



North American Growth

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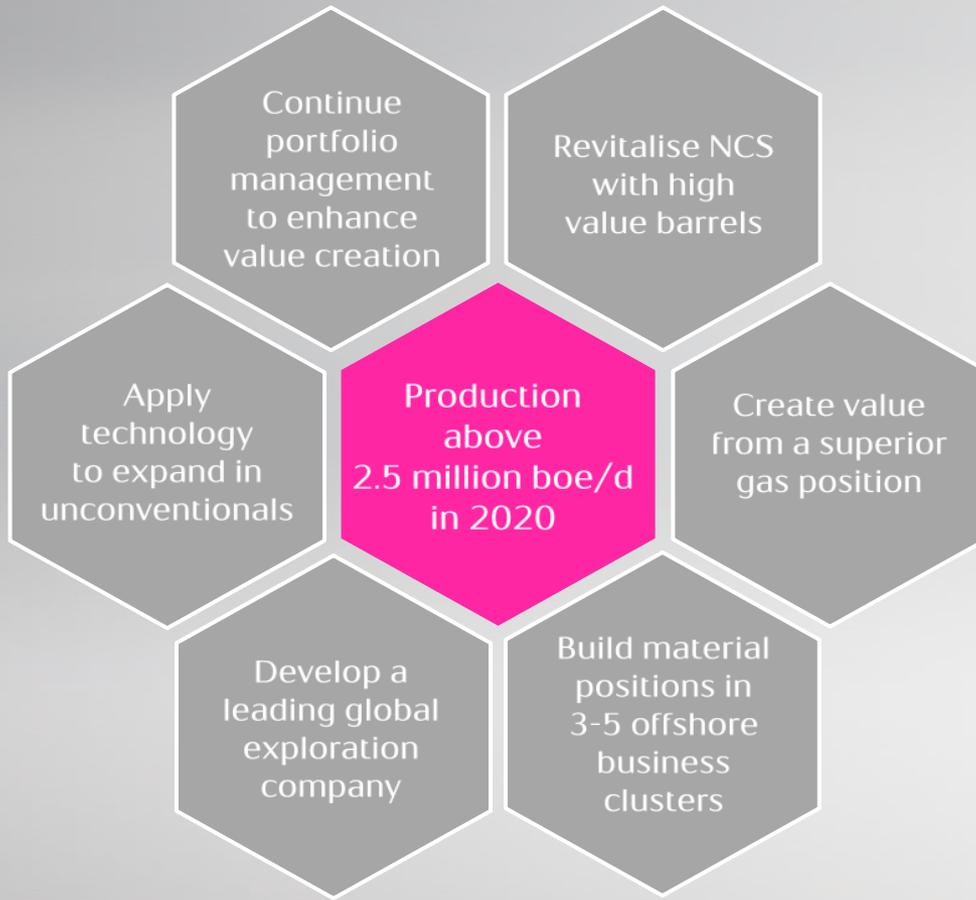
Forward looking statements

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", "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, projects and discoveries, such as the Wintershall agreement, the agreement with OMV and discoveries in the Bay du Nord prospect in the Flemish Pass Basin offshore Newfoundland as well as on the NCS; the termination of the full-scale carbon capture project at Mongstad; Statoil's interest in the OMV-operated Wisting Central oil discovery in the Hoop area; 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 and gas transport commitments 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 "Financial 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; Euro-zone uncertainty; global political events and actions, including war, terrorism and sanctions; security breaches, including breaches of our digital infrastructure (cyber security); 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; failure to meet our ethical and social standards; 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, 2012, 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.

Executing the strategy



On track for production growth

■ Sanctioned
■ Non-sanctioned

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

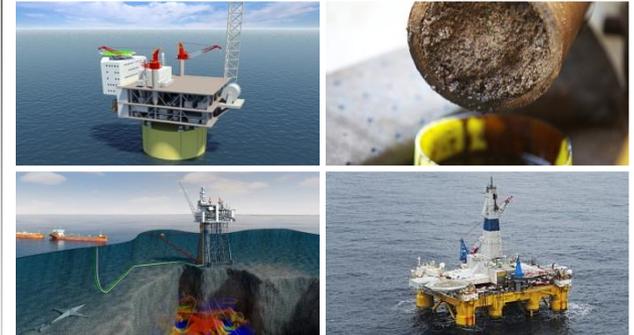
Second growth wave



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



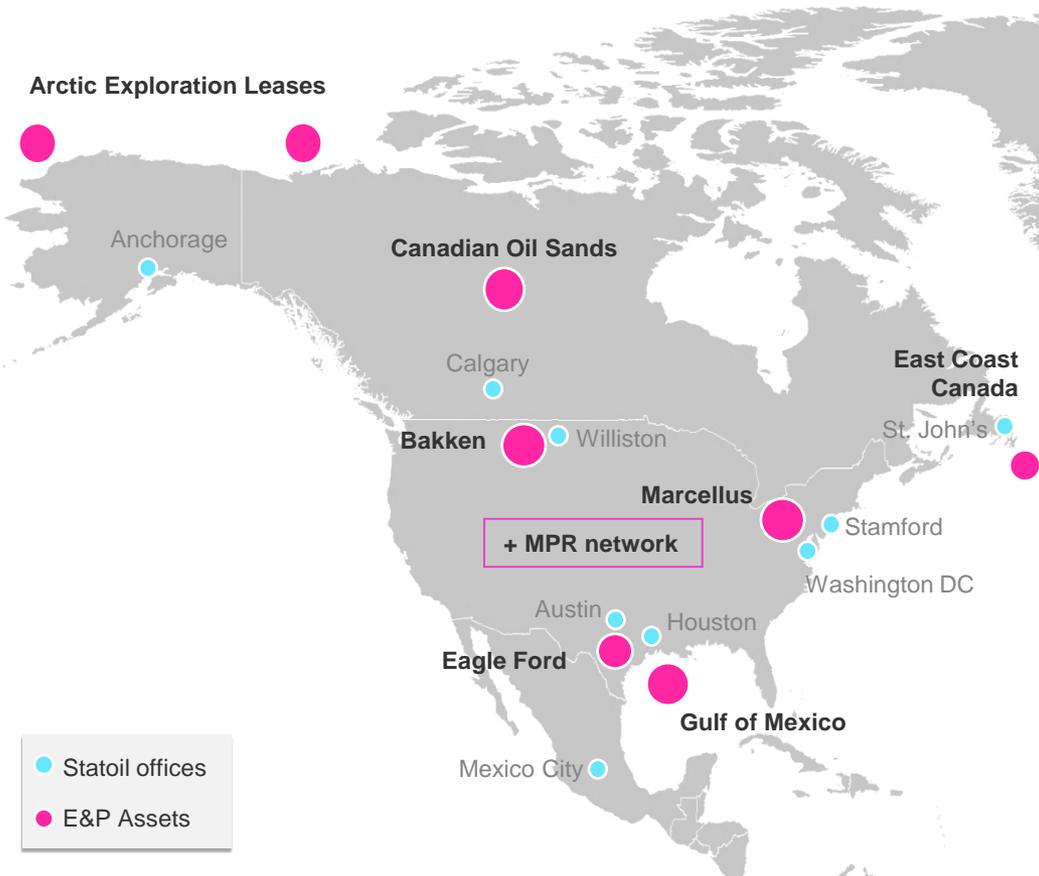
FID	Start-up	Selected fields	Capacity*
✓	2017	Dagny /Norway	50
✓	2017	Ivar Aasen /Norway	40
✓	2017	Mariner /UK	45
✓	2017	Aasta Hansteen /Norway	100
	2017+	Johan Sverdrup /Norway	120-200
		KKD Future Phases /Canada	30-60
		Shah Deniz Stage 2 /Azerbaijan	95
		Castberg /Norway	60-95
		Bressay /UK	Under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

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

* Estimated new equity capacity installed – Statoil share, can not be summarized as one year alone. Equity production (mboe/d).

** Includes IOR projects

A growing presence in North America



The North American portfolio consists of six key businesses

1. Deepwater Gulf of Mexico

2. East Coast Canada

3. The US Onshore Resource Plays
Marcellus
Bakken
Eagle Ford

4. The Canadian Oil Sands

5. Arctic & ECC Exploration Leases

6. Midstream "Value Adding" Assets*

* Statoil midstream infrastructures are mostly located next to the upstream onshore assets to enable optimum market access / price realization

A significant operator onshore

Assets Delivering



Marcellus

~600,000 net acres
Liquids ramp-up
Statoil operatorship



Eagle Ford

~70,000 net acres
Concentrated liquids drilling
Transition to operator concluded



Bakken

~355,000 net acres
Production growth and flexibility
Integration success

Growing Profitably

HSE focus

Apply technology

Operator in core positions

Building value chains

Liquids production growth

Value uplift through mid- and downstream initiatives

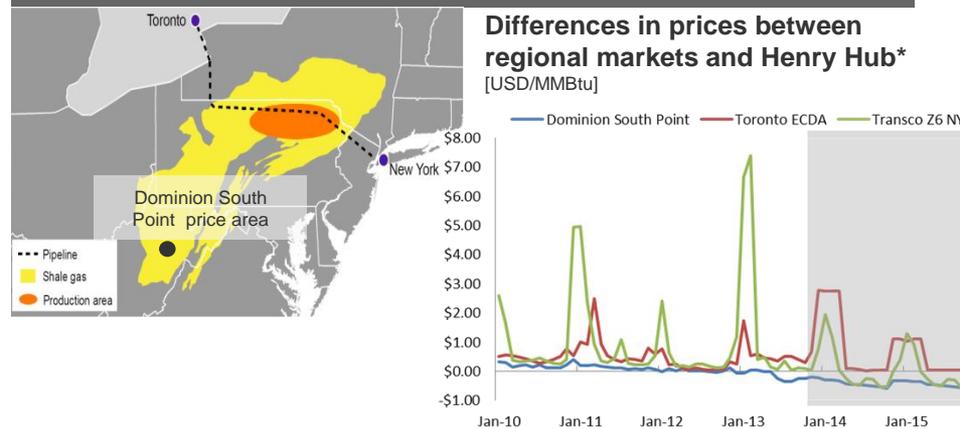
Midstream adds value

- Expand gathering systems
- Evacuation options
 - Rail
 - Pipeline
 - Barging
- Building water systems
- Marketing & trading

Basin production straining existing infrastructure



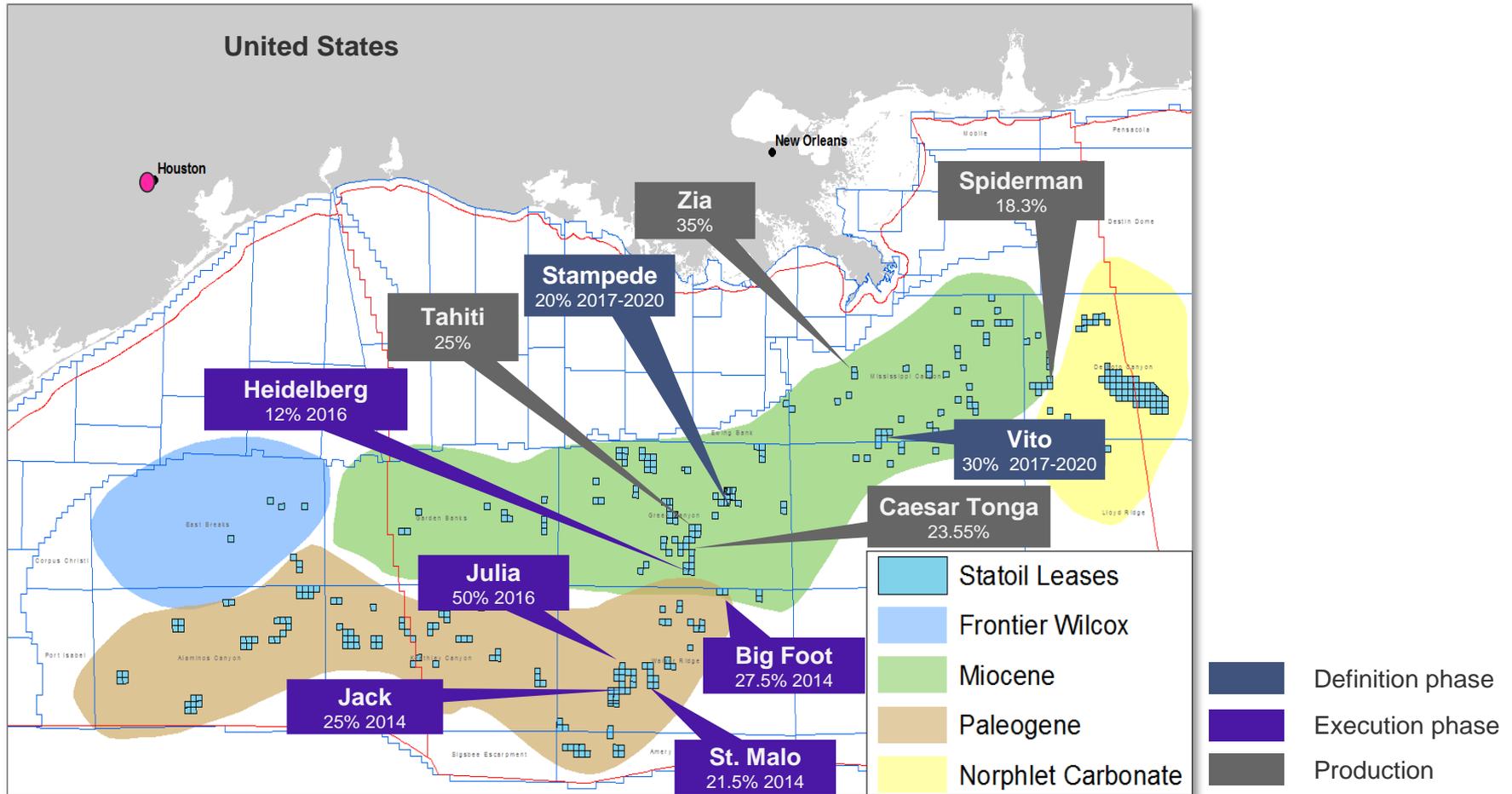
Capturing value in the US gas market



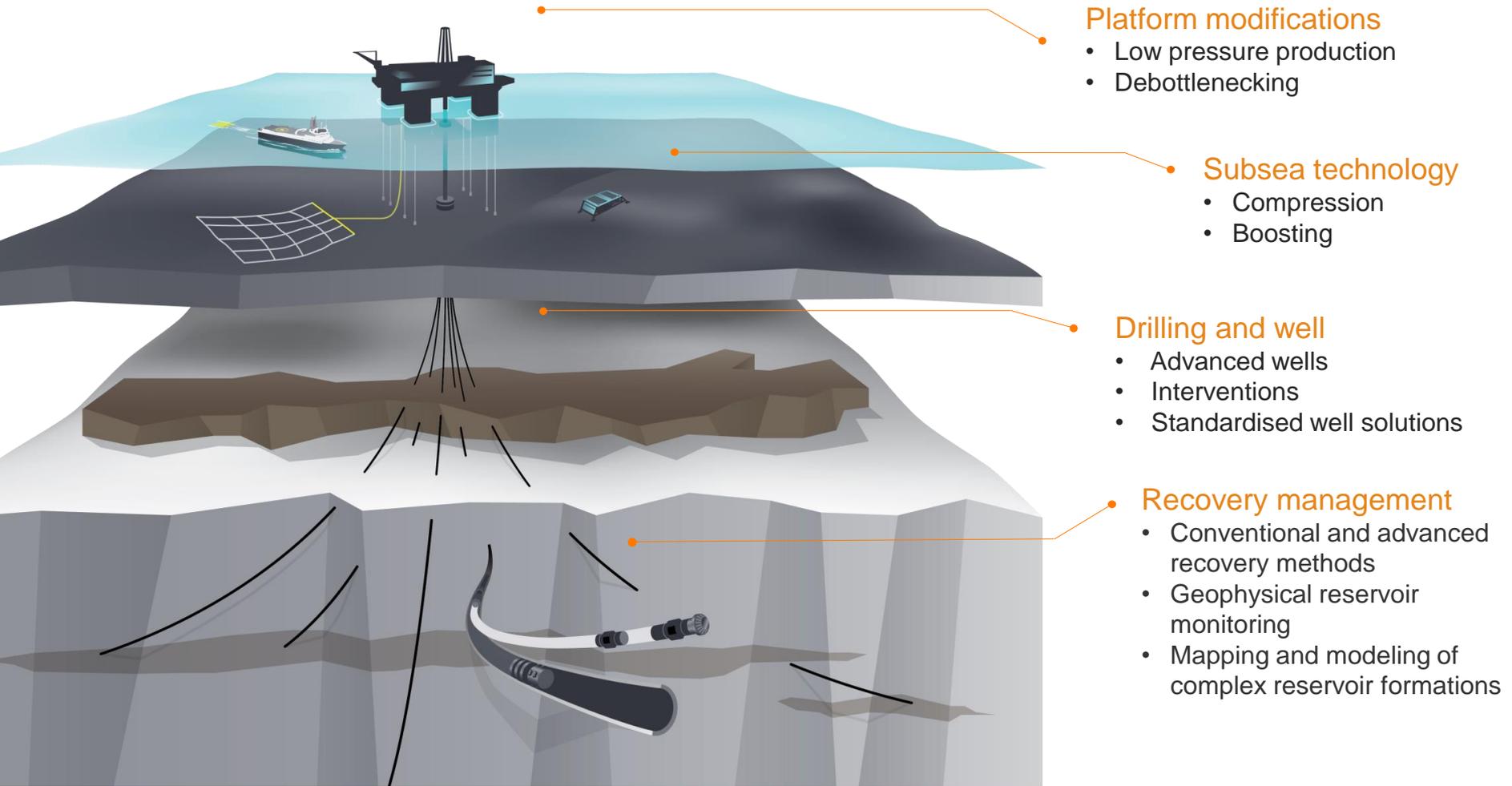
- Secured access to growth markets in Toronto and New York areas
- Sales to premium markets in Greater Toronto area realise value uplift
- Exploring new mid- and downstream opportunities for Southern Marcellus

* Source: Platts (historic) and NGX (forward 16-Oct-2013)

A strong position in the Gulf of Mexico



Statoil's technology toolbox



A leading exploration company



Summary

- Executing the strategy
- Large footprint, right areas
- Creating value across value chain
- Technology to unlock value
- Exploration success

