



# Patrick Schorn

## President Operations

Barclays  
CEO Energy-Power Conference

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**Schlumberger**

# Safe Harbor

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This presentation also contains non-GAAP financial information. A reconciliation to the most comparable GAAP financial measure is available on the Company's website at [www.slb.com](http://www.slb.com).

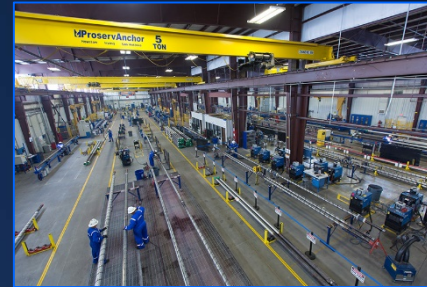


# Driving Sustainable Change through Scale

Quality



Efficiency



Technology



Integration



Leveraging  
Scale



Driving  
Change

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# Advantage of Scale — Breadth of Technology Portfolio

Market segments	SLB	HAL	BHI	WFT	NOV	FMC	TEC	AKSO	GE	H&P	NBR	PTEN
Wireline Logging												
Production Testing												
Geophysical Equipment & Services												
Software												
Directional Drilling												
Logging While Drilling												
Drilling & Completions Fluids												
Solid Controls												
Surface Data Logging												
Drill Bits												
Rental & Fishing												
OCTG												
Downhole Drilling Tools												
Casing & Tubing Services												
Land Contract Drilling												
Hydraulic Fracturing												
Cementing												
Artificial Lift												
Completion Equipment & Services												
Coiled Tubing												
Specialty Chemicals												
Inspection & Coating												
Subsea Equipment												
Rig Equipment												
Surface Equipment												
Unit Manufacturing												
Offshore Construction Services												
Offshore Contract Drilling												



Market leadership



Presence in the category

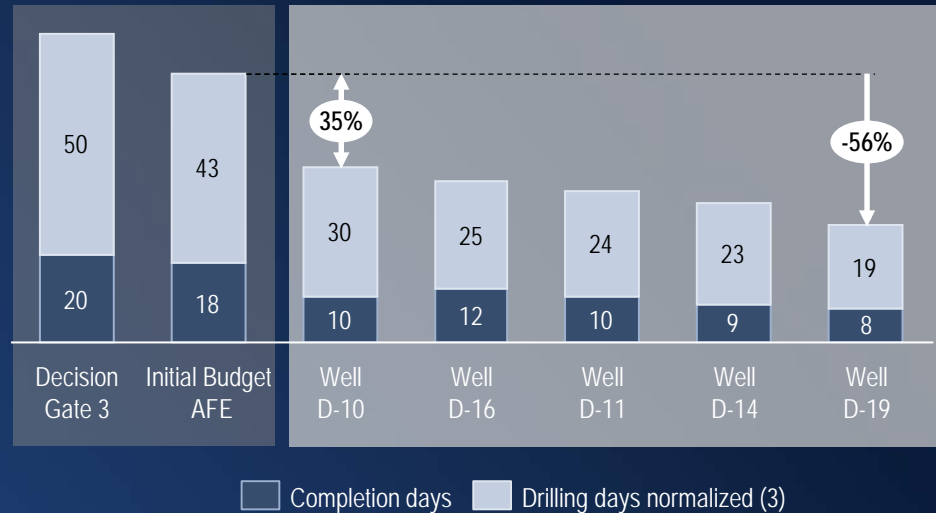
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# Breadth of Technology Portfolio — Enabling New Entrants

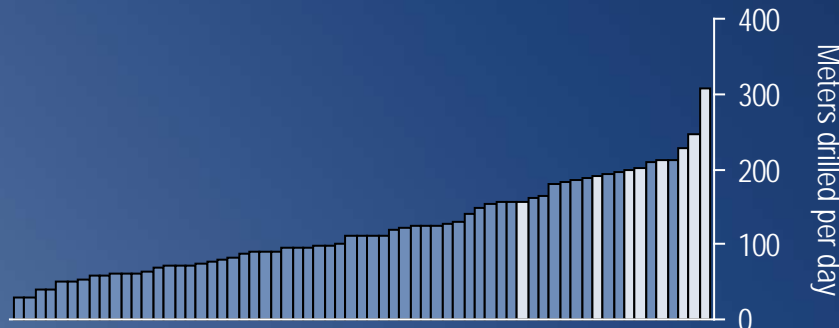
## Det norske – Ivar Aasen Field



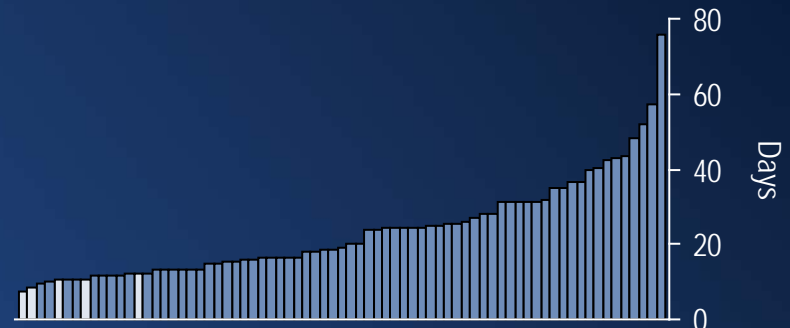
## From Planning to Execution



## 8 of the fastest drilled wells<sup>(1)</sup>



## 5 of the fastest completed wells wells<sup>(2)</sup>



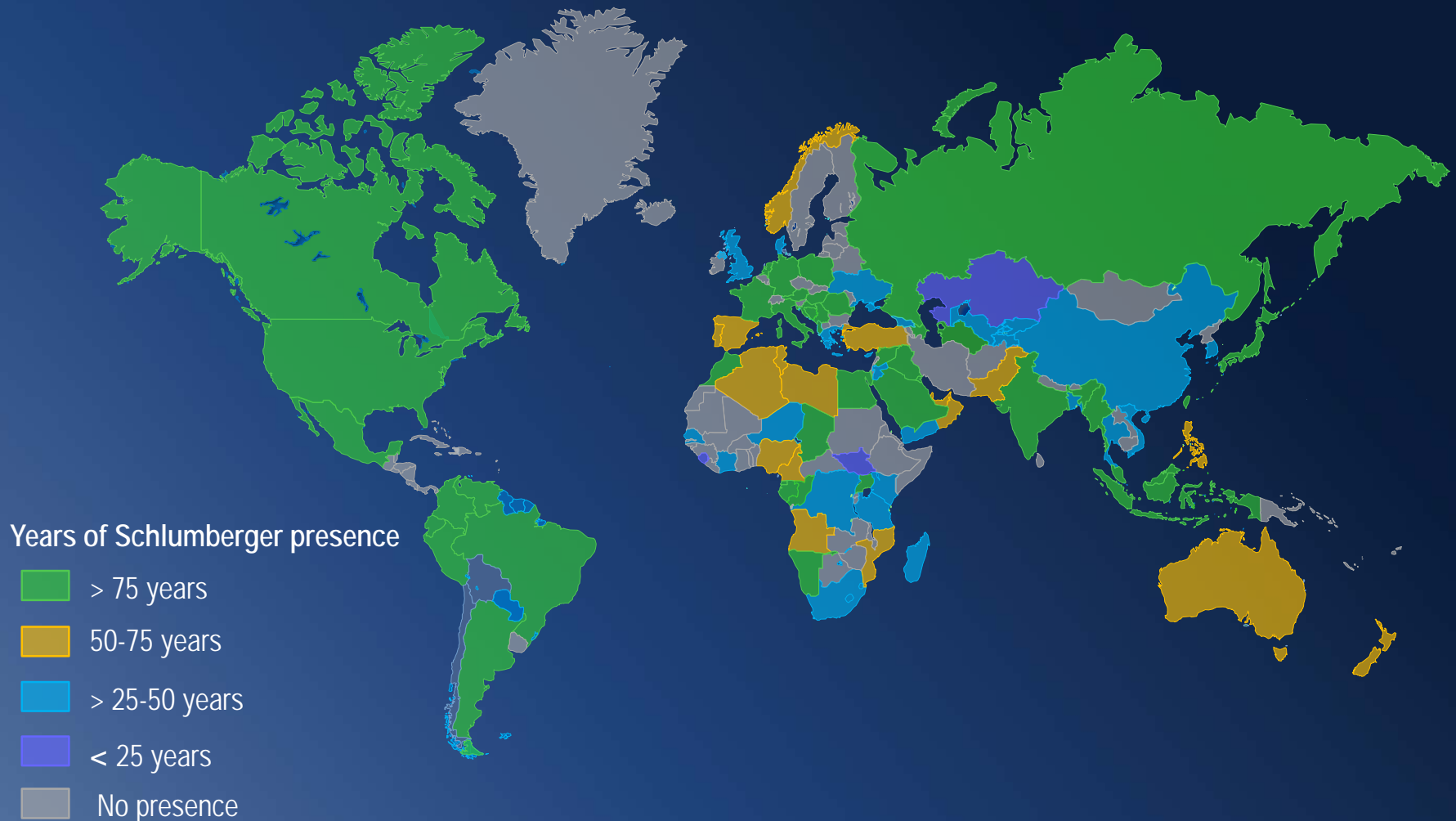
(1) In term of meterage per dry hole day in wells drilled since 2010, 6 of the top 10 were achieved by Det norske in the Ivar Aasen field

(2) When compared with similarly classified wells in Rushmore Reviews, the 5 wells of Ivar Aasen field are the most efficiently completed wells on the NCS since 2007

(3) Normalized for well depth

Source: Det norske

# Advantage of Scale — Extensive Global Footprint



# Advantage of Scale — Size of Global Operations

## Taking our operational knowledge footprint



6,500 customers  
55,000 suppliers



0.9 million operating hours per month  
4.0 million feet drilled per month



150,000 mobile assets



60,000 shipments per month

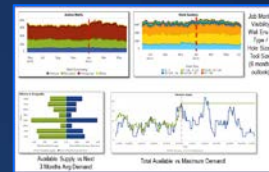


700 IT connected wellsite units  
30 petaflops of computing power

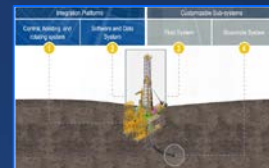
## Building the digital core for a connected company



Schlumberger Data Lake  
Integrating >100 business systems



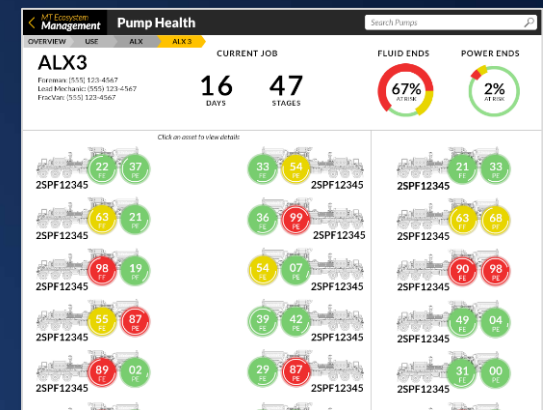
Domain Analytics  
Reliability, operations, planning



Differentiated Applications  
Automation and machine learning

# Size of Global Operations — Enabling Fracture Fleet Efficiency

## Equipment Health Dashboards





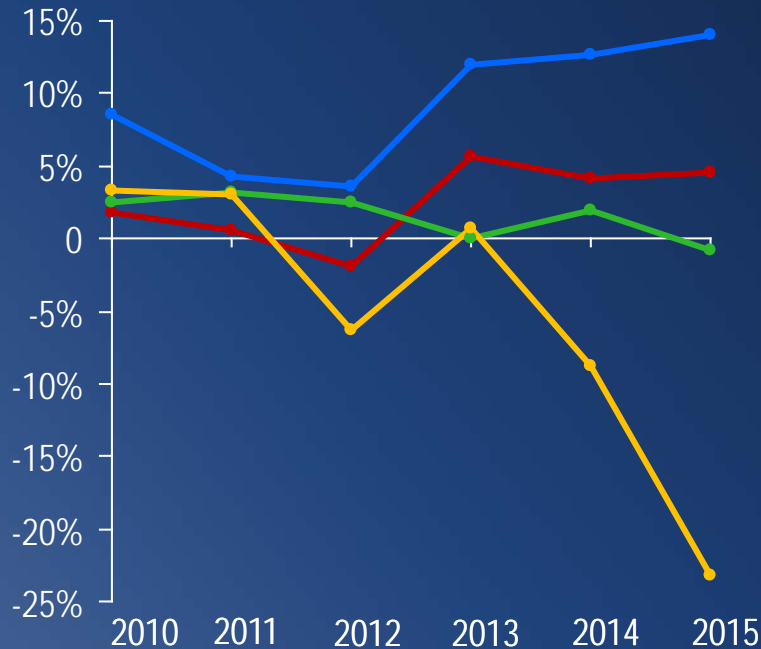
# Driving Change Through Our Transformation



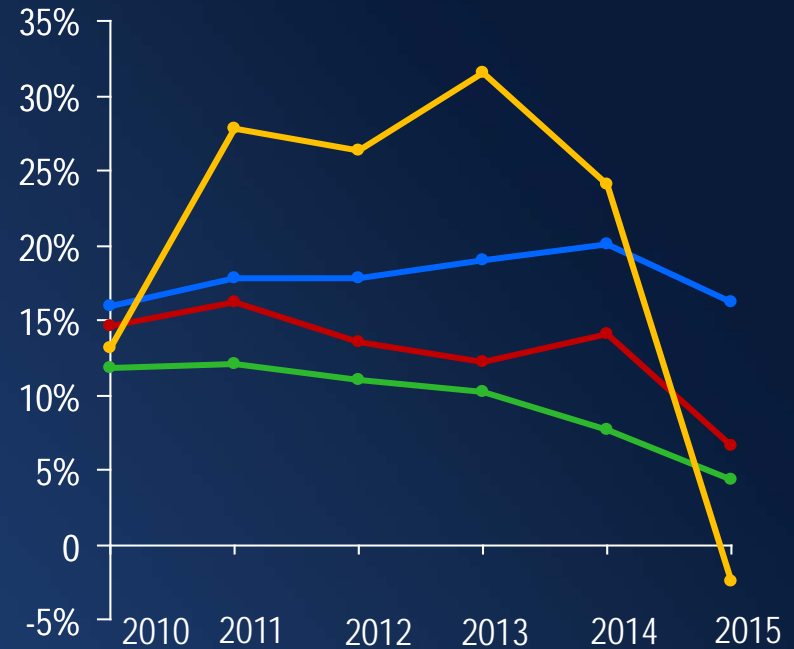
- Developed a proprietary transformation method
- Established a central Program Management Office
- Trained 400 full-time field implementation leads
- Networked 10,000 employees as change agents

# Scale and Driving Change — Delivering Outperformance

## Free Cash Flow Margin<sup>(1)</sup>



## Operating Margin<sup>(2)</sup>



— Schlumberger — Main Services Peers<sup>(3)</sup> — Main IOCs — Main NAM Independents

(1) Free Cash Flow Margin is free cash flow (FCF) as a percentage of revenue. For SLB, FCF represents cash flow from operations less capital expenditures, SPM investments and multiclient seismic data capitalized

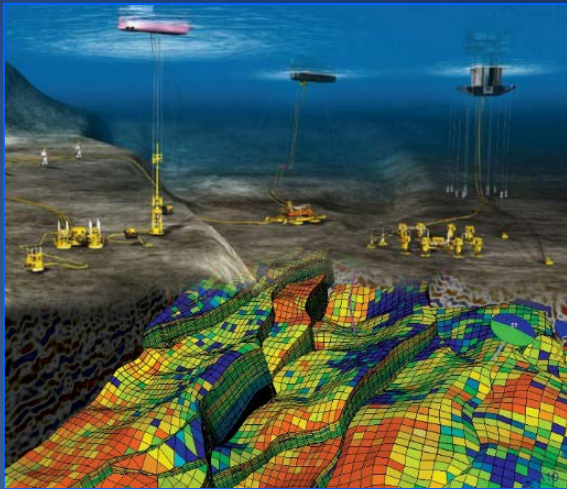
(2) Op. Income as a percentage of revenue. Pretax op. income from continuing operations after HQ/corp. eliminations but before taxes, interest expenses and charges

(3) Main Service Company Peers: HAL, BHI, WFT, CAM, FTI, NOV

Source: Bloomberg and Schlumberger analysis

# OneSubsea Integration from Subsurface to Surface

## Subsea Boosting & Compression



Pore-to-Process approach



State of the art facilities

# OneSubsea Fully Integrated Production Systems

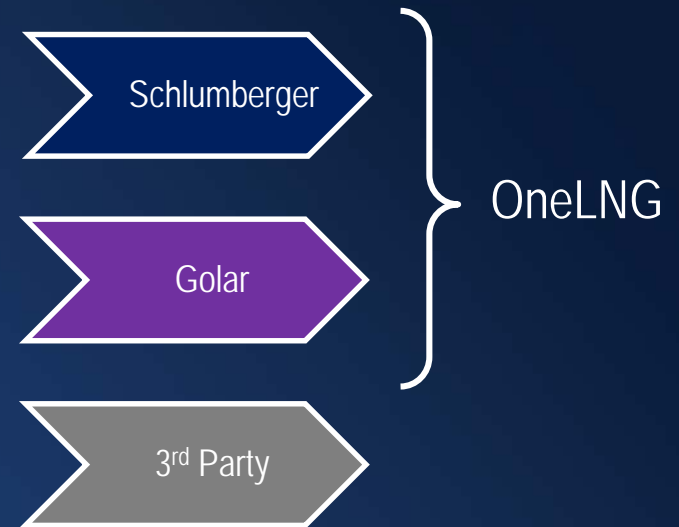


- Greater Enfield award for Woodside, Australia
- The first fully integrated OneSubsea project
- 31 km tieback to existing FPSO
- 12 subsea trees with integrated control system
- Dual boosting pumps with multiphase meters
- Lowering development costs to \$28 per barrel





# OneLNG Stranded Gas Development



*"Five projects within the next five years"*

# Summary

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- We believe we have now reached the bottom of the cycle
- We have made a series of strategic moves during this down-cycle
- We are still delivering double-digit margins and positive free cash flow
- We have gained significant relative strength over the past 2 years
- We are able to lower cost per barrel through our scale and ability to drive change
- We are uniquely positioned to outperform in a 'medium-for-longer-environment'