Welcome to the Weatherford Annual Report 2018. Building on last year’s positive response and channeling our collaborative spirit, we again invite you to explore our preceding year’s activities through an interactive letter from our President and CEO, Mark A. McCollum.

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Dear Fellow Shareholders,

While 2017 focused on setting the stage for our transformation plan, 2018 aimed at putting that plan into action. This past year, we have been focused on executing on our detailed, comprehensive program to transform Weatherford into a company with sustainable profitability and long-term growth potential. Even in the face of difficult circumstances, we stayed the course and made meaningful progress towards our goals. I am proud of all we have accomplished so far.

During 2018, we achieved a majority of our transformation targets for the year, and by year end we realized $400 million in annualized recurring transformation benefits. We continue to execute on our transformation plan and believe that we can deliver on our target of $1 billion in annualized transformation benefits.

During the year, our workstreams made steady progress on their defined initiatives. Throughout the organization, we addressed historical inefficiencies, which has resulted in significant time and money savings.
All our workstreams were focused on driving incremental EBITDA improvements, and the largest contributions to our transformation goals came from our Operational Segment and Product Lines workstream (which reached 69% of its target) and our Sales and Commercial workstream (which reached 46% of its target).

A large part of our strong progress this year is a result of the steps we have taken to rebuild our culture. We hosted a number of culture-shaping sessions at all levels of the organization and established networks that foster inclusivity to unite us toward our common goal. In short order, we have seen a dramatic improvement in cross-office communication and collaboration that is driving company results. Investing in our people by giving them the tools needed to make them successful, such as developing career ladders and rolling out new training programs, remains a core priority.

By making steady financial progress, reshaping our culture, launching distinctive technologies, securing new contracts with and maintaining a high level of service quality delivery for our customers, and strengthening our partnerships with our key suppliers, we are fundamentally improving the way we run our business. Our results to date give us confidence that we are capable of accomplishing our goals when we work together as One Weatherford.
2018 STRATEGIC ACHIEVEMENTS

How do we measure our progress? The truth is in the numbers. We designed the transformation from the bottom up, with clearly defined action plans and measurable metrics. Our 2018 results are driven by data rather than based on hunches. They clearly validate the headway we made in 2018 and reinforce our commitment to our strategic objectives.

We had a solid year as we took deliberate action to advance our transformation plan. The strategies and processes that we’re putting in place are driving our results. As we’ve said before, we have a commitment to our plan and to sharing evidence of our progress with you.

**IMPROVED ADJUSTED EBITDA BY 80% YEAR-OVER-YEAR**

The continued implementation of our strategy positively affected our bottom line:

- For the full year, we grew adjusted EBITDA by more than $330 million, or 80% compared to 2017 levels, well outpacing the growth rates of our significant peers and the worldwide rig count.
- Approximately 75% of our year-over-year adjusted EBITDA growth was attributable to our transformation efforts.

**ACHIEVED 100% OF 2018 TRANSFORMATION TARGET**

Workstream initiatives helped us to meet our goals as intended:

- Realized $400 million in annualized recurring transformation benefits.
- Reached 40% of the total $1 billion transformation goal.
Cash flow boosted through a series of transactions:

- Kuwait land drilling rig operations sold to ADES for $123 million in cash, plus $12 million pending the delivery of two idle rigs in South Iraq
- Precision Drilling Services Saudi Arabia land drilling operations, including 11 drilling rigs and 923 employees, sold to ADES for $92.5 million
- Algeria land drilling rigs sold to ADES, including six drilling rigs, 350 employees and contractors for $60 million

Operating activity increased as we enhanced service quality:

- Decreased nonproductive time (NPT) by 22% compared to 2017 results
- Exceeded the annual reduced NPT target
- Improved this metric for the fourth consecutive year

Differentiated solutions continue to support our growth in the market:

- Calabar COROD® continuous rod
- ForeSite® production platform and CygNet® SCADA platform on the Google Cloud
- Magnus® rotary steerable system
- Rotaflex® long-stroke pumping unit
- Vero® automated connection integrity
- Weatherford ESP, powered by Valiant
At Weatherford, customer satisfaction is the cornerstone of our success. Our employees and the organization as a whole are committed to providing exceptional value to our customers and delivering on this metric more than ever.

In 2018, Weatherford continued to deliver excellent service quality performance results. We exceeded expectations for reduced nonproductive time (NPT) by 22% on a year-over-year basis, our fourth consecutive year of improvement on this measure.

By executing with the highest levels of safety, technology, and service quality, we are keeping customers on schedule and maximizing the value of their projects. These value-added outcomes validate the worth of our services and turn a first-time customer into a repeat customer.

In 2018, we also commercialized several oilfield technologies that incorporated forward-thinking concepts, such as digitalization and automation. We expect these technological advancements will improve our bottom line and create value for our customers in 2019 and beyond.
During the first quarter of 2018, we announced the expanded capabilities of our ForeSite® production optimization platform, which now supports reciprocating rod-lift, gas-lift, and electric-submersible-pump systems, as well as naturally flowing wells. Later in the year, we launched Vero®, an automated connection integrity solution which greatly reduces the risk of catastrophic well failures and significantly enhances well integrity throughout its lifetime.

We devoted efforts to introducing new technologies that leveraged digitalization and automation, while also rolling out products that build upon Weatherford’s proven legacy technologies. For example, we introduced our Magnus® push-the-bit rotary steerable system, which has increased efficiencies in drilling campaigns in the United States and Mexico, both onshore and offshore. Additionally, we launched our new Rotaflex® long-stroke pumping unit and have increased manufacturing rates to meet the demand.

As we look ahead to 2019 and beyond, we will continue to build world class wells and deliver innovative technologies to our customers, so they can continue to produce the energy that powers the world.
SAFETY AND SERVICE QUALITY

Safety is a fundamental component of our culture, and customer satisfaction is the cornerstone of our success.

At every level of our organization, we lead with a commitment to safety and service quality. It is embedded in our culture and everything we do.

We continued to deliver exceptional services to our customer in 2018. Our overall service quality performance improved once again this year, and we achieved 22% year-over-year reduction in NPT per 1,000 operating hours.

The statistics say it all. Considerable milestones marked 2018, as we increased our operating hours while significantly reducing NPT.

- **25% Reduction** in Lost-Time Incident Rate (LTIR)
- **11% Reduction** in Total Recordable Incident Rate (TRIR)
- **22% Reduction** in Nonproductive Time (NPT)
- **3% Increase** in Operating Hours
Our commitment to consistently enhancing the safety of our operations is evident in our safety performance trend. Since 2016, we have achieved a 35% decrease in NPT with a 21% increase in operating hours, and 2018 operating levels exceeded those that were performed in the last three years (from 2015-2017). TRIR has also reduced by 31% since 2015. From these numbers, it is evident that we are working harder, safer, and more efficiently than before.

AWARDS AND RECOGNITION

In 2018, we achieved significant milestones and recognition from customers across the globe for our dedication to safety and service quality.

**ARGENTINA**

Shell Argentina Meta Cero Award: 18 Months Without HSE Incidents or Spills

The Argentine Oil and Gas Institute (IAPG) Comahue Geoling Award

**MEXICO**

Best Environmental, Quality, and Safety Initiative with Pemex Supplier Award from Suppliers

Evaluation and Responsibility Program
5 Years Without LTA or Accident with Chevron for Our COROD® Product Line

Exxon Neftegas Limited (ENL) Sakhalin-1 Contractor SSHE Champion

Best HSE Performance: Best Unit of the Quarter for Q3 2018, Cairn India Limited
TECHNOLOGY HIGHLIGHTS

Market-leading Weatherford technologies make us the vendor of choice for oilfield drilling, construction, completions, and production. However, rather than rest upon our technological achievements, we relentlessly improve upon them.

2018 was no different. The following four technologies represent our ongoing drive to help our customers make their operations safer, faster, and more productive.

**MAGNUS® ROTARY STEERABLE SYSTEM**

Introduced in April, our push-the-bit Magnus (RSS) provides operators an advanced well-construction tool that is easier to maintain and has a lower cost to operate. Over the past year, the RSS has proven itself in both onshore and offshore locations. It increased the footage drilled quarter after quarter, and it also doubled circulating hours from the third to the fourth quarter.

Notably, the RSS has drilled 43 wells to date in four different countries. In Mexico, it displaced competitive technology to finish drilling an onshore well, and in the Permian, it delivered a two-mile lateral with an average on-bottom rate of penetration of more than 100 feet per hour. Additionally, with three planned deployments in the Middle East, the Magnus RSS has generated strong interest.

**VERO® AUTOMATED CONNECTION INTEGRITY**

In October, we launched Vero technology, the industry’s first integrated system for precise makeup and accurate evaluation. By replacing error-prone processes and human judgment with artificial intelligence, the Vero solution enables operators to case and complete wells with enhanced safety, increased efficiency, and validated well integrity.

To date, this world-first solution has made up more than 10,000 connections across 10 countries. The operations have often benefited from faster installation and reduced—if not eliminated—connection damage. Compared to traditional systems, the solution has reduced rig-up and rig-down time by up to 55% and damaged connections by 50% in 20 jobs during 2018. For the first half of 2019, we anticipate completing more than 40 jobs.
Our TR1P system is an unprecedented completions solution that transforms the deepwater risk-and-reward equation with intervention-free operations. By combining radio-frequency identification (RFID) technology with our premium completions equipment, the TR1P system enables installing the upper and lower completion in one trip, which can reduce installation time by 35 to 40%.

Recently in a deepwater well off the coast of West Africa, Weatherford deployed the TR1P system for the first time. Compared to other identical wells previously completed in the same field, the system reduced the total rig time to drill and complete the well by 72 hours, or 3 days. This time reduction equates to millions of dollars saved per well.

Weatherford has taken strategic action to maximize returns for our customers in high-flow production applications. In 2018, we released our new Rotaflex long-stroke pumping unit, which enables our customers to transition to rod lift earlier than ever. Our customers are excited to increase high-flow production with fewer strokes, reduce lifting costs, and streamline maintenance. In fact, we have doubled manufacturing rates to meet this demand.

Also in 2018, we announced our joint alliance with Valiant Artificial Lift Solutions to commercialize electrical submersible pumps (ESPs), which enables us to offer all forms of lift. The first deployment of the Weatherford ESP, powered by Valiant, with a prominent Middle Eastern NOC will include pumps, downhole components, surface equipment, and intelligent production software—something that no other oilfield service company can match.
In line with our commitment to performance-enhancing technologies, we have upgraded our managed pressure drilling (MPD) portfolio with Industry 4.0 concepts.

Automation, predictive maintenance, and equipment interoperability combine to create MPD solutions for the smart oilfield of the future. Backed by a 2018 track record for 0.04% NPT in 3.5 million operating hours, these MPD solutions help operators and drilling contractors achieve their objectives with unmatched safety and cost savings. To further support drilling revenue, we will continue to pursue opportunities for our Magnus RSS and, in parallel, pull through a considerable amount of formation evaluation work and interpretation services.

For 2019, we plan to offer our customers the next generation of tools for well construction and intervention.

First, we plan to continue the deployment of our Vero® automated connection integrity service to new markets for significant revenue potential. We add to that the world’s first single-trip openhole cementing and sidetrack system, our AlphaST™ solution, which delivers unbeatable reliability by replacing a cement plug with a packer to cement, anchor, and drill off in one trip. In addition, our Dailey drilling jar will now include an exclusive hydraulic lock to prevent premature jarring and reduce drag. And our internal locking mechanism (ILM) for wellheads will reduce leak paths and enable faster, easier installation.
We continue to modernize completions with technologies such as the world’s only TR1P system for single-trip, reduced-cost installations.

Other anticipated forthcoming offerings to help transform the risk-reward equation include COMPLETE™ solutions, post-TD turnkey services; the OmniCanePT™ pressure/temperature gauge, the world’s smallest fiber-optic monitoring system; and the Xpress liner system, a complete solution for liner-system applications. Beyond that, we will launch the OmniCap™ integrated reservoir-monitoring and capillary-injection solution, an optimized Optimax™ ultra deep-set safety valve for reliability in deep water, a VariForm™ centralizer for ultra-tight and close-tolerance cased holes, and a single-action diverter tool for high-quality cementing in narrow pressure windows.

Going forward, we plan to evolve our ForeSite® production optimization solution from a software platform to an ecosystem, complete with the first intelligent hardware for predicting rod-lift failures and an Edge controller for autonomous well management.

Further, we will promote the industry’s most comprehensive portfolio for high-flow wells, including previously released ESPs and newly launching centrifugal jet pumps. As well, we will continue to promote our high-flow rod-lift solutions, which enable our customers to transition to the most efficient form of lift earlier in the well life cycle.
OPTIMIZED SOLUTIONS

Our integrated services and projects (ISP) go beyond technologies, systems, and solutions to execute entire programs. In this growing part of our business, we provide project management, engineering design, and technical optimization during drilling, production, or workover activities to release the maximum potential of customer assets.

In more than a decade, we have delivered thousands of wells, drilled millions of feet, and generated billions in revenue with these projects. In 2018, we continued to produce effective results, with the benefits of solid execution, the right technologies, and full accountability.

WE DELIVER MORE       MANAGED PROJECTS TOTALING $5 BILLION
DELIVERED OVER 2,300 WELLS       DRILLED OVER 16 MILLION FEET
INTERVENED IN OVER 3,000 WELLS       10+ YEARS OF INTEGRATED RESULTS

SOLID EXECUTION

Over the past 10 plus years, we have delivered proven results in single and multi-well projects, onshore and offshore applications, conventional and unconventional environments, as well as new drilling and mature fields. In addition, we have managed regulatory compliance, operational logistics, local infrastructure, and social responsibility.

RIGHT TECHNOLOGIES

We use our industry-leading technologies to deliver cost-efficient performance for the best possible outcomes. We also involve first-class partners whenever necessary to maximize results and simplify customer supply chains. Along with these technologies, we apply proven project-management expertise to deliver the established objectives.
FULL ACCOUNTABILITY

From tendering to execution, we assign a dedicated team for a process that smoothly progresses from one stage to the next. This approach also enhances transparency and accountability so that we deliver on time, on budget, or better for reduced costs per well and increased production per dollar spent.

OFFSHORE MEXICO

$20 MILLION SAVINGS
BY DRILLING
4.5 MONTHS FASTER
THAN PLANNED

Our ISP team executed a shallow-water drilling project at a record pace that set the standard for future operations in the area.

By applying best practices and new technologies to push technical limits, the team brought the wells online more than 137 days earlier than the customer’s original plan. This quick and optimized delivery reduced our customer’s total cost of ownership by more than $20 million and enabled early production to accelerate revenue generation.

ONSHORE MEXICO

35% FASTER COMPLETIONS
AND
50% HIGHER PRODUCTION
THAN EXPECTED

Collaborating closely with the customer, our ISP team developed a completions program that complied with new, rigorous government regulations for a largely uncharted shale area.

The team tailored the final well design to maximize recovery and coordinated all parties and logistics for a high-volume multistage fracturing treatment. In the end, the team completed the well more than 35% faster than the customer’s plan, and production exceeded expectations by more than 50%.
2018 TECHNOLOGY AWARDS

OTC ASIA 2018 SPOTLIGHT ON NEW TECHNOLOGY AWARDS

WFXØ System – 2018 Spotlight on New Technology Award

The WFXØ openhole gravel-pack system, which enables gravel-pack completion of multiple openhole zones in a single trip, was also recognized with a Spotlight on New Technology Award. The WFXØ system is the industry’s first fully integrated gravel-pack system to achieve an API/ISO V0 rating, which validates that it has been tested to the industry’s highest standards for zero gas leakage.

HeatWave Extreme – 2018 Spotlight on New Technology Award

At the 2018 Offshore Technology Conference in Asia, we received two Spotlight on New Technology Awards. The first award honors our HeatWave Extreme service, which features an enhanced logging-while-drilling tool string capable of acquiring comprehensive formation evaluation data in temperatures up to 392°F (200°C).
STRENGTHENING OUR CULTURE

We believe a healthy corporate culture is the difference between a good company and a great company. During the past year, the cultural improvements that are part of our business transformation have revitalized our workforce and united us toward our common goal. We are achieving this through actions big and small—such as culture-shaping sessions, global events, local town halls, and culture-moment meeting starters. Through these actions and our ongoing commitment to strengthening our corporate culture, we are instilling a common language and experience across the organization. Our employees also have found camaraderie in several diversity and inclusion (D&I) networks, which help them to thrive regardless of age, race, gender, sexual orientation, or veteran status. It makes me proud to see employees at all levels of the organization embracing our Company’s mission and values as we work together to create a collaborative, inclusive, and effective workplace where everyone is empowered to take initiative and make decisions to improve the products and services we offer our customers.
At Weatherford, we’re connecting our corporate culture to our transformational journey. Under the leadership of our President and CEO Mark A. McCollum, we have implemented a set of core values vital to all aspects of our organization. Our core values are both inspirational and aspirational; serving as a framework to guide us forward, as well as providing a vision for a better future.

In the past year, we placed a strong emphasis on foundational change and company camaraderie in order to best carry out our mission: to deliver innovative technologies and services that meet the world’s current and future energy needs in a safe, ethical, and sustainable manner.

We are focused on culture-shaping at all levels of the organization and are pleased to have taken a significant portion of our workforce through what we call “unfreezing sessions.” During these sessions, employees are encouraged to reexamine their mindset in order to be more productive and give undivided attention to the task at hand. With this foundation, Weatherford employees build off these concepts and bring the impacts back to their teams. This, coupled with our Be the Change campaign, encourages employees to be empowered, supportive, driven, open, inspired, and engaged in transforming our culture.

By establishing a common set of goals and objectives, together with fostering a collaborative, inclusive, and effective workplace, we have the focus to unlock our potential.
A dedication to building strong, transparent relationships with customers, partners, and colleagues to further the shared mission

An unwavering commitment to act respectfully and responsibly in all work

Inspiration and drive to create value-added technologies

A focus on the diversity of our enterprise and an awareness of the impact of our actions

A commitment to work toward goals and deliver on them

A relentless pursuit to deliver maximum value and achieve high safety and service quality

An unwavering commitment to act respectfully and responsibly in all work

A commitment to work toward goals and deliver on them

A relentless pursuit to deliver maximum value and achieve high safety and service quality
SUSTAINABILITY

Committed to safe, ethical, and sustainable practices

Our commitment to sustainability is a core value at Weatherford and we recognize that our actions today have an impact on the future for our stakeholders, community, and environment. We take this responsibility seriously and we are committed to making progress on our goals each year, some of which are captured below.

Our sustainability program is comprised of four pillars—sustainable performance, responsible operations, world-class people, and global citizenship. Each pillar incorporates relevant environmental, social, and governance (ESG) issues which are managed through a series of dedicated policies, standards, procedures, and practices.

SUMMARY OF 2018 GOALS

- Achieved
- In progress

We continually evaluate our practices to identify areas for improvement.

Last year, we significantly reduced water, waste, and electricity use following the introduction of an annual Facility Environmental Improvement Plan which requires each facility to identify and implement reduction opportunities. These are primarily identified during Environment Month when locations perform an ‘opportunities hunt’ to identify areas for improvement and formalize a plan of activities they will implement to make these a reality. Implementation is tracked on a quarterly basis.

<table>
<thead>
<tr>
<th>Sustainable Performance</th>
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<tbody>
<tr>
<td><strong>6% reduction in total electricity use</strong></td>
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<tr>
<td><strong>5% reduction in total water use</strong></td>
</tr>
<tr>
<td><strong>5-15% reduction depending on 2017 spill incident rate</strong></td>
</tr>
<tr>
<td><strong>3% reduction in hazardous waste produced</strong></td>
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<tr>
<td><strong>3% reduction in non-hazardous waste produced</strong></td>
</tr>
<tr>
<td><strong>Our target for the year is as follows: TRIR: 0.34</strong></td>
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<tr>
<td><strong>Our target for the year is as follows: LTIR: 0.07</strong></td>
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<tr>
<td><strong>Our target for the year is as follows: PVIR: 0.23</strong></td>
</tr>
<tr>
<td><strong>Our target for the year is a 10% reduction in NPT YoY</strong></td>
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</tbody>
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*normalized to revenue
We look for ways to do things smarter, safer, better – the right way, the first time, and always.

We do this by operating ethically and transparently across all facets of our work and in unison with our suppliers and customers, keeping our Code of Business Conduct top of mind with our employees and suppliers, and promoting a culture where people are empowered to come forward and share concerns.

Formally define elements of our Company’s culture of integrity and launch employee awareness campaign regarding same ✔

Launch revised Supplier Code of Conduct including enhanced supplier obligations regarding human rights and other matters ✔

Develop training for the Weatherford Supply Chain team and others in the organization regarding the risks of modern slavery and our commitment to eradicating the same in our supply chain ✔

Survey our operations and implement controls to ensure that proof of age and proof of payment are uniform requirements globally ☐

Issue Disruptive Event Management Standard, triggering formation of Disruptive Event Management Teams in each of Weatherford’s 14 geozones, responsible for identifying risks through workshops, preparing responses to scenarios or incidents that could befall the company ✔

We have some of the best people in the industry and we are committed to ensuring they feel appreciated and valued.

Fostering diversity and inclusion are top priorities for us. In fact, our employees represent more than 114 nationalities in approximately 80 countries. One step we have taken to support inclusion is creating various diverse and inclusive groups, including the Young Professionals, GLOW (Gay, Lesbian + of One Weatherford), Veterans, and Women of Weatherford networks. These programs help to provide employees with an environment where they feel comfortable, respected, and can thrive. By providing an environment that celebrates diversity across all facets of life, we aim to bring the best out of our employees, further our own goals, and even improve our rapport with customers.

Drive support for our Networks and establish new ones desired by our employee base ☐

Implement advancements to our recruitment process inclusive of blind resume review to tackle biases in hiring. Issue Diversity and Inclusion training on bias – conscious and unconscious – so that we raise our enterprise culture bar to ensure respect and inclusivity always and for everyone ☐
We are committed to enriching the communities in which we live and work by engaging with local communities, volunteering our time, and donating much needed resources.

Our employees are passionate about their work and about making a difference. We encourage them to participate in causes they feel strongly about and offer them opportunities to engage.

Issue Charitable Giving Standard to all employees, triggering employees to record charitable giving and sponsorship requests in a central portal. Ultimately, this will provide the Company greater visibility into our spend and ensure alignment with Company goals.
COMMUNITY ACTIVITY

Weatherford is dedicated to fostering a positive relationship in our local communities. Across the globe, our employees share a passion for community outreach, dedicating their time and energy to a wide variety of meaningful causes.

One such cause is our annual Weatherford Walks charity event, a mile-long walk in support of local Houston community non-profit organizations. This year, with the hard work and support of our employees and partners such as AZA, Baker McKenzie, KPIT, Oakwood Agency, Citi, and Hyannis Port Capital, we were able to raise more than $300,000 to benefit three local charities—the Houston Area Women’s Center, Camp Hope, and Small Steps Nurturing Center. We proudly support charities such as these, which are rooted in the local community and provide integral services to our neighboring families in need.

Weatherford is also involved with Spindletop Charities, a non-profit group that works to enhance the lives of at-risk youth in the greater Houston area. At the 2018 Spindletop Gala we helped to raise funds and collect toys to benefit kids in the local community. Our employees also showed their generous spirit by donating toys to the Houston Fire Department’s Operation Stocking Stuffer.

At Weatherford, we strongly believe in the power of education to help build a better future. To do our part, our Weatherford WISE (Worldwide Initiative Supporting Education) program aims to provide educational opportunities to youth with a special emphasis on STEM (Science, Technology, Engineering, and Mathematics).

By forging lasting partnerships and supporting charities that care for our local area, we hope to foster a sense of community resiliency and interconnectivity.
The notion of “One Weatherford” has been the guiding principle of our transformational journey back to profitability and long-term growth. We have been focused on reinvigorating our company culture through employee engagement and internal collaboration.

At Weatherford, we recognize that throughout the organization our employees are full of ingenuity. To source this creative thinking, we created a campaign called Weatherford’s Got Talent to collect ideas for transformation initiatives across the organization. It garnered more than 1,500 ideas from across the globe, and the finalists were voted on by Weatherford employees. The top three winners, with ideas around increasing knowledge-sharing, providing differentiated service quality, and breaking down language barriers, were recognized in a global town hall webcast led by Mark A. McCollum as part of One Weatherford Day.

Our second annual One Weatherford Day built upon the momentum driven by the inaugural event held last year, with gatherings taking place across all of our 14 geozones. We look forward to continuing this tradition of uniting our employees to share in the strategic vision of our company.

We are proud to represent the One Weatherford spirit, and are continually inspired by the way our employees work together and put our core values into action.
IMPROVING OUR PROFITABILITY

As we mentioned in our last annual report, our key priorities for 2018 were to reduce our long-term debt, strengthen our balance sheet, and restore profitability. Strategically divesting non-core assets and re-focusing our portfolio around our core businesses is a key component of our transformation plan and is helping us to achieve our stated goals.

During the course of the year, we completed a number of transactions that contributed to reducing our net debt to EBITDA ratio. First, we reported a series of agreements with ADES International Ltd. to sell our land drilling rigs operating in Kuwait, Saudi Arabia and Algeria. We closed two of the four tranches, which was immediately accretive to cash flow as these assets historically accounted for a significant amount of our capital expenditures.

In addition, we signed an agreement to sell our laboratory services business to a group led by CSL Capital for $205 million. This specialized product line commanded a premium sales multiple and the proceeds from the sale will further improve our debt metrics. Finally, we announced the agreement to sell our surface data logging business to Excellence Logging for $50 million.
Although we were not able to reduce our net debt in 2018, we managed to reduce our net debt to trailing 12-month EBITDA ratio to below 10 times as of the end of 2018, compared to approximately 17 times at the end of 2017. Improved operations results were the key driver for this improvement, while proceeds from divestitures helped to fund the required investments for future efficiency gains.

Despite the improvements we have made during the year, we remain mindful of our current debt levels and maturities, and we continue to diligently review our capital structure and proactively evaluate all options for improving the long-term financial strength of our business.
SETTING CLEAR TARGETS

Milestones in our path to profitability

MARGINS & EBITDA

$1BN BY YE2019
IN BUSINESS ENHANCEMENTS
(RUN RATE) AND PROFIT
IMPROVEMENTS

FREE CASH FLOW

POSITIVE
IN 2019

NET DEBT RATIO

NET DEBT-TO-EBITDA RATIO
CUT BY ONE THIRD
AT YE2019 COMPARED TO YE2018
ACHIEVING SUSTAINABLE SAVINGS

Expected EBITDA impact of $1B by YE2019

RECURRING IMPACT
$1B

- **Sales/Commercial (30%)**
  - Align sales coverage to high-opportunity areas
  - Prioritize account management

- **Procurement (28%)**
  - Improve sourcing
  - Reduce number of suppliers

- **Operational/Segment and Product Lines (21%)**
  - Reduce product line complexity
  - Restructure organization

- **General and Administration (13%)**
  - Offshore back-office functions
  - Enhance global asset optimization

- **Manufacturing (6%)**
  - Consolidate facilities
  - Increase demand planning discipline

- **Logistics and Distribution (2%)**
  - Crossdock and consolidate shipments
TRANSFORMATION SCORECARD

$1B by YE2019
Annualized Results

$1B
TARGET

40%
ACHIEVED

TARGET FIGURE

Sales/Commercial
$300M

Procurement
$280M

Operational/Segment and Product Lines
$210M

General and Administration
$130M

Manufacturing
$60M

Logistics and Distribution
$20M
OUR DIVESTITURES

Strategic transactions

**COMPLETED**

**U.S. Pressure Pumping and Pump-Down Perforation Assets**
- Transaction completed December 2017
- Proceeds of $430M
- Retained high-margin North America Completions business

**International Land Drilling Rigs**
- Includes 31 rigs concentrated in MENA
- Proceeds of $287.5M
- First two tranches closed in 4Q18 representing total proceeds of $216M

**TWO TRANSACTIONS ANNOUNCED**

**Laboratory Services**
- Proceeds of $205M

**Surface Data Logging**
- Proceeds of $50M
As we continue to make strides toward reaching our goal of $1 billion in profit improvements, we know that there is more work to be done. Our longer-term objective is to achieve greater financial stability so we are able to invest in projects that will create value for us and our customers.

We are cautiously optimistic about the opportunities ahead in 2019 and beyond. Since we exited the pressure pumping sector in the United States at the end of 2017, we have been relatively insulated from pricing and utilization fluctuations, and this trend is expected to continue in 2019. At the same time, we have the potential to benefit from increased international activity and higher operator spending in international markets. We anticipate that our new technologies, such as the Magnus® RSS, Rotaflex® long-stroke pumping unit, ForeSite® production optimization platform, and Vero® automated connection integrity, will make healthy full-year contributions as they have already been well received in the market.
Optimizing our global footprint will play a critical role in helping to create new growth opportunities after the consolidation of Weatherford facilities during the past year. Our dedicated teams are focused on finding ways to improve manufacturing efficiencies, lower operating costs, and increase profitability, all while providing best-in-class service and products to our customers. Successfully right-sizing our global infrastructure will enable us to generate higher product volumes without significant incremental capital investment. The combination of an optimized infrastructure and lower operating costs will establish a strong foundation for increased operating margins going forward.
For the past year, our organization has truly put the “We” in Weatherford. We have readily embraced the required changes required to make our targets a reality. Our employees have stepped up to implement new processes, learn new disciplines, and instill a new culture—all while continuing to perform day-to-day-duties. We have made strong progress, and I am confident that we are on the right path.

I am pleased with the progress we made in 2018 towards achieving our transformation goals and I look forward to capitalizing on that momentum to achieve the full potential of our business transformation. I firmly believe we will persevere with our plan to fully realize the potential that I know lies within Weatherford. With your valued confidence and support, we will strive to go beyond expectations not only for our customers, but also for our shareholders.

Mark A. McCollum
President and CEO
VIDEO CONTEST WINNER AND ENTRIES

WINNER

Nikolay Oleksyuk
QHSE Manager, Sakhalin

Geozone: RCK (Russia, China, Kazakhstan), Eastern Hemisphere

Country: Russia

Years of service: 3 Years

Safety glasses are needed to protect your eyes!

FINALISTS

Finalist
Venkat Nagraju

Finalist
Fabrizio Scogna
PHOTO CONTEST WINNER AND ENTRIES

WINNER

Siri Wikene
5S Coordinator
Geozone: North Sea
Country: Norway
Years of Service: 20 years

FINALISTS

Finalist
HAN SOEDIRA

Finalist
MARL SEMILLANO
Finalist
ANGELA GREGORI

Finalist
NIKOLAY OLEKSYUK

Finalist
PUSHKAR MANDHRE

Finalist
THOMAS BREITHAUPT

Finalist
JASIM MOHAMED

Finalist
HUSSAM ALIBRAHIM

Finalist
MOHIB HAIDER