

## Fourth-Quarter 2013 Results—Supplemental Information

**1) What were multiclient sales in the fourth quarter of 2013?**

Multiclient sales, including transfer fees, were \$283 million in the fourth quarter of 2013.

**2) What was the WesternGeco backlog at the end of the fourth quarter of 2013?**

WesternGeco backlog, which is based on signed contracts with customers, was \$940 million at the end of the fourth quarter of 2013.

**3) What were the Schlumberger pretax and after-tax returns-on-sales from continuing operations for the fourth quarter of 2013, excluding charges and credits?**

The Schlumberger pretax return on sales from continuing operations, excluding charges and credits, was 19.5% for the fourth quarter of 2013 and 19.2% for the third quarter of 2013.

The Schlumberger after-tax return on sales from continuing operations, excluding charges and credits, was 15.0% for the fourth quarter of 2013 versus 14.8% for the third quarter of 2013.

**4) What was the Schlumberger Net Debt<sup>†</sup> at the end of the fourth quarter of 2013?**

Net debt was \$4.44 billion at December 31, 2013—a \$1.17 billion decrease as compared to the end of the previous quarter.

Liquidity during the quarter was provided by the improvement in working capital of \$1.16 billion. Liquidity was used primarily for capital expenditures of \$1.19 billion and stock buy-back of \$1.07 billion.

<sup>†</sup>**Net Debt** represents gross debt less cash, short-term investments and fixed income investments, held to maturity.

**5) What was included in “Interest and other income, net” for the fourth quarter of 2013?**

“Interest and other income, net” for the fourth quarter of 2013 consisted of the following:

	(\$ millions)
Equity in net earnings of affiliated companies	\$48
Interest Income	<u>11</u>
	\$59

**6) How did interest income and interest expense change during the fourth quarter of 2013?**

Interest income of \$11 million increased \$2 million sequentially. Interest expense of \$97 million decreased \$1 million sequentially.

**7) Why was there a difference between the consolidated Schlumberger pretax income and the total pretax income of Oilfield Services?**

The difference consisted of such items as corporate expenses and interest income and interest expense not allocated to the segments, as well as interest on postretirement medical benefits, stock-based compensation expense and the amortization expense associated with intangible assets recorded in connection with the 2010 Smith acquisition.

**8) What was the effective tax rate (ETR), excluding charges and credits, for the fourth quarter of 2013?**

The ETR for the fourth quarter of 2013 was 22.3% and 22.7% in the prior quarter. The ETR in both quarters excluded charges and credits.

**9) What is the capex guidance for the full year 2014?**

Schlumberger capex is expected to be \$3.8 billion for 2014. Capex in 2013 was \$3.9 billion.

## Non-GAAP Financial Measures

In addition to financial results determined in accordance with US generally accepted accounting principles (GAAP), this document also includes non-GAAP financial measures (as defined under SEC Regulation G). The following is a reconciliation of these non-GAAP measures to the comparable GAAP measures:

( Stated in millions except per share amounts )

	Fourth Quarter 2013				
	Pretax	Tax	Noncont. Interest	Net	Diluted EPS
Schlumberger income from continuing operations, as reported	\$2,170	\$487	\$19	\$1,664	\$1.26
Provision for accounts receivable <sup>(1)</sup>	152	30	-	122	0.09
Schlumberger income from continuing operations, excluding charges & credits	\$2,322	\$517	\$19	\$1,786	\$1.35

	Fourth Quarter 2013	
	GAAP	Excluding Charges
Pretax return on sales	18.2%	19.5%
After-tax return on sales	14.0%	15.0%
Effective tax rate	22.4%	22.3%

There were no charges or credits in the Third Quarter 2013.

<sup>(1)</sup> Relates to a client in Brazil that filed for bankruptcy.

	Dec. 31, 2013	Sept. 30, 2013
Components of Net Debt		
Cash and short-term investments	\$8,370	\$6,435
Fixed income investments, held to maturity	363	363
Short-term borrowings and current portion of long-term debt	(2,783)	(2,498)
Long-term debt	(10,393)	(9,916)
	<u>\$(4,443)</u>	<u>\$(5,616)</u>

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This document, the fourth-quarter and full-year 2013 earnings release and other statements we make contain “forward-looking statements” within the meaning of the federal securities laws, which include any statements that are not historical facts, such as our forecasts or expectations regarding business outlook; growth for Schlumberger as a whole and for each of its segments (and for specified products or geographic areas within each segment); oil and natural gas demand and production growth; oil and natural gas prices; improvements in operating procedures and technology; capital expenditures by Schlumberger and the oil and gas industry; the business strategies of Schlumberger’s customers; future global economic conditions; and future results of operations. These statements are subject to risks and uncertainties, including, but not limited to, global economic conditions; changes in exploration and production spending by Schlumberger’s customers and changes in the level of oil and natural gas exploration and development; general economic, political and business conditions in key regions of the world; pricing erosion; weather and seasonal factors; operational delays; production declines; changes in government regulations and regulatory requirements, including those related to offshore oil and gas exploration, radioactive sources, explosives, chemicals, hydraulic fracturing services and climate-related initiatives; the inability of technology to meet new challenges in exploration; and other risks and uncertainties detailed in our fourth-quarter and full year 2013 earnings release, our most recent Form 10-K and other filings that we make with the Securities and Exchange Commission. If one or more of these or other risks or uncertainties materialize (or the consequences of such a development changes), or should our underlying assumptions prove incorrect, actual outcomes may vary materially from those reflected in our forward-looking statements. Schlumberger disclaims any intention or obligation to update publicly or revise such statements, whether as a result of new information, future events or otherwise.

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