialogue with shareholders on remuneration

Career

matters. He will hand the chair of the remuneration committee to Professor Dame Ann Dowling in 2015, and, having previously led the evaluation of the chairman, he handed this task to Andrew Shilston this year in anticipation of standing down at the 2016 AGM.

#### **Cynthia Carroll**

### **Independent non-executive** director

#### **Tenure**

Appointed 6 June 2007

#### **Outside interests**

Non-executive director of Hitachi Ltd.

#### Age 58 Nationality American

#### Career

Cynthia Carroll has led multiple large complex global businesses in the

George David began his career in The Boston Consulting Group before joining the Otis Elevator Company in 1975. He held various roles in Otis and later in United **Technologies Corporation** (UTC), following Otis s merger with UTC in 1976. In 1992 he became UTC s chief operating officer and served as its chief executive officer from 1994 until 2008 and as chairman from 1997 until his retirement in 2009.

### Relevant skills and experience

George David has substantial business and financial experience through his long career with UTC, a business with significant reliance on safety and technology. His time as a chairman and a chief executive officer has been valuable in enabling him to engage in the complexities of global business. He has previously chaired BP s technology advisory council and has brought insights from that task to the board.

He is an important member of the audit, remuneration and Gulf of Mexico committees, bringing a strong US and global perspective to their deliberations.

### **Professor Dame Ann Dowling**

**Independent** non-executive director

#### **Tenure**

Appointed 3 February 2012

#### **Outside interests**

Professor of Mechanical Engineering at the University of Cambridge President of the Royal Academy of Engineering

Member of the Prime Minister's Council for Science and Technology

Non-executive member of the board of the Department for Business, Innovation & Skills (BIS)

**Age** 62 **Nationality** British

#### Career

Dame Ann Dowling was appointed a Professor of Mechanical Engineering in the Department of Visiting professor at Manchester University

External advisor to director general (spending and finance), HM Treasury Financial Management Review Board

### **Age 53 Nationality** British

#### Career

Dr Brian Gilvary was appointed chief financial officer on 1 January 2012.

He joined BP in 1986 after obtaining a PhD in mathematics from the University of Manchester. Following a variety of roles in the upstream, downstream and trading in Europe and the United States, he became the Downstream s chief financial officer and commercial director from 2002 to 2005. From 2005 until 2009 he was chief executive of the integrated supply and trading function, BP s commodity trading arm. In 2010 he was appointed deputy group chief financial officer with responsibility for the finance function.

Engineering at the University of Cambridge in 1993. She became Head of the Division of Energy, Fluid Mechanics and

54 BP Annual Report and Form 20-F 2014

He was a director of TNK-BP over two periods, from 2003 to 2005 and from 2010 until the sale of the business and acquisition of Rosneft equity in 2013.

#### Phuthuma Nhleko

### **Independent** non-executive director

He has served as a non-executive director on the board of Cairn Energy plc where he chaired the audit committee. The ages of the board are correct as at 3 March 2015.

### Relevant skills and experience

Dr Brian Gilvary has spent his entire career at BP. He has a strong knowledge of finance and trading and a deep understanding of BP s assets and businesses. Having worked in both Upstream and Downstream, he also has very broad experience of the business as a whole.

# Brian has consistently worked to further strengthen the finance function and has continued to develop the company s engagement with shareholders.

Brian Gilvary s performance has been evaluated by the group chief executive and considered by the chairman s committee.

#### **Brendan Nelson**

**Independent non-executive** director

#### **Tenure**

Appointed 1 February 2011

#### **Outside interests**

Non-executive director of Anglo American plc

Non-executive director and chairman of MTN Group Ltd

### Chairman of the Pembani Group

**Age** 54 **Nationality** South African

#### Career

Phuthuma Nhleko began his career as a civil engineer in the US and as a project manager for infrastructure developments in southern Africa. Following this, he became a senior executive of the Standard Corporate

### Relevant skills and experience

Andrew Shilston has had a long career in finance in the oil and gas industry and more generally. His knowledge and experience as a chief financial officer, firstly in Enterprise Oil and then Rolls-Royce, makes him well suited to be a member of BP s audit committee. This is complemented by his experience as the chair of the audit committee at Cairn Energy.

Andrew has very broad experience of the oil and gas industry which has assisted the board in its work in overseeing the group s strategy and in particular the evaluation of capital projects.

As senior independent director he has contributed to the work of the nomination committee. He has also overseen the evaluation of the chairman in 2014 and will lead the external evaluation of the

### **Tenure**

Appointed 8 November 2010

### **Outside interests**

Non-executive director and chairman of the group audit committee of The Royal Bank of Scotland Group plc

Member of the Financial Reporting Council Monitoring Committee

### **Age 65 Nationality** British

### Career

Brendan Nelson is a chartered accountant. He was made a partner of KPMG in 1984 and served as a member of the UK board of KPMG from 2000 to 2006, subsequently being appointed vice chairman until his retirement in 2010. At KPMG International he held a number of senior positions including global chairman, banking and global chairman, financial services.

He served for six years as a member of the Financial Services Practitioner Panel and in 2013 was the president of the Institute of Chartered

and Merchant Bank in a succession of directorships before joining MTN Group, a pan-African and Middle Eastern telephony group represented in 21 countries, as group president and chief executive officer in 2002. During his tenure at the MTN Group he led a number of substantial mergers and acquisitions transactions.

South Africa. He later held

He stepped down as group chief executive of MTN Group at the end of March 2011 and became chairman. He was formerly a director of a number of listed South African companies, including Johnnic Holdings (formerly a subsidiary of the Anglo American group of companies), Nedbank Group, Bidvest Group and Alexander Forbes.

### Relevant skills and experience

Phuthuma Nhleko s background in engineering and his broad experience as a chief executive of a multinational company enables him to make a broad contribution to the board. This is particularly so in the areas of emerging market economies and the evolution of the group s

board in 2015.

### **David Jackson**

**Company secretary** 

#### **Tenure**

Appointed 2003

David Jackson, a solicitor, is a director of BP Pension Trustees Limited.

Accountants of Scotland.

strategy. His financial and commercial experience is also very relevant to his work on the audit committee.

# Relevant skills and experience

Brendan Nelson has had a long career in finance and auditing, particularly in the areas of financial services and trading. During his career he has also had management experience at a very senior level. He is well qualified to chair the audit committee and to act as its financial expert. As chair of the audit committee he has focused particularly on the oversight of the group s trading operations.

### **Andrew Shilston**

**Senior independent non-executive director** 

### **Tenure**

Appointed 1 January 2012

### **Outside interests**

All of this is complemented by his broader business experience and his role as the chair of the audit committee of a major bank.

Non-executive director of Circle Holdings plc

Chairman of the Morgan Advanced Materials plc

### **Age 59 Nationality** British

### Career

Andrew Shilston trained as a chartered accountant before joining BP as a management accountant. He subsequently joined Abbott Laboratories before moving to Enterprise Oil plc in 1984 at the time of flotation. In 1989 he became treasurer of

Enterprise Oil and was appointed finance director in 1993. After the sale of Enterprise Oil to Shell in 2002, in 2003 he became finance director of Rolls-Royce plc until his retirement on 31 December 2011.

BP Annual Report and Form 20-F 2014

55

Table of Contents			
<b>Executive team</b>	Career Tufan Erginbilgic was	Trinidad, including chief operating officer for Atlantic LNG, and vice president of	
As at 3 March 2015	appointed chief executive, Downstream on 1 October 2014.	operations. Bob has also served in a variety of engineering and management positions in onshore US and	Katrina Landis
		deepwater Gulf of Mexico.	<b>Current position</b>
<b>Rupert Bondy</b>	Prior to this, Tufan was the chief operating officer of the fuels business, accountable for BP s fuels value chains worldwide, the global fuels		Executive vice president, corporate business activities
<b>Current position</b>	businesses and the refining, sales and commercial	Andy Hopwood	<b>Executive team tenure</b>
Cassa seasol sourcel	optimization functions for		Appointed 1 May 2013
Group general counsel	fuels. Tufan joined Mobil in 1990 and BP in 1997 and has held a wide variety of roles	<b>Current position</b>	
Executive team tenure	in refining and marketing in Turkey, various European	Chief operating officer, strategy and regions,	<b>Outside interests</b>
	countries and the UK. In	Upstream	Independent director of
Appointed 1 May 2008	2004 he became head of the European fuels business.		Alstom SA
	Tufan took up leadership of BP s lubricant business in	Executive team tenure	Founding member of
<b>Outside interests</b>	2006 before moving to head	Executive team tenure	Alstom s Ethics, Compliance and
NT C T	the group chief executive s	Appointed 1 November 2010	Sustainability
Non-executive director, Indivior PLC	office. In 2009 he became chief operating officer for the		Committee
	eastern hemisphere fuels		Member of Earth Day
	value chains and lubricants businesses.	<b>Outside interests</b>	Network s Global Advisory Committee
Age 53 Nationality British		President TOC-Rocky	·
		Mountains Inc.	Ambassador to the U.S.  Department of
		Vice president BP	Energy s U.S. Clean Energy
		Corporation North America Inc.	Education & Empowerment program
Career	Bob Fryar		P1-081-1111
Rupert Bondy is			
responsible for legal and	~	<b>Age</b> 57 <b>Nationality</b> British	Age 55 Nationality
compliance matters across the BP group.	<b>Current position</b>		American
6r.	Executive vice president, safety and operational risk		

Rupert began his career as a lawyer in private practice. In 1989 he joined **Executive team tenure** US law firm Morrison & Foerster, working in San Francisco and London, and from 1994 he worked for UK law firm Lovells in London. In 1995 he joined Outside interests SmithKline Beecham as senior counsel for mergers No external appointments and acquisitions and other corporate matters. He subsequently held positions of increasing responsibility and, following the merger of SmithKline Beecham and GlaxoWellcome to form GlaxoSmithKline, was appointed senior vice president and general counsel of GlaxoSmithKline in 2001.

BP group, and he became the group general counsel in May 2008.

### **Tufan Erginbilgic**

### **Current position**

Chief executive, Downstream

**Executive team tenure** 

Appointed 1 October 2010

### **Age 51 Nationality** American

### Career

Bob Fryar is responsible for strengthening safety, operational risk management and the systematic In April 2008 he joined the management of operations across the BP group. He is group head of safety and operational risk, with accountability for group-level disciplines including engineering, health, safety, security, and the environment. In this capacity, he looks after the group-wide operating management system implementation and capability programmes.

> Bob has 29 years experience in the oil and gas industry, having joined Amoco Production Company in 1985. Between 2010 and 2013, Bob was executive vice president of the

### Career

Andy Hopwood is responsible for BP s upstream strategy, portfolio, and leadership of its global regional presidents.

Andy joined BP in 1980, spending his first 10 years in operations in the North Sea, Wytch Farm, and Indonesia. In 1989 Andy joined the corporate planning team formulating BP s upstream strategy, and subsequent portfolio rationalization. Andy held commercial leadership positions in Mexico and Venezuela, before becoming the Upstream s planning manager. Following the BP-Amoco merger, Andy spent time leading BP s businesses in Azerbaijan, Trinidad & Tobago, and onshore North America. In 2009, he joined the Upstream BP Alternative Energy in executive team as head of portfolio and technology and in 2010 was appointed executive vice president, exploration and production.

#### Career

Katrina Landis is responsible for BP s integrated supply and trading activities, renewable energy activities, shipping, technology and remediation management.

Katrina began her career with BP in 1992 in Anchorage, Alaska and held a variety of senior roles. She was chief executive officer of BP s integrated supply and trading Oil Americas from 2003 to 2006, group vice president of BP s integrated supply and trading from 2007 to 2008 and chief operating officer of BP Alternative Energy from 2008 to 2009. She was then appointed chief executive officer of 2009. In May 2013, she became executive vice president, corporate business activities. Since mid-2010 she has served as an independent director of Alstom SA, a world leader in transport infrastructure, power generation, and transmission, and is a founding member of Alstom s ethics, compliance and sustainability committee.

Appointed 1 October 2014 production division and was

accountable for safe and compliant exploration and production operations and stewardship of resources

across all regions. Prior to

Independent non-executive this, Bob was chief executive director of GKN plc. of BP Angola and also held

several management

positions in

**Age** 55 **Nationality** British and Turkish

**Outside interests** 

56 BP Annual Report and Form 20-F 2014

### **Bernard Looney**

### **Current position**

Chief operating officer, production

### **Executive team tenure**

Appointed 1 November 2010

### **Outside interests**

Member of the Stanford University Graduate School of Business Advisory Council

Fellow of the Energy Institute

**Age 44 Nationality Irish** 

### Career

Bernard Looney is responsible for BP s operated production, with specific accountability for drilling, operations, engineering, procurement and supply chain management, and health, safety and environment in the Upstream.

Bernard joined BP in 1991 as a drilling engineer, working in the North Sea, Vietnam and the Gulf of Mexico. In 2001 Bernard took responsibility for drilling operations on Thunder Horse in the deepwater Gulf of Mexico. In 2005 he became senior vice president for BP Alaska, before moving in 2007 to be head of the group chief executive s office. In 2009 he became the managing director of BP s North Sea business in the UK and Norway. At the same time, Bernard became a member of the Oil & Gas UK Board the North Sea oil and gas trade association. He became co-chair in mid-2010. Bernard became executive vice president, developments, in October 2010 and took up his current role in February 2013.

### Lamar McKay

### **Current position**

Chief executive, Upstream

### **Executive team tenure**

Appointed 16 June 2008

#### **Outside interests**

Member of Mississippi State University Dean s Advisory Council

**Age 56 Nationality** American

### Career

Lamar McKay is responsible for the Upstream segment which consists of exploration, development and production.

Lamar started his career in 1980 with Amoco and held a range of technical and leadership roles.

During 1998 to 2000, he worked on the BP-Amoco merger and served as head of strategy and planning for the exploration and production business. In 2000 he became business unit leader for the central North Sea. In 2001 he became chief of staff for exploration and production, and subsequently for BP s deputy group chief executive. Lamar became group vice president, Russia and Kazakhstan in 2003. He served as a member of the board of directors of TNK-BP between February 2004 and May 2007. In 2007 he was appointed executive vice president, BP America. In 2008 he became executive vice president, special projects where he led BP s efforts to restructure the governance framework for TNK-BP. In 2009 Lamar was appointed chairman and president of BP America, serving as BP s chief representative in the US. In January 2013, he became chief executive, Upstream.

### **Dev Sanyal**

### **Current position**

Executive vice president, strategy and regions

### **Executive team tenure**

Appointed 1 January 2012

### **Outside interests**

Independent non-executive director, Man Group plc.

Member, Accenture Global Energy Board

Member of Board of Advisors of the Fletcher School of Law and Diplomacy

Age 49 Nationality British and Indian

### Career

Dev Sanyal is responsible for Europe, Asia, strategy and long-term planning, risk management, government and political affairs, policy and group integration and governance.

Dev joined BP in 1989 and has held a variety of international roles in London, Athens, Istanbul, Vienna and Dubai. He was appointed chief executive, BP eastern Mediterranean fuels in 1999. He moved to London as chief of staff of BP s worldwide downstream

businesses in 2002. In November 2003 he was appointed chief executive officer of Air BP international. In June 2006 he was appointed head of the group chief executive s office. He was appointed group vice president and group treasurer in 2007. During this period, he was also chairman of BP Investment Management Ltd and was accountable for the group s aluminium interests.

#### **Helmut Schuster**

### **Current position**

Executive vice president, group human resources director

### **Executive team tenure**

Appointed 1 March 2011

### **Outside interests**

Non-executive director of Ivoclar Vivadent AG

Age 54 Nationality Austrian

### Career

Helmut Schuster became group human resources director in March 2011. In this role he is accountable for the BP human resources function.

Helmut began his career working for Henkel in a marketing capacity. Since joining BP in 1989 Helmut has held a number of major leadership roles within the organization. He has worked in BP offices in the US, the UK and continental Europe and within most parts of refining, marketing, trading and gas and power. Before taking on his current role, his responsibilities as a vice president, human resources included the refining and marketing segment of BP, and corporate and functions. That role saw him leading the people agenda for roughly 60,000 people across the globe that includes businesses such as petrochemicals, fuels value chains, lubricants and functional experts across the group.



The executive team represents the principal executive leadership of the BP group. Its members include BP s executive directors (Bob Dudley and Dr Brian Gilvary whose biographies appear on pages 52-55) and the senior management listed left.

The ages of the executive team are correct as at 3 March 2015.

BP Annual Report and Form 20-F 2014 57

### **Governance overview**

### **Introduction from the chairman**

2014 was another active year for the board as we continued to work with Bob Dudley and his team in reshaping the way that BP operates.

Once again, I have been impressed by the time and commitment given by my board colleagues. We have built on the progress made in 2013 in developing how the board works in supporting and challenging executive management. We have had the benefit of being a settled group for several years now and I believe that this allows us to spend our time wisely. Later in this report there is a breakdown of our activities. I would, however, like to highlight several areas.

The 10-point plan set the direction of travel for the group through to 2014. We worked through the year with executive management to determine our strategic direction for 2015 and beyond. To do this, we regularly reflected on the impact of economics and geopolitics both in the world and the markets in which we operate.

This has particularly been the case as the oil price fell during the last quarter of the year and action was needed to reset the business to a lower-price environment.

During the year, we reviewed and enhanced the regular information which comes to the board. This is in response to feedback from directors which came from our 2013 board evaluation.

We also considered, in some depth, the manner in which the remuneration committee operates. We have adopted a revised set of tasks for the committee which reflect the need to balance development and implementation of the remuneration policy for the directors while overseeing the approach to reward for executives below the board.

BP, with input from board members, has revised its code of conduct with the aim of simplifying and clarifying its requirements without weakening their effect. As a board, we are committed to BP s values and the code, and have received training on its application.

In 2014 the UK Corporate Governance Code was revised. We have taken this into account at the board and in the committees whose work it impacts. There is particular focus on how risk is governed and managed. As a result there is much for us to consider here and we will be reviewing our systems ahead of its implementation in 2015.

The nomination committee has continued to assess the mix of the skills and experience on the board, in particular for the future, and in line with our aspiration for diversity. Your board has a diverse membership and we continue to work to increase its diversity. As I have previously commented, while candidates can be identified, it is often the case that the timing of appointments is dependent on those candidates becoming free from current commitments. You should expect us to make progress in the current year.

Finally, we have again this year, considered whether all our narrative reporting is fair, balanced and understandable. We have applied the process adopted last year and concluded that this report meets that test.

I believe that the system of governance used by the board has assisted it to meet the challenges of past years and will do so in the future.

### **Carl-Henric Svanberg**

### Chairman

### **Board diversity**

BP recognizes the importance of diversity, including gender diversity, at the board and all levels of the group. BP is committed to increasing diversity across its operations and has in place a wide range of activities to support the development and promotion of talented individuals, regardless of gender and ethnic background.

The board operates a policy which aims to promote diversity in its composition. Under this policy, director appointments are evaluated against the existing balance of skills, knowledge and experience on the board, with directors asked to be mindful of diversity, inclusiveness and meritocracy considerations when examining nominations to the board.

Implementation of this policy is monitored through agreed metrics. During its annual evaluation, the board considered diversity as part of the review of its performance and effectiveness.

The board is supportive of the recommendations contained in Lord Davies report Women on Boards for female board representation and has an aspiration to increase this to 25% by the end of 2015. At the end of 2014 there were two female directors on the board. The nomination committee is actively considering diverse candidates as part of its wider search for board candidates and it is anticipated that an appointment is likely to be made in 2015.

BP Annual Report and Form 20-F 2014

Board and committee attendance in 2014

						]	Remunei	ation	Gulf of M	Iexico	Nomina	ation	Chairn	nan s
	Во	ard A	udit com	mittee	SEE	AC	commi	ttee	commi	ttee	commi	ttee	commi	ittee
	A	В	A*	В	A*	В	_ A	В	A	_ B	A	$_{\rm B}$	A	$_{\rm B}$
Non-executive directors														
Carl-Henric Svanberg	10	10									6 <sup>c</sup>	6	5c	5
Paul Anderson <sup>1</sup>	10	10			7 <sup>c</sup>	7			11	10	6	6	5	5
Alan Boeckmann	4	4			2	2			5	5			2	2
Frank Bowman	10	10			7	7			11	11			5	5
Antony Burgmans <sup>2</sup>	10	7			7	7	5 <sup>c</sup>	5			6	6	5	4
Cynthia Carroll <sup>3</sup>	10	9			7	7					6	6	5	5
George David <sup>4</sup>	10	10	13	12			5	5	11	11			5	5
Ian Davis	10	10					5	5	11 <sup>c</sup>	11	6	6	5	5
Ann Dowling	10	10			7	7	5	5					5	5
Brendan Nelson	10	10	13c	13							6	6	5	5
Phuthuma Nhleko <sup>5</sup>	10	10	13	12									5	5
Andrew Shilston <sup>6</sup>	10	9	13	12									5	5
<b>Executive directors</b>														
Bob Dudley	10	9												
Iain Conn	9	9												
Brian Gilvary	10	10												

A= Total number of meetings the director was eligible to attend.

B = Total number of meetings the director did attend.

<sup>&</sup>lt;sup>C</sup> Committee chairman.

<sup>\*</sup>Includes a joint audit committee-SEEAC meeting to review BP s system of internal control and risk management.

<sup>&</sup>lt;sup>1</sup>Paul Anderson attended all scheduled Gulf of Mexico committee meetings in 2014; however he was unable to attend the meeting on 15 September that was called at short notice due to long-standing travel arrangements.

<sup>&</sup>lt;sup>2</sup>Antony Burgmans was unable to attend the board teleconference scheduled at short notice on 5 September 2014 due to a prior commitment. He was unable to attend the telephone board meeting on 27 October 2014 for health reasons and the board and chairman s committee meeting on 4 December 2014 due to a conflict with other board meetings on the same day.

<sup>&</sup>lt;sup>3</sup>Cynthia Carroll was unable to attend the telephone board meeting on 27 October 2014 due to a conflicting board meeting.

<sup>&</sup>lt;sup>4</sup>George David was unable to attend the telephone audit committee meeting on 26 February 2014 due to a clash with travel arrangements.

<sup>&</sup>lt;sup>5</sup>Phuthuma Nhleko was unable to attend the telephone audit committee on 24 April due to a clash with the AGM of another company.

<sup>&</sup>lt;sup>6</sup>Andrew Shilston attended all scheduled board and audit committee meetings in 2014; however he was unable to attend the board and audit teleconferences scheduled at short notice on 5 September 2014 due a prior overseas commitment.

### How the board works

### Board governance in BP

The board operates within a system of governance that is set out in the BP board governance principles. These principles define the role of the board, its processes and its relationship with executive management.

This system is reflected in the governance of the group s subsidiaries. See *bp.com/governance* for the board governance principles.

### Role of the board

The board is responsible for the overall conduct of the group s business and the directors have duties under both UK company law and BP s articles of association.

### The primary tasks of the board include:

- g Active consideration and direction of long-term strategy and approval of the annual plan.
- Monitoring of BP's performance against the strategy and plan.
- Obtaining assurance that the principal risks and uncertainties to BP are identified and that systems of risk management and control are in place to mitigate such risk.
- g Board and executive management succession.

The board seeks to set the tone from the top for BP by working with management to agree the company values and considering specific issues including health, safety, the environment and reputation.

### **Board composition**

On 1 January 2015 the board had 14 directors the chairman, two executive directors and 11 independent, non-executive directors (NEDs).

Key roles and responsibilities

### The chairman

Carl-Henric Svanberg

Provides leadership of the board.

Acts as main point of contact between the board and management.

Speaks on board matters to shareholders and other parties.

Ensures that systems are in place to provide directors with accurate, timely and clear information to enable the board to operate effectively.

Is responsible for the integrity and effectiveness of the BP board s system of governance.

The group chief executive

**Bob Dudley** 

Is responsible for day-to-day management of the group. Chairs the executive team (ET), the membership of which is set out on pages 56-57.

The senior independent director

Andrew Shilston

Is available to shareholders if they have concerns that cannot be addressed through normal channels. During 2014 Antony Burgmans, BP s longest serving non-executive director, has acted as an internal sounding board for the chairman and served as an intermediary for the other directors with the chairman when necessary. He has also led the chairman s evaluation. From the 2015 AGM, Andrew Shilston will assume these tasks as part of his role as senior independent director.

Neither the chairman nor the senior independent director is employed as an executive of the group.

BP Annual Report and Form 20-F 2014

59

### Appointment and time commitment

The chairman and NEDs have letters of appointment; there is no term limit on a director s service as BP proposes all directors for annual re-election by shareholders (a practice followed since 2004).

While the chairman s appointment letter sets out the time commitment expected of him, letters of appointment for NEDs do not set a fixed time commitment. It is anticipated that the time required of directors may fluctuate depending on demands of BP business and other events. It is expected that directors will allocate sufficient time to BP to perform their duties effectively and that they will make themselves available for all regular and ad-hoc meetings.

Executive directors are permitted to take up one external board appointment, subject to the agreement of the chairman. Fees received for an external appointment may be retained by the executive director and are reported in the annual report on remuneration (see page 72).

### Independence and conflicts of interest

NEDs are expected to be independent in character and judgement and free from any business or other relationship which could materially interfere with the exercise of that judgement. It is the view of the board that all non-executive directors, with the exception of the chairman, are independent. See page 239 for a description of BP s board governance principles relating to director independence.

Antony Burgmans joined the board in February 2004 and by the 2015 AGM will have served 11 years as a director. In 2012, the board asked him to remain as a director until the 2016 AGM. The board continues to consider that his experience as the longest serving board member provides valuable insight, knowledge and continuity, that he continues to meet its criteria for independence and will keep this under review.

The board is satisfied that there is no compromise to the independence of, and nothing to give rise to conflicts of interest for, those directors who serve together as directors on the boards of outside entities or who hold other external appointments. The nomination committee keeps the other interests of the NEDs under review to ensure that the effectiveness of the board is not compromised.

### Succession

Alan Boeckmann joined the board in July 2014 as a non-executive director. He is a member of the Gulf of Mexico and the safety, ethics and environment assurance committees and attends the remuneration committee.

Iain Conn, chief executive of BP s Downstream segment, retired from the board on 31 December 2014.

At BP s AGM in 2015, George David will retire from the board following seven years service as a non-executive director.

Professor Dame Ann Dowling will take the chair of the remuneration committee when Antony Burgmans stands down in 2015.

Andrew Shilston and Alan Boeckmann will join the remuneration committee after the 2015 annual general meeting.

### Board activity

The board s activities are structured to enable the directors to fulfil their role, in particular with respect to strategy, monitoring, assurance and succession. At every meeting, the board receives reports from the chair of each committee that has met since the last meeting. The main areas of focus by the board during 2014 are shown below.

### **Board activities**

#### Risk and assurance

During the year the board, either directly or through its committees, regularly reviewed the processes whereby risks are identified, evaluated and managed. The effectiveness of the group s system of internal control and risk management was also assessed (see Internal Control Revised Guidance for Directors (Turnbull) on page 63).

The annual plan, group risk reviews and strategy are central to BP s risk management programme. They provide a framework by which the board can consider principal risks, manage the group s overall risk exposure and underpin the delegation and assurance model for the board in its oversight of executive management and other activities. The board and its committees (principally the audit, SEEAC and Gulf of Mexico committees) monitored the group risks which were allocated following the board s review of the annual plan at the end of 2013.

Those group risks reviewed by the board during 2014 included risks associated with the delivery of BP s 10-point plan and geopolitical risk associated with BP s operations around the world. The board considered at the half year whether any changes were required to the allocation of group risks and confirmed the schedule for oversight of these risks. The board s monitoring committees (the audit, SEEAC and Gulf of Mexico committees) were also allocated a number of group risks for review over the year. These are outlined in the reports of the committees on pages 64-71.

For 2015, the group risks allocated for review by the board include geopolitical risk and the delivery of major projects«, particularly in the Upstream. Further information on BP s system of risk management is outlined in Our management of risk on page 46.

60 BP Annual Report and Form 20-F 2014

### **Board effectiveness**

### Induction and board learning

On joining BP, non-executive directors are given a tailored induction programme. This includes one-to-one meetings with management, the external auditors and field visits to operations. The induction also covers governance, duties of directors, the work of the board committees generally and specifically the committees that a director will join.

To help develop an understanding of BP s business, the board continues to build its knowledge through briefings and field visits. In 2014 the board received training on BP s code of conduct and briefings on key business developments and changes to the UK Corporate Governance Code. The board met local management and external stakeholders at its board meetings in Istanbul and Chicago.

Non-executive directors are expected to attend at least one field visit per year. In 2014 the board visited the Whiting refinery in the US and members of the SEEAC visited BP s operations in Baku and Brazil. After each visit, the board or appropriate committee was briefed on the impressions gained by the directors during the visit.

### Board evaluation

Each year BP undertakes a review of the board, its committees and individual directors. The chairman s performance is evaluated by the chairman s committee.

In 2014, an internally designed board evaluation for the board and the committees was carried out using a questionnaire prepared by an external facilitator (Lintstock). The evaluation tested key areas of the board s work including strategy, business performance, risk and governance processes. The output of the committee reviews were discussed individually at each committee meeting in December 2014. The output of the board review was used as the basis for one-to-one interviews between each director and the chairman. Results of the board evaluation and feedback from these interviews were discussed by the board in January 2015.

### **Key conclusions from the evaluation**

The evaluation, which considered the work of the board and its committees, concluded that the processes of the board had worked well. The evaluation focused on how the board would continue to ensure that it was discussing the right issues and that, overall the board was adding value.

Reports from the business and on major projects were in very good shape. On the rapidly shifting economic and geopolitical climate, the board was keen to ensure that it manages its time to allow appropriate levels of discussion. The need to balance its monitoring activities with discussion on strategic matters was recognized and ought to be continually borne in mind. The future role of technology in delivering BP s strategy was highlighted.

### Follow up from our previous evaluation

Following the 2013 evaluation, more agenda time was allocated to the development of strategy and governance around capital projects, resulting in the creation of a regular performance report on the group s major projects. The board also had a detailed briefing on the group s view on long-term technology trends and examined organizational

capability, including diversity and inclusion, at one of its strategic days.

« Defined on page 252.

BP Annual Report and Form 20-F 2014 61

### Shareholder engagement

The company operates an active investor relations programme and the board receives feedback on shareholder views through results of an anonymous investor audit and reports from management and those directors who met with shareholders over the year.

### Shareholder engagement cycle 2014

January	g	BP Energy Outlook 2035 presentation	
February	g	Fourth quarter results	
	g	Investor roadshows with executive management	
March	g	Strategy update presentation to investors	
	g	Chairman and board committee chairs meeting	
	g	Engagement on remuneration and governance issues	
	g		
		UKSA private shareholders meeting	
	g	SRI updates unconventional gas and hydraulic fracturing; and oil sands	
	g	, , , , , , , , , , , , , , , , , , , ,	
	Ü		
		SRI roadshow on BP Sustainability Review 2013	
April	g	US legal issues conference call	
	g	Annual General Meeting	
	g	First quarter results	
June	g	Launch of BP Statistical Review of World Energy	
July	g	Second quarter results	
	g	Publication of the BP proposition on bp.com	
	g	Investor roadshows with the group CEO and CFO	
August	g	Engagement with UKSA private shareholder panel on BP s 2013 financial reports	
September	g	US legal issues conference call	
	g	Oil and gas sector conferences	
October	g	Third quarter results	
December	g	Engagement on remuneration	
	g	Group SRI meeting	
	g	Upstream strategy presentation	
Institutional investors			

Institutional investors

Senior management regularly meet with institutional investors through roadshows, group and one-to-one meetings and events for socially responsible investors.

During the year the chairman, senior independent director and chairs of the audit and remuneration committees held individual investor meetings to discuss strategy, the board s view on BP s performance, governance, audit and remuneration. An annual investor event was held in March 2014 with the chairman and all the board committee chairs. This meeting enables BP s largest shareholders to hear about the work of the board and its committees and for non-executive directors to engage with investors.

In December the chairman and members of the executive team met with socially responsible investors as part of BP s annual SRI meeting. The meeting examined a number of operational and strategic issues, including how the board looks at risk and strategy, *BP s Energy Outlook 2035*, how the company approaches operational risk, upstream contractor management, technology and BP s portfolio.

See *bp.com/investors* to download materials from investor presentations, including the group s financial results and information on the work of the board and its committees.

### Private investors

BP held a further event for private investors in conjunction with the UK Shareholders Association (UKSA) in 2014. The chairman and head of investor relations made presentations on BP s annual results, strategy and the work of the board. The shareholders asked questions on BP s activities. Later in the year, the UKSA met with the company to give feedback on the *BP Strategic Report 2013*.

### **AGM**

Voting levels decreased slightly in 2014 to 63.13% (of issued share capital, including votes cast as withheld), compared to 64.24% in 2013 and 63.24% in 2012. Each year the board receives a report after the AGM giving a breakdown of the votes and investor feedback on their voting decisions for the meeting to inform the board on any issues arising.

### UK Corporate Governance Code compliance

BP complied throughout 2014 with the provisions of the UK Corporate Governance Code, except in the following aspects:

- B.3.2 Letters of appointment do not set out fixed-time commitments since the schedule of board and committee meetings is subject to change according to the demands of business and other events. All directors are expected to demonstrate their commitment to the work of the board on an ongoing basis. This is reviewed by the nomination committee in recommending candidates for annual re-election.
- D.2.2 The remuneration of the chairman is not set by the remuneration committee. Instead the chairman s remuneration is reviewed by the remuneration committee which makes a recommendation to the board as a whole for final approval, within the limits set by shareholders. This wider process enables all board members to discuss and approve the chairman s remuneration (rather than solely the members of the remuneration committee).

62 BP Annual Report and Form 20-F 2014

### International advisory board

BP s international advisory board (IAB) advises the chairman, group chief executive and the board on geopolitical and strategic issues relating to the company. This group has an advisory role and meets twice a year, with one meeting held jointly with the main board. Between meetings IAB members remain on hand to provide advice and counsel when needed.

The IAB is chaired by BP s previous chairman, Peter Sutherland. Its membership in 2014 included Kofi Annan, Lord Patten of Barnes, Josh Bolten, President Romano Prodi, Dr Ernesto Zedillo and Dr Javier Solana. The chairman and chief executive attend meetings of the IAB. Issues discussed during the year included emerging geopolitical issues which could impact BP s business, developments in Russia, the Middle East and North Africa, the liberalization of Mexico s oil and gas sector and the US mid-term election cycle.

### **Internal Control Revised Guidance for Directors (Turnbull)**

In discharging its responsibility for the company s risk management and internal control systems under the UK Corporate Governance Code, the board, through its governance principles, requires the group chief executive to operate with a comprehensive system of controls and internal audit to identify and manage the risks that are material to BP. The governance principles are reviewed periodically by the board and are consistent with the requirements of the UK Corporate Governance Code including principle C.2 (risk management and internal control).

The board has an established process by which the effectiveness of the system of internal control (which includes the risk management system) is reviewed as required by provision C.2.1 of the UK Corporate Governance Code. This process enables the board and its committees to consider the system of internal control being operated for managing significant risks, including strategic, safety and operational and compliance and control risks, throughout the year. Material joint ventures« and associates« have not been dealt with as part of the group in this process.

As part of this process, the board and the audit, Gulf of Mexico and safety, ethics and environment assurance committees requested, received and reviewed reports from executive management, including management of the business segments, corporate activities and functions, at their regular meetings.

In considering the systems, the board noted that such systems are designed to manage, rather than eliminate, the risk of failure to achieve business objectives and can only provide reasonable, and not absolute, assurance against material misstatement or loss.

During the year, the board through its committees regularly reviewed with executive management processes whereby risks are identified, evaluated and managed. These processes were in place for the year under review, remain current at the date of this report and accord with the guidance on the UK Corporate Governance Code provided by the Financial Reporting Council. In December 2014 the board considered the group s significant risks within the context of the annual plan presented by the group chief executive.

A joint meeting of the audit and safety, ethics and environment assurance committees in January 2015 reviewed a report from the group head of audit as part of the board sannual review of the risk management and internal control systems. The report described the annual summary of group audit s consideration of the design and operation of elements of BP s system of internal control over significant risks arising in the categories of strategic and commercial, safety and operational and compliance and control, and considered the control environment for the group. The report also highlighted the results of audit work conducted during the year and the remedial actions taken by management in response to significant failings and weaknesses identified.

During the year, these committees engaged with management, group head of audit and other monitoring and assurance providers (such as the group ethics and compliance officer, head of safety and operational risk and the external auditor) on a regular basis to monitor the management of risks. Significant incidents that occurred and management s response to them were considered by the appropriate committee and reported to the board.

In the board s view, the information it received was sufficient to enable it to review the effectiveness of the company s system of internal control in accordance with the Internal Control Revised Guidance for Directors (Turnbull).

Subject to determining any additional appropriate actions arising from items still in process, the board is satisfied that, where significant failings or weaknesses in internal controls were identified during the year, appropriate remedial actions were taken or are being taken.

« Defined on page 252.

BP Annual Report and Form 20-F 2014 63

### **Committee reports**

### **Audit committee**

### Chairman s introduction

The work of the audit committee in 2014 remained focused on the appropriateness of BP s financial reporting and accounting judgements, the review of key group-level risks and the rigour of BP s audit processes, system of internal control and risk management. A number of key topics have remained core to the committee s agenda, including regular assessment of the group s financial responsibilities arising from the Deepwater Horizon accident and judgement on whether the group has maintained significant influence over Rosneft.

Outside these core areas, the committee undertook detailed reviews of key areas of BP s business, most notably in trading where the committee visited the trading floors in London and Chicago. This allowed the committee to see the role trading plays in the group s broader business and its system of governance, control, risk and compliance. Over the year, formal business of the committee was supplemented by private meetings with key constituents. These include BP s group audit function, the group ethics and compliance officer and the external auditor. I believe the background and experience of the committee s members, together with the ability to discuss issues directly with management, has led to an effective performance from the committee over the year.

### **Brendan Nelson**

### Committee chair

### Role of the committee

The committee monitors the effectiveness of the group s financial reporting and systems of internal control and risk management.

### Key responsibilities

Monitoring and obtaining assurance that the management or mitigation of financial risks are appropriately addressed by the group chief executive and that the system of internal control is designed and implemented effectively in support of the limits imposed by the board ( executive limitations ) as set out in the BP board governance principles.

Reviewing financial statements and other financial disclosures and monitoring compliance with relevant legal and listing requirements.

Reviewing the effectiveness of the group audit function and BP s internal financial controls and systems of internal control and risk management.

Overseeing the appointment, remuneration, independence and performance of the external auditor and the integrity of the audit process as a whole, including the engagement of the external auditor to supply non-audit services to BP. Reviewing the systems in place to enable those who work for BP to raise concerns about possible improprieties in financial reporting or other issues and for those matters to be investigated.

### **Members**

Name	Membership status
Brendan Nelson (chairman)	Member since November 2010; chairman since April 2011
George David	Member since February 2008
Phuthuma Nhleko	Member since February 2011
Andrew Shilston	Member since February 2012

Brendan Nelson is chair of the audit committee. He was formerly vice chairman of KPMG, and is chairman of the group audit committee of The Royal Bank of Scotland Group plc, and a member of the Financial Reporting Council Monitoring Committee. He was president of the Institute of Chartered Accountants of Scotland in 2013. The board is satisfied that Mr Nelson is the audit committee member with recent and relevant financial experience as outlined in the UK Corporate Governance Code. It considers that the committee as a whole has an appropriate and experienced blend of commercial, financial and audit expertise to assess the issues it is required to address. The board also determined that the audit committee meets the independence criteria provisions of Rule 10A-3 of the US Securities Exchange Act of 1934 and that Mr Nelson may be regarded as an audit committee financial expert as defined in Item 16A of Form 20-F.

Meetings are also attended by the chief financial officer, group controller, chief accounting officer, group auditor (head of group audit) and representatives of the external auditor, who also meet with the committee chair on a regular basis outside the meetings.

### Activities during the year

### **Training**

The committee received technical updates from the chief accounting officer on developments in financial reporting and accounting policy. Externally facilitated learning sessions were held on director responsibilities for assurance over joint ventures, trends and developments in the use of third-party agents and developments in global accounting standards.

### Financial disclosure

The committee reviewed the quarterly, half-year and annual financial statements with management, focusing on the integrity and clarity of disclosure, compliance with relevant legal and financial reporting standards and the application of accounting policies and judgements.

In conjunction with the SEEAC, the committee examined whether the *BP Annual Report and Form 20-F 2014* was fair, balanced and understandable and provided the information necessary for shareholders to assess the group s performance, business model and strategy.

64 BP Annual Report and Form 20-F 2014

### Accounting judgements and estimates

Areas of significant judgement considered by the committee during the year and how these were addressed included:

	Key issues/judgements in financial reporting	Audit committee review
Accounting for interests in other entities	BP exercises judgement when assessing the level of control obtained in a transaction to acquire an interest in another entity, and, on an ongoing basis in assessing whether there have been any changes in the level of control.	The committee continued to review the accounting for BP s investment in Rosneft including the assessment of significant influence in light of developments during the year, such as the imposition of US and EU sanctions.
Oil and natural gas accounting	BP uses judgement and estimations when accounting for oil and gas exploration, appraisal and development expenditure and determining the group s estimated oil and gas reserves.	The committee reviewed judgemental aspects of oil and gas accounting as part of the company s quarterly due-diligence process, including the treatment of certain intangible assets. The committee considered the judgements made in assessing the exploration write-offs recorded during the year. It received a briefing on the measurement of reserves and also examined the group s oil and gas reserves disclosures that appear in this <i>BP Annual Report and Form 20-F 2014</i> .
Recoverability of asset carrying values	Determining whether and how much an asset is impaired involves management judgement and estimates on highly uncertain matters such as future pricing or discount rates. Judgements are also required in assessing the recoverability of overdue receivables and deciding whether a provision is required.	The committee reviewed the discount rates for impairment testing as part of its annual process and examined the assumptions for long-term oil and gas prices and refining margins, particularly in light of the decline in prices in the latter part of the year. The committee considered the judgements made in assessing the existence of indicators of impairment of assets as well as the significant estimates made in the measurement of the impairment losses recognized. The committee also continued to discuss periodically with management the recoverability of overdue receivables.
Provisions and contingencies	The group holds provisions for the future decommissioning of oil and natural gas	The committee received briefings on the group s decommissioning, environmental

production facilities and pipelines at the end of their economic lives. Most of these decommissioning events are in the long term and the requirements that will have to be met when a removal event occurs are uncertain. Judgement is applied by the company when estimating issues such as settlement dates, technology and legal requirements.

remediation and litigation provisioning, including key assumptions used, discount rates and the movement in provisions over time.

### Gulf of Mexico oil spill

Judgement was applied during the year around the provisions and contingencies relating to the incident.

The committee regularly discussed the provisioning for and the disclosure of contingent liabilities relating to the Gulf of Mexico oil spill with management, external auditors and external counsel, including as part of the review of BP s stock exchange announcement at each quarter end. The committee examined developments relating to US court rulings (including Clean Water Act penalties, business and economic loss settlement payments and natural resource damages) and monitored legal developments while considering the impact on the financial statements and other disclosures.

# Pensions and other post-retirement benefits

Accounting for pensions and other post-retirement benefits involves judgement about uncertain events, including discount rates, inflation and life expectancy.

The committee examined the assumptions used by management as part of its annual reporting process.

### Taxation

Computation of the group s tax expense and liability, the provisioning for potential tax liabilities and the level of deferred tax asset recognition in relation to accumulated tax losses are underpinned by management judgement.

The committee reviewed the judgements exercised on tax provisioning as part of its annual review of key provisions.

BP Annual Report and Form 20-F 2014 65

### Audit committee focus in 2014

\* Undertaken jointly with the SEEAC.

### Risk reviews

The group risks allocated to the audit committee for monitoring in 2014 included those associated with trading activities, compliance with applicable laws and regulations and security threats against BP s digital infrastructure. The committee held in-depth reviews of these group risks over the year. It also examined the group s governance of the tax function and its approach to tax planning and reviewed how risk is assessed and considered when evaluating BP s capital investment projects.

### Internal control and risk management

The committee reviewed the group s system of internal control and risk management over the year, holding a joint meeting with the SEEAC to discuss key audit findings and management s actions to remedy significant issues. The committee reviewed the scope, activity and effectiveness of the group audit function and met privately with the general auditor and his segment and functional heads during the year.

The committee received quarterly reports on the findings of group audit, on significant allegations and investigations and on key ethics and compliance issues. Further joint meetings were held with the SEEAC to discuss the annual certification report of compliance with the BP code of conduct and the role and remit of the newly formed business integrity function. The two committees also met to discuss the group audit and ethics and compliance programmes for 2014. The committee held a private meeting with the group ethics and compliance officer during the year.

### **External audit**

The external auditors started the annual cycle with their audit strategy which identified key risks to be monitored during the year—including the provisions and contingencies related to the Gulf of Mexico oil spill, the impact of the estimation of the quantity of oil and gas reserves and resources on impairment testing, depreciation, depletion and amortization and decommissioning provisions, unauthorized trading activity and BP—s ability to maintain significant influence over Rosneft and consequently our ability to recognize our share of Rosneft—s income, production and reserves. The committee received updates during the year on the audit process, including how the auditors had challenged the group—s assumptions on these issues.

The audit committee reviews the fee structure, resourcing and terms of engagement for the external auditor annually. Fees paid to the external auditor for the year were \$53 million, of which 8% was for non-assurance work (see Financial statements Note 34). Non-audit or non-audit related assurance fees were \$5 million (2013 \$5 million). Non-audit or non-audit related assurance services consisted of tax compliance services, tax advisory services and services relating to corporate finance transactions. The audit committee is satisfied that this level of fee is appropriate in respect of the audit services provided and that an effective audit can be conducted for this fee.

The effectiveness of the audit process was evaluated through a survey of the committee and those impacted by the audit. It used a set of criteria to measure the auditors performance against the quality commitment set out in their annual audit plan. This related to both the quality of opinion and of service. This included the robustness of the audit process, independence and objectivity, quality of delivery, quality of people and service and value added advice. The 2014 evaluation concluded that there was a good quality audit process and that the external auditors were regarded as technically knowledgeable and unafraid to challenge and intervene where necessary. Areas of suggested focus for the auditors included audit team turnover and the identification of risk areas for audit focus. There was also support for the independence of the external auditors and feedback that they should continue sharing good industry practice.

The committee held private meetings with the external auditors during the year and its chair met privately with the external auditor before each meeting.

### Auditor appointment and independence

The committee considers the reappointment of the external auditor each year before making a recommendation to the board and shareholders. It assesses the independence of the external auditor on an ongoing basis and the external auditor is required to rotate the lead audit partner every five years and other senior audit staff every seven years. No partners or senior staff associated with the BP audit may transfer to the group. The current lead partner has been in place since the start of 2013.

### **Audit tendering**

During the year the committee considered the group s position on its audit services contract taking into account the UK Corporate Governance Code, the EU Audit Regulation 2014 and the Statutory Audit Service Order 2014, issued by the UK Competitions and Markets Authority. Having considered the impact of these regimes, the committee concluded that the best interests of the group and its shareholders would be served by utilizing the transition arrangements outlined by the Financial Reporting Council in relation to the governance code and retaining BP s existing audit firm until the conclusion of the term of its current lead partner. Accordingly the committee intends that the audit contract will be put out to tender in 2016, in order that a decision can be taken and communicated to shareholders at BP s AGM in 2017; the new audit services contract would then be effective from 2018.

66 BP Annual Report and Form 20-F 2014

### Non-audit services

Audit objectivity and independence is safeguarded through the limitation of non-audit services to tax and audit-related work which falls within defined categories. BP s policy on non-audit services states that the auditors may not perform non-audit services that are prohibited by the SEC, Public Company Accounting Oversight Board (PCAOB) and UK Auditing Practices Board (APB). The categories of approved and prohibited services are outlined below.

services categories, approval above a certain financial amount must be sought on a case-by-case basis. Any proposed service not included in the permitted services categories must be approved in advance either by the audit committee chairman or the audit committee before engagement commences. The audit committee, chief financial officer and group controller monitor overall compliance with BP s policy on audit-related and non-audit services, including whether the necessary pre-approvals have been obtained.

### Committee review

The audit committee approves the terms of all audit services as well as permitted audit-related and non-audit services in advance. The external auditor is only considered for permitted non-audit services when its expertise and experience of the company is important. A two-tier system operates for approval of audit-related and non-audit work. For services relating to accounting, auditing and financial reporting matters, internal accounting and risk management control reviews or non-statutory audit, the committee has agreed to pre-approve these services up to an annual aggregate level. For all other services which fall under the permitted

The audit committee undertakes an annual evaluation of its performance and effectiveness. In 2014 the committee used an online survey which examined governance issues such as committee processes and support, the work of the committee and priorities for change.

Areas of focus for 2015 arising from the evaluation included the inclusion of broader segment and business reviews, undertaking more deep dive reviews and suggestions for further committee training.

### Permitted and non-permitted audit services

### Permitted services

### Audit related

- g Advice on accounting, auditing and financial reporting.
- g Internal accounting and risk management control reviews.
- g Non-statutory audit.
- g Project assurance/advice on business and accounting process improvement.
- g Due diligence (acquisition, disposals, joint arrangements).

### Tax services

- g Tax compliance.
- g Direct and indirect tax advisory services.
- g Transaction tax advisory services.
- g Assistance with tax audits and appeals.
- g Tax compliance/advisory relating to human capital and performance/reward.
- g Transfer pricing advisory services.
- g Tax legislative monitoring.

g Tax performance advisory.

### Other services

- g Workshops, seminars and training on an arm s length basis.
- g Assistance on non-financial regulatory requirements.
- g Provision of independent third-party audit on BP s Conflict Minerals Report.

### Non-permitted services

### SEC principles of auditor independence

- g Bookkeeping/other services related to financial records.
- g Financial information systems design and implementation.
- g Appraisal, valuation, fairness opinions, contribution in-kind.
- g Actuarial services.
- g Internal audit outsourcing.
- g Management functions.
- g HR functions.
- g Broker-dealer, investment advisor, banking services.
- g Legal services.
- g Expert services unrelated to audit.

Public Company Accounting Oversight Board (PCAOB) ethics and independence rules

- g Contingent fees.
- g Confidential or aggressive tax position transactions.
- g Tax services for persons in financial reporting oversight roles.

BP Annual Report and Form 20-F 2014

67

Safety, ethics and environment assurance committee (SEEAC)

### Chairman s introduction

The SEEAC has continued to monitor closely and provide constructive challenge to management in the drive for safe and reliable operations at all times. This included the committee receiving specific reports on BP s management of high priority risks in marine, wells, pipelines, facilities and major security incidents. The committee also undertook a number of field visits as well as maintained its schedule of regular meetings with executive management.

We continued to receive regular reports from the independent experts that we have engaged in the Upstream (Carl Sandlin) and in the Downstream (Duane Wilson). They have provided valuable insights and advice on many aspects of process safety and we are grateful to them for their work.

We were also very pleased to welcome Alan Boeckmann to the committee in September. Alan brings valuable experience and insight from his many years at Fluor.

### **Paul Anderson**

### Committee chair

### Role of the committee

The role of the SEEAC is to look at the processes adopted by BP s executive management to identify and mitigate significant non-financial risk. This includes the committee monitoring the management of personal and process safety and receiving assurance that processes to identify and mitigate such non-financial risk are appropriate in design and effective in implementation.

### Key responsibilities

The committee receives specific reports from the business segments as well as cross-business information from the functions. These include, but are not limited to, the safety and operational risk (S&OR) function, group audit, group ethics and compliance and group security. The SEEAC can access any other independent advice and counsel if it requires, on an unrestricted basis.

The committee met six times in 2014, including joint meetings with the audit committee. At one of the joint meetings the committee reviewed the general auditor s report on the system of internal control and risk management for the year in preparation for the board s report to shareholders in the annual report (see Internal Control Revised Guidance for Directors (Turnbull) on page 63). In that joint meeting the committees also reviewed the general auditor s audit programme for the year ahead to ensure both committees endorsed the coverage. The SEEAC and audit committee worked together, through their chairs and secretaries, to ensure that the agendas did not overlap or omit coverage of any key risks during the year.

In addition to the committee membership, all the SEEAC meetings were attended by the group chief executive, the executive vice president for safety and operational risk and the general auditor or his delegate. The external auditor attended some of the meetings (and was briefed on the other meetings by the chair and secretary to the committee), as

did the group general counsel and group ethics and compliance officer. The committee scheduled private sessions for the committee members only (without the presence of executive management) at the conclusion of each meeting to discuss any issues arising and the quality of the meeting.

### **Members**

Name	Membership status
Paul Anderson (chairman)	Member since February 2010; chairman since December 2012
Frank Bowman	Member since November 2010
Antony Burgmans	Member since February 2004
Cynthia Carroll	Member since June 2007
Ann Dowling	Member since February 2012
Alan Boeckmann	Member since September 2014

Activities during the year

### Safety, operations and environment

The committee received regular reports from the S&OR function, including quarterly reports prepared for executive management on the group shealth, safety and environmental performance and operational integrity. These included quarter-by-quarter measures of personal and process safety, environmental and regulatory compliance and audit findings. Operational risk and performance forms a large part of the committee s agenda.

During the year the committee received specific reports on the company s management of risks in marine, wells, pipelines, facilities and major security incidents. The committee reviewed these risks, and risk management and mitigation, in depth with relevant executive management.

### **Independent expert** Upstream

Mr Carl Sandlin continued in his role as an independent expert to provide further oversight and assurance regarding the implementation of the Bly Report recommendations. We were pleased that Mr Sandlin agreed, at the committee s request, to extend his engagement to the summer of 2016. He reported twice directly to the SEEAC in 2014, and presented detailed reports on his work, including reporting on a number of visits made to group operations around the world. He also reported to the committee that 25 out of 26 recommendations in the Bly Report were completed by the end of 2014 (and he will report to the committee regarding the final recommendation which is expected to be completed at the end of 2015).

68 BP Annual Report and Form 20-F 2014

**SEEAC** focus in 2014

\* Undertaken jointly with the audit committee.

### Process safety expert Downstream

Mr Duane Wilson continued to report to the committee in his role as process safety expert for the Downstream segment. He continues to work with segment management on a worldwide basis (having previously focused on US refineries) to monitor and advise on the process safety culture and lessons learned across the segment. He twice reported directly to the SEEAC in 2014 and presented detailed reports on his work (including reporting on a number of visits he has made to refineries and other downstream facilities). Mr Wilson will complete his engagement in April 2015 and delivered his final report to the SEEAC in January 2015. The committee wishes to thank him for all of his work during the course of his engagement and believes he has made a lasting and positive impact on the process safety culture in the Downstream segment.

### Reports from group audit and group ethics and compliance

The committee received quarterly reports from both of these functions. These included summaries of investigations into significant alleged fraud or misconduct (which are now undertaken through the business integrity team established in 2014). In addition, both the general auditor and the group ethics and compliance officer met in private with the chairman and other members of the committee.

### Field trips

In May the chairman and other members of the committee visited Baku in Azerbaijan to examine both offshore facilities (Central Azeri platform) and the onshore gas reception terminal (Sangachal) operated by the group. In October the chairman and another committee member visited operations at the biofuels business in central Brazil. In September all members of the committee visited the Whiting refinery in Indiana, US, as part of a larger board visit. In all cases, the visiting committee members received briefings on operations, the status of local OMS implementation, and risk management and mitigation. Committee members then reported back in detail about each visit to the committee and subsequently to the board. In addition the local management team reported back to the committee regarding the status of the issues raised during the visit.

### Committee review

For its 2014 evaluation, the SEEAC examined its performance and effectiveness with a questionnaire administered by external consultants. The topics covered included the balance of skills and experience among its membership, the quality and timeliness of the information the committee receives, the level of challenge between committee members and management and how well the committee communicates its activities and findings to the board.

The evaluation results were generally positive. Committee members considered that the committee possessed the right mix of skills and background, had an appropriate level of support and had received open and transparent briefings from management. The committee considered that the field trips made by its members had become an important

#### element in

its work, in particular by giving committee members the ability to examine how risk management is being embedded in businesses and facilities, including management culture.

#### **Gulf of Mexico committee**

#### Chairman s introduction

The Gulf of Mexico committee continues to oversee the group s response to the Deepwater Horizon accident, ensuring that BP fulfils all its legitimate obligations while protecting and defending the interests of the group. In the past year the focus has been on the review of ongoing proceedings in Multi-District Litigation (MDL) 2179 and 2185, the assessment of natural resource damages, and of a number of other legal proceedings in relation to the Deepwater Horizon accident.

I believe the committee has been thorough in the execution of its duties. The high frequency of meetings and long tenure of committee membership has enabled members to review an evolving and complex spectrum of issues.

#### **Ian Davis**

#### Committee chair

#### Role of the committee

The committee was formed in July 2010 to oversee the management and mitigation of legal and licence-to-operate risks arising out of the Deepwater Horizon accident and oil spill. Its work is integrated with that of the board, which retains ultimate accountability for oversight of the group s response to the accident.

BP Annual Report and Form 20-F 2014 69

Gulf of Mexico committee focus in 2014

# Key responsibilities

Oversee the legal strategy for litigation, investigations and suspension/debarment actions arising from the accident and its aftermath, including the strategy connected with settlements and claims.

Review the environmental work to remediate or mitigate the effects of the oil spill in the waters of the Gulf of Mexico and on the affected shorelines.

Oversee management strategy and actions to restore the group s reputation in the US.

Review compliance with government settlement agreements arising out of the Deepwater Horizon accident and oil spill, including the SEC Consent Order, the Department of Justice plea agreement and the EPA administrative agreement, in co-ordination with other committee and board oversight.

#### **Members**

Name	Membership status
Ian Davis (chair)	Member since July 2010; committee chair since July 2010
Paul Anderson	Member since July 2010
Frank Bowman	Member since February 2012
George David	Member since July 2010
Alan Boeckmann	Member since September 2014

The chairman and the group chief executive attend all meetings of the committee.

#### Activities during the year

The committee reviewed plans and progress in moving Gulf Coast shoreline response activities through to completion and sign-off by the US Coast Guard. Active clean-up activities are now complete in all states.

The committee continued to oversee numerous legal matters relating to the Deepwater Horizon accident, including the ruling made in respect of Phase 1 of the trial in MDL 2179 (and the subsequent appeal of that ruling), preparation for the penalty phase of the trial and BP s appeals to the US Court of Appeals for the Fifth Circuit and the US Supreme Court relating to the Court Supervised Settlement Program.

The committee met 11 times in 2014.

#### Committee review

Each year the Gulf of Mexico committee evaluates its performance and effectiveness. Key areas covered included the balance of skills and experience among its membership, quality and timeliness of information and support received by the committee, the appropriateness of committee tasks and how well the committee communicates its activities and findings to the board.

The results of the evaluation were positive. Specific areas for focus in 2015 included maintaining constructive and challenging engagement with management as well as continuing timely and effective communication of its activities and findings to the board.

BP Annual Report and Form 20-F 2014

#### Nomination and chairman s committees

#### Chairman s introduction

I am pleased to report on the two board committees that I chair. Both have been active during the year in seeking to develop the membership of the board and its governance.

## **Nomination committee**

#### Role of the committee

The committee ensures an orderly succession of candidates for directors and the company secretary.

# Key responsibilities

Identify, evaluate and recommend candidates for appointment or reappointment as directors.

Identify, evaluate and recommend candidates for appointment as company secretary.

Keep under review the mix of knowledge, skills and experience of the board to ensure the orderly succession of directors.

Review the outside directorship/commitments of the non-executive directors.

#### **Members**

Name	Membership status
Carl-Henric Svanberg (chair)	Member since September 2009; committee chair since January 2010
Paul Anderson	Member since April 2012
Antony Burgmans	Member since May 2011
Cynthia Carroll	Member since May 2011
Ian Davis	Member since August 2010
Brendan Nelson	Member since April 2012

Andrew Shilston, as the senior independent director, attends all meetings of the committee.

# Activities during the year

The committee met six times during the year.

It continued to reflect on the rhythm of the meetings. As in 2013, the committee held one longer meeting during the year and reviewed board composition and skills in light of BP s strategy.

In 2014 the committee considered the sequencing of board retirements over the coming years and potential board candidates. It is pursuing several promising individuals and appointments are likely to be made in 2015. As part of this, letters of appointment for all non-executive directors were reviewed and amended. The committee considered the chairmanship and membership of each committee. As a result it was agreed that Dame Professor Ann Dowling would take the chair of the remuneration committee when Antony Burgmans steps down from that role in 2015, and that Andrew Shilston and Alan Boeckmann will join the remuneration committee after the 2015 annual general meeting.

The committee considered the feedback from its own evaluation. There were several actions including a greater focus on executive succession and the interaction between the chairman s and nomination committee in this respect. The committee also wishes to make agenda time to consider broader issues such as succession and diversity. Future searches for non-executive directors should generally focus on industry expertise and also consider the split between former chief executive officers and directors with others skills on the board.

#### Chairman s committee

#### Role of the committee

To provide a forum for matters to be discussed among the non-executive directors.

# Key responsibilities

Evaluate the performance and the effectiveness of the group chief executive.

Review the structure and effectiveness of the business organization.

Review the systems for senior executive development and determine the succession plan for the group chief executive, the executive directors and other senior members of executive management.

Determine any other matter that is appropriate to be considered by all of the non-executive directors.

Opine on any matter referred to it by the chairman of any committees comprised solely of non-executive directors.

# **Members**

The committee comprises all the non-executive directors who join the committee at the date of their appointment to the board. The chief executive attends the committee when requested.

#### Activities during the year

The committee met five times in the year to:

Assess the effect of sanctions on Russia on BP s relationship with Rosneft.

Monitor the progress of the Gulf of Mexico litigation.

Determine the framework for board evaluation in 2015.

Review the background to the 2015 plan in light of the decline in oil prices.

Consider the chief executive s plans for the succession and organization of the executive team.

Evaluate the performance of the chairman and chief executive.

BP Annual Report and Form 20-F 2014 71

Directors remuneration report

Chairman s annual statement

#### Dear shareholder,

2014 started strongly but, as others have commented in this report, ended more turbulently as the price of oil fell, mainly in the last quarter. This formed the backdrop for the decisions of the committee at the end of 2014. The work of the committee is governed by a number of overriding principles. Key among these is seeking a fair outcome in reward that is linked to BP s immediate and long-term performance and strategy delivery. As part of this, the committee seeks to ensure that variable remuneration is based on underlying performance and is not driven by factors over which the directors have no control. All of this work is carried out within the policy framework that was approved overwhelmingly by shareholders earlier in the year.

In this context:

2014 saw the end of an improving three-year period for BP. This is demonstrated elsewhere in the report. The high-performance gearing in remuneration of the executive directors reflects good business results through an overall increase in remuneration compared to last year.

The world is a more uncertain place in 2015. BP has responded broadly to this, including freezing salaries, and the committee has refocused the measures for the annual bonus to reflect new challenges.

There are clear concerns in society and among shareholders that remuneration for executive directors is simply too much. The policy, now approved by shareholders, is clear and recognizes these concerns particularly by placing limits on the amounts that can be awarded. Equally, this remuneration has to be appropriate to be aligned with the global market for talent in which BP works. Here the committee has to strike a balance.

# 2014 in retrospect

Our remuneration policy was approved at the 2014 AGM for a three-year period. At the same meeting, a number of shareholders voted against or withheld their votes on our annual remuneration report. There were several reasons for this. There were concerns around our commitment to disclosure of targets, whether prospectively or retrospectively, and the need for additional disclosure when the committee was exercising judgements around qualitative measures. Some shareholders believed that the overall remuneration of the executive directors was excessive.

We are responding to these concerns and are committed to making as full a retrospective disclosure of those targets that we are able to, subject to confidentiality. I believe that this is demonstrated in this year s report, particularly in the tables relating to annual bonus and performance shares. In terms of overall quantum of remuneration, I have previously made clear that the committee understands the concerns felt in society and by some shareholders. The committee, however, believes that these concerns are properly recognized and balanced in the way in which the policy is framed and implemented.

At the time of our last report, the outcome for the performance shares was based on an estimated second place for relative reserves replacement. Once results for the oil majors were publicly available it was assessed that BP was in first place, resulting in a vesting of 45.5%. The awards were adjusted and announced accordingly.

Finally, in July, Iain Conn agreed with the board that he would stand down as a director on 31 December 2014. Iain has made a significant contribution to the company over his long career and, on this basis, the terms of his departure were agreed with the committee within the policy. The terms were promptly communicated on BP s website and are set out again later in this report.

#### 2014 outcomes

BP has performed well in increasingly difficult circumstances. This has been demonstrated by the delivery of the 10-point plan, which the board approved as BP s strategic direction in 2011. In considering performance in 2014 and its effect on remuneration, two areas stand out. Firstly, a key milestone in delivery of the plan was achieving \$32.8 billion of operating cash flow«. The excellent performance in this measure had a strong influence on both the annual bonus and the performance share element. The second area with an equally strong influence was safety. Over the three years of the performance share element, performance improved by more than 15% on two of the measures and over 60% on one measure.

#### **Annual bonus**

Measures for the annual bonus that focused on safety and value were largely unchanged from previous years to encourage continuity of performance and delivery. There had been a strong safety performance in 2013. We seek continuous improvement in this area and the targets for 2014 were ambitious. Against that background, performance was mixed and showed a modest improvement.

Operating cash stood out as being well ahead of target but underlying replacement cost profit« was below. Seven projects started up in 2014, making 16 major projects« start-ups since the beginning of 2012. All of this resulted in a group performance score of 1.10, compared with a score of 1.32 last year. The committee felt that this score reasonably reflected the overall performance for the year. Following elections by the executive directors, one third of this bonus will be paid in cash and two thirds in shares that are deferred for three years and matched. There is retrospective disclosure of many of the targets for the annual bonus later in this report.

# **Deferred bonus**

2011 deferred bonus share awards became eligible for vesting at the end of 2014. Vesting is dependent on safety and environmental sustainability performance over that period. The committee reviewed this in consultation with the SEEAC. Based on strong and consistent improvement and no significant incidents, the deferred and matching shares vested in full.

72 BP Annual Report and Form 20-F 2014

#### **Performance shares**

The 2012-2014 performance share plan was, as in the previous year, based on three sets of measures equally weighted; relative total shareholder return (TSR), operating cash flow and finally strategic imperatives, which include relative reserves replacement ratio (RRR), safety and operational risk and rebuilding trust. The committee made its assessment of performance over the three-year period against the agreed targets and its view of the achievements over that time. There were no shares awarded for TSR as the minimum threshold was not reached. As I have mentioned above, there was strong performance against the safety measures and the committee exercised its judgement based on qualitative data in respect of the need to rebuild trust. As for 2013, the assessment was preliminary as the final results from the comparator group for RRR were not available. On the basis of information available, second place was recorded. Based on this preliminary assessment, 60.5% of the shares are expected to vest. The committee believes that this represents a fair outcome for a continually improving performance over the period. Again, there is retrospective disclosure of many of the targets used for the 2012-2014 performance share plan in this report.

#### 2015 and the future

During 2014, BP set out a clear proposition to shareholders aimed at delivering value rather than volume through active portfolio management, growing sustainable free cash flow through capital discipline and growing distributions for shareholders. The company s key performance indicators (KPIs) are designed to measure performance against this proposition. The committee is determined that the remuneration of the directors remains clearly linked to the company s strategy. There has been a refocus of some of the measures for the 2015 annual bonus to reflect this and the current short-term imperatives facing BP. The graphic below sets out BP s strategic priorities and links them to the measures used for short and long term remuneration with further detail in this report.

#### **Policy issues**

In 2014, the UK Corporate Governance Code was revised. The Code introduced, on a comply or explain basis, a requirement to introduce malus and clawback provisions into all performance related elements of directors remuneration. The committee has reviewed the terms of the executive directors remuneration and confirmed that malus and clawback provisions exist in all terms save the cash element of the annual bonus. It will propose an appropriate provision on the next occasion that it renews the remuneration policy. The committee also undertook a detailed examination of its tasks. The changes that have been made are set out in more detail later in this report.

#### **Conclusion**

Whilst BP has performed well in recent years and momentum has been building, there are clearly more challenging times ahead. We have set out our approach in this changing world. It is likely that, within our policy, we will need to exercise judgement and discretion based on solid data. Should we be required to do so, it will be done within our policy and with subsequent disclosure so that our shareholders are clear on the decisions that we have taken.

Finally, I will be standing down as the chair of the committee in June and I will be succeeded by Professor Dame Ann Dowling. Ann has sat on the committee after joining the board in 2012 and I look forward to introducing her to our shareholders. I would like to thank our shareholders for the support, and the challenge, over the past four years.

#### **Antony Burgmans**

Chairman of the remuneration committee

Previously, the committee reviewed the executive directors salaries in May each year. In future, it will do so in January for implementation in April, at the same time as the rest of the organization. Given the general company pay freeze, no salary increases were awarded to directors for 2015.

3 March 2015

« Defined on page 252.

BP Annual Report and Form 20-F 2014 73

#### **Remuneration committee report**

The committee was made up of the following independent non-executive directors in 2014.

Members
Antony Burgmans (chairman)
George David
Ian Davis
Professor Dame Ann Dowling
In addition, Carl-Henric Svanberg and Bob Dudley normally attend the meetings except for matters relating to their own remuneration.  Key responsibilities

The committee s tasks were reviewed during the year and are as follows:

Determine the policy for the chairman and the executive directors (the policy) for inclusion in the remuneration policy for all directors as required by the regulations.

Review and determine as appropriate the terms of engagement, remuneration and termination of employment of the chairman and the executive directors in accordance with the policy, and be responsible for compliance with all remuneration issues relating to the chairman and the executive directors required by the regulations.

Prepare for the board an annual report to shareholders on the implementation of the policy, so far as it relates to the chairman and the executive directors, as required by the regulations.

Approve the principles of any equity plan for which shareholder approval is to be sought.

Approve the terms of the remuneration (including pension and termination arrangements) of the executive team as proposed by the group chief executive (GCE).

Approve changes to the design of remuneration as proposed by the GCE, for the group leaders of the company.

Monitor implementation of remuneration for group leaders to ensure alignment and proportionality.

Engage such independent consultants or other advisers as the committee may from time to time deem necessary, at the expense of the company.

In these tasks regulations shall mean regulations made under the Companies Act 2006 from time to time in relation to the remuneration of directors of quoted companies, the UK Corporate Governance Code adopted by the Financial Reporting Council from time to time and the UK Listing Authority s Listing Rules from time to time.

#### Committee review and composition

The board evaluation process included a separate questionnaire on the work of the remuneration committee. The results were analysed by an external consultant and discussed at the committee s meeting in December 2014. Processes continued to be rated as good to excellent and a number of topics for more in-depth discussion were identified. In particular the committee decided to schedule a longer strategy meeting each year.

George David stands down from the board at the next annual general meeting and will leave the committee. Alan Boeckmann and Andrew Shilston will join the committee after that meeting.

Professor Dame Ann Dowling will take the chair of the committee in June 2015. Antony Burgmans will remain a member of the committee.

#### Independence and advice

# **Independence**

The committee operates with a high level of independence. The board considers all committee members to be independent with no personal financial interest, other than as shareholders, in the committee s decisions.

#### Consultation

The GCE is consulted on the remuneration of the other executive directors and the executive team and on matters relating to the performance of the

group. Neither he, nor the chairman of the board, participate in decisions on their own remuneration. The group human resources director normally attends, and other executives may attend relevant parts of meetings.

The committee consults other relevant committees of the board, for example the SEEAC, on issues relating to the exercise of its judgement or discretion.

#### Advice

During 2014 David Jackson, the company secretary, who is employed by the company and reports to the chairman of the board, acted as secretary to the remuneration committee. The company secretary periodically reviews the

independence of the committee s advisers.

Gerrit Aronson, an independent consultant, is the committee s independent adviser. He is engaged directly by the committee. He advises the chairman, the board and the nomination committee on a variety of governance issues. Advice and services on particular remuneration matters were also received from other external advisers appointed by the committee.

Towers Watson provided information on the global remuneration market, principally for benchmarking purposes. Freshfields Bruckhaus Deringer LLP provided legal advice on specific compliance matters to the committee. Both firms provide other advice in their respective areas to the group.

Total fees or other charges (based on an hourly rate) paid in 2014 to the above advisers for the provision of remuneration advice to the committee as set out above (save in respect of legal advice) are as follows:

Gerrit Aronson £140,000

Towers Watson £23,400

Activities during the year

During the year, the committee met five times. Key discussions and decision items are shown in the table below.

Remuneration committee 2014 meetings

74 BP Annual Report and Form 20-F 2014

#### **Executive directors**

#### **Total remuneration summary 2014**

Salary reviewed mid-year and increased by an average of 3% for all directors this was in line with average employee increases in the UK and US.

**Annual bonus** the key focus for 2014 was delivery of the group s 10-point plan, strong operating cash flow, safe and reliable operations and delivery of major projects within the year. Operating cash flow exceeded planned targets. Overall safety results were satisfactory and consolidated the improvements made over the last three years. The underlying operating performance was strong. Overall group score was 1.10 times target.

**Deferred bonus** 2011 deferred bonus was conditional on safety and environmental sustainability performance over the period 2012 through to

2014. There was strong and consistent delivery against this hurdle and 2011 deferred and matched shares vested in full.

Performance shares vesting was based one third on relative total shareholder return (TSR), one third on operating cash flow and one third on strategic imperatives including safety and operational risk (S&OR), relative reserves replacement ratio (RRR) and rebuilding trust internally and externally. TSR performance did not achieve the minimum level necessary for this part of the award to vest. There was strong operating cash flow. There was similarly strong performance against the strategic imperatives. On a preliminary assessment 60.5% of the 2012-2014 award are expected to vest.

**Pension** pension figures reflect the UK requirements to show 20 times the increase in accrued pension over the year for defined benefit plans, as well as any cash paid in lieu.

Single figure table of remuneration of executive directors in 2014 (audited)

Remuneration is reported in the currency received by the individual

	Bob Dudley			Iain (	Conn	
		Dr Brian Gilvary				
	thous	and	thou	sand	thou	sand
Annual remuneration 2014	2014	2013	2014	2013	2014	2013
Salary	\$1,827	\$1,776	£721	£700	£786	£763
Annual cash bonusa	\$1,005	\$2,344	£396	£924	£1,252	£961
Benefits	\$114	\$90	£51	£45	£55	£59
Total	\$2,946	\$4,210	£1,168	£1,669	£2,093	£1,783

Vested equity						
Deferred bonus and match <sup>b</sup>	\$3,401	\$0	£0	£0	£1,698	£242
Performance shares	\$6,391°	\$5,963 <sup>d</sup>	£1,904c	£505	£2,014 <sup>c</sup>	£1,688d
Total	\$9,792	\$5,963	£1,904	£505	£3,712	£1,930
Total remuneration	\$12,738	\$10,173	£3,072	£2,174	£5,805	£3,713
Pension						
Pension value increase <sup>e</sup>	\$2,596	\$4,447	£21	£44	£18	£46
Cash in lieu of future accrual	N/A	N/A	£252	£245	£275	£267
Total including pension	\$15,334	\$14,620	£3,345	£2,463	£6,098	£4,026

- <sup>a</sup> This reflects the amount of bonus paid in cash with the deferred portion as set out in the conditional equity table below. In the case of Iain Conn, there was no deferral of bonus and all bonus was paid in cash.
- <sup>b</sup> Value of vested deferred bonus and matching shares. The amounts reported for 2014 relate to the 2011 annual bonus deferred over three years, which vested on 11 February 2015 at the market price of \$40.35 and £4.46 and include re-invested dividends on shares vested. The amounts reported for 2013 relate to the 2010 annual bonus.
- <sup>c</sup> Represents the assumed vesting of shares in 2015 following the end of the relevant performance period, based on a preliminary assessment of performance achieved under the rules of the plan and includes re-invested dividends on shares vested. In accordance with UK regulations, the vesting price of the assumed vesting is the average market price for the fourth quarter of 2014 which was £4.27 for ordinary shares and \$40.74 for ADSs. The final vesting will be confirmed by the committee in second quarter 2015 and provided in the 2015 Directors remuneration report.
- d In accordance with UK regulations, in the 2013 single figure table, the performance outcome value was based on an estimated vesting at an assumed share price of £4.69 for ordinary shares and \$45.52 for ADSs. In May 2014, after the external data became available, the committee reviewed the relative reserves replacement ratio position and assessed that the group was first place relative to the other oil majors. This resulted in an adjustment to the final vesting from 39.5% to 45.5%. On 15 May 2014, 115,766 ADSs for Bob Dudley and 331,330 shares for Iain Conn vested at prices of \$50.90 and £5.03 respectively. The vesting of the final notional dividends prior to the vesting date took place on 24 June 2014 when Bob Dudley received 1,331 ADSs and Iain Conn received 4,122 shares at prices of \$52.84 and £5.24 respectively. The 2013 values for the total vesting have increased by \$1,440,954 for Bob Dudley and £356,604 for Iain Conn.
- <sup>e</sup> Represents the annual increase net of inflation in accrued pension multiplied by 20 as prescribed by UK regulations. Conditional equity to vest in future years, subject to performance

		Bob Di	udley	Dr Brian	Gilvary	Iain Co	onn
Deferred borbonus year	nus in respect of	2014	2013	2014	2013	2014	2013
Total deferred bonus Total deferred converted to	Value (thousand)	\$2,010	\$1,172	£793	£462		£481
shares Total matched	Shares	294,108	149,628	176,576	96,653		100,563
shares Vesting date	Shares	294,108 Feb 2018	149,628 Feb 2017	176,576 Feb 2018	96,653 Feb 2017		100,563 Feb 2017

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Release date <sup>a</sup>	Feb 2021	Feb 2020	Feb 2021	Feb 2020		Feb 2018
Performance share element	2014-2016	2013-2015	2014-2016	2013-2015	2014-2016	2013-2015
Potential						
maximum						
shares	1,304,922	1,384,026	605,544	637,413	220,043 <sup>b</sup>	463,126 <sup>b</sup>
Vesting date	Feb 2017	Feb 2016	Feb 2017	Feb 2016	Feb 2017	Feb 2016
Release date	Feb 2020	Feb 2019	Feb 2020	Feb 2019	Feb 2018	Feb 2017

<sup>&</sup>lt;sup>a</sup>Deferred shares are released at vesting with the exception of matched shares which normally have a further three-year retention period.

BP Annual Report and Form 20-F 2014 75

<sup>&</sup>lt;sup>b</sup>Potential maximum of performance shares element has been pro-rated to reflect actual service during the performance period.

#### Total remuneration in more depth

In describing the work and decisions of the committee in 2014, the summary wording of the approved policy has been used to introduce the committee s approach to each element of remuneration. Throughout this report, the word policy refers to the directors remuneration policy

approved by shareholders at the company s annual general meeting on 10 April 2014. BP s strategy is reflected in the measures adopted by the committee for the executive directors and further aligned with those for the senior leadership of the group. The policy is available at *bp.com/remuneration* and is set out in the *BP Annual Report and Form 20-F* 2013.

# Salary and benefits

Provides base-level fixed remuneration to reflect the scale and dynamics of the business, and to be competitive with the external market.

#### **Policy summary**

#### Operation and opportunity

Salaries are normally set in the home currency of the executive director and reviewed annually.

Salary levels and total remuneration of oil and other top European multinationals, and related US corporations, are considered by the committee. Internally, increases for the group leaders as well as employees in relevant countries are considered.

Salary increases will be in line with all employee increases in the UK and US and limited to within 2% of average increase for the group leaders.

Benefits reflect home country norms. The current package of benefits will be maintained, although the taxable value may fluctuate.

#### Performance framework

Salary increases are not directly linked to performance. However a base-line level of personal contribution is needed in order to be considered for a salary increase and exceptional sustained contribution may be grounds for accelerated salary increases.

#### Base salary

The annual base salaries of the executive directors were reviewed in May 2014. In conducting this review the committee considered all of the factors required by the policy and the overall level of increases for employees in both the UK and the US. They also considered the distribution and average level of increases for group leaders comprising around 500 executives in the group. This averaged 3.1%. Based on this review, salaries were increased by 3% on average, resulting in salaries of \$1,854,000 for Bob Dudley, £731,500 for Dr Brian Gilvary and £797,000 for Iain Conn. These increases took effect on 1 July 2014.

## 2015 implementation

Operation and opportunity

The committee determined that in future years, salaries would be reviewed in January to be effective in April, consistent with the rest of BP s employees. No increases were granted for 2015, in line with the group-wide salary freeze.

#### **Benefits**

Executive directors received car-related benefits, security assistance, insurance and medical benefits.

# Annual bonus Provides a variable level of remuneration dependent on short-term performance against the annual plan. Policy summary

Total overall bonus (before any deferral) is based on performance relative to measures and targets reflected in the annual plan, which in turn reflects BP s strategy.

On-target bonus is 150% of salary with 225% as maximum.

Achieving annual plan objectives equates to on-target bonus. The level of threshold payout for minimum

performance varies according to the nature of the measure in question.

#### Performance framework

Specific measures and targets are determined each year by the remuneration committee.

A proportion will be based on safety and operational risk management and is likely to include measures such as loss of primary containment, recordable injury frequency and tier 1 process safety events.

The principal measures of annual bonus will be based on value creation and may include financial measures such as operating cash flow, replacement cost operating profit and cost management, as well as operating measures such as major project delivery, downstream net income per barrel and upstream unplanned deferrals. The specific metrics chosen each year will be set out and explained in the annual report on remuneration.

#### **Framework**

The committee determined performance measures and their weightings for the 2014 annual bonus at the beginning of the performance year, focusing on two key priorities: safety and value.

Performance measures remained largely unchanged from last year in order to maintain continuity and build momentum for delivery of the 10-point plan. Measures and targets reflected the business plan for the year and were set so that meeting plan would result in an on target bonus reward.

Bob Dudley and Dr Brian Gilvary s annual bonus was based 100% on group annual bonus objectives.

Safety made up 30% of group annual bonus objectives. Safety measures related to loss of primary containment, tier 1 process safety events and recordable injury frequency. Challenging targets for these measures were set, both to build on the improving trend of the last three years and to continue to reduce the number of safety events.

Value made up 70% of group annual bonus objectives. Measures included delivering operating cash flow in line with the 10-point plan; increasing underlying replacement cost profit; reducing corporate and functional costs; improving operating efficiency in upstream operations by minimizing unplanned deferrals; completing major projects planned within the year; and delivering downstream profit per barrel of refining capacity.

Iain Conn s annual bonus was based 70% against the group annual bonus objectives and 30% against safety, operating efficiency and profitability performance of the downstream segment.

76 BP Annual Report and Form 20-F 2014

#### 2014 outcomes

In January 2015, the committee considered the group s performance during 2014 against the measures and targets set out below.

In safety, the committee recognized that ambitious targets had been set and the improvements in the year varied between the measures. In loss of primary containment, the improvement was above the threshold but below the target resulting in a weighted score of 7.96 out of 10; similarly in recordable injury frequency (RIF) the improvement was above the threshold but below the target resulting in a weighted score of 6.07 out of 10. Importantly, these levels of performance still represented an improvement on the previous year. Tier 1 process safety events did not reach the threshold expectation and therefore did not score. The outcomes relative to these targets were mixed, however the underlying trend remained positive, reflecting continued improvement over the past three years.

Operating cash flow of \$32.8 billion was well ahead of target of \$30 billion. Underlying replacement cost profit of \$12.1 billion was below target of \$14.5 billion. Through greater simplification and efficiency across all functions, corporate and functional costs were reduced by 9% against a

targeted reduction of 7%. In terms of operational performance seven major projects were successfully delivered in 2014 against the plan of six. Upstream unplanned deferrals were reduced by 6% against a targeted reduction of 9%. Downstream net income per barrel of \$4.4/bbl was below target of \$6.4/bbl.

Based on these results, the overall group performance score was 1.10. The committee, as is its normal practice, considered this result in the context of the underlying financial performance of the group, competitors—results, shareholder feedback and input from the board and other committees. After review, it concluded that this result fairly represented the overall performance of the business during the year.

In the downstream segment, safety results were good with improvements in loss of primary containment and process safety tier 2 events. Operating cash flow was ahead of plan but refining availability and net income per barrel were below plan expectations. The performance score was 0.98.

A summary of the outcomes for each measure, set against the target for the year, is shown below.

The overall bonus for directors was determined by multiplying the group score of 1.10 times target by the on-target bonus level of 150% of salary. Bob Dudley s total overall bonus was 165% of salary, as was Dr Brian Gilvary s. Iain Conn s total overall bonus was 159% of salary, based on both group and downstream segment performance (accounting for 30% of his bonus). Under the terms of the deferred element of the EDIP, one third of the total bonus is paid in cash. A director is required to defer a further third and the final third is paid either in cash or voluntarily

<sup>&</sup>lt;sup>a</sup>Defined by American Petroleum Institute (API).

<sup>&</sup>lt;sup>b</sup> Assessment of the financial outcomes was done using the same conditions as the targets were set at oil price, refining margin and other environmental factors were taken into account.

deferred at the individual s election.

Bob Dudley and Dr Brian Gilvary have both elected to defer the final third of their annual bonus. Iain Conn, who left at the end of the year, was not eligible for deferral and so all his bonus (reflecting his 12 months of service) was paid in cash. The following table outlines the amounts paid in cash and amounts deferred into shares.

# Annual bonus summary

	Overall bonus	Paid in cash	Deferred in BP shares
Bob Dudley	\$3,014,550	\$1,004,850	\$2,009,700
Dr Brian Gilvary	£1,189,238	£396,413	£792,825
Iain Conn	£1.252.480	£1.252,480	£0

BP Annual Report and Form 20-F 2014 77

#### 2015 implementation

For 2015, 100% of Bob Dudley s and Dr Brian Gilvary s bonus will be based on group results.

The 2015 bonus plan has been set in the context of recent group achievements (delivery of the 10-point plan), current short-term imperatives and the group s strategy. The committee will continue to focus on the two overall themes of safety and value. In order to focus on priorities of the short term, the number of value measures has been reduced from six in 2014 to five in 2015. The measures reflect the current short term imperatives and tie back to the 2015 priorities in the group s annual plan. Targets for each measure are challenging but realistic and have been set in the context of the current environment.

Continued improvement in safety remains a group priority and is fully reflected in the measures. Safety will continue to have a 30% weight in the overall bonus plan. The value measures are now more heavily weighted on operating cash flow and underlying replacement cost profit. Capital and cost discipline are reflected through two measures net investment (organic) and corporate and functional cost management. The delivery of major projects remains a point of focus. All of these value measures are key to short-term performance within the group and will have an overall weight of 70% for the annual bonus 2015.

The committee agreed the performance measures for the 2015 annual cash bonus as set out opposite.

Targets will be disclosed retrospectively in the 2015 remuneration report to the extent that they are no longer considered commercially sensitive.

# Policy summary Operation and opportunity

A third of the annual bonus is required to be deferred and up to a further third can be deferred voluntarily. This deferred bonus is awarded in shares.

Deferred shares are matched on a one-for-one basis, and both deferred and matched shares vest after three years depending on an assessment by the committee of safety and environmental sustainability over the three-year period.

Where shares vest, additional shares representing the value of reinvested dividends are added.

Before being released, all matched shares that vest after the three-year performance period are subject (after tax) to an additional three-year retention period.

#### Performance framework

Both deferred and matched shares must pass an additional hurdle related to safety and environmental sustainability performance in order to vest.

If there has been a material deterioration in safety and environmental metrics, or there have been major incidents revealing underlying weaknesses in safety and environmental management then the committee, with advice from the safety, ethics and environmental assurance committee, may conclude that shares vest in part, or not at all.

All deferred shares are subject to clawback provisions if they are found to have been granted on the basis of materially misstated financial or other data.

#### 2014 outcomes

Both Bob Dudley and Iain Conn deferred two thirds of their 2011 annual bonus in accordance with the terms of the policy in place at the time of deferral.

The three-year performance period concluded at the end of 2014. The committee reviewed safety and environmental sustainability performance over this period and sought the input of the safety, ethics and environment assurance committee (SEEAC). Over the three-year period 2012-2014 safety measures showed steady improvement. All performance hurdles were met and the group-wide operating management system« is now sufficiently embedded throughout the organization to continue driving improvement in environmental as well as safety areas.

Following the committee s review, full vesting of the deferred and matched shares for the 2011 deferred bonus was approved, as shown in the following table (as well as in the single figure table on page 75).

#### 2011 deferred bonus vesting

				Total
	Shares	Vesting	Total shares including	value
Name	deferred	agreed	dividends	at vesting
Bob Dudley	436,824	100%	505,782	\$3,401,384
Iain Conn	322,608	100%	380,785	£1,698,301

Dr Brian Gilvary participated in a separate deferred bonus plan prior to his appointment as an executive director and details of this are provided in the table on page 84.

Details of the deferred bonus awards made to the executive directors in early 2014, in relation to 2013 annual bonuses, were set out in last year s report. A summary of these awards is included on page 84.

# 2015 implementation

The committee has determined that the safety and environmental sustainability hurdle will continue to apply to shares deferred from the 2014 bonus. All matched shares that vest in 2018 will, after sufficient shares have been sold to pay tax, be subject to an additional three-year retention period before being released to the individual in 2021. This further reinforces long-term shareholder alignment and the nature of the group s business. Both Bob Dudley and Dr Brian Gilvary deferred two thirds of their 2014 annual bonus.

BP Annual Report and Form 20-F 2014

#### Performance shares

Ties the largest part of remuneration to long-term performance. The level varies according to performance relative to measures linked directly to strategic priorities.

#### **Policy summary**

#### Operation and opportunity

Shares up to a maximum value of five and a half times salary for the group chief executive and four times salary for the other executive directors can be awarded annually.

Vesting of shares after three years is dependent on performance relative to measures and targets reflecting BP s strategy.

Where shares vest, additional shares representing the value of reinvested dividends are added.

Before being released, those shares that vest after the three-year performance period are subject (after tax) to an additional three-year retention period.

#### Performance framework

Performance shares will vest on the following three performance measures:

Total shareholder return relative to other oil majors.

Operating cash flow.

Strategic imperatives.

Measures based on relative performance to oil majors will vest 100%, 80%, 25% for first, second and third place finish respectively and 0% for fourth or fifth position.

The committee identifies the specific strategic imperatives to be included every year and may also alter the other measures if others are deemed to be more aligned to strategic priorities. These are explained in the annual report on

#### remuneration.

The committee may exercise judgement to adjust vesting outcomes if it concludes that the formulaic approach does not reflect the true underlying performance of the company s business or is inconsistent with shareholder benefits.

All performance shares are subject to clawback provisions if they are found to have been granted on the basis of materially misstated financial or other data.

#### Framework

Performance shares were conditionally awarded to each executive director in 2012. Maximum awards under the policy were granted representing five-and-a-half-times salary for Bob Dudley and four-times salary for Dr Brian Gilvary and Iain Conn. Vesting of these awards was subject to delivering targets set over the three-year performance period.

One third of the award was based on relative total shareholder return (TSR), one third on operating cash flow and one third on strategic imperatives which were relative reserves replacement ratio (RRR), safety and operational risk (S&OR) and rebuilding trust internally and externally, all equally weighted. Again, performance against each of these measures was designed to be aligned with group strategy, future direction and creation of shareholder value.

Relative TSR represents the change in value of a BP shareholding between the average of the fourth quarter of 2011 and the fourth quarter of 2014 compared to other oil majors (dividends are re-invested). RRR represents organic reserves added over the three-year performance period divided by the reserves extracted. This ratio is ranked against like-for-like organic RRR for other oil major peers.

The 2012-2014 comparator group for relative TSR (33.3% weight) and relative RRR (11.1% weight) was Chevron, ExxonMobil, Shell and Total. The number of conditional shares that would vest for each of the relative performance measures for first, second and third place was set at the start of 2012 and equals 100%, 70% and 35% respectively. This reflects the approved rules applicable to the 2012-2014 plan. No shares would vest for fourth or fifth place.

For S&OR, percentage improvement targets were set. For rebuilding trust measures, the committee determined that it would use qualitative and quantitative data to assess the improvement of external and internal perception of the group and to gauge whether trust was being rebuilt. Judgement would then be exercised as appropriate.

#### 2014 outcomes

The committee considered the performance of the group over the three-year period of the plan and the specific achievements against each of the targets set for the measures. Based on a preliminary assessment of relative RRR, 60.5% of the shares awarded in the 2012-2014 plan are expected to vest.

Relative TSR did not achieve the minimum required for any vesting. The significant weight associated with this measure (one third in total) aligns the actual value delivered to executive directors with that to shareholders.

Operating cash flow, representing a further one third of the award, was \$32.8 billion. This notably exceeded the target set in 2011 to increase operating cash flow by more than 50% between 2012 and 2014 at \$100/bbl. Consequently, maximum shares for this component will vest.

Strategic imperatives represented the final third. These included relative RRR, S&OR, and rebuilding trust internally and externally. These elements are discussed individually below.

Preliminary assessment of BP s relative RRR indicated a positive outcome with a minimum expected second place amongst the comparator group. The final ranking will be determined once the actual results for 2014 have been published by other comparator companies. For the purposes of this report, and in accordance with the UK regulations, second place has been assumed. Any adjustment to this will be reported in next year s annual report on remuneration. Based on a provisional second place assessment, 7.8% of the maximum of 11.1% shares are expected to vest for RRR.

S&OR has improved significantly over the 2012-2014 period. Loss of primary containment showed a reduction of 32%, the number of reported work related incidents (RIFs) reduced by 15% and tier 1 process safety events reduced by 62%. The underlying trend of continuing improvement over the past three years has been very positive. Consequently, the maximum of 11.1% shares will vest for the safety measures.

In 2011, shortly after the Deepwater Horizon incident, restoring trust both externally and internally was an important priority for the group and, as such, featured as one of the strategic imperatives of the plan. Since then, external and internal trust has been measured by surveys conducted with external audiences and internally with employees. External trust is tracked through six indicators with key stakeholders in the US and UK. Over the three years, external surveys showed improvements ranging from one to six percent with different external audiences.

Employee engagement is assessed by an index which measures employees perceptions of BP including understanding of business priorities, trust in BP leaders and confidence in BP s future strategy. This index has shown a four percent improvement since 2011 and a two percent improvement since 2012 across different levels of the organization.

« Defined on page 252.

BP Annual Report and Form 20-F 2014 79

The results of this index were benchmarked against external data and were particularly encouraging.

Recognizing the need to make further progress in this area, the committee determined that 8.3% of the maximum 11.1% of shares will vest for the rebuilding trust measure.

As in past years, the committee also considered the overall performance of the group during the period and whether any other factors should be taken into account. Following this review, the committee assessed that a preliminary 60.5% vesting was a fair reflection of the overall performance pending confirmation of the reserves replacement result. This will result in the vesting shown in the table.

The vested shares for current executive directors are subject to a further three-year retention period before they will be released to the individuals in 2018.

#### 2012-2014 performance shares preliminary outcome

	Shares	Shares vested	Value o	f
	awarded	inc dividends	vested share	S
Bob Dudley	1,343,712	941,286	\$ 6,391,332	2
Dr Brian Gilvary	624,434	445,912	£ 1,904,04	4
Iain Conn	660,633	471,761	£ 2,014,419	9

The measures, targets and weight for the plan as well as, on a preliminary basis, the outcomes achieved are shown below.

#### 2011-2013 final outcomes confirmation

Last year it was reported that the committee had made a preliminary assessment of second place for the relative RRR in the 2011-2013 performance shares element. In May 2014 the committee reviewed the results for all comparator companies as published in their reports and accounts and assessed that BP was in first place relative to other oil majors and that the full 20% of shares would vest for this performance measure as opposed to 14% for second place. This resulted in a final vesting of 45.5% from 39.5% for the entire award. This is reflected in the single figure table on page 75.

#### 2015 implementation

<sup>&</sup>lt;sup>a</sup> Safety includes loss of primary containment, tier 1 process safety event (defined by API) and recordable injury frequency.

b This represents a preliminary assessment.

Shares were awarded in February 2015 to the maximum value allowed under the policy, five-and-a-half-times salary for Bob Dudley and four-times salary for Dr Brian Gilvary (see table on page 85). These have been awarded under the performance share element of the EDIP and are subject to a three-year performance period. Those shares that vest are subject, after tax, to an additional three-year retention period. The 2015-2017 performance share element will be assessed over three years based on the following measures: relative TSR (one third); cumulative operating cash flow (one third); and strategic imperatives (one third) including relative RRR; S&OR risk assessment; and major project delivery.

BP Annual Report and Form 20-F 2014

These measures continue to be aligned with BP s strategic priorities of safe, reliable and compliant operations, major project delivery, disciplined financial choices and growing our exploration position.

TSR and RRR will be assessed on a relative basis compared with the other oil majors Chevron, ExxonMobil, Shell and Total with the following vesting schedule.

The committee has agreed targets and ranges for measures that will be used to assess performance at the end of the three-year performance period and will be disclosed retrospectively.

Relative performance ranking	
	Vesting percentage for each
BP s ranking place versus oil majors	relative performance measure
First	100%
Second	80%
Third	25%
Fourth or fifth	Nil

#### Pension

Recognizes competitive practice in home country.

# **Policy summary**

#### Operation and opportunity

Executive directors participate in the company pension schemes that apply in their home country.

Current UK executive directors remain on a defined benefit pension plan and receive a cash supplement of 35% of salary in lieu of future service accrual when they exceed the annual allowance set by legislation.

Current US executive directors participate in transition arrangements related to heritage plans of Amoco and Arco and normal defined benefit plans that apply to executives with an accrual rate of 1.3% of final earnings (salary plus bonus) for each year of service.

#### Performance framework

Pension in the UK is not directly linked to performance. Pension in the US includes bonus in determining benefit level.

#### Framework

Executive directors are eligible to participate in group pension schemes that apply in their home countries which follow national norms in terms of structure and levels.

#### **US** pension

Bob Dudley participates in the US plans. Pension benefits in the US are provided through a combination of tax-qualified and non-qualified benefit plans, consistent with applicable US tax regulations. The BP retirement accumulation plan (US pension plan) is a US tax-qualified plan that features a cash balance formula and includes grandfathering provisions under final average pay formulas for certain employees of companies acquired by BP (including Amoco and ARCO) who participated in these predecessor company pension plans. The TNK-BP supplemental retirement plan is a lump sum benefit based on the same calculation as the benefit under the US pension plan but reflecting service and earnings at TNK-BP.

The BP excess compensation (retirement) plan (excess compensation plan) provides a supplemental benefit which is the difference between (1) the benefit accrual under the US pension plan and the TNK-BP supplemental retirement plan without regard to the IRS compensation limit (including for this purpose base salary, cash bonus and bonus deferred into a compulsory or voluntary award under the deferred matching element of the EDIP), and (2) the actual benefit payable under the US pension plan and the TNK-BP supplemental retirement plan, applying the IRS compensation limit. The benefit calculation under the Amoco formula includes a reduction of 5% per year if taken before age 60.

The BP Supplemental Executive Retirement Benefit plan (SERB) is a supplemental plan based on a target of 1.3% of final average earnings (including, for this purpose, base salary plus cash bonus and bonus deferred into a compulsory or voluntary award under the deferred matching element of the EDIP) for each year of service (without regard for tax limits) less benefits paid under all other BP (US) qualified and non-qualified pension arrangements. The benefit payable under SERB is unreduced at age 60 but reduced by 5% per year if separation occurs before age 60. Benefits payable under this plan are unfunded and therefore paid from corporate assets.

#### **UK** pension

Iain Conn and Dr Brian Gilvary participate in a UK final salary pension scheme in respect of service prior to 1 April 2011. This scheme provides a pension relating to length of pensionable service and final pensionable salary. The disclosure of total pension includes any cash in lieu of additional accrual that is paid to individuals in the UK scheme who have exceeded the annual allowance or lifetime allowance under UK regulations. Both Iain Conn and Dr Brian Gilvary fall into this category and in 2014 received cash supplements of 35% of salary in lieu of future service

accrual.

In the event of retirement before age 60, the following early retirement terms would apply:

On retirement between 55 and 60, in circumstances approved by the committee, an immediate unreduced pension in respect of the proportion of their benefit for service up to 30 November 2006, and subject to such reduction as the scheme actuary certifies in respect of the period of service after 1 December 2006. The scheme actuary has, to date, applied a reduction of 3% per annum for each year retirement precedes 60 in respect of the period of service from 1 December 2006 up to the leaving date; however a greater reduction can be applied in other circumstances.

On leaving before age 55, in circumstances approved by the committee, a deferred pension payable from 55 or later, with early retirement terms if it is paid before 60 as set out above.

Irrespective of this, on leaving in circumstances of total incapacity, an immediate unreduced pension is payable from their leaving date.

On leaving BP, Iain Conn is entitled to a deferred pension payable from age 55 or later. The early retirement terms applying to this pension are as set out above.

#### 2014 outcomes

In 2014, Mr Dudley s accrued pension increased, net of inflation, by \$130,000; Dr Gilvary s by £1,100 and Mr Conn s by £900. These increases have been reflected in the single figure table on page 75 by multiplying them by twenty in accordance with the requirements of the UK regulations. Dr Gilvary and Mr Conn participate in the UK pension arrangements described above. Both individuals have exceeded the annual or lifetime allowance under UK pensions legislation and, in accordance with the policy, receive a cash supplement of 35% of salary. These cash supplements have been separately identified in the single figure table on page 75.

Mr Dudley participates in the transitional arrangements in the US plans described above. These are aimed at an accrual rate of 1.3% of final earnings (which include salary and bonus), for each year of service.

The committee continues to keep under review the increase in the value of pension benefits for individual directors. There are significant differences in calculation of pensions between the UK and the US. US pension benefits are not subject to cost of living adjustments after retirement as they are in the UK. Equally, transfer values are frequently influenced by changes in interest rates and discount factors.

The committee will continue to make the required disclosures in accordance with the UK regulations; however, given the issues and differences set out above, the committee would note that 12 to 14 would be a typical annuity factor in the US compared with the factor of 20 upon which the UK regulations are based.

BP Annual Report and Form 20-F 2014 81

#### Shareholder engagement

The committee values its dialogue with major shareholders on remuneration matters. During the year, the committee s chairman, the committee s independent adviser and the company secretary held individual meetings with shareholders to ascertain their views and discuss important aspects of the committee s policy and its implementation. They also met key proxy advisers. These meetings supplemented a group meeting of major shareholders with all committee chairs and the chairman which took place in March 2014, as well as an investor relations programme including a regular ongoing dialogue between the chairman and shareholders. Throughout the year this engagement provided the committee with an important and direct perspective of shareholder views and, together with the voting results on remuneration matters at the AGM, was considered when making decisions.

Shareholders who voted against the report or withheld their vote did so for several reasons. These related principally to insufficient detailed information to explain vesting outcomes and no firm commitment to retrospective disclosure of targets currently deemed to be commercially sensitive. For some, quantum was also an issue.

In his engagement, the chairman of the committee has sought to address these issues. While the absolute quantum of remuneration is a product of the implementation of the approved policy and of the performance of the group, additional disclosure is now part of this report. Specifically, the committee now discloses targets retrospectively for both annual bonus and long-term performance shares unless there are specific confidentiality issues.

The board s annual report on remuneration was approved by shareholders at the 2014 AGM. The votes on the report are shown below.

## 2014 AGM directors remuneration report vote results

Year	% vote for	% vote against	Votes withheld
2014	83.9%	16.1%	2,218,417,773

The committee s remuneration policy was approved by shareholders at the 2014 AGM. The votes on the policy are shown below.

#### 2014 AGM directors remuneration policy vote results

Year	% vote for	% vote against	Votes withheld
2014	96.4%	3.6%	125,217,443

The shareholder approved policy now governs the remuneration of the directors for a period of three years expiring in 2017. It is the board s intention that the policy be renewed at the AGM in 2017.

See *bp.com/remuneration* for a copy of the approved policy.

#### **External appointments**

The board supports executive directors taking up appointments outside the company to broaden their knowledge and experience. Each executive director is permitted to accept one non-executive appointment, from which they may

retain any fee. External appointments are subject to agreement by the chairman and reported to the board. Any external appointment must not conflict with a director s duties and commitments to BP. Details of appointments during 2014 are shown below.

Director	Appointee company	Additional position held at appointee company	Т	otal fees
Bob Dudley	Rosnefta	Director		0
Iain Conn BT Group plc <sup>b</sup>		Non-executive director	£	54,000
	Rolls-Royce plc <sup>c</sup>	Senior independent director and chairman of the ethics committee	£	29,300

<sup>&</sup>lt;sup>a</sup>Bob Dudley holds this appointment as a result of the company s shareholding in Rosneft.

# **Executive director leaving the board**

Iain Conn resigned as a director of the company and left BP s employment on 31 December 2014. This decision was announced on 24 July 2014, and he served BP on his existing contractual terms until 31 December 2014 while working five months of the 12 months notice period specified in his service contract. His settlement agreement dated 24 July 2014 is in accordance with the policy and details are set out in the summary below.

Certain aspects of the arrangements described involved the exercise of discretion by the committee in his favour. The committee was satisfied that this was appropriate in view of his long and successful career with BP.

lain Conn was potentially entitled to a termination payment of up to £453,677, calculated as approximately seven months of his base salary of £797,000 per annum. This was to be paid in seven monthly instalments from January 2015, but would cease to be payable in the event that he commenced another employment prior to 24 July 2015. lain Conn commenced employment with Centrica plc on 1 January 2015 and, accordingly, no termination payment was made to him.

lain Conn worked for the full 2014 financial year, and so was eligible for an annual bonus payment paid in cash. The amount of this bonus is stated on page 77.

lain Conn is entitled to an early retirement pension from age 55. In respect of service from 1 December 2006 to his leaving date, he will be subject to a 3% per annum reduction in his pension from age 55.

The share awards held by Iain Conn under the EDIP have been preserved in accordance with the good leaver provisions and will vest at the normal date, to the extent that performance targets are met:

Performance share awards granted in 2012, 2013 and 2014 (all of which will be pro-rated to reflect Iain Conn s period of service within the performance cycle); and

<sup>&</sup>lt;sup>b</sup>Appointed 1 June 2014.

<sup>&</sup>lt;sup>c</sup>Resigned 23 May 2014.

Compulsory deferred bonus awards granted in 2012, 2013 and 2014, voluntary deferred bonus awards granted in 2012 and 2013 and matching share awards granted in 2012, 2013 and 2014. The vesting of the matching share awards (but not the compulsory deferred bonus or the voluntary deferred bonus) will be subject to time pro-rating. Information on these preserved share awards (including the vesting of share awards in the period up to 23 February 2015 and details of additional shares awarded representing re-invested dividends on such vested awards) is shown (pro-rated as appropriate) on pages 84 and 85.

The information relating to the vesting of share awards will be updated in the 2015 and 2016 remuneration reports.

To the extent that matching share awards granted in 2014 and any performance share awards vest, the post-tax number of shares will be subject to a twelve-month retention period. Vested performance share awards that are currently within their three-year post-vesting retention period must be retained until 31 December 2015.

Iain Conn will continue to be covered by the company s D&O insurance and his indemnity in respect of third-party liabilities will continue in force according to its terms. The company made a contribution towards his legal fees in connection with these arrangements.

#### Historical data and statistics

Historical TSR performance

This graph shows the growth in value of a hypothetical £100 holding in BP p.l.c. ordinary shares over six years, relative to a hypothetical £100 holding in the FTSE 100 Index of which the company is a constituent. The values of the hypothetical £100 holdings at the end of the six-year period were £107.45 and £194.77 respectively.

82 BP Annual Report and Form 20-F 2014

# History of CEO remuneration

			Annual bonus	Performance
		Total remuneration	% of	share vesting
Year	CEO	thousanda	maximum	% of maximum
2009	Hayward	£6,753	89 <sup>b</sup>	17.5
2010 <sup>c</sup>	Hayward	£3,890	0	0
	Dudley	\$7,722	0	0
2011	Dudley	\$8,312	67	16.7
2012	Dudley	\$9,184	65	0
2013	Dudley	\$14,620 <sup>d</sup>	88	45.5
2014	Dudley	\$15,334	73	60.5

<sup>&</sup>lt;sup>a</sup> Total remuneration figures include pension and are shown as reported each year in the respective Directors remuneration report with the exception of 2012 and 2013 which are restated in line with the figures reported in the single figure tables in this report and in 2013.

Relative importance of spend on pay (million)

Percentage change in CEO remuneration

Comparing 2014 to 2013	Salary	Benefits	Bonus
% change in CEO remuneration	2.9%	26.7%	-14.2%
% change in comparator group remuneration	3.4%a	$0.0\%^{\rm b}$	-7.7%

a

<sup>&</sup>lt;sup>b</sup>2009 annual bonus did not have an absolute maximum and so is shown as a percentage of the maximum established in 2010.

<sup>&</sup>lt;sup>c</sup>2010 figures show full year total remuneration for both Tony Hayward and Bob Dudley, although Bob Dudley did not become CEO until October 2010.

<sup>&</sup>lt;sup>d</sup>This number is detailed in the single figure table on page 75 and includes the actual outcomes of the 2011-2013 performance share vesting.

<sup>&</sup>lt;sup>a</sup>Total remuneration reflects overall employee costs. See Financial statements Note 33 for further information.

<sup>&</sup>lt;sup>b</sup>Capital investment reflects organic capital expenditure«. See footnote a on page 208 for further information.

<sup>&</sup>lt;sup>c</sup>See Financial statements Note 29 for further information.

<sup>&</sup>lt;sup>d</sup>Dividends includes both scrip dividends as well as those paid in cash. See Financial statements Note 8 for further information.

The comparator group comprises some 40% of BP s global employee population being professional/managerial grades of employees based in the UK and US and employed on more readily comparable terms. This is the average across the comparator group.

<sup>b</sup>There was no change in employee benefits structure. Those benefits that are linked to salary have changed in line with base salary increases.

# **Directors** shareholdings

Executive directors are required to develop a personal shareholding of five times salary within a reasonable period of time from appointment. It is the stated intention of the policy that executive directors build this level of personal shareholding primarily by retaining those shares that vest in the deferred bonus and performance share plans which are part of the EDIP. In assessing whether the requirement has been met, the committee takes account of the factors it considers appropriate, including promotions and vesting levels of these share plans, as well as any abnormal share price

fluctuations. The table below shows the status of each of the executive directors in developing this level. These figures include the value as at 23 February 2015 from the directors interests shown below plus the assumed vesting of the 2012-2014 performance shares and is consistent with the figures reported in the single figure table on page 75.

		Value of current	% of policy
	Appointment date	shareholding	achieved
Bob Dudley	October 2010	\$10,147,581	109
Dr Brian Gilvary	January 2012	£3,618,299	99

The committee is satisfied that all executive directors comply with the policy by building the required personal shareholding in a reasonable period of time following their appointment. Importantly, none of the existing executive directors have sold shares that vested from the EDIP.

The figures below indicate and include all beneficial and non-beneficial interests of each executive director of the company in shares of BP (or calculated equivalents) that have been disclosed to the company under the Disclosure and Transparency Rules as at the applicable dates.

				Ordinary
	Ordinary	Ordinary	Change from	
				shares or
	shares or	shares or	31 Dec 2014	
				equivalents
	equivalents at	equivalents at	to	total at
Current directors	1 Jan 2014	31 Dec 2014	23 Feb 2015	23 Feb 2015
Bob Dudley <sup>a</sup>	355,707	738,858	267,582	1,006,440
Dr Brian Gilvary	412,973	545,217	44,928	590,145
Former executive director				
Iain Conn <sup>b</sup>	600,272	826,602		

<sup>&</sup>lt;sup>a</sup>Held as ADSs.

<sup>&</sup>lt;sup>b</sup>Includes 48,024 ordinary shares held as ADSs.

The following table shows both the performance shares and the deferred bonus element awarded under the EDIP. These figures represent the maximum possible vesting levels. The actual number of shares/ADSs that vest will depend on the extent to which performance conditions have been satisfied over a three-year period.

	Performance	Performance	Change from	Performance
	shares at	shares at	31 Dec 2014 to	shares total at
Current directors	1 Jan 2014	31 Dec 2014	23 Feb 2015	23 Feb 2015
Bob Dudley <sup>a</sup>	4,953,654	5,227,500	1,653,162	6,880,662
Dr Brian Gilvary	1,599,607	2,375,957	1,038,398	3,414,355
Former executive director				
Iain Conn	2,666,314	2,069,321		

#### <sup>a</sup> Held as ADSs.

At 23 February 2015, the following directors held the numbers of options under the BP group share option schemes over ordinary shares or their calculated equivalent, and the number of restricted shares as set out below. None of these are subject to performance conditions. Additional details regarding these options can be found on page 85.

		Restricted
Current director	Options	shares
Dr Brian Gilvary	504,191	
Former executive director		

Iain Conn

No director has any interest in the preference shares or debentures of the company or in the shares or loan stock of any subsidiary company.

There are no directors or other members of senior management who own more than 1% of the ordinary shares in issue. At 23 February 2015, all directors and other members of senior management as a group held interests of 12,980,342 ordinary shares or their calculated equivalent, 10,295,017 performance shares or their calculated equivalent and 6,051,908 options over ordinary shares or their calculated equivalent under the BP group share option schemes. Senior management comprises members of the executive team. See pages 56-57 for further information.

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				Det	ferred share e	element inter	ests	Interests Number of	s vested in 20
			Data of	Poter	ntial maximu		hares	ordinary	
		Performance	Date of award of deferred	At 1 Jan	Awarded	At 31 Dec	Awarded	shares	
Bonus year	Type	period	shares	2014	2014	2014	2015	vested	Vesting da
2011	Comp	2012-2014	08 Mar 2012	109,206		109,206		126,444 <sup>c</sup>	11 Feb 20
	Vol	2012-2014	08 Mar 2012	109,206		109,206		126,444 <sup>c</sup>	11 Feb 20
	Mat	2012-2014	08 Mar 2012	218,412		218,412		252,894°	11 Feb 20
2012 <sup>d</sup>	Comp	2013-2015	11 Feb 2013	114,690		114,690			
	Vol	2013-2015	11 Feb 2013	114,690		114,690			
	Mat	2013-2015	11 Feb 2013	229,380		229,380			
2013e	Comp	2014-2016	12 Feb 2014		149,628	149,628			
	Mat	2014-2016	12 Feb 2014		149,628	149,628			
2014 <sup>e</sup>	Comp	2015-2017	11 Feb 2015				147,054		
	Vol	2015-2017	11 Feb 2015				147,054		
	Mat	2015-2017	11 Feb 2015				294,108		
2010	DABf	2011-2013	14 Mar 2011	44,971				51,118 <sup>c</sup>	9 Jan 20
2011	$DAB^f$	2012-2014	15 Mar 2012	73,624		73,624		84,491°	15 Jan 20
2012 <sup>d</sup>	Comp	2013-2015	11 Feb 2013	78,815		78,815			
	Vol	2013-2015	11 Feb 2013	78,815		78,815			
	Mat	2013-2015	11 Feb 2013	157,630		157,630			
2013e	Comp	2014-2016	12 Feb 2014		96,653	96,653			
201.40	Mat	2014-2016	12 Feb 2014		96,653	96,653	00.200		
2014 <sup>e</sup>	Comp	2015-2017	11 Feb 2015				88,288		
	Vol	2015-2017	11 Feb 2015				88,288		
4	Mat	2015-2017	11 Feb 2015				176,576		
directors	Comm	2011-2013	09 Mar 2011	21,384				24,670°	12 Eab 20
2010	Comp Mat	2011-2013	09 Mar 2011	21,384				24,670° 24,670°	12 Feb 20 12 Feb 20
2011	Comp	2011-2013	08 Mar 2012	80,652		80,652		95,196 <sup>c</sup>	12 Feb 20 11 Feb 20
2011	Vol	2012-2014	08 Mar 2012	80,652		80,652		95,196°	11 Feb 20
	Mat	2012-2014	08 Mar 2012	161,304		161,304		190,393°	11 Feb 20
2012 <sup>d</sup>	Comp	2012-2014	11 Feb 2013	80,648		80,648		190,393	11 1 00 20
2012	Vol	2013-2015	11 Feb 2013	80,648		80,648			
	Mat	2013-2015	11 Feb 2013	161,296		107,531g			
2013e	Comp	2014-2016	12 Feb 2014	101,200	100,563	100,563			
2013	Mat	2014-2016	12 Feb 2014		100,563	33,521g			
2010	Comp	2011-2013	09 Mar 2011	26,604	,	,		30,174 <sup>c</sup>	12 Feb 20
	Vol	2011-2013	09 Mar 2011	26,604				30,174 <sup>c</sup>	12 Feb 20
	Mat	2011-2013	09 Mar 2011	44,340g				50,292°	12 Feb 20
2011	Comp	2012-2014	08 Mar 2012	91,638		91,638		106,104°	11 Feb 20
	Vol	2012-2014	08 Mar 2012	91,638		91,638		106,104 <sup>c</sup>	11 Feb 20

	Mat	2012-2014	08 Mar 2012	91,638g	91,638 <sup>g</sup>	106,104 <sup>c</sup>	11 Feb 20
2012 <sup>d</sup>	Comp	2013-2015	11 Feb 2013	97,278	97,278		
	Vol	2013-2015	11 Feb 2013	97,278	97,278		
	Mat	2013-2015	11 Feb 2013	32,424 <sup>g</sup>	32,424 <sup>g</sup>		

Comp = Compulsory.

Vol = Voluntary.

Mat = Matching.

DAB = Deferred Annual Bonus Plan.

- <sup>a</sup> Since 2010, vesting of the deferred shares has been subject to a safety and environmental sustainability hurdle, and this will continue. If the committee assesses that there has been a material deterioration in safety and environmental performance, or there have been major incidents, either of which reveal underlying weaknesses in safety and environmental management, then it may conclude that shares should vest only in part, or not at all. In reaching its conclusion, the committee will obtain advice from the SEEAC. There is no identified minimum vesting threshold level.
- <sup>b</sup> Bob Dudley and Dr Byron Grote received awards in the form of ADSs. The above numbers reflect calculated equivalents in ordinary shares. One ADS is equivalent to six ordinary shares.
- c Represents vestings of shares made at the end of the relevant performance period based on performance achieved under rules of the plan and includes reinvested dividends on the shares vested. The market price of each share used to determine the total value at vesting on the vesting dates of 9 January 2014, 12 February 2014, 15 January 2015 and 11 February 2015 were £4.97, £4.87, £3.93 and £4.46 respectively and for ADSs on 12 February 2014 and 11 February 2015 were \$48.38 and \$40.35 respectively.
- <sup>d</sup> The face value has been calculated using the market price of ordinary shares on 11 February 2013 of £4.55.
- <sup>e</sup> The market price at closing of ordinary shares on 12 February 2014 was £4.87 and for ADSs was \$48.38 and on 11 February 2015 was £4.46 and for ADSs was \$40.35. The sterling value has been used to calculate the face value.
- f Dr Brian Gilvary was granted the shares under the DAB prior to his appointment as a director. The vesting of these shares is not subject to further performance conditions and he receives deferred shares at each scrip payment date as part of his election choice.
- g All matching shares have been pro-rated to reflect actual service during the performance period and these figures have been used to calculate the face value.

84 BP Annual Report and Form 20-F 2014

**Table of Contents** 

#### **Performance shares (audited)**

	Share element interests					Interests	vested in 2014 a	ınd 20
		Potent	tial maximum	performance si	hares <sup>a</sup>	Number of ordinary		
Performance period	Date of award of performance shares	At 1 Jan 2014	Awarded 2014	At 31 Dec 2014	Awarded 2015	shares vested	Vesting date	Foof t
2011-2013 2012-2014 2013-2015 <sup>e</sup> 2014-2016 <sup>e</sup> 2015-2017 <sup>e</sup>	09 Mar 2011 08 Mar 2012 11 Feb 2013 12 Feb 2014 11 Feb 2015	1,330,332 1,343,712 1,384,026	1,304,922	1,343,712 1,384,026 1,304,922	1,501,770	702,582° 941,286°	15 May 2014 <sup>d</sup> March 2015	6
2011-2013 <sup>f</sup> 2011-2013 <sup>g</sup> 2012-2014 2013-2015 <sup>e</sup> 2014-2016 <sup>e</sup> 2015-2017 <sup>e</sup>	14 Mar 2011 14 Mar 2011 08 Mar 2012 11 Feb 2013 12 Feb 2014 11 Feb 2015	67,500 22,500 624,434 637,413	605,544	624,434 637,413 605,544	685,246	76,726° 25,824° 445,912°	9 Jan 2014 6 Feb 2014 March 2015	2 2 3
2011-2013 2012-2014 2013-2015e 2014-2016e	09 Mar 2011 08 Mar 2012 11 Feb 2013 12 Feb 2014	623,025 660,633 694,688	660,128	660,633 463,126 <sup>h</sup> 220,043 <sup>h</sup>		335,452° 471,761°	15 May 2014 <sup>d</sup> March 2015	2
2011-2013 2012-2014 2013-2015 <sup>e</sup>	09 Mar 2011 08 Mar 2012 11 Feb 2013	654,498 414,468 142,278		414,468 <sup>h</sup> 142,278 <sup>h</sup>		345,654° 290,346c	15 May 2014 <sup>d</sup> March 2015	

<sup>&</sup>lt;sup>a</sup> For awards under the 2011-2013 plan, performance conditions are measured 50% on TSR against ExxonMobil, Shell, Total and Chevron; 20% on reserves replacement against the same peer group; and 30% against a balanced scorecard of strategic imperatives. For awards under the 2012-2014, 2013-2015 and 2014-2016 plans, performance conditions are measured one third on TSR against ExxonMobil, Shell, Total and Chevron; one-third on operating cash flow; and one third on a balanced scorecard of strategic imperatives. Each performance period ends on 31 December of the third year. There is no identified overall minimum vesting threshold level but to comply with UK regulations a value of 30%, which is conditional on the TSR, reserves replacement ratio and one of the strategic imperatives reaching the minimum threshold, has been calculated.

b Bob Dudley and Dr Byron Grote received awards in the form of ADSs. The above numbers reflect calculated equivalents in ordinary shares. One ADS is equivalent to six ordinary shares.

c Represents vestings of shares made at the end of the relevant performance period based on performance achieved under rules of the plan and includes reinvested dividends on the shares vested. The market price of each share at the

- vesting date of 9 January 2014 was £4.97, at 6 February 2014 was £4.77 and 15 May 2014 was £5.03 and for ADSs was \$50.90. For the assumed vestings dated March 2015 a price of £4.27 per ordinary share and \$40.74 per ADS has been used. These are the average prices from the fourth quarter of 2014.
- <sup>d</sup> The 2011-2013 award vested on 15 May 2014 with an additional vesting of accrued notional dividends on 24 June 2014 on which the market price of each share was £5.24 and for ADSs was \$52.84. For Byron Grote this resulted in an increase in value at vesting of \$708,913 and for Bob Dudley and lain Conn details can be found in the single figure table on page 75.
- <sup>e</sup>The market price at closing of ordinary shares on 11 February 2013 was £4.55 and for ADSs was \$43.01, on 12 February 2014 was £4.87 and for ADSs was \$48.38, and on 11 February 2015 was £4.46 and for ADSs was \$40.35.
- f Dr Brian Gilvary was conditionally awarded shares under the Executive Performance Plan prior to his appointment as a director. The vesting of these shares is not subject to further performance conditions.
- g Dr Brian Gilvary was conditionally awarded shares under the Competitive Performance Plan prior to his appointment as a director. The vesting of these shares is subject to performance conditions.
- <sup>h</sup> Potential maximum of performance shares element has been pro-rated to reflect actual service during the performance period and these figures have been used to calculate the face value.

Share interests in share option plans (audited)

						Market price at	Date from which
tion type	At 1 Jan 2014	Granted	Exercised	At 31 Dec 2014	Option price	date of exercise	first exercisable
BP 2011	500,000			500,000	£3.72		07 Sep 2014
SAYE	4,191			4,191	£3.68		01 Sep 2016
e directors							
SAYE	797			a	£3.16		
SAYE	3,017			2,005 <sup>b</sup>	£3.68		01 Jan 2015

The closing market prices of an ordinary share and of an ADS on 31 December 2014 were £4.11 and \$38.12 respectively.

During 2014 the highest market prices were £5.27 and \$53.48 respectively and the lowest market prices were £3.64 and \$34.88 respectively.

BP 2011 = BP 2011 plan. These options were granted to Dr Brian Gilvary prior to his appointment as a director and are not subject to performance conditions.

SAYE = Save As You Earn all employee share scheme.

- <sup>a</sup> The option lapsed on Iain Conn s departure from the board in accordance with the rules.
- <sup>b</sup> Potential maximum shares have been pro-rated with a shorter exercise period in accordance with the rules.

BP Annual Report and Form 20-F 2014 85