

### HALLIBURTON

#### **Quarter Update:** Fourth Quarter 2012

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NYSE Stock Symbol: HAL Common Dividend: \$0.09 per quarter in 2012 Shares Outstanding: 932 Million as of 2/1/2013 www.halliburton.com



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: results of litigation, settlements, and investigations; actions by third parties, including governmental agencies; changes in the demand for or price of oil and/or natural gas can be significantly impacted by weakness in the worldwide economy; consequences of audits and investigations by domestic and foreign government agencies and legislative bodies and related publicity and potential adverse proceedings by such agencies; 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 offshore 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, and foreign exchange rates and controls, international trade and regulatory controls, 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; execution of long-term, fixedprice contracts; impairment of oil and natural gas properties; structural changes in the oil and natural gas industry; maintaining a highly skilled workforce; availability and cost of raw materials; and integration of acquired businesses and operations of joint ventures. Halliburton's Form 10-K for the year ended December 31, 2012, recent Current Reports on Form 8-K, and other Securities and Exchange Commission (SEC) 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
- Market Outlook
- Unconventionals
- Deepwater
- Mature Fields
- Financials

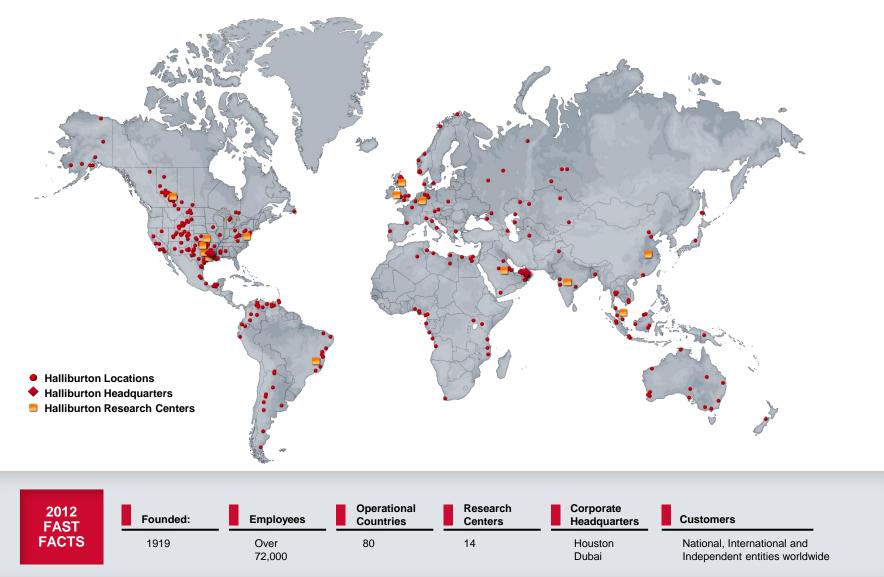
# **Company Overview**

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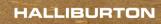




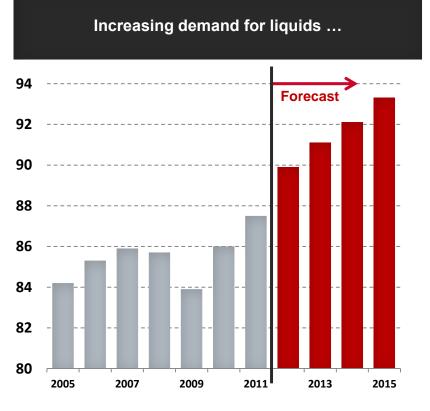
#### Halliburton Global Franchise



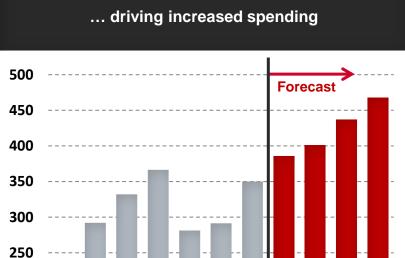
# Market Outlook



#### Supply/Demand Outlook Encouraging for Energy Service



World Oil Demand (MMb/d)



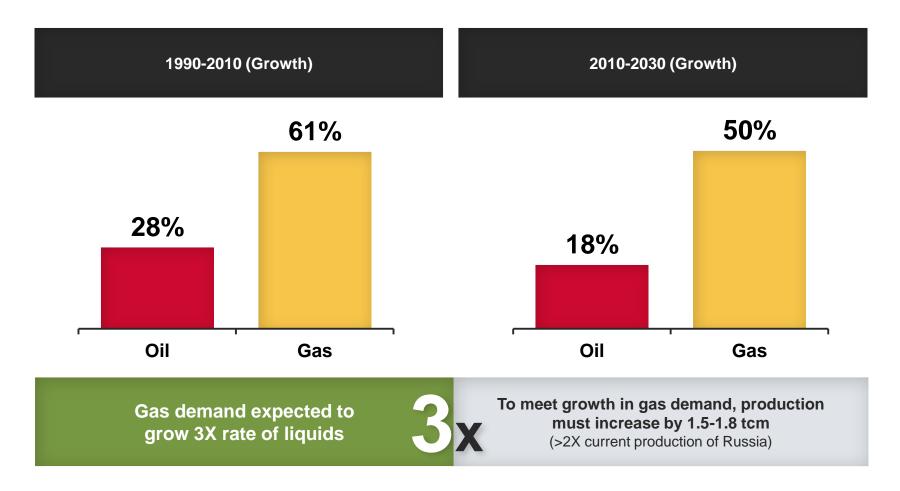
Global Drilling and Completion Spend (\$B)

Source: Spears & Associates

Source: Energy Information Administration

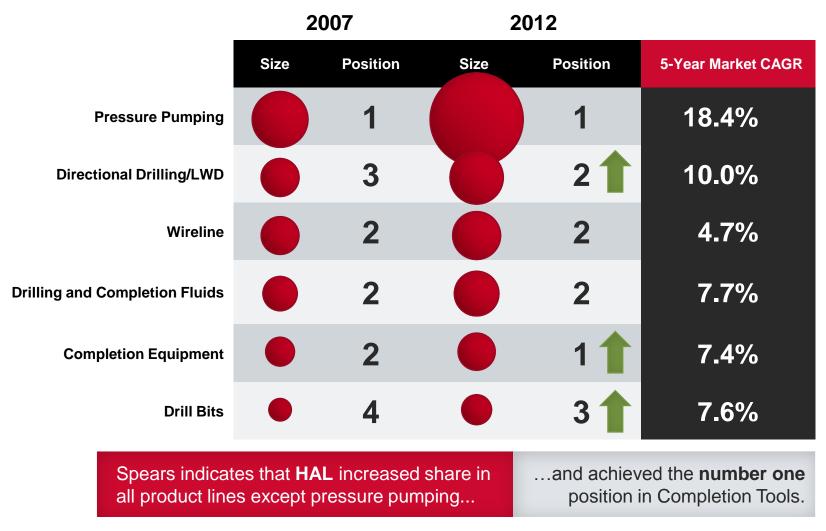
#### HALLIBURTON

### **Continued Shift to Gas**



Source: BP Energy Outlook

### **Growth in Largest Segments**



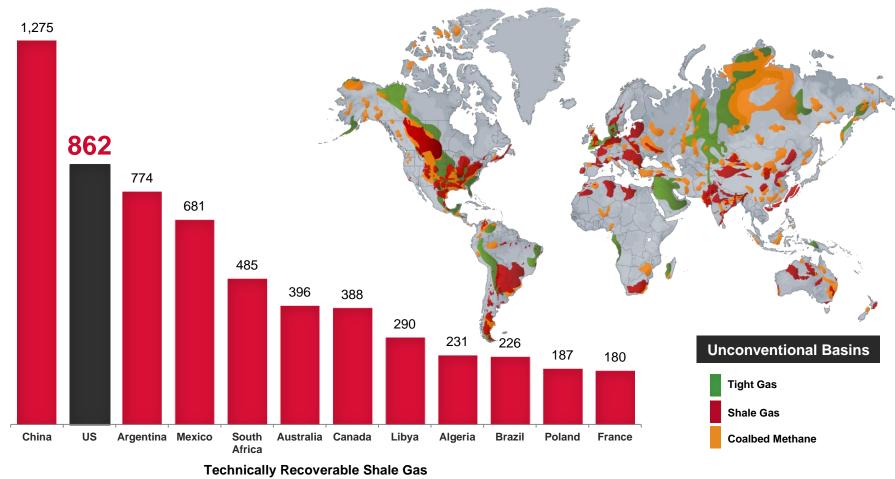
Source: Spears & Associates – October 2012 Oilfield Market Report

### Market Drivers in the Upcoming Cycle



## Unconventionals

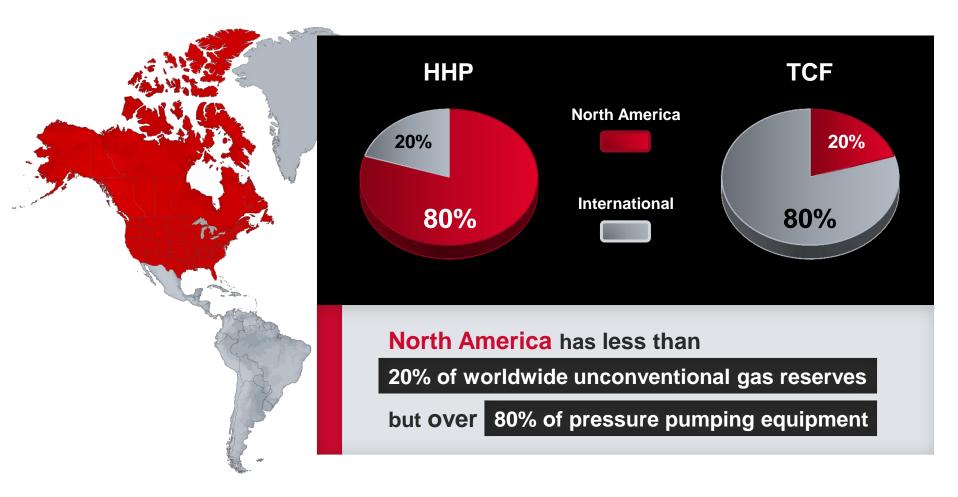
#### **Continued Growth in Unconventionals**



(Trillion Cubic Feet)

**Source:** EIA, "Worldwide Shale Gas Resources: An Initial Assessment of 14 Regions Outside the United States", April 2011; ARI, December 2009; EPRC, December 2009

#### **International Markets Undercapitalized**



Source: EIA, Spears Research, Internal Estimates





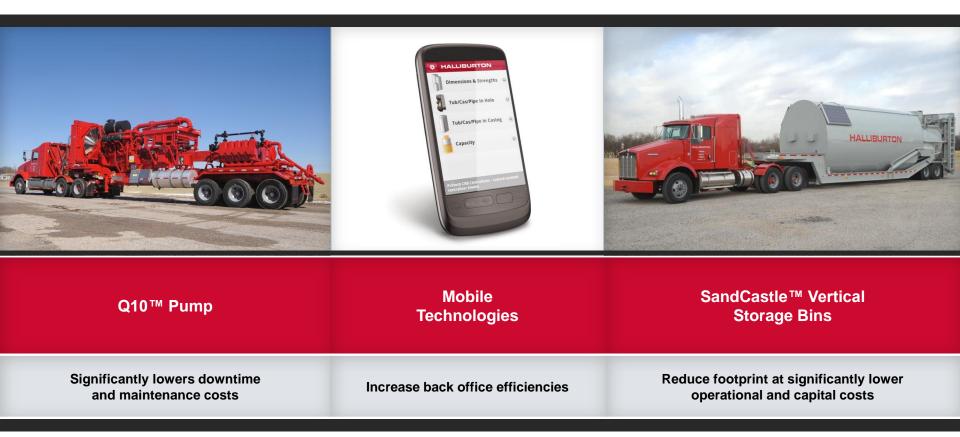
### CleanSuite<sup>™</sup> Environmentally Friendly Technologies

CleanStream<sup>®</sup> Service Uses ultra-violet light to destroy bacteria

#### CleanWave<sup>®</sup> Water Treatment System High throughput, low energy use water recycling system

#### CleanStim<sup>®</sup> Fracturing Formulation Ingredients sourced exclusively from the food industry

#### **Sustainable Differentiation from Strategic Initiatives**



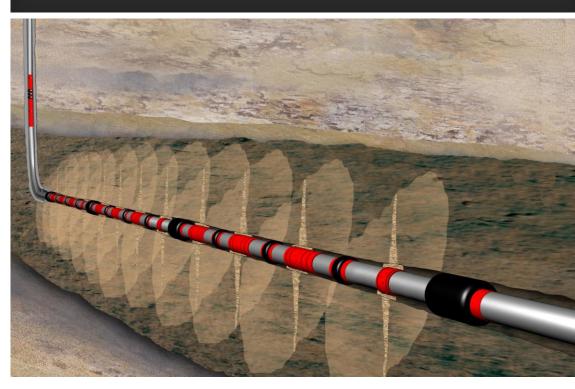
### Subsurface Innovation – Unconventional Technology

Substantial time savings vs. "plug and perf" method

- Multiple fracture points within an isolated interval
- Up to 90 fracture points

Reduces water consumption

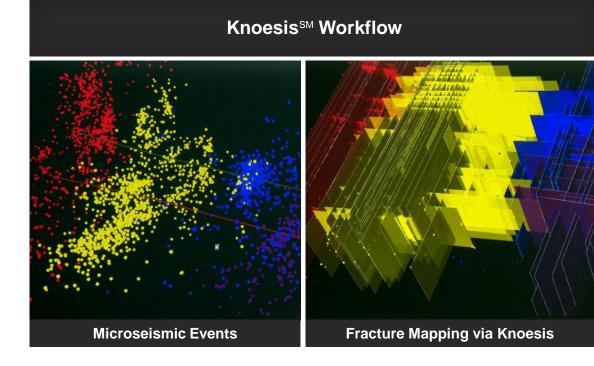
#### RapidFrac™ Multi-Point Sleeve System



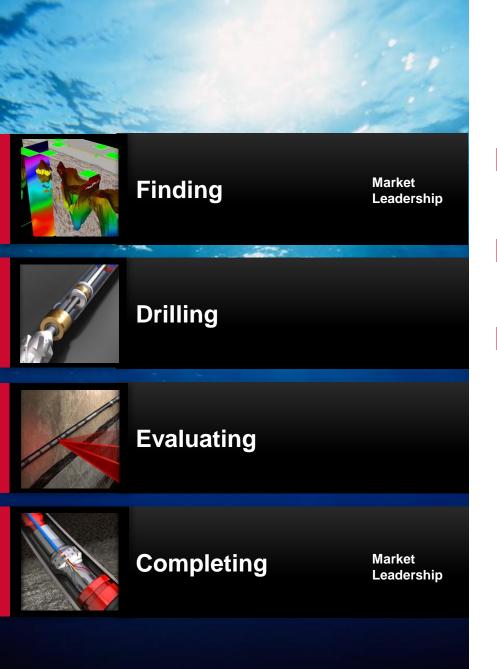
#### Subsurface Innovation – Modeling the Reservoir

Engineering Design and Analysis Services

- Maximize Fracture Contact
- Microseismic Fracture Matching & Reservoir Simulation
- Technical Data Mining and Analysis



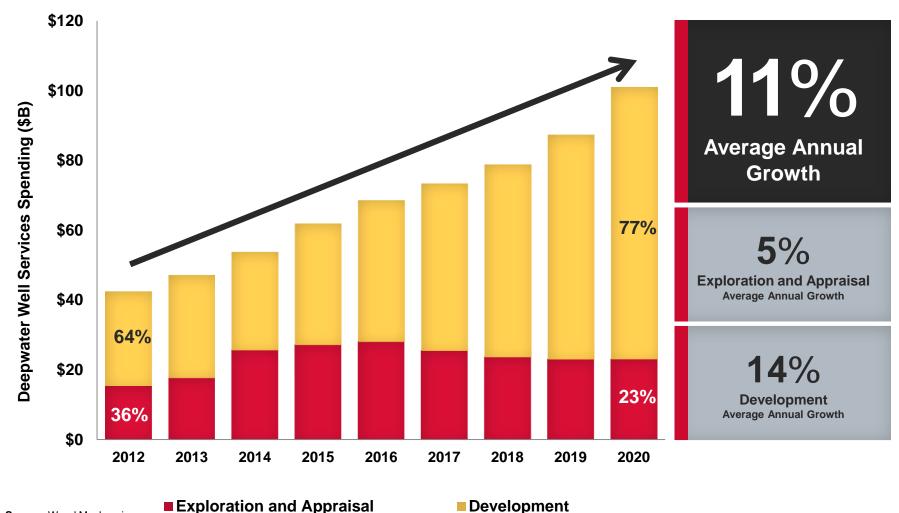




#### **Outgrowing the Deepwater Market**

- Leveraging leadership positions in Geoscience and Completions
- Becoming the "Compelling Alternative" in Formation Evaluation
- Leading in High Pressure/High Temperature (HP/HT) Technologies

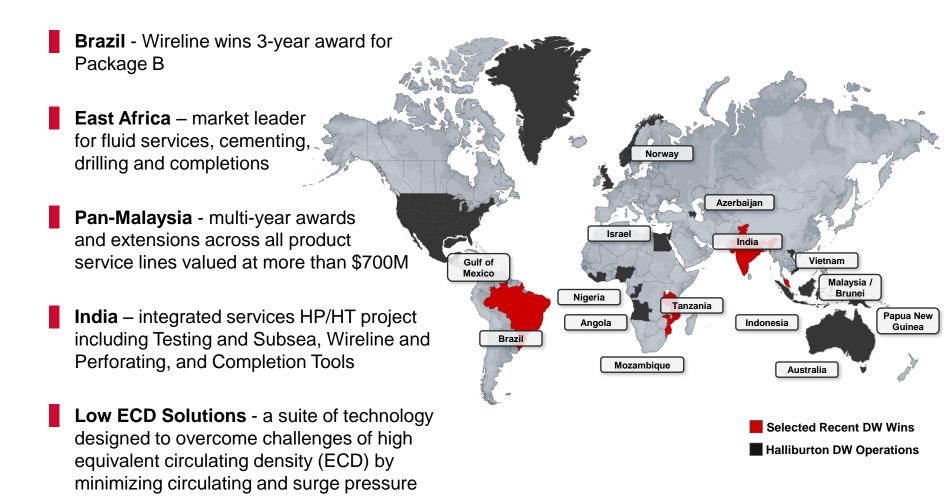
#### Market Size: Development versus Exploration

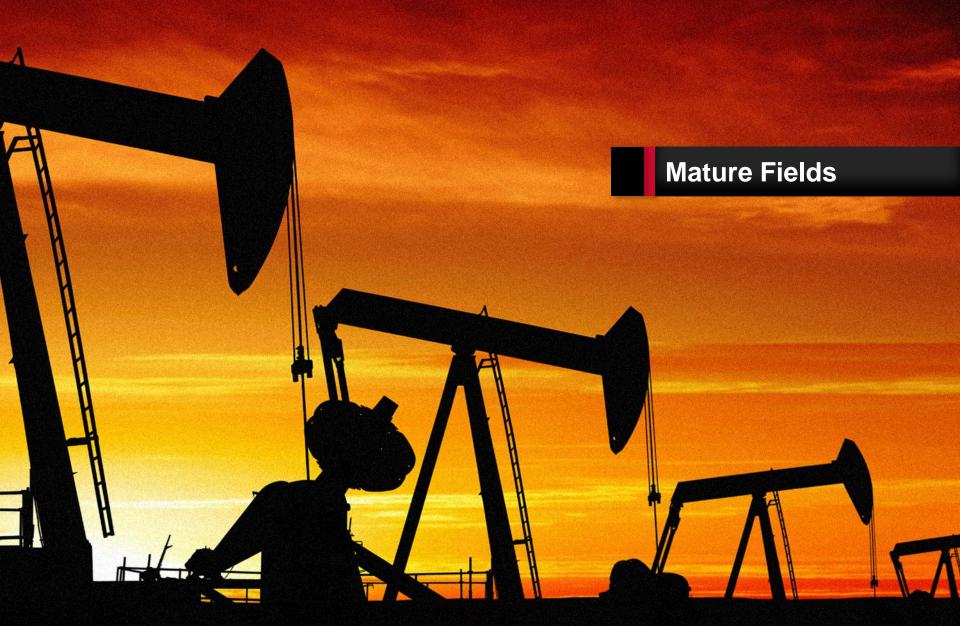


Source: Wood Mackenzie

Development

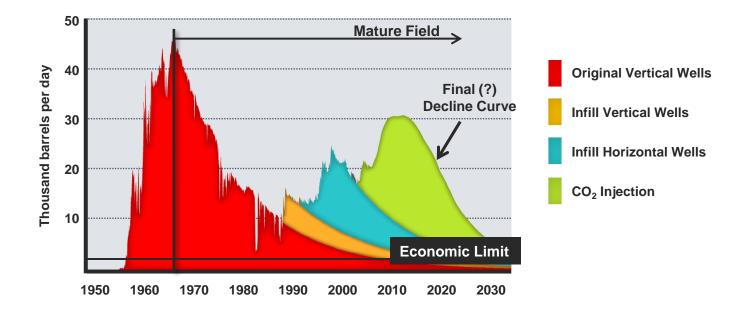
#### **Deepwater Acceleration Supports Long Sustainable Cycle**





#### Impacting the Decline Curve

- Grow through consulting-led mature field projects
- Deploy multi-lateral and infill drilling technologies
- Penetrate intervention segment by focusing on key markets and acquisitions
- Mature fields a technically underserved market







### **Comprehensive Service Offering**

#### **Boots & Coots**

- No. 1 position in wellbore intervention
- Only provider with all intervention services (HWO, Snubbing, Coiled Tubing)
- Q3 2012 Added thru-tubing tools

#### Multi-chem

- No. 4 production chemical provider in North America
- Substantial international growth opportunity

#### **Artificial Lift**

- High-growth electrical submersible pump (ESP) offering
- Existing North America footprint; leveraging Halliburton global position for International expansion



### **Remolino Laboratory**

- Mature southern Mexico field
- Contracted to deliver all services from geology & geophysics to production operations
- Leveraged North America horizontal well techniques and technology
- Initial production results surpassed existing wells by over 40x

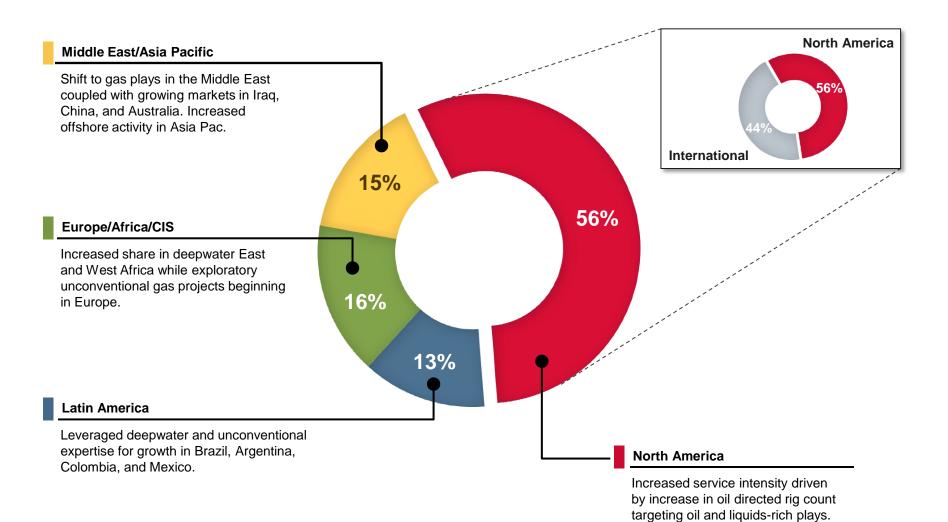


#### Recap

- Leveraging service intensity
- Investing for the up-cycle
- Integrating across broad diversified service offerings
- Expanding our robust technology portfolio
- Balancing growth and returns



#### 2012 Revenue Breakdown

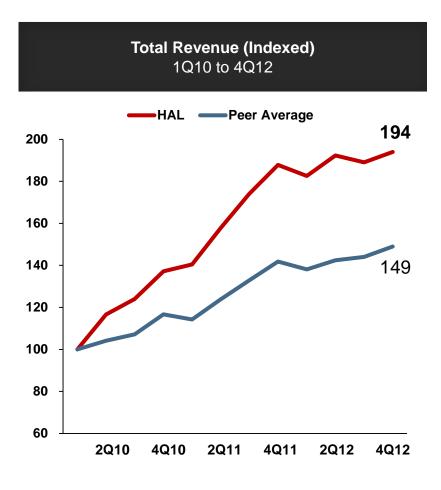


#### **Financial Goals**

Superior growth

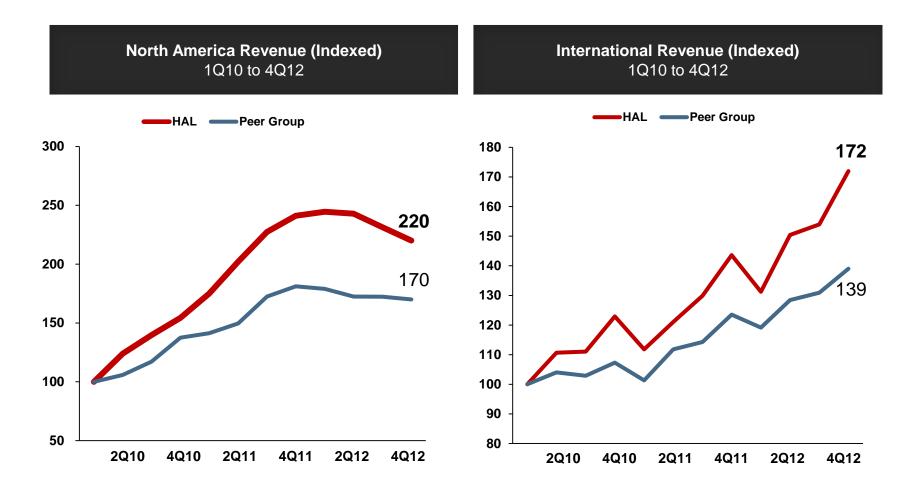
Superior margins

Superior returns



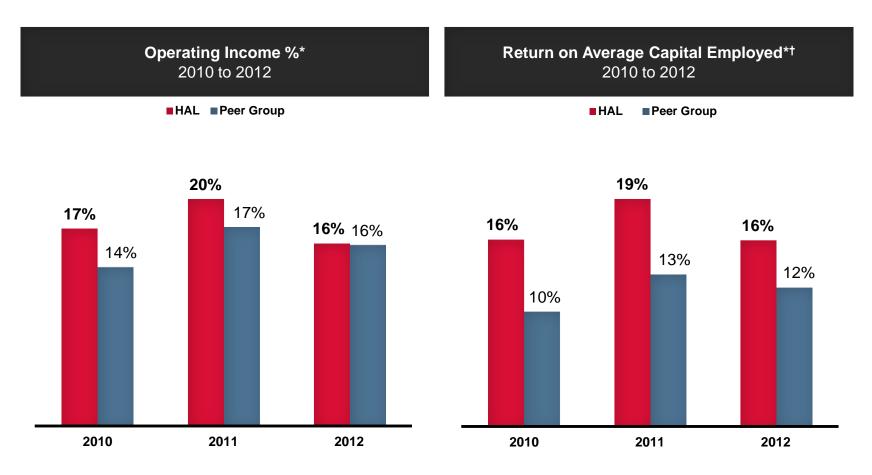
Q1 2010 = 100

#### **Global Revenue**



Q1 2010 = 100

### **Superior Margins and Returns**



\* Excludes charges

<sup>†</sup> ROACE is defined as net income plus after tax net interest expense divided by long-term debt plus shareholders' equity (average values from the beginning and end of the period)

#### Investing in the Upcycle

- Expanding manufacturing footprint in the Eastern Hemisphere
- Consolidating technology centers in Houston
- Reinventing service delivery platform in North America
- Strategic Initiatives investment of \$119M during 2012



Impact of **\$0.13** per share during **2012** 

### **Geographic Results**

(\$ Millions)	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	2010	2011	2012
Revenue															
North America	1,704	2,111	2,381	2,631	2,982	3,445	3,876	4,110	4,168	4,140	3,943	3,753	8,827	14,413	16,004
Latin America	495	567	568	599	612	687	806	877	780	879	952	1,083	2,229	2,982	3,694
Europe / Africa / CIS	920	981	947	1,066	911	969	991	1,085	1,012	1,156	1,128	1,214	3,914	3,956	4,510
Middle East / Asia	642	728	769	864	777	834	875	992	908	1,059	1,088	1,240	3,003	3,478	4,295
Total	3,761	4,387	4,665	5,160	5,282	5,935	6,548	7,064	6,868	7,234	7,111	7,290	17,973	24,829	28,503
Operating Income															
North America	230	441	573	632	732	997	1,135	1,118	1,061	857	557	465	1,876	3,982	2,940
Latin America	46	89	77	78	76	81	137	170	122	138	146	193	290	464	599
Europe / Africa / CIS	130	148	139	167	(4)	68	66	109	97	159	151	186	584	239	593
Middle East / Asia	102	137	91	165	86	96	99	170	124	153	167	243	495	451	687
Corporate and Other	(59)	(53)	(62)	(62)	(76)	(81)	(105)	(137)	(381)	(106)	(67)	(106)	(236)	(399)	(660)
Total	449	762	818	980	814	1,161	1,332	1,430	1,023	1,201	954	981	3,009	4,737	4,159

### **Geographic Items**

(\$ Millions)	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	2010	2011	2012
Operating Income															
North America															
Employee separation costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Acquisition earn out adjustment	-	-	-	-	-	-	-	-	-	-	(40)	-	-	-	(40)
Latin America															
Employee separation costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Receivables settlement	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Acquisition earn out adjustment	-	-	-	-	-	-	-	-	-	-	(8)	-	-	-	(8)
Europe / Africa / CIS															
Employee separation costs	-	-	-	-	-	(9)	-	-	-	-	-	-	-	(9)	-
Libya reserve	-	-	-	-	(59)	-	-	-	-	-	-	-	-	(59)	-
Impairment of asset held for sale	-	-	-	-	-	-	(25)	-	-	-	-	-	-	(25)	-
Middle East / Asia															
Impairment of oil and gas property	-	-	(50)	-	-	-	-	-	-	-	-	-	(50)	-	-
Employee separation costs	-	-	-	-	-	(2)	-	-	-	-	-	-	-	(2)	-
Corporate and Other															
Macondo-related charge	-	-	-	-	-	-	-	-	(300)	-	-	-	-	-	(300)
Environmental-related charge	-	-	-	-	-	-	-	(24)	-	-	-	-	-	(24)	-
Patent infringement case settlement	-	-	-	-	-	-	-	-	-	-	20	-	-	-	20
Total	-	-	(50)	-	(59)	(11)	(25)	(24)	(300)	-	(28)	-	(50)	(119)	(328)

### **Segment Results**

(\$ Millions)	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	2010	2011	2012
Revenue															
Completion and Production	1,964	2,393	2,655	2,985	3,172	3,618	4,025	4,328	4,290	4,460	4,293	4,337	9,997	15,143	17,380
Drilling and Evaluation	1,797	1,994	2,010	2,175	2,110	2,317	2,523	2,736	2,578	2,774	2,818	2,953	7,976	9,686	11,123
Total	3,761	4,387	4,665	5,160	5,282	5,935	6,548	7,064	6,868	7,234	7,111	7,290	17,973	24,829	28,503
Operating Income					_			_				_			_
Completion and Production	238	497	609	688	660	918	1,068	1,087	1,036	914	591	603	2,032	3,733	3,144
Drilling and Evaluation	270	318	271	354	230	324	369	480	368	393	430	484	1,213	1,403	1,675
Corporate and Other	(59)	(53)	(62)	(62)	(76)	(81)	(105)	(137)	(381)	(106)	(67)	(106)	(236)	(399)	(660)
Total	449	762	818	980	814	1,161	1,332	1,430	1,023	1,201	954	981	3,009	4,737	4,159
CAPEX	404	451	557	657	704	719	741	789	782	869	868	1,047	2,069	2,953	3,566
DDA	261	272	284	302	320	331	340	368	385	406	406	431	1,119	1,359	1,628

### **Segment Items**

<i>(</i> <b>4 - - - - - - - - - -</b>	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	2010	2011	2012
(\$ Millions) Operating income															
Completion and Production															
Employee separation costs	_			-	_	(6)	_	-					-	(6)	
		-	-	-			-	-		-	-	-			-
Libya reserve	-	-	-	-	(36)	-	-	-	-	-	-	-	-	(36)	-
Impairment of asset held for sale	-	-	-	-	-	-	(25)	-	-	-	-	-	-	(25)	-
Acquisition earn out adjustment	-	-	-	-	-	-	-	-	-	-	(48)	-	-	-	(48)
Drilling and Evaluation															
Impairment of oil and gas property	-	-	(50)	-	-	-	-	-	-	-	-	-	(50)	-	-
Employee separation costs	-	-	-	-	-	(5)	-	-	-	-	-	-	-	(5)	-
Libya reserve	-	-	-	-	(23)	-	-	-	-	-	-	-	-	(23)	-
Corporate and Other															
Macondo-related charge	-	-	-	-	-	-	-	-	(300)	-	-	-	-	-	(300)
Environmental-related charge	-	-	-	-	-	-	-	(24)	-	-	-	-	-	(24)	-
Patent infringement case settlement	-	-	-	-	-	-	-	-	-	-	20	-	-	-	20
Total	-	-	(50)	-	(59)	(11)	(25)	(24)	(300)	-	(28)	-	(50)	(119)	(328)

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