# **CHANGE IN REPORTING SEGMENTS**

29 JANUARY 2018



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### **SEGMENT OVERVIEW**



Financial Reporting Aligned with Management Structure



 Unlocks Our Ability to Achieve Standardization and Drive Process Improvements



Aligned with Decision Making Processes and Organization of Our Customers



 Grouped Based On Market Requirements and Cross-product Line Synergies

## NEW HEMISPHERICAL SEGMENT REPORTING STRUCTURE

WESTERN HEMISPHERE SEGMENT

GEOZONES:

**United States** 

Canada

Mexico

Colombia, Peru, and Venezuela

Argentina, Bolivia, and Chile

Brazil



EASTERN HEMISPHERE SEGMENT GEOZONES:

North Sea, Azerbaijan and Sub-Sahara Africa Continental Europe

Russia, China and Kazakhstan

North Africa

Arabian Sea

Kuwait

Saudi Arabia

Asia

Designed to move resources and decision-making closer to the point of delivery, leverage scale and clarify accountability

### REVENUE PRIOR VS. CURRENT DISCLOSURE

#### **Prior (Unaudited)**

(Dollars in millions)	2016									2017						
		1Q		2Q		3Q		4Q		FY		1Q		2Q		3Q
North America	\$	543	\$	401	\$	449	\$	485	\$	1,878	\$	490	\$	475	\$	538
MENA/Asia Pacific		361		400		329		363		1,453		321		340		335
Europe/SSA/Russia		257		243		225		214		939		244		244		252
Latin America		305		249		255		250		1,059		242		203		229
Subtotal		1,466		1,293		1,258		1,312		5,329		1,297		1,262		1,354
Land Drilling Rigs		119		109		98		94		420		89		101		106
<b>Total Net Revenues</b>	\$	1,585	\$	1,402	\$	1,356	\$	1,406	\$	5,749	\$	1,386	\$	1,363	\$	1,460

#### **Current (Unaudited)**

	2016									2017						
		1Q		2Q		3Q		4Q		FY		1Q		2Q		3Q
Western Hemisphere	\$	852	\$	650	\$	704	\$	736	\$	2,942	\$	733	\$	678	\$	767
Eastern Hemisphere		733		752		652		670		2,807		653		685		693
<b>Total Net Revenues</b>	\$	1,585	\$	1,402	\$	1,356	\$	1,406	\$	5,749	\$	1,386	\$	1,363	\$	1,460

<sup>..</sup> Western Hemisphere includes North America, Latin America and Rigs located in Colombia and Mexico

### OPERATING INCOME PRIOR VS. CURRENT DISCLOSURE

Prior (Unaudited) (Dollars in millions)					2016									2017	
(Dollars in millions)	1Q		2Q		3Q		4Q		FY			1Q		2017 2Q	3Q
North America	\$ (128)	\$	(101)	\$	\$ (95)	\$	(58)	\$	(382)		\$	(18)	\$	2	\$ 33
MENA/Asia Pacific**	6		-		(8)		9		7			(3)		9	8
Europe/SSA/Russia	(1)		1		(3)		(8)		(11)			(10)		5	14
Latin America	44		1		14		6		65	_		9		(35)	(5)
Subtotal	(79)		(99)		(92)		(51)		(321)			(22)		(19)	50
Land Drilling Rigs	(26)		(17)		(19)		(25)		(87)	_		(30)		(20)	(16)
Adjusted Segment Operating Income (Loss)**	(105)		(116)		(111)		(76)		(408)			(52)		(39)	34
Research and Development*	(45)		(41)		(33)		(40)		(159)			(39)		(36)	(42)
Corporate Expenses*	(43)		(34)		(30)		(32)		(139)			(33)		(33)	(28)
Other Charges, Net	(254)		(269)		(771)		(251)		(1,545)	_		(72)		(19)	(28)
Total Operating Loss	\$ (447)	\$	(460)	\$	(945)	\$	(399)	\$	(2,251)	_	\$	(196)	\$	(127)	\$ (64)
Current (Unaudited)	2016									2017					
	1Q		2Q		3Q		4Q		FY			1Q		2Q	3Q
Western Hemisphere*	\$ (110)	\$	(123)	\$	\$ (102)	\$	(74)	\$	(409)		\$	(31)	\$	(52)	\$ 3
Eastern Hemisphere*	 (40)		(34)		(42)		(42)		(158)	_		(60)		(23)	(11)
Adjusted Segment Operating Loss**	(150)		(157)		(144)		(116)		(567 <u>)</u>	_		(91)		(75)	(8)
Corporate Expenses*	(43)		(34)		(30)		(32)		(139)			(33)		(33)	(28)
Other Charges, Net	(254)		(269)		(771)		(251)		(1,545)			(72)		(19)	(28)
Total Operating Loss	\$ (447)	\$	(460)	\$	(945)	\$	(399)	\$	(2,251)		\$	(196)	\$	(127)	\$ (64)

<sup>\*</sup> Under the new segment reporting structure, R&D expenses are included in the operating loss of the Western and Eastern Hemisphere segments

<sup>\*\*</sup>Adjustment excludes the first quarter 2016 charges on the Zubair contract of \$52 million and the second quarter income on the Zubair contract of \$50 million related to MENA/Asia Pacific Prior GAAP segment operating loss was \$(157) million for the first quarter of 2016, \$(66) million for the second quarter of 2016 and \$(410) million for FY 2016. Recasted GAAP segment operating loss is \$(202) million for the first quarter of 2016, \$(107) million for the second quarter of 2016 and \$(569) million for FY 2016.

### DEPRECIATION AND AMORTIZATION PRIOR VS. CURRENT DISCLOSURE

#### Prior (Unaudited)

(Dollars in millions)		20	2017							
	1Q	2Q	3Q	4Q	FY			1Q	2Q	3Q
North America	\$ 54 \$	58 \$	55 \$	41 \$	208		\$	40 \$	40 \$	39
MENA/Asia Pacific	61	60	60	52	233			51	51	49
Europe/SSA/Russia	48	48	45	41	182			39	39	36
Latin America	61	56	56	55	228			51	48	49
Land Drilling Rigs	22	23	22	22	89			24	23	23
Research and Development and Corporate*	4	4	4	4	16			3	3	3
<b>Total Depreciation and Amortization</b>	\$ 250 \$	249 \$	242 \$	215 \$	956		\$	208 \$	204 \$	199

#### **Current (Unaudited)**

			2	016		2017				
	•	1Q	2Q	3Q	4Q	FY		1Q	2Q	3Q
Western Hemisphere	\$	117 \$	116 \$	114 \$	99 \$	446	\$	91 \$	92 \$	89
Eastern Hemisphere		131	130	126	114	501		115	111	108
Corporate*		2	3	2	2	9		2	1	2
<b>Total Depreciation and Amortization</b>	\$	250 \$	249 \$	242 \$	215 \$	956	\$	208 \$	204 \$	199

### **DISCLAIMER**

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