## WEATHERFORD INTERNATIONAL PLC FOURTH QUARTER 2018

FEBRUARY 1 **2019** 

## DISCLAIMER

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This presentation includes non-GAAP financial measures which we believe provide users of our financial information with additional meaningful comparisons between current results and results of prior periods as well as comparisons with peer companies. The non-GAAP amounts should not be considered as substitutes for operating income, provision for income taxes, net income or other data prepared and reported in accordance with GAAP, but should be viewed in addition to the Company's reported results prepared in accordance with GAAP. Any non-GAAP measures included herein will be accompanied by a reconciliation to the nearest corresponding GAAP measures in the appendix to this presentation and on our website at https://www.weatherford.com/en/investor-relations/financial-information/non-gaap-financials/. All financial results in this presentation are unaudited.

## **FINANCIAL OVERVIEW**

	4Q 2018	3Q 2018	<mark>∆ Seq</mark> .	4Q 2017	∆ Yr/Yr
Net Loss Attributable to Weatherford	(\$2,103)	(\$199)	NM	(\$1,938)	(9%)
Net Loss Attributable to Noncontrolling Interests	\$7	\$5	40%	\$4	75%
Net Loss	(\$2,096)	(\$194)	NM	(\$1,934)	(8%)
Interest Expense, Net	\$157	\$156	1%	\$152	3%
Income Tax Provision (Benefit)	(\$46)	\$22	NM	\$62	NM
Depreciation and Amortization	\$137	\$128	7%	\$190	(28%)
EBITDA	(\$1,848)	\$112	NM	(\$1,530)	(21%)

Adjusted EBITDA improved by \$139M or 196% on a year-overyear basis on modestly lower revenue

Other (Income) Expense Adjustments					
Goodwill Impairment	\$1,917	-	NM	-	NM
Impairments, Asset Write-Downs and Other	\$79	\$71	11%	\$1,675	(95%)
Restructuring and Transformation Charges	\$36	\$27	33%	\$43	(16%)
Gain from Dispositions of U.S. Pressure Pumping and Pump- Down Perforating Assets				(\$96)	NM
Warrant Fair Value Adjustment	(\$3)	(\$11)	73%	(\$28)	89%
Currency Devaluation Charges	\$4	\$8	(50%)		NM
Other (Income) Expense, Net	\$25	\$6	NM	\$7	NM
Adjusted EBITDA	\$210	\$213	(1%)	\$71	196%

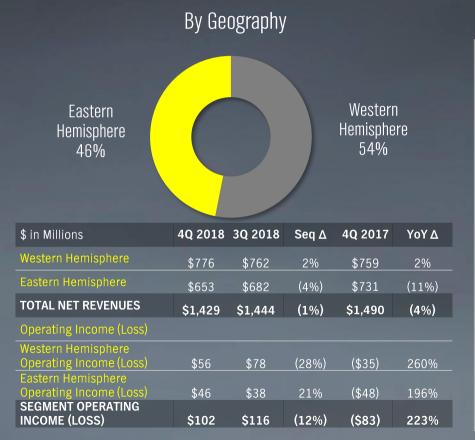
## **FINANCIAL OVERVIEW**

BALANCE SHEET	4Q 2018	3Q 2018	∆ Seq.	4Q 2017	∆ Yr/Yr
Receivables	\$1,130	\$1,155	2%	\$1,103	(2%)
Days Sales Outstanding	72 days	73 days	1%	68 days	(6%)
Inventory	\$1,025	\$1,097	7%	\$1,234	17%
Days Sales Of Inventory	65 days	69 days	6%	76 days	14%
Payables	\$732	\$728	1%	\$856	(14%)
CASH FLOW					
Operating Cash Flow	\$105	(\$32)	NM	\$96	9%
Free Cash Flow*	\$65	(\$67)	197%	\$62	5%
Cash Paid for Interest	(\$145)	(\$156)	7%	(\$104)	(39%)
Capital Expenditures	(\$76)	(\$55)	(38%)	(\$78)	3%
AVERAGE RIG COUNT					
US	1,073	1,051	2%	922	16%
Canada	179	209	(14%)	205	(13%)
International	1,011	1,003	1%	949	7%

**Operating Cash Flow improved by \$137M** sequentially

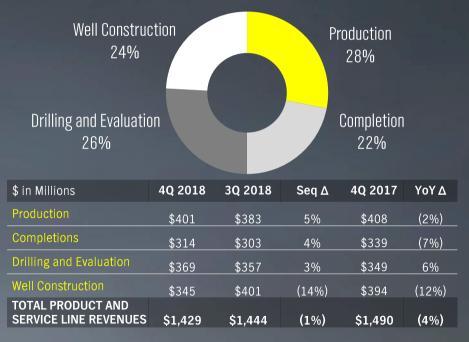
Free Cash Flow improved by \$132M sequentially

#### > in minitions \*Free Cash Flow is defined as Operating Cash Flow less Capital Expenditures plus Proceeds from Sale of Assets. Excludes Proceeds from Disposition of Businesses, such as land rigs.

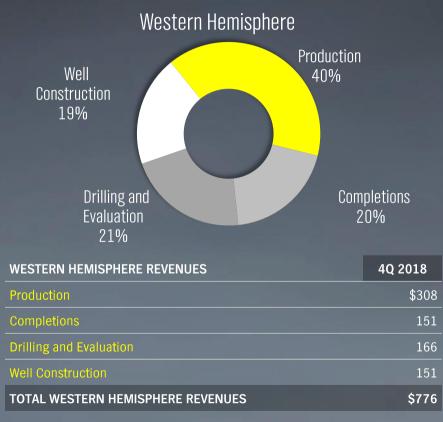


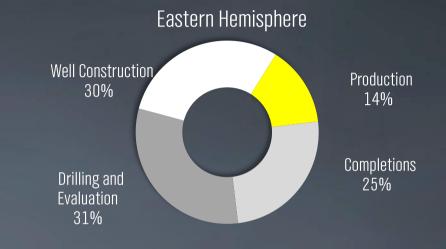
**4Q 2018 REVENUE MIX** 

#### By Global Business Unit



## 4Q 2018 HEMISPHERE REVENUE BY BUSINESS UNIT





EASTERN HEMISPHERE REVENUES	4Q 2018
Production	\$93
Completions	163
Drilling and Evaluation	203
Well Construction	194
TOTAL EASTERN HEMISPHERE REVENUES	\$653

\$ in millions

# OUR TRANSFORMATION

## **SETTING CLEAR TARGETS** MILESTONES ON OUR PATH TO PROFITABILITY

MARGINS & EBITDA – \$1B 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

#### **PROCUREMENT (28%)**

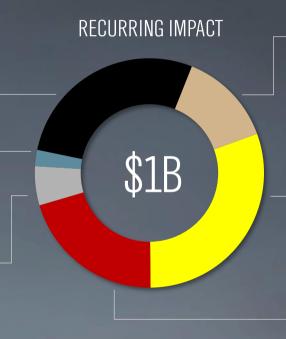
- Improve sourcing
- Reduce number of suppliers

#### LOGISTICS AND DISTRIBUTION (2%)

Crossdock and consolidate shipments

#### **MANUFACTURING** (6%)

- Consolidate facilities
- Increase demand planning discipline



#### G&A (13%)

- Offshore back-office functions
- Enhance global asset optimization

#### SALES/COMMERCIAL (30%)

- Align sales coverage to high-opportunity areas
- Prioritize account management

#### **OPERATIONAL/SEGMENT AND PRODUCT LINES (21%)**

- Reduce product line complexity
- Organizational restructure

## **TRANSFORMATION SCORECARD – \$1B Target by YE 2019** ANNUALIZED RESULTS

WORKSTREAM ANNUALIZED PERCENTAGE ACHIEVED THROUGH 4Q 2018 Sales/Commercial 46% Procurement 17% Operational/Segment 69% and Product Lines **Annualized Total** G&A 33% Manufacturing \$1B 40% TARGET Logistics and Distribution ACHIEVED

## **STRATEGIC DIVESTITURES OF ~\$1B SINCE YEAR-END 2017**

U.S. Pressure Pumping and Pump-Down Perforation Assets



#### COMPLETED

- Transaction completed December 2017
- Proceeds of \$430M
- Retained high-margin North America Completions business

International Land Drilling Rigs



#### PARTIALLY COMPLETED

- Includes 31 rigs concentrated in MENA
- Proceeds of \$287.5M
- First two tranches closed in 4Q18 representing total proceeds of \$216M





#### TRANSACTION ANNOUNCED

- Proceeds of \$205M
- Scheduled to close 1Q19

Surface Data Logging



#### TRANSACTION ANNOUNCED

- Proceeds of \$50M
- Scheduled to close 1H19

## 4Q 2018 SCORECARD



## 1Q 2019 OUTLOOK



# **APPENDIX**

## **ADJUSTED SEGMENT OPERATING INCOME (LOSS) RECONCILIATION**

	40 2018	<b>3Q 2018</b>	40 2017
OPERATING INCOME (LOSS):			
Western Hemisphere	\$56	\$78	(\$35)
Eastern Hemisphere	46	38	(\$48)
SEGMENT OPERATING INCOME (LOSS)	\$102	\$116	(\$83)
Corporate Expenses	(29)	(31)	(36)
Goodwill Impairment	(1,917)		
Restructuring and Transformation Charges	(36)	(27)	(43)
Other Charges, Net	(79)	(71)	(1,579)
TOTAL OPERATING INCOME (LOSS)	(\$1,959)	(\$13)	(\$1,741)

#### FOR FURTHER COMPANY INFORMATION WE INVITE YOU TO VISIT

