

## Invitation for consensus input 1Q16

Before the publication of **Statoil's 1Q results 27 April**, we invite you to provide your input to the analyst consensus forecast by filling in the attached spreadsheet. 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
- Adjusted earnings after tax
- 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 have included tax for the reporting segments as part of the consensus process. The input can be in USD or, if you prefer, a percentage number (tax rate). We remind you that we will report in USD and do hence ask for consensus contributions in USD million.

### Reporting format

- This is the first quarter where we will report the results in USD. You will find historical results, for the eight quarters in 2014 and 2015 [to the right on this web-page](#) ("Selected historical data in USD – updated 16 Mar", some browsers have issues with our excel-sheets and you may have to push "cancel" twice in order to open the file - if issues persist you may get in touch with Statoil IR).
- Statoil generally considers minor changes and improvements to the format in the financial statements every quarter, this is yet to be concluded for 1q16. It should in any case not impact numbers or the main tables in the report (it may impact the discussion under "segments").

**For your convenience, we hereby remind you of some factors relevant for our 1Q results as well as other information that might be useful. All items have been discussed/made public before, see for instance [transcript for 4q15/CMU](#) for reference:**

### 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.
- No operational disruptions have been reported from Statoil, good regularity may be assumed.
- 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). Statoil is not responsible for any NPD data, but you may find the data convenient.
- We remind you that the assets in Norway are related to NOK in the balance sheet. Currency movements will hence impact depreciation (and other items to some degree) as this is translated into USD as the reporting currency.

- [Statoil divested 15 percentage points in Gudrun](#), the deal was closed at the end of 2015. Current ownership share for Statoil at Gudrun is 36%.

#### **D&P International:**

- As was the case for 4Q15, the revised participation interest for Agbami (Nigeria) is yet to be implemented by the unit. Statoil will report 1Q production corresponding to the participation interest of 20.21%, but make provisions so that adjusted earnings will reflect participation interest of 15.04%
- Statoil [increases ownership in Eagleford](#) from 50% to 63%, effective from 1. January 2015. [The deal closed](#) 30 December 2015.
- [Corrib started production](#) at the very end of 2015.
- Production from In Salah Southern Fields [started this quarter](#). This has only a marginal impact on production capacity this quarter and keep in mind that overall production is also impacted by regularity and market off-take. In-Salah [experienced an emergency situation](#) experienced an emergency situation 18 March when the Krechba site was attacked. This had a short term impact on production, but the situation was quickly normalised and will have a very minor impact on overall numbers for the quarter.

#### **MMP**

- The preliminary internal gas transfer price for 1Q is published [on our web-pages](#) at USD 4.00/mmbtu. Note that we are now using USD/mmbtu in our reporting in order to correspond with the change in reporting currency. You will find some historical data calculated in USD/mmbtu on the website. FYI we note that 1 mmbtu equals about 26.28 Scm<sup>3</sup> and NOK/USD is calculated using average currency rates for the quarter.

#### **Exploration**

- We estimate that over time, roughly 2/3 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 cost is activated (capitalized) 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.
- In addition there are other costs like seismic acquisition, early phase development etc. that will hit the exploration expense cost line.
- We had activity in 11 wells in the first quarter, seven completed wells. Three of the completed wells were in Norway.

#### **Other information:**

- Follow [this link](#) for reports, web-cast, presentations, and transcripts from previous quarters.
- Selected [historical data in USD](#) was published this quarter. Note the link to an excel sheet on the page (some browsers have issues with our excel-links, in most cases it helps to push “cancel” a couple of times if you get the asked about “username”).
- The annual report and 20-F for 2015 was presented 18 March. This, as well as other useful annual reporting, can be found on our [web-page](#) download centre.
- We remind you that Statoil has taken impairments over the last quarters. These assets will have to be tested regularly and may yield volatility for our balance sheet.

**Guiding:**

- Production growth 2014-2017; ~1% annual growth from a rebased 2014 number of 1.868 million boe (“rebased” is 2014 production adjusted 59 kbd for Wintershall and OMV transactions).
- Production growth 2014-2017; 2-4% organic annual production growth.
- Annual production impact from PSA and US royalties for 2016 are expected around 135 mboe/d at Brent price of \$40/bbl and 165 mboe/d at \$70/bbl.
- Scheduled maintenance is planned to have a negative impact on equity production of approximately 25 mboe per day (mostly liquids) in 1Q16.
- In total, maintenance is estimated to have a negative impact on equity production of around 60 mboe per day for the full year 2015, of which the majority is liquids.
- Organic capex 2016: around USD 13 bn.
- Total exploration expenditure level is expected at around USD 2 billion, excluding signature bonuses.
- The guiding of the financial result, excluding FX and derivatives, is minus around USD 150-200 million (assuming an approximately normal investment result for the financial investments [stocks and bonds]).

**The 1Q results will be available at 07:00 CET 27 April.**

For more information please visit our [web-page](#). You may find [analytical information](#) on the web under Key financials. [Historic production data](#) is available in excel format.

We will make the aggregated, average consensus numbers available through our web-page.