Before the publication of **Statoil's 1Q results 25 April**, we invite you to provide your input to the analyst consensus estimates by filling in the attached spreadsheet and resend to Statoil 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 DPN and DPI
- 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 DPN and DPI)

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 DPN, DPI, 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 1Q results as well as other information that might be useful:

D&P Norway

- Normally NCS production in 1Q (and 4Q) is seasonally above 2Q and 3Q numbers due to 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). Statoil is not responsible for any NPD data, but you may find the data convenient.
- Statoil announced closing of the Martin Linge transaction 19 March. This implied a payment, including pro et contra, in 1Q18 of USD 1.56 bn.
- One NCS tax instalment was paid in the quarter.
- 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.

D&P International:

- Partial payments of USD 345 million for the previously announced acquisition of the Carcara discovery in Brazil were made in 1Q18.
- December 18 2017 Statoil announced an agreement with Petrobras where Statoil will take 25% of the Roncador field. The total consideration comprises an initial payment of USD 2.35 billion, plus additional contingent payments of up to USD 550 million. Note that this was not closed during 1Q18 and will hence not impact the results in the quarter.
- A payment of about USD 44 was made in the quarter as a consequence of the previously announced changes to the PSA for ACG in Azerbaijan. This was the annual payment for 2018.
- Statoil was awarded blocks in Brazil 29 March. The signature bonus for these blocks totalled USD 1115 million and Statoil's share is USD 292 million. Payments have not been made.

MMP

- The preliminary internal gas transfer price for 1Q is published on our web page at 5.48 USD/mmBtu. 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 observed day-ahead spot prices for gas, both Europe and US, do not necessarily reflect realised gas prices for Statoil as Statoil will sell gas also related to other reference prices with longer time horizon.
- As a market observation we note that refinery margins in general have been below 4q17-levels.
- Given normal volume and trading conditions the adjusted result for MMP has been in the range USD 250-500 million/quarter.

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 12 wells in 1Q18, 5 on NCS and 7 outside Norway (DPI). 7 wells were completed, 4 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.

Changes to Accounting Policies

We make you aware of some changes to the accounting policies affecting 1Q18 reporting.

- IFRS 9 Financial Instruments was implemented by Statoil with effective date 1 January 2018. The standard replaces IAS 39 Financial Instruments: Recognition and Measurement. The impact of the IFRS 9 implementation on Statoil's equity is immaterial. See the annual report and Form 20-F for 2017 Note 2 Significant accounting policies on page 139 for more information about the impact of the implementation of IFRS 9
- IFRS 15 Revenue from Contracts with Customers was implemented by Statoil with effective date 1 January 2018. The standard replaces existing revenue recognition guidance, including IAS 18 Revenue. IFRS 15 will principally impact the Marketing, Midstream & Processing segment (MMP), which accounts for the majority of Statoil's sales to customers, and which is responsible for the marketing and sale of the Norwegian State's direct financial interest's (SDFI's) petroleum volumes. To a lesser extent, the segments Exploration & Production International (E&P International) and Exploration & Production Norway (E&P Norway) are however also affected. The impact on Statoil's equity of the implementation of IFRS 15 is immaterial. See the annual report and Form 20-F for 2017 Note 2 Significant accounting policies on page 139-140 for more information about the impact of the implementation of IFRS 15.
- With effect from 1 January 2018, Statoil changed its policy for recognition of revenue from the production of oil and gas properties in which Statoil shares an interest with other

companies. Previously Statoil recognised revenue on the basis of volumes lifted and sold to customers during the period (the sales method). Under the new method, Statoil recognises revenues according to Statoil's ownership in producing fields, where the accounting for the imbalances is presented as other revenue. This voluntary change in policy has been made because it better reflects Statoil's operational performance, and also increases comparability with the financial reporting of Statoil's peers. The change in policy affects the timing of revenue recognition from oil and gas production; however, the implementation impact is immaterial.

- With effect from 1 January 2018, Statoil has changed its presentation of certain elements related to derivatives, non-cash currency effects and working capital items in the statement of cash flows. This to better reflect the cash impact of the different items within operating, investing and financing activities. The changes impacts classification of cash flow items within cash flows provided by operating activities and reclassification of cash flow elements relating to foreign exchange derivatives from operating activities to investing and financing activities.

Changes to classification of foreign currency derivatives
Statoil apply foreign currency derivatives to hedge currency exposure related financial investments and long-term debt in foreign currencies. Cash receipts and payments related to these derivatives has previously been classified as an operating cash flow together with cash flows from other derivative positions. To better align the cash receipt and payments from foreign currency derivatives with the cash flows related to the underlying hedged items, the cash receipts and payments from these derivatives have been reclassified from an operating cash flow to an investing or financing cash flow depending on the nature of the hedged item.

Changes to classification of non-cash currency effects
Non-cash currency exchange gains and losses and currency translation effects previously presented as part of the individual line items within Cash flows provided by operating activities will be reclassified into the line item gain/loss on foreign currency transactions and balances. This to better distinguish changes in items relating to operating activities, i.e. decrease/increase in working capital, from the balance sheet impact of non-cash currency effects.

Changes to classification related to working capital items
Certain items that previously has been presented as part of change in working capital has been reclassified to other items related to operating activities if the nature of the item is non-cash provisions

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.
- Please note that there has been one dividend payment in 1Q18. This payment was the last to include the scrip option.

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 10 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 «adjusted numbers» Statoil presents.

The 1Q results will be reported 25 April at 07:00 CET.

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

Please respond **before Monday 16 April**. 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.