Invitation to consensus Q3 2019:

Before the publication of the **Equinor 3Q results on 24 October**, 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 3Q results as well as other information that might be useful. Some of these items are preliminary and could change as we get more information before the release of results:

E&P Norway:

- Typically, NCS production in Q3 (like Q2) is seasonally below Q1 and Q4 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 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. Historically, monthly production data for NCS has correlated well with Equinor production.
- Scheduled turnaround activity for the group (EPN and EPI) is estimated to reduce quarterly production by approximately 50 mboe per day. NB Troll A turnaround is not included in this number as it is counted as flex gas.
- Aasta Hansteen has reached plateau earlier this year. We see stable gas share compared to 3Q 2018, lower gas share compared to 2Q 2019.
- Some operational challenges impacted production negatively in the quarter (Snorre B), Snorre B back in production at low rates.
- For liquids we have observed wider price differentials to Brent Blend than normal.
- The NGL-share of liquids production is expected to be in the upper end of a normal range (about 18-24%).
- We remind you that the observed day-ahead spot prices for gas do not necessarily reflect realised gas prices for Equinor as Equinor will also sell gas related to other reference prices with longer time horizons. Equinor has moved towards more spot-based gas sales. However as this is a gradual transition the portfolio will continue to have some sales with longer dated indices for the remainder of 2019.
- We remind you that the assets on NCS Norway have NOK as functional currency, i.e. the accounts are recorded in NOK. Currency movements will hence impact depreciation (assets to be depreciated are recorded in NOK) as this is translated into USD as the reporting currency.

- We expect depreciation in underlying currency per barrel in 2019, on average, to be below the level in 2018, but expect some increase from Q2 to Q3.
- EPN Opex for Q3 will also in Q3 include pre-operations cost for several new fields (cost with no volumes)

E&P International:

- Scheduled turnaround activity for the group (EPN and EPI) is estimated to reduce quarterly production by approximately 50 mboe per day
- Production impacted by turnaround activity, unplanned losses and decline on mature fields, partly offset by new fields Mariner and Utgard coming onstream during the quarter. However, the start-up of these fields where in the latter part of the quarter.
- DD&A impacted by higher depreciation relating to Mariner
- We remind you that there is flexibility in our US gas production and production can thus react to market signals. Market prices in 3Q were lower YoY and QoQ
- Two cargos were lifted from Agbami in the quarter

MMP:

- The Mongstad refinery had a turnaround in 3Q impacting refinery earnings in the quarter
- As observed in 2Q, realised liquids price has in the quarter been negatively affected by NGL prices and weaker differentials for our crude qualities compared to Brent.
- Average Brent for the quarter was 62 USD/bbl, -9,9% compared to last quarter (68.8 USD/bbl).
- The Troll field had a turnaround in 3Q impacting gas volumes for the quarter. In addition, we remind you that Troll is a flexible field and Equinor will optimize deliveries to take advantage of market developments
- We remind you that the observed day-ahead spot prices for gas do not necessarily reflect realised gas prices for Equinor as Equinor will also sell gas related to other reference prices with longer time horizons. Equinor has moved towards more spot-based gas sales. However as this is a gradual transition the portfolio will continue to have sales with longer dated indices for the remainder of 2019.
- We remind you that US gas trading contribution to MMP is typically zero or negative in Q2/Q3 due to local prices versus sale prices in relevant markets during summer months. For Q3 the sale prices have continued to be low relative to the production area and the spread has not covered the fixed transportation cost.
- The preliminary internal gas transfer price for Q3 was published on our web page on 2 October (also see our web page for historical prices).
- 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 and lower end during summer

Exploration:

Equinor had activity in 21 wells in 3Q19, 10 on NCS and 11 outside Norway (DPI). 11 wells were completed, 7 in Norway and 4 in DPI.

- Results of exploration wells in Norway are always announced by NPD and you will also find information on our web-pages regarding discoveries.
- 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 the event 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.

Effective tax rate:

- Indicative tax range for EPN: 72-74%
- Indicative tax range for EPI: 30-45%
- Indicative tax range MMP: 40-60%

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):

- Caesar Tonga acquisition ~800mn
- Lundin transaction, sale of shares: USD 1.5bn (SEK 14.5bn)
- Lundin transaction, Sverdrup payment: USD 930mn
- One payment of cash tax NCS: USD 1.4bn (NOK 12bn)
- Dividend paid: USD 865mn (0.26 cent per share)
- Bond redemption: EUR 500mn
- Share buyback programme (as of 26th Sept): USD 91mn (NOK 819mn)

Next quarter (conditional):

- Two tax instalments NCS: USD 2.8bn (NOK 24bn)
- CO2 taxes in Norway of about USD 100 million to be paid
- Dividend payment of USD 865 million (0.26 cent per share)
- Bond redemption of USD 750 million
- First tranche of buyback programme will be concluded by 25 February 2020 (Total USD 500 million)

Changes to Accounting Policies:

No changes are expected to the accounting principles, nor the presentation of the results.

Other information:

- Follow this link for reports, web-cast, presentations, and transcripts from previous quarters.
- The annual report and 20-F for 2018 was published 15 March. The reports do contain relevant information in order to understand our business, reporting and numbers and can be found here: Annual reports.

Guiding:

- Production for 2019 is estimated to be around the 2018 level
- Organic capital expenditures for 2019 (i.e. excluding acquisitions, capital leases and other investments with significant different cashflow pattern) are estimated at USD 10-11 billion
- Guidance of a total exploration activity level of around USD 1.7 billion for 2019, excluding signature bonuses.
- For the period 2019 – 2025, production growth is expected to come from new projects resulting in around 3% CAGR.

- Scheduled turnaround activity is estimated to reduce quarterly production by approximately 50 mboe per day in the third quarter of 2019. In total, maintenance is estimated to reduce equity production by around 40 mboe per day for the full year of 2019.
- 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 consensus and not part of the «adjusted numbers» Equinor presents

The Q3 results will be reported 24 October at 07:00 CET.

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