

## **CORPORATE PRESENTATION**

July 2014





## **Delivering Value and Growth**

## **SNAPSHOT**

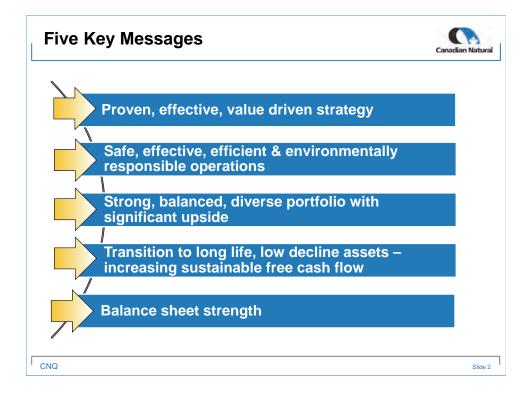
Proved BOE (MMBOE)

Proved and probable BOE (MMBOE)

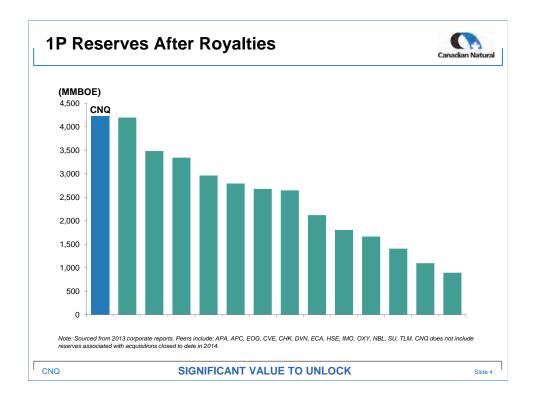
	2013	2014F <sup>(1)</sup>
Cash flow(2) (C\$ million)	\$7,477	\$10,300 - 10,700
Per share – basic <sup>(2)</sup> (C\$)	\$6.87	\$9.40 - 9.80
Capital expenditures (C\$ million)	\$7,274	\$11,730 - 12,130
Dividend (C\$/Share)	\$0.575	
Common shares (thousands)	1,087,322	
Production (annual average, before royalties)		
Oil (Mbbl/d)	478	537 - 574
Natural gas (MMcf/d)	1,158	1,530 - 1,570
BOE (MBOE/d)	671	792 - 836
(1) Includes production volumes & capital associated with the acquisitions closed to date (2) Based upon the following actual and average strip pricing as of May 2014, including to		
	2013	2014F
Oil WTI (US\$/bbl)	\$98.00	\$100.55
Natural gas NYMEX (US\$/MMbtu)	\$3.67	\$4.55
Natural gas AECO (C\$/GJ)	\$3.00	\$4.36
Heavy oil diff (%)	26%	20.4%
Exchange rate (C\$ = XUS\$)	\$0.97	\$0.91
Company Gross Reserves of crude oil and na	atural gas (as at De	ecember 31, 2013)
Proved crude oil and NGLs (MMbbl)	4,420	
Proved natural gas (Bcf)	4,305	

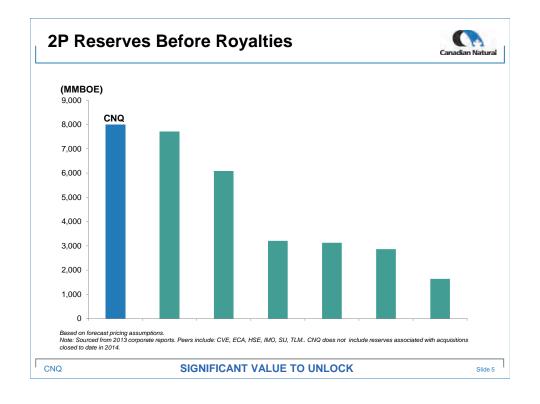
5,137

7,991



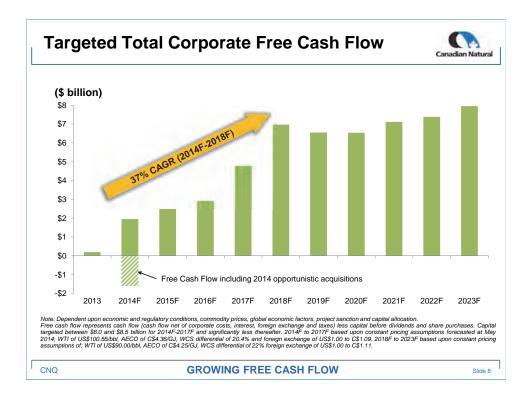
# Our Strategy Capital allocation to maximize value Defined growth / value enhancement plans by product / basin Balance Product mix Project time horizons Drill bit and acquisitions Strong balance sheet Opportunistic acquisitions Effective and efficient operations through area knowledge and extensive ownership and operatorship of core areas





2014 Capital		Canadian Natura
Capital (\$ million)	2013	2014F
Natural gas	\$554	\$800
Crude oil		
Pelican Lake	401	250
Primary Heavy	1,159	1,225
Thermal In Situ	1,279	1,140
Light		
Canada	541	620
North Sea	347	535
Offshore Africa	144	315
Total crude oil	\$4,425	\$4,085
Horizon		
Sustaining Capital	278	290
Turnarounds, Reclamation & Other	267	340
Capital Projects	2,037	2,520 - 2,920
Technology and Phase 4	20	35
Total Horizon	\$2,602	\$3,185 - 3,585
Net Acquisitions, Midstream & Other		3,660
Total	\$7,274	\$11,730 - 12,130
*Includes capital associated with acquisitions closed to date in 2014.		
CNQ DEVELOPING THE HIGH	EST RETURN ON CAPITAL	Slide 6

2014 Production			Canadian Natural	
Targeted Production	2013*	2014F*	%Change	
Crude oil (Mbbl/d)				
North America Light Oil & NGLs	68	88 - 90		
Pelican Lake	43	47 - 51		
Primary Heavy	136	142 - 146		
Thermal In Situ Oil Sands	97	120 - 135		
International	34	33 - 37		
Horizon Oil Sands	100	107 - 115		
Total Crude Oil & NGLs	478	537 - 574	16%	
Natural Gas (MMcf/d)	1,158	1,530 - 1,570	34%	
MBOE/D	671	792 - 836	21%	
*Rounded to the nearest 1,000 bbl/d.  Note: Numbers may not add due to rounding. Includes production volumes associated with acquisitions closed to date in 2014.				
CNQ STRATEGIC, DEFINED GROWTH PLAN 16% CRUDE OIL & NGL GROWTH Slide 7				





## **Environmental Performance**



- Proactive environmentally responsible operations
- Drive continuous improvement to reduce environmental impacts
- Meet or exceed all regulatory requirements
- Reducing Greenhouse Gas Intensity

	2013 Reduction vs. 2012 Levels
Conventional Operations	10%
Horizon Operations	6%
International Operations	8%

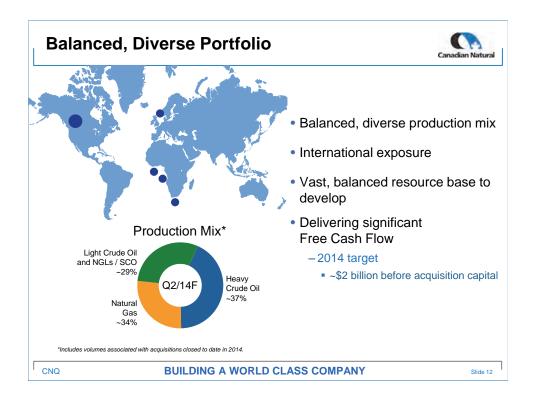
- Restoring sites to natural conditions
  - -Safe abandonment of old wellbores
    - 460 wells in 2013
    - 3,554 wells or 34% of industry between 2009 and 2012

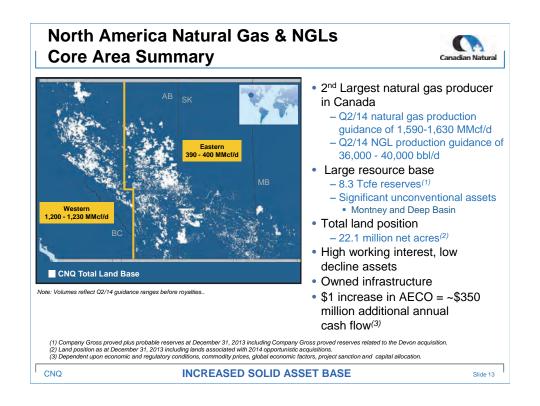
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MINIMIZING OUR ENVIRONMENTAL FOOTPRINT

Slide 10

#### Leveraging Technology for **Value & Performance** Research & Development Investment (\$ million) Canadian Natural leading \$400 R&D investor \$350 - Largest crude oil & natural gas R&D investor in Canada \$300 - 10th largest R&D investor for all \$250 industries in Canada \$200 -2013 - \$390 million -2012 - \$300 million \$150 Technology \$100 - Reduces environmental footprint \$50 - Lowers operating costs - Enhances productivity 2008 2009 2010 2011 - Unlocks reserves Note: Sourced from Company internal reports and RE\$EARCH Infosource Inc. **TECHNOLOGY UNLOCKS VALUE** CNQ Slide 11





# North America Natural Gas & NGLs 2014 Plan



	2013	2014F	% Change
Production (MMcf/d)*	1,130	1,490-1,530	34%
Drilling (net wells)	45	66	
Capital (\$ million)	\$554	\$800	

\*Excludes NGLs.

- Capital discipline, increased 2014 budget due to acquisitions
- Septimus expansion → plant on-stream ahead of schedule
  - -125 MMcf/d sales capacity
  - -12,200 bbl/d liquids capacity
- Preserve land base for increasing natural gas prices
- Integration of acquisition assets and development of opportunities
  - -Optimization of acquired assets to reduce operating costs
    - Targeted reduction from ~\$1.80/Mcfe to \$1.30 \$1.40/Mcfe

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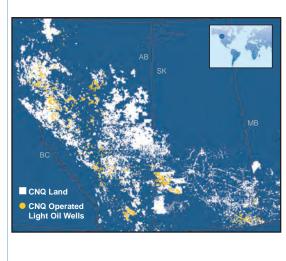
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MOST EFFICIENT AND EFFECTIVE PRODUCER

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# North America Light Crude Oil 2014 Facts





- Q2/14 light crude oil guidance<sup>(1)</sup>
   ~52 56 Mbbl/d
- 2014 light crude oil activity
  - 014 light crude on activi
  - 96 wells
  - 2 Enhanced Oil Recovery (EOR) pilots at Nipisi and Grand Forks
- 2P reserves
  - Light crude oil 166 million barrels(2)
- Quality light crude oil horizontal multi-frac exposure
  - Montney
  - Dunvegan
  - Halfway/Doig
  - Cardium
  - Charlie Lake
  - Second White Specks
  - Tetcho
- Significant Field Operating Free Cash Flow

(1) Excludes NGLs production.
(2) Company gross proved plus probable reserves at December 31, 2013.

NEAR, MID & LONG TERM LIGHT CRUDE OIL PROJECTS

#### **North America Light Crude Oil 2014 Plan** 2013 2014F % Change Production (Mbbl/d)(1) 68 88 - 90 31% Drilling (net wells) - Producers 104 96 Capital (\$ million) \$541 \$620 (1) Includes NGLs. Note: Rounded to the nearest 1,000 bbl/d. 2014 forecast activity - Drill 96 wells - Target multiple formations across basin

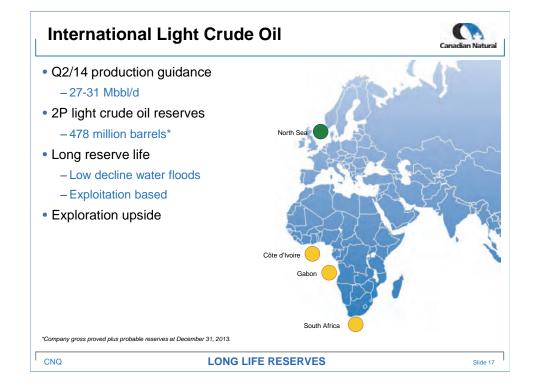
- drives capital efficiencies
- maximizes value
- Opportunities to optimize facilities and operating costs
- · Leverage technology, horizontal multifracs

- Leverage infrastructure and "Drill-to-Fill"

- -84% of total drilling horizontal
- Reduce costs

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**SIGNIFICANT LAND BASE & OPPORTUNITY** 



# International Light Crude Oil 2014 Plan



	2013	2014F	%Change
Crude oil production (Mbbl/d)	34	33 - 37	3%
Capital (\$ million)	\$491	\$850	

Note: Rounded to the nearest 1,000 bbl/d.

- Generates Field Operating Free Cash Flow in 2014
- North Sea
  - -4 Brownfield Allowances (BFAs) approved to date
  - -Ninian development plan commenced in Q4/13
    - 6 well program
- Offshore Africa
  - -Espoir 10-well infill drilling program targeted to commence Q4/14
  - -Baobab 6-well drilling program targeted to commence Q1/15
- South Africa
  - -Rig mobilized, 1st well targeted to drill Q3/14

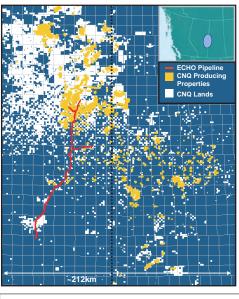
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FIELD OPERATING FREE CASH FLOW GENERATION

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# Primary Heavy Crude Oil Core Area Summary





- Largest primary heavy oil producer in Canada
  - Q2/14 production guidance of 141,000 - 143,000 bbl/d
- Production growth
  - -12% CAGR since 2010
- Extensive land base and infrastructure
  - -Over 8,000 drilling locations
  - -5 major processing facilities
  - ECHO sales pipeline
- 2P reserves
  - -334 million barrels\*
- · High return on capital
- Low operating costs
  - Strong netbacks

\*Company Gross proved plus probable reserves as at December 31, 2013.

VAST LAND BASE AND INFRASTRUCTURE CAPTURES VALUE

# Primary Heavy Crude Oil 2014 Plan



2013	2014F	%Change
136	142 - 146	6%
859	843	
560	545	
\$1,159	\$1,225	
	136 859 560	136 142 - 146 859 843 560 545

Note: Rounded to the nearest 1,000 bbl/d.

- Low operating costs → high netbacks = strong Field Operating Free Cash Flow
- High return on capital
- Technology advancements unlock value

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STRONG CASH-ON-CASH RETURNS

Slide 20

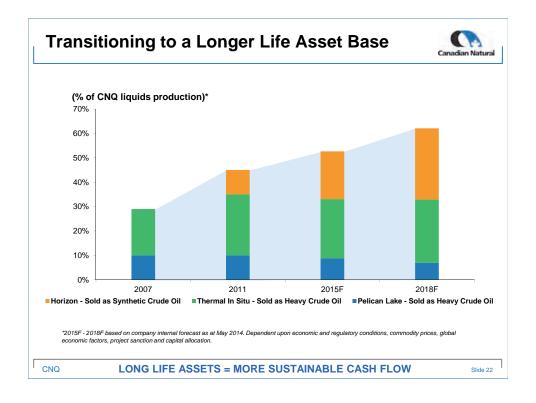
# Funding the Transition to Long Life, Low Decline Asset Mix

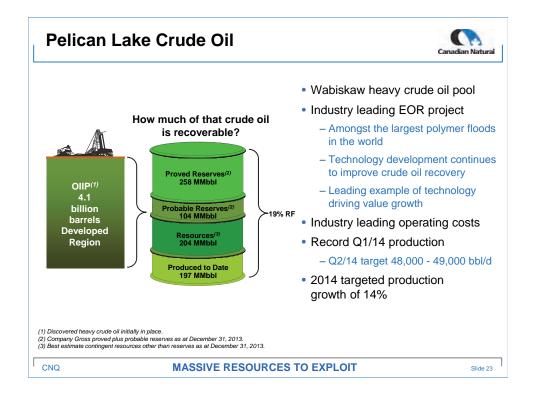


- All conventional assets deliver Field Operating Free Cash Flow
- Pelican & Thermal long life, low decline assets deliver significant Field Operating Free Cash Flow
- Horizon final component of transition to long life, low decline asset base
- Horizon delivers Field Operating Free Cash Flow in 2016/17

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**DELIVERING FREE CASH FLOW** 



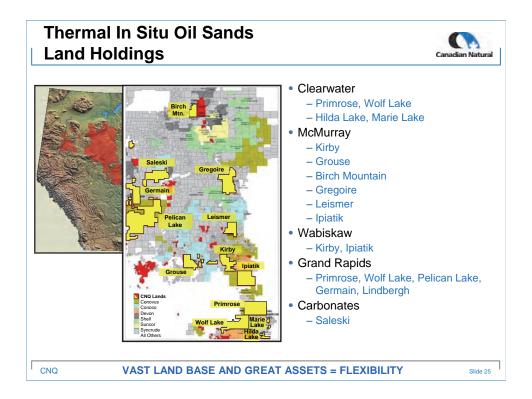


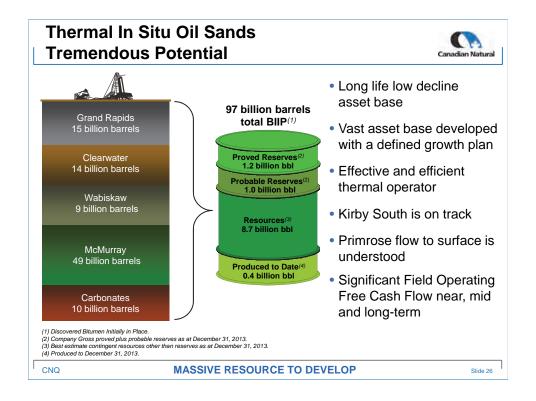
#### **Pelican Lake** 2014 Plan 2013 2014F %Change Production (bbl/d) 43 47 - 51 14% Drilling (net wells) - Producers & Injectors 39 28 Capital (\$ million) \$401 \$250 Note: Rounded to the nearest 1,000 bbl/d.

 Increasing Field Operating Free Cash Flow as capital requirements are reduced and polymer driven performance is realized

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TECHNOLOGY ADVANCEMENT PROVIDES SIGNIFICANT UPSIDE





# Thermal In Situ Oil Sands Growth Plan



			Oil Facility	Target Steam-In
Phase		Reservoir	Capacity Target	Timing
			(bbl/d)	(year)
Primrose South/North	CSS	Clearwater	80,000	On Stream
Primrose East	CSS	Clearwater	40,000	On Stream
Kirby South	SAGD	McMurray	40,000	On Stream
Kirby North Phase 1	SAGD	McMurray	40,000	Q4/16
Grouse	SAGD	McMurray	40,000	2017 - 2019
Lindbergh	SAGD	Grand Rapids	12,000	2019 - 2020
Primrose Expansion	CSS/SAGD	Clwtr/GrRpds	50,000	2020 - 2021
Kirby North Phase 2	SAGD	Wabiskaw	60,000	2022 - 2023
Gregoire Phase 1	SAGD	McMurray	60,000	2024 - 2025
Pelican	SAGD	Grand Rapids	40,000	2026 - 2027
Gregoire Phase 2	SAGD	McMurray	60,000	2028 - 2029

- 522,000 bbl/d of oil facility capacity in the defined growth plan
- 40,000 60,000 bbl/d addition every 2-3 years
- 100% working interest and operatorship

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**CAPTURING VALUE BY DOING IT RIGHT** 

## Thermal In Situ Oil Sands 2014 Focused Execution Plan



- Primrose
  - Complete the flow to surface causation review
  - Initiate steam flood in Primrose East Area 1
  - Resume cost effective pad adds with new steaming strategies
  - Progress follow up processes
  - Evaluate facility steam expansion
- Kirby South Phase 1
  - Ramp up new wells to 40,000 bbl/d at exit 2014
  - Delineate future pad adds to ensure steam plant is maximized
- Kirby North Phase 1
  - Received regulatory scheme approval in May 2014
  - Main construction targeted to start in Q3/14
- Progress mid to long term projects
  - Continue with subsurface and regulatory work at Grouse
  - Geological scoping in Kirby West and Central, Gregoire and Lindbergh

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**CAPTURING VALUE SHORT, MID & LONG TERM** 

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## Thermal In Situ Oil Sands 2014 Plan



	2013	2014F	%Change
Production (Mbbl/d)	97	120 - 135	31%
Drilling (net wells)			
Primrose producers	137	19	
Kirby South producers	8	4	
Strats	73	78	
Service / observation wells	62	70	
Total	280	171	
Capital (\$ million)	\$1,279	\$1,140	

Note: Rounded to the nearest 1,000 bbl/d.

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CONTINUED PRODUCTION GROWTH WITH LONG TERM FOCUS

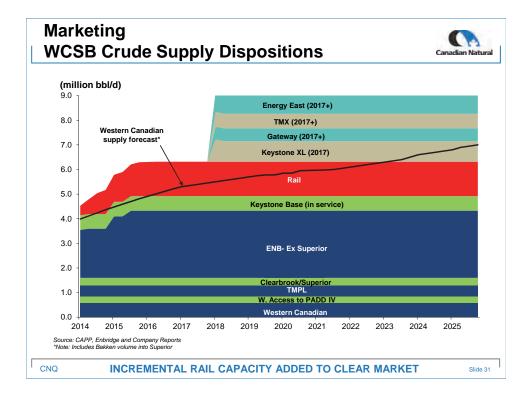
# Marketing Continued Strong Heavy Oil Pricing



- Incremental PADD 2 conversion capacity
  - -Whiting and Marathon capacity increase of 340,000 bbl/d
- Significant additional rail loading capacity in WCSB
  - -1.4 million bbl/d of loading capacity by Q4/15
- Debottlenecking pipeline capacity to USGC via Cushing adds substantial incremental markets
  - Cushing to USGC
    - Seaway 400,000 bbl/d with expansion up to 850,000 bbl/d by Q3/14
    - Keystone Marketlink capacity of 700,000 bbl/d in service
  - Canadian heavy crude oil into Cushing
    - Flanagan South on-stream Q3/14 at 585,000 bbl/d
    - Spearhead estimated at 150,000 bbl/d
    - Keystone Base estimated at 275,000 300,000 bbl/d

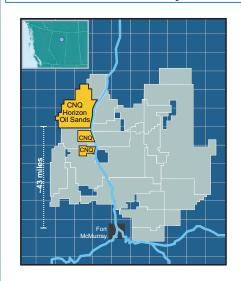
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**INCREMENTAL CAPACITY - STRONG HEAVY OIL PRICING** 



# Horizon Oil Sands - Operations Core Area Summary





- World Class asset
- 14.4 billion barrels BIIP(1)
  - 2P SCO reserves 3.3 billion barrels(2)
  - Best estimate contingent resources other than reserves – 4.1 billion barrels of bitumen<sup>(3)</sup>
- Phased development (SCO)
  - 110,000 bbl/d capacity (Phase 1)
  - Targeted completion of Phase 2/3 to 250,000 bbl/d
  - Potential future expansion to ~500,000 bbl/d of SCO or Bitumen equivalent
- 40+ years of production with no declines
- 100% working interest
- Significant Field Operating Free Cash Flow for decades

(1) Discovered Bitumen Initially in Place.
(2) Company Gross proved plus probable reserves as at December 31, 2013.
(3) Best estimate contingent resources other than reserves as at December 31, 2013.

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**WORLD CLASS OPPORTUNITY** 

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# Horizon Oil Sands - Operations 2014 Plan



	2013	2014F	% Change
Production (Mbbl/d)	100	107 - 115	11%
Sustaining Capital (\$ million)	\$278	\$290	
Turnarounds, Reclamation & Other (\$ million)	\$267	\$340	
Operating Cost (\$/bbl)*	\$43.46	\$36.00 - \$39.00	

\*2013 and 2014F operating costs reflect production downtime

Note: Rounded to the nearest 1 000 hbl/d

- Enhance reliability
  - -6.6% unplanned downtime post turnaround in 2013, Q1/14 5.7%
- · Greater focus on operating cost efficiencies
  - -2014 Guidance: \$36.00-\$39.00/bbl
- · Early completion of Coker expansion
  - -Debottlenecking tie-ins, September 2014
  - -Outage to complete tie-in targeted for 25 days
- Increase production capacity to 127,000 bbl/d

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**FOCUS ON OPERATIONAL EXCELLENCE** 

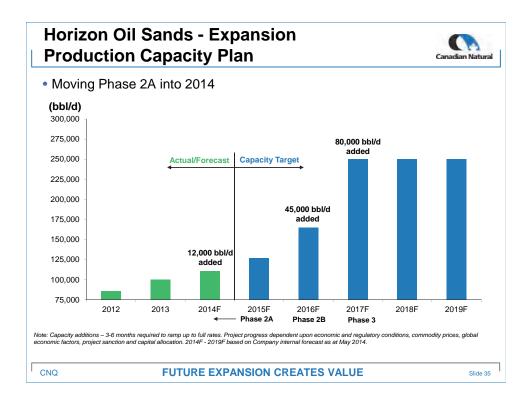
## Horizon Oil Sands - Expansion Efficiencies Achieved Through Expansion

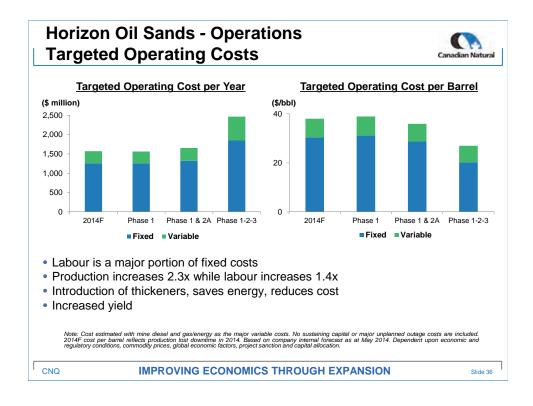


- Reliability and efficiencies will be achieved through completion of original design of Phase 1,2,3 with higher vacuum yield and an even more integrated energy efficient facility
  - -Completion of Reliability (OPP3 and SRU3)
    - Increase performance and recovery of additional light oil barrels with our gas recovery plant
  - -Completion of Phase 2A
    - Expansion and debottleneck of Coker plant will utilize pre-invested infrastructure
  - -Completion of Phase 2B (Mining, OPP, Gas Oil, DRU, Extraction 3/4)
    - Increase bitumen to SCO yield through the vacuum distillate unit
  - -Completion of Phase 3 (SRU, OPP, Hydro-treater, Extraction 1/2)
    - Original design capacity of ~250,000 bbl/d and reduction of operating costs per barrel

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**OPERATIONAL EXCELLENCE** 





## Horizon Oil Sands - Expansion 2014 Plan - Project Expansion Capital



	2013	2014F
Project Capital (\$ million)		
Reliability – Tranche 2	\$90	\$40
Directive 74 and Technology	57	200
Phase 2A	167	100
Phase 2B	1,009	1,325-1,575
Phase 3	493	550-700
Owner's Costs & Other	221	305
Total	\$2,037	\$2,520-2,920

- CNQ execution strategy is working
  - Overall costs tracking at or below budget
  - -2014 tracking to capital budgeted range of \$2,520 \$2,920 million
  - -Phase 2/3 expansion targeted to be 55% complete by the end of 2014

CNQ FOCUS ON PROJECT EXECUTION Slide 37

## **Balance Sheet Strength**



	Actual 2013	2014F <sup>(1)</sup>
Debt / book cap	27.0%	30.2%
Debt / EBITDA	1.1x	1.1x

(1) Midpoint of Guidance.

- Rating Agencies: maintain long-term ratings from S&P (BBB+, Stable Outlook), Moody's (Baa1, Stable Outlook) & DBRS (BBB High, Stable Trend)
  - Short-term rating from S&P (A-2) and Moody's (P-2)
- Increased quarterly dividend to \$0.225 per share
  - 34% dividend CAGR since 2009
- Disciplined allocation of capital
- Normal Course Issuer Bid
  - 10.2 million shares purchased in 2013
  - 2.9 million shares purchased from January 1, 2014 June 16, 2014

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SOLID FINANCIAL BASE SUPPORTS FUTURE GROWTH

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## 2014 Budget Summary



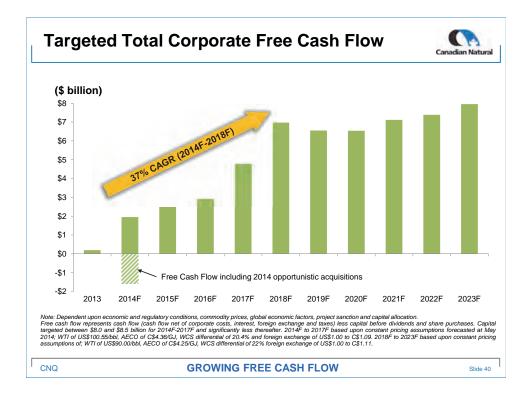
	2014F <sup>(1)</sup>	
Targeted Cash Flow	\$10.3 - \$10.7 billion	
Capital	\$8.1 - \$8.5 billion	
Net acquisitions and other	\$3.6 billion	
Capital for future production	\$3.6 billion	~45%
Capital flexibility in original budget	\$3.2 billion	

	2013	2014F <sup>(1)</sup>	%Change
Crude Oil & NGLs	478	537 - 574	16%
Natural Gas (MMcf/d)	1,158	1,530 - 1,570	34%
MBOE/D	671	792 - 836	21%

Note: 2014F Strip Pricing as of May 2014: WTI US\$100.55/bbl, WCS differential 20.4%, AECO C\$4.36/GJ, C\$/US\$0.91. (1) Includes production volumes associated with acquisitions closed to date in 2014

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**FOCUSED ON VALUE CREATION** 



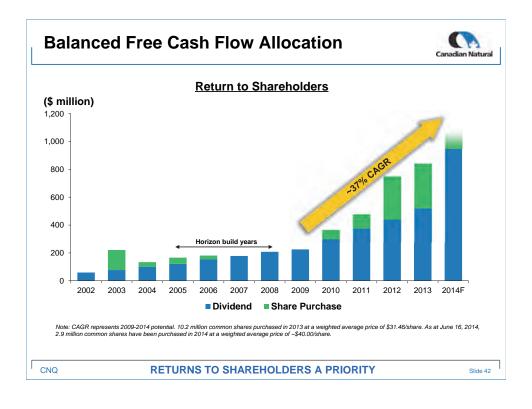
## Free Cash Flow Allocation

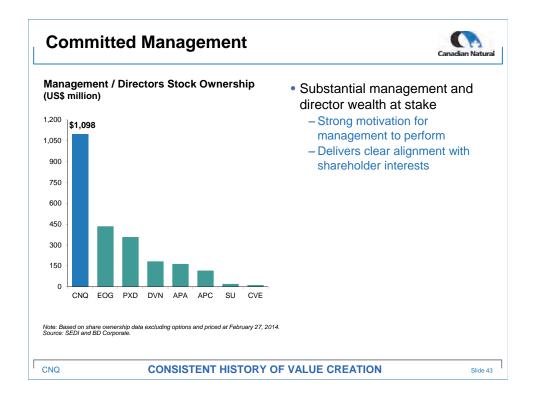


- Resource development
  - -Executing our defined plan
- Dividends
  - -14 consecutive years of dividend increases
    - 34% CAGR (2009 2014)
  - -Must be sustainable
- Share purchases
  - -10.2 million common shares purchased in 2013 at an average price of \$31.46/share
  - -2.9 million common shares purchased January 1, 2014 June 16, 2014 at an average price of ~\$40.00/share
- Opportunistic acquisitions
- Pay down debt

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PRUDENT USE OF CASH FLOW





## The Sustainable Free Cash Flow Independent



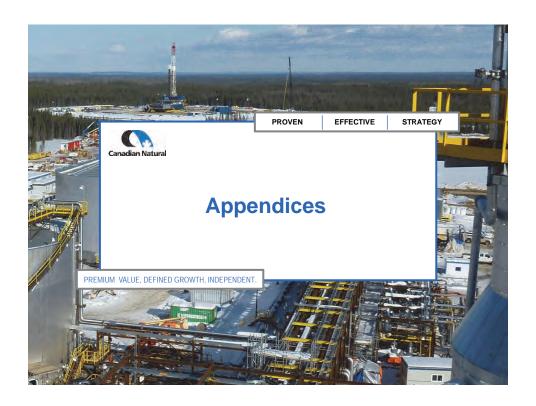
- Proven, Effective, Value Driven Strategy
  - Resource development
  - Dividends
  - Share purchases
  - Acquisitions
  - Debt repayment
- 2. Safe, Effective, Efficient & Environmentally Responsible Operations
- Strong, Balanced, Diverse Portfolio with Significant Upside
  - 1. Balanced
  - 2. Real value
  - 3. Delivering strong free cash flow

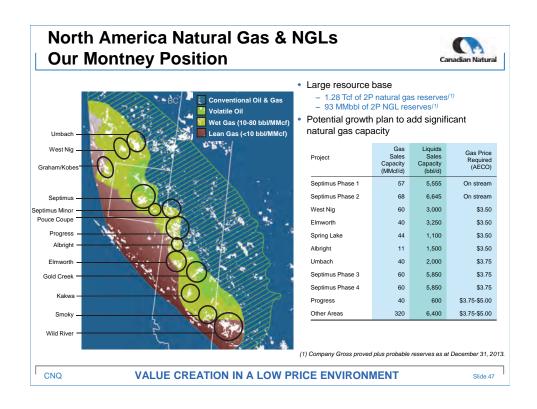
- Transition to Long Life, Low Decline Assets – Increasing Sustainable Free Cash Flow
  - Long life, low decline
  - Consistent capital allocation
  - Horizon, Thermal / In Situ, Pelican
- 5. Balance Sheet Strength
  - Capture opportunities
  - Weather commodity price cycles

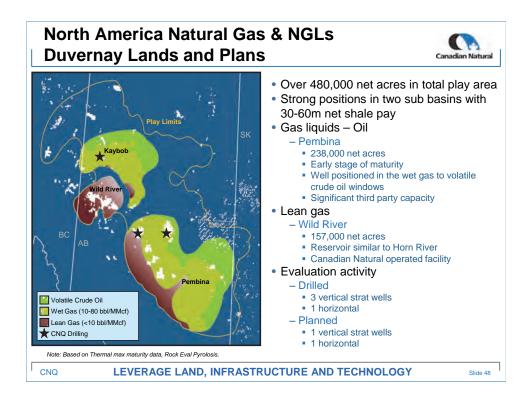
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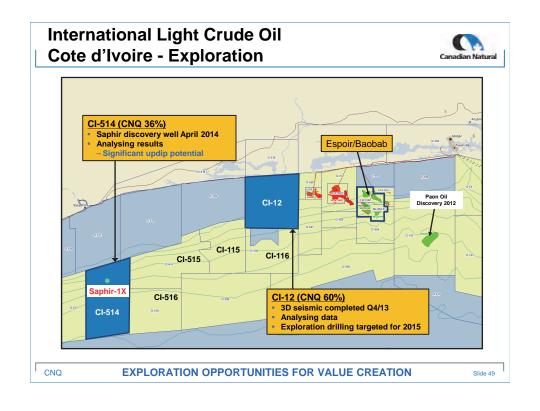
**CONSISTENT HISTORY OF VALUE CREATION** 

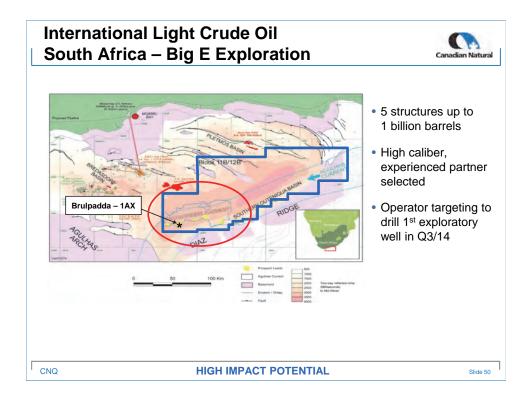
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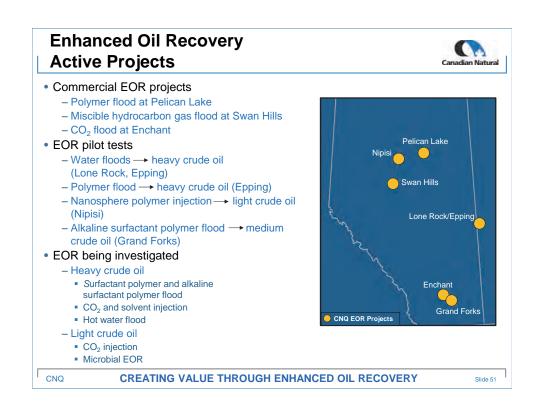


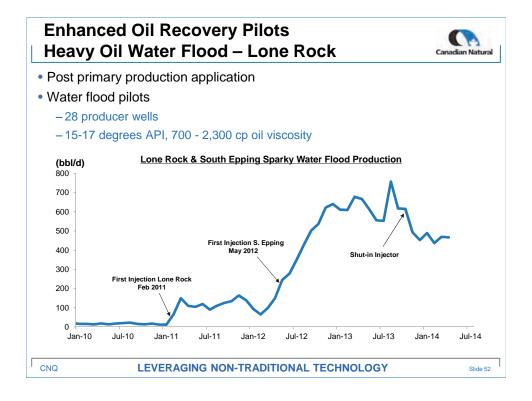


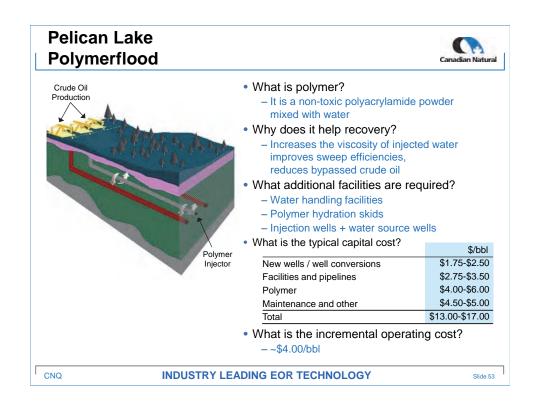


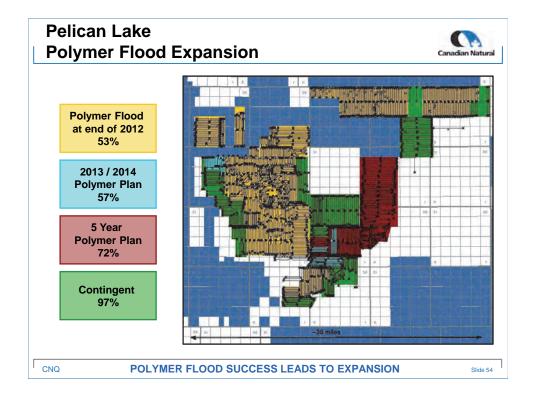


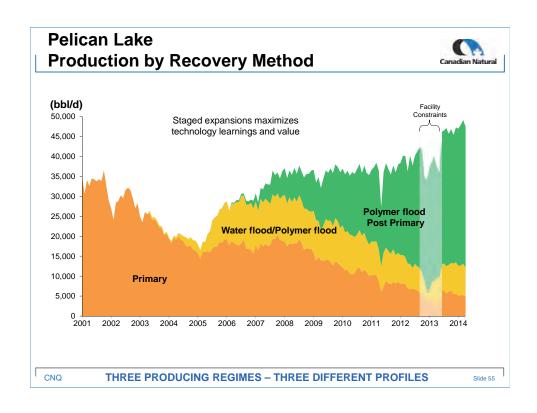


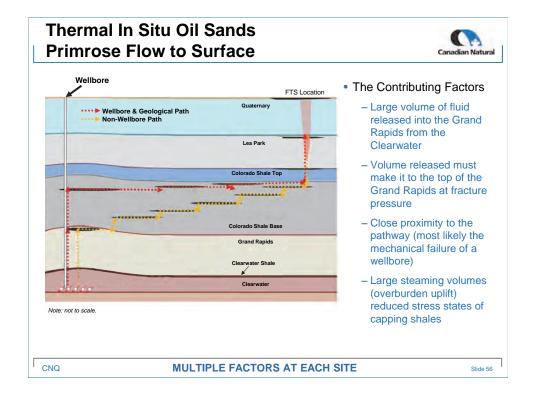


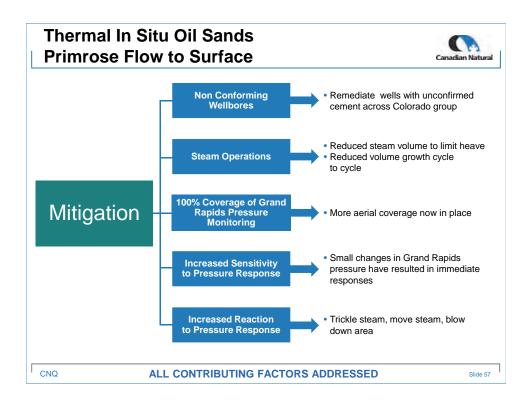


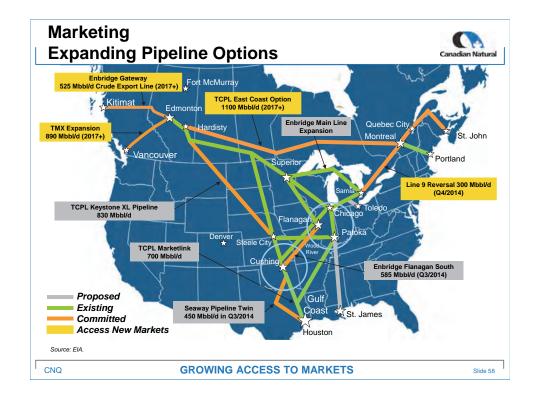


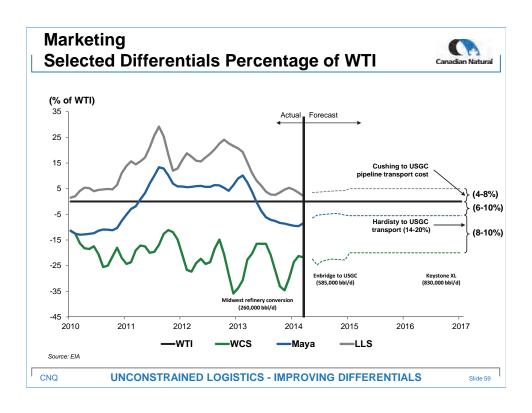












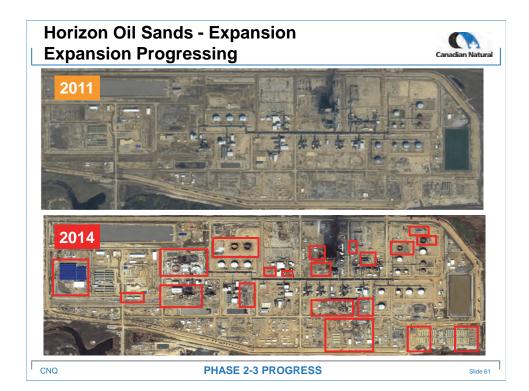
## North American Crude Oil Markets Redwater Upgrader / Refinery

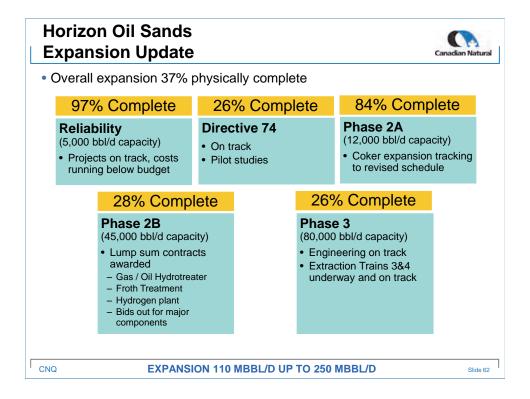


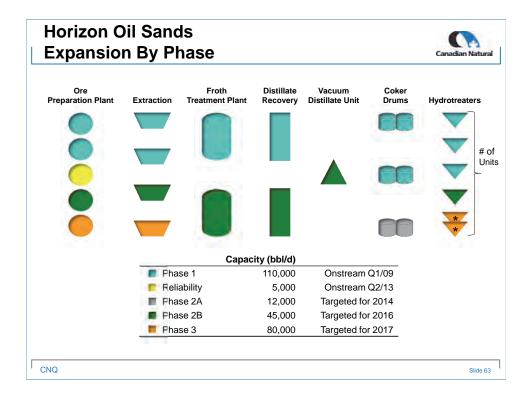
- Project sanctioned November 2012
- 50,000 bbl/d additional bitumen conversion capacity
  - -Canadian Natural 50% ownership
- Return on capital generated by tolls
  - -30 year tolling agreement
  - Tolls determined by project capital, sustaining capital and operating costs
- Tolls paid by
  - -75% Alberta government, BRIK volumes
  - -25% Canadian Natural volumes
- Operated by Redwater Partnership
  - -50/50 Canadian Natural / North West Upgrading

CNQ

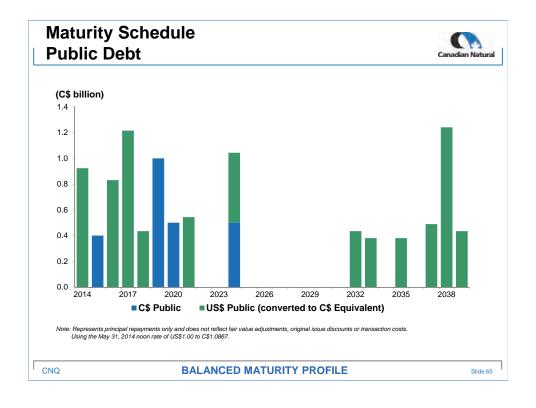
**STRONG STRATEGIC FIT** 







Bank Credit Facilities						
	(C\$ million)	Maturity				
Revolving bank line 1	\$3,000	June 2017				
Revolving bank line 2	\$1,500	June 2016				
Non-Revolving term facility	\$1,000	April 2016				
Operating demand loan	\$ 275	Demand				
North Sea operating line (£15 million)	\$ 28	Demand				
Total bank lines	\$5,803					
Available – March 31, 2014	\$4,561					
US\$ Commercial Paper Program established in Q1 2013     Availability noted above is net of commercial paper issuances of C\$553 million						
CNQ SOLID LINES O	F LIQUIDITY	Slide 64				



#### Resource Disclosure<sup>(1)</sup> **Horizon Oil Sands Synthetic Crude Oil** Discovered Bitumen Initially-In-Place 14,400 million barrels **Proved Company Gross Reserves** 2.221 million barrels of SCO 2.589 million barrels of Bitumen Bitumen volume associated with Proved SCO reserves **Probable Company Gross Reserves** 1,078 million barrels of SCO Bitumen volume associated with Probable SCO reserves 1,196 million barrels of Bitumen Best Estimate Contingent Resources other than Reserves 4,095 million barrels of Bitumen Bitumen Produced to Date 182 million barrels Unrecoverable Portion of Discovered Bitumen Initially-In-Place (2) 6.338 million barrels **Bitumen (Thermal Oil)** Discovered Bitumen Initially-In-Place 96,627 million barrels Proved Company Gross Reserves 1,157 million barrels of Bitumen Probable Company Gross Reserves 1,013 million barrels of Bitumen Best Estimate Contingent Resources other than Reserves 8,672 million barrels of Bitumen Bitumen Produced to Date 405 million barrels Unrecoverable Portion of Discovered Bitumen Initially-In-Place (2) 85,380 million barrels Pelican Lake Heavy Crude Oil Pool Discovered Heavy Crude Oil Initially-In-Place 4,100 million barrels **Proved Company Gross Reserves** 258 million barrels of Heavy Crude Oil Probable Company Gross Reserves 104 million barrels of Heavy Crude Oil Best Estimate Contingent Resources other than Reserves 204 million barrels of Heavy Crude Oil Pelican Lake Heavy Crude Oil Produced to Date 197 million barrels Unrecoverable Portion of Discovered Heavy Crude Oil Initially-In-Place (2) 3,337 million barrels (1) All volumes are Company Gross. (2) A portion may be recoverable with the development of new technology. Note: Company gross proved plus probable reserves as at December 31, 2013. Produced to date is cumulative production to December 31, 2013. Contingent resources at December 31, 2012



## **Special Notes**

#### Special Note Regarding Currency, Production and Reserves

In this document, all references to dollars refer to Canadian dollars unless otherwise stated. Reserves and production data are presented on a before royalties basis unless otherwise stated. In addition, reference is made to crude oil and natural gas in common units called barrel of oil equivalent ("BOE"). A BOE is derived by converting six thousand cubic feet of natural gas to one barrel of crude oil (6Mcf:1bbl). This conversion may be misleading, particularly if used in isolation, since the 6Mcf:1bbl ratio is based on an energy equivalency conversion method primarily applicable at the burner tip and does not represent a value equivalency at the wellhead. In comparing the value ratio using current crude oil prices relative to natural gas prices, the 6Mcf:1bbl conversion ratio may be misleading as an indication of value.

This document, herein incorporated by reference, have been prepared in accordance with IFRS, as issued by the International Accounting Standards Board.

For the year ended December 31, 2013 the Company retained Independent Qualified Reserves Evaluators ("Evaluators"), Sproule Associates Limited and Sproule International Limited (together as "Sproule") and GLJ Petroleum Consultants Ltd. ("GLJ"), to evaluate and review all of the Company's proved and proved plus probable reserves with an effective date of December 31, 2013 and a preparation date of February 3, 2014. Sproule evaluated the North America and International light and medium crude oil, primary heavy crude oil, Pelican Lake heavy crude oil, bitumen (thermal oil), natural gas and NGLs reserves. GLJ evaluated the Horizon SCO reserves. The evaluation and review was conducted in accordance with the standards contained in the Canadian Oil and Gas Evaluation Handbook ("COGE Handbook") and disclosed in accordance with National Instrument 51-101 — Standards of Disclosure for Oil and Gas Activities ("NI 51-101") requirements. In previous years, Canadian Natural had been granted an exemption order from the securities regulators in Canada that allowed substitution of U.S. Securities Exchange Commission ("SEC") requirements for certain NI 51-101 reserves disclosures. This exemption expired on December 31, 2010. As a result, the 2011 and 2012 reserves disclosure is presented in accordance with Canadian reporting requirements using forecast prices and escalated costs.

The Company annually discloses net proved reserves and the standardized measure of discounted future net cash flows using 12-month average prices and current costs in accordance with United States Financial Accounting Standards Board Topic 932 "Extractive Activities - Oil and Gas" in the Company's Form 40-F filed with the SEC in the "Supplementary Oil and Gas Information" section of the Company's Annual Report released in March 2014.

#### Resources Other Than Reserves

The contingent resources other than reserves ("resources") estimates provided in this presentation are internally evaluated by qualified reserves evaluators in accordance with the COGE Handbook as directed by NI 51-101. No independent third party evaluation or audit was completed. Resources provided are best estimates as of December 31, 2013. The resources are evaluated using deterministic methods which represent the expected outcome with no optimism or conservatism.

Resources, as per the COGE Handbook definition, are those quantities of petroleum estimated, as of a given date, to be potentially recoverable from known accumulations using established technology or technology under development, but are not currently considered commercially viable due to one or more contingencies. There is no certainty that it will be commercially viable to produce any portion of these resources.

Due to the inherent differences in standards and requirements employed in the evaluation of reserves and contingent resources, the total volumes of reserves or resources are not to be considered indicative of total volumes that may actually be recovered and are provided for illustrative purposes only.

Crude oil, bitumen or natural gas initially-in-place volumes provided are discovered resources which include production, reserves, contingent resources and unrecoverable volumes.

#### Special Note Regarding non-GAAP Financial Measures

This document includes references to financial measures commonly used in the crude oil and natural gas industry, such as adjusted net earnings from operations, cash flow from operations, cash production costs and net asset value. These financial measures are not defined by International Financial Reporting Standards ("IFRS") and therefore are referred to as non-GAAP measures. The non-GAAP measures used by the Company may not be comparable to similar measures presented by other companies. The Company uses these non-GAAP measures to evaluate its performance. The non-GAAP measures should not be considered an alternative to or more meaningful than net earnings, as determined in accordance with IFRS, as an indication of the Company's performance. The non-GAAP measures adjusted net earnings from operations and cash flow from operations are reconciled to net earnings, as determined in accordance with IFRS, in the "Net Earnings and Cash Flow from Operations" section of the Company's MD&A. The derivation of cash production costs is included in the "Operating Highlights — Oil Sands Mining and Upgrading" section of the Company's MD&A. The Company also presents certain non-GAAP financial ratios and their derivation in the "Liquidity and Capital Resources" section of the Company's MD&A.

Volumes shown are Company share before royalties unless otherwise stated.

### Forward Looking Statements

Certain statements relating to Canadian Natural Resources Limited (the "Company") in this presentation or documents incorporated herein by reference constitute forward-looking statements or information (collectively referred to herein as "forward-looking statements") within the meaning of applicable securities legislation. Forward-looking statements can be identified by the words "believe", "anticipate", "expect", "plan", "estimate", "target", "continue", "could", "intend", "may", "potential", "predict", "should", "will", "objective", "project", "forecast", "goal", "guidance", "outlook", "effort", "seeks", "schedule" or expressions of a similar nature suggesting future outcome or statements regarding an outlook. Disclosure related to expected future commodity pricing, forecast or anticipated production volumes, royalties, operating costs, capital expenditures, income tax expenses, and other guidance provided throughout constitute forward-looking statements. Disclosure of plans relating to and expected results of existing and future developments, including but not limited to the Horizon Oil Sands operations and future expansion, Septimus, Primrose, Pelican Lake, the Kirby Thermal Oil Sands Project, the Keystone XL Pipeline US Gulf coast expansion, and the construction and future operations of the North West Redwater bitumen upgrader and refinery also constitute forward-looking statements. This forward-looking information is based on annual budgets and multi-year forecasts, and is reviewed and revised throughout the year as necessary in the context of targeted financial ratios, project returns, product pricing expectations and balance in project risk and time horizons. These statements are not guarantees of future performance and are subject to certain risks and the reader should not place undue reliance on these forward-looking statements as there can be no assurances that the plans, initiatives or expectations upon which they are based will occur.

In addition, statements relating to "reserves" are deemed to be forward-looking statements as they involve the implied assessment based on certain estimates and assumptions that the reserves described can be profitably produced in the future. There are numerous uncertainties inherent in estimating quantities of proved and proved plus probable crude oil and natural gas reserves and in projecting future rates of production and the timing of development expenditures. The total amount or timing of actual future production may vary significantly from reserve and production estimates.

The forward-looking statements are based on current expectations, estimates and projections about the Company and the industry in which the Company operates, which speak only as of the date such statements were made or as of the date of the report or document in which they are contained, and are subject to known and unknown risks and uncertainties that could cause the actual results, performance or achievements of the Company to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Such risks and uncertainties include, among others: general economic and business conditions which will, among other things, impact demand for and market prices of the Company's products; volatility of and assumptions regarding crude oil, SCO and natural gas prices; fluctuations in currency and interest rates; assumptions on which the Company's current guidance is based; economic conditions in the countries and regions in which the Company conducts business; political uncertainty, including actions of or against terrorists, insurgent groups or other conflict including conflict between states; industry capacity; ability of the Company to implement its business strategy, including actions of development activities; impact of competition; the Company's between states; industry capacity; ability of the Company to implement its business strategy, including exploration and development activities; independent of the Company's and its subsidiaries' ability to secure adequate transportation for its products; unexpected disruptions or delays in the resumption of the mining, extracting or upgrading of the Company's bitumen products; potential delays or changes in plans with respect to exploration or development projects or capital expenditures; ability of the Company to attract the necessary labour required to build its thermal and oil sands mining projects; operating hazards and other difficulties inherent in the exploration for and production on development projec

Although the Company believes that the expectations conveyed by the forward-looking statements are reasonable based on information available to it on the date such forward-looking statements are made, no assurances can be given as to future results, levels of activity and achievements. All subsequent forward-looking statements, whether written or oral, attributable to the Company or persons acting on its behalf are expressly qualified in their entirety by these cautionary statements. Except as required by law, the Company assumes no obligation to update forward-looking statements, whether as a result of new information, future events or other factors, or the foregoing factors affecting this information, should circumstances or Management's estimates or opinions change.



## Hedging

At May 8, 2014, the Company had the following net derivative financial instruments and physical sales outstanding:

#### Sales contracts

	Re	emaining term	Volume	Weigh	nted a	average price	Index
Crude oil							
Price collars <sup>(1)</sup>	Apr 2014	– Jun 2014	50,000 bbl/d	US\$80.00	_	US\$123.09	Brent
	Apr 2014	– Dec 2014	50,000 bbl/d	US\$75.00	_	US\$121.57	Brent
	Apr 2014	– Dec 2014	50,000 bbl/d	US\$80.00	_	US\$120.17	Brent
	Apr 2014	– Dec 2014	50,000 bbl/d	US\$90.00	_	US\$120.10	Brent
	Jul 2014	- Sep 2014	50,000 bbl/d	US\$80.00	_	US\$122.09	Brent
	Jan 2015	– Dec 2015	8,000 bbl/d	US\$80.00	_	US\$122.53	Brent
	Apr 2014	– Jun 2014	50,000 bbl/d	US\$80.00	_	US\$107.84	WTI
	Apr 2014	– Dec 2014	50,000 bbl/d	US\$75.00	_	US\$105.54	WTI
	Jul 2014	– Dec 2014	50,000 bbl/d	US\$80.00	_	US\$107.81	WTI

<sup>(1)</sup> Subsequent to March 31, 2014, the Company entered into an additional 42,000 bbl/d of US\$80.00 – US\$120.14 Brent collars for the period January to December 2015.

	Rer	naining term Volume		Weighted average price	Index
Natural gas					
AECO basis swaps	Apr 2014 –	Oct 2014	500,000 MMBtu/d	US\$0.50	AECO/NYMEX
Put options	Apr 2014 –	Oct 2014	750,000 GJ/d	\$3.10	AECO
Price collars	Apr 2014 –	Dec 2014	200,000 GJ/d	\$4.00 - \$5.03	AECO

	Remaining Term	Volume	Weighted average price Fixed WCS differential (\$/bbl)	Index
Physical crude oil sales <sup>(2)</sup>				
Apr 201	4 – Jun 2014	10,000 bbl/d	US\$21.69/bbl	WTI
Jul 201	4 - Sep 2014	10,000 bbl/d	US\$20.81/bbl	WTI
Oct 201	4 – Dec 2014	10,000 bbl/d	US\$20.81/bbl	WTI

<sup>(2)</sup> Subsequent to March 31, 2014, the Company entered into an additional 10,000 bbl/d of Weighted average fixed WCS differential at US\$20.55 for the period October to December 2014.

Note: The Company's outstanding commodity derivative financial instruments are expected to be settled monthly based on the applicable index pricing for the respective contract month.



## **Key Historic Data**

Operational Information	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	
Daily production, before royalties							
Crude oil and NGLs (Mbbl/d)	316	355	425	389	451	478	
Natural gas (MMcf/d)	1,495	1,315	1,243	1,257	1,220	1,158	
Barrels of oil equivalent (MBOE/d)	565	575	632	599	655	671	
Daily production, after royalties							
Crude oil and NGLs (Mbbl/d)	276	318	369	329	389	414	
Natural gas (MMcf/d)	1,246	1,214	1,193	1,209	1,190	1,104	
Barrels of oil equivalent (MBOE/d)	484	525	568	531	587	598	
Proved reserves, after royalties <sup>(1)</sup>							
Crude oil and NGLs (MMbbl)	1,346	1,377	1,519	1,572	1,677	1,767	
Natural gas (bcf)	3,684	3,179	3,792	3,930	3,670	3,813	
Barrels of oil equivalent (MMBOE)	1,960	1,907	2,151	2,227	4,179	4,230	
Mining reserves, SCO (MMbbl)	1,946	1,650	1,597	1,750	1,891	1,827	
Drilling activity, net wells	,	,	,	·	•	,	
Crude oil and NGLs	682	644	934	1,103	1,203	1,117	
Natural gas	269	109	92	83	35	44	
Dry	39	46	33	48	33	30	
Strats and service	131	329	491	657	727	384	
Realized product pricing, before hedging activities & after tran							
Crude oil and NGLs (C\$/bbl)	82.41	 57.68	65.81	77.46	70.24	71.59	
Natural gas (C\$/Mcf)	8.39	4.53	4.08	3.73	2.44	3.30	
Results of operations (C\$ million, except per share)							
Cash flow from operations	6,969	6,090	6,333	6,547	6,013	7,477	
per share – Basic	6.45	5.62	5.82	5.98	5.48	6.87	
Net earnings	4,985	1,580	1,673	2,643	1,892	2,270	
per share – Basic	4.61	1.46	1.54	2.41	1.72	2.08	
Capital expenditures (net, including combinations)	7,451	2,997	5,514	6,414	6,308	7,274	
Balance Sheet Info (C\$ million)	, -	,	- / -	-,	.,	.,	
Property, plant and equipment	38,966	39,115	38,429	41,631	44,028	46,487	
Total assets	42,650	41,024	42,954	47,278	48,980	51,754	
Long-term debt	12,596	9,658	8,485	8,571	8,736	9,661	
Shareholders' equity	18,374	19,426	20,368	22,898	24,283	25,772	
Ratios	- / -	-, -	-,	,	,	,	
Debt to cash flow, trailing 12 months	1.9x	1.6x	1.3x	1.3x	1.5x	1.3x	
Debt to book capitalization	41%	33%	29%	27%	26%	27%	
Return to common equity, trailing 12 months	33%	8%	8%	12%	8%	9%	
Daily production before royalties per 10,000 common shares	5.2	5.3	5.8	5.5	6.0	6.2	
Proved and probable reserves before royalties per common share*	3.1	5.8	6.3	6.9	7.2	7.3	
*2009, 2010 and 2011 Horizon SCO included in Crude Oil and NGLs	reserves						
<b>Share information</b>							
Common shares outstanding	1,081,982	1,084,654	1,090,848	1,096,460	1,092,072	1,087,322	
Weighted average common shares – Basic	1,081,294	1,083,850	1,088,096	1,095,582	1,097,084	1,088,682	
Dividend per share (C\$)	0.2	0.21	0.3	0.36	0.42	0.575	
TSX trading info							
High (C\$)	55.65	39.50	45.00	50.50	41.12	36.04	
Low (C\$)	17.10	17.93	31.97	27.25	25.58	28.44	
Close (C\$)	24.38	38.00	44.35	38.15	28.64	35.94	
		11					

<sup>(1)</sup> Reserves prior to 2010 were calculated using constant prices and 2010 forward were calculated based on escalating prices due to change in disclosure requirements.

Note: All per share data adjusted for 2004, 2005 and 2010 Stock splits.



## **Corporate Guidance**

May 8, 2014

Includes production volumes and capital associated with acquisitions closed to date in 2014.

Includes production volumes and capital associated with acquisitions closed to	Q2/14 Q2/14 Guidance		2014 Updated Guidance
<u>Daily Production Volumes</u> (before royalties) Natural gas (MMcf/d)	1,620 - 1,660		1,530 - 1,570
Crude oil and NGLs (Mbbl/d) North America North America – Thermal In Situ North America – Oil Sands Mining* International	280 - 288 98 - 108 114 - 119 27 - 31 519 - 546		277 - 287 120 - 135 107 - 115 33 - 37 537 - 574
*Oil Sands Mining annual production guidance reflects production downtime in 2014 for the targeted			331 - 314
Capital expenditures (C\$ million) North America natural gas and NGLs North America crude oil International crude oil <sup>2</sup> Total Exploration and Production			\$ 800 2,095 850 3,745
Thermal In Situ Oil Sands Primrose and future Kirby South Kirby North Phase 1 Total Thermal In Situ Oil Sands			610 110 420 1,140
Midstream Property acquisitions, dispositions and other			110 3,550
Horizon Oil Sands Project Project capital Reliability – Tranche 2 Directive 74 Phase 2A Phase 2B Phase 3 Owner's costs and other Total capital projects Technology Phase 4 Sustaining capital Turnarounds and reclamation Capitalized interest and other Total Capital Expanditures			3,660  40 200 100 1,325 - 1,575 550 - 700 305 2,520 - 2,920 10 25 290 50 290 3,185 - 3,585
Total Capital Expenditures  Average Annual Cost Data			\$ 11,730 <i>-</i> 12,130
Natural Gas – North America (Mcf) Crude oil and NGLs (bbl) North America (excluding Oil Sands Mining) North America – Oil Sands Mining <sup>1</sup> North Sea <sup>2</sup> Offshore Africa <sup>2</sup> 1) Oil Sands Mining operating costs include energy costs and reflect production downtime in 2014 at 2) International Capital and Operating Costs principally reflect changes in foreign exchange since be Other Information Cash income and other taxes (C\$ million)	as noted above.	Royalty Rate 10 - 11% 19 - 21% 5 - 6% - 1.5 - 6.5%	Operating Cost \$1.35 - 1.45 \$13.00 - 15.00 \$36.00 - 39.00 \$60.00 - 64.00 \$38.50 - 42.50
Sask. Resources Surcharge / Capital Tax Current income taxes – North America Current income taxes/(recovery) – International and Petroleum Revenue	Tax		\$32 - 36 \$950 - 1,050 \$(95) - (115)
Effective income tax rate on adjusted earnings Midstream cash flow (C\$ million) Average corporate interest rate			26 - 30% \$70 - 80 4.00 - 4.20%

Note: Interest rates are subject to change depending upon short term rate changes. Cash income taxes are subject to variation with commodity prices and the level and classification of capital expenditures. Cash PRT is subject to variation due to commodity price and capital spending. 2014 Updated Guidance based on an average annual WTI of US\$99.56/bbl, AECO of C\$4.60/GJ and an exchange rate of US\$1.00 to C\$1.11 and £1.00 to C\$1.85.



**PROVEN** 

**EFFECTIVE** 

**STRATEGY** 

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