



Statoil

# A strong gas portfolio in a turbulent market

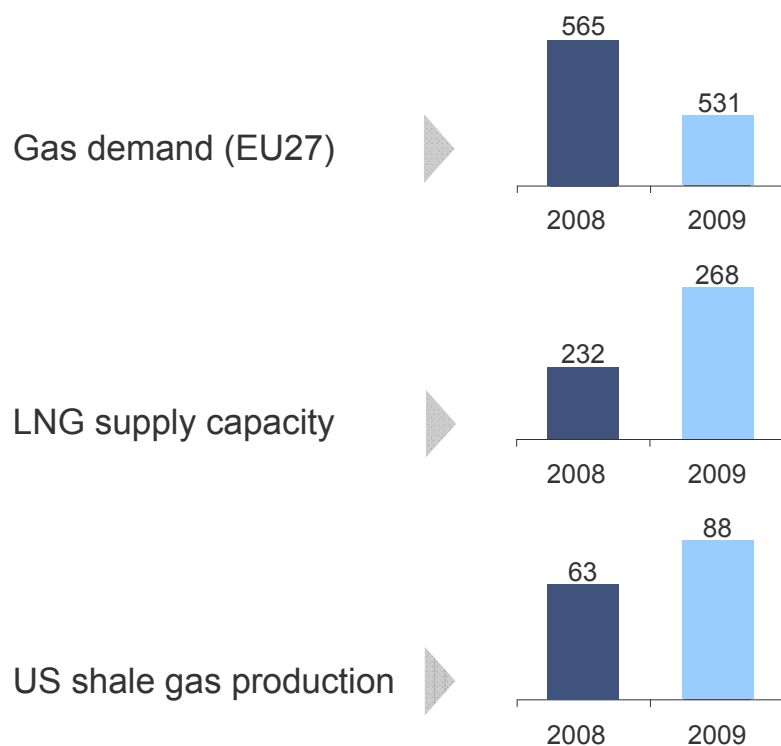
Rune Bjørnson, Executive Vice President Natural Gas

Strategy Update

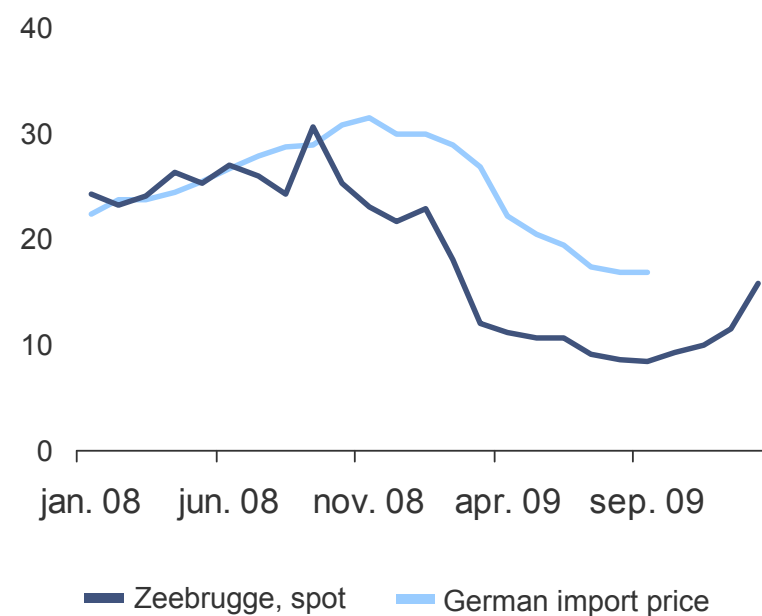
Feb. 11 2010

# A turbulent market during 2009

**Reduced demand and  
increased supply capacity**  
(bcm)



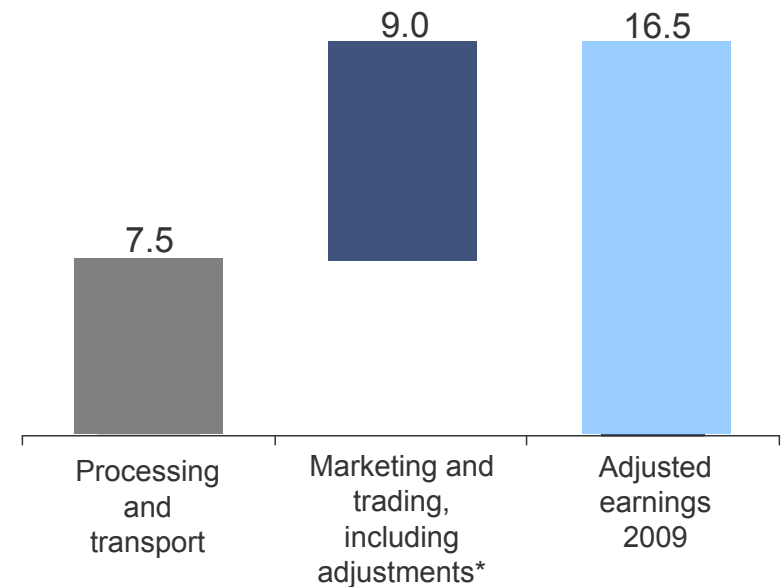
**Reduced prices**  
(EUR/MWh)



# Statoil's gas business delivers record results

## Adjusted net operating income 2009 (NOK bn)

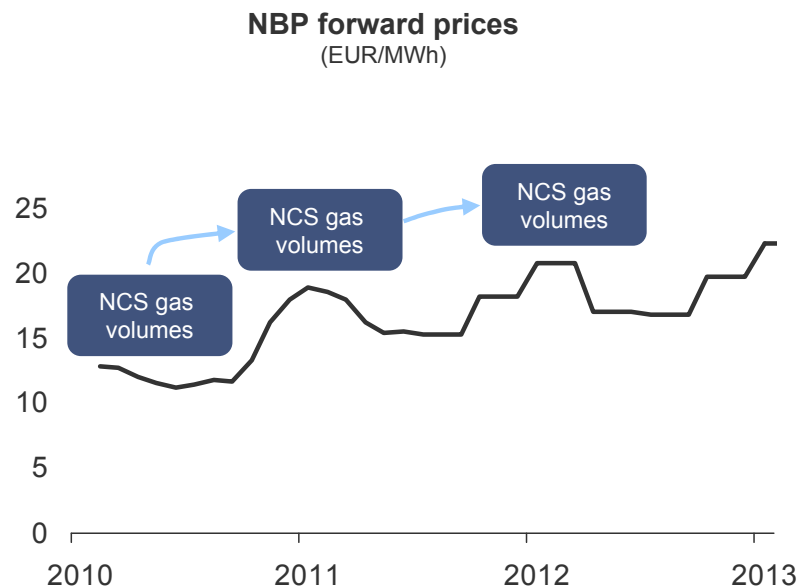
- Robust income from processing and transport
- Limited effect of the downturn on the long term contract portfolio
- Record trading contribution from a sustainable platform



\*Adjustments include; derivatives MtM, write downs and asset retirement obligations

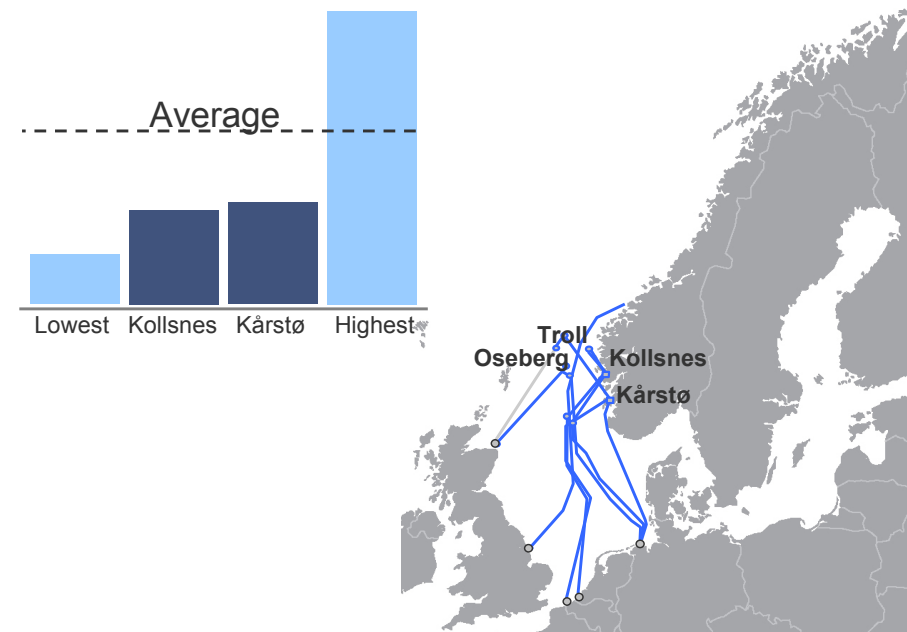
# Value driven gas supplies

Flexibility to adjust volumes  
according to price curve



Competing from a  
strong cost position

Total cost index based on  
Shell's 2009 Global Benchmark

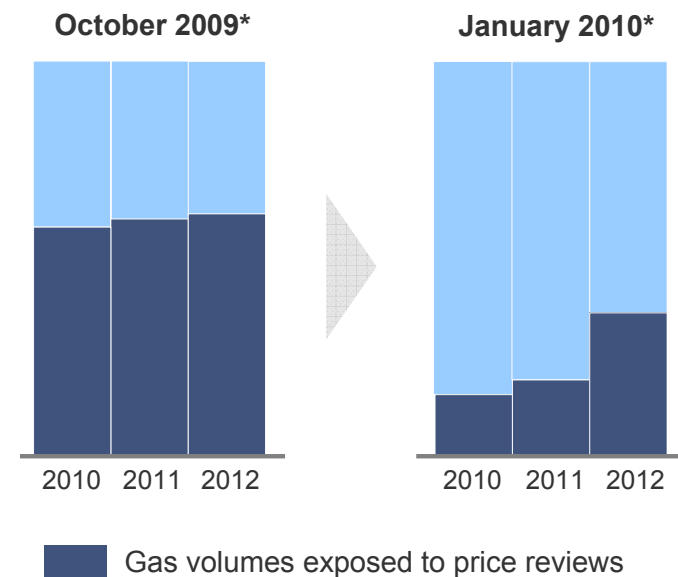




# Reduced uncertainty in the long term contract portfolio

## Reduced exposure to price reviews

- Some adjustments on volumes and pricing
- Maintained majority of volumes on oil indexation
- Reduced exposure to gas market downside for the next years

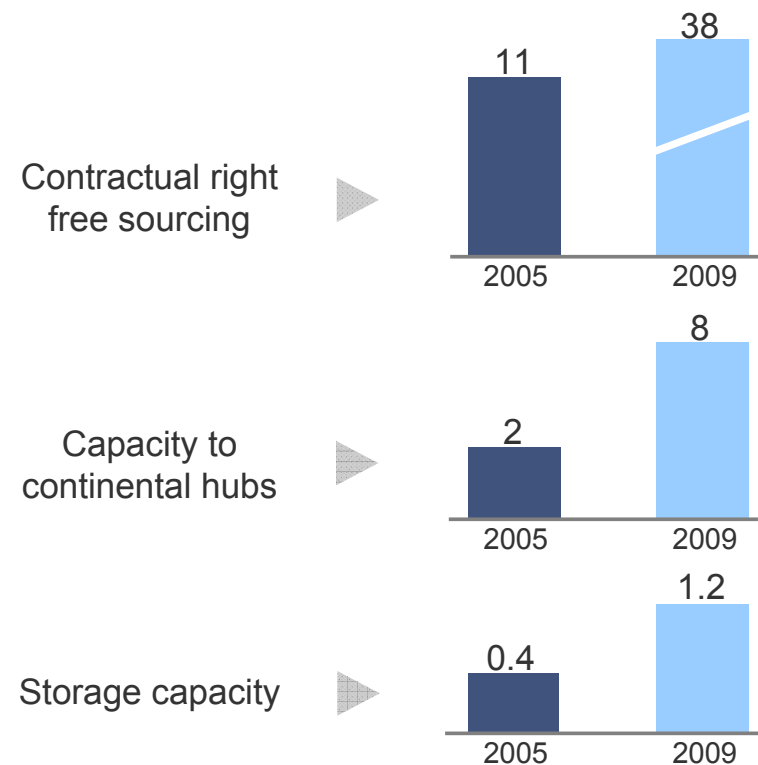


\*Statoil and SDFI numbers. Portfolio outlook in calendar years

# Positioned to capture value in liberalising European markets

- Upstream flexibility is our most important tool
- Modernising long term contracts through commercial negotiations
- Storage capacity underpins downstream flexibility trading

Increased downstream flexibility in the portfolio\*  
(bcm)



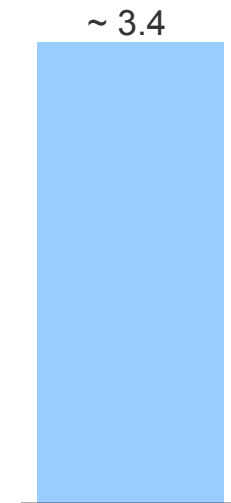
\*Statoil and SDFI numbers

# Record contribution from trading

**Total value added from  
European and US trading 2009\***  
(NOK bn)

- Competence, access to flexible assets and markets key source for value creation
- Well positioned to act on market views

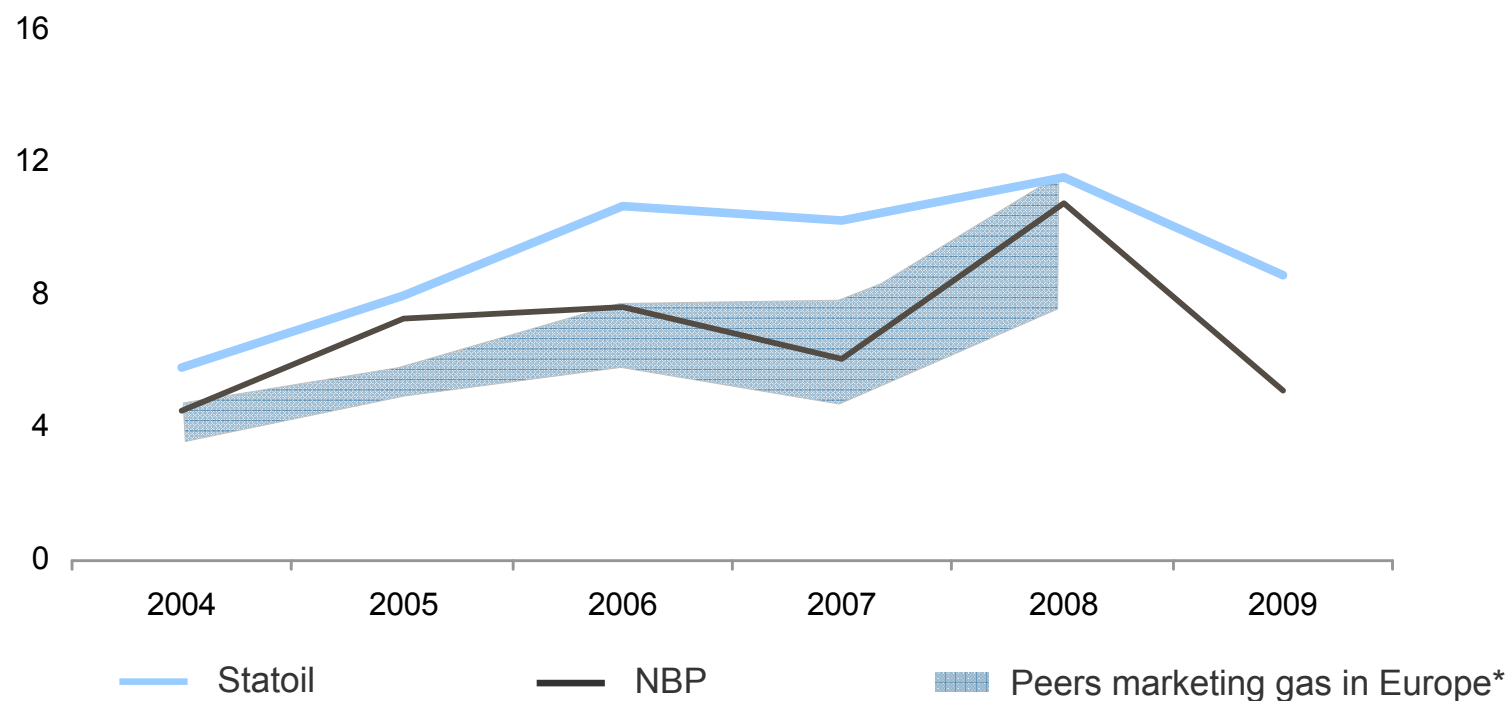
Gas  
Flexibility  
LNG  
CO<sub>2</sub>  
Electricity



\*These numbers show group perspective on value creation and are not accounting figures

# Realised high prices in Europe

**Realised average prices in Europe**  
(USD/mcf)



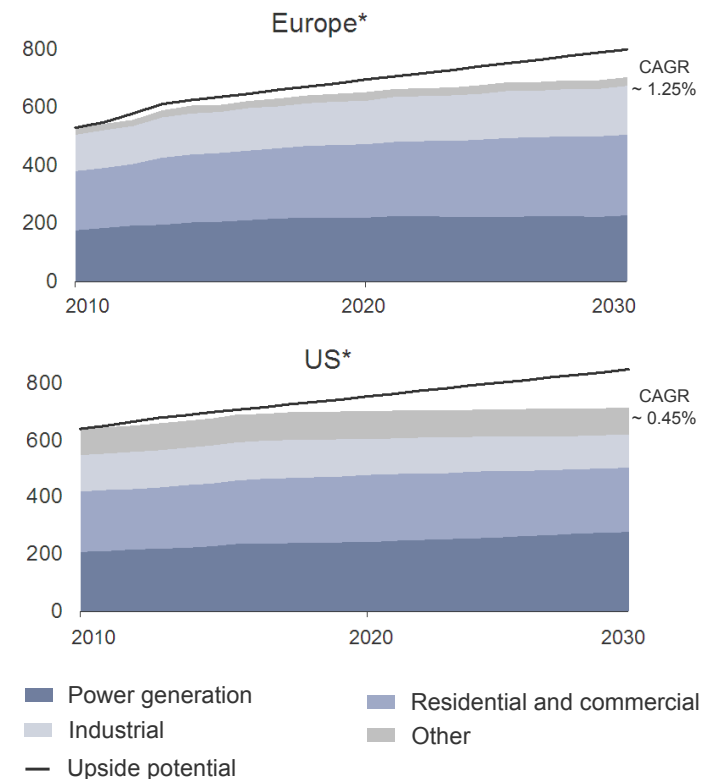
\* Source: Rystad Energy & SEC filings, and 20 F reports. Companies included: BG (converted from pence/therm, UK prices), BP (UK prices), ConocoPhillips, ENI (European prices average of Italy & North Sea), ExxonMobil, Hess, Marathon, Shell, Statoil converted from øre/scm



# Confidence in natural gas as a competitive long-term source of energy

## European and US natural gas demand (bcm)

- Gas for power generation driving growth
- Near-term capacity decisions will lock-in future fuel mix for power
- Well positioned to capture growth



\*Statoil's view on gas demand

# Strategy to grow the gas business

- Increase flexibility in the portfolio
- Increase scale and scope for trading
- New sales
- Develop new gas value chains

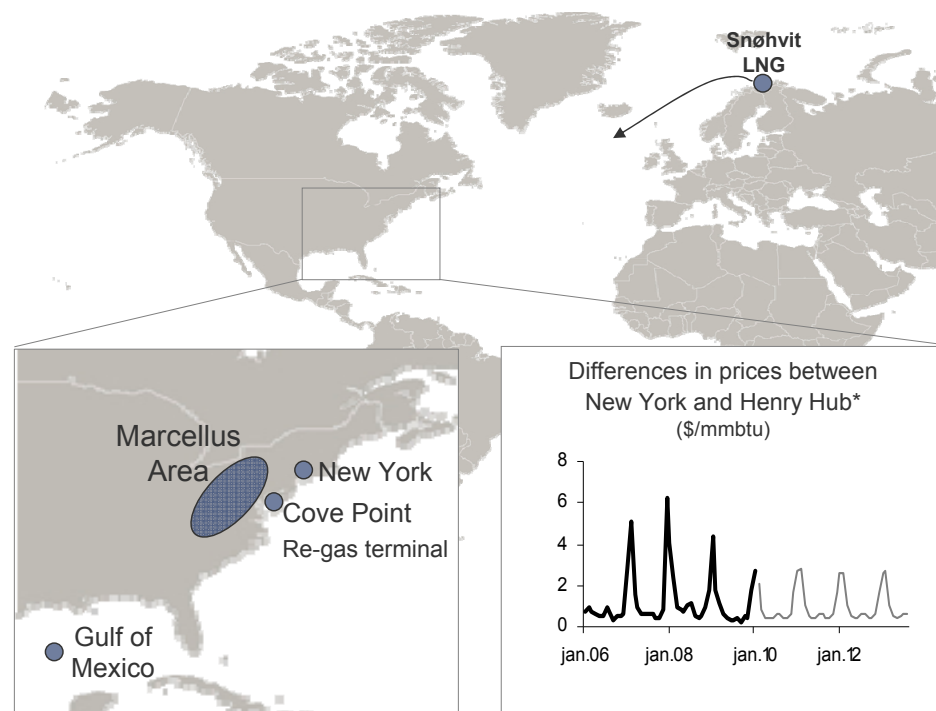
Statoil's gas supply sources



# Marcellus – a new legacy asset

## Strategically positioned in the US

- Competitive supply positions close to attractive markets in north east
- Source for increased trading and marketing activities
- Secures new infrastructure and market expansion into the New York City area



\*Source: Platts

# Concluding remarks



- Solid profit from long term contracts and trading
- Prioritise value over volume
- Reduced exposure to gas market downside
- Well positioned for new sales

# Forward looking statements

This presentation contains certain forward-looking statements that involve risks and uncertainties. In some cases, we use words such as "believe", "intend", "expect", "anticipate", "plan", "target" and similar expressions to identify forward-looking statements.

All statements other than statements of historical fact, including, among others, statements such as those regarding: plans for future development and operation of projects; reserve information; expected exploration and development activities and plans; impact of facility maintenance activities; expected start-up dates for projects and expected production and capacity of projects; expectations of the synergies produced by our recent acquisitions, such as our interest in the Marcellus shale gas development and the Peregrino field; the expected impact of the current financial crisis on our financial position to obtain short term and long term financing; the projected levels of risk exposure with respect to financial counterparties; the expected impact of USDNOK exchange rate fluctuations on our financial position; oil, gas and alternative fuel price levels; oil, gas and alternative fuel supply and demand; the completion of acquisitions; and the obtaining of regulatory and contractual approvals are forward-looking statements.

These forward-looking statements reflect current views with respect to 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; currency exchange rates; the political and economic policies of Norway and other oil-producing countries; general economic conditions; political stability and economic growth in relevant areas of the world; global political events and actions, including war, terrorism and sanctions; changes in laws and governmental regulations; the timing of bringing new fields on stream; material differences from reserves estimates; an inability to find and develop reserves; adverse changes in tax regimes; the development and use of new technology; geological or technical difficulties; operational problems; the actions of competitors; the actions of field partners; natural disasters and adverse weather conditions; and other changes to business conditions; and other factors discussed elsewhere in this report.

Additional information, including information on factors which may affect Statoil's business, is contained in Statoil's 2008 Annual Report on Form 20-F filed with the US Securities and Exchange Commission, which can be found on Statoil's web site at [www.Statoil.com](http://www.Statoil.com).

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RoACE and Net debt to capital employed peer group comparisons are provided by Barclays Capital. The RoACE calculation is based on estimates of full year adjusted earnings after tax divided by estimates of average capital employed. Net debt to capital employed comparison forecast is provided by Barclays Capital. This data is provided to you for information purposes only. Figures shown are indicative and Barclays Capital is not offering to buy or sell or soliciting offers to buy or sell any financial instrument. The information has been obtained from sources that Barclays Capital believes are reliable but we do not represent or warrant that it is accurate or complete. Barclays Capital calculations of RoACE and Net debt to capital employed may differ from actual figures presented in the quarterly reports