

# Second Quarter 2020 Update

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**NYSE Stock Symbol:** HAL

**Common Dividend:** \$0.045 in the second quarter 2020

**Shares Outstanding:** 877 million as of 07/20/2020

#### Safe Harbor

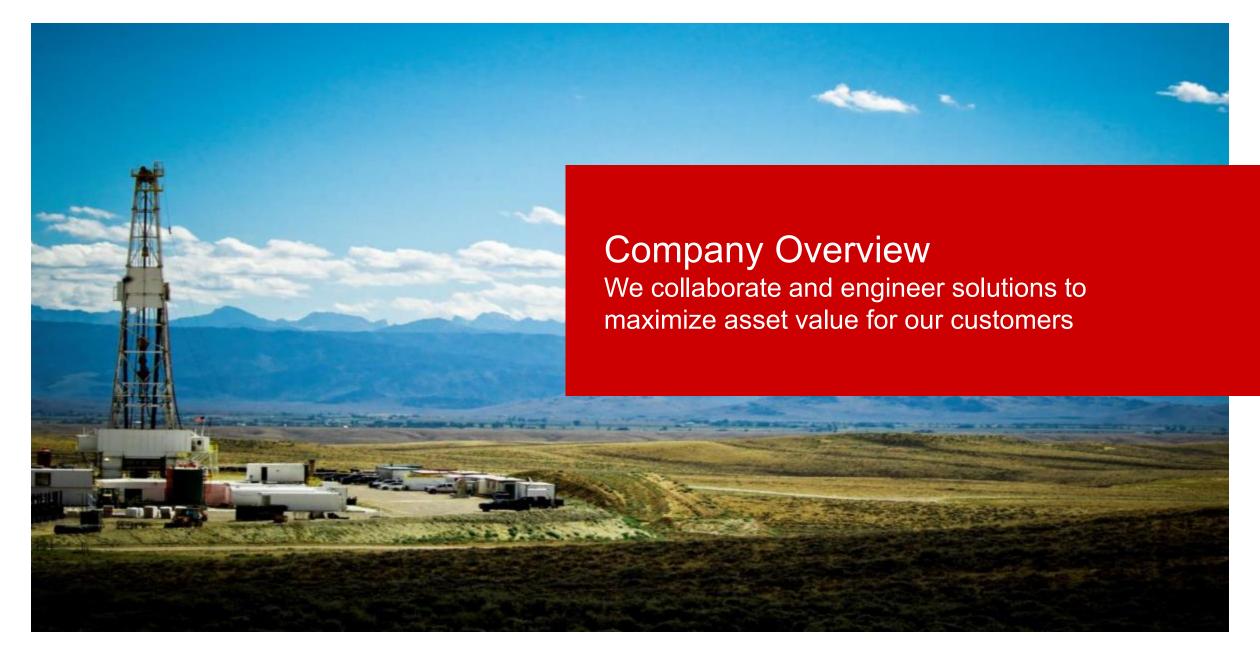
The statements in this presentation that are not historical statements, including statements regarding future financial performance, are forward-looking statements within the meaning of the federal securities laws. These statements are subject to numerous risks and uncertainties, many of which are beyond the company's control, which could cause actual results to differ materially from the results expressed or implied by the statements. These risks and uncertainties include, but are not limited to: the severity and duration of the COVID-19 pandemic, related economic repercussions and the resulting negative impact on demand for oil and gas; the current significant surplus in the supply of oil and the ability of the OPEC+ countries to agree on and comply with supply limitations; the duration and magnitude of the unprecedented disruption in the oil and gas industry currently resulting from the impact of the foregoing factors, which is negatively impacting our business; operational challenges relating to the COVID-19 pandemic and efforts to mitigate the spread of the virus, including logistical challenges, protecting the health and well-being of our employees, remote work arrangements, performance of contracts and supply chain disruptions; the continuation or suspension of our stock repurchase program, the amount, the timing and the trading prices of Halliburton common stock, and the availability and alternative uses of cash; changes in the demand for or price of oil and/or natural gas; potential catastrophic events related to our operations, and related indemnification and insurance matters; protection of intellectual property rights and against cyber-attacks; compliance with environmental laws; changes in government regulations and regulatory requirements, particularly those related to oil and natural gas exploration, radioactive sources, explosives, chemicals, hydraulic fracturing services, and climate-related initiatives; compliance with laws related to income taxes and assumptions regarding the generation of future taxable income; risks of international operations, including risks relating to unsettled political conditions, war, the effects of terrorism, foreign exchange rates and controls, international trade and regulatory controls and sanctions, and doing business with national oil companies; weather-related issues, including the effects of hurricanes and tropical storms; changes in capital spending by customers, delays or failures by customers to make payments owed to us and the resulting impact on our liquidity; execution of long-term, fixed-price contracts; structural changes and infrastructure issues in the oil and natural gas industry; maintaining a highly skilled workforce; availability and cost of raw materials; agreement with respect to and completion of potential dispositions, acquisitions and integration and success of acquired businesses and operations of joint ventures. Halliburton's Form 10-K for the year ended December 31, 2019, Form 10-Q for the quarter ended June 30, 2020, recent Current Reports on Form 8-K and other Securities and Exchange Commission filings discuss some of the important risk factors identified that may affect Halliburton's business, results of operations, and financial condition. Halliburton undertakes no obligation to revise or update publicly any forward-looking statements for any reason.



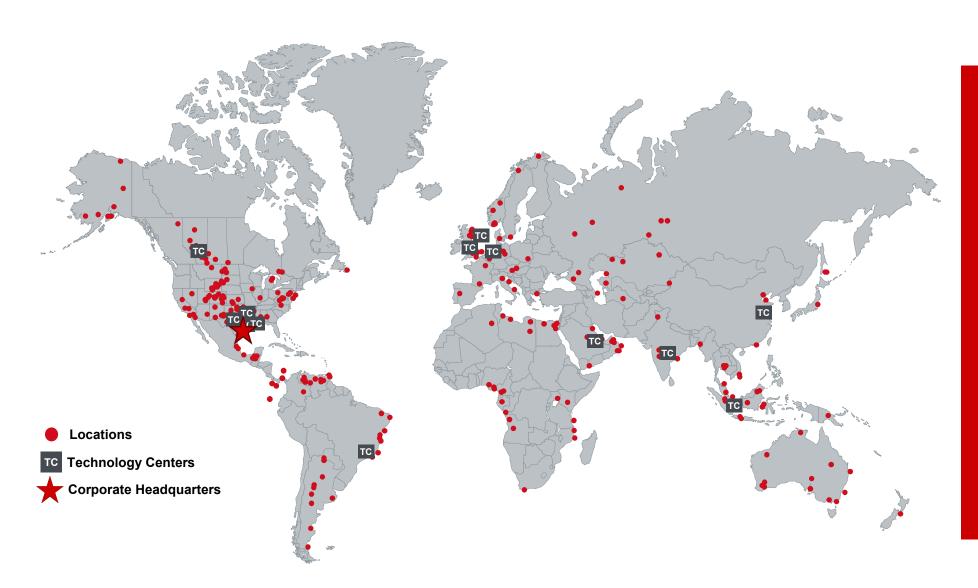


## Agenda

- Company Overview
- Strategic Market Focus Areas
  - Unconventionals Shale
  - Mature Fields
  - Deep Water
  - Digital
- Financial Review



# Halliburton Global Footprint



**Founded** 

1919

**Employees** 

40,000\* 140+ Nationalities

**Operational Countries** 

80

**Research Centers** 

12

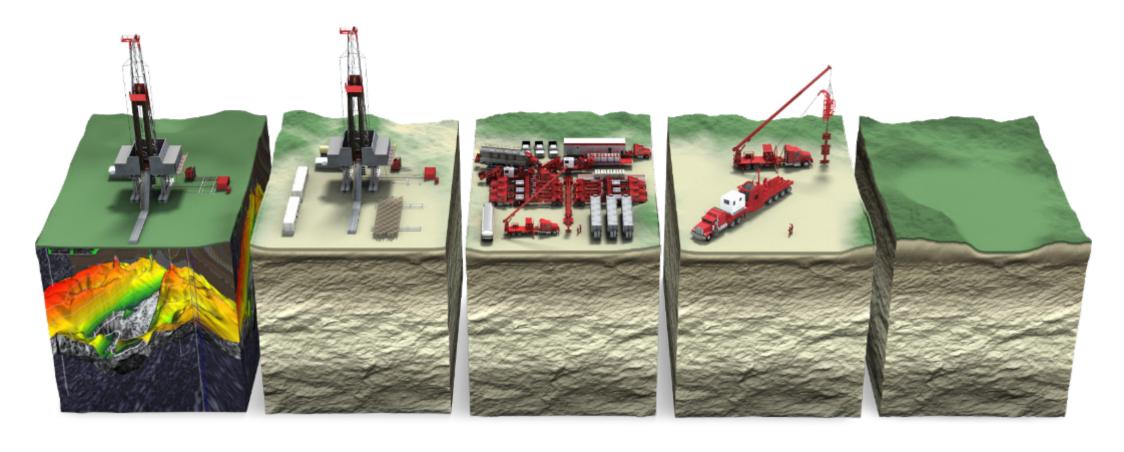
Corporate Headquarters

Houston

\*approximate estimate



# Halliburton Participates in Every Stage of Oilfield Life Cycle



**Exploration** 

**Well Construction** 

Completions

**Production** 

**Abandonment** 

#### **Product Service Lines**

#### **HALLIBURTON**

#### **Drilling and Evaluation**

#### **Completion and Production**



**Baroid** 

Drill Bits & Services

C

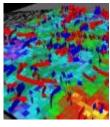
Sperry Drilling



Testing & Subsea



Wireline & Perforating



Landmark



Project Management



Cementing



Completion Tools



Production Enhancement



Artificial Lift



Multi-Chem



Production Solutions

## **Returns-focused Strategy**

Deliver strong cash flow and industry-leading returns for our shareholders by collaborating and engineering solutions that improve efficiency and maximize recovery for our customers

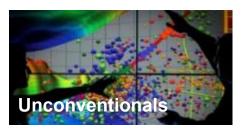
Provide a full range of the highest returning oilfield services globally

Focus on technology, safety, and superior service quality

Invest in innovative technologies and selective acquisitions in order to:

- improve efficiency and recovery for our customers
- allow Halliburton to maximize returns and grow free cash flow

#### **Strategic Markets**



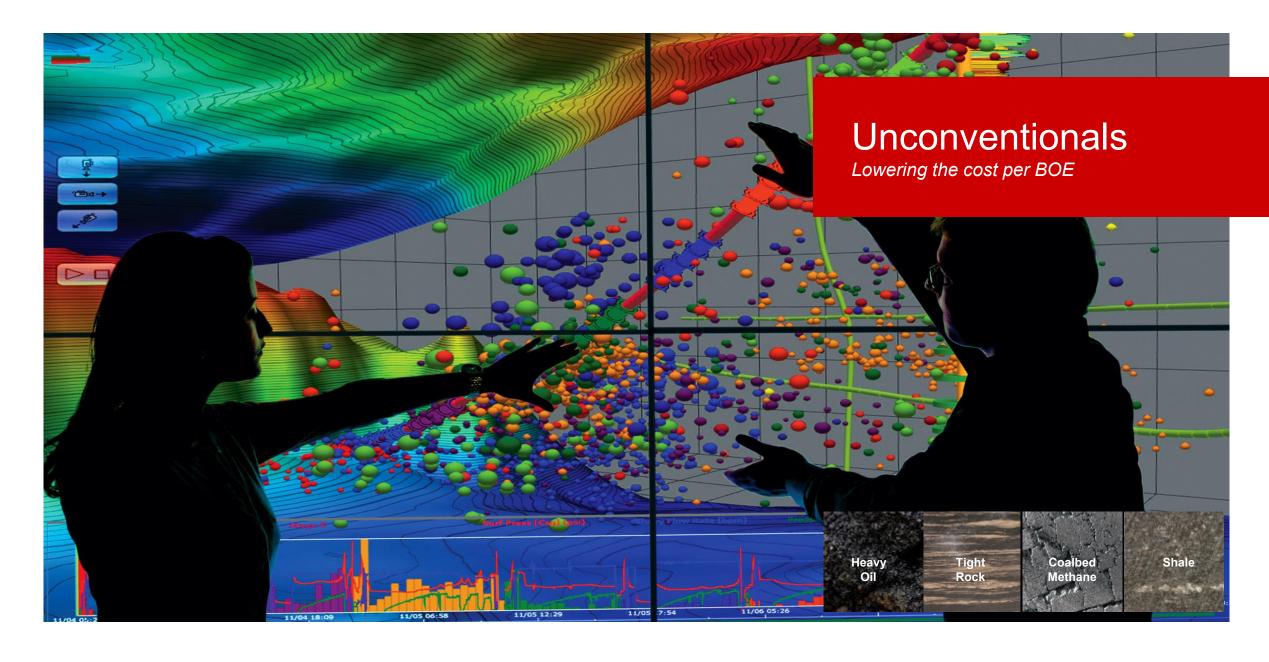
- Subsurface insight
- Well productivity
- Operational efficiency



- Well production optimization
- Improved asset recovery
- Well abandonment



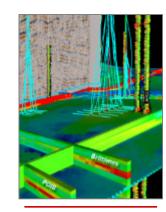
- Increased efficiency
- Reduced uncertainty
- Ultra-reliability



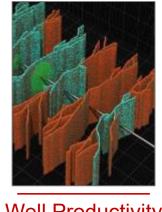
# Unconventionals – Lowering Cost per BOE







Subsurface Insight



Well Productivity



Drilling Optimization



**Supply Chain** 



Surface Efficiency



Less Cost

# Unconventionals – Well Productivity

# **Automated Fracturing Service**

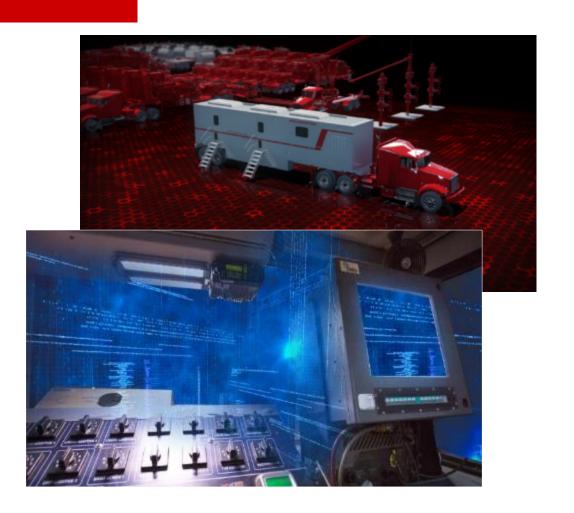
Industry-first automated fracturing solution

Machine learning & frac domain expertise combined to control equipment

More even distribution of proppant and fluid to each cluster – 30% improvement in cluster efficiency

Well productivity – **10-25% more production** on the wells completed with automated frac

Deployed across all major basins in NAM and internationally



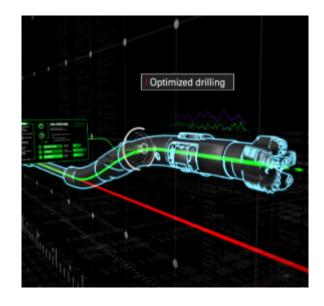
# Unconventionals – Drilling Optimization

# iCruise® Intelligent Rotary Steerable System





Deployed in the US shale basins and internationally, with the highest mechanical specs on the market and up to 18 degree/100 feet dogleg capability



#### **Drilling Automation**

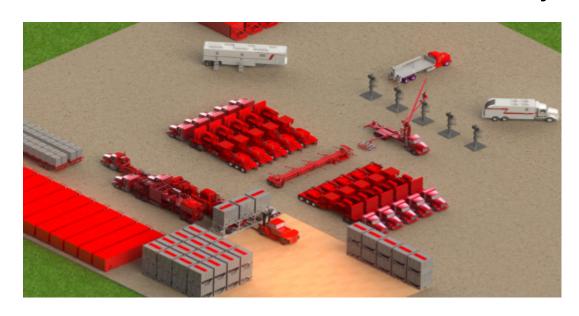
Uses BHA Digital Twin to produce predictable and consistent drilling results, reducing non-productive time and equipment wear



#### **Improved Returns**

Modular design compresses R&M time, improving asset velocity

## Unconventionals – Surface Efficiency



20% CAPITAL

35% LESS PERSONNEL

40% LESS COMPLETION TIME

Q10™ Pump



100% of the fleet, quiet and dual fuel fleets available ExpressKinect™ Wellhead Connector



Reduces rig-up time, increases safety and operational efficiency

ExpressSand™ System



Reduces footprint at wellsite, significantly lowers operational and capital costs Snapshot<sup>™</sup> Software

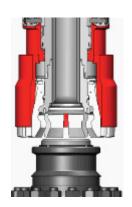


Streamlines wellsite processes and increases back-office efficiencies

# Unconventionals – Operational Efficiency

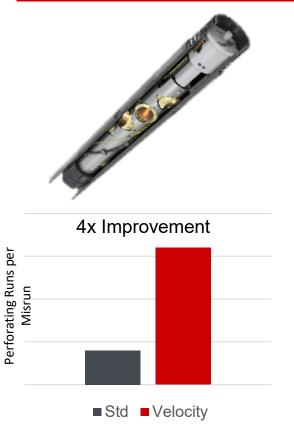
# **Integrated Completions**

#### ExpressKinect™ **Quick Latch**



- 19% Reduction Stage Transition Time ■ NAL Avg ■ w/ EKQL
  - **Work Safer**
  - **Save Time**

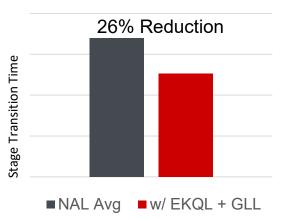
Velocity™ Modular Perforating Gun System



- **Work Safer**
- **Improve Reliability**

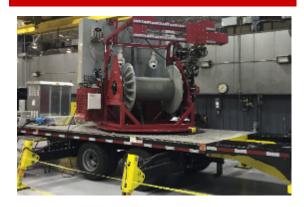
**EcoSeal Greaseless** Wireline



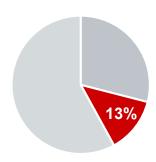


- **Work Safer**
- **Save Time**
- **Reduce Environmental Impact**

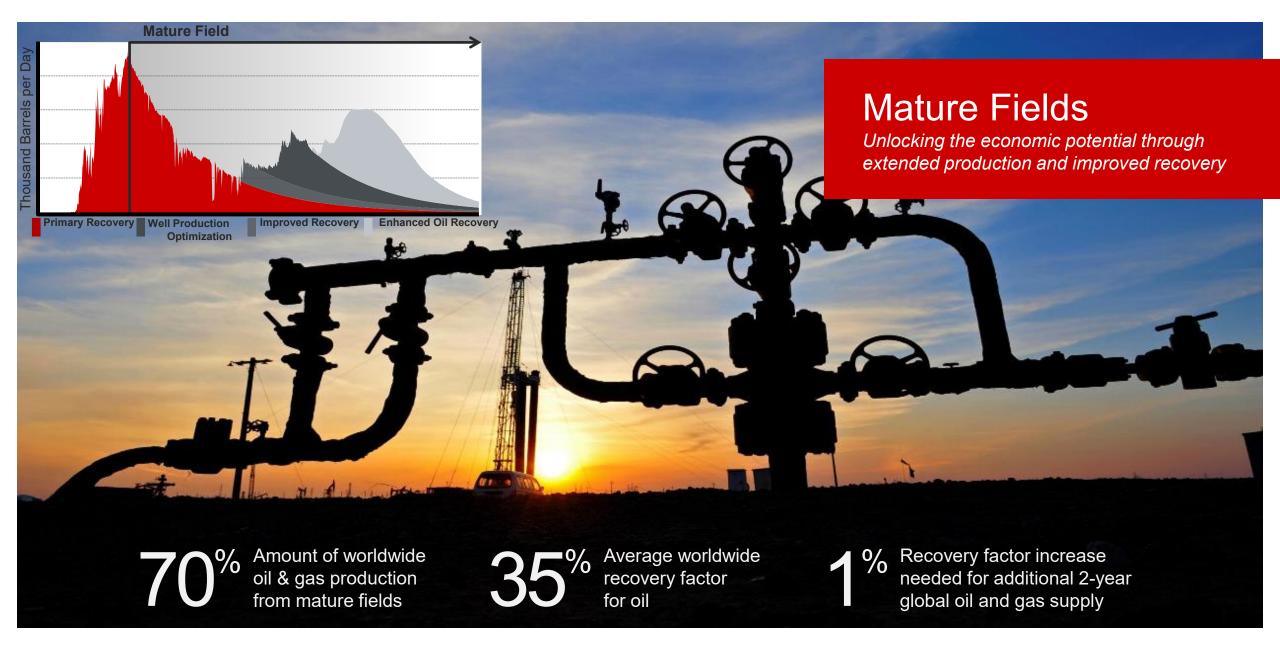
E-Winch



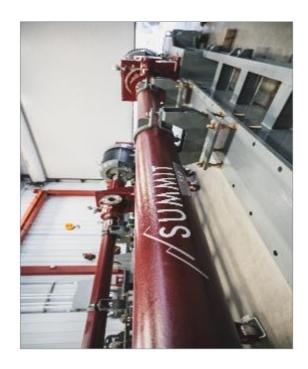
Reduce major source of **NPT** 



- **Work Safer**
- **Save Time**
- Improve Reliability

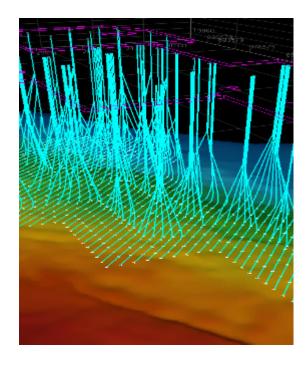


#### Mature Fields Solutions Portfolio



#### **Well Production Optimization**

- Artificial lift
- Specialty chemicals
- Diagnostics (wireline, coil tubing)
- Remediation and cleanout
- Resolution of gas migration issues



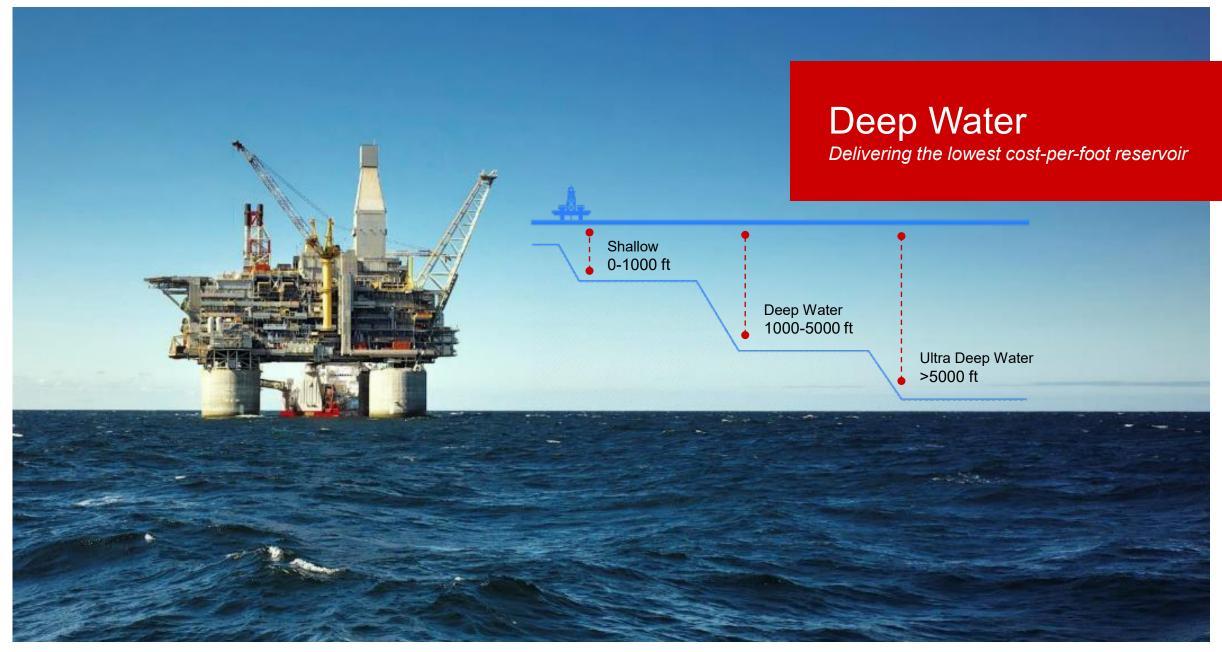
#### **Improved Asset Recovery**

- Infill drilling
- Multilaterals
- Automation and production analytics
- EOR

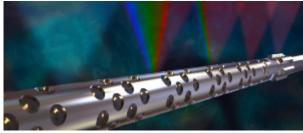


#### Well Abandonment / P&A

- Safe and compliant operations
- Well integrity
- Reliable barrier assurance



# Deep Water Solutions Portfolio





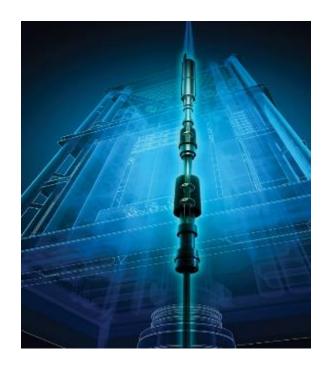
#### **Reduced Uncertainty**

- Logging-while-drilling
- Open hole wireline
- Field development planning



#### **Increased Efficiency**

- Integrated drilling solutions
- Real-time monitoring and decision making
- Well control for safe and seamless operations

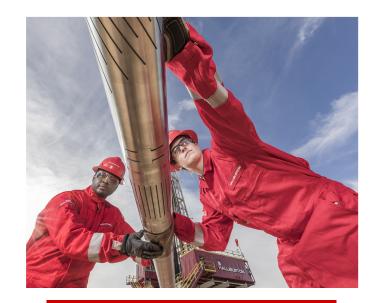


#### **Increased Reliability**

- Wellbore integrity solutions
- Optimized completions
- Sustainable production

# Deep Water – Reduced Uncertainty

# EarthStar<sup>™</sup> Ultra-deep Resistivity Service



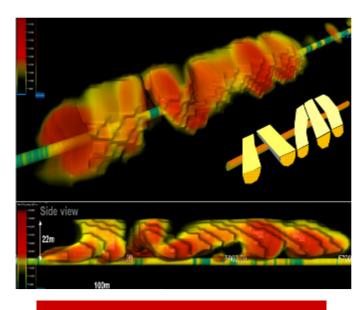
#### Geostop

Delivers the highest depth of investigation in the industry to see 200 feet around the wellbore and avoid hazards



#### Geosteer

Steering the well in the sweet spot maximizes reservoir contact and increases production

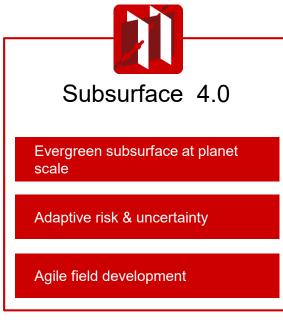


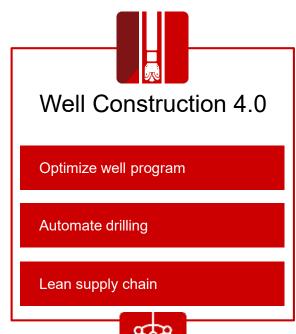
#### **Geomap**

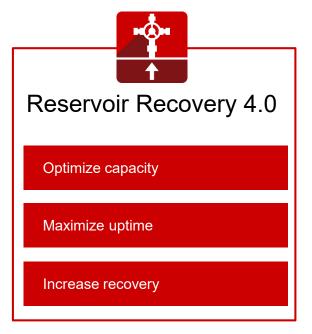
Has unique 3D inversion capabilities to map formation boundaries and fluid movements that help discover bypassed pay and more reserves



# **HALLIBURTON 4.0**













#### 2Q20 Revenue Breakdown

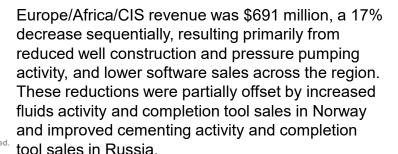
# Middle East/Asia Middle East/Asia revenue was \$1.1 billion, a 10% decrease sequentially, largely resulting from reduced activity across the majority of product service lines in the Middle East, Malaysia and India, partially offset by improved drilling activity and completion tool sales in China and Kuwait.

#### North America

North America revenue was \$1.0 billion, a 57% decrease when compared to the first quarter of 2020. This decline was driven by reduced activity in U.S. land, primarily associated with pressure pumping, well construction, artificial lift, and wireline activity, coupled with reduced activity across multiple product service lines in the Gulf of Mexico.

#### Latin America

Latin America revenue was \$346 million, a 33% decrease sequentially, resulting primarily from decreased activity across multiple product service lines in Argentina, Colombia and Brazil, and lower software sales in Mexico.



**Europe/Africa/CIS** 

35%

21%

33%

11%

# Segment and Geographic Results

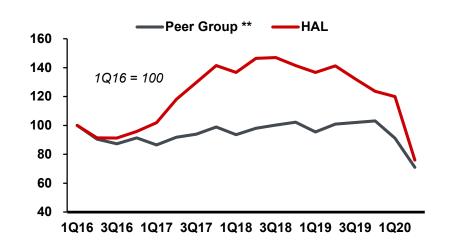
#### Millions of dollars

Revenue		Q118		Q218	Q318	3	Q418	Q	119	Q2	19	C	2319	C	2419		Q120	Q220	 2018	2019	Υ	TD 2020
By segment results:																						
Completion and Production		\$ 3,807	\$	4,164	\$ 4,17	) \$	3,832	\$ 3,	,662	\$ 3,8	305	\$ 3	3,506	\$ 3	3,058	\$ 2	2,962	\$ 1,672	\$ 15,973	\$ 14,031	\$	4,634
Drilling and Evaluation		1,933	3	1,983	2,00	2	2,104	2	,075	2,	125		2,044	:	2,133		2,075	1,524	8,022	8,377		3,599
	Total	\$ 5,740	\$	6,147	\$ 6,17	2 \$	5,936	\$ 5,	737	\$ 5,9	930	\$ 5	5,550	\$ 5	5,191	\$ !	5,037	\$ 3,196	\$ 23,995	\$ 22,408	\$	8,233
By geographic region:																						
North America		\$ 3,517	\$	3,834	\$ 3,73	9 \$	3,341	\$ 3,	,275	\$ 3,3	327	\$ 2	2,949	\$ 2	2,333	\$ 2	2,460	\$ 1,049	\$ 14,431	\$ 11,884	\$	3,509
Latin America		457		479	52	2	607		587	5	571		608		598		516	346	2,065	2,364		862
Europe / Africa / CIS		716		726	75	7	746		748	8	323		831		883		831	691	2,945	3,285		1,522
Middle East / Asia		1,050	)	1,108	1,15	4	1,242	1	,127	1,	209		1,162		1,377		1,230	1,110	4,554	4,875		2,340
	Total	\$ 5,740	\$	6,147	\$ 6,17	2 \$	5,936	\$ 5,	737	\$ 5,9	930	\$ 5	5,550	\$ 5	5,191	\$ !	5,037	\$ 3,196	\$ 23,995	\$ 22,408	\$	8,233
Operating Income/(Loss)		Q118		Q218	Q318	3	Q418	Q	119	Q2	19	C	2319	C	Q419		Q120	Q220	 2018	2019	Υ	TD 2020
Completion and Production		\$ 500	\$	669	\$ 61	3 \$	496	\$	368	\$ 4	170	\$	446	\$	387	\$	345	\$ 159	\$ 2,278	\$ 1,671	\$	504
Drilling and Evaluation		188		191	18	1	185		123	1	145		150		224		217	127	745	642		344
Corporate and other		(69)	)	(71)	(78	3)	(73)		(65)	(	(65)		(60)		(65)		(60)	(50)	(291)	(255)		(110)
Impairments and other charges		(265)	)	-		-	-		(61)	(2	47)		-	(2	2,198)	(	1,073)	(2,147)	(265)	(2,506)		(3,220)
	Total	\$ 354	\$	789	\$ 71	<b>6</b> \$	608	\$	365	\$ 3	303	\$	536	\$ (1	1,652)	\$	(571)	\$ (1,911)	\$ 2,467	\$ (448)	\$	(2,482)
CAPEX		\$ 501	\$	565	\$ 40	9 \$	551	\$	437	\$ 4	108	\$	345	\$	340	\$	213	\$ 142	\$ 2,026	\$ 1,530	\$	355
DDA		394		390	40	)	422		416	4	120		417		372		348	251	1,606	1,625		599

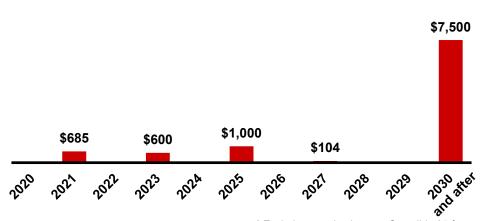


#### **Financial Metrics**

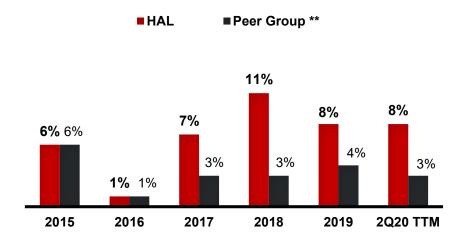
#### **Total Revenue (Normalized)**



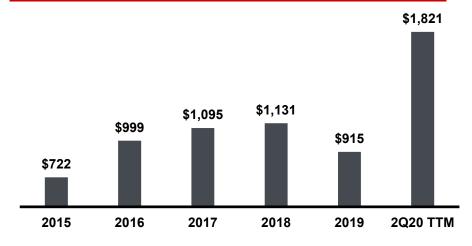
#### **Debt Maturity Profile (\$MM)**



#### **Return on Capital Employed\***



#### Adjusted Free Cash Flow\* (\$MM)



<sup>\*</sup> Excludes certain charges. See slide 25 for reconciliation of Return on Capital Employed to Adjusted Return on Capital Employed and slide 26 for reconciliation of Cash Flows from Operating Activities to Adjusted Free Cash Flow.



<sup>\* \*</sup> Peer Group includes Schlumberger and Baker Hughes Company

## Reconciliation of As Reported ROCE to Adjusted ROCE

(\$millions)	2015	2016	2017	2018	2019	2Q20 TTM
As reported net income attributable to company	\$(671)	\$(5,763)	\$(463)	\$1,655	\$(1,131)	\$(4,051)
Interest expense, after-tax	329	529	517	479	450	579
As reported operating profit, after-tax	\$(341)	\$(5,234)	\$54	\$2,134	\$(681)	\$(3,472)
Adjustments, after-tax	1,972	5,621	1,440	5	2,215	4,804
Adjusted operating profit, after-tax (a)	\$1,631	\$387	\$1,494	\$2,139	\$1,534	\$1,332
Average capital employed (b)	\$27,606	\$26,378	\$20,561	\$19,591	\$19,243	\$17,588
As reported ROCE (c)	(1%)	(20%)	0%	11%	(4%)	(20%)
Adjusted ROCE (c)	6%	1%	7%	11%	8%	8%

<sup>(</sup>a) Management believes that operating income adjusted for certain charges is useful to investors to assess and understand operating performance, especially when comparing results with previous and subsequent periods or forecasting performance for future periods, primarily because management views the charges to be outside of the company's normal operating results. Management analyzes operating income without the impact of these charges as an indicator of performance, to identify underlying trends in the business, and to establish operational goals. See slide 23 for further details on these adjustments, pre-tax.

<sup>(</sup>b) Average capital employed is a statistical mean of the combined values of debt and shareholders' equity for the beginning and end of the period.

<sup>(</sup>c) As reported return on capital employed (ROCE) is calculated as: "As reported operating profit, after-tax" divided by "Average capital employed." Adjusted ROCE is calculated as: "Adjusted operating profit, after-tax" divided by "Average capital employed."

## Reconciliation of Cash Flows from Operating Activities to Adjusted Free Cash Flow

(\$millions)	2015	2016	2017	2018	2019	2Q20 TTM
Total cash flows provided by (used in) operating activities	\$2,906	\$(1,703)	\$2,468	\$3,157	\$2,445	\$2,861
Capital expenditures	(2,184)	(798)	(1,373)	(2,026)	(1,530)	(1,040)
Free cash flow (a)	\$722	\$(2,501)	\$1,095	\$1,131	\$915	\$1,821
BHI termination fee	-	(3,500)	-	-	-	-
Adjusted free cash flow	\$722	\$999	\$1,095	\$1,131	\$915	1,821

<sup>(</sup>a) Management believes that free cash flow, which is defined as "Total cash flows provided by (used in) operating activities" less "Capital expenditures," is useful to investors to assess and understand liquidity, especially when comparing results with previous and subsequent periods. Management views free cash flow as a key measure of liquidity in the company's business.

# Why Invest in Halliburton?

Charting a fundamentally different course and resetting earnings power in the downturn

Globally diversified oilfield services company with 13 different product service lines

Strong international franchise and a leading position in North America

Collaborating and engineering differentiated solutions to maximize asset value for our customers

Delivering strong cash flow and industryleading returns

