Before the publication of **Equinor 2q results 26 July**, we invite you to provide your input to the analyst consensus estimates by filling in the attached spreadsheet and resend to Equinor IR. Consensus will be established around the following items:

- Adjusted earnings per reporting segment and tax on adjusted earnings per segment
- Adjusted exploration expense for EPN and EPI
- Equity production (split between liquids and gas, NCS and from international fields)
- Impact from PSA and US royalty barrels (to reach your estimated entitlement production)
- Liquids price in the quarter (separate lines for EPN and EPI)

We invite you to provide tax on adjusted earnings per reporting segment, so that total tax on adjusted earnings will just be a formula adding the individual tax amounts from EPN, EPI, MMP and Other. We also remind you that the result for Financials is not included in the adjusted numbers and we will therefore ask you NOT to consider this in the input above.

For your convenience, we hereby remind you of some factors relevant for our 2Q results as well as other information that might be useful:

E&P Norway

- Normally NCS production in 2Q (and 3Q) is seasonally below 1Q and 4Q numbers due to more gas production in the heating months and regular maintenance during the summer months. There has been no indication that this seasonal trend has been altered this year. The regular maintenance also impacts the liquids production mix (higher share of NGL)
- The Norwegian Petroleum Directorate publishes monthly production figures, normally issued 10-15 days into a month, giving preliminary figures for the previous month and more detailed information for earlier months. Data from NPD per field can be found here (download possible, for English language click top corner on the right). Equinor is not responsible for any NPD data, but you may find the data convenient. The NPD-data released 19 June indicated liquids production well below the NPD-forecast. This prompted several questions to Equinor IR asking if Equinor can confirm the same trend for the company. Equinor does not confirm this as we a) don't guide on monthly numbers, b) has not issued any announcement related to issues for particular fields in that period and c) monthly variations must anyhow be expected. However, we note that given the Equinor presence in most NCS fields it is normally a good correlation between NPD-figures and Equinor figures.
- One particular field on NCS jumped to a high depreciation basis in 1q18 (not repeating the reasoning here). This field is expected to see (similar) high depreciation per boe in 2q and 3q18.
- Equinor lost a court case (Oslo Tingrett, 15. May, documents in Norwegian) related to the termination of a COSL rig that had been working for the Troll field. There had been no provisions for this in the past in the Equinor accounts, and it is yet to determine whether provisions will be made for 2q18. You should note that Equinor has 30.6% of the Troll ownership and the amount will also have implications for taxes (can be deducted). Finally, there can still be an appeal and the ruling will in any case not have a cash impact on 2q18.
- Two NCS tax instalments were paid in the quarter, each of about NOK 8 bn.
- We remind you that the assets on NCS (Norway Continental Shelf) have NOK as functional currency, i.e. the accounts are recorded in NOK. Currency movements will also impact depreciation (assets to be depreciated are recorded in NOK) as this is translated into USD as the reporting currency

E&P International:

- The Roncador transaction closed 14 June. This implies 16 days of accounting impact (production, cost, revenue, DDA).
- The acquisition of 40% of North Platte in GOM closed 11 April. Equinor cost was USD 226 million. This transaction has no impact on 2q18 earnings or cash flow.
- Equinor announced the sale of certain UK assets (including Alba) 30 April, effective date 1 January 2018. The transaction has not yet closed.
- Equinor completed realignment of interest in the block BM-S-8 area in Brazil, June 6.
- Equinor was awarded blocks in Brazil 29 March. The signature bonus for these blocks totalled USD 1115 million and Equinor's share is USD 292 million. Payments have not been made.
- Equinor participates in consortiums who won bids in the 4th production sharing round in Brazil (7 June). The signature bonuses will not be paid in 2q18.

MMP

- The preliminary internal gas transfer price for 2Q will be published on our web page early July. The conversion applied is 1 mmBtu equalling 26.28 Scm3. NOK/USD is calculated using average currency rates for the quarter.
- We remind you that the recent increase in observed day-ahead spot prices for gas do not necessarily reflect realised gas prices for Equinor as Equinor will sell gas also related to other reference prices with longer time horizon. These contracts will also have a negative mark to market effect impacting reported cash flow within this quarter.
- Working capital affected by increase in inventory mainly due to prices but also partially from increased volumes at the end of the quarter.
- Given normal volume and trading conditions the adjusted result for MMP has been in the range USD 250-500 million/quarter, traditionally higher end during winter lower end during summer

Exploration

- We estimate that over time, roughly 3/4 of exploration expenditure is expensed. The results for each individual quarter will however depend upon the outcome of the wells finalised as well as our share of the cost. In addition expensed exploration depends upon results from wells from previous quarter(s). Well costs are activated (capitalised) as they are being drilled. In case of a negative result the entire cost will be expensed in the quarter when the well is completed. Note that our capex guiding includes an estimate for capitalised exploration.
- In addition there are other costs like seismic acquisition, early phase development etc. that will hit the exploration expense cost line.
- We have had activity in 8 wells in 2Q18, 3 on NCS and 5 outside Norway (EPI). 3 wells were completed, 2 of them in Norway.
- Results of exploration wells in Norway are always announced by NPD and you will also find information on our web-pages.

Cash flow movements

Cash Flow is not part of Equinor consensus. For your convenience we will nevertheless remind you of some movements (not a comprehensive list):

- As mentioned above, two instalments of about NOK 8 billion were paid in taxes in Norway.
- In addition, CO_2 taxes of about NOK 2 billion was paid in Norway this quarter.
- Full dividend was paid in May, USD 730 million
- Bond redemption paid in May of USD 1.25 bn.
- Adjusted cash consideration of USD 2 billion paid to Petrobras following the closing of the Roncador deal.
- Following the closing of the deal(s) related to BM-S-8 in Brazil, Equinor received USD 955 million in cash in 2q18.

Next quarter(s) (conditional):
- Full dividend payment of USD 730 million for 1q18 will be paid in 3q18.
- Brazil 4th round signature bonuses expected to be paid end 3q18. Sum in USD will be in excess of USD 200 million.
- Brazil 15th round signature bonuses expected to be paid in 3q18. The sum will be in excess of USD 250 million.
- Divestments of various mid-stream assets in UK is expected to add about USD 140 million to cash in 3q18.

We also make you aware of a correction that will impact numbers for 2q18:

A classification error within cash flows provided by operating activities for Q1 2018 has been identified. The classification error lead to "Cash flows provided by operating activities before taxes paid and working capital items" being overstated by USD 114 million, and a similar understatement of "(Increase)decrease in working capital, leaving total cash flows provided by operating activities unchanged. The error had the consequence that Free Cash Flow was similarly overstated. Due to the nature of size of the classification error it will be corrected in the Q2 2018 reporting resulting in a corresponding understatement of Free Cash Flow with a similar amount.

Changes to Accounting Policies

None that we are aware of as of now.
Please refer to notes to the 1q report (or the consensus invitation 1q18) for changes implemented by the start of 2018.

Other information:

- Follow this link for reports, web-cast, presentations, and transcripts from previous quarters.
- All presentations from our CMU 7 February can be found here. It is also possible to replay the webcast.
- The annual report and 20-F for 2017 was published 23 March The reports do contain relevant information in order to understand our business, reporting and numbers and can be found here: Annual reports.
- Information from the annual general meeting can be found here. Note that the AGM decided to change the name of the company from "Statoil" to "Equinor" and this has taken effect. Equinor asks you to reflect this this (new name, logo, tickers) when you are referring to our company.
- There was one dividend payment in 2Q18. This had a payment of USD 0.23 cents/share and no scrip.

- Equinor published its macro report, Energy Perspectives 2018, June 7. This is not relevant for the quarterly numbers, but is recommended reading for the longer term perspectives.

Guiding:

- Organic capital expenditures for 2018 (i.e. excluding acquisitions, capital leases and other investments with significant different cashflow pattern) are estimated at around USD 11 billion
- Guidance of a total exploration activity level of around USD 1.5 billion for 2017, excluding signature bonuses.
- The equity production for 2018 is estimated to be 1-2% above the 2017 level (rebased 2017 of 2073 mboe/d, adjusted for the KKD/oil sands-transaction and Petrocedeno reclassification).
- For the period 2017 – 2020 organic production growth is expected at 3-4% CAGR
- Scheduled maintenance activity is estimated to reduce quarterly production by approximately 50 mboe per day in the first quarter of 2018. In total, maintenance is estimated to reduce equity production by around 30 mboe per day for the full fiscal year 2018.
- The guiding of the financial result, excluding FX and derivatives, is around minus USD 150-200 million (assuming an approximately normal result for the financial investments). As stated above, "Financials" is not part of concensus and not part of the «adjusted numbers» Equinor presents.

The 2q results will be reported 26 July at 07:00 CET.

For more information please visit our web-page. You may find useful historic information under the heading "information for analysts".

Note that we have a "quiet period" last two weeks before reporting with no/minimum interaction with analysts and investors.

We will make the aggregated, average consensus numbers available through our web-page and notify by e-mail once they are out.