

Supplementary Information

The information below has been provided to enhance understanding of the terminology and performance measures that have been used in the accompanying presentations.

Group Measures

Replacement cost profit, underlying replacement cost profit and underlying business replacement cost profit
Replacement cost (RC) profit or loss reflects the replacement cost of supplies and is arrived at by excluding from profit or loss inventory holding gains and losses and their associated tax effect. RC profit or loss for the group is not a recognized GAAP measure.

Underlying RC profit is replacement cost profit or loss adjusted for non-operating items and fair value accounting effects. Underlying business RC profit is underlying RC profit or loss adjusted to exclude the results of the TNK-BP segment and the group consolidation adjustment that arises due to the in-period change in the value of unrealized profit in inventory. Underlying RC profit, fair value accounting effects and underlying business RC profit are not recognized GAAP measures.

Reconciliation of profit (loss) before interest and tax for the group to underlying replacement cost profit attributable to BP shareholders

| Total Group | | | | | | \$million | | | | |
|--|---------|---------|---------|---------|----------|-----------|---------|---------|---------|---------|
| | Q1 | Q2 | Q3 | Q4 | 2011 | Q1 | Q2 | Q3 | Q4 | 2012 |
| Profit (loss) before interest and tax | 11,637 | 9,077 | 7,724 | 11,379 | 39,817 | 9,153 | (1,603) | 8,437 | 3,746 | 19,733 |
| Inventory holding (gains) losses | (2,412) | (493) | 372 | (101) | (2,634) | (1,437) | 2,324 | (1,059) | 766 | 594 |
| Replacement cost profit before interest and tax | 9,225 | 8,584 | 8,096 | 11,278 | 37,183 | 7,716 | 721 | 7,378 | 4,512 | 20,327 |
| Less non-operating items: | | | | | | | | | | |
| - Gulf of Mexico oil spill response | (384) | 617 | (541) | 4,108 | 3,800 | 30 | (843) | (56) | (4,126) | (4,995) |
| - Other non-operating items | 512 | (1,145) | 349 | (10) | (294) | 387 | (4,155) | (334) | 3,565 | (537) |
| Less fair value accounting effects | 128 | (528) | (192) | 4,098 | 3,506 | 417 | (4,998) | (390) | (561) | (5,532) |
| Underlying replacement cost profit before interest and tax | (71) | 129 | 15 | 1 | 74 | (95) | (180) | (261) | (25) | (561) |
| Underlying replacement cost profit before interest and tax | 9,168 | 8,983 | 8,273 | 7,179 | 33,603 | 7,394 | 5,899 | 8,029 | 5,098 | 26,420 |
| Finance costs and net finance income (expense) relating to pensions and other post-retirement benefits | (239) | (249) | (234) | (261) | (983) | (230) | (212) | (198) | (284) | (924) |
| Less Finance costs relating to Gulf of Mexico oil spill response | (16) | (15) | (14) | (13) | (58) | (6) | (4) | (3) | (6) | (19) |
| Taxation on an underlying replacement cost basis | (223) | (234) | (220) | (248) | (925) | (224) | (208) | (195) | (278) | (905) |
| Minority interest | (3,380) | (2,974) | (2,413) | (1,856) | (10,623) | (2,310) | (1,961) | (2,598) | (774) | (7,643) |
| Underlying replacement cost profit attributable to BP shareholders | (61) | (70) | (177) | (89) | (397) | (61) | (45) | (66) | (62) | (234) |
| Underlying replacement cost profit attributable to BP shareholders | 5,504 | 5,705 | 5,463 | 4,986 | 21,658 | 4,799 | 3,685 | 5,170 | 3,984 | 17,638 |

Reconciliation of replacement cost profit (loss) before interest and tax for segments to underlying replacement cost profit (loss) before interest and tax

| Upstream | | | | | | \$million | | | | |
|---|-------|-------|-------|---------|---------|-----------|---------|---------|-------|---------|
| | Q1 | Q2 | Q3 | Q4 | 2011 | Q1 | Q2 | Q3 | Q4 | 2012 |
| Replacement cost profit before interest and tax | 7,423 | 5,631 | 6,748 | 6,564 | 26,366 | 6,979 | 2,913 | 4,910 | 7,672 | 22,474 |
| Less non-operating items | 710 | (664) | 500 | 584 | 1,130 | 822 | (1,495) | 516 | 3,346 | 3,189 |
| Less fair value accounting effects | 29 | (35) | (39) | 56 | 11 | (133) | 7 | 25 | (33) | (134) |
| Underlying replacement cost profit before interest and tax | 6,684 | 6,330 | 6,287 | 5,924 | 25,225 | 6,290 | 4,401 | 4,369 | 4,359 | 19,419 |
| Downstream | | | | | | | | | | |
| Replacement cost profit (loss) before interest and tax | 2,079 | 1,338 | 1,493 | 564 | 5,474 | 856 | (1,736) | 2,403 | 1,323 | 2,846 |
| Less non-operating items | (17) | (218) | (227) | (140) | (602) | (106) | (2,678) | (315) | (75) | (3,174) |
| Less fair value accounting effects | (100) | 164 | 54 | (55) | 63 | 38 | (187) | (286) | 8 | (427) |
| Underlying replacement cost profit before interest and tax | 2,196 | 1,392 | 1,666 | 759 | 6,013 | 924 | 1,129 | 3,004 | 1,390 | 6,447 |
| TNK-BP | | | | | | | | | | |
| Replacement cost profit before interest and tax | 1,127 | 1,081 | 939 | 987 | 4,134 | 1,064 | 452 | 1,282 | 575 | 3,373 |
| Less non-operating items | - | - | - | - | - | (93) | - | (12) | 351 | 246 |
| Less fair value accounting effects | - | - | - | - | - | - | - | - | - | - |
| Underlying replacement cost profit before interest and tax | 1,127 | 1,081 | 939 | 987 | 4,134 | 1,157 | 452 | 1,294 | 224 | 3,127 |
| Other businesses and corporate | | | | | | | | | | |
| Replacement cost profit (loss) before interest and tax | (478) | (598) | (330) | (1,072) | (2,478) | (672) | (522) | (1,097) | (504) | (2,795) |
| Less non-operating items | (181) | (263) | 76 | (454) | (822) | (236) | 18 | (523) | (57) | (798) |
| Less fair value accounting effects | - | - | - | - | - | - | - | - | - | - |
| Underlying replacement cost profit (loss) before interest and tax | (297) | (335) | (406) | (618) | (1,656) | (436) | (540) | (574) | (447) | (1,997) |

Inventory holding gains and losses

Inventory holding gains and losses represent the difference between the cost of sales calculated using the average cost to BP of supplies acquired during the period and the cost of sales calculated on the first-in first-out (FIFO) method after adjusting for any changes in provisions where the net realizable value of the inventory is lower than its cost. Under the FIFO method, which we use for IFRS reporting, the cost of inventory charged to the income statement is based on its historic cost of purchase, or manufacture, rather than its replacement cost. In volatile energy markets, this can have a significant distorting effect on reported income. The amounts disclosed represent the difference between the charge (to the income statement) for inventory on a FIFO basis (after adjusting for any related movements in net realizable value provisions) and the charge that would have arisen if an average cost of supplies was used for the period. For this purpose, the average cost of supplies during the period is principally calculated on a monthly basis by dividing the total cost of inventory acquired in the period by the number of barrels acquired. The amounts disclosed are not separately reflected in the financial statements as a gain or loss. No adjustment is made in respect of the cost of inventories held as part of a trading position and certain other temporary inventory positions.

Management believes this information is useful to illustrate to investors the fact that crude oil and product prices can vary significantly from period to period and that the impact on our reported result under IFRS can be significant. Inventory holding gains and losses vary from period to period due principally to changes in oil prices as well as changes to underlying inventory levels. In order for investors to understand the operating performance of the group excluding the impact of oil price changes on the replacement of inventories, and to make comparisons of operating performance between reporting periods, BP's management believes it is helpful to disclose this information.

Non-operating items

Non-operating items are charges and credits arising in consolidated entities and in TNK-BP that are included in the financial statements and that BP discloses separately because it considers such disclosures to be meaningful and relevant to investors. They include all charges and credits relating to the Gulf of Mexico oil spill. They are items that management considers not to be part of underlying business operations and are disclosed in order to enable investors better to understand and evaluate the group's reported financial performance.

Fair value accounting effects

Fair value accounting effects are defined on page 23 of our fourth-quarter 2012 results announcement. A reconciliation to GAAP information is set out below:

| | Q1 | Q2 | Q3 | Q4 | 2011 | Q1 | Q2 | Q3 | Q4 | 2012 |
|---|--------|-------|-------|--------|--------|-------|---------|-------|-------|--------|
| \$million | | | | | | | | | | |
| Upstream | | | | | | | | | | |
| Replacement cost profit before interest and tax adjusted for fair value accounting effects | 7,394 | 5,666 | 6,787 | 6,508 | 26,355 | 7,112 | 2,906 | 4,885 | 7,705 | 22,608 |
| Impact of fair value accounting effects | 29 | (35) | (39) | 56 | 11 | (133) | 7 | 25 | (33) | (134) |
| Replacement cost profit before interest and tax | 7,423 | 5,631 | 6,748 | 6,564 | 26,366 | 6,979 | 2,913 | 4,910 | 7,672 | 22,474 |
| Downstream | | | | | | | | | | |
| Replacement cost profit (loss) before interest and tax adjusted for fair value accounting effects | 2,179 | 1,174 | 1,439 | 619 | 5,411 | 818 | (1,549) | 2,689 | 1,315 | 3,273 |
| Impact of fair value accounting effects | (100) | 164 | 54 | (55) | 63 | 38 | (187) | (286) | 8 | (427) |
| Replacement cost profit (loss) before interest and tax | 2,079 | 1,338 | 1,493 | 564 | 5,474 | 856 | (1,736) | 2,403 | 1,323 | 2,846 |
| Total group | | | | | | | | | | |
| Profit (loss) before interest and tax adjusted for fair value accounting effects | 11,708 | 8,948 | 7,709 | 11,378 | 39,743 | 9,248 | (1,423) | 8,698 | 3,771 | 20,294 |
| Impact of fair value accounting effects | (71) | 129 | 15 | 1 | 74 | (95) | (180) | (261) | (25) | (561) |
| Profit (loss) before interest and tax | 11,637 | 9,077 | 7,724 | 11,379 | 39,817 | 9,153 | (1,603) | 8,437 | 3,746 | 19,733 |

Net debt – Ratio of net debt (finance debt, including the fair value of associated derivative financial instruments that are used to hedge foreign exchange and interest rate risks relating to finance debt, for which hedge accounting is claimed, less cash and cash equivalents) to net debt plus equity.

The table below presents BP's Debt to Debt plus Equity ratio on a gross basis as net debt is not a recognized GAAP measure:

| | \$ million, except ratios | | | | | | | |
|--|----------------------------------|-----------|-----------|-----------|-------------|-----------|-----------|-----------|
| | 2011 | | | | 2012 | | | |
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| Gross debt | 47,102 | 46,890 | 45,283 | 44,213 | 46,470 | 47,662 | 49,077 | 48,797 |
| Less: fair value asset (liability) of hedges related to finance debt | 870 | 1,173 | 1,454 | 1,133 | 1,224 | 1,067 | 1,572 | 1,700 |
| | 46,232 | 45,717 | 43,829 | 43,080 | 45,246 | 46,595 | 47,505 | 47,097 |
| Less: Cash and cash equivalents | 18,726 | 18,749 | 17,997 | 14,067 | 14,092 | 14,881 | 16,041 | 19,548 |
| Net debt | 27,506 | 26,968 | 25,832 | 29,013 | 31,154 | 31,714 | 31,464 | 27,549 |
| Equity | 103,313 | 108,636 | 110,659 | 112,482 | 119,220 | 113,323 | 118,773 | 119,620 |
| Gross debt to gross debt-plus-equity ratio | 31.3% | 30.1% | 29.0% | 28.2% | 28.0% | 29.6% | 29.2% | 29.0% |
| Net debt to net debt-plus-equity ratio | 21.0% | 19.9% | 18.9% | 20.5% | 20.7% | 21.9% | 20.9% | 18.7% |

Free cash flow

Net cash provided by operating activities less net cash used in investing activities.

| | \$million | |
|---|------------------|----------|
| | 2011 | 2012 |
| Net cash provided by operating activities | 22,154 | 20,397 |
| Net cash used in investing activities | (26,633) | (12,962) |
| Free cash flow | (4,479) | 7,435 |

Inorganic capital expenditure (Inorganic Capex) is equal to acquisitions and asset exchanges plus the expenditure associated with deepening our US natural gas and North Sea asset bases.

Organic capital expenditure (Organic Capex) is equal to total capital expenditure and acquisitions less inorganic capital expenditure.

Operating capital employed – total assets (excluding goodwill) less total liabilities, excluding finance debt and current and deferred taxation. BP publishes segment results on a pre-tax basis and publishes operating capital employed for each segment.

Operating cash flow

The terms 'operating cash', 'operating cash flow' and 'operating cash margin' are defined as 'net cash provided by (used in) operating activities' as stated in the condensed group cash flow statement, excluding TNK-BP dividends. When used in the context of a segment rather than the group, the terms refer to the segment's share thereof.