Third quarter 2010 presentation

TICKER – DETNOR

- CEO Erik Haugane
- VP IR Knut Evensen
- VP HES Anita Utseth
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Agenda:

- Highlights & production
- Financials
- Exploration
- Development projects
- Outlook & Summary
- Appendix
Highlights

- David gas and condensate discovery (PL 102C)
- Secured harsh environment rig to summer 2014
- Currently drilling on Stirby and Dalsnuten
- Eleven exploration wells planned for 2011
  - 7 North Sea, 2 Norwegian Sea and 2 Barents Sea
- Applied for prospective acreage in 21st round
- Frøy delayed due to additional reservoir studies
- Key financials:
  - Revenues of 80.6 MNOK
  - Net loss of 80.1 MNOK
Production

Production & realised oil prices

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**Issues**

- Third quarter production was 1,861 boepd
- Realised oil price USD 77.8 per barrel
- Planned maintenance on Varg, Jotun and Glitne, resulted in reduced output compared to second quarter
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Financial position as of third quarter

"net cash" position as of Q3

<table>
<thead>
<tr>
<th>Elements</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total cash and tax receivables for refund in 2010/11: 4,980 MNOK</td>
</tr>
<tr>
<td>Interest bearing debt: Short term debt and convertible bond: 3,368 MNOK</td>
</tr>
<tr>
<td>&quot;Net cash&quot; position: 1,612 MNOK, down from 1,691 MNOK at the end of Q2</td>
</tr>
</tbody>
</table>

Not audited
## Profit & Loss Q3 2010

<table>
<thead>
<tr>
<th>MNOHK</th>
<th>Q3 2010</th>
<th>Q2 2010</th>
<th>Comment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating revenues</td>
<td>80.6</td>
<td>88.7</td>
<td>Reduced production and oil price</td>
</tr>
<tr>
<td>Exploration expenses</td>
<td>209.1</td>
<td>367.2</td>
<td>No dry wells, partially offset by high seismic activity and G&amp;G studies</td>
</tr>
<tr>
<td>Change in inventories</td>
<td>0.7</td>
<td>-1.6</td>
<td></td>
</tr>
<tr>
<td>Production cost</td>
<td>35.8</td>
<td>39.6</td>
<td></td>
</tr>
<tr>
<td>Payroll expenses</td>
<td>7.5</td>
<td>1.4</td>
<td></td>
</tr>
<tr>
<td>Depreciation</td>
<td>41.7</td>
<td>44.1</td>
<td>Lower due to reduced production</td>
</tr>
<tr>
<td>Write downs</td>
<td>24.4</td>
<td>32.7</td>
<td>Related to relinquishment of PL 256</td>
</tr>
<tr>
<td>Other expenses</td>
<td>14.4</td>
<td>14.5</td>
<td>Includes area fees</td>
</tr>
<tr>
<td>Operating profit/EBIT</td>
<td>-253.1</td>
<td>-409.3</td>
<td></td>
</tr>
<tr>
<td>Net financial items</td>
<td>-55.7</td>
<td>8.0</td>
<td>Realised gain from FX derivatives in Q2</td>
</tr>
<tr>
<td>Pre-tax profit</td>
<td>-308.8</td>
<td>-401.4</td>
<td></td>
</tr>
<tr>
<td>Tax cost</td>
<td>-228.7</td>
<td>-296.6</td>
<td></td>
</tr>
<tr>
<td><strong>Net profit</strong></td>
<td>-80.1</td>
<td>-104.8</td>
<td></td>
</tr>
</tbody>
</table>

Not audited
## Exploration expenses Q3 2010

<table>
<thead>
<tr>
<th>MNOK</th>
<th>Q3 2010</th>
<th>Q2 2010</th>
<th>Comment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Seismic, well data, field studies, etc.</td>
<td>117.3</td>
<td>1.7</td>
<td></td>
</tr>
<tr>
<td>Exploration expenses from license</td>
<td>81.0</td>
<td>87.2</td>
<td></td>
</tr>
<tr>
<td>participation</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Expensed capitalized exploration wells</td>
<td>0.0</td>
<td>9.8</td>
<td></td>
</tr>
<tr>
<td>previous years</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Expensed dry wells this quarter</td>
<td>10.5</td>
<td>293.6</td>
<td>No dry wells booked in Q3 – capitalised exploration expenses was MNOK 248.4</td>
</tr>
<tr>
<td>Share of salaries and other operating</td>
<td>23.9</td>
<td>28.3</td>
<td></td>
</tr>
<tr>
<td>costs</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Research and development expenses</td>
<td>3.2</td>
<td>7.9</td>
<td></td>
</tr>
<tr>
<td>related to exploration activities</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other elements</td>
<td>-26.9</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Exploration expenses</strong></td>
<td><strong>209.1</strong></td>
<td><strong>367.2</strong></td>
<td></td>
</tr>
</tbody>
</table>

Not audited
<table>
<thead>
<tr>
<th>Assets (MNOK)</th>
<th>Q3 2010</th>
<th>31.12.09</th>
<th>Comment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Goodwill</td>
<td>666.5</td>
<td>697.9</td>
<td></td>
</tr>
<tr>
<td>Capitalized exploration exp.</td>
<td>1 935.3</td>
<td>893.5</td>
<td>Capitalized Q3 Dalsnuten, Stirby, David, Grevling, Storklakken – MNOK 248</td>
</tr>
<tr>
<td>Other intangible assets</td>
<td>1 218.5</td>
<td>1 320.5</td>
<td></td>
</tr>
<tr>
<td>Property, plant and equipment</td>
<td>409.0</td>
<td>447.6</td>
<td></td>
</tr>
<tr>
<td>Tax receivables (2011)</td>
<td>1 801.3</td>
<td>0</td>
<td></td>
</tr>
<tr>
<td>Derivatives</td>
<td>9.9</td>
<td>0</td>
<td></td>
</tr>
<tr>
<td>Other financial assets</td>
<td>18.0</td>
<td>18.0</td>
<td></td>
</tr>
<tr>
<td>Pre payments</td>
<td>99.6</td>
<td>240.4</td>
<td></td>
</tr>
<tr>
<td><strong>Total Fixed Assets</strong></td>
<td><strong>6 158.1</strong></td>
<td><strong>3 617.8</strong></td>
<td></td>
</tr>
<tr>
<td>Inventories</td>
<td>17.6</td>
<td>14.7</td>
<td></td>
</tr>
<tr>
<td>Trade receivables</td>
<td>25.7</td>
<td>30.4</td>
<td></td>
</tr>
<tr>
<td>Other short term receivables</td>
<td>388.1</td>
<td>393.7</td>
<td></td>
</tr>
<tr>
<td>Short-term deposits</td>
<td>22.1</td>
<td>22.0</td>
<td></td>
</tr>
<tr>
<td>Calculated tax receivable (2010)</td>
<td>2 078.0</td>
<td>2 060.1</td>
<td>Difference is accrued interest</td>
</tr>
<tr>
<td>Cash / cash equivalents</td>
<td>1 100.7</td>
<td>1 574.3</td>
<td></td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td><strong>3 632.2</strong></td>
<td><strong>4 095.1</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>9 790.3</strong></td>
<td><strong>7 713.0</strong></td>
<td></td>
</tr>
</tbody>
</table>

Not audited
## Balance Sheet 30.09.2010 (cont.)

<table>
<thead>
<tr>
<th>Equity and Liabilities (MNOK)</th>
<th>Q3 2010</th>
<th>31.12.09</th>
<th>Comment</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Equity</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Equity</td>
<td>3 491.3</td>
<td>3 850.5</td>
<td></td>
</tr>
<tr>
<td>Pension obligations</td>
<td>24.3</td>
<td>19.9</td>
<td></td>
</tr>
<tr>
<td>Deferred taxes</td>
<td>1 885.4</td>
<td>1 173.5</td>
<td></td>
</tr>
<tr>
<td>Abandonment provision</td>
<td>233.6</td>
<td>224.5</td>
<td></td>
</tr>
<tr>
<td>Deferred revenues</td>
<td>2.8</td>
<td>5.6</td>
<td></td>
</tr>
<tr>
<td><strong>Total Provisions</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Derivatives</td>
<td>0</td>
<td>21.8</td>
<td></td>
</tr>
<tr>
<td>Convertible bonds</td>
<td>413.9</td>
<td>390.6</td>
<td></td>
</tr>
<tr>
<td>Short-term loan</td>
<td>2 954.0</td>
<td>1 090.3</td>
<td></td>
</tr>
<tr>
<td>Trade creditors</td>
<td>118.2</td>
<td>261.9</td>
<td></td>
</tr>
<tr>
<td>Taxes withheld and public duties payable</td>
<td>11.7</td>
<td>22.6</td>
<td></td>
</tr>
<tr>
<td>Deferred revenues</td>
<td>0</td>
<td>53.0</td>
<td></td>
</tr>
<tr>
<td>Other current liabilities</td>
<td>655.0</td>
<td>598.8</td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td>6 299.0</td>
<td>3 862.5</td>
<td></td>
</tr>
<tr>
<td><strong>Total equity and liabilities</strong></td>
<td>9 790.3</td>
<td>7 713.0</td>
<td></td>
</tr>
</tbody>
</table>

Not audited
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Secured rig capacity to summer 2014

- Harsh environment rig for deepwater Norwegian Sea and the Barents Sea

- Flexible day rate structure
  - USD 450,000/day below 500 meters
  - USD 550,000/day in deep waters and the Barents Sea

- Tight market – Two Barents Sea sublets done at higher day rates

- Asset in the upcoming 21. round
Discovery on David in PL 102C

- Gas/condensate discovery
  - 1 Bcm of gas proven
  - 15 to 20 MBOE in estimated total recoverable volumes

- Potential development is a subsea tie-back to Heimdal, via Byggve / Skirne

- The exploration well can be reused as a production well.

- Water depth 119 meters

- Operator Total
  - Det norske holds 10 percent
Considering apprasial well to the north

Pressure data indicates a deeper hydrocarbon column - gas or oil downflank?
PL 341 Stirby – currently drilling

- Large HTHP prospect
  - East Brae, Miller and Gudrun analogue

- Recoverable gas/condensate
  - Stirby Upper 150 MBOE
  - High case Upper 800 MBOE
  - Stirby Deep 190 MBOE

- Main risk
  - Reservoir quality
  - Stratigraphic seal

- Water depth 120 meters

- Operator Det norske
  - Det norske holds 30 percent
PL 392 Dalsnuten – currently drilling

- Gross unrisked resources 600 MBOE
- Main risk is the presence of reservoir
- License with several prospects
- Deep water well - 1,446 meters
- Drilling with Aker Barents
- Operator Norske Shell
  - Det norske holds 10 percent
### Exploration roadmap*

**Comprehensive 2011 drilling campaign**

<table>
<thead>
<tr>
<th>PL</th>
<th>Prospect &amp; (operator)</th>
<th>Net %</th>
<th>Drilling start</th>
<th>Gross resources Mboe</th>
</tr>
</thead>
<tbody>
<tr>
<td>392</td>
<td>Dalsnuten (Shell)</td>
<td>10</td>
<td>ongoing</td>
<td>600</td>
</tr>
<tr>
<td>341</td>
<td>Stirby</td>
<td>30</td>
<td>ongoing</td>
<td>150-800</td>
</tr>
<tr>
<td>468</td>
<td>Dovregubben</td>
<td>95**</td>
<td>Q4-10</td>
<td>100-220</td>
</tr>
<tr>
<td>482</td>
<td>Skaugumsåsen</td>
<td>65</td>
<td>Q1-11</td>
<td>20-90</td>
</tr>
<tr>
<td>522</td>
<td>Gullris (BG)</td>
<td>20</td>
<td>Q1-11</td>
<td>700-1700</td>
</tr>
<tr>
<td>035</td>
<td>Krafla (Statoil)</td>
<td>25</td>
<td>Q1-11</td>
<td>10-50</td>
</tr>
<tr>
<td>535</td>
<td>Norvarg (Total)</td>
<td>20</td>
<td>Q2-11</td>
<td>80-160</td>
</tr>
<tr>
<td>416</td>
<td>Breiflabb (E.ON)</td>
<td>15</td>
<td>Q2-11</td>
<td>15-180</td>
</tr>
<tr>
<td>265</td>
<td>Aldous Major (Statoil)</td>
<td>20</td>
<td>Q2-11</td>
<td>140-500</td>
</tr>
<tr>
<td>356</td>
<td>Ulvetanna</td>
<td>60</td>
<td>Q3-11</td>
<td>70-250</td>
</tr>
<tr>
<td>414</td>
<td>Kalvklumpen</td>
<td>40</td>
<td>Q3-11</td>
<td>75-180</td>
</tr>
<tr>
<td>450</td>
<td>Storebjørn</td>
<td>75</td>
<td>Q3-11</td>
<td>80-160</td>
</tr>
<tr>
<td>460</td>
<td>Steingeita</td>
<td>100</td>
<td>Q3-11</td>
<td></td>
</tr>
<tr>
<td>533</td>
<td>Salina (Eni)</td>
<td>20</td>
<td>Q4-11</td>
<td></td>
</tr>
</tbody>
</table>

* A large number of issues may impact the planned drilling plan. This list should thus be viewed only as an indication of the time table
** Farm-down of 5% agreed with GDF, pending MPE approval
PL468 - Dovregubben

- Planned drilled in Q4 2010 with Aker Barents
- Located in Møre Basin – close to Ormen lange
- Gross unrisked resources 100-220 MBOE
- Palaeocene play
- Main risk: Trap integrity
- Water depth 275 metres
- Operator Det norske
  - Det norske holds 95 percent
PL482 - Skaugumsåsen

- To be drilled by Aker Barents after Dovregubben
- Located on Dønna Terrace – South East of Norne
- Gross unrisked resources 20-90 MBOE
- Jurassic play
- Main risk: Trap integrity
- Water depth 390 metres
- Operator Det norske
  - Det norske holds 65 percent
PL522 - Gullris

- Planned drilled with Aker Barents after Skaugumsåsen
- Located in the Vøring Basin
- Gross unrisked resources 700-1700 MBOE
- Upper Cretaceous play
- Main risk: Trap integrity
- Many prospects with DHI in the license
- Water depth 1 260 to 1 300 metres
- Operator BG
  - Det norske holds 20 percent
PL 272 – Krafla

- Planned drilled in Q2 2011
- Located between Oseberg and Frigg
- Rotated Jurassic fault blocks
- Estimated gross unrisked resources
  - Krafla 10-50 MBOE
- Krafla West dependent on presence of hydrocarbons in Krafla
- Operator Statoil
  - Det norske holds 25 percent
The 21st round applications submitted

- Applied for licenses in the Barents Sea and the Norwegian Seas
  - Big prospects in new play models
- Det norske would like to see Barents Sea East and Barents Sea North included in the next concession round

[Map of offshore areas showing licensed blocks and areas of interest]
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Frøy – PDO planned in 2011

- WAG / SWAG depletion strategy revisited
- Aims at PDO summer 2011
- First oil summer 2014
- Reserves
  - Gross 60 MBOE
- Operator Det norske
  - Det norske holds 50 percent
Draupne – progressing according to plan

- Studying joint field development solutions with Lundin Petroleum, operator of the Luno field

- Draupne holds estimated gross recoverable reserves of 110 to 150 Mboe

- Draupne and Luno hold an estimated 250 to 300 Mboe, combined

- This decades largest North Sea development

- Aiming for a PDO next year

- Operator Det norske
  - Det norske holds 35 percent
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Outlook & Summary

- **Exploration**
  - Two high impact wells around the corner – Dalsnuten and Stirby
  - Reassessment of the exploration strategy. Establishing core areas on NCS
  - 21st round application contains several large prospects and an award is expected to enhance Det norske’s exploration portfolio and our core area strategy
  - Comprehensive drilling campaign lined up for 2011
  - Preparing for new opportunities in the Barents Sea

- **Field developments**
  - Frøy – delayed schedule due to new subsurface studies
  - Draupne progressing well towards PDO
  - Jetta – commercial field to be developed as sub sea tie back to Jotun assuming standard processing tariffs.

- **Financials**
  - Current exploration program is fully funded
  - Strong balance sheet
It’s all about preparedness

TICKER – DETNOR

VP HSE Anita Utseth
Risk based management

- Planning is everything, but we have to be prepared.

- We integrate HSE and emergency preparedness in well design and planning
  - Blow out analysis,
  - Environmental risk analysis
  - Emergency preparedness analysis
  - Site specific emergency preparedness analysis
  - Risk analysis of well design
  - Emergency preparedness plans
  - Oil spill contingency strategy and plans
Professionalism

Challenges

- A competent and effective emergency preparedness organization
- Ensure adequate and competent resources for emergency situations
- Ensure continuity in emergency response tasks, training and exercises
- Coordination of emergency response resources

Answer

- Establishment of Operator’s Association for Emergency Preparedness
- Use of Norwegian Clean Sea Association for operating companies (NOFO)
It’s all about co-operation

- Initiated and established the Operator’s Association for Emergency Preparedness (www.offb.no)
- Professional non profit organisation
- Integrated part of the operator’s organisation
- Recognition of Emergency Response as a disciplin
The emergency preparedness organisation

Receiving services
Oil Spill Contingency

Membership in NOFO
www.nofo.no

- Co-operation of 25 companies
- The operators are responsible
- Close cooperation with NOFO, both analysis and design of the emergency preparedness
  - Equipment
  - Vessels (incl OR-vessels)
  - People
  - Other organisations

Projects initiated by Det norske

- Mapping of special areas (eg. Lovunden and Vikna)
- Contingency plans for the coastal zone (Dovregubben/Smøla)
- Development projects: standard format for strategies for handling oil spill in the coast zone (AOS)
- Training of fishermen: deployment of fishing vessels as tugboats
Contingency plan for Dovregubben

OFFSHORE RESPONSE

- Surveillance from helicopters, airplane, vessels and satellite
- Shipbased oil radar, IR-camera
- Mobilisation of Sintef within 48 hours

- Dedicated field system
- 8 oil spill combat systems in barrier 1 and 2 within 24 hours
- Access to chemical dispersants
- Mobilisation of tankers for disposal – within 9 hours
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