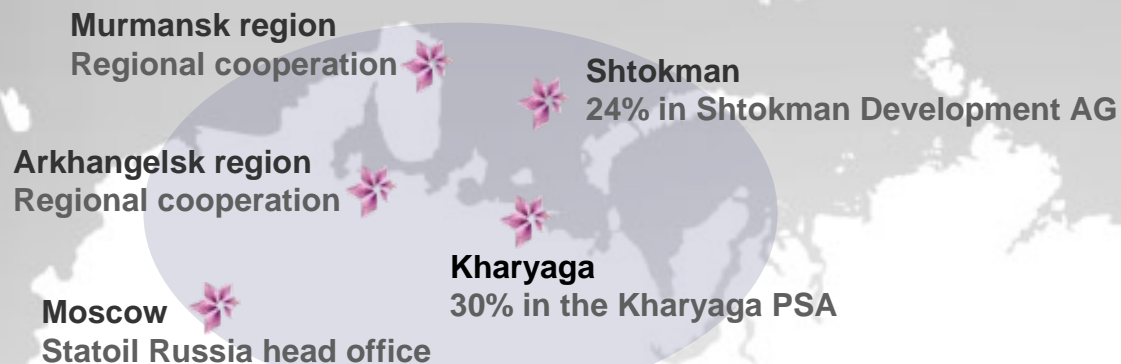


# Statoil's activities in Russia with focus on North-West region

**Jan Helge Skogen, President Statoil Russia**  
**Kirkenes, 2 February 2011**

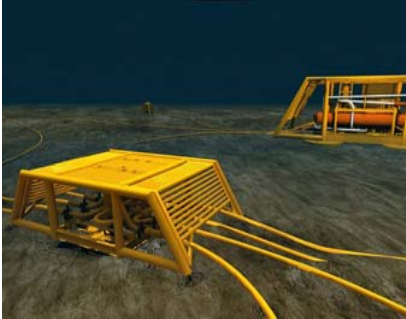
# Northern dimension in Statoil's Russian strategy



- ✓ Producing oil in Kharyaga
- ✓ Partner in Shtokman, Phase 1
- ✓ Seeking exploration and new field development opportunities
- ✓ Implementing long-term regional cooperation programs

# What Statoil can contribute with in Russia

Cutting-edge offshore technology



Management of large integrated projects



Harsh environment & arctic experience



Industry's most strict HSE standards



Knowledge transfer



Regional developments & spin-offs

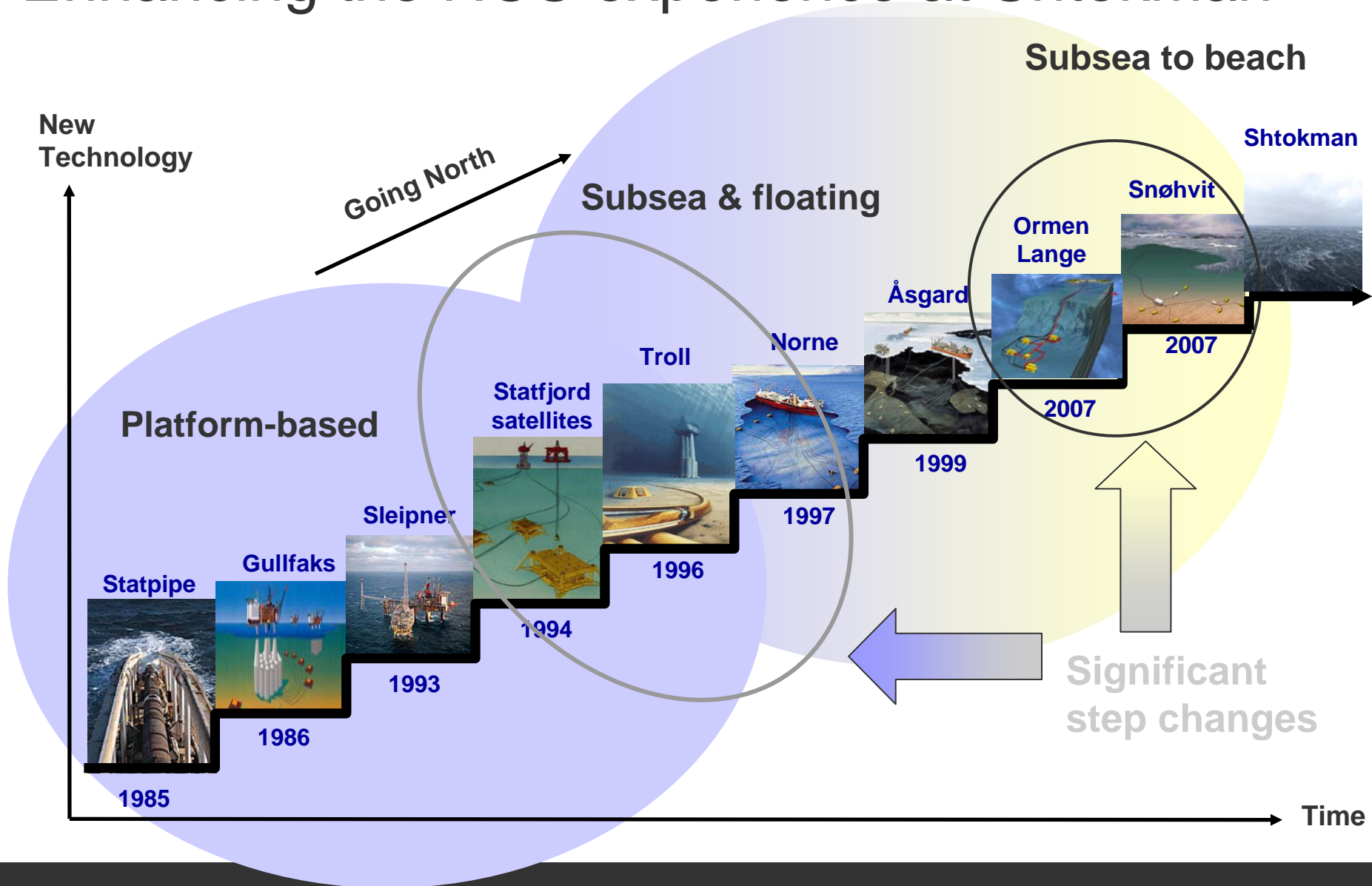




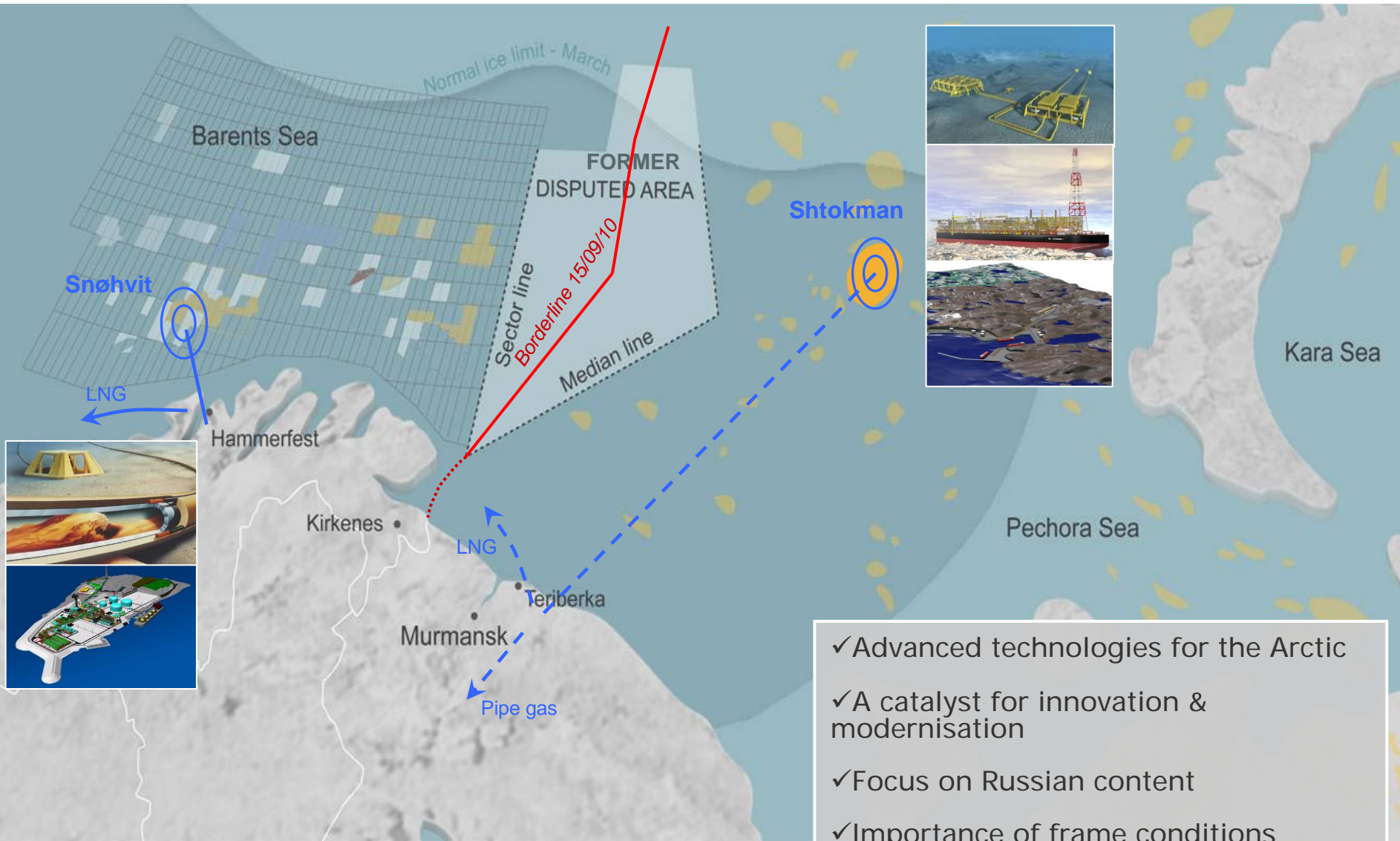
# Kharyaga: building up the Arctic experience

- 11 years of cooperation with the RF under the Kharyaga PSA
- Strong international partnership
- Longest-running international production in Russia
- Unique experience of operating in the Russian Arctic

# Enhancing the NCS experience at Shtokman



# Shtokman: Strategic Russian project



# Harsh environment



# Winterization



# Developing regional industrial potential

- Russian shelf faces many of the same challenges as the Norwegian shelf in the 1970s
- Experience transfer from the Norwegian Continental Shelf to North-West Russia
- The Norwegian model: securing successful projects through cooperation



# Development of Russian suppliers



## SUPPORT TO SUPPLIER ASSOCIATIONS

- Murmanshell (Murmansk Region) and Sozvezdye (Arkhangelsk Region) established and supported since 2006

## IDENTIFICATION OF RUSSIAN SUPPLIERS

- Identified and grouped along the value/supply chain (Long List) – 750 entries
- Qualified for supplies to Norwegian Continental Shelf – 11 companies



## COMPETENCE DEVELOPMENT

- More than 40 courses, seminars since 2005 (PM, QA, HSE, tendering/bidding)
- More than 500 industrial specialists from 50 companies trained



## FOSTER CROSS-BORDER INDUSTRIAL COOPERATION

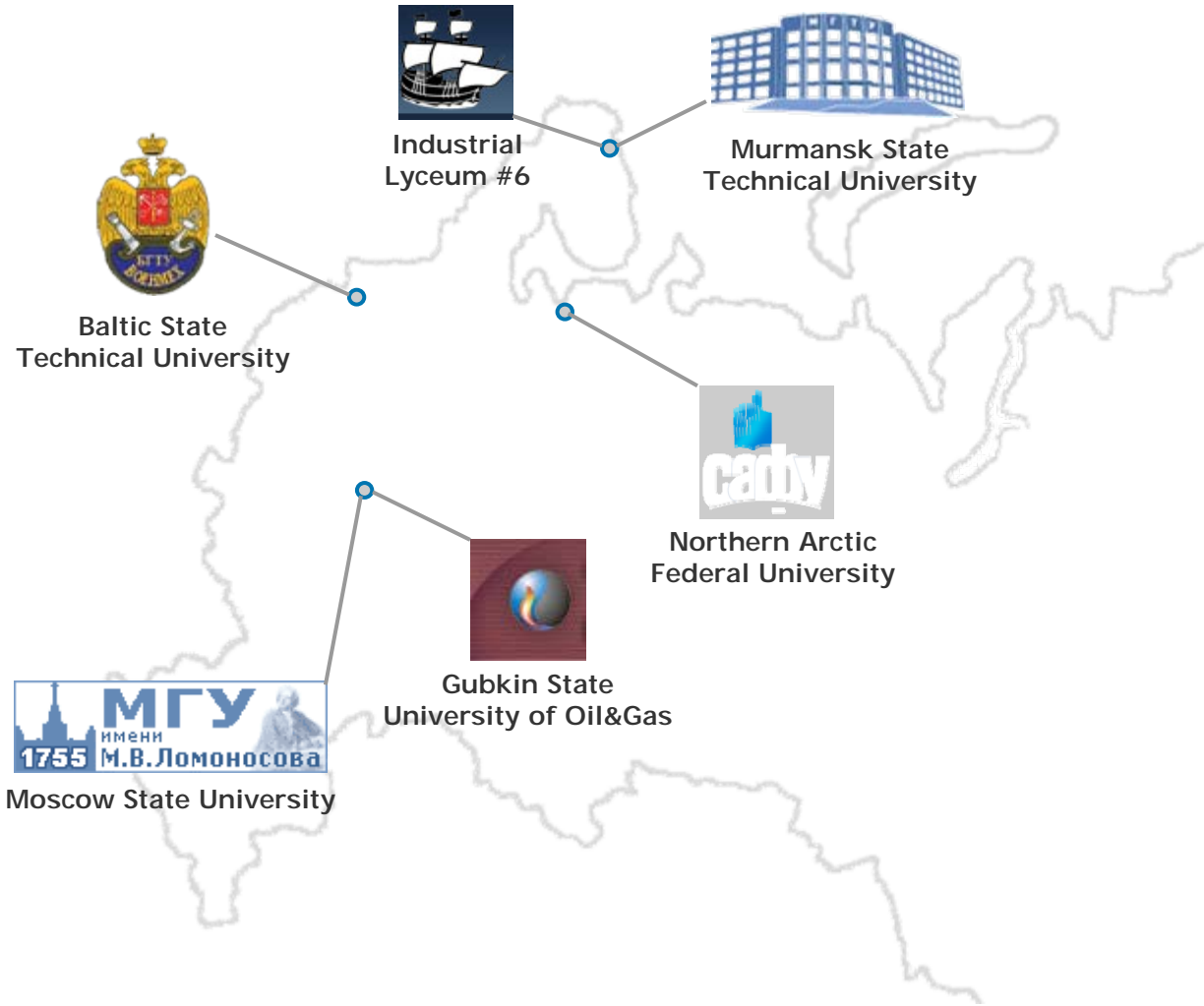
- Support to Russian and Norwegian companies to find partners
- Sponsorship of various matchmaking events in Russia
- Support to Norwegian production in NW Russia



## INTERNATIONAL QUALIFICATION OF RUSSIAN SUPPLIERS

- First Russian subsea pipe – to assist OMK (largest Russian pipe producer) to be certified in accordance with DNV standard

# Educational cooperation



# Engaging with the local community



Support Kirovsk Social Centre for Families and Children



The social taxi project in Murmansk and Severomorsk



Built a secondary school for 190 pupils in Naryan-Mar



General sponsor of the Murmansk Festival of the North 2010

# Strategic Arctic energy alliance:

partnership through neighbourhood & complementing experience

