



3rd Quarter 2016

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Third quarter 2016

- Results impacted by continued weak markets, extensive planned turnarounds, and expensed exploration wells
- Strong operational performance and improvement programme on track
- Solid cash flow and reduced net debt ratio
- Lowering 2016 capex and exploration guidance
- Maintaining dividend of USD 0.2201 per share, with 5% discounted scrip dividend option



Financial results

- Adjusted earnings reflect weak prices and expensed capitalised exploration
- High tax rate due to earnings composition
- Continued cost improvement, opex and SG&A down 10% YoY

3Q 2016

USD mill



3Q 2015

USD mill



Adjusted earnings by segment

D&P Norway

- Strong operational performance, production impacted by planned maintenance
- Gas volumes impacted by seasonality and value over volume strategy
- 5% reduction in adjusted opex and SG&A per boe in NOK
- DD&A per boe down 1% in NOK

D&P International

- Underlying equity production up 5%
- 24% reduction in adjusted opex and SG&A per boe
- Flat DD&A per boe¹⁾
- Expensed previously capitalised exploration

MMP

- Good marketing results from Natural Gas Europe
- Weak refining margins and turnaround at Mongstad affecting processing results
- Good trading results from West African crude

USD mill	Pre tax	After tax	Pre tax	After tax	Pre tax	After tax
3Q'16	999	377	(596)	(717)	301	135
3Q'15	1,880	618	(508)	(542)	736	396

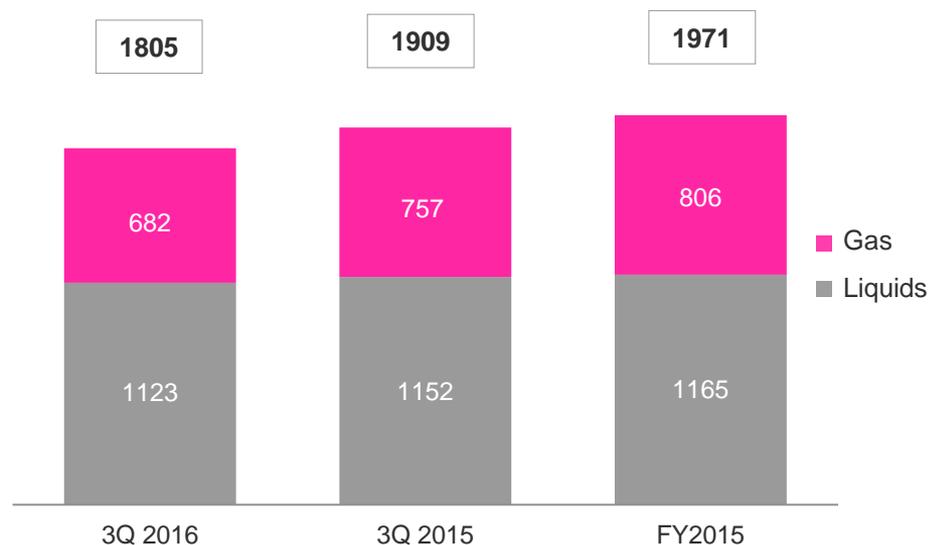
1) DD&A per boe based on entitlement production

Turnarounds impacting production

- Continued strong operational performance
- Efficient turnaround execution
- Impact from «value over volume» gas strategy
- Field ramp-up and start-ups

Equity production

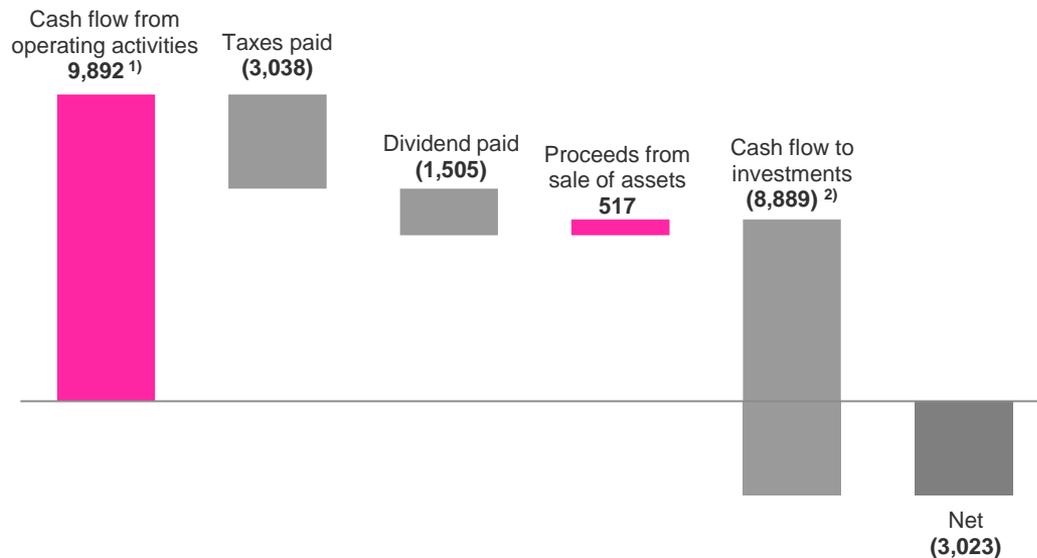
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Robust financial position

- Reducing net debt ratio from 31.2% to 30.3%
- Positive net cash flow in the quarter
- Strict capital prioritisation and efficiency

2016 YTD; USD mill



1) Income before tax (2557) + Non cash adjustments (7334)

2) Cash flow to investments include financial investment with cash impact of USD 541 mill for the initial 11.93% in Lundin Petroleum

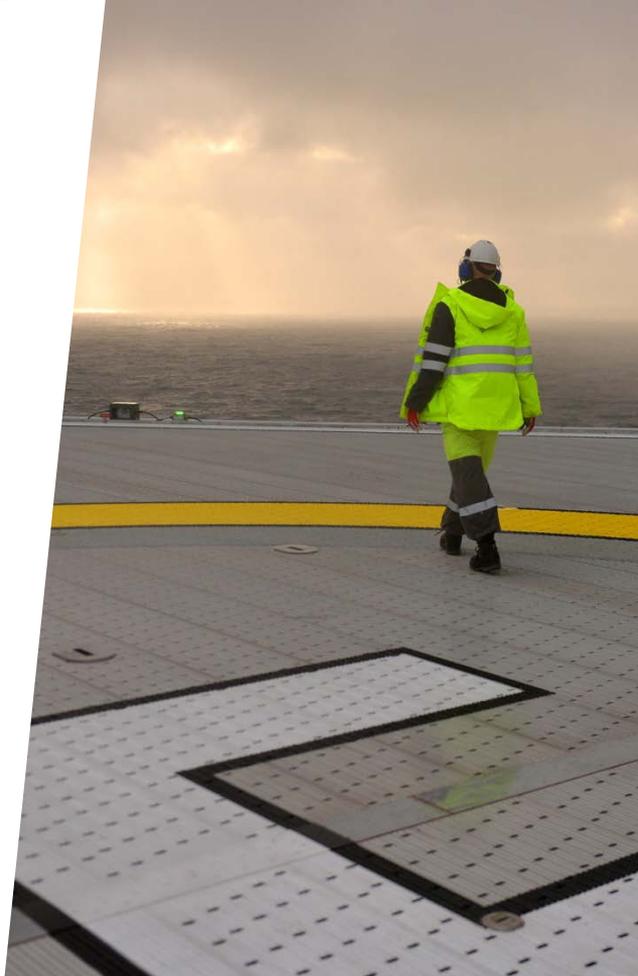
Outlook 2016

Capex USD ~11 bn¹⁾

Production ~1% organic CAGR (2014-17)

Maintenance 60 mboe per day
40 mboe per day in 4Q

Exploration USD ~1.5 bn¹⁾



1) Assuming NOK/USD of 8.50

Thank you



Forward-looking statements

This report contains certain forward-looking statements that involve risks and uncertainties. In some cases, we use words such as "ambition", "continue", "could", "estimate", "expect", "focus", "likely", "may", "outlook", "plan", "strategy", "will", "guidance" and similar expressions to identify forward-looking statements. All statements other than statements of historical fact, including, among others, statements regarding plans and expectations with respect to market outlook and future economic projections and assumptions; Statoil's focus on capital discipline; expected annual organic production through 2017; projections and future impact related to efficiency programmes; capital expenditure and exploration guidance for 2016; production guidance; Statoil's value over volume strategy; Statoil's plans with regard to its acquisition of 66% operated interest in the BM-S-8 offshore license in the Santos basin; Statoil's expected report on helicopter safety on the Norwegian continental shelf; organic capital expenditure for 2016; Statoil's intention to mature its portfolio; exploration and development activities, plans and expectations, including estimates regarding exploration activity levels; projected unit of production cost; equity production; planned maintenance and the effects thereof; impact of PSA effects; risks related to Statoil's production guidance; accounting decisions and policy judgments and the impact thereof; expected dividend payments, the scrip dividend programme and the timing thereof; estimated provisions and liabilities; the projected impact or timing of administrative or governmental rules, standards, decisions, standards or laws, including with respect to the deviation notice issued by the Norwegian tax authorities and future impact of legal proceedings are forward-looking statements. You should not place undue reliance on these forward-looking statements. Our actual results could differ materially from those anticipated in the forward-looking statements for many reasons.

These forward-looking statements reflect current views about future events and are, by their nature, subject to significant risks and uncertainties because they relate to events and depend on circumstances that will occur in the future. There are a number of factors that could cause actual results and developments to differ materially from those expressed or implied by these forward-looking statements, including levels of industry product supply, demand and pricing; price and availability of alternative fuels; currency exchange rate and interest rate fluctuations; the political and economic policies of Norway and other oil-producing countries; EU developments; general economic conditions; political and social stability and economic growth in relevant areas of the world; global political events and actions, including war, political hostilities and terrorism; economic sanctions, security breaches; changes or uncertainty in or non-compliance with laws and governmental regulations; the timing of bringing new fields on stream; an inability to exploit growth or investment opportunities; material differences from reserves estimates; unsuccessful drilling; an inability to find and develop reserves; ineffectiveness of crisis management systems;

adverse changes in tax regimes; the development and use of new technology; geological or technical difficulties; operational problems; operator error; inadequate insurance coverage; the lack of necessary transportation infrastructure when a field is in a remote location and other transportation problems; the actions of competitors; the actions of field partners; the actions of governments (including the Norwegian state as majority shareholder); counterparty defaults; natural disasters and adverse weather conditions, climate change, and other changes to business conditions; an inability to attract and retain personnel; relevant governmental approvals; industrial actions by workers and other factors discussed elsewhere in this report. Additional information, including information on factors that may affect Statoil's business, is contained in Statoil's Annual Report on Form 20-F for the year ended December 31, 2015, filed with the U.S. Securities and Exchange Commission, which can be found on Statoil's website at www.statoil.com. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot assure you that our future results, level of activity, performance or achievements will meet these expectations. Moreover, neither we nor any other person assumes responsibility for the accuracy and completeness of the forward-looking statements. Unless we are required by law to update these statements, we will not necessarily update any of these statements after the date of this report, either to make them conform to actual results or changes in our expectations.

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