

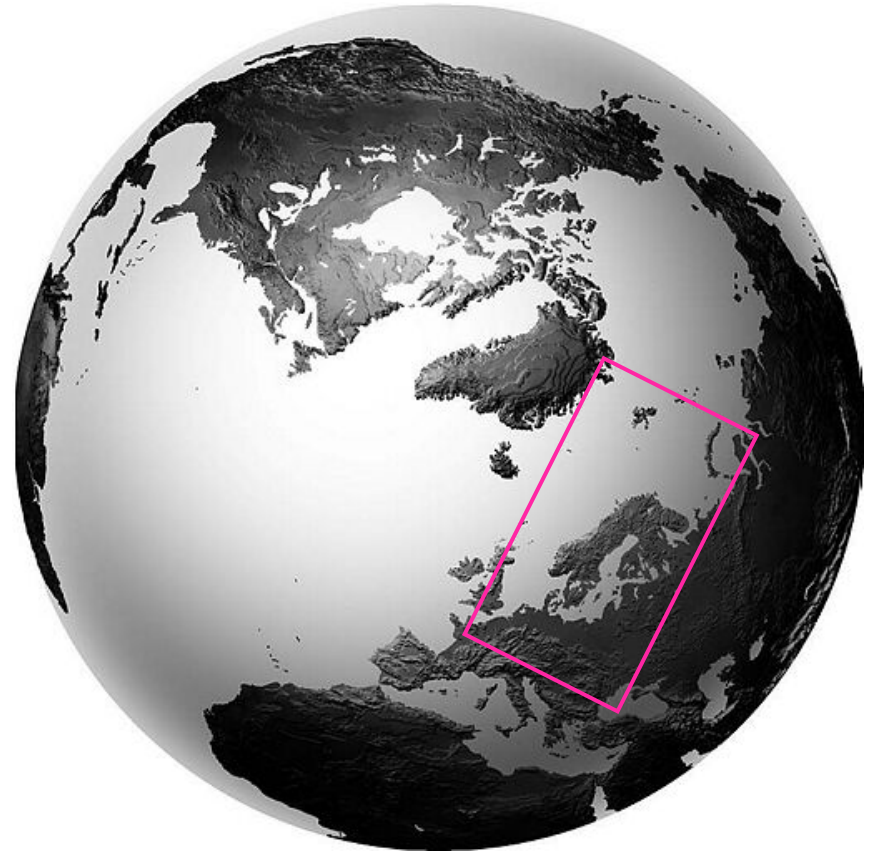
# A world class oil and gas region

New York, June 20  
Øystein Michelsen, EVP  
Development and Production Norway



# Backbone of our company

- World's largest offshore operator
  - 44 developed fields on NCS
  - NCS Statoil equity production 1.4 mmboe/d in 2010
- Second largest gas supplier to Europe
- Three significant clusters
  - North Sea
  - Norwegian Sea
  - Barents Sea
- Around 50% of Statoil's resource base

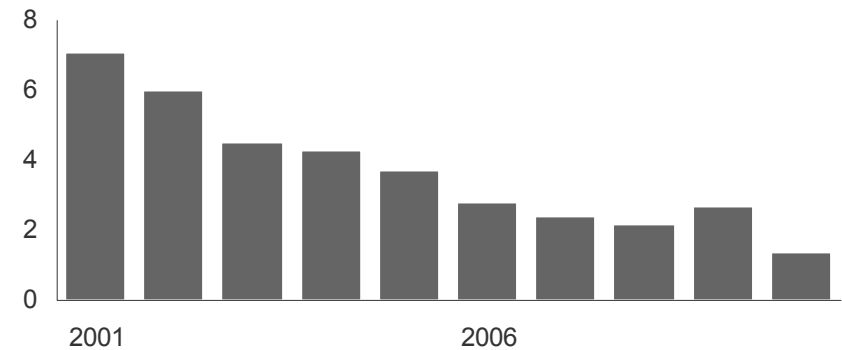


# Strong HSE performance

- Critical for future deliveries
- Long-term and consistent HSE leadership
- Continuous improvement
- Sustainability and HSE performance a competitive advantage
- World class carbon efficiency

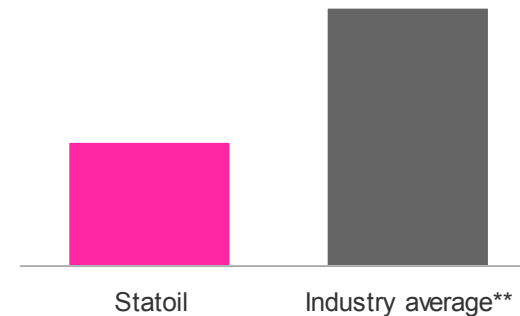
## Serious incident frequency

(incidents per million working hours)



## Low environmental footprint

(Global carbon intensity vs industry average)\*

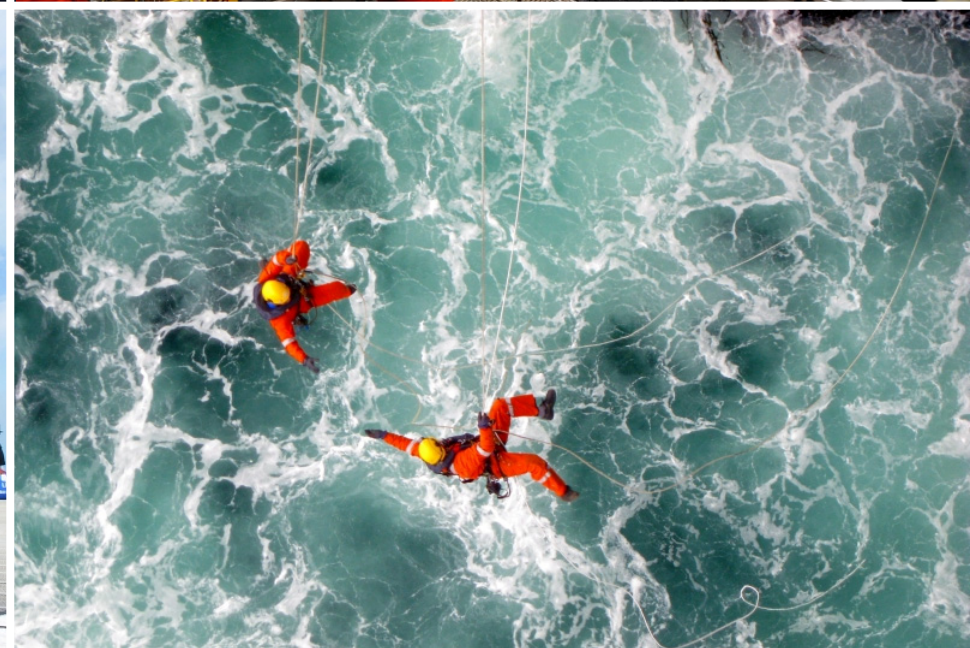


\* Kilograms of CO<sub>2</sub> equivalent per boe

\*\* Source: McKinsey

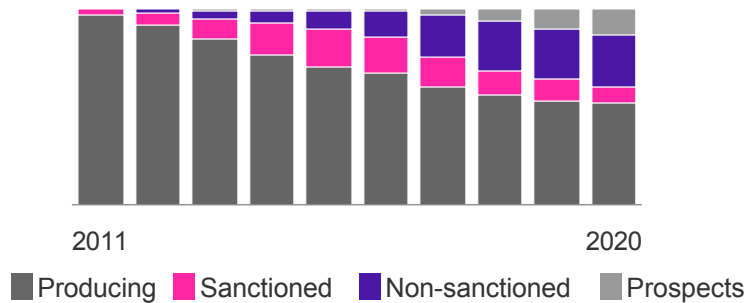
# Actions taken to improve operational performance

| FOCUS AREA                                       | STATUS                                                                                                                                                                                            | INITIATIVES                                                                                                                                                                            | Production efficiency*                                                                                                                                                                          |
|--------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Reduce unplanned losses</b>                   | <ul style="list-style-type: none"> <li>Improvement of 1.9% points in Q1 2011 compared to Q4 2010 and 0.7% points compared to 2010 average</li> <li>Riser inspection and repair ongoing</li> </ul> | <ul style="list-style-type: none"> <li>Detailed analysis performed</li> <li>Improvement areas: turnarounds, topside and well equipment, export terminals, solve riser issue</li> </ul> | <p>A horizontal bar chart with a scale from 0 to 100%. There are six bars of varying lengths. The third bar from the top is highlighted in pink and reaches approximately 85% on the scale.</p> |
| <b>Realise potential in shut-in wells</b>        | <ul style="list-style-type: none"> <li>Bottlenecks identified</li> <li>Ongoing prioritisation of well targets</li> </ul>                                                                          | <ul style="list-style-type: none"> <li>Potential evaluated</li> <li>Task force carrying out implementation plan</li> </ul>                                                             | <p>A close-up photograph showing a gloved hand holding a metallic, circular component, likely a wellhead or valve, against a background of industrial structures.</p>                           |
| <b>Increase drilling and completion capacity</b> | <ul style="list-style-type: none"> <li>New rig and light intervention vessel capacity secured</li> <li>Mid water rig (Cat D) tender process</li> </ul>                                            | <ul style="list-style-type: none"> <li>Contracts signed</li> <li>Mid water fit-for-purpose rig</li> </ul>                                                                              | <p>A 3D digital rendering of an offshore oil rig, showing its complex structure, cranes, and support vessels in a dark blue sea.</p>                                                            |



# Significant new production potential

Production split 2011-2020

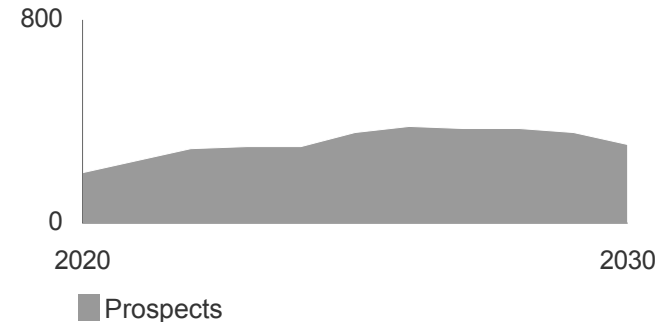


- Stable production towards 2020
  - New projects offset natural decline
  - Robust and attractive new project portfolio
  - Significant exploration potential
- ➡ Production above 1.4 million boe/d in 2020

New projects 2011-2020 mboe/d

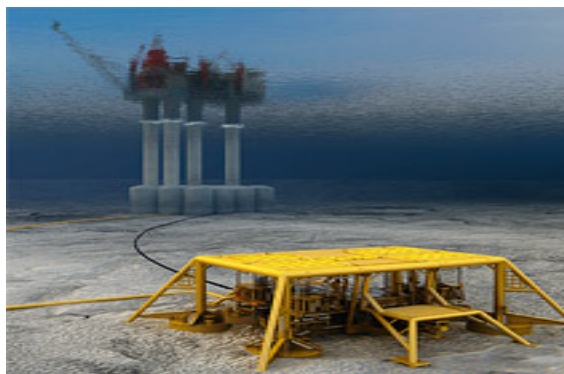


Exploration 2020-2030 mboe/d

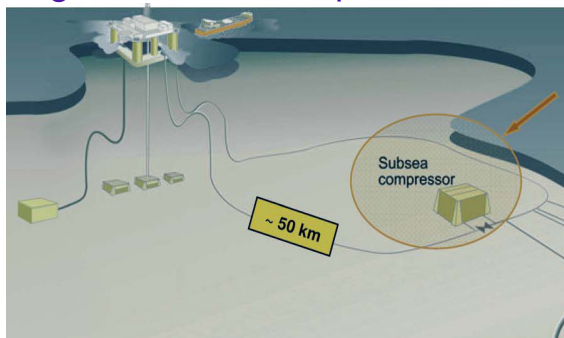


# Value creation from increased recovery

Smørbukk North East

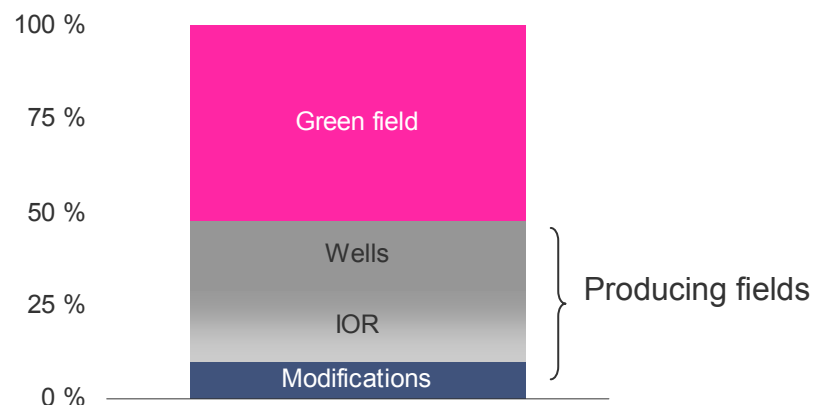


Åsgard subsea compression



NCS capital expenditures \*

2011- 2016 (%)



NCS IOR projects

(typical cash flow profile)



# Excellent project portfolio

- Industrial realities
  - Resources near infrastructure
  - Available capacity
  - Short distance to markets
- Long experience and leading position
  - Crossing new technology frontiers
  - Fast track initiative
- Superior value creation
  - Competitive break-even prices
  - Stable fiscal regime



| Projects*                  | Production start | Capacity boe/d |
|----------------------------|------------------|----------------|
| Skarv (BP)                 | Q4-2011          | 50,000         |
| Marulik (Eni)              | Q2-2012          | 10,000         |
| Svalin                     | 2014             | 25,000         |
| Goliat (Eni)               | 2014             | 30,000         |
| Valemon                    | 2014             | 60,000         |
| Gudrun                     | 2014             | 70,000         |
| Fast track projects**      | 2014             | 70,000         |
| Peon                       | 2016             | 25,000         |
| Draupne (Det Norske)       | 2016             | 30,000         |
| Dagny                      | 2016             | 60,000         |
| Luva                       | 2016             | 90,000         |
| Ormen Lange compr. (Shell) | 2018             | 40,000         |

\* List is not exhaustive

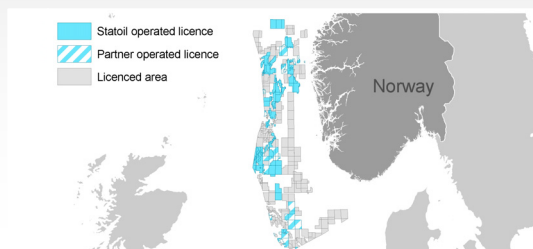
\*\* Added production from current projects by 2014

# Maximise value of the North Sea

## Track record

- Leading player in prolific offshore basin
- Safe operations for 30 years
- World record recovery rates
- Continued exploration success

North Sea



**Estimated recovery factor % OOIP**



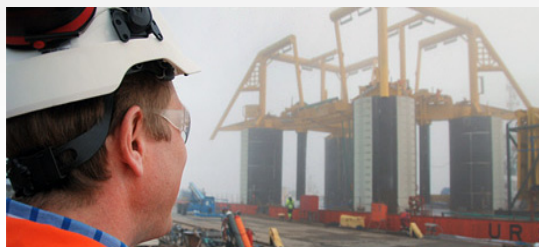
Statoil operated\*

World average\*\*

## 2011/2012 delivery

- Operational excellence
- Industrialising project development
  - Deliver Fast track projects – four FID's in 2011
- Near infrastructure exploration to maintain Fast track pipeline

Visund South on track



**Savings\*\*\* from Fast track %**



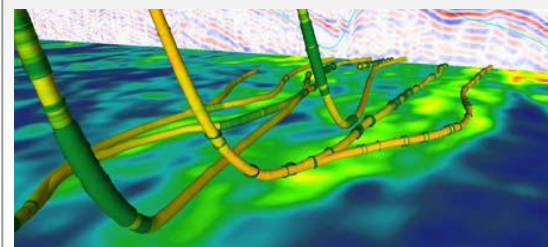
Lead time

Subsea equip.

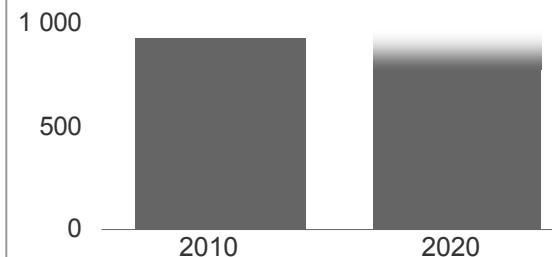
## Long-term materiality

- Further increase recovery factor, enable NCS to reach ambition of 65%
- Stable production level
- Portfolio management

IOR to maximise recovery



**Production mboe/d**



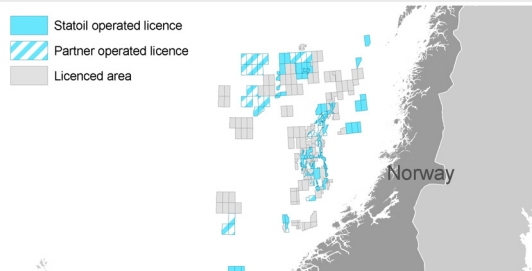
\* NPD Resource report 2010  
 \*\* IEA resources to reserve analysis  
 \*\*\* Ambition

# Growth potential in the Norwegian Sea

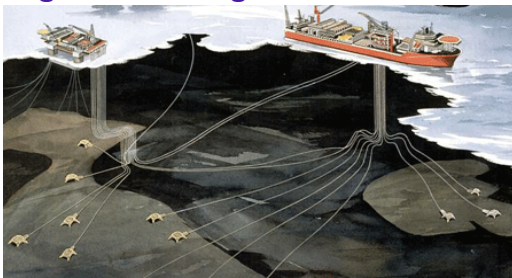
## Track record

- Developed multiple gas hubs (e.g. Ormen Lange, Åsgard)
- Applied industry-leading subsea technology

### Norwegian Sea



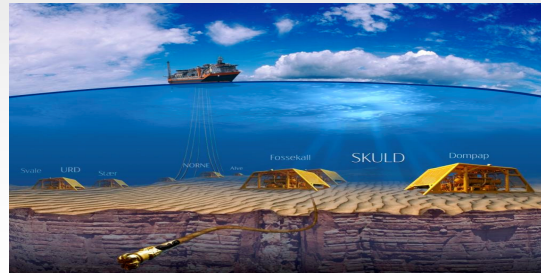
### Åsgard breaking subsea records



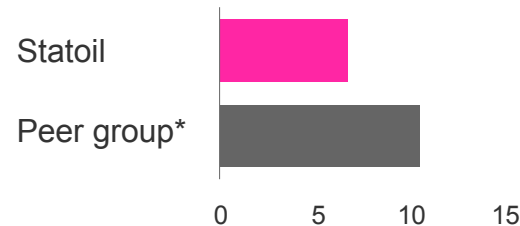
## 2011/2012 delivery

- Operational excellence
- Deliver three Fast track FID's in 2011/2012

Skuld discovered 2010, start-up 2012



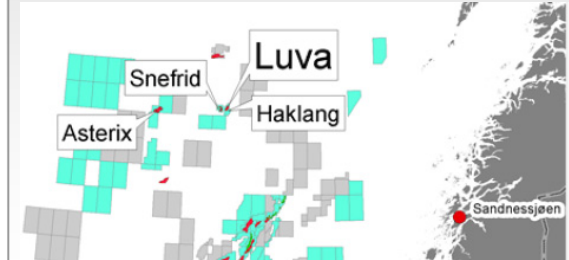
### Unit production cost USD/boe



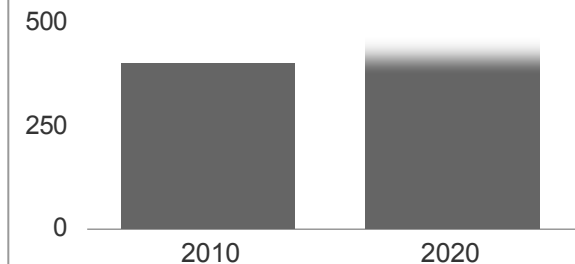
## Long term materiality

- Build new gas hub around Luva
- Explore in new growth plays
- Open new areas (Nordland VI & VII, Troms II)

Luva first mover in Vøring area



### Production mboe/d

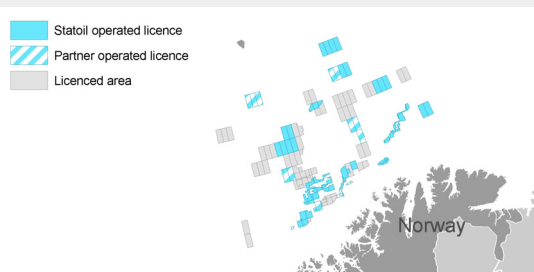


# A new industrial horizon in the Barents Sea

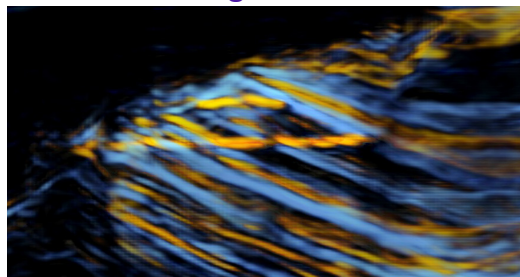
## Track record

- Major discoveries (Goliat, Skrugard, Snøhvit)
- Superior geological insight
- World leading industrial development in the high North; Snøhvit LNG plant

Barents Sea



## Unrivalled insight



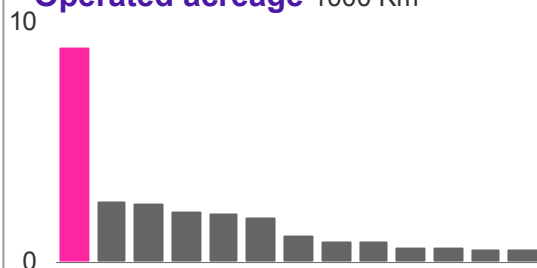
## 2011/2012 delivery

- Accelerate Skrugard development
- Continue exploration drilling campaign

Drilling in harsh environments



## Operated acreage 1000 Km<sup>2</sup>



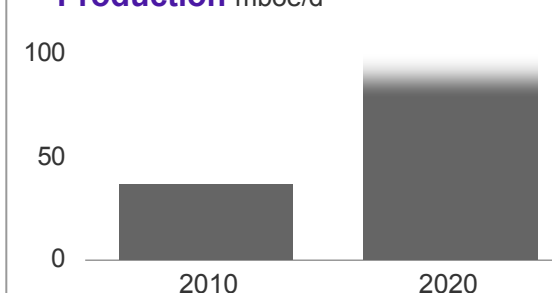
## Long-term materiality

- Project portfolio delivery (Goliat, Skrugard, Snøhvit phase 2)
- Opening of Barents Sea Central

New exploration and production region in the Arctic\*



## Production mboe/d



# Summary

- Highly efficient infrastructure
- Three world class upstream clusters
- Significant value creation towards 2020
  - Around 700 mboe/d of new production\*
  - Production level above 1.4 million boe/d in 2020
- Unique positions beyond 2020
  - Industrial position
  - Competence and technology
- Our NCS position – door step to the Arctic



# Forward looking statements

These presentations 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; expected start-up dates for projects and expected production and capacity of projects; the expected impact of USD/NOK 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; price and availability of alternative fuels; currency exchange rates; 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; the timing of bringing new fields on stream; material differences from reserves estimates; inability to find and develop reserves; adverse changes in tax regimes; development and use of new technology; geological or technical difficulties; the actions of competitors; the actions of field partners; the actions of governments; relevant governmental approvals; industrial actions by workers; prolonged adverse weather conditions; natural disasters and other changes to business conditions. Additional information, including information on factors which may affect Statoil's business, is contained in Statoil's 2010 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).

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 this Capital Markets Day, either to make them conform to actual results or changes in our expectations.

# Investor relations in Statoil

| Investor relations Europe |                       |                                                          |                 |
|---------------------------|-----------------------|----------------------------------------------------------|-----------------|
| Hilde Merete Nafstad      | Senior vice president | <a href="mailto:hnaf@statoil.com">hnaf@statoil.com</a>   | +47 95 78 39 11 |
| Anne Lene Gullen Bråten   | IR officer            | <a href="mailto:angbr@statoil.com">angbr@statoil.com</a> | +47 99 54 53 40 |
| Marianne Loe Borchgrevink | IR officer            | <a href="mailto:mlb@statoil.com">mlb@statoil.com</a>     | +47 93 01 22 45 |
| Lars Valdresbråten        | IR officer            | <a href="mailto:lava@statoil.com">lava@statoil.com</a>   | +47 40 28 17 89 |
| Miriam Jarret             | IR assistant          | <a href="mailto:mirj@statoil.com">mirj@statoil.com</a>   | +47 41 47 52 67 |

| Investor relations USA & Canada |                |                                                              |                 |
|---------------------------------|----------------|--------------------------------------------------------------|-----------------|
| Morten Sven Johannessen         | Vice president | <a href="mailto:mosvejo@statoil.com">mosvejo@statoil.com</a> | +1 203 570 2524 |
| Peter Eghoff                    | IR analyst     | <a href="mailto:pegh@statoil.com">pegh@statoil.com</a>       | +1 203 978 6986 |

For more information: [www.statoil.com](http://www.statoil.com)