#### Paal Kibsgaard Chairman and Chief Executive Officer

Barclays CEO Energy-Power Conference

New York, September 9, 2015

#### Safe Harbor

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#### **Participants in Solicitation**

Cameron, Schlumberger, their respective directors and certain of their respective executive officers may be considered, under SEC rules, participants in the solicitation of proxies in connection with the proposed transaction. Information about the directors and executive officers of Schlumberger is set forth in its Annual Report on Form 10-K for the year ended December 31, 2014, which was filed with the SEC on January 29, 2015, and its proxy statement for its 2015 annual meeting of stockholders, which was filed with the SEC on February 19, 2015. Information about the directors and executive officers of Cameron is set forth in its Annual Report on Form 10-K for the year ended December 31, 2014, which was filed with the SEC on February 20, 2015, and its proxy statement for its 2015 annual meeting of stockholders, which was filed with the SEC on February 20, 2015, and its proxy statement for its 2015 annual meeting of stockholders, which was filed with the SEC on March 27, 2015. These documents can be obtained free of charge from the sources indicated above. Additional information regarding the participants in the proxy solicitation and a description of their direct and indirect interests in the transaction, by security holdings or otherwise, will be contained in the proxy statement/prospectus and other relevant materials to be filed with the SEC when they become available.

# Managing the Downturn

**Revenue Decline** 



#### **Decremental Margins**

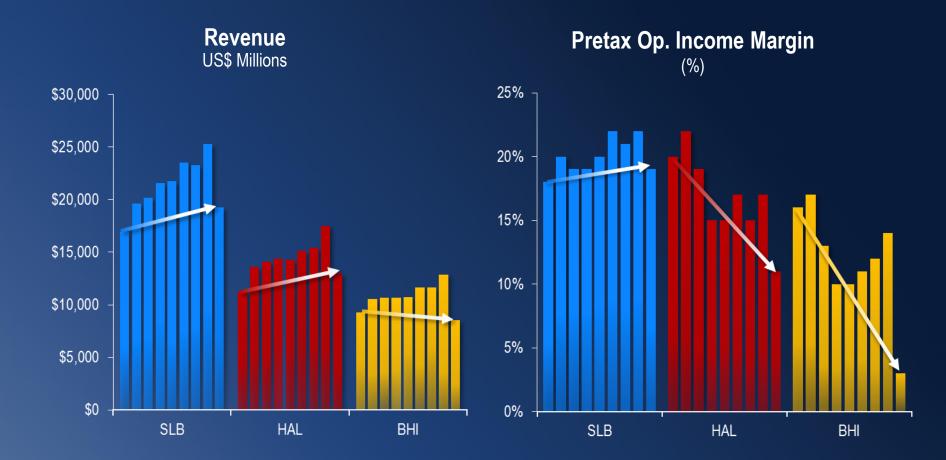
(Year-on-Year)



- Unprecedented drop in E&P activity combined with mounting pricing pressure
- Focusing on what we can control to preserve financial performance
- Reacting quickly and decisively to minimize disruption



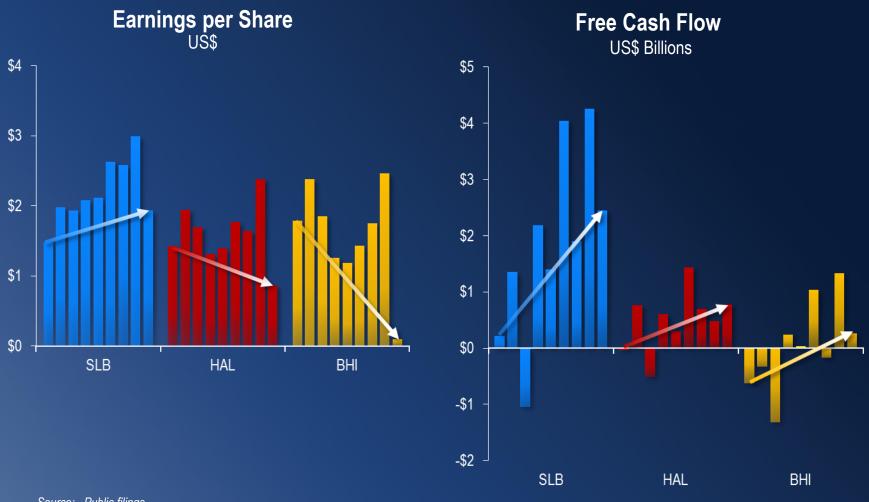
## Global Financial Performance H1 2011 – H1 2015



Source: Public filings



## Global Financial Performance H1 2011 – H1 2015



#### Source: Public filings

Note: EPS from continuing operations excluding charges and credits.

Free Cash Flow = cash flow from operations less capital expenditures (including multiclient and SPM investments)

# Leveraging Transformation



Integration 20% 15% 15% 10% 5% 2010 2011 2012 2013 2014

Reliability



Efficiency 25% 20% 15% Capex / Revenue 10% 5% H1-11 H1-12 H1-13 H1-14 H1-15

## Characterization – Reservoir Expertise

- Over 85 years of science and innovation to expand our understanding of the sub-surface
- The largest community of petro-technical experts covering every major field globally
- Leadership in measurements, numerical modelling, software and control systems





## Drilling – Integrated Technologies

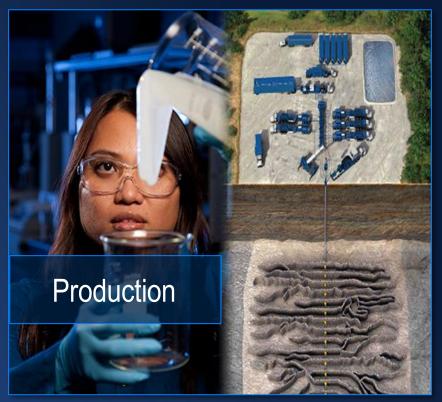


- Two decades of innovation and game changing technology
- Focused R&E investment and targeted
  M&A to build the complete drilling offering
- Used software and instrumentation to fully integrate the downhole drilling system
- Transformed drilling from an art into a science



## **Production – Integrated Processes**

- Expanding production portfolio, building on core scientific platforms and M&A
- Integrating technology and expertize across multiple technical domains
- Leveraging Characterization capabilities in measurements, systems and modelling
- Realizing life-of-well performance potential through integrated production workflows





# Technology Offering Evolution – Common Threads

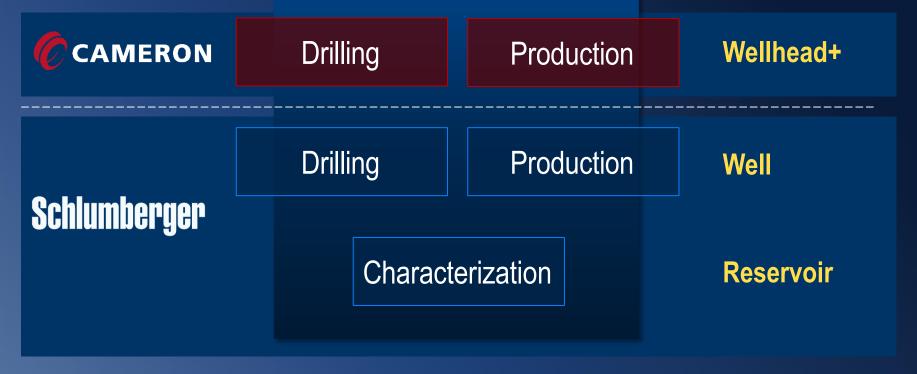
- Leveraging core expertise and capabilities from Reservoir Characterization
- Moving from hardware components to instrumented, software optimized systems
- Complementing internal organic growth with targeted M&A





## Expanding from Subsurface to Surface

#### Integrated Drilling Systems Integrated Production Systems



## Cameron – A Balanced Portfolio

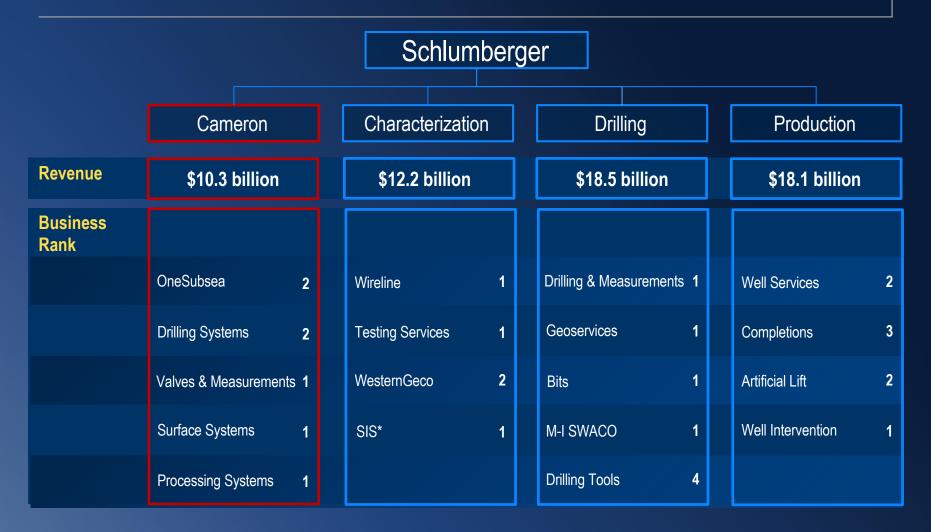


- Leading technologies and products across all product lines
- Production related product lines represent 70% of total revenue
- Offshore drilling excluding BOPs represents <5% of total revenue</p>
- Cameron installed base of wellheads is ~30% of accessible global footprint

Source: Cameron



## New Schlumberger Group Structure



Notes: Revenue year end 2014, CAM and SLB SEC filings

Business Rank source: Spears Oilfield Market Report May 2015, IHS, Infield, Capital IQ, Spears, SLB and CAM, public sources,

\* No ranking published by Spears; source: Schlumberger

# **Compelling Strategic Rationale**

- Growth through integration of reservoir, well and surface technology with instrumentation and control to launch a new era of drilling and production systems
- Cost efficiencies through synergy, delivering improvements in operating costs, supply chain and manufacturing, leveraging Schlumberger's transformation platform
- Value for customers through expanded technical capabilities, improved efficiency, closer commercial alignment to lower cost per barrel and raise recovery
- Value for shareholders through profitable growth in complementary markets; revenue increased by >20%; \$600M of synergies; accretive to EPS by end of first year

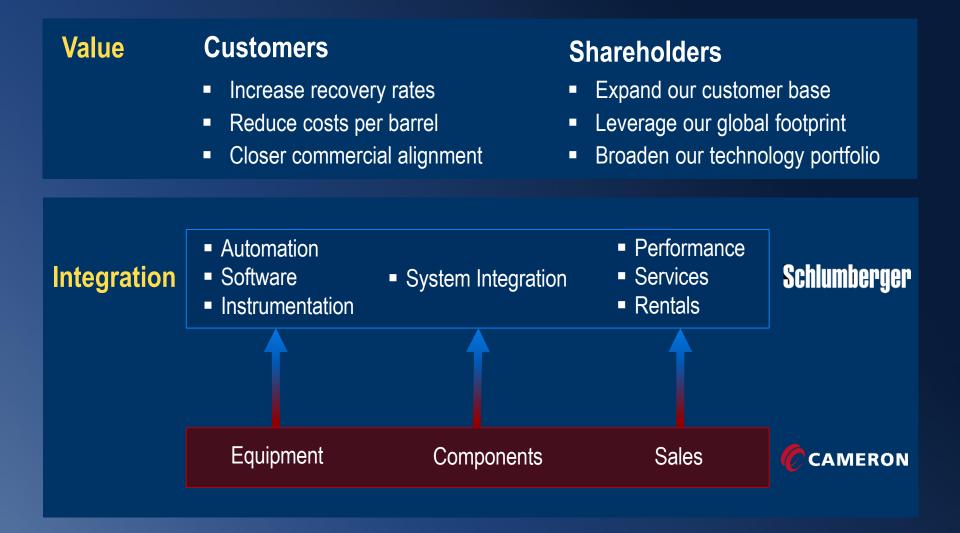


## **Cost Synergies**





#### **Revenue Synergies**



#### OneSubsea – Accelerating the Implementation

- Expand customer base and geographical coverage
- Introduce performance based boosting contracts
- Accelerate joint R&E with Completion and Artificial Lift product lines
- Leverage reservoir knowledge in early design phase discussions
- Increase focus on design simplification and cost efficiency

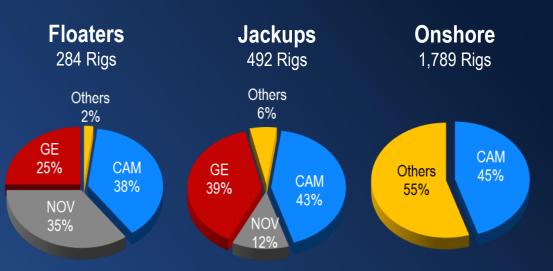




## BOP Non-Productive Time – Addressing the Industry Issue



- Largest installed base of BOPs
- Introduce service based business models
- Launch R&E program for future BOPs



Source: IHS-Petrodata, Internal data. \*Active fleet only (newbuilds not included)

# Rig of the Future – The New Land Drilling System



#### Design

- Proprietary features based on years of R&E
- Augmented by the recent T&T acquisition

#### Manufacturing

- JV with Bauer closing in Q4 2015
- First rig to be delivered in Q1 2016

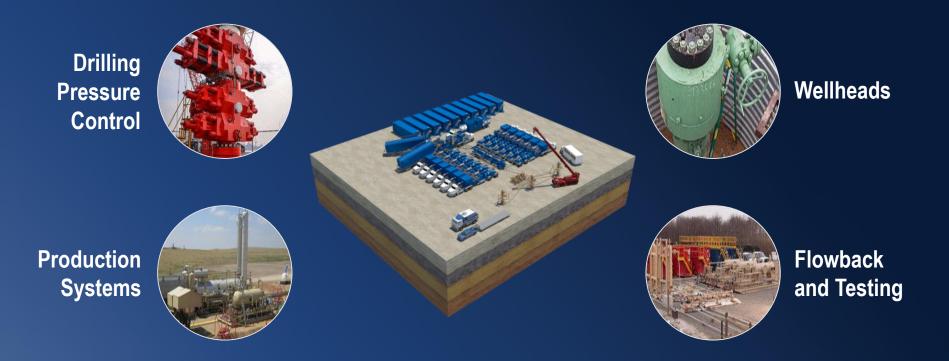
#### **Rig Equipment**

- Surface components provided by Cameron
- Closely integrated with Drilling Group BHA

#### Software

- Developed on the Petrel platform
- Optimization of planning and wellsite execution

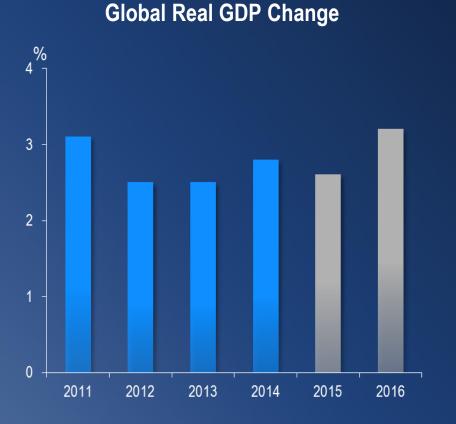
#### CAMSHALE



- World's largest rental fleet of pressure control equipment
- Integrate with frac fleet to optimize and automate surface set-up and operations



#### Setback in 2015 GDP Growth, Yet Oil Demand Accelerates



**Global Oil Demand** 

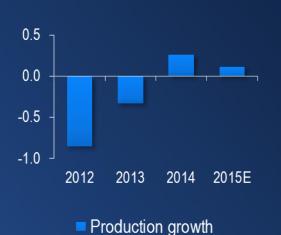


Source: IHS, IEA, SLB Analysis

## Sources of Supply Growth are Diminishing



Other NAM production growthUS LTO production growth



Non-OPEC Non-North America OPEC



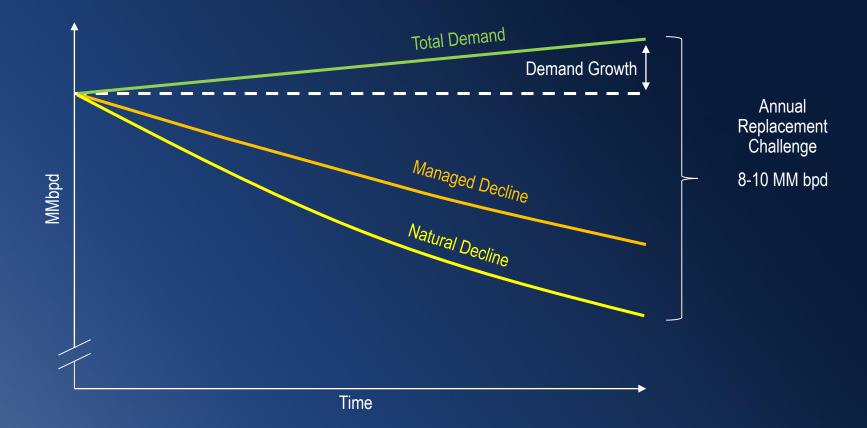
Production growth

— Change in spare prod. capacity\*

Schlumberger

Source: IEA, EIA, SLB analysis \* Includes impact of upward revision for Iran in Feb-15

## The Production Replacement Challenge



- Annual replacement challenge driven more by production decline than by demand growth
- E&P investment cuts impacting total production replacement capacity



#### Oilfield Services – 2016 Outlook

- Customers likely to maintain conservative view on 2016 budgets
- Underlying H1-16 activity in line with H2-15 levels, excluding seasonal effects
- Potential activity upside on land in second half of 2016, dependent on oil price
- Offshore still focused on shallow water and ongoing deepwater commitments
- Another year of subdued, unsustainable exploration activity
- Continued pricing pressure in 2016, both internationally and in North America
- Overcapacity in North America will significantly delay any pricing rebound



#### Conclusions

- Schlumberger continues its multi-year run of financial outperformance, by proactively navigating the severe oil industry downturn.
- The proposed Cameron acquisition is a compelling extension to our business portfolio, building on our proven formula for evolving our technical offering.
- Physical balance of the oil market continues to tighten, driven more by the underinvestment and decline in the global production base, than demand growth
- Strong need for higher E&P investments to offset decline in coming years, still, customers expected to take a conservative approach to initial 2016 budgets
- Our global footprint, differentiated technology offering and accelerated corporate transformation is the basis for Schlumberger's continued financial outperformance