

4th quarter and full year 2014

London, 6 February 2015

Eldar Sætre, President and CEO

2014 | Solid financial and operational results

Earnings impacted by the oil price



- Reported earnings impacted by oil price, impairments and quarter specific items
- Strong underlying earnings
- 4Q dividend of NOK 1.80 per share

Strong operational quality

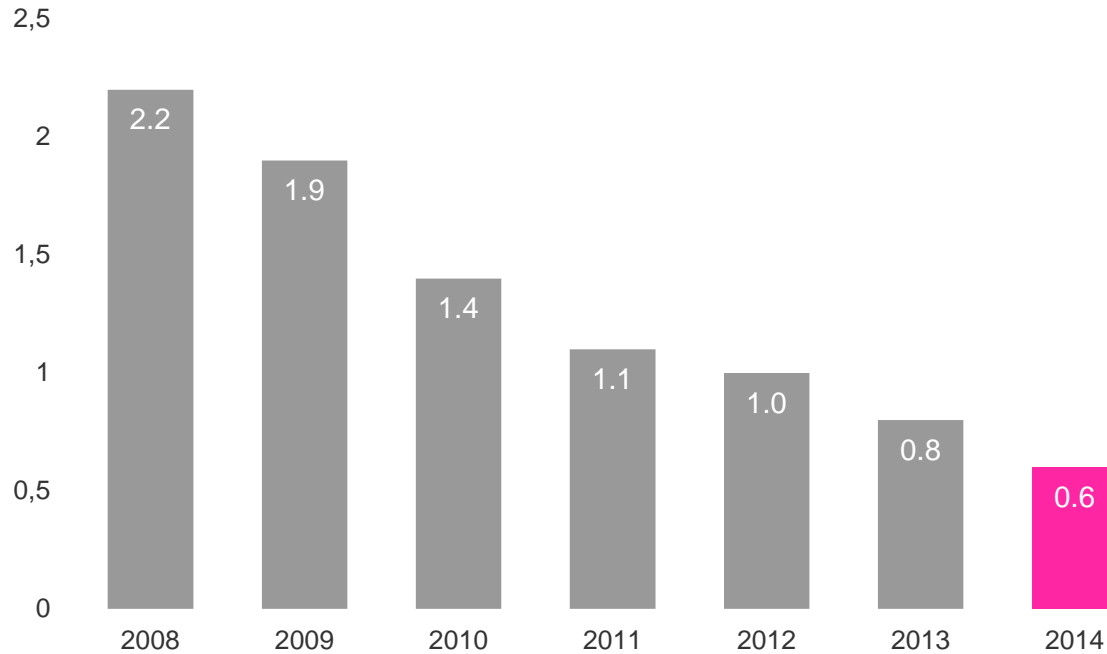


- High production efficiency
- Project executions on track
- Organic RRR at 96%
- Realised USD 600 million in improvements

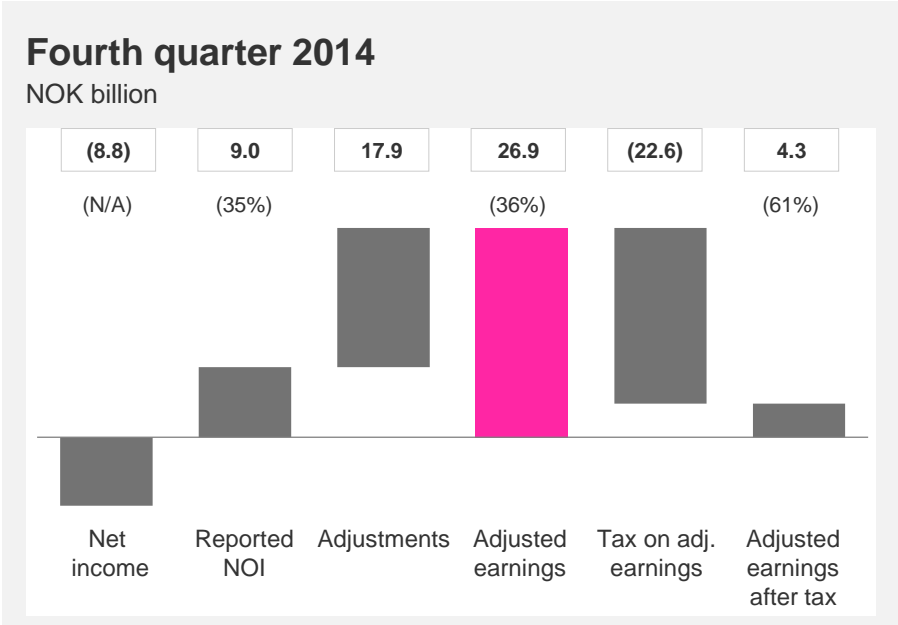
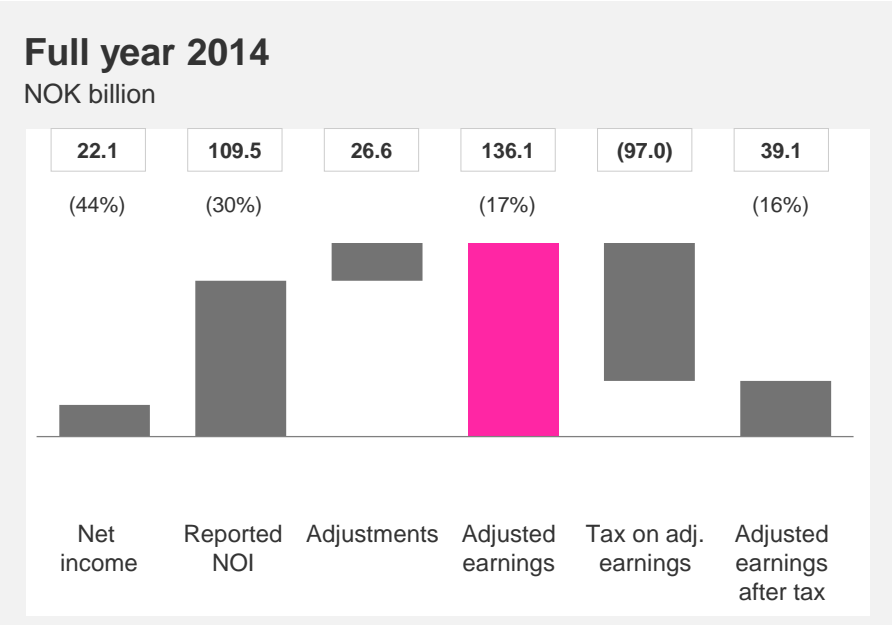
Safety and security

Serious incident frequency

Number of serious incidents per million work-hours



Financial results negatively impacted by prices



Cost focus across the business

Statoil Group¹⁾

Strong operational quality



Johan Sverdrup: Statoil recommended as operator

D&P Norway

High operational efficiency



Valemon: New field on stream in the North Sea

D&P International

Impacted by exploration and US onshore



Peregrino: High production regularity

MPR

Solid results from gas value chains



Good results from European gas business

NOK bn
Adj.earnings

FY2014

FY2013

4Q'14

4Q'13

	Pre tax	After tax
FY2014	136.1	39.1
FY2013	163.1	46.4
4Q'14	26.9	4.3
4Q'13	42.3	11.0

	Pre tax	After tax
FY2014	105.5	29.1
FY2013	132.5	34.8
4Q'14	24.2	6.8
4Q'13	35.4	8.8

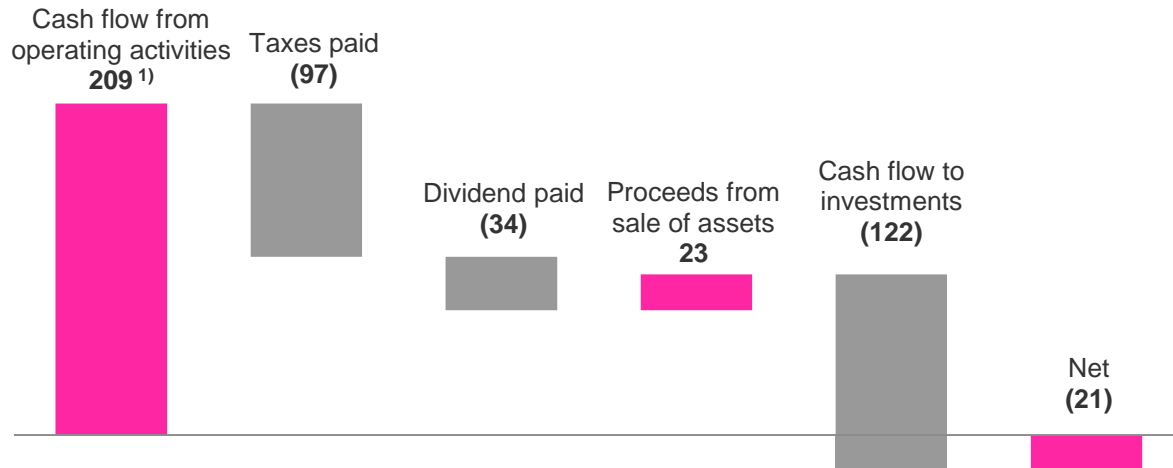
	Pre tax	After tax
FY2014	13.9	2.6
FY2013	20.7	8.1
4Q'14	(2.8)	(5.0)
4Q'13	3.6	0.5

	Pre tax	After tax
FY2014	17.8	8.1
FY2013	11.1	4.2
4Q'14	5.1	2.2
4Q'13	3.7	1.7

Cash flow 2014 in line with expectations

Cash flow

NOK billion



- Dividends paid for 2013 and first two quarters of 2014
- Investments in line with guiding
- Net debt to capital at year end: 20%

Firm priorities, stepping up commitments

High **value** growth

- ~2% organic production growth 2014-16
- Reducing organic capex level to USD 18 bn in 2015
- FCF to cover dividend in 2016@100, 2017@80 and 2018@60
- Robust financials: Maintaining 15-30% net debt to capital employed

Increase **efficiency**

- USD 5 bn in cash improvements
- Increasing efficiency programme target by 30%
- Cash flow neutrality reduced by USD ~30 per barrel

Prioritise capital **distribution**

- Firm dividend policy
- 4Q 2014 dividend maintained at NOK 1.80/share¹⁾

Strengthening our capacity to create long-term value

Well prepared

Firm priorities, stepping up commitments

High value growth

- ~2% organic production growth 2014-16
- Reducing organic capex level to USD 18 bn in 2015
- FCF to cover dividend in 2016@100, 2017@80 and 2018@60
- Robust financials: Maintaining 15-30% net debt to capital employed

Increase efficiency

- USD 5 bn in cash improvements
- Increasing efficiency programme target by 30%
- Cash flow neutrality reduced by USD ~30 per barrel

Prioritise capital distribution

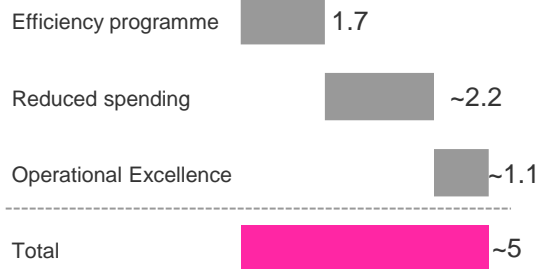
- Firm dividend policy
- 4Q 2014 dividend maintained at NOK 1.80/share¹⁾

4 ¹⁾ Subject to approval from the Annual General Meeting



The Capital Markets Update 2014

Seizing the opportunity



Cash improvements of USD ~5 bn

Investing in world-class projects



The Johan Sverdrup Field

- Efficiency programme on track
- Strengthened balance sheet
- High-graded portfolio

- Stepping up efficiency programme
- Strict capital prioritisation
- Managing portfolio flexibility

- Safe and efficient operations
- Strong and flexible portfolio
- Long-term value creation

Outlook

	Period	Guiding
Capex	2015	USD ~18 bn ¹⁾
Production	2015-16	~2% annual organic growth
Cash improvements	2016	USD 5 bn (total)
Exploration	2015	USD ~3.2 bn ¹⁾



Thank you

