

# EXHIBIT B

**The Blue Print – Our Identity** and the **Blue Print in Action** should be used as compasses with which to navigate the challenges and opportunities of our daily work, in terms of growth, returns, integrity and engagement. By doing so, together we will translate our combined strengths, actions and efforts into a team performance that no one can match.

The **Blue Print in Action** is a separate document that serves as a practical guide to **Our Mindset**. It provides a range of examples through real-life situations.

September 2019

## The Blue Print



Our Identity

Schlumberger

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## Our Purpose

Schlumberger exists to be at the forefront of the energy services industry, enabling our customers to overcome challenges and improve performance.

Our history and culture are built on leadership, science and innovation. Our aim is to continually extend technical limits of oilfield products and services and to set direction for others to follow. We aspire to this by acting as an independent service company pursuing a consistent relationship with all customers.



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## Our Ambitions

We will realize the true value of the Schlumberger offering through relentless pursuit of our ambitions:

### Growth

Outperforming the markets where we choose to work

### Returns

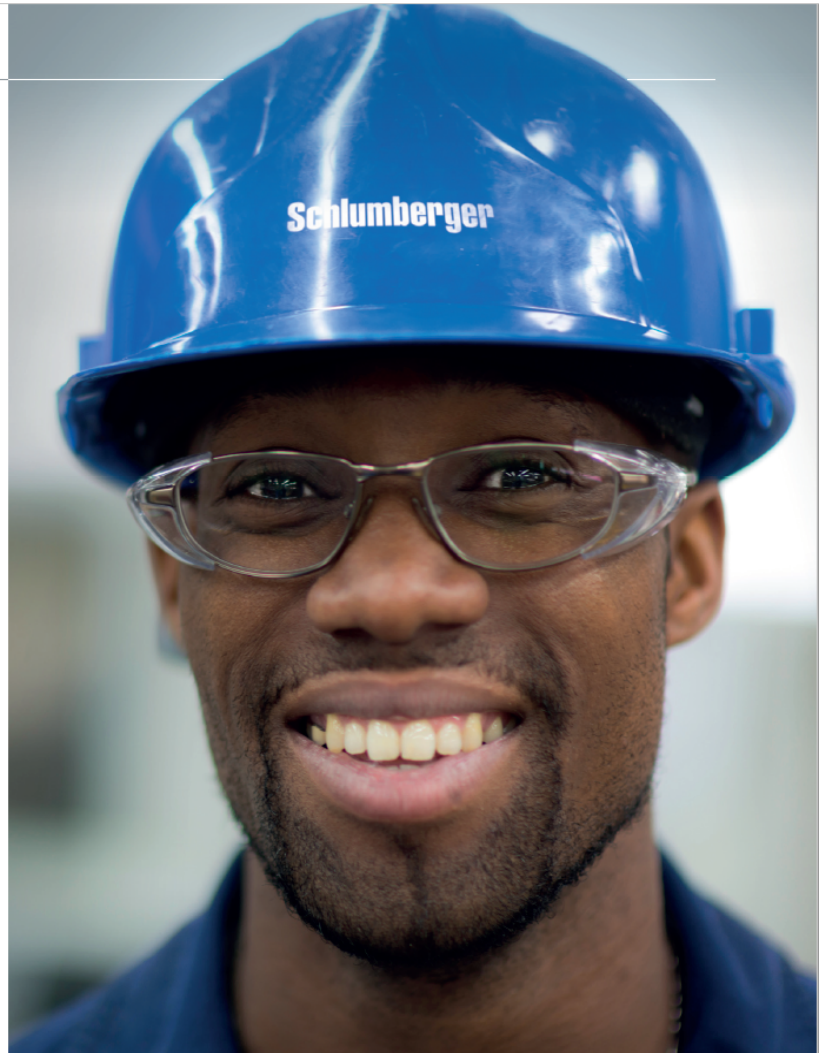
Creating unmatched shareholder value through effective business models and efficient use of resources

### Integrity

Living by the same high standards of safety and business practices, everywhere we work

### Engagement

Understanding and exceeding the expectations of our customers, employees and stakeholders



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## Our Values

As Schlumberger employees, we pride ourselves on upholding our three long-established values, which will guide the decisions we make as we pursue our ambitions:

### People

Our people thrive on the challenge to excel in any environment and their dedication to safety and customer service worldwide is our greatest strength.

### Technology

Our commitment to technology and quality is the basis for our competitive advantage.

### Profit

Our determination to produce superior profits is the cornerstone for our future independence of action and growth.



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## Our Mindset

Our Mindset summarizes the behavior expected of every Schlumberger team member, including attitude, words and actions, as we interact with each other and with our external stakeholders.

Understand and support the direction ahead.  
Make a difference.

- Service focus
- Continuous improvement
- Self-development

Take action and have a positive impact on performance.  
Achieve excellence.

- Creativity
- Initiative
- Adaptability
- Results focus



Recognize the boundaries and have the courage to act honestly and responsibly.  
Do the right thing.

- Decision-making
- Responsibility

Trust others to do their part and work together toward common goals. Help the team succeed.

- Collaborating
- Communicating
- Coaching and mentoring
- Diversity