



Building Management Support for Natural Gas STAR

Gas STAR Annual Workshop
October 25, 2005



Marathon

Marathon at a Glance



- ◆ Marathon Oil Company established 1887
- ◆ 4th largest US integrated oil & gas company
- ◆ 5th largest US refiner
- ◆ ~ 26,000 employees
- ◆ Major E&P operations in 9 countries



Our History with Gas STAR

- ◆ Marathon – An early Gas STAR Partner
- ◆ Active Participation with Numerous Successes
- ◆ Early 2000's Attention Shift to:
 - Greenhouse Gas (GHG) Inventories
 - Global Climate Change Position
 - Preparing for External GHG Reporting



Why Re-Engage?

- ◆ Methane = potent greenhouse gas
- ◆ Lost methane = lost revenue
- ◆ Things have changed...especially gas prices
- ◆ Missed opportunities to share learnings
- ◆ Supports environmental stewardship initiatives
- ◆ Demonstrates commitment to stakeholders

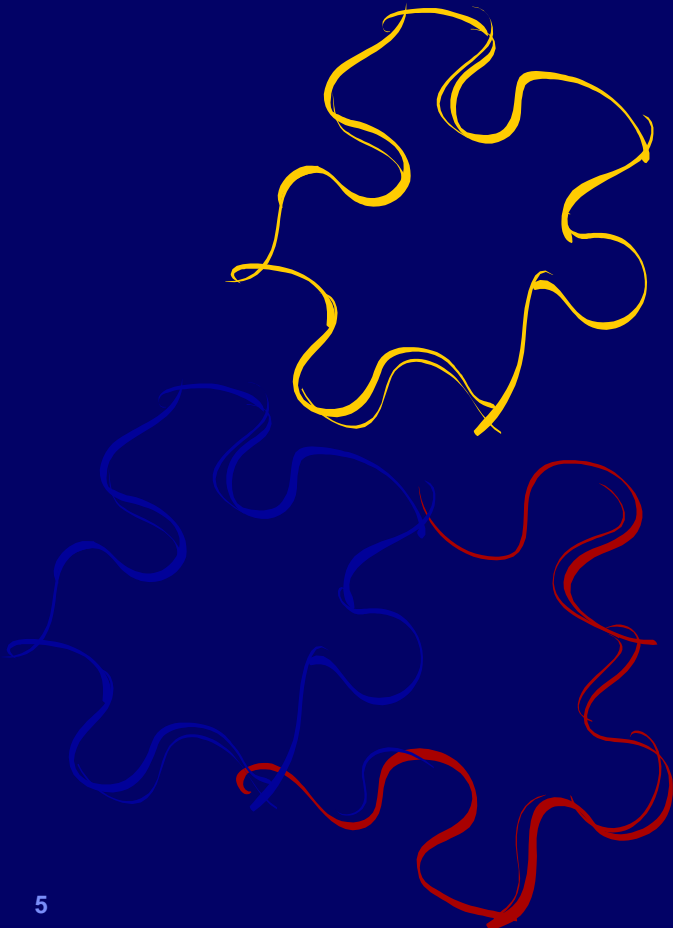
WIN -- WIN



Managing the Pieces



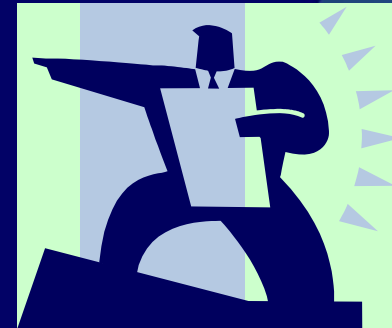
- ◆ Gas STAR is an Important Piece to Marathon's Overall Emissions Management Program



- ✓ Emission Inventories
- ✓ Efficiency/Reduction Project Opportunities
- ✓ Identification of New Technologies/Processes
- ✓ External Reporting
- ✓ Stakeholder Engagement

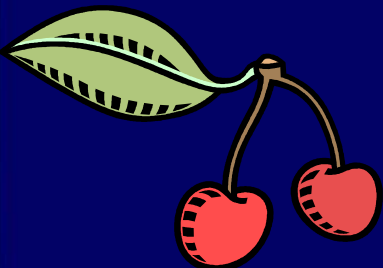
What Have We Done?

- ◆ Re-engaged Senior Management
- ◆ Regained Support & Commitment
- ◆ Conducted Operational Efficiency Studies
 - Larger & Representative Facilities
- ◆ Identified Efficiency/Reduction Opportunities
 - General & Facility-Specific



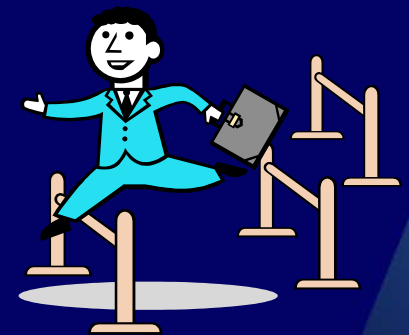
What Have We Learned...So Far?

- ◆ We continue to do a lot of good things!
- ◆ Not a lot of “low-hanging fruit”, but there are opportunities
- ◆ We still have some skeptics
- ◆ We’ve missed out on some emerging technologies
- ◆ Continual focus and commitment will be necessary



Challenges Moving Ahead

- ◆ Growth Agenda
- ◆ People Resource Limitations
- ◆ Building Momentum with Key Internal Stakeholders
- ◆ Communication of Successes
- ◆ Efficient Data Management
- ◆ Best Practice Identification & Utilization



Questions?



Spring Creek Field - Wyoming