



IR mini seminar
17 November 2014



Short- and long-term macro and energy market development

IR mini seminar, 17 November 2014
Eirik Wærness, Chief Economist

Forward looking statements

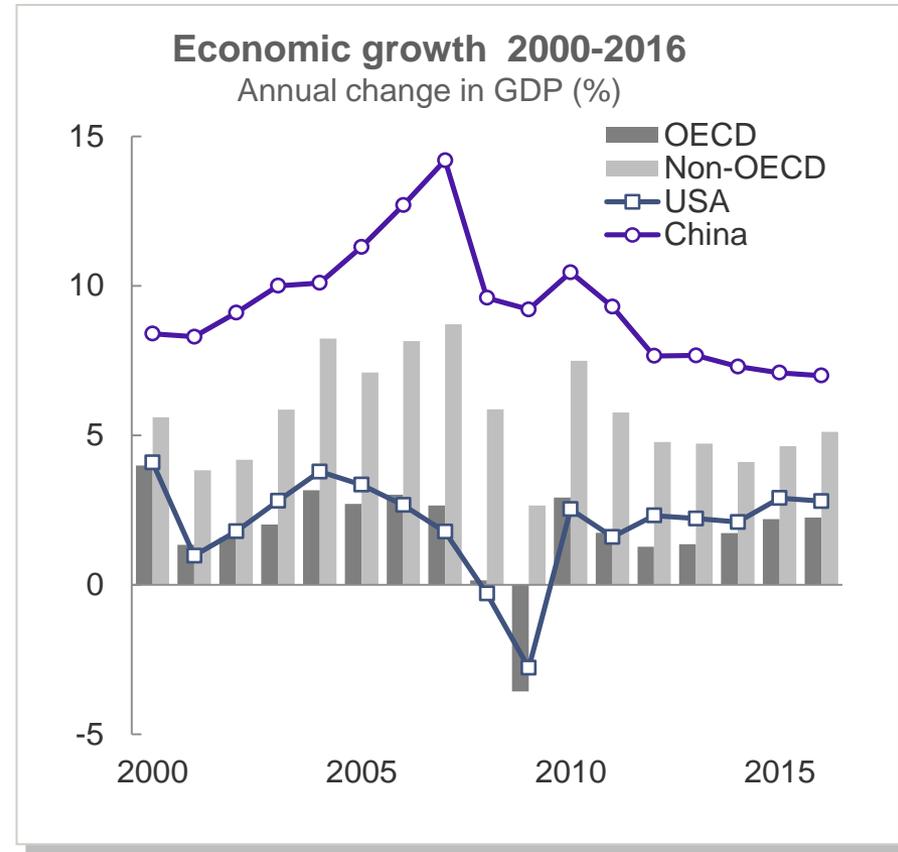
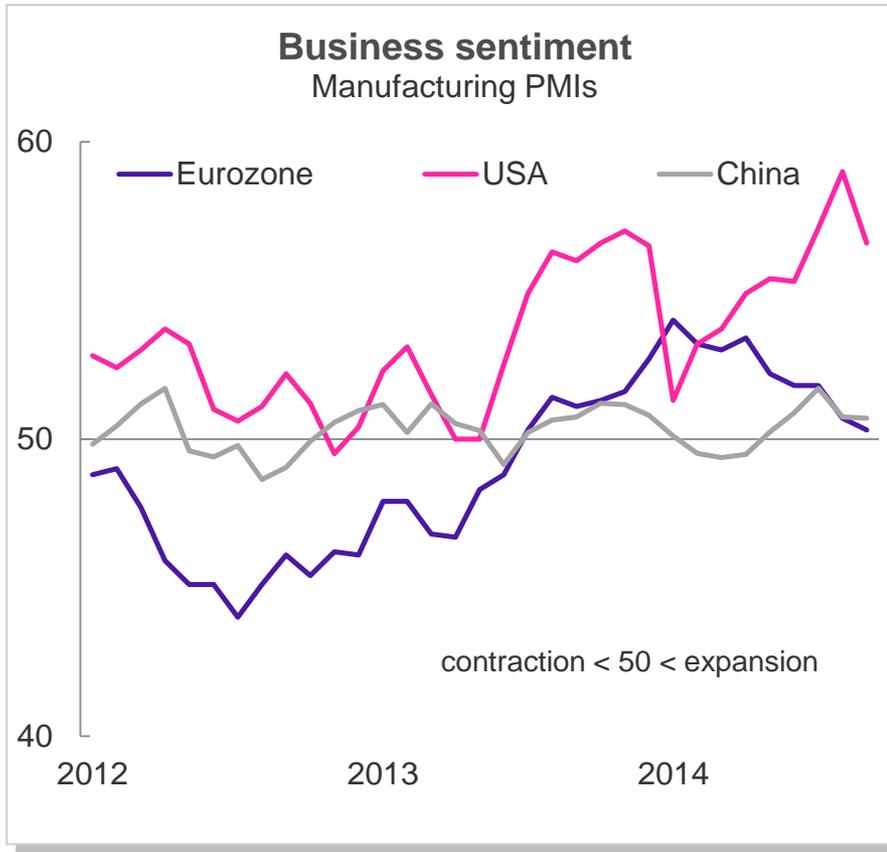
This report contains certain forward-looking statements that involve risks and uncertainties. In some cases, we use words such as "ambition", "continue", "could", "estimate", "expect", "focus", "likely", "may", "outlook", "plan", "strategy", "will", "guidance" and similar expressions to identify forward-looking statements. All statements other than statements of historical fact, including, among others, statements regarding 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 discovery in Tanzania, the Rosneft cooperation, developments at Johan Sverdrup, the Wintershall agreement, the Ormen Lange redetermination, 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.

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; situation in Ukraine; 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, 2013, 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.

Global economy: shaken, not stirred

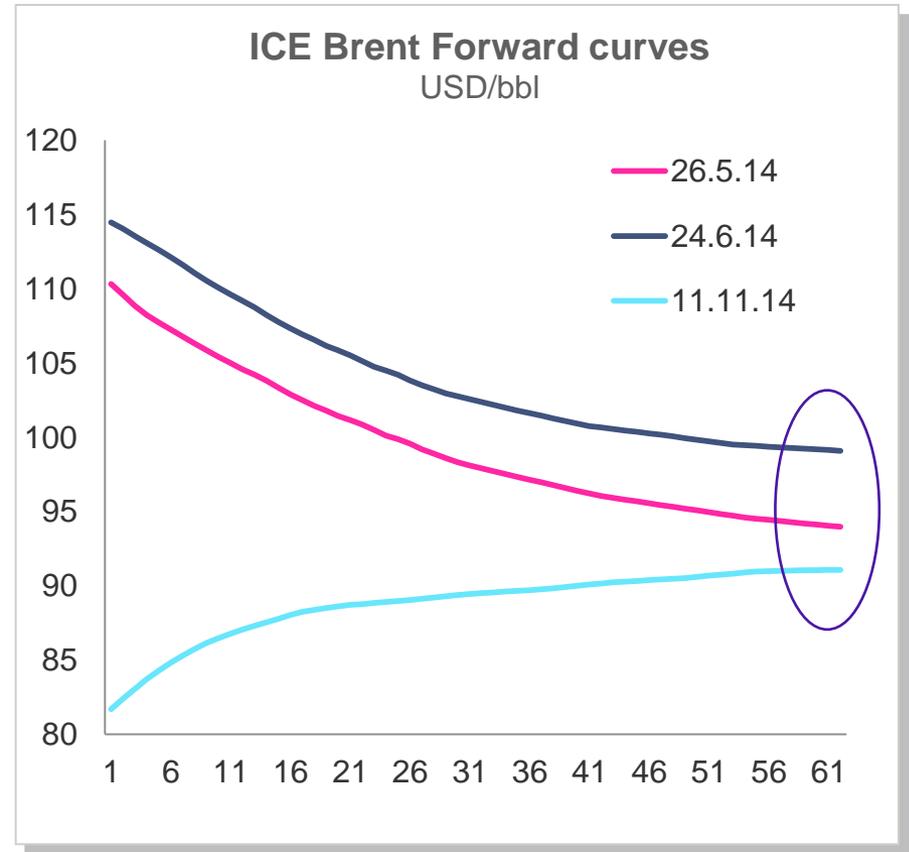
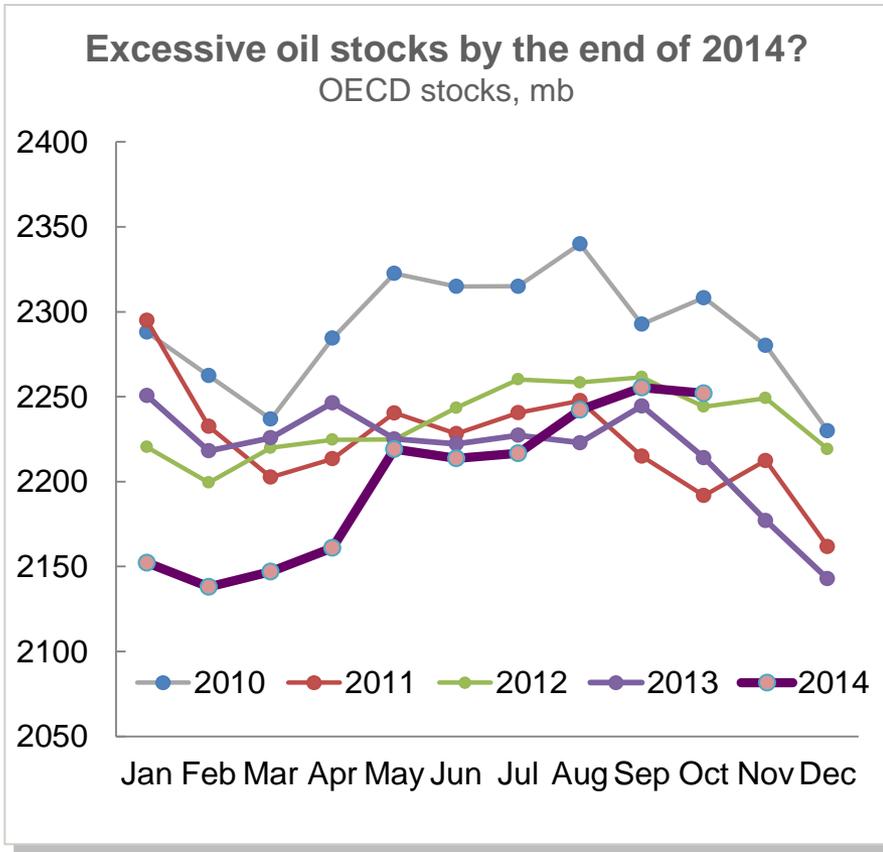
The stage is still set for an acceleration in global GDP growth



Source: IHS Connect and Statoil

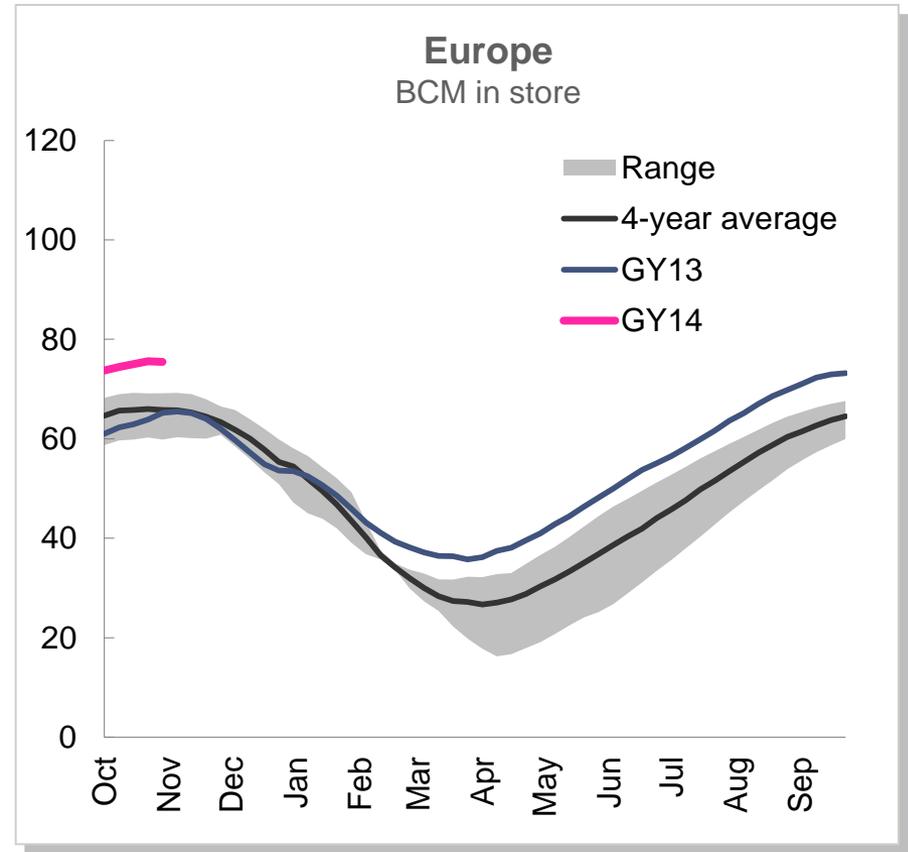
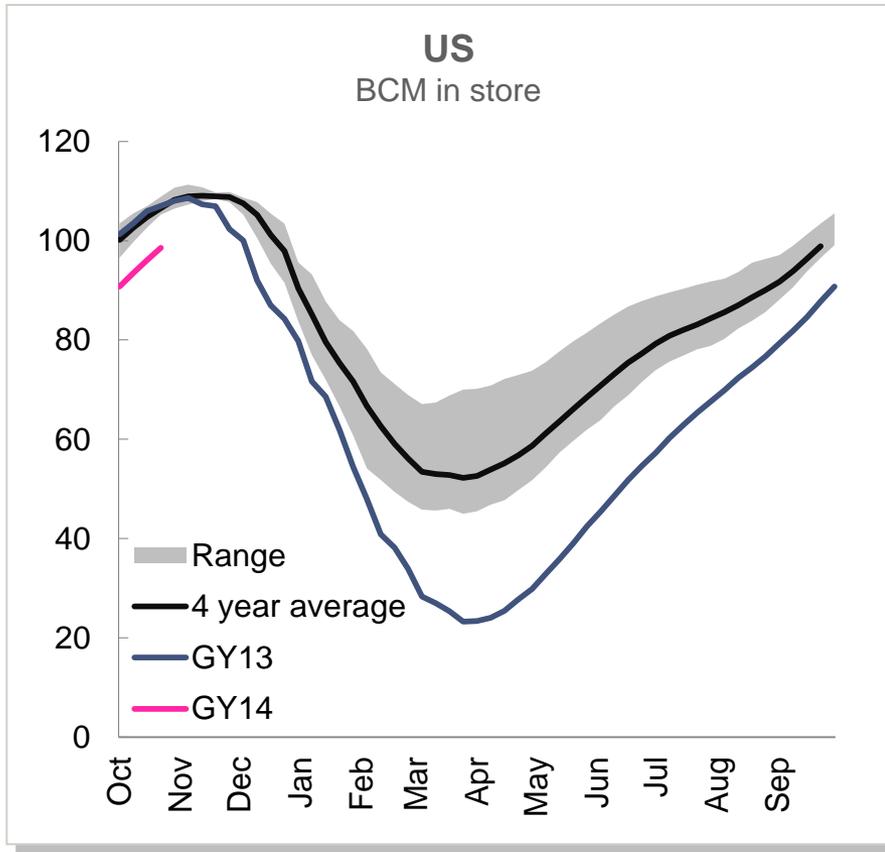
Short-term oil: Opec has to cut, can they cope?

Saudi Arabia – Pre-meeting tactics or fundamental shift of strategy?



Short-term gas: Storages before winter

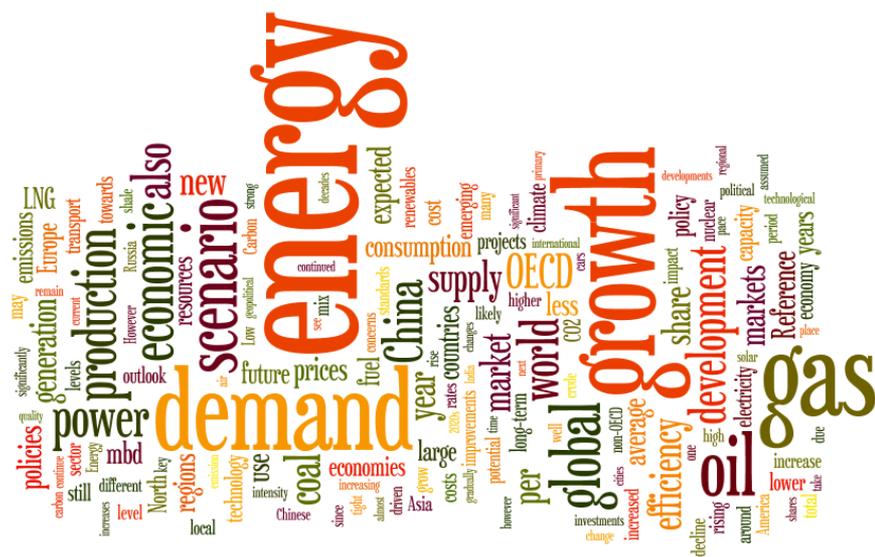
Geopolitics potentially impacting development in Europe



Sources: EIA and GIE

Energy Perspectives to 2040

www.statoil.com/energyperspectives



- Our long-term macro and market outlook
- The global economy
 - Growth close to historic average (3%)
 - Two speeds – non-OECD catching up
- Overall energy market outlook
 - 1.3% annual growth (oil 0.6%, coal: 1.1%)
 - Moderate greening of energy mix
- Global oil and gas markets
 - Oil demand peaks around 2030
 - Gas demand increasing (1.4% per year)
- Strong growth in new renewables (8%)
 - ... but CO₂ emissions grow until around 2030...

A strong trend affecting economics and energy

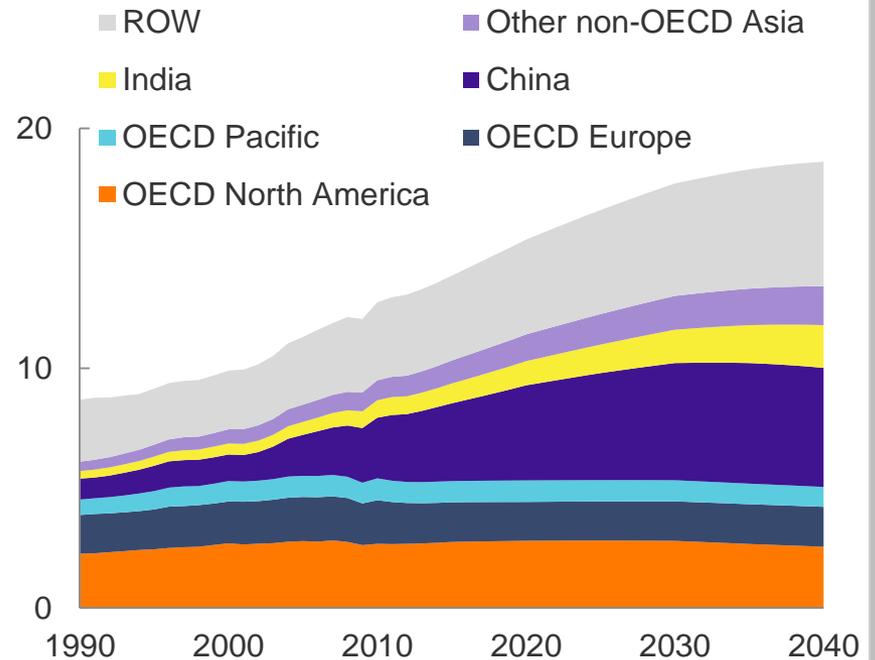
Economic gravity moves (back) to the east, and so does energy demand

The global centre of population



Shifting energy demand

TPED, bn toe



Source: Reddit, IEA, Statoil (projections)

There is more than one possible future

Low carbon scenario

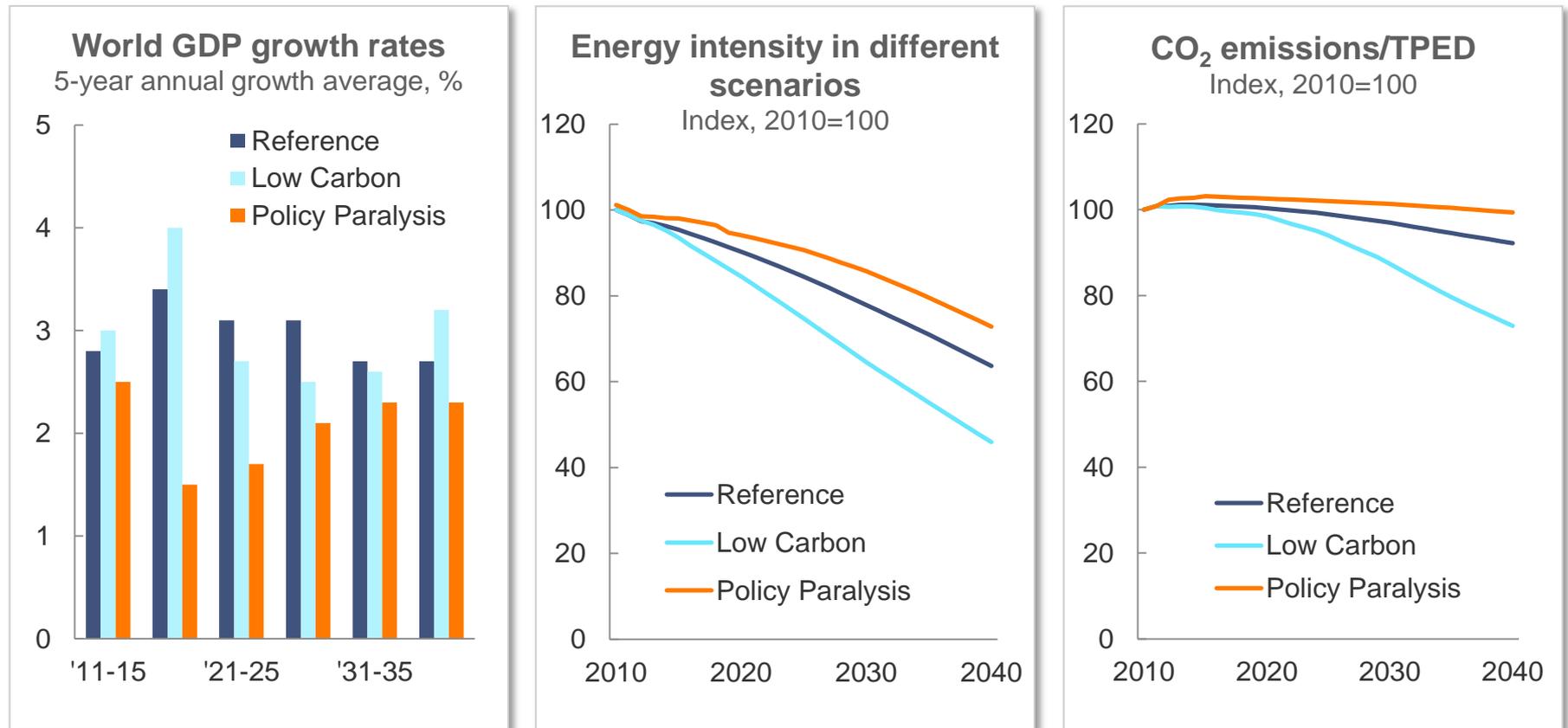


Policy paralysis scenario



Alternative development paths for key drivers

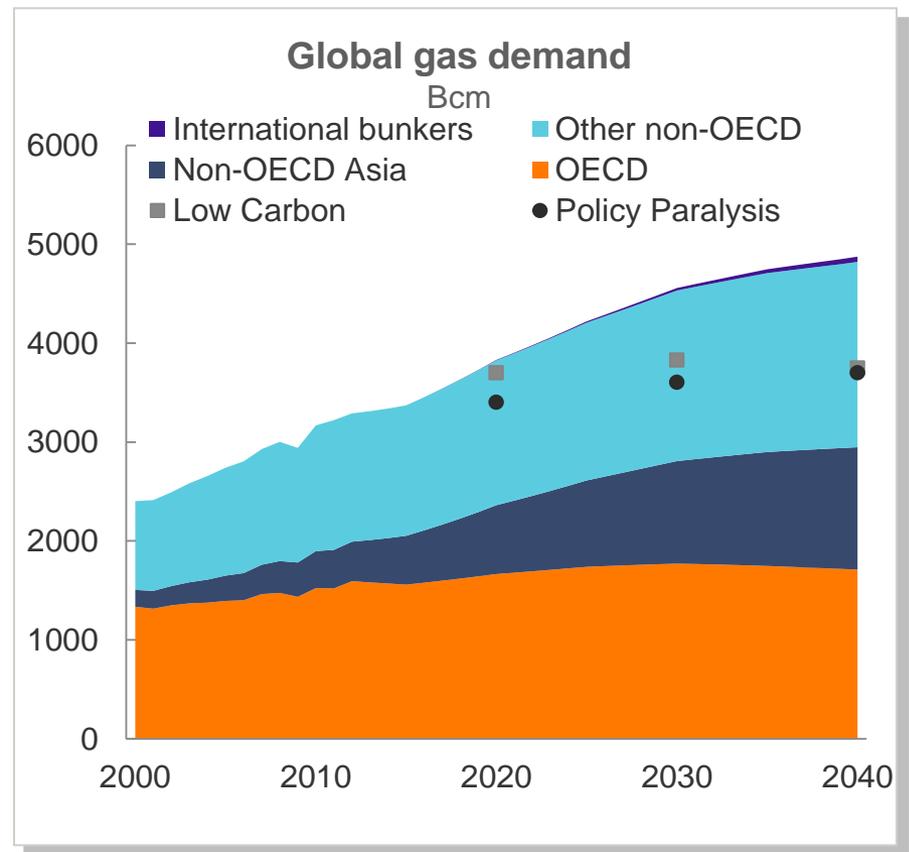
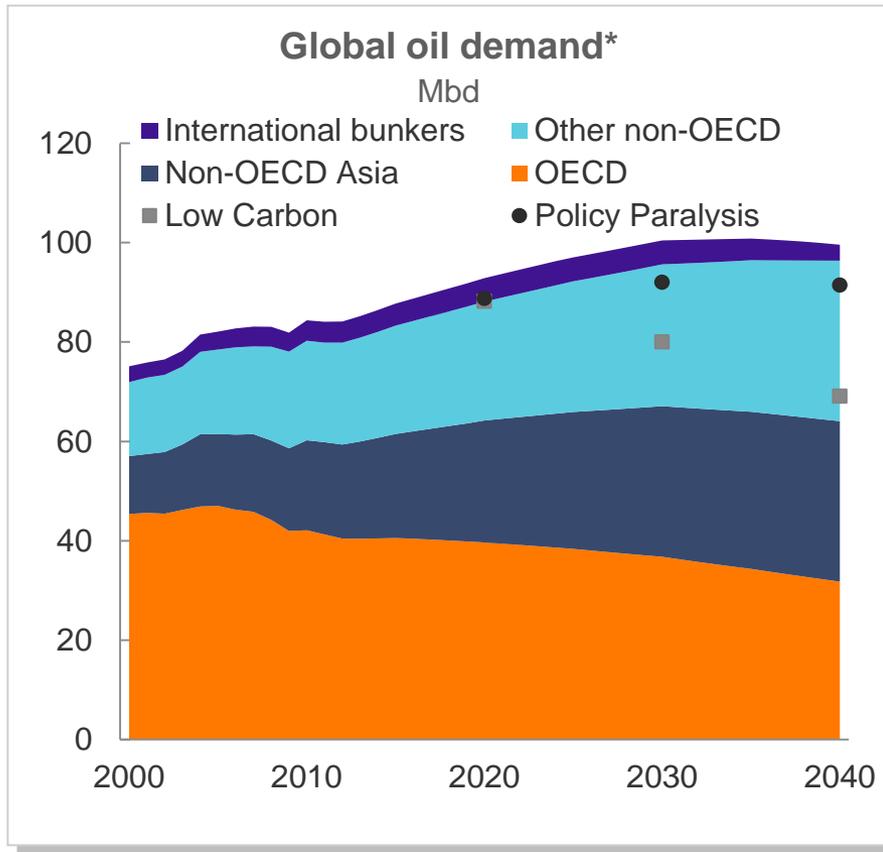
... gives different results in terms of efficiency, energy mix and emissions



Source: IEA (history), Statoil (projections)

Fossil fuels are here to stay

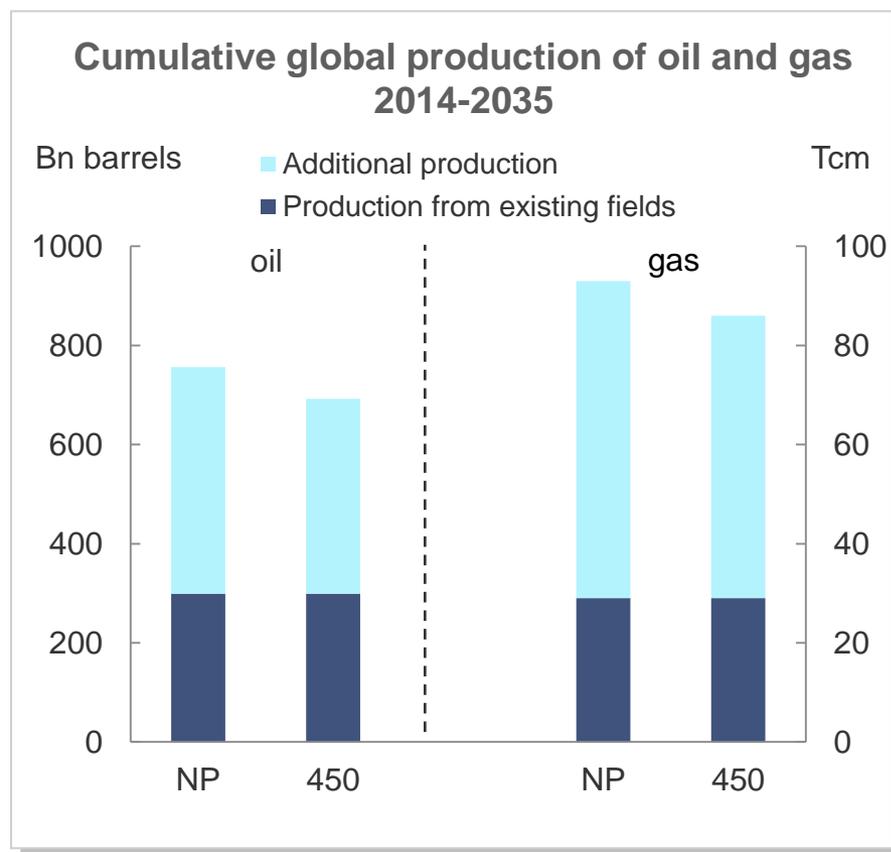
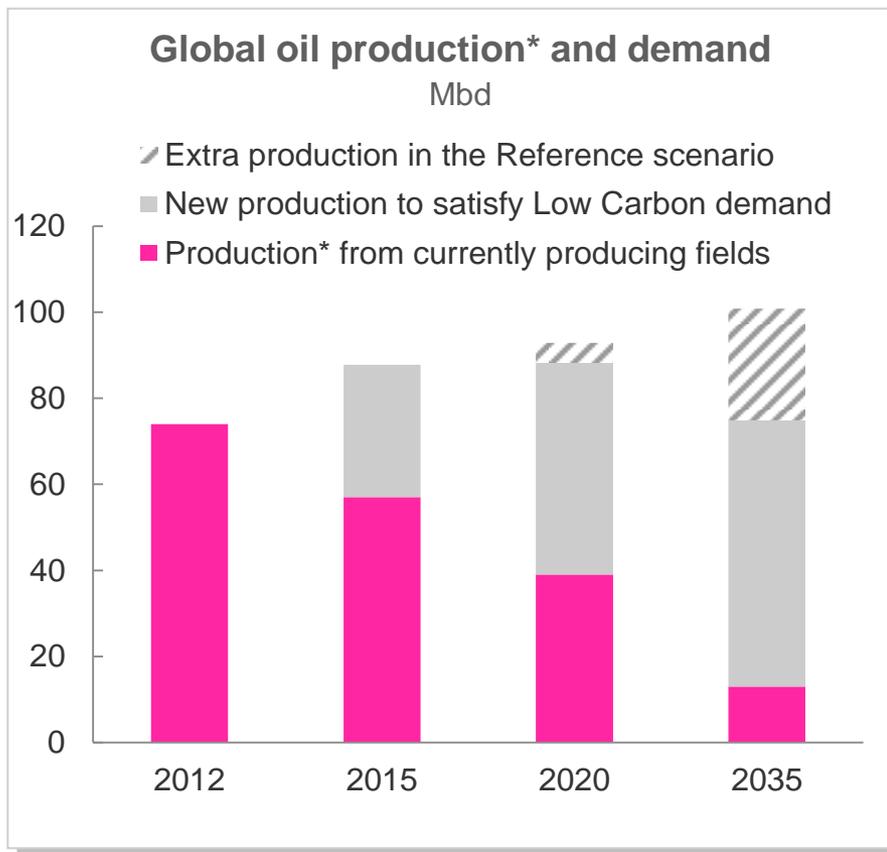
Considerable need for investments, irrespective of scenario, in risky places



* Excl. Bio-fuels
Source: IEA (history), Statoil (projections)

Fossil fuels are here to stay

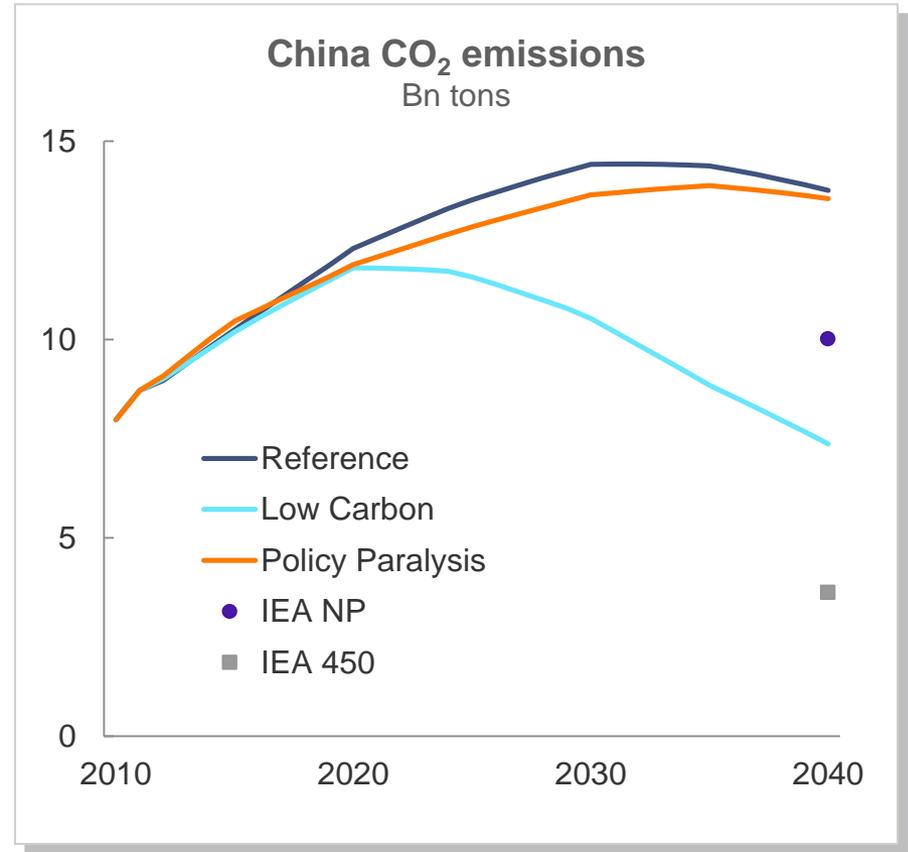
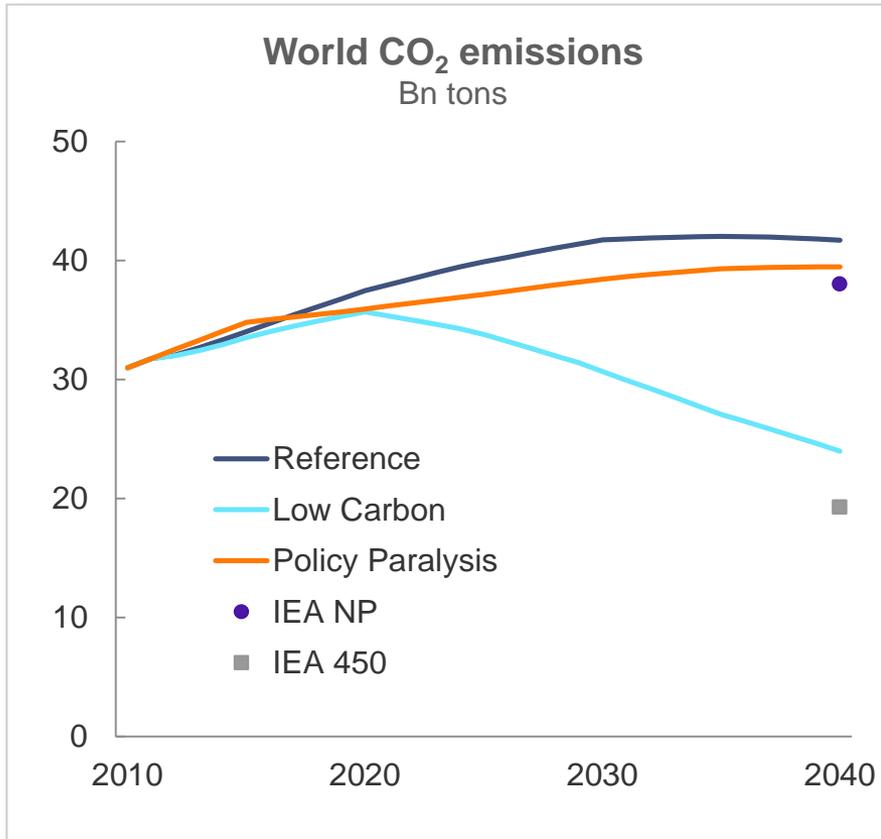
Considerable need for investments, irrespective of scenario



* Excl. NGLs
Source: IEA (production), Statoil (demand)

Energy related CO₂ emissions vary considerably

... driven by energy intensity, fuel mix and CCS



Source: Statoil, IEA WEO 2014

There's never been a better
time for good ideas

Thank you!



Statoil

Natural Gas and Oil in a climate constrained world

IR mini seminar, 17 November 2014
Hege Marie Norheim, SVP Sustainability

SUSTAINABILITY MATTERS IN STATOIL

RECOGNISED AS THE MOST CARBON EFFICIENT OIL AND GAS PRODUCER

GAS

From coal to gas
Retrive with renewables
CCS for long term

OIL

Oil is vital
More oil is needed
NCS leads on efficiency

TECHNOLOGY & INNOVATION

Cleaner gas
Energy efficient oil
Renewables



COMMITTED TO CREATING LASTING VALUE FOR COMMUNITIES



Aim for outstanding resource efficiency



Work smart to reduce emissions



Creating local opportunities



Respect human rights



Be open and transparent

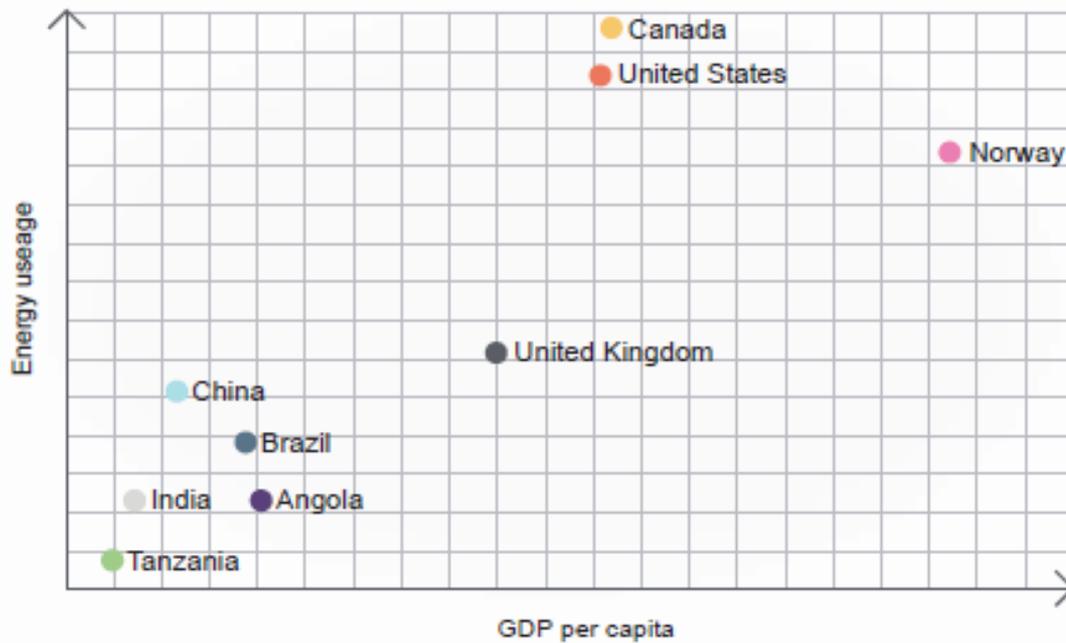


TACKLING THE CARBON CHALLENGE IN THREE
CORE ACTIVITIES:

GAS | OIL | TECHNOLOGY & INNOVATION



THE WORLD NEEDS MORE ENERGY



Source:
World Bank

OUR ENERGY CHOICES — GAS

Step 1

Natural gas replaces coal in power generation

Step 2

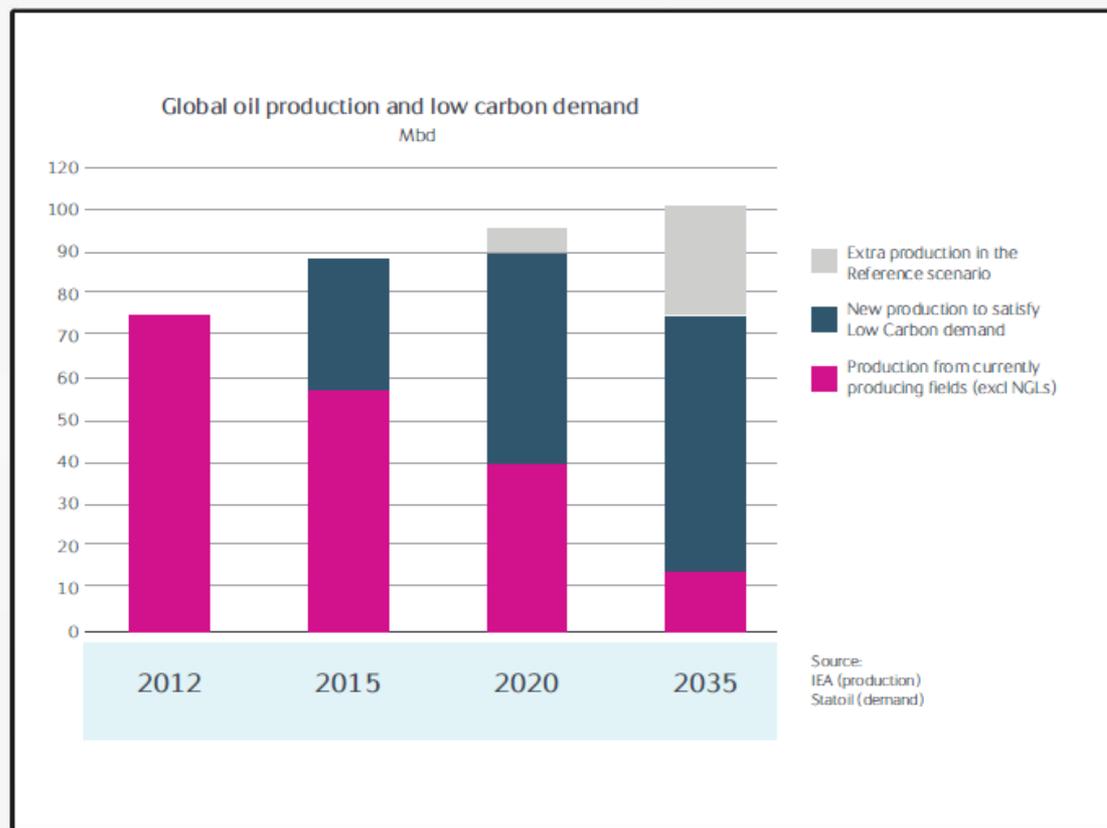
Natural gas twins up with renewables

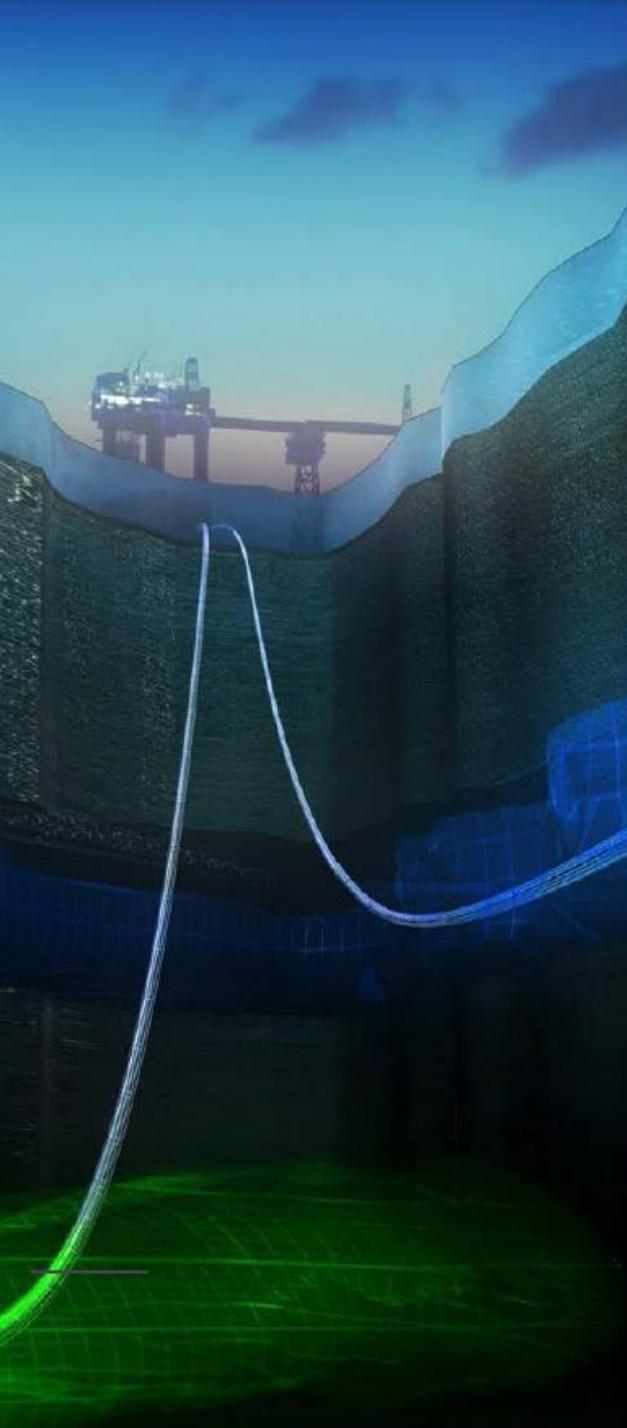
Step 3

Natural Gas Further Decarbonised

OUR ENERGY CHOICES — OIL

Production from new oil fields is urgently needed

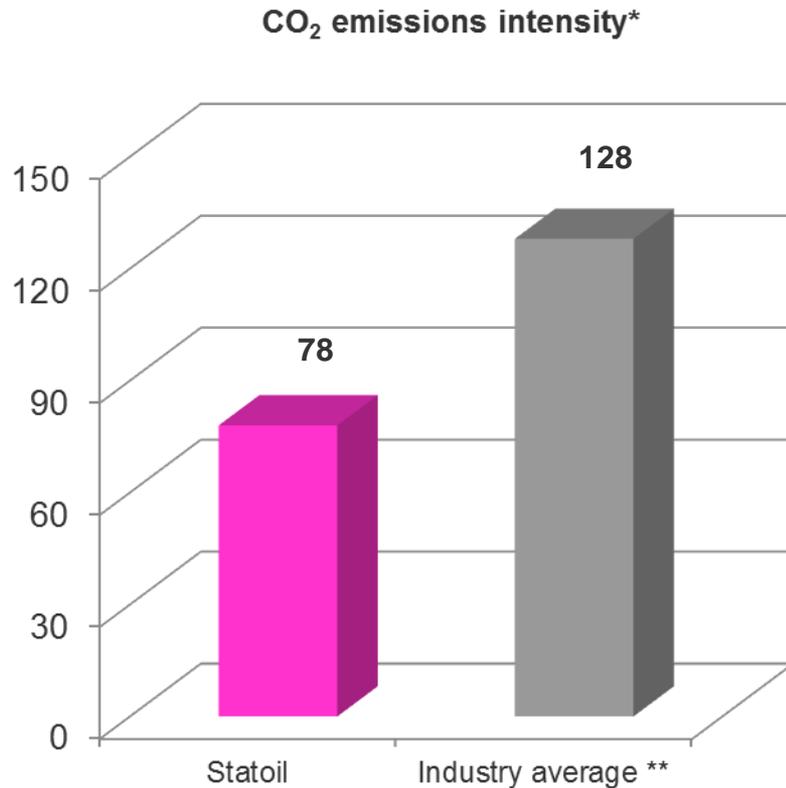




—
OUR ENERGY
CHOICES —
TECHNOLOGY
& INNOVATION



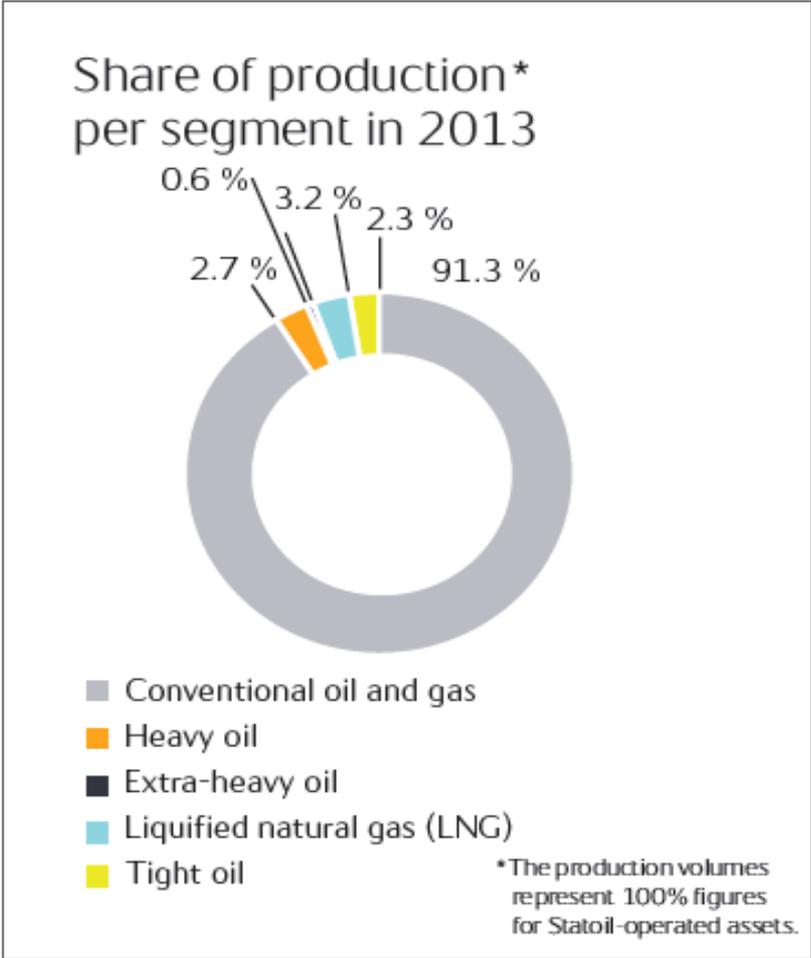
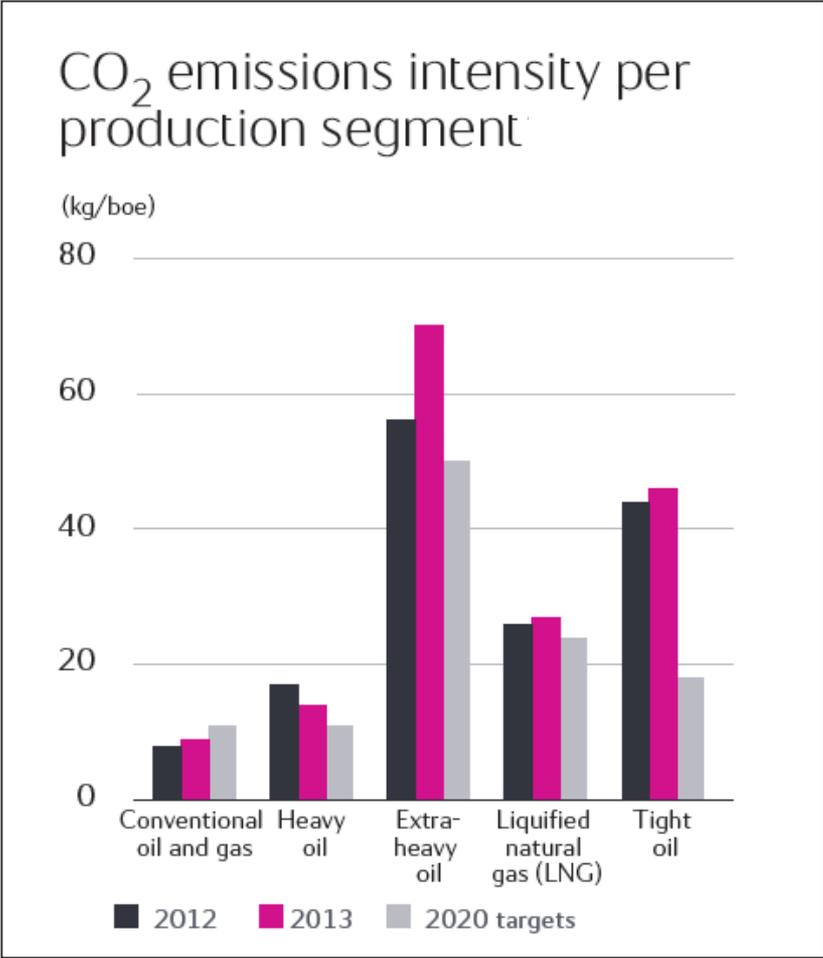
Our carbon efficiency to industry average



* Tonnes of CO₂ per thousand tonnes of hydrocarbon production

** International Oil & Gas Producers Environmental Performance Indicators report 2013/2014

Being transparent on our carbon footprint



There's never been a better
time for **good ideas**

***Gas and oil in a carbon
restrained world***

Hege Marie Norheim
SVP Sustainability

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