

# High quality growth

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# FORWARD-LOOKING STATEMENTS

This presentation 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", "possible" and similar expressions to identify forward-looking statements. All statements other than statements of historical fact, including, among others, statements regarding future financial position, results of operations and cash flows; changes in the fair value of derivatives; future financial ratios and information; future financial or operational portfolio or performance; future market position and conditions; business strategy; growth strategy; future impact of accounting policy judgments; sales, trading and market strategies; research and development initiatives and strategy; market outlook and future economic projections and assumptions; competitive position; projected regularity and performance levels; expectations related to our recent transactions and projects, such as the Rosneft cooperation, developments at Johan Sverdrup, the Wintershall agreement, the farming down of interests in Mozambique and the sale of producing assets in the Gulf of Mexico; completion and results of acquisitions, disposals and other contractual arrangements; reserve information; future margins; projected returns; future levels, timing or development of capacity, reserves or resources; future decline of mature fields; planned maintenance (and the effects thereof); oil and gas production forecasts and reporting; domestic and international growth, expectations and development of production, projects, pipelines or resources; estimates related to production and development levels and dates; operational expectations, estimates, schedules and costs; exploration and development activities, plans and expectations; projections and expectations for upstream and downstream activities; oil, gas, alternative fuel and energy prices; oil, gas, alternative fuel and energy supply and demand; natural gas contract prices; timing of gas off-take; technological innovation, implementation, position and expectations; projected operational costs or savings; projected unit of production cost; our ability to create or improve value; future sources of financing; exploration and project development expenditure; effectiveness of our internal policies and plans; our ability to manage our risk exposure; our liquidity levels and management; estimated or future liabilities, obligations or expenses and how such liabilities, obligations and expenses are structured; expected impact of currency and interest rate fluctuations; expectations related to contractual or financial counterparties; capital expenditure estimates and expectations; projected outcome, objectives of management for future operations; impact of PSA effects; projected impact or timing of administrative or governmental rules, standards, decisions, standards or laws (including taxation laws); estimated costs of removal and abandonment; estimated lease payments, gas transport commitments 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, including the risks described above in "Risk update".

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 directives; general economic conditions; political and social stability and economic growth in relevant areas of the world; the sovereign debt situation in Europe; global political events and actions, including war, terrorism and 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 (including in relation to the agreement with Wintershall); 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, 2011, filed with the U.S. Securities and Exchange Commission, which can be found on Statoil's website at [www.statoil.com](http://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.

# Driving profitable growth across the globe

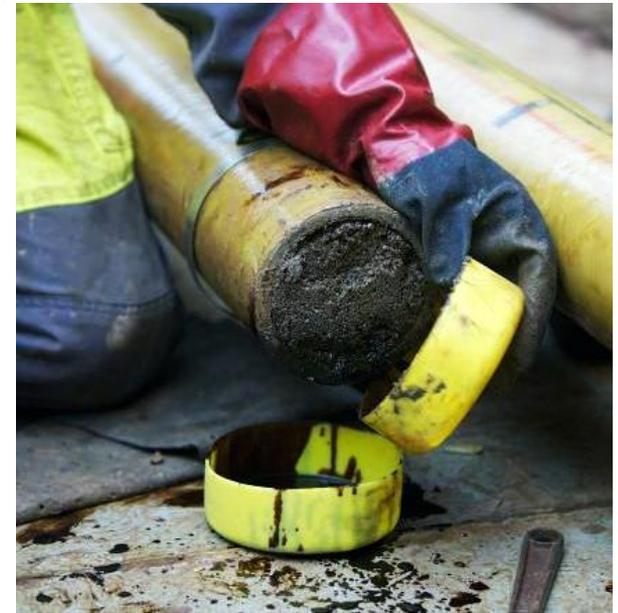
Expanding in onshore resources in the US and around the world to meet growing energy demand



Big discoveries offshore East Africa, potential for large scale gas developments

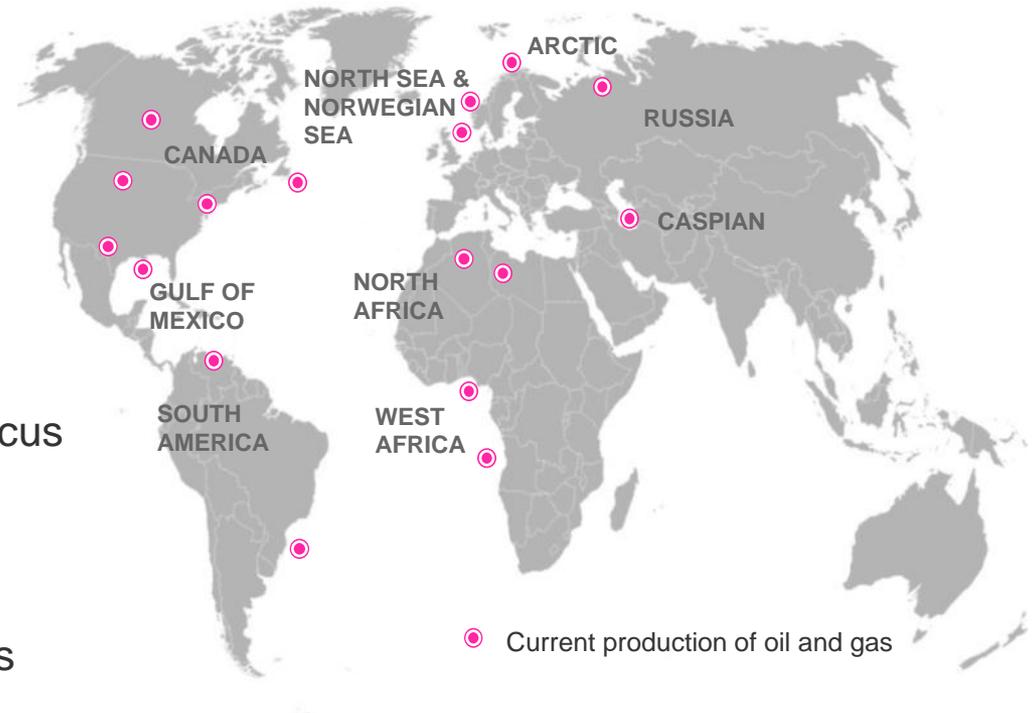


Growing NCS production with giant discoveries: Johan Sverdrup, Skrugard and King Lear

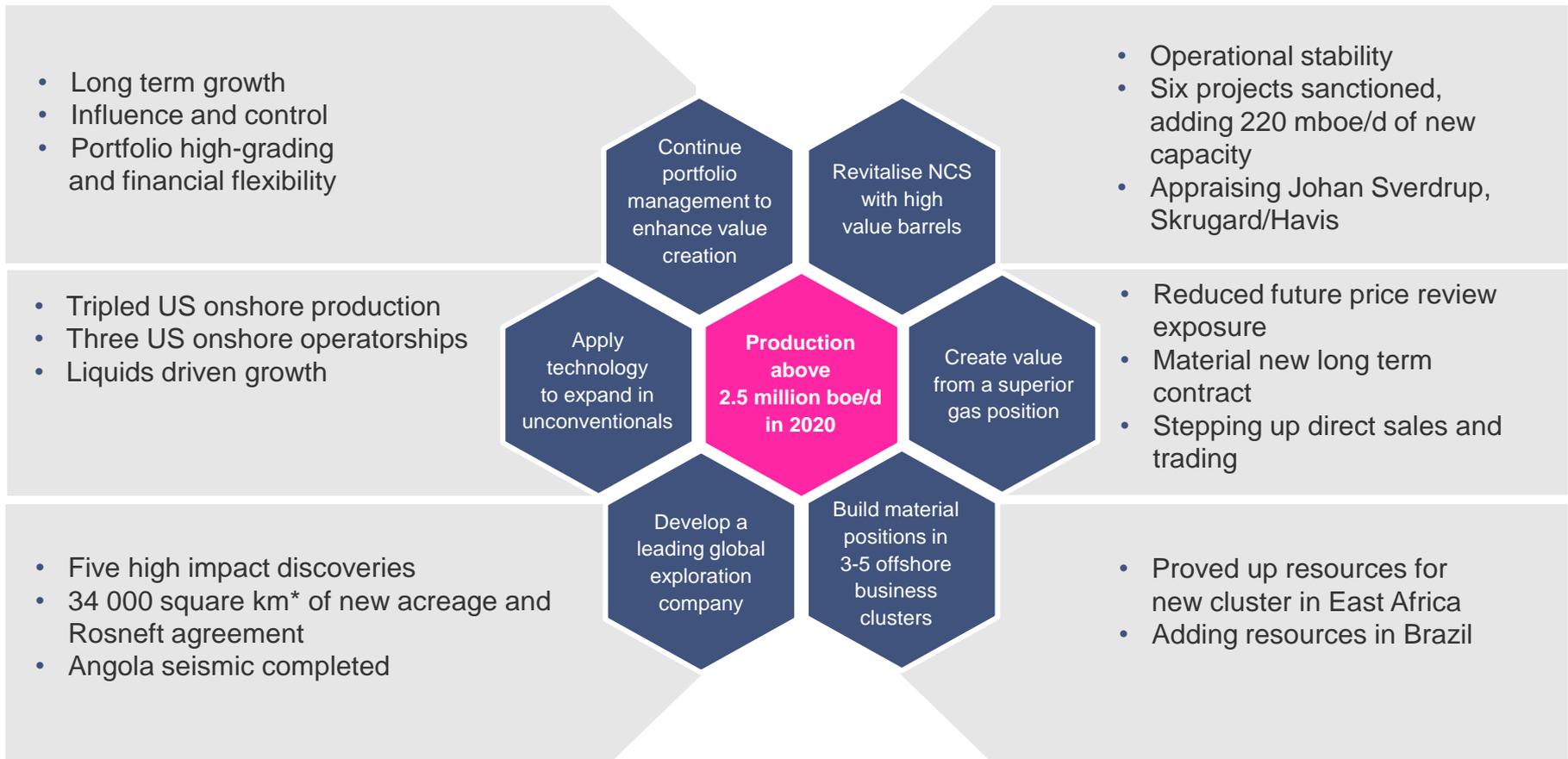


# Attractive and robust value proposition

- Strong legacy production from NCS
- World's largest offshore operator
- Industry-leading production growth
- Continued exploration success
- Transactions strengthening upstream focus
- Attractive and growing dividend yield
- Consistent delivery across key indicators



# 2012: Strategic execution according to plan



# Strong delivery across the business

Earnings

Strong earnings

Financials

Record cash flow generation

Production

8% growth

Reserves

Organic RRR = 1.1

Resources

1.5 bn boe added from exploration

Dividend

Proposed increase to NOK 6.75



# Highly visible growth from profitable projects

## START-UP 2011-2012

First growth wave



| Start-up | Selected fields            | Capacity* |
|----------|----------------------------|-----------|
| Apr 2011 | Peregrino /Brazil          | 60        |
| Aug 2011 | Pazflor /Angola            | 50        |
| Mar 2012 | Caesar Tonga /USA          | 12        |
| Apr 2012 | Marulk /Norway             | 10        |
| May 2012 | Kizomba Satellites /Angola | 11        |
| Nov 2012 | Visund South /Norway       | 18        |
| Dec 2012 | PSVM /Angola               | 20        |
| Dec 2012 | Skarv /Norway              | 50        |

## START-UP 2013-2016

Second growth wave



| FID | Start-up | Selected fields  | Capacity*   |
|-----|----------|--|-------------|
| ✓   | 2013     | Fast track projects (Hyme, Skuld, Stjerne, Svalin, Vigdis, NE, Visund N) /Norway | 80          |
| ✓   | 2014     | CLOV /Angola   | 35          |
| ✓   | 2014     | Corrib /Ireland  | 20          |
| ✓   | 2014     | Goliat /Norway   | 30          |
| ✓   | 2014     | Gudrun /Norway   | 65          |
| ✓   | 2014     | Jack & St Malo /USA  | Under study |
| ✓   | 2014     | Valemon /Norway  | 50          |
|     | 2016     | Julia /USA   | Under study |

## START-UP 2017-2020

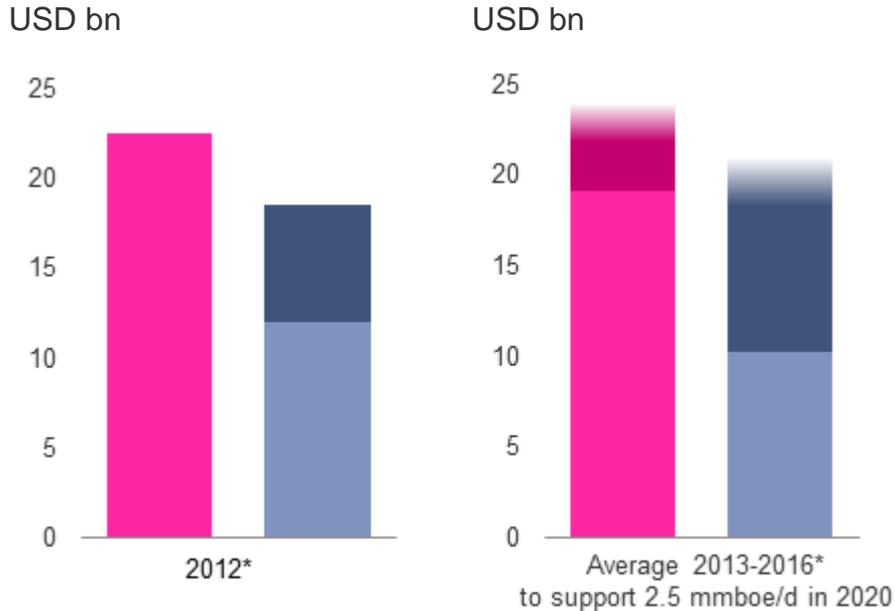
Growth to accelerate towards 2020 underpinned by ramp-ups and start-ups



| FID | Start-up | Selected fields                | Capacity*   |
|-----|----------|--------------------------------|-------------|
| ✓   | 2017     | Dagny /Norway                  | 50          |
| ✓   | 2017     | Ivar Aasen /Norway             | 40          |
| ✓   | 2017     | Mariner /UK                    | 45          |
| ✓   | 2017     | Aasta Hansteen /Norway         | 100         |
|     | 2017+    | Johan Sverdrup /Norway         | 120-200     |
|     |          | KKD Future Phases /Canada      | 30-60       |
|     |          | Shah Deniz Stage 2 /Azerbaijan | 95          |
|     |          | Skrugard/Havis /Norway         | 60-95       |
|     |          | Bressay /UK                    | Under study |
|     |          | Peregrino Phase 2 /Brazil      | Under study |
|     |          | Rosebank /UK                   | Under study |

... and an additional 100 other projects in progress together with a continuous ramp-up of US onshore\*\*

# Re-investing into high quality growth



## Sources

- Operating cash flow new assets
- Operating cash producing assets

## Uses

- Organic capex new assets
- Organic capex producing assets

- 2013 : ~ USD 19 bn organic capex
- 2013-2016: ~ USD 21 bn organic capex
- Producing portfolio
  - 2012 : USD 10 bn in free cash flow before growth
  - Company value paid back in 2020
  - Top quartile RoACE \*\*
- New assets
  - Average break even ~ USD 50/bbl on sanctioned portfolio
  - Average project paid back after 3 years
  - 2020: Production potential above 2.5 mmboe/d

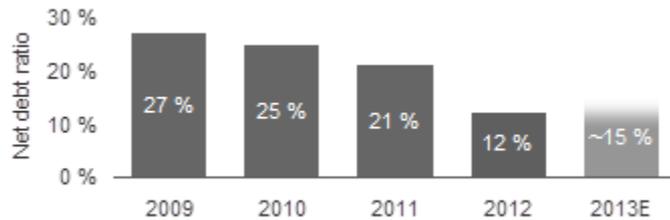
\* Realised oil price was 104 USD/bbl in 2012, Brent Blend assumption 110 USD/bbl in 2013 – 2016.

\*\* RoACE peer group comparison provided by Barclays Capital as per 30 January 2013. Peer group: Anadarko, BG, BP, Chevron, ConocoPhillips, Devon Energy, Encana, Eni, ExxonMobil, Occidental, Petrobras, Repsol YPF, Royal Dutch Shell, Statoil, Total.

# Firm financial framework

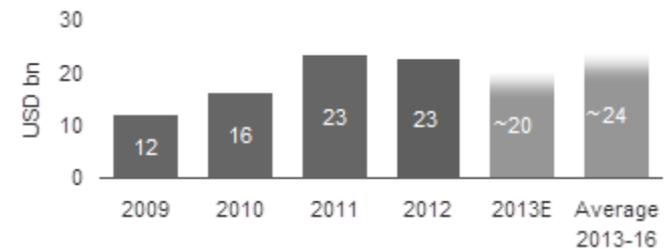
## Net debt reduced from 27% to 12%

Underpins future growth and robustness



## Strong operating cash flow \*

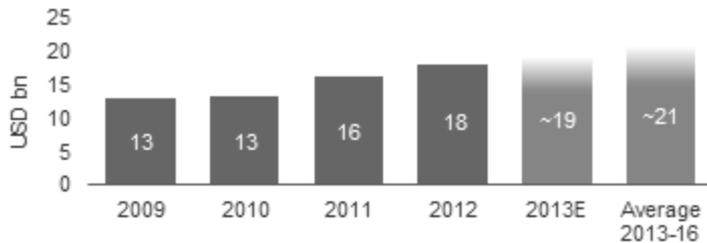
Funds profitable growth



Strong credit rating  
Financial flexibility  
Efficient capital structure

## Strong capital discipline \*\*

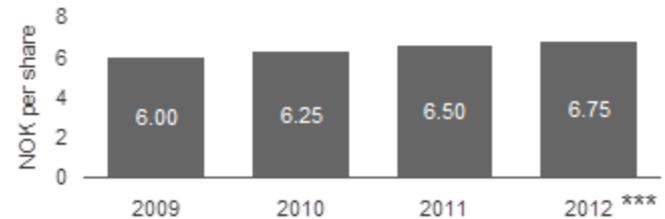
Investing in premium organic projects



to support 2.5 mmbob/d in 2020

## Firm dividend policy

Dividend to grow with long term underlying earnings



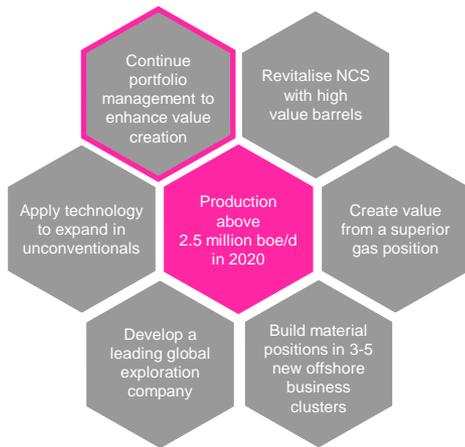
\* Brent oil price assumption USD 110/bbl and gas prices around 220 øre/sm<sup>3</sup> in 2013-16.

\*\* Exchange rate 6 NOK/USD.

\*\*\* Proposed by Board of Directors.

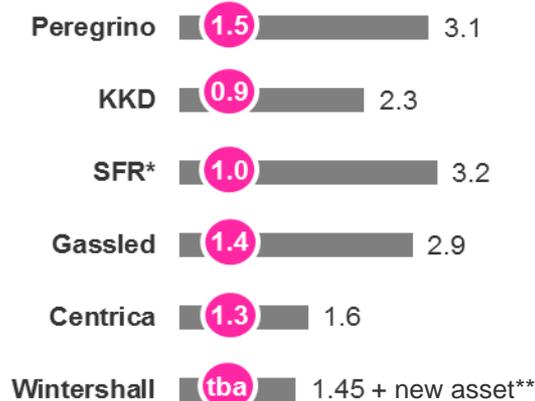
# Creating value through portfolio management

## Delivering value-creating portfolio management



## Realising >USD 6 bn gains from strategic divestments

Proceeds (USD bn), selected divestments



Accounting gain

## Reinvesting for high-value long-term growth

Selected acquisitions



**Revitalising NCS w/high value barrels**  
Edvard Grieg, undisc. 2012



**Expanding in US onshore**  
Bakken, USD 4.5 bn 2011

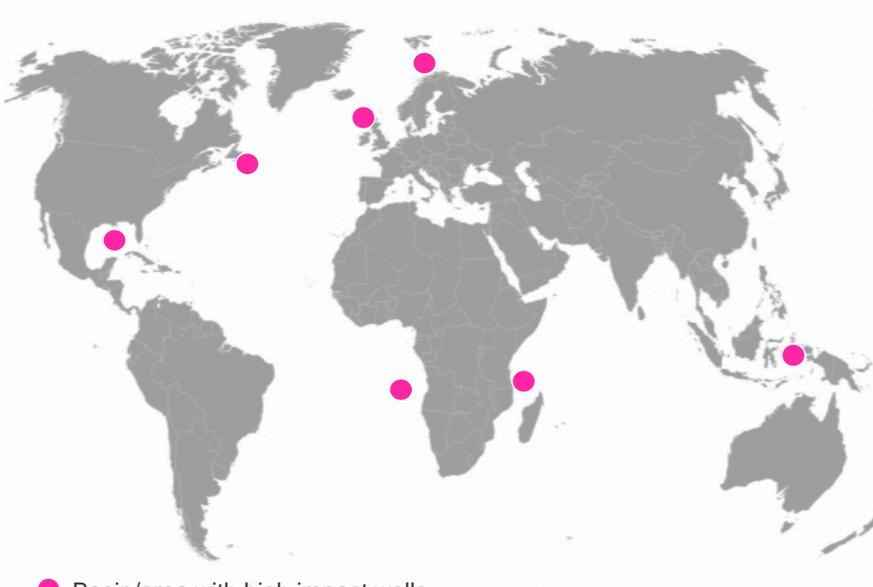


**Creating value from superior gas position**  
Snøhvit, NOK 1 bn 2011

\* Including IPO, exit, dividends & deconsolidated debt  
\*\* 15 % stake in the Edvard Grieg license in the North Sea

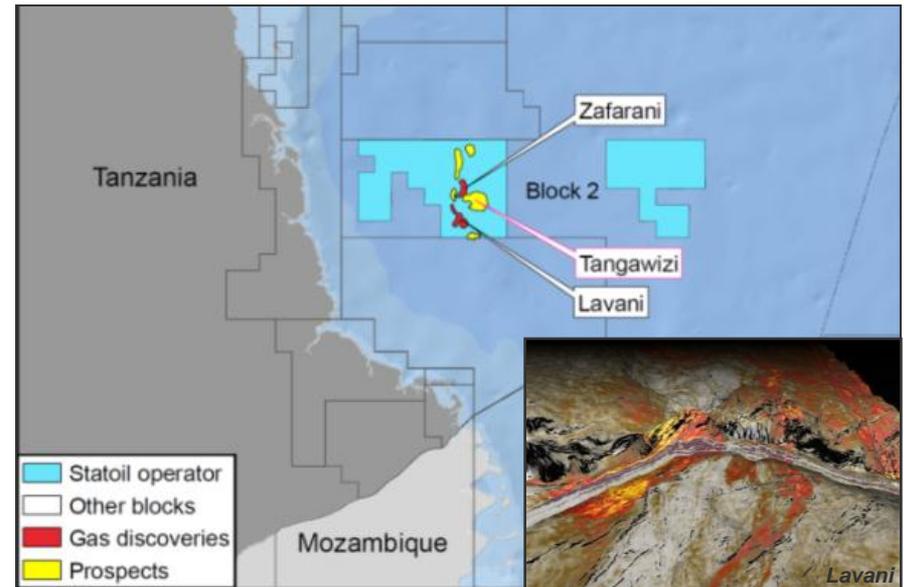
# 1.5 bn boe added from exploration in 2012

2013-2015: planned areas with high impact wells



- ~ 20 high impact wells 2013-2015
- ~ USD 3.5 billion on exploration activity

Tanzania: four successes in one year



- 10-13 Tcf discovered recoverable resources in Block 2
- New 3D seismic in 2013

# Outlook

- 2013
  - Organic capex ~ USD 19 billion
  - Exploration activity ~ USD 3.5 billion
  - ~ 50 exploration wells, high appraisal activity
  - Lower production than 2012
- Beyond 2013
  - ~20 high impact exploration wells 2013-2015
  - Production CAGR of ~ 2-3% from 2012-2016
  - Ambition of > 2.5 mmboe/d in 2020 remains firm



Thank you

