

Before the publication of the **Equinor 1Q results on 25 April 2024**, we invite you to provide your input to the analyst consensus estimates by filling in the attached spreadsheet and resend to Equinor IR. Consensus will be established around the following items:

- Adjusted earnings per reporting segment and tax on adjusted earnings per segment
- Adjusted exploration expense for EPN, EPI and EPUSA
- Equity production (split between liquids and gas, NCS, US and international fields)
- Impact from PSA and US royalty barrels (to reach your estimated entitlement production)

Note that we this time introduce two lines describing cash flow:

- Cash flow from operations (before tax, excluding changes in working capital)
- Cash flow to investment (Including inorganic investments and increase/decrease in other interest bearing items)

We will no longer ask for liquids prices.

We remind you that the result for Financials is not included in the adjusted numbers and we will therefore ask you **NOT** to consider this in the input above.

For your convenience, we hereby remind you of some factors relevant for our 4Q results as well as other information that might be useful:

**E&P Norway:**

- Estimated realised liquids price for E&P Norway is in the range of 78,8 – 80,8 USD/bbl.
- The preliminary internal gas transfer price for 1Q is published on our [webpage](#).
- The Norwegian Offshore Directorate publishes [monthly production figures](#), normally issued 10-15 days into a month, giving preliminary figures for the previous month and more detailed information for earlier months.
- Divestment in Statfjord completed 29 December. New equity shares took effect from 1 January 2024.
- Assets on the NCS have NOK as functional currency.
- Equinor had exploration activity on NCS on 7 wells in 1Q24; of these, 6 wells were completed.

**E&P International:**

- Estimated realised liquids price in the range of 73-75 USD/bbl.
- Somewhat lower equity production compared to 4Q23, mainly due to turnarounds.
- Exploration activity in 4 wells.

**E&P USA:**

- Estimated realised liquids price in the range of 65-67 USD/bbl.
- Realised Gas prices consistent with 4Q23.

- Lower Production versus 4Q23 due to the downtime from field in US GOM in January and curtailment and lower activity in APB.
- Lower depreciation due to lower production in offshore assets and offshore reserve updates at year end 2023.

#### **MMP:**

- Average Brent was 83,2 USD/bbl, a price decrease of 1% compared to 4Q23.
- The preliminary internal gas transfer price for 1Q was published on our web page 5 April (also see our web page for historical prices).
- The quarterly guiding range for MMP's adjusted earnings is USD 400-800 million.

#### **REN:**

- Power generation is expected to be in line with the historical seasonal production pattern.
- Most of the offshore wind power production is sold to fixed support prices.
- Earnings from REN are expected to be negative on par with previous quarters due to growth mode of our REN business and project development activities, which continue to be expensed.
- Most of our activity is equity accounted where Equinor's share of P&L is presented as net "gains/losses from equity accounted investments".

#### **Effective tax:**

Indicative tax rates:

- Indicative tax range for EPN: 75-78%. The tax rate for EPN is still influenced by the effect of uplift deduction, but the effect is lower than in prior periods. In periods with high oil and gas prices and high adjusted earnings, the effect of uplift is lower, and the tax rate is expected to be in the upper end of the indicative range. The tax rate for 4Q23 was 79.3%.
- Indicative tax range for EPI: 35-50%. The tax rate is dependent on earnings composition between higher taxed countries and lower taxed countries including effects of uplift and investment allowances. The tax rate for 4Q23 was 63.0%.
- Indicative tax range EPUSA: 22-30%. The tax rate for 4Q23 was 53.7%
- Indicative tax range MMP: 40-60%. MMP's tax rate depends on the adjusted earnings composition, i.e., earnings from NCS versus lower taxed regimes. The tax rate for 4Q23 was 66.2%.

#### **Cash flow movements:**

Of relevance for cash flow (not a comprehensive list):

- NCS petroleum tax: 1 installment of USD 3.5 billion (NOK 37 billion)
- Bond redemption: USD 1.9 billion
- Share buy-back program (2023) 4th tranche, USD 162 million (USD 550 million total market share of 4th tranche)
- Share buy-back program (2024) 1st tranche, USD 370,4 million (USD 396 million total market share of 1st tranche)

- Dividend payment of USD 2.7 billion (0.90 per share)

Next quarter (conditional)

- NCS petroleum tax; 2 installments: one of NOK 38 billion and one of NOK 37 billion
- Share buy-back program (2024) 1st tranche, USD 25,6 million (USD 396 million total market share of 1st tranche)
- Share buy-back program (2024) 2nd tranche, tbd
- Dividend payment of USD 2 billion (0.70 per share)
- Incoming insurance refund: 100 million USD

**Other information:**

For more information please visit our [web-page](#). You may find useful historic information under the heading [Information for analysts](#). The 2023 annual report can be found here: [Annual report 2023 - Equinor](#)

For guiding and additional information, we refer to the presentation and transcript for 4Q23: [Our quarterly results - Equinor](#)

*Changes to Non-GAAP financial measures*

From 1Q 2024, Equinor will no longer adjust for over/underlift to arrive at 'Adjusted earnings' and 'Adjusted earnings after tax'. Further, these measures will be renamed to 'Adjusted operating income' and 'Adjusted operating income after tax'.

In addition, Equinor will introduce two new measures on Equinor Group level; 'Adjusted net income' and 'Adjusted earnings per share' calculated on the basis of 'Adjusted net income'. 'Adjusted net income' will include adjusted net financial items after tax.

Further information, including definitions, reconciliations and restated/comparative historical measures, will be provided in the Q1 2024 report.

*Changes to the Statement of Cash flows (classification)*

From 1Q 2024, cash flows related to variation margin collaterals on commodity derivatives will be reclassified to 'Cash flows provided by operating activities' (line-item '(Increase)/decrease in other items related to operating activities') from 'Cash flows provided by/(used in) financing activities' (line-item 'Net current finance debt and other financing activities'). These cash flows form part of Equinor's principal revenue-making activities and stems from contracts included in Equinor's determination of Net operating income. Historical figures will not be restated due to materiality.

*Changes to the Balance Sheet (presentation)*

To provide a more precise presentation of what is generally perceived as working capital, and ensure better alignment with the line-item '(Increase)/decrease in working capital' in the Statement of cash flows, the following changes will be made from 1Q 2024 (including historical figures):

1. The line-item 'Trade and other receivables' will be disaggregated and presented on two lines; 'Trade and other receivables' and 'Prepayments and financial receivables'.
2. The line-item 'Trade, other payables and provisions' will be disaggregated and presented on two lines 'Trade and other payables' and 'Provisions and other liabilities'.

*Other changes to the quarterly report format*

Based on external feedback, we have updated the format of the Group and Segment quarterly review tables by separating the non-GAAP financial measures from the figures reported in accordance with IFRS® Accounting Standards. We hope this improves the reader friendliness of the tables.

In addition, to provide a more easily accessible overview, a "Key figures page" will be added at the beginning of the report.

**The 1Q results will be reported Thursday, 25 April at 07:00 CET.**