

Before the publication of **Statoil's 2Q results 28July**, 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 (details below)
- 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

Reporting format

- No major changes expected this quarter.

For your convenience, we hereby remind you of some factors relevant for our 2Q results as well as other information that might be useful. All items have been discussed/made public before, see for instance [1Q-transcript](#) for reference:

D&P Norway

- NCS production in 2Q is seasonally below 4Q and 1Q numbers due to lower gas production and regular, planned 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. Do note that (seasonal) lower gas production, ramping up new fields plus fields in maintenance normally implies higher DD&A/barrel.
- 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](#). Statoil is not responsible for any NPD data, but you may find the data convenient.
- Statoil cancelled [a rig operating on the NCS](#). 13 months remained of the contract and this may lead to charges impacting the 2Q numbers.

D&P International:

- 13 October 2014 Statoil announced [divestment of the 15.5% remaining share in Shah Deniz](#) for USD 2.25 bn. The deal [closed 30 April 2015](#). Production from Shah Deniz is counted until 30 April and impacts revenue and cost lines in P&L until this date. Effective date for the transaction was 1 January 2014 and a pro and contra was made at closing date. No production, revenues or cost for Statoil at Shah Deniz from 1 May 2015.
- Statoil announced, 5 May, that [Kizomba Satelittes phase 2 was in production](#). Total daily production from block 15 in Angola is expected to increase to 350 00 boe of which Statoil has 13.33%.

MPR

- The internal gas transfer price will be published [on our web-pages](#) early in week 28 This is an estimate and there may be changes in final reporting, but not likely of a major magnitude.
- At the 1Q earnings releases Statoil did say that *"around NOK 3 bn is a normal quarter"*. We observe that refining margins have been relatively strong in 2Q and contango has persisted. These items are in general positive for the 2Q MPR result.

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 18 exploration wells in the second quarter, 13 completed wells. Ten of the completed wells were in Norway.

Other information:

- Follow [this link](#) for reports, web-cast, presentations, and transcripts from previous quarters.
- Our 20-F for 2014, as well as other useful annual reporting, can be found on our [web-page](#) download centre.
- The AGM was held 19 May, more [information can be found here](#).
- Foreign exchange effects on taxes are scheduled to be posted on the IR [website](#) about a week prior to our release.
- Statoil sold [the head office in Stavanger](#) for more than NOK 2.5 bn. This was announced 6 June. The transaction closed, and money was received, in 2Q. This will not be included in the adjusted numbers for 2Q.
- We remind you that Statoil has taken impairments over the last quarters. These assets will have to be tested regularly and may yield volatility in our balance sheet. Furthermore, the impairments may reduce the depreciation charge going forward. The impact for DPI is bigger than for the other segments. Nevertheless, do note that the majority of the impairments were made for assets where Statoil currently has no production and this reduces the overall impact on DD&A for 2Q15.
- Unrelated to the quarterly release, we will still recommend the Statoil macro report, [Energy Perspectives](#).

Guiding:

- Production growth 2014-2016; ~2% annual growth from a rebased 2014 number of 1.868 million boe (“rebased” is 2014 production adjusted 59 kbd for Wintershall and OMV transactions).
- Annual production impact from PSA and US royalties for 2015 are expected around 160 mboe/d at Brent price of \$60/bbl and 190 mboe/d at \$100/bbl.
- Scheduled maintenance is planned to have a negative impact on quarterly equity production of approximately 95 mboe per day in 2Q15.
- In total, maintenance is estimated to have a negative impact on equity production of around 45 mboe per day for the full year 2015, of which the majority is liquids.
- Organic capex 2015: around USD 18 bn.
- Total exploration expenditure level is expected at around USD 3.2 billion, excluding signature bonuses.
- Tax: Around 70% on a corporate level. DPN from 72% to 74%, DPI 50-55%, MPR 50-60% (but volatile). But do note that lower oil prices tend to increase the tax rate for Statoil and volatility, especially for DPI, is expected.
- The guiding of the adjusted (i.e. excluding FX and derivatives) financial result is minus NOK 0.5-1 bn.

The 2Q results will be available at 07:00 CET 28 July. We plan to follow the same schedule and format as last quarter. This implies a telephone conference with the CFO where questions can be asked. IR is available throughout the day.

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.

Please respond to me, **Lars Valdresbråten**, before **15 July**, (with a copy to **Gudmund Hartveit**). We do note that we have a “quiet period” ahead of the release and we can in any case not comment on material issues impacting the actual numbers if this is not publicly known.

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