

NORWEGIAN FINANCING OF THE OIL AND GAS SECTOR

DNB

Tom Mario Ringseth
tom.ringseth@dnb.no



- DNB is the largest and oldest bank in Norway, founded in 1822.
- Total Capital: NOK 2 665 billion (USD 316 billion)
- Government equity participation: 34%
- “Full-Service” Bank:
 - Retail bank providing bank accounts, loans, investments, insurance, pensions, car finance, etc
 - Corporate banking providing accounts, financing, cash management, project finance, trade finance, etc
 - Investment banking, M&A, capital markets, syndications

- Employees: 11.710

- Global Presence



- Clients:
 - 2,1 million personal accounts
 - 220.000 corporate accounts

- Rating:

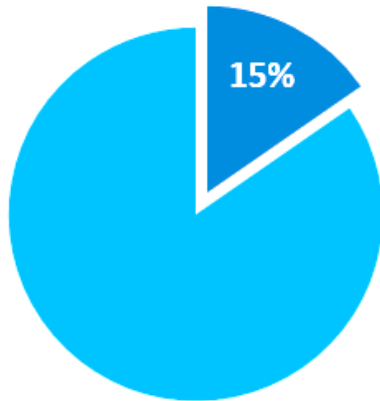
Rating Agency	Rating	Last update
Standard & Poor's	Long Term: A+	December 2015
Moody's	Long Term: Aa2	October 2016

DNB Brazil

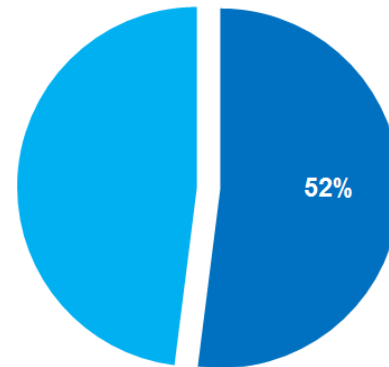
- Presence in Brazil since 1968 with dedicated team based in Rio de Janeiro Representative Office expanded in 2012.
- The leading Nordic bank with focus on Energy, Shipping, Offshore & Logistics and Manufacturing Industries.
- Extensive knowledge and experience regarding BNDES financing and structuring of financial solutions in Brazil.
- Trade finance with leading Brazilian banks.
- Structured first Norwegian High Yield Bond for the Brazilian market.
- Financial advisor to the largest companies in the Brazilian Oil & Gas sector.

The Importance of the Petroleum Sector to Norway

- The oil and gas sector was responsible in 2015 for 15% of Norway's GDP
 - GDP 2015 – USD 388 billion
 - Oil & Gas Sector – USD 58 billion
- Total Norway exports in 2015 USD 95.8 billion
 - Oil and gas exports was USD 50 billion



Share of GDP



Share of total exports

Financing of Oil and Gas Sectors

- Basis for Norwegian activities:
 - Proven resource base
 - Stable regulatory, fiscal and tax framework
 - Technological capacity
 - Finance alternatives

Norwegian Financial Market

- Public sector:
 - GIEK (guarantees)
 - Export Credit Norway (funding)
 - Innovation Norway
- Private sector:
 - Corporate banking facilities
 - Investment banking: Equity and bonds
- Investment funds:
 - Private equity, seed/venture capital
- Oslo Stock Exchange

Norwegian Oil and Gas Financing

- Favorable investment framework
 - Technology and financial clusters allowing for start ups and expansion
 - Subsea – Bergen and Kongsberg
 - Drilling – Kristiansand
 - Oil technology – Stavanger
 - Offshore – Ålesund and Ulsteinvik
 - R&D grants
 - State public pension fund taking equity stakes in start ups and SMEs
 - More dynamic financial market facilitating capital access, plurality of sources
 - Some 50 oil service companies stock listed

Norwegian Oil and Gas Financing

- Exploration activities
 - Statoil and IOCs
 - Medium sized E&P companies
 - Special tax regime implemented 15 years ago allowing for tax deductions of exploratory expenses
 - Simpler and easier for smaller companies to operate



DNB BRASIL ESCRITÓRIO DE REPRESENTAÇÃO LTDA.
Rua Lauro Muller, 116, sala 3108 – Botafogo – Rio de Janeiro – Brazil
Telefone: +55 21 3733-0270 e-mail: brazil@dnb.no