



## 4th Quarter 2020 results

Svein Skeie

Chief Financial Officer

10 February, 2021

# 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", "intend", "expect", "believe", "likely", "may", "outlook", "plan", "strategy", "will", "guidance", "targets", and similar expressions to identify forward-looking statements. Forward-looking statements include all statements other than statements of historical fact, including, among others, statements regarding Equinor's plans, intentions, aims, ambitions and expectations, including with respect to the Covid-19 pandemic including its impacts, consequences and risks; Equinor's response to the Covid-19 pandemic, including measures to protect people, operations and value creation, operating costs and assumptions; the commitment to develop as a broad energy company; the ambition to be a net-zero energy company by 2050; future financial performance, including cash flow and liquidity; accounting policies; production cuts, including their impact on the level and timing of Equinor's production; plans to develop fields; the climate action plan announced by the Norwegian government; market outlook and future economic projections and assumptions, including commodity price assumptions; organic capital expenditures through 2022; intention to optimise and mature its portfolio; estimates regarding exploration activity levels; ambition to keep unit of production cost in the top quartile of its peer group; scheduled maintenance activity and the effects on equity production thereof; completion and results of acquisitions and disposals; expected amount and timing of dividend payments; and provisions and contingent liabilities. 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, in particular in light of recent significant oil price volatility triggered, among other things, by the changing dynamic among OPEC+ members and the uncertainty regarding demand created by the Covid-19 pandemic; the impact of Covid-19; levels and calculations of reserves and material differences from reserves estimates; unsuccessful drilling; operational problems; health, safety and environmental risks; natural disasters, adverse weather conditions, climate change, and other changes to business conditions; the effects of climate change; regulations on hydraulic fracturing; security breaches, including breaches of our digital infrastructure (cybersecurity); ineffectiveness of crisis management systems; the actions of counterparties and

competitors; the development and use of new technology, particularly in the renewable energy sector; inability to meet strategic objectives; the difficulties involving transportation infrastructure; political and social stability and economic growth in relevant areas of the world; an inability to attract and retain personnel; inadequate insurance coverage; changes or uncertainty in or non-compliance with laws and governmental regulations; the actions of the Norwegian state as majority shareholder; failure to meet our ethical and social standards; the political and economic policies of Norway and other oil-producing countries; non-compliance with international trade sanctions; the actions of field partners; adverse changes in tax regimes; exchange rate and interest rate fluctuations; factors relating to trading, supply and financial risk; general economic conditions; and other factors discussed elsewhere in this report. Additional information, including information on factors that may affect Equinor's business, is contained in Equinor's Annual Report on Form 20-F for the year ended December 31, 2019, filed with the U.S. Securities and Exchange Commission (including section 2.11 Risk review - Risk factors thereof). Equinor's 2019 Annual Report and Form 20-F is available at Equinor's website [www.equinor.com](http://www.equinor.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 assume responsibility for the accuracy and completeness of these forward-looking statements. Any forward-looking statement speaks only as of the date on which such statement is made, and, except as required by applicable law, we undertake no obligation to update any of these statements after the date of this report, whether to make them either conform to actual results or changes in our expectations or otherwise.

We use certain terms in this document, such as "resource" and "resources" that the SEC's rules prohibit us from including in our filings with the SEC. U.S. investors are urged to closely consider the disclosures in our Form 20-F, SEC File No. 1-15200. This form is available on our website or by calling 1-800-SEC-0330 or logging on to [www.sec.gov](http://www.sec.gov).

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2020

## Highlights

### Forceful response to market turmoil in 2020

- USD 3 billion action plan launched in March, delivered more than 3.7 billion
- Organic capex at USD 7.8 billion, well below initial guiding
- 5% UPC reduction a year ahead of schedule
- 2.4% production growth<sup>1</sup> in 2020, capturing higher gas prices

### Strong position to deliver competitive value creation

- Free cash flow before capital distribution of USD ~6 billion<sup>2</sup> in 2021 at 50 USD/bbl
- Annual capex at USD 9 – 10 billion for 2021 and 2022, ~15% below previous indication
- Continued improvements in projects, average break-even ~30 USD/bbl<sup>3</sup>

### Strategy process towards Capital Markets Day in June

- Ambition to be a net zero energy company by 2050
- Optimising the oil and gas portfolio to enhance value creation
- Accelerating profitable growth in renewables
- Developing new value chains for low carbon solutions

1. Rebased.

2. Proceeds from Bakken divestment not included.

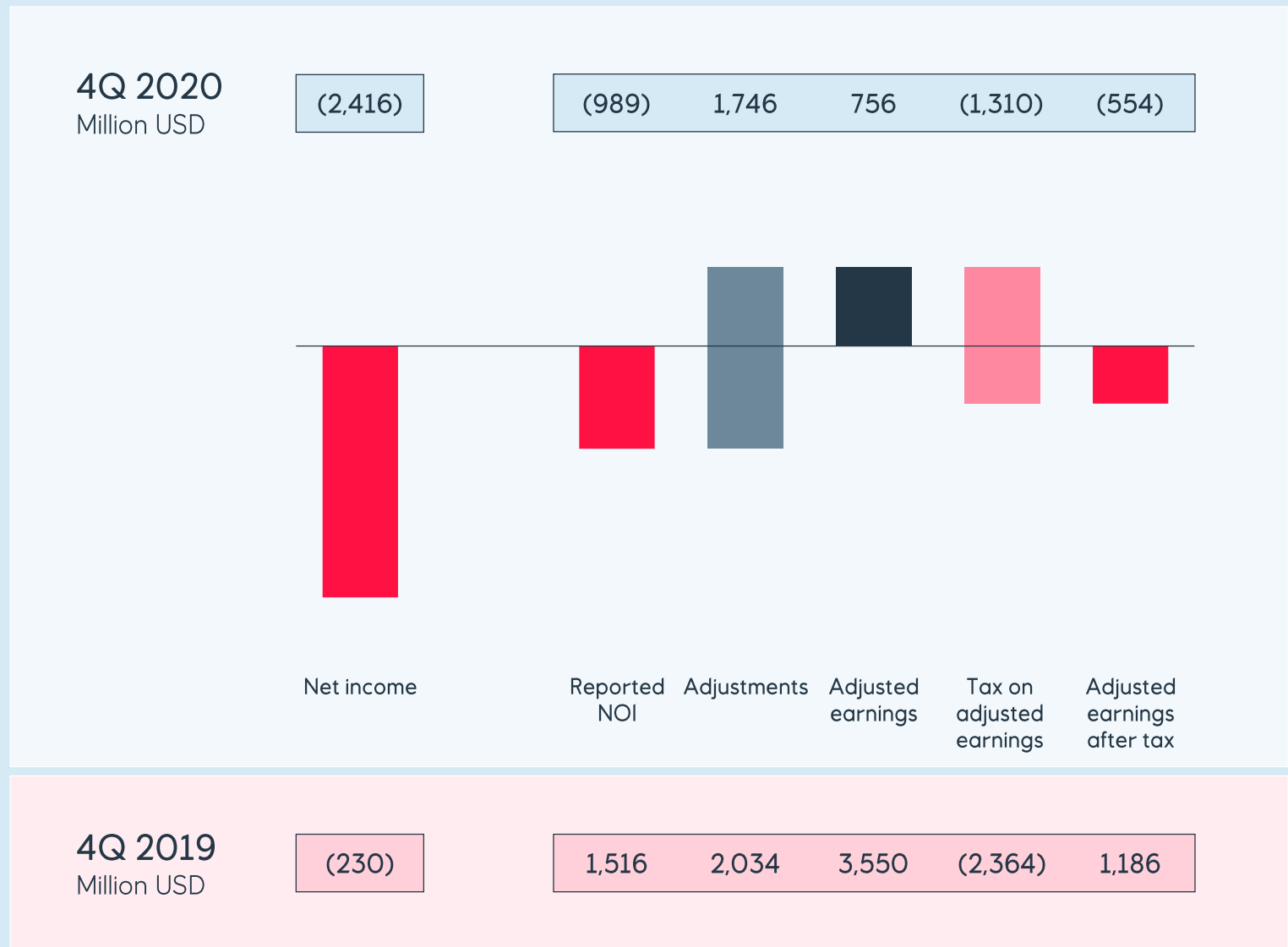
3. Projects expected to be sanctioned in 2021 and 2022, volume weighted.





# Financial results

- Group realised prices down YoY; Liquids 28%, European gas 5%, and North American gas 11%
- Adjusted opex and SG&A down 13% in 4Q
- Optimising the oil and gas portfolio
  - Impairments related to Tanzania LNG and Bakken in the USA
  - Transferred exploration obligations in Russia
- Refinery asset impaired due to lower margin outlook
- Adjusted tax rate of 173%, mainly due to write downs in areas with no or low tax protection



# Adjusted earnings



Million USD	E&P Norway		E&P International		E&P USA		MMP		Other	
	Pre tax	After tax	Pre tax	After tax	Pre tax	After tax	Pre tax	After tax	Pre tax	After tax
4Q' 20	1,841	707	(1,215)	(1,178)	(172)	(172)	352	137	(49)	(48)
4Q' 19	2,738	759	192	79	54	55	524	291	41	1

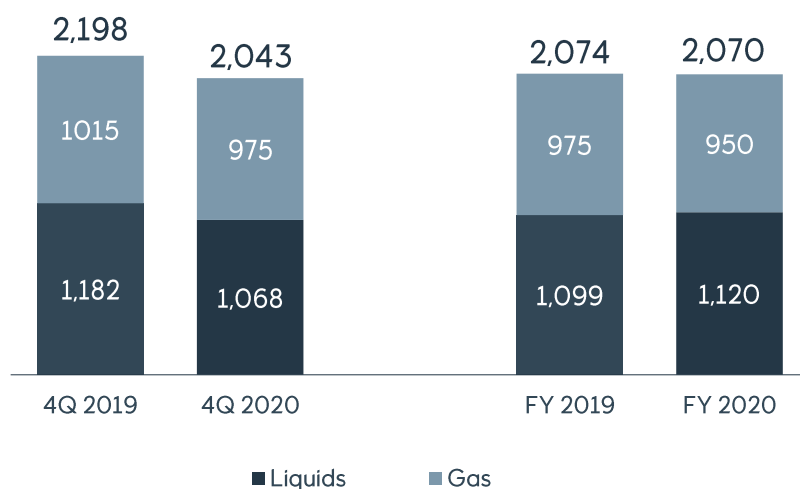
1. Adjusted for currency, royalty and portfolio changes.

2020

# Oil and gas production and reserves

- 2.4% rebased production growth
- Successful ramp up on Johan Sverdrup
- Snorre Expansion on stream
- Capturing value from increasing gas prices

## Equity volumes mboe/d



-5

Percent  
Reserve replacement  
ratio (RRR)

Proved SEC reserves. Preliminary numbers.

95

Percent  
Three-year average RRR

Proved SEC reserves. Preliminary numbers.

7.4

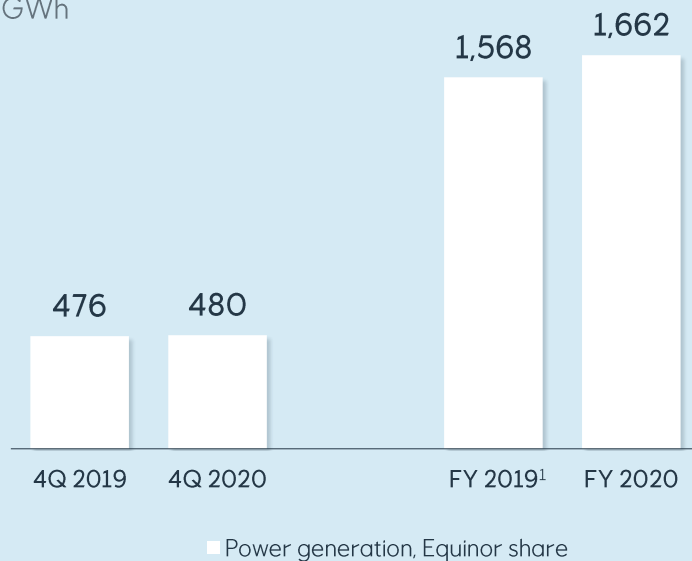
Years  
R/P SEC reserves

Proved SEC reserves divided by entitlement  
production. Preliminary numbers.

# A strong renewable portfolio

- High availability on producing assets
- High production as expected in the fourth quarter

## Renewables GWh



1. FY 2019 is adjusted for divestment in Arkona.



## Strategic progress and important milestones

- Financial close and FID of Dogger Bank A and B. Farm down of 10% for GBP 202.5 million<sup>2</sup>
- Awarded offtake agreements for Empire Wind II and Beacon Wind I, ~2.5 GW
- Regulatory framework in Poland signed into law. Baltyk II and III eligible for CfD<sup>3</sup> round

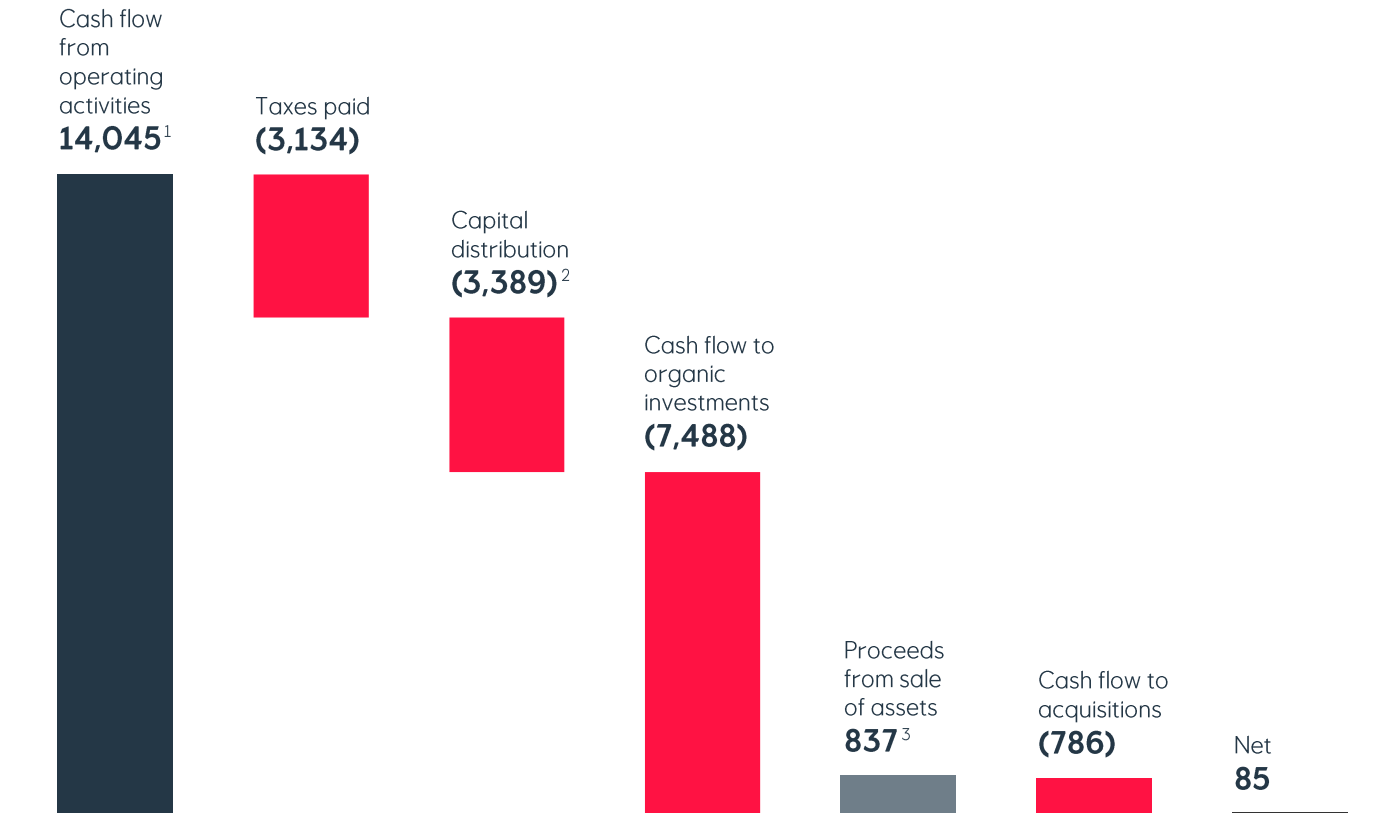
2. Closing expected 1Q 2021.  
3. Contract for Difference.

# Positive cash flow

- Net positive cash flow of USD 1.4 billion in 4Q, and positive for the full year
- Net NCS tax in 4Q of USD 393 million
- USD 550 million payment for KGN acquisition
- USD 500 million pre-payment receipt on US wind deal
- Organic capex of USD 7.8 billion for 2020
- Stable adjusted net debt ratio at 31.7%

## 2020 YTD Cash flow

Million USD



1. Income before tax -4,259 + non-cash adjustments 18,304.

2. Dividend 2,330 + share buy backs in the market 58 + government share of buy backs 1,001.

3. Including the proceeds from divestment of Lundin shares of USD 332 million.



# Outlook

Outlook		
Annual organic capex	2021-22	<b>9-10</b> Billion USD <sup>1</sup>
Exploration activity	2021	<b>~0.9</b> Billion USD <sup>1,2</sup>
Production growth <sup>3</sup>	2020-21	<b>~2</b> Percent
	2020-26	<b>~3</b> Percent, CAGR



1. Based on 9.0 USD/NOK, compared to 11 at 1Q 2020 guiding.  
 2. Excluding field development costs.  
 3. 2020 production rebased for portfolio measures.



## 4th Quarter 2020 results

Svein Skeie

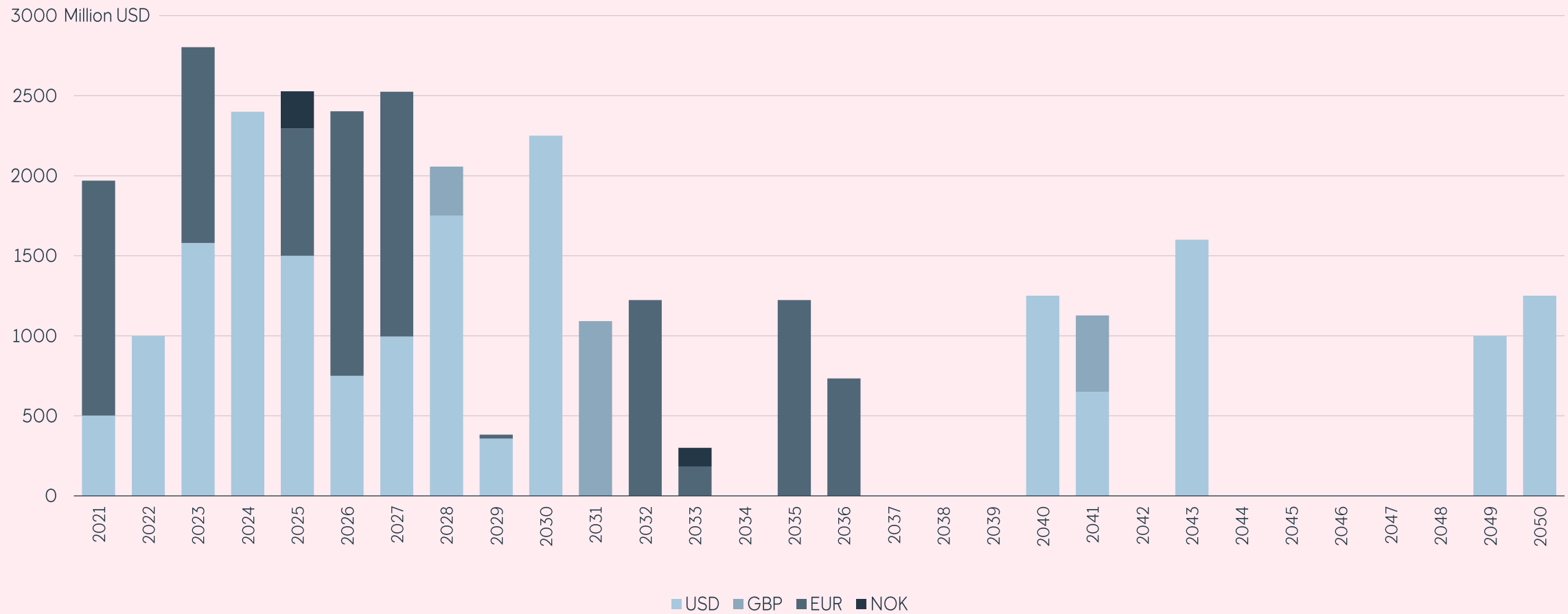
Chief Financial Officer

10 February, 2021

## Segment results

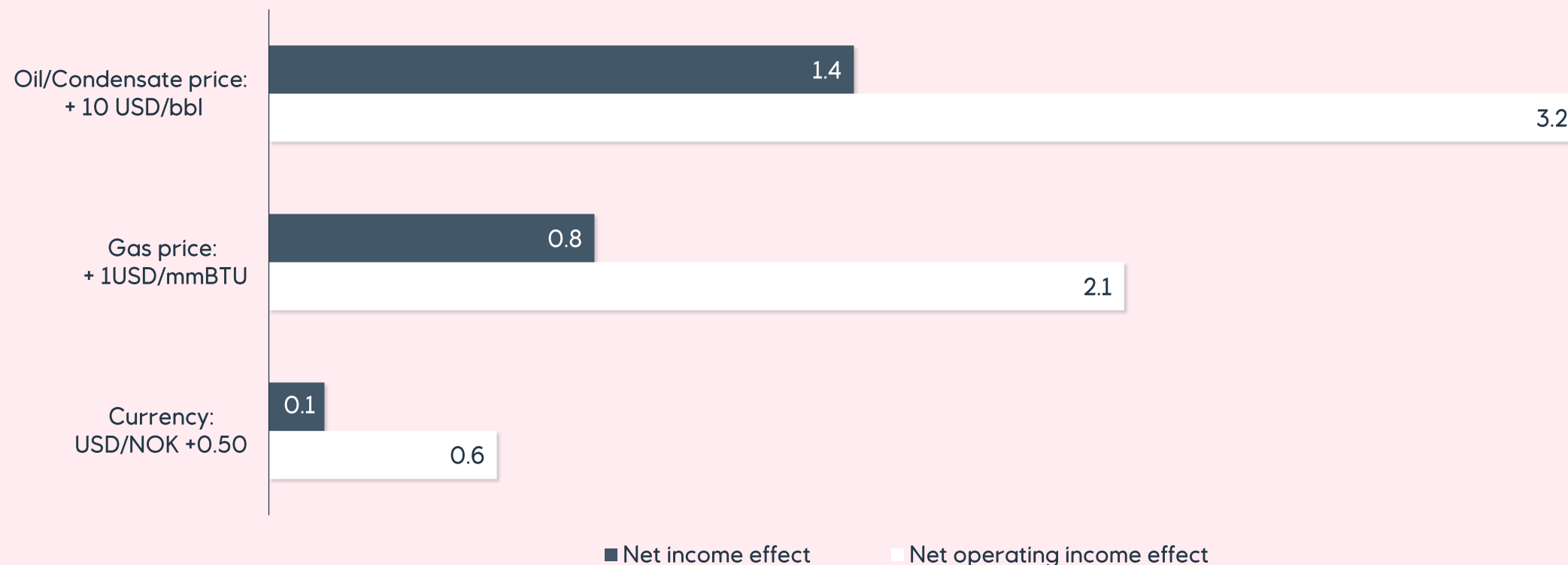
	E&P Norway	E&P International	E&P USA	MMP	Other
<b>Adjusted earnings</b> Pre tax, Million USD					
4Q' 20	1,841	(1,215)	(172)	352	(49)
4Q' 19	2,738	192	54	524	41
<b>IFRS NOI</b> Pre tax, Million USD					
4Q' 20	1,803	(1,376)	(559)	(480)	(75)
4Q' 19	1,476	53	7	360	211
		Excludes E&P USA			

# Long term debt maturity profile





# Sensitivities<sup>1</sup> – indicative effects on 2021 results

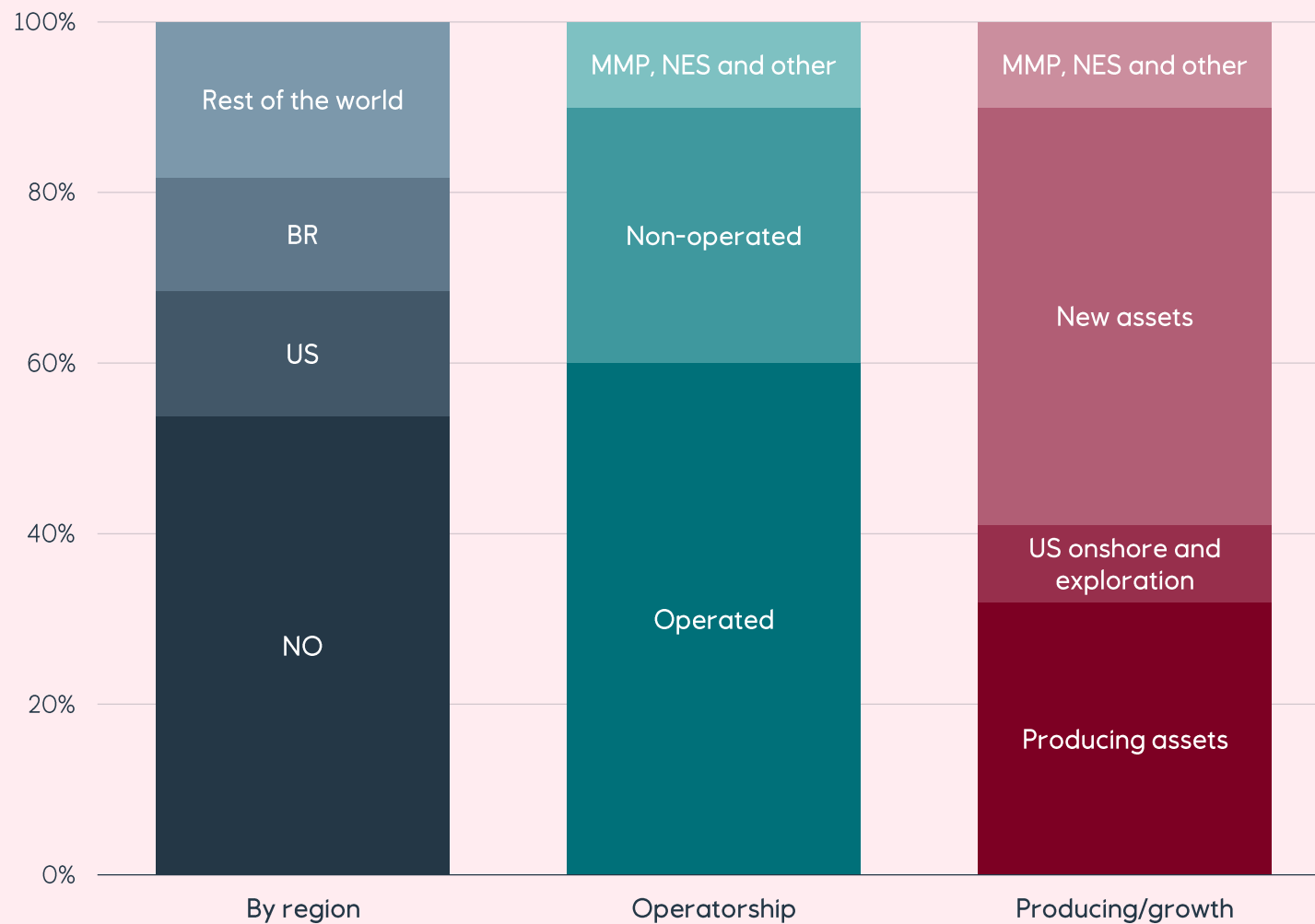


1. Based on USD/NOK of 9.00.

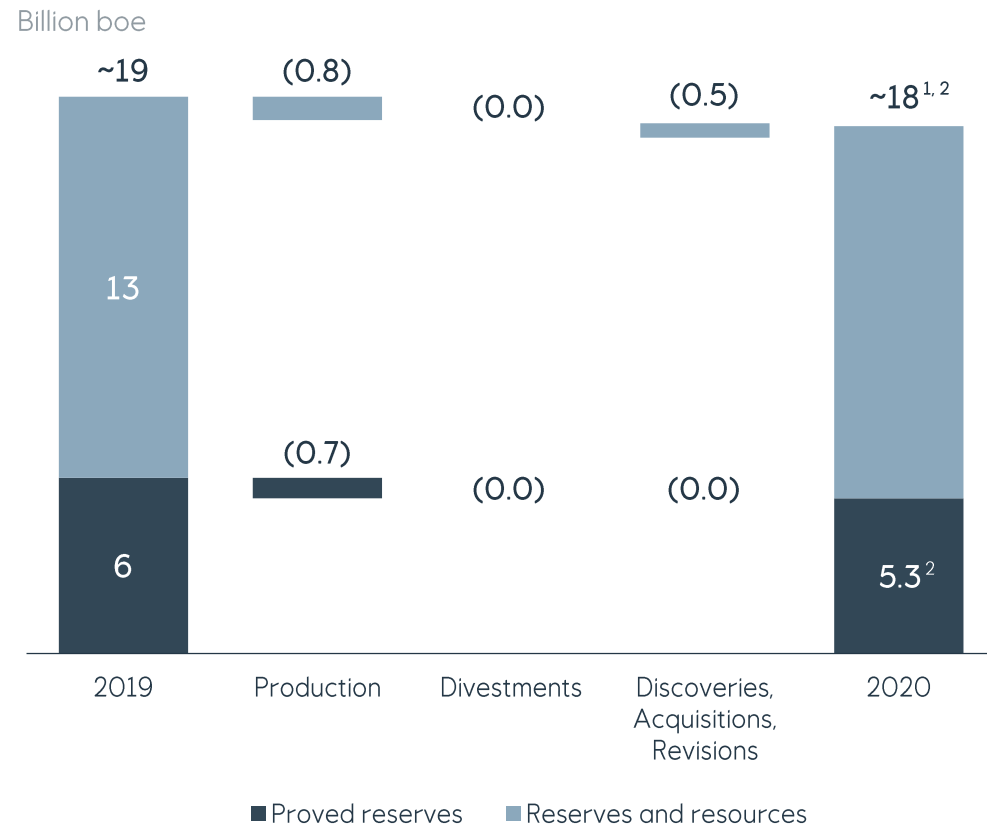
2021-2022

# Investing for profitable growth

- ~50% in Norway (NO)
- ~60% in operated assets
- ~50% in new assets
- ~90% in upstream



# Proved reserves and total recoverable resources



1. Including 1.3 bn boe related to the Tanzania LNG project.  
 2. Bakken asset is included in the proved reserves and resources.

**-5**  
 Percent  
 Reserve replacement  
 ratio (RRR)

Proved reserves (SEC).

**95**  
 Percent  
 RRR  
 Three year average

Proved reserves (SEC).

**7.4**  
 Years  
 R/P

Proved reserves (SEC) divided by  
 entitlement production.

**>24**  
 Years  
 R/P

Total recoverable resources divided  
 by equity production.

**51**  
 Percent  
 Liquid share of total  
 resources

**72**  
 Percent  
 OECD share of total  
 resources

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