



# Industry: Where We Fit



▪ **Upstream**

▪ Midstream

▪ Downstream

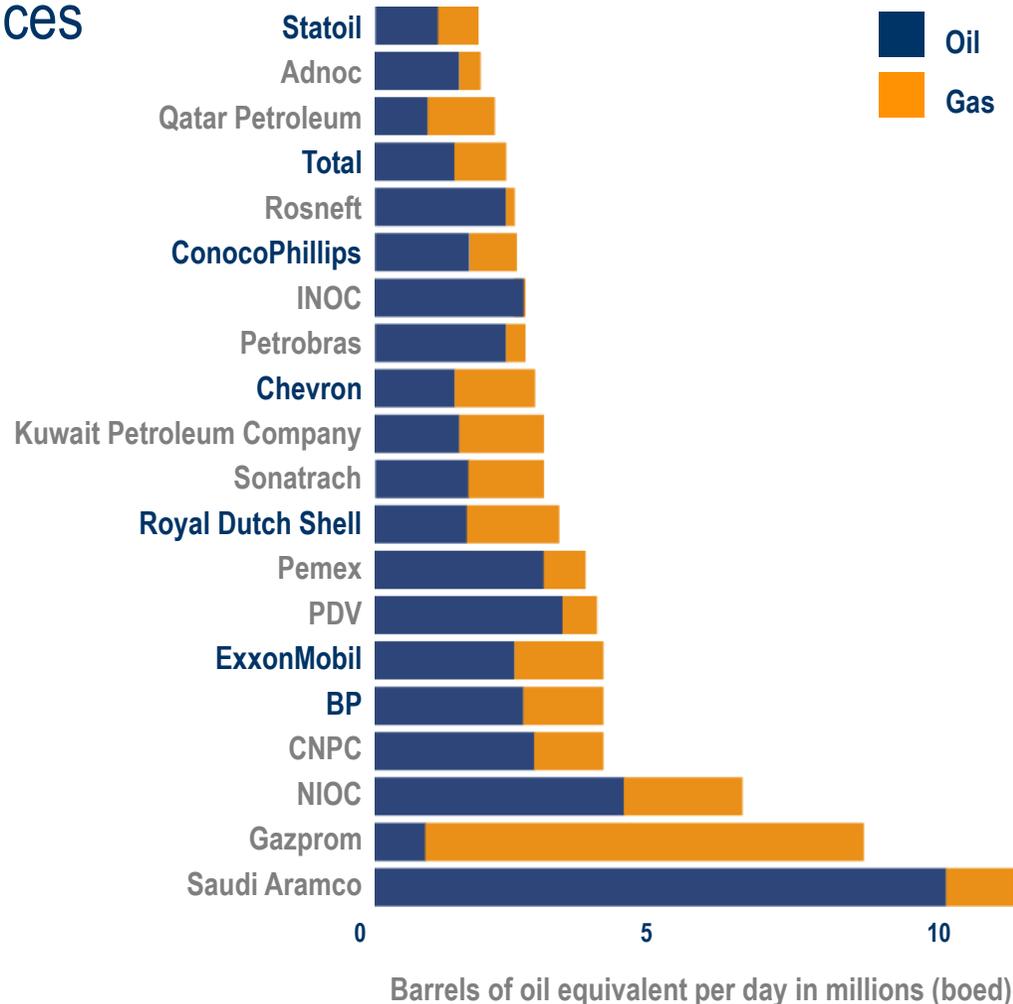


# Who are our customers?

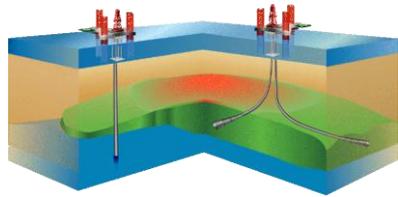
We provide technical services to oil and gas companies around the world.

- Reservoir Characterization
- Drilling
- Production

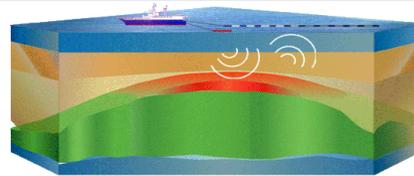
Largest Oil and Gas Producers by Barrels Produced



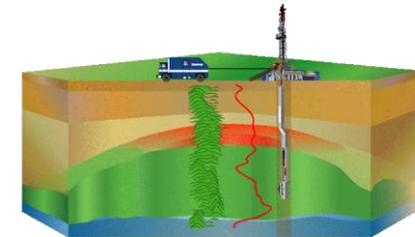
# Schlumberger Reservoir Technologies



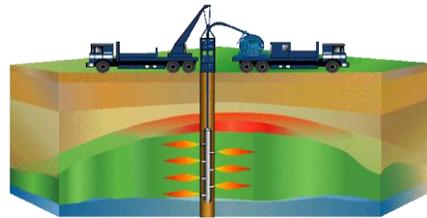
**Producing the Reservoir**  
*Completions, Artificial Lift,  
Well Intervention*



**Finding the Reservoir**  
*WesternGeco*



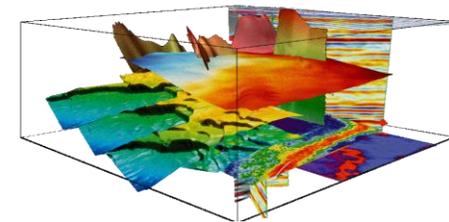
**Characterizing the Reservoir**  
*Wireline, Testing Services*



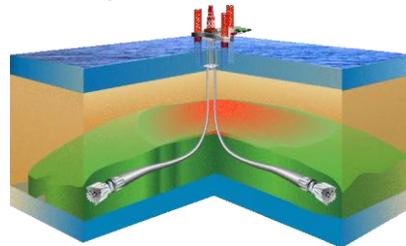
**Optimizing the Reservoir**  
*Well Services*



**Integrated Project Management**  
*Schlumberger Production Management*



**Reservoir Software, IT & Interpretation**  
*Schlumberger Information Solutions,  
PetroTechnical Services*



**Accessing the Reservoir**  
*Drilling & Measurements,  
Geoservices, Bits & Advanced  
Technologies, Drilling Tools &  
Remedial, M-I SWACO*

# Schlumberger at a Glance



## Reservoir Characterization

- Wireline
- Testing Services
- WesternGeco
- PetroTechnical Services
- Schlumberger Information Solutions



## Drilling

- Drilling & Measurements
- Geoservices
- Bits & Advanced Technologies
- Drilling Tools & Remedial
- M-I SWACO



## Production

- Well Services
- Completions
- Artificial Lift
- Well Intervention

### 2012 Financial Highlights

- Revenue: \$42.15 billion
- Net Income: \$ 5.58 billion
- Total R&D: \$ 1.17 billion

- 37 GeoMarkets in 4 Areas
- 125 Research, Engineering & Manufacturing Centers in over 13 countries

Technology Solutions



Deep Industry Knowledge

Approximately 120,000 People

Representing 140 Nationalities

Working in more than 85 Countries



Global Culture

# Schlumberger Market Positions

	Service or Product	Spears Market Size (\$M)	Spears Ranking*
Characterization Group	Geophysical Equipment & Services	16,530	2
	Wireline Logging	12,830	1
	Production Testing	4,766	1
Drilling Group	Drill Bits	4,733	1
	Directional Drilling Services	13,068	1
	Rental & Fishing	7,998	4
	Drilling & Completion Fluids	11,098	1
	Logging While Drilling	3,585	1
	Surface Data Logging	1,228	1
	Solids Control & Waste Mgt	3,689	1
Production Group	Pressure Pumping Services	44,109	2
	Completion Equipment & Services	10,253	3
	Artificial Lift	11,325	2**
	Coiled Tubing Services	5,113	1
	Specialty Chemicals	8,330	4

\* No ranking published for petrotechnical consulting services or for E&P software products and services

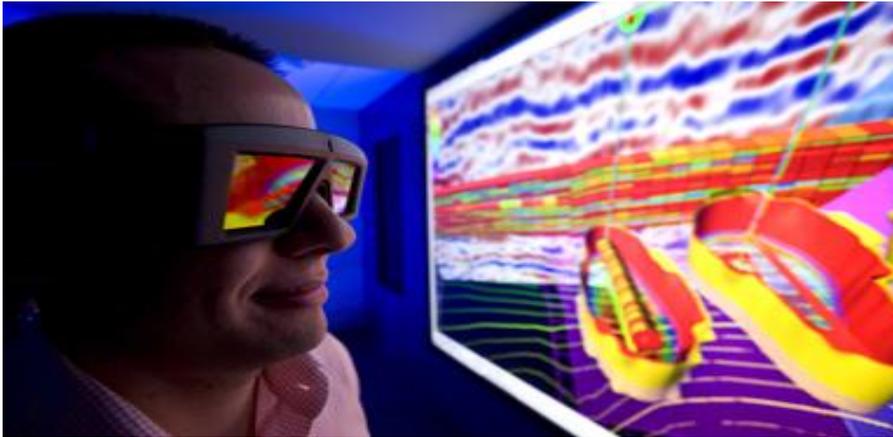
\*\*Artificial Lift market includes rod lift, ESPs, progressing cavity pumps, gas lift, hydraulic lift, plunger lift, control and data acquisition systems

Source: Spears Oilfield Market Report April 2013

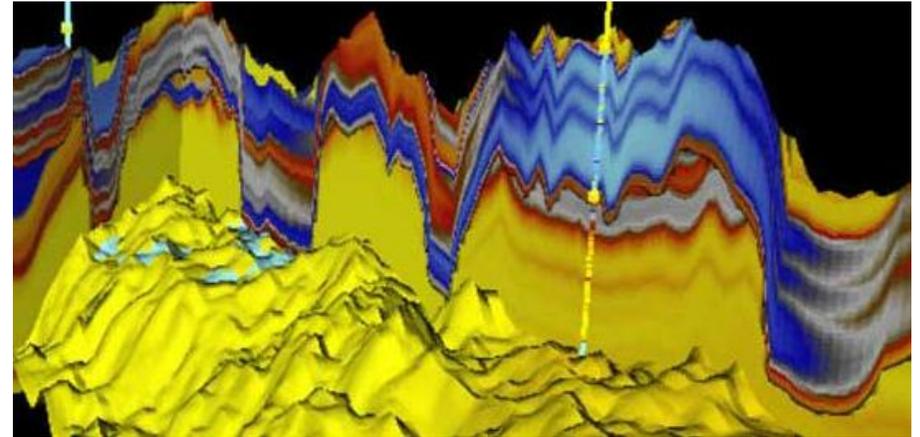


# R&D Investment and Hydrocarbon Resources

Unconventional oils and gases



Unexplored and underdeveloped areas



Increased recovery from producing fields



Harsh and hostile environments



# Summary -What Problems Do We Solve?

We apply **science and technology** solutions to help **customers** find and produce oil and gas in increasingly **complex** locations.

