

GUIDELINES TO ARTICLE 13 OF THE ASSOCIATION OFFSHORE NORGE BY-LAWS ON FINANCING THE ASSOCIATION'S ACTIVITIES

These guidelines are intended to provide information which supplements article 12 of the by-laws on financing the activities of Offshore Norge. The association plays the following roles on behalf of its members:

- employer organisation
- interest organisation
- collaborative organisation.

In that connection, the association pursues the following activities.

1. Association activities

As an employer and interest organisation, it safeguards the interests of its members with regard to:

- pay and working conditions
- employer policy
- labour law – support and advice
- operating parameters
- access to acreage.

Association activities are considered to embrace all the activities above, which Offshore Norge pursues in order to safeguard the common interests of its members vis-à-vis the authorities, unions, other national and international institutions and society at large.

These activities will be funded through the membership dues set in the budget for each fiscal year.

Where suppliers and companies other than oil companies are concerned, the dues will be determined by the general meeting as a specific per mille of wages paid in the previous year.

Minimum dues or a fixed share of the dues can be set. Where the oil companies are concerned, the dues will correspond to the total budgeted expenses for the ordinary association activities, less the membership dues paid by other companies.

The dues are divided between the oil companies. Half are assessed as an equal share per company, while the other half are assessed on the basis of wages paid in the previous year for the operations covered by membership of Offshore Norge.

2. Joint activities which fall within ordinary activities

Joint activities which fall within ordinary activities are defined as activities similar to those mentioned in section 1 above which Offshore Norge conducts in connection with projects and services for the member companies.

Costs for joint activities which fall within ordinary activities are divided between participating member companies on the basis of the activities conducted, using a formula described in more detail.

- **Joint projects – oil and gas companies.** Costs are allocated in accordance with the participating companies' proportionate share of the forthcoming fiscal year's total budgeted exploration, operational and investment expenditure in the licences they operate, and total budgeted exploration, operational and investment expenditure in all licences operated by oil-company members of Offshore Norge.
- **Joint projects – Geodata Trade.** Costs are divided between participating operators and licensees on the basis of net active licences on the Norwegian continental shelf (NCS) at 1 January each year, as specified in the Norwegian Petroleum Directorate's Fact Pages (<https://factpages.npd.no>). Forty per cent participation in a licence, for example, gives a factor of 0.4. Twenty per cent of the costs are divided equally between the companies, and a 60 per cent discount is given for participation exceeding 20 licences. Costs are invoiced annually without reallocation.
- **Joint projects – digital collaboration.** Costs are divided between participating operators with licences they operate on the basis of gross active licences on the NCS at 1 January each year, as specified in the Norwegian Petroleum Directorate's Fact Pages (<https://factpages.npd.no>). Forty per cent participation in a licence, for example, gives a factor of 1. Costs are invoiced annually without reallocation.
- **Joint projects – offshore renewable energy generation (offshore wind power).** Costs are divided between participating companies in accordance with a formula determined for each project.
- **Joint projects – offshore mineral extraction.** Costs are divided between participating companies in accordance with a formula determined for each project.

The department in the organisation which is responsible for implementation of each project will describe resource use and the budget parameters. It will secure funding for joint activities which fall with the ordinary activities as specified above.

3. Collaborative arena outside ordinary activities

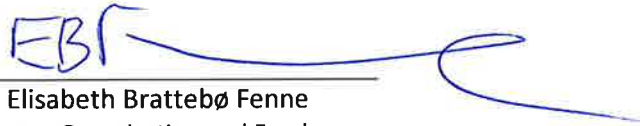
As an organisation for collaboration, Offshore Norge handles projects/activities outside its ordinary activities, where it functions as an administrator which coordinates and establishes a collaborative arena for the participating companies.

A specific framework is then established for the project, which describes its organisation, budget and financing mechanism.

Activities outside ordinary activities are funded in accordance with the type of activity, using the following model.

- Joint industry projects, where participating companies join forces to reach common solutions with a dedicated management committee. The budgetary and funding model is specifically determined on the basis of rules agreed in more detail.
- Digital services, where participating companies collaborate over solutions which Offshore Norge is responsible for operating on their behalf under the governance of a reference group. The budgetary and funding model is specifically determined on the basis of rules agreed in more detail by the participating companies (non-basic).
- Joint solutions for delivering services where the costs are covered by participating companies and/or from the sale of services to external buyers (not-in-budget).

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