C. BP America Priorities								
Category	Priorities**	2017 Objectives	Owner	2017 Plan	Status	Comments / Assumptions		
Governance & Oversight	Governance/DWH (6)	Provide oversight and assurance of completion of residual DWH agreements and activities	JCM	<b>✓</b>		McKinsey work extended, still on track for delivery with DoJ		
		Provide oversight for all material obligations	Craig Coburn	✓		Impacts of recent 495 ruling under review		
		Support integrity of the corporate governance process	Susan Baur			2017 meetings scheduled; creating agenda alignment; review of projects ongoing		

# **Redacted - First Amendment**

Protect & Deliver Value	Access (8)	Secure more favorable lease terms (royalty and duration) and greater development flexibility in deepwater GoM through new regulation/legislation	Cindy Yeilding	✓	Deliverables on track
	Protect against anti- industry activism (1,3)	Redacted - First Amendment			
		Defeat efforts in Whatcom County to restrict Cherry Point license to operate and future expansion	Joe Ellis	<b>✓</b>	Did well with comprehensive plan issue, but did not remove all threats
		Review and recalibrate resourcing requirements in high risk areas to address long term threat from anti-industry activism	Geoff Morrell		
		Preserve the role of gas as a destination fuel by working with regulators and ENGOs	Bob Stout	✓	Deliverables on track
		Support API efforts to change oil and gas industry narrative and improve perception among Millennials	Liz Sidoti		
	Energy Transition (4)	Provide analysis of energy transition trends in US policy and potential impact on BP	Seymour Khalilov	✓	Deliverables on track
	Remediation (10)	Assure the right oversight is in place for execution plans consistent with strategies for each RM site	JCM		
People	D&I (7)	Progress the US minority ambition, strengthen D&I performance in the workforce	Ray Dempsey	✓	Minority Ambition launched, implementation plan underway
		Identify and develop minority owned businesses to expand the pool of qualified vendors/suppliers	Ray Dempsey		YE 2016 MWBE spend up to 3.3% vs 2.7% at YE 2015
	Capability (11)	Deliver BP America People Plan	Khymberly Booth		People Plan in place, managed through people forum meetings, first meeting held in Q2
Coherency	One BP leadership (11)	Support morale and motivate staff leveraging BP America identity and tone from the top on Values&Behaviors, E&C, and Code of Conduct	JCM		Program delivery plan underway 1Q
		Provide leadership and oversight for US employee programs via the Benefits Committee	JCM		Meetings to be set on a qtrly basis. Upcoming discussions on fiduciary rules, stock purchase and possible new investments
	Reputation (11)	Build relationships and establish credibility with new government officials, especially senior members of Trump administration	Geoff Morrell	✓	Deliverables on track
		Educate new government officials about BP's US economic impact	Geoff Morrell		
		Build and maintain relationships with local government and communities to ensure business support	Joe Ellis		
		Continue to improve perception of BP as a 'safe and reliable operator' among target audiences	Liz Sidoti	✓	Deliverables on track
		Balance group climate commitments against new political realities in the US	Geoff Morrell		
	Outreach (11)	Leverage BP membership in major trade groups, boards, and participation in events in service of top business priorities	Cindy Yeilding	<b>✓</b>	Deliverables on track

<sup>\*\*</sup>Numbers reference 'BP America 2017 Priorities' reviewed by BP America business leaders on Dec. 14, 2016

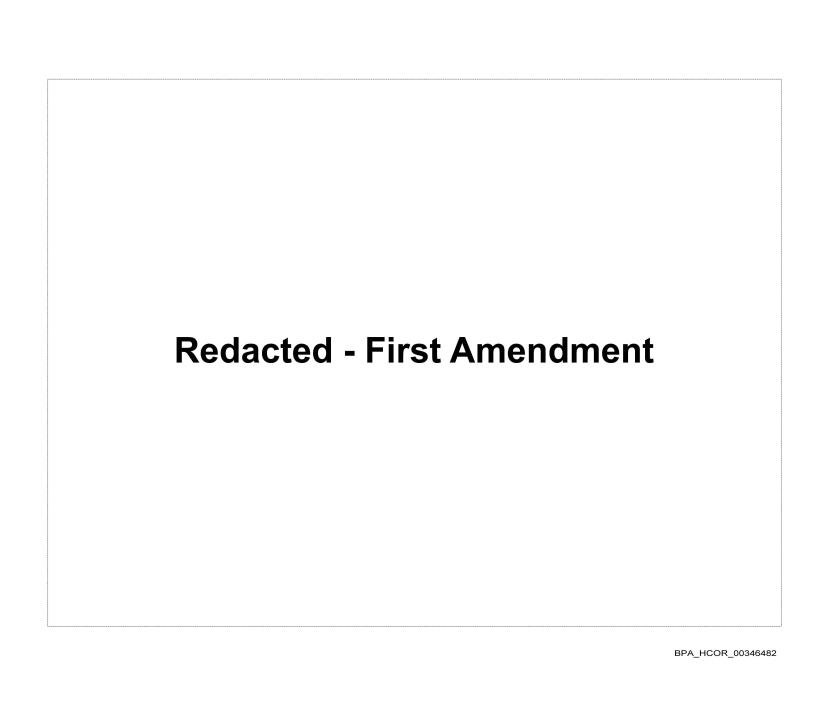
13	Actively Managed			
6	Monitor and Suppor			

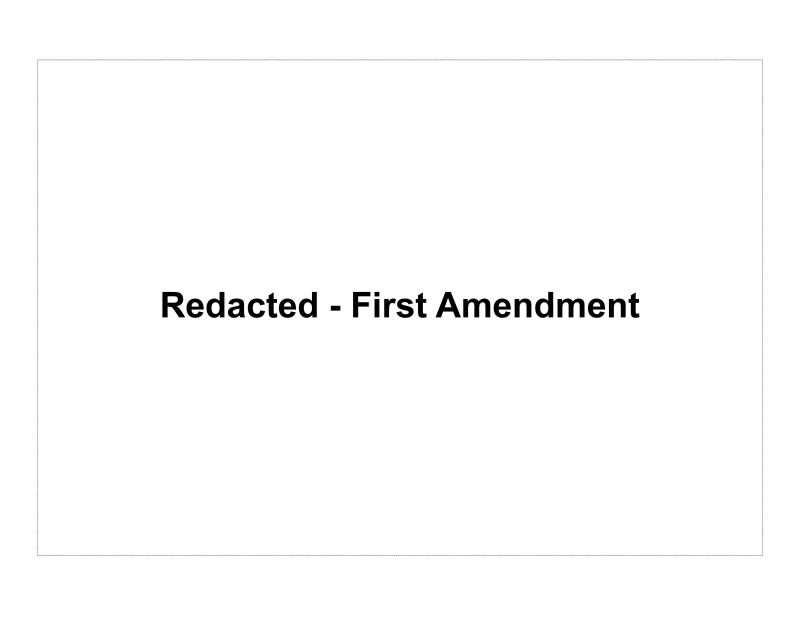
# Provide oversight for all material obligations

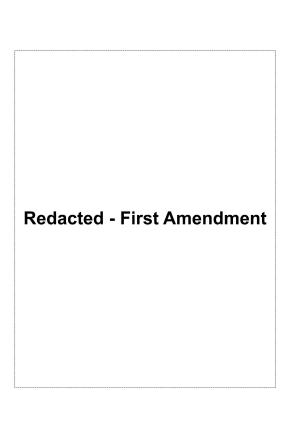
During 2017 further resolve outstanding claims (substantially winding up the DHECC) and positioning BP to litigate the remaining 'tail' i

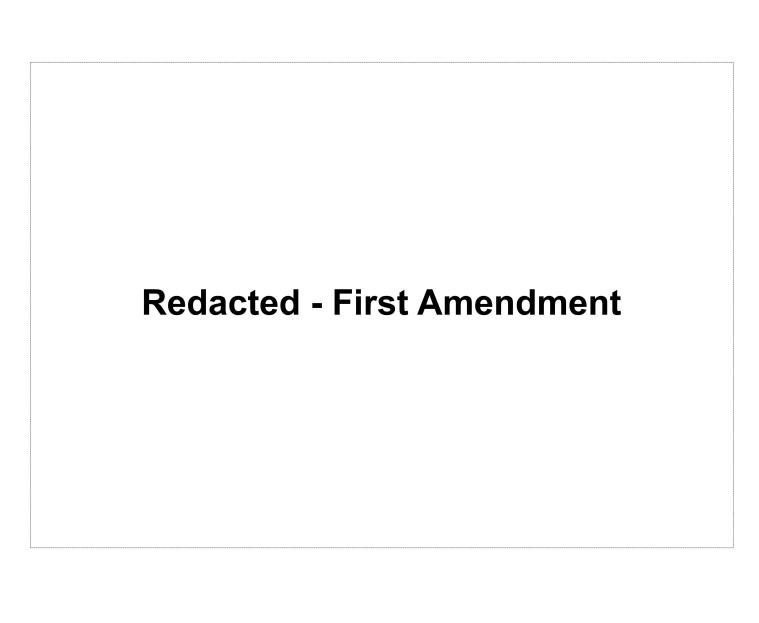
- 1. Plan on DHECC wind down and agreed structure with PSC and court to support residual activity
- 2. Fit for purpose process for addressing Backend Litigation on Medical Settlement
- 3. Plan to address remaining 'tail' litigation

 $n\ the\ future.$ 









# **Redacted - First Amendment**

Defeat efforts in Whatcom County to restrict Cherry Point license to operate and future expansion

Defeat or significantly mitigate efforts by the Whatcom County Council to restrict Cherry Point's ability to operate and expand while bolstering Cherry Point's standing with voters and policy makers to improve the landscape in which we operate for the long-term.

#### Q1 Deliverables

- 1. Conduct education meetings with every Cherry Point employee and contractor.
- 2. Meet with each member of the Planning Commission and County Council.
- 3. Execute paid media plan.
- 4. Mobilize all allies to attend public hearings.

#### **O2** Deliverables

- 1. If County Council adopts harmful language in 1Q and the company opts to pursue a legal remedy, create and execute a long-term campaig
- 2. Continue educating employees and shoring up support among allies to mitigate policy risks in the future and create a healthier policy envir
- 3. Create sustainable effort by Whatcom Business Alliance to educate voters about Whatcom County's opportunity to have good jobs and additional business investment while also preserving a healthy environment.
- 4. Complete the ongoing assessment of how resources are being used to ensure alignment with business objectives and recommend calibrat

#### **Q3** Deliverables

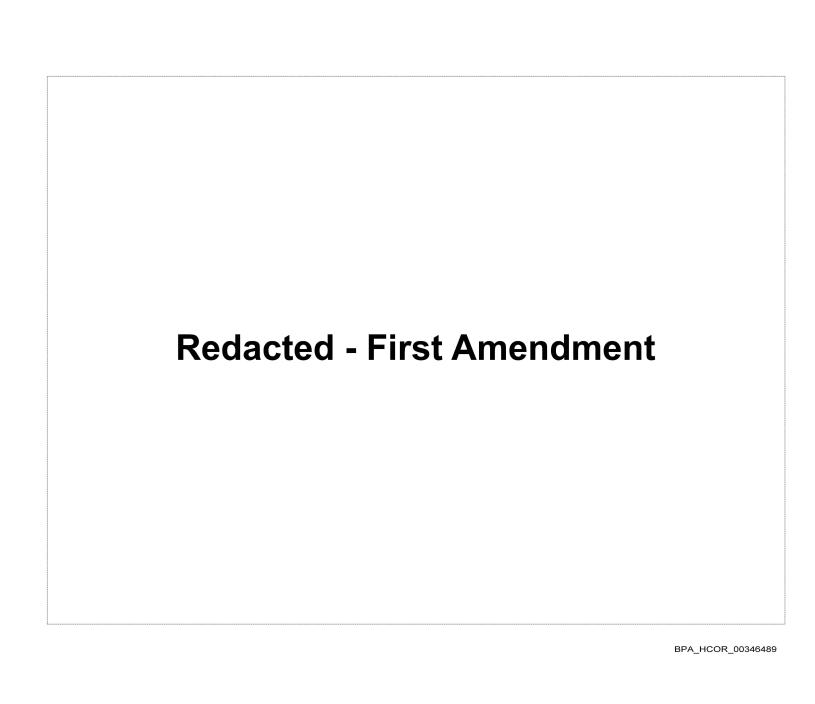
- 1. Continue educating employees and shoring up support among allies to prepare for mobilization for public hearings.
- 2. Continue executing long-term campaign to bolster Cherry Point with policy makers.

#### **Q4** Deliverables

- 1. Continue educating employees and shoring up support among allies to prepare for mobilization for public hearings.
- ${\bf 2.} \quad {\bf Continue} \ {\bf executing} \ {\bf long-term} \ {\bf campaign} \ {\bf to} \ {\bf bolster} \ {\bf Cherry} \ {\bf Point} \ {\bf with} \ {\bf policy} \ {\bf makers}.$

n to justify the need for legal action. onment to protect Cherry Point long-term.

ion of external spend.



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# Analysis of US policy on energy transition & potential impact on BP

Assess current and emerging developments and policies in the US with potential impact on long-term structure of US energy systems an

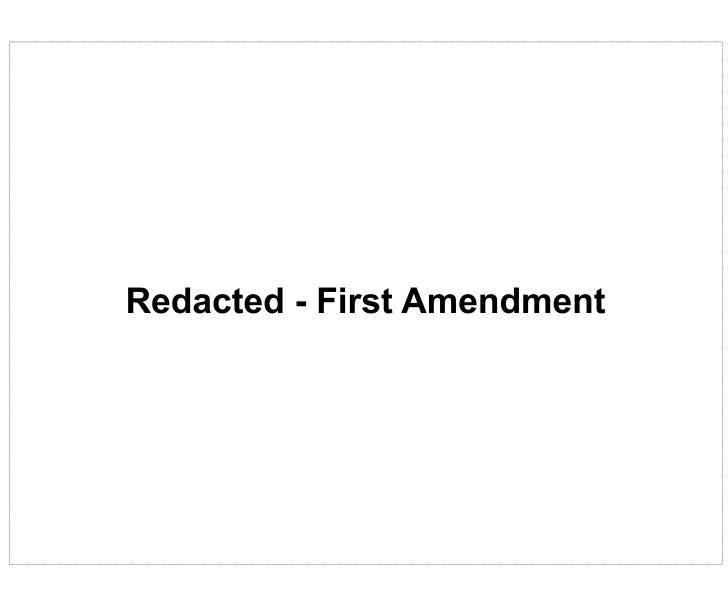
## Q1 Deliverables

1. Detailed scope of the study and delivery plan

## Q3 Deliverables

2. Analysis (slide pack)

d BP businesses in the US.



# **Redacted - First Amendment**

# Reputation - Safety Campaign

# Continue to improve the perception of BP as a "safe and reliable operator" among target audience

#### Q1 Deliverables

- 1. Roll out new safety ads by mid-March.
- 2. Improve or maintain safety metrics in polling among target audiences.
- 3. Amplify the new content internally to educate and empower employees.

#### **Q2** Deliverables

- 1. Improve or maintain safety metrics in polling among target audiences.
- 2. Continue to amplify the new content internally to educate and empower employees.
- 3. Create new "sponsored content" with media companies.

## **Q3** Deliverables

- 1. Improve or maintain safety metrics in polling among target audiences.
- 2. Decide whether we will continue to advertise during remainder of year.

#### **Q4** Deliverables

- 1. Improve or maintain safety metrics in polling among target audiences.
- 2. Determine 2018 advertising strategy.

s so that we can continue to protect and expand our license to operate in the  $\mbox{U.S.}$