

Schlumberger

# EARNINGS CALL REPORT



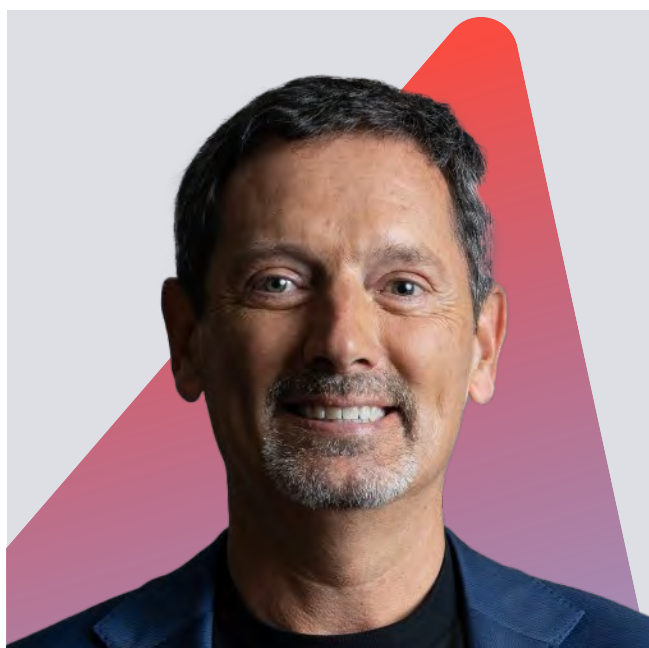
# An Earnings Call insights study undertaken by the **Aviso X-Labs** team to investigate what you typically overlook in an Earnings Call telecast.

This document contains hidden insights and key signals that Aviso has uncovered with the help of its industry-leading AI and LLM technology.

COMPANY

**Schlumberger**

**KEY EXECUTIVES**



**Olivier Le Peuch**  
CEO



**Stephane Biguet**  
CFO

**OTHER ATTENDEES**

FY 2022 Q4

Andy Matuamasia

James West

David Anderson

Roger Reed

FY 2023 Q1

Andy Matuamasia

James West

Neil Mehta

# KEYWORD ANALYSIS

# 01

## TOP KEYWORDS

trending from the earnings call

## SUMMARIZED KEYWORD INSIGHTS

observed in the transcript

### APS (Asset Performance Solutions)

Mentioned an average of 9 times over the last 2 quarters

### Emissions

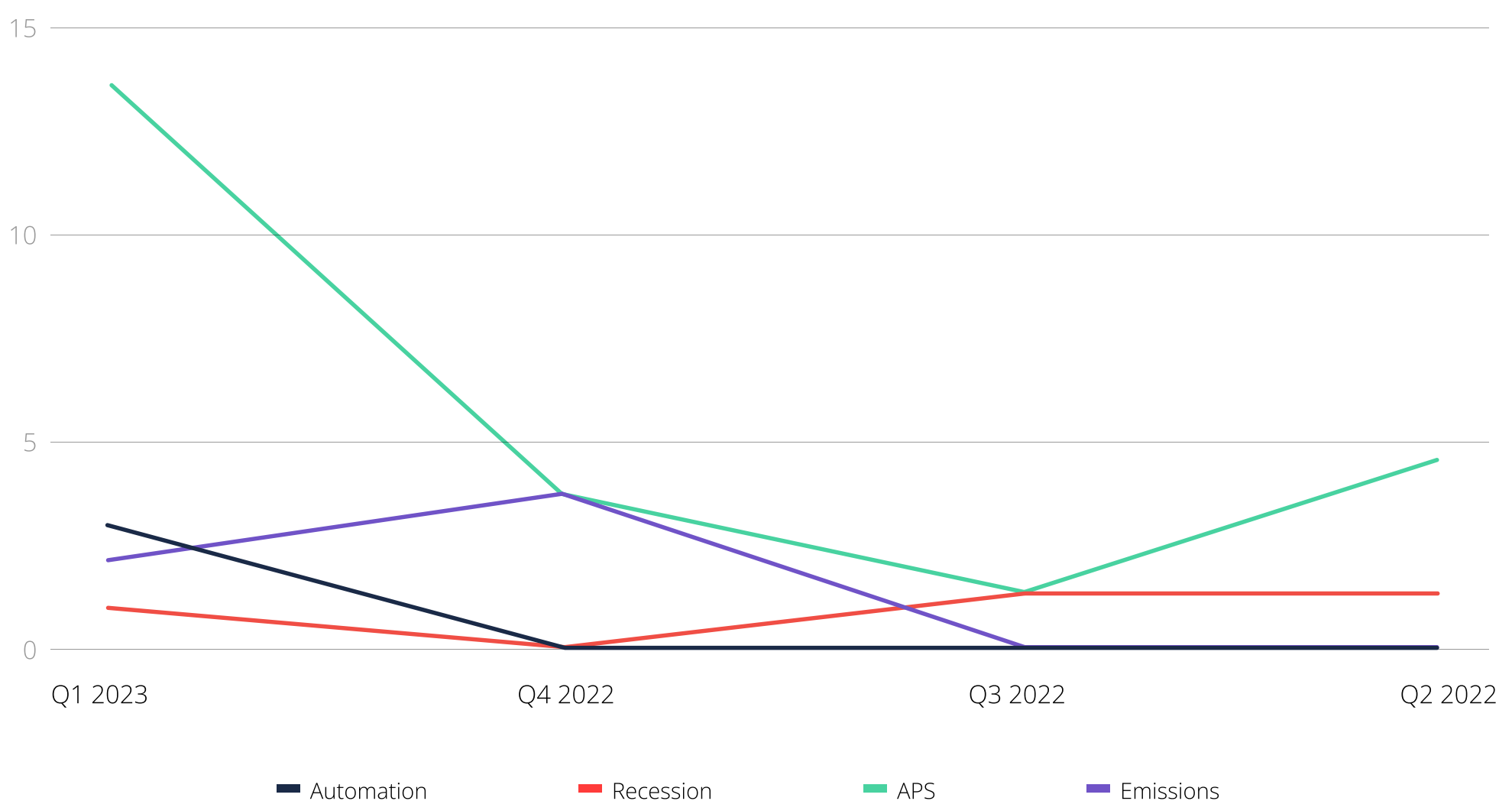
Mentioned an average of 4 times over the last 2 quarters

### Automation

Mentioned an average of 4 times in the latest earnings call

Asset Performance Solution (APS) mentions increased by a good margin. APS revenue declined due to pipeline disruption in Ecuador.

Olivier Le talks about automating full rig well construction, assembly and digital journey.



# POSITIVE & NEGATIVE ASPECT THEMES

02

## TOP POSITIVE THEMES

### Working Capital

Positive sentiment around working capital availability that will support anticipated growth for the year

### Digital Productivity Technology

Mentions of digital productivity technology having improved and become more accurate, provided better geology and structural modeling

## TOP NEGATIVE THEMES

### APS Revenue

declined year of year mostly resulting from pipeline disruptions in Ecuador that reduced production

### Pre Tax Operating Margin

Declined largely due to seasonality and lower APS revenue

# QUERY SUMMARIZATION BY GENERATIVE AI

03

## Key objectives as discussed in the earnings call?\*

The team members agreed that the key objectives of the meeting would be to set a **new record for revenue growth** in the Subsea segment of production system, to double the revenue of the division to \$ 3.5 billion by the end of 2023, to **expand margins to the mid-20s**, and to **double adjusted EBITDA to the high 20s**. They also agreed to **continue to invest** in the development of the **Petrotechnical suite** and **CCS projects** in Brazil and Latin America.

\*This is a sample question answered using Aviso's Generative AI. Users can add multiple such questions to the report.