NOV Inc. (NYSE: NOV)

Raymond James Institutional Investors Conference

March 5, 2024

Clay Williams

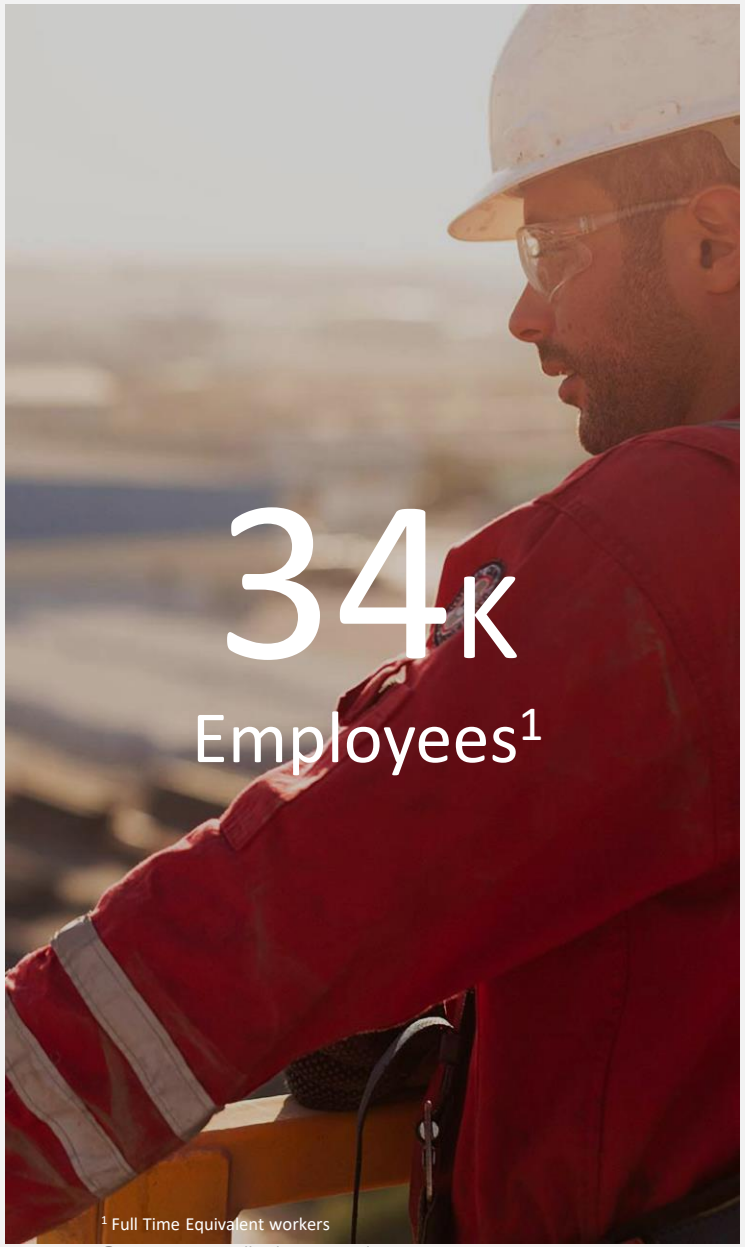
Chairman, President, and CEO

Safe Harbor / Forward Looking Statements

Statements in this presentation, including statements regarding future financial performance, are forward-looking statements within the meaning of the federal securities laws. Statements of hopes, beliefs, expectations, and predictions of future performance are subject to numerous risks and uncertainties, many of which are beyond the Company's control. Actual results may differ materially from the results expressed or implied by the statements made herein or during any presentation of these materials. These risks and uncertainties include the continuing impact of COVID-19 and any variants, the related potential negative economic repercussions, impact on demand for oil and gas, and operational challenges including logistical and supply chain challenges. There are numerous other factors that could adversely impact actual results, which include but are not limited to changes in the demand for or price of oil and/or natural gas; potential catastrophic events related to our operations, including weather events such as the effects of hurricanes and tropical storms or climate regulation; 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; 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; changes in capital spending by customers; and delays or failures by customers to make payments owed to us and the resulting impact on our liquidity. NOV's Form 10-K for the year ended December 31, 2023 and other Securities and Exchange Commission filings and published statements contain additional information concerning important risk factors which could cause the company's results to differ materially from those described in the forward-looking statements. NOV is not undertaking any obligation to revise or update publicly any forward-looking statements for any reason.

We empower the energy industry with

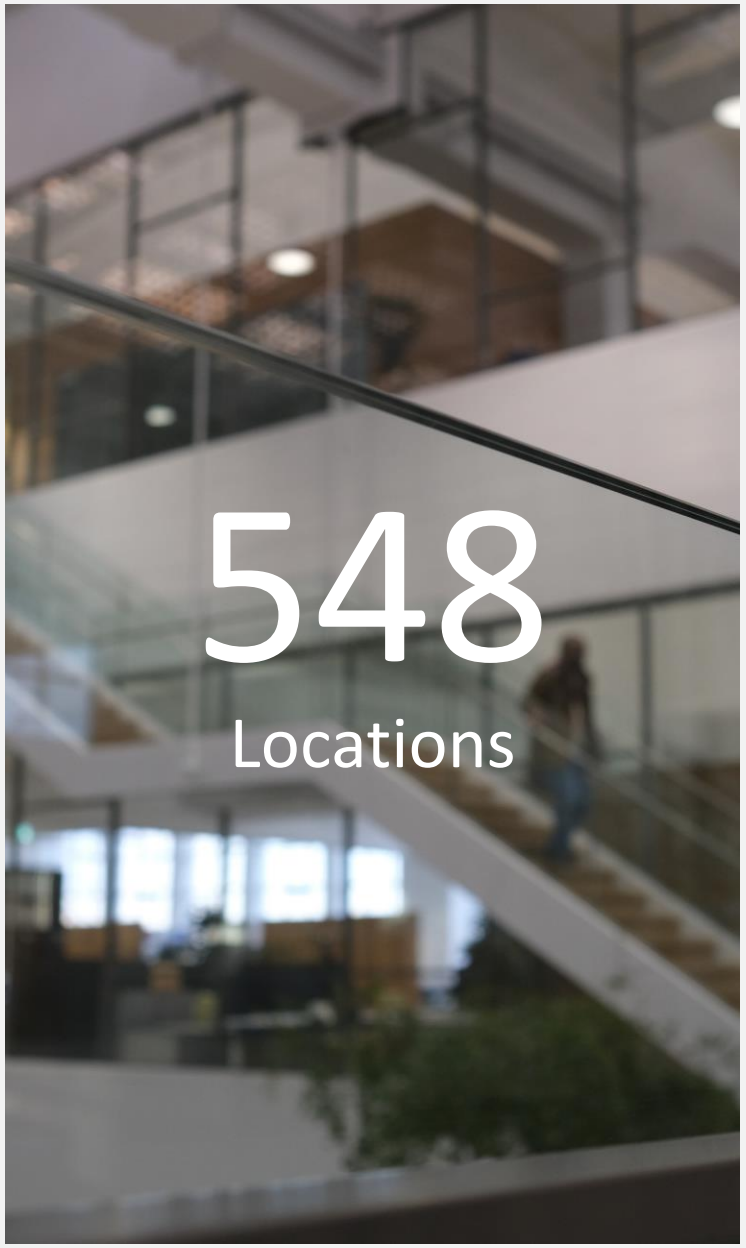
technology-driven solutions



34K

Employees[1]

[1] Full Time Equivalent workers



548

Locations

61

Countries

$7.7B

Enterprise value[1]

$8.6B

2023 Revenue

$1.0B

2023 Adjusted EBITDA

[1] Enterprise value recorded as of February 23, 2024

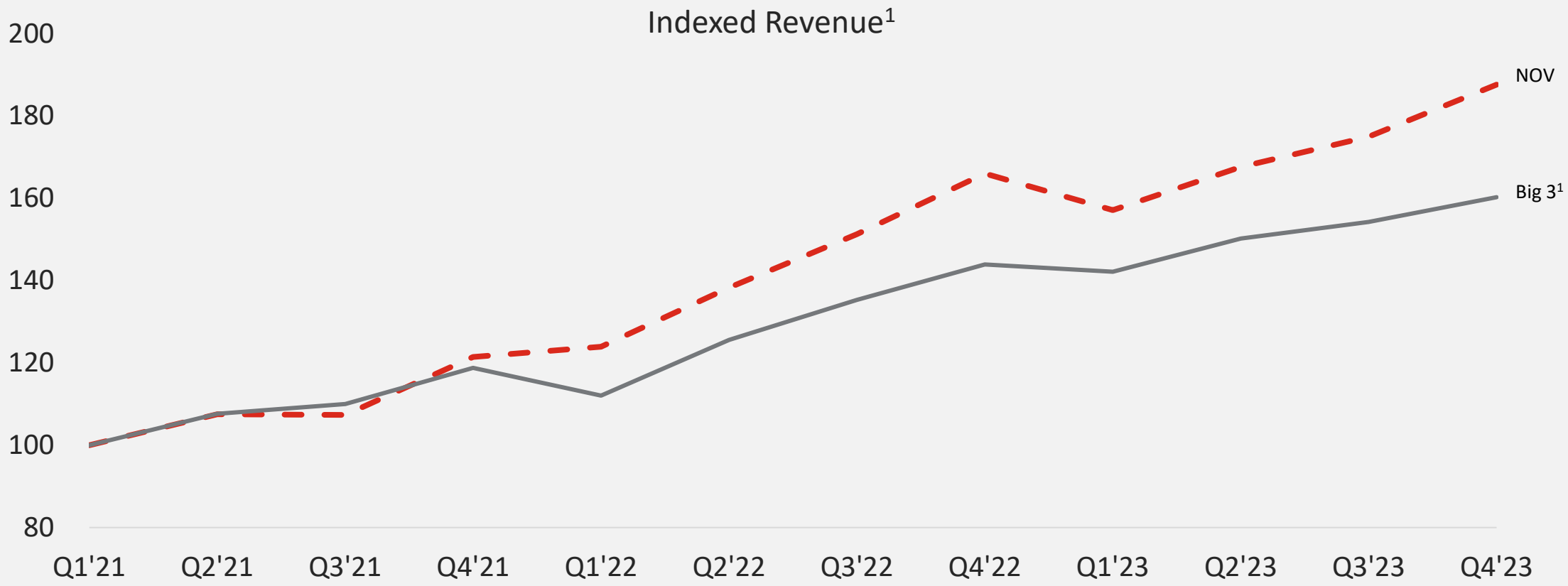
Global Demand for Oil and Gas

E&P Companies

Service Companies

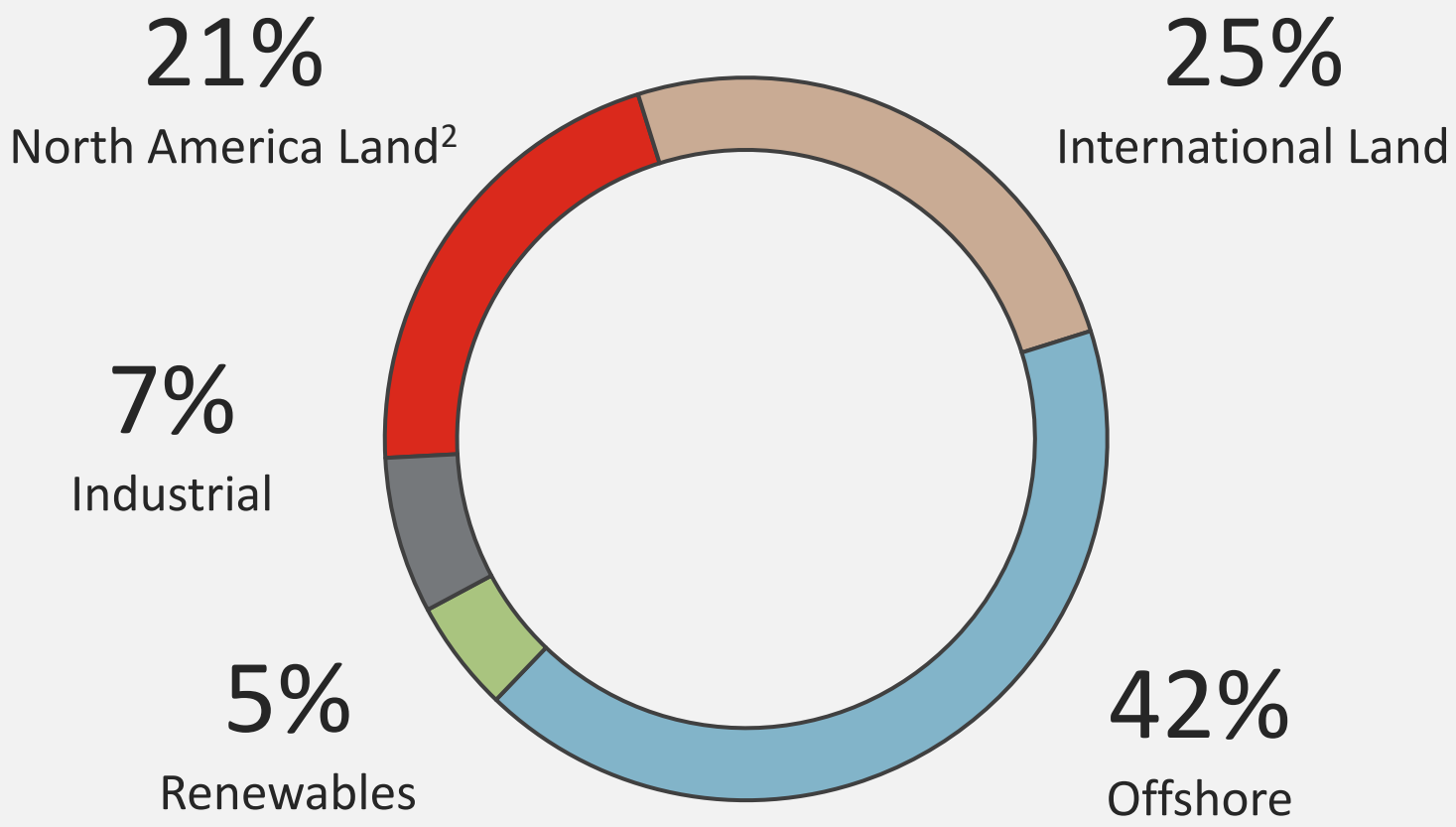
Early Cycle - Late Cycle

NOV Relative Performance



[1] Indexed revenue was calculated by combining Big 3 revenues. Big 3 includes SLB, HAL, and BKR.

NOV Revenues[1]



[1] Revenue figures as of Q4 2023
[2] North America refers to the United States and Canada

Improving financial performance

Margins

Free Cash Flow

Technology Leadership

2023 Highlights

19%

YoY top-line growth

47%

YoY adjusted EBITDA growth

Capital Allocation Priorities

Growth capex
Growth capex yields highest average ROC

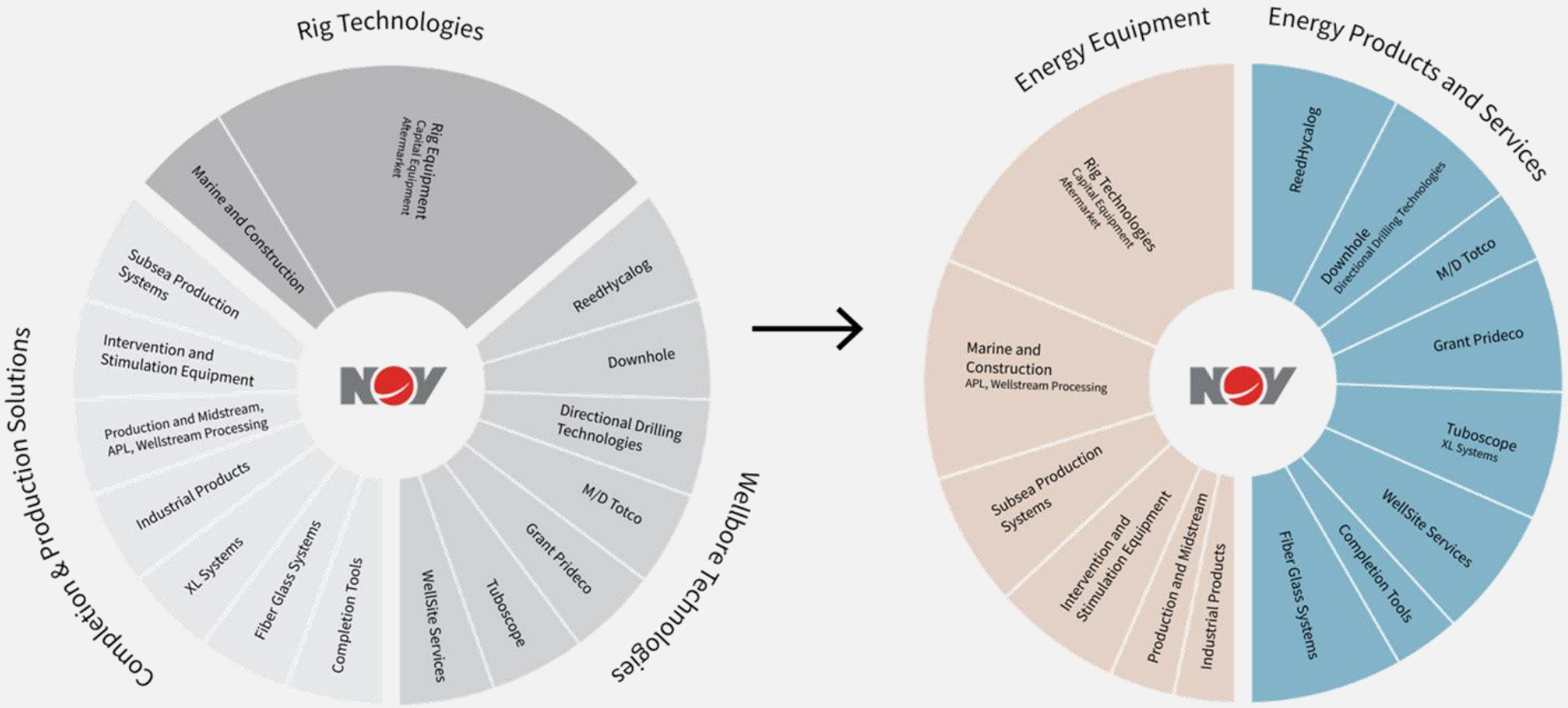
Maintenance capex
Maintaining asset base is critical to operations

M&A
Opportunity to accelerate strategic growth initiatives + proven track record of high-return investments

Defend balance sheet
Investment grade rating critical to business model

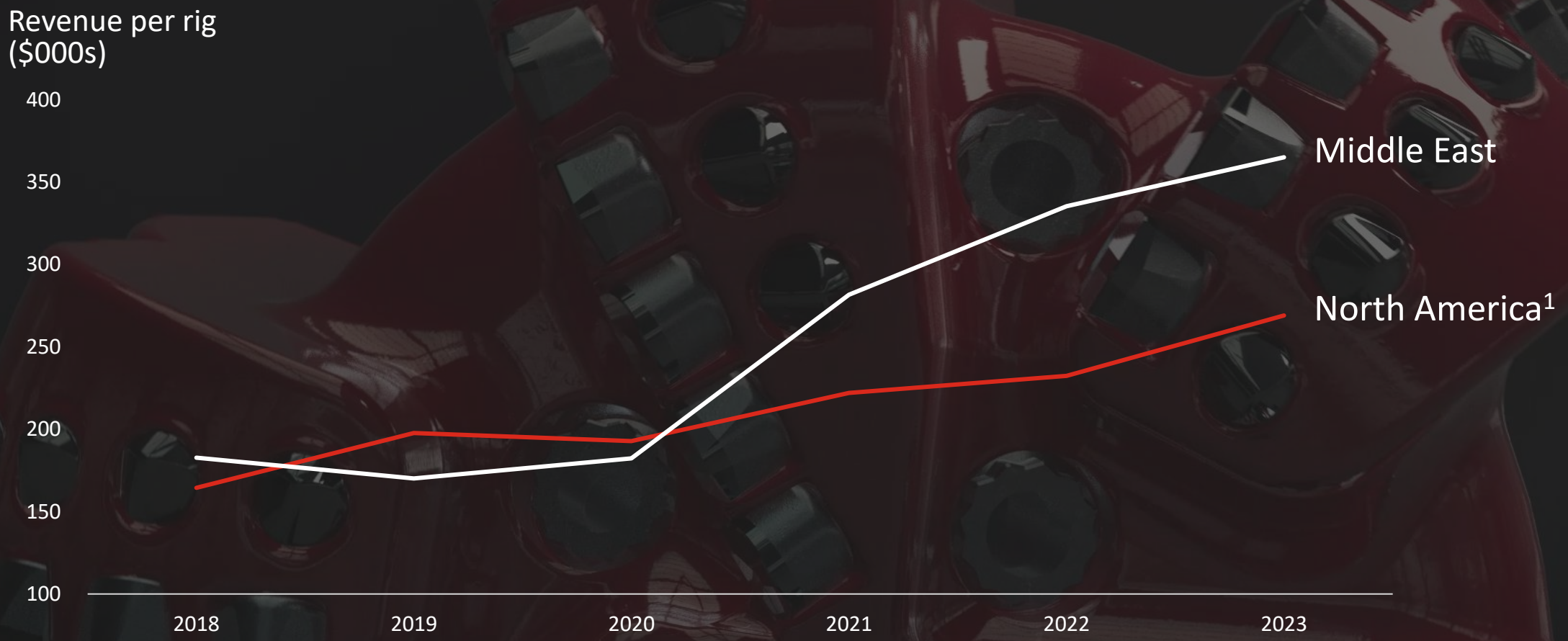
Return capital
Return excess capital to shareholders once better capital uses are funded

NOV Re-segmentation



Driving more efficient oilfield operations

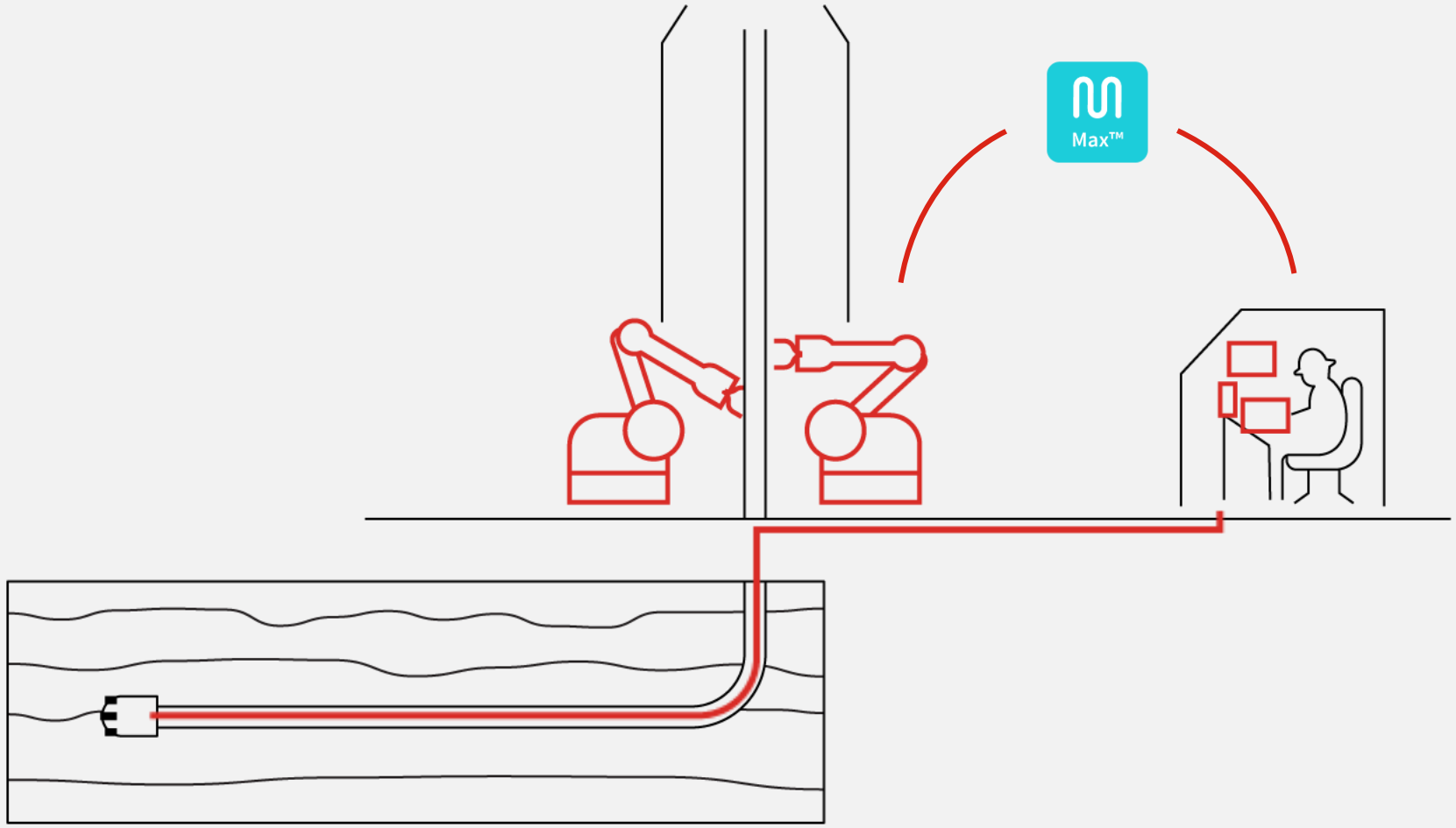
ReedHycalog – Market leader through technology



[1] North America includes onshore and offshore U.S. and Canada.

Leading provider of composite solutions

Automation Solutions



NOVOS and Surface Automation Solutions

Increasing drilling efficiency

Wired Drill Pipe

Enabling real-time performance optimization

View from the bottom of the hole…

No real-time data

Mid 1970s

12 BPS

Early 2000s

55,000 BPS

Today

Wired Drill Pipe

Enabling real-time performance optimization

25

drilling days cut out of North Sea operator's drilling program[1]

35%

of drilling improvement attributed to WDP[1]

>30%

increase net-to-gross improvement in wells when compared to mud pulse telemetry[2]

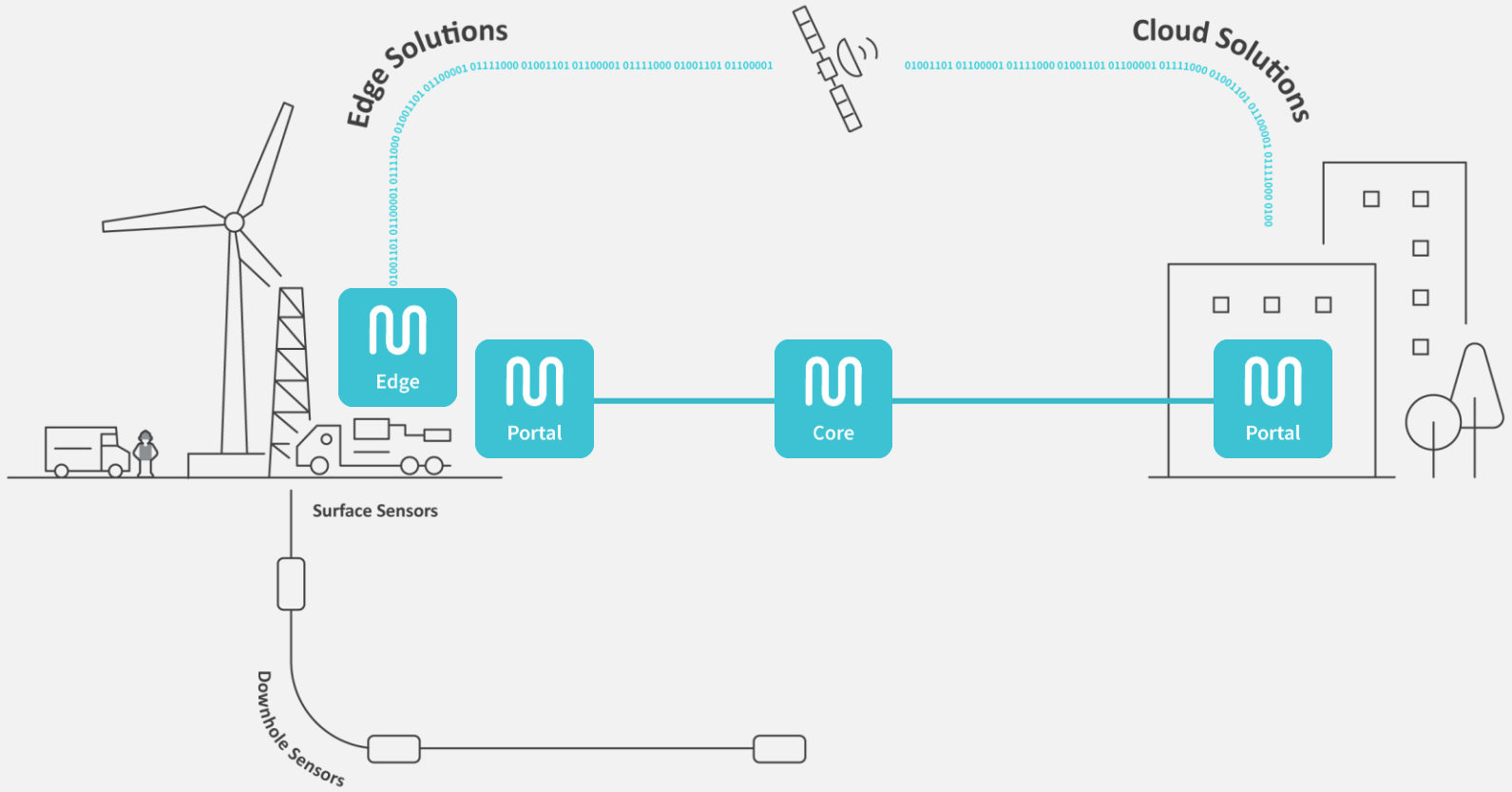
[1] Nygard, BE., Andreassen, E., Carlsen, J., Ulfsnes, G., Oksenvag, S., David, T., Naterstad, T., Zainoune, S., Vandvik, E. "Improved Drilling Operations with Wired Drill Pipe and Along-String Measurements – Learnings and Highlights from multiple North Sea Deployments." Paper presented at the SPE/IADC International Drilling Conference and Exhibition, Virtual, March 2021. Doi:10.2118/204029-MS

[2] K. M. Fakolujo, Saudi Aramco PE&D; H. Mamman, Saudi Aramco; A. Sobowale, Saudi Aramco PE&D GRMD; R. Arab, Saudi Aramco D&WO "Maximizing Reservior Contact Using Memory Quality LWD Logs in Real-Time from High-Bandwidth Wired Drill Pipe Telemetry Technology" Paper presented at the 2023 SPE Annual Technical Conference and Exhibition in San Antonio, TX. Net-to-gross is the fraction of reservoir volume occupied by hydrocarbon bearing rocks.

ATOM RTX Robotic Arm

Optimizing rig performance

Max Digital Platform



30+

Inbound protocols

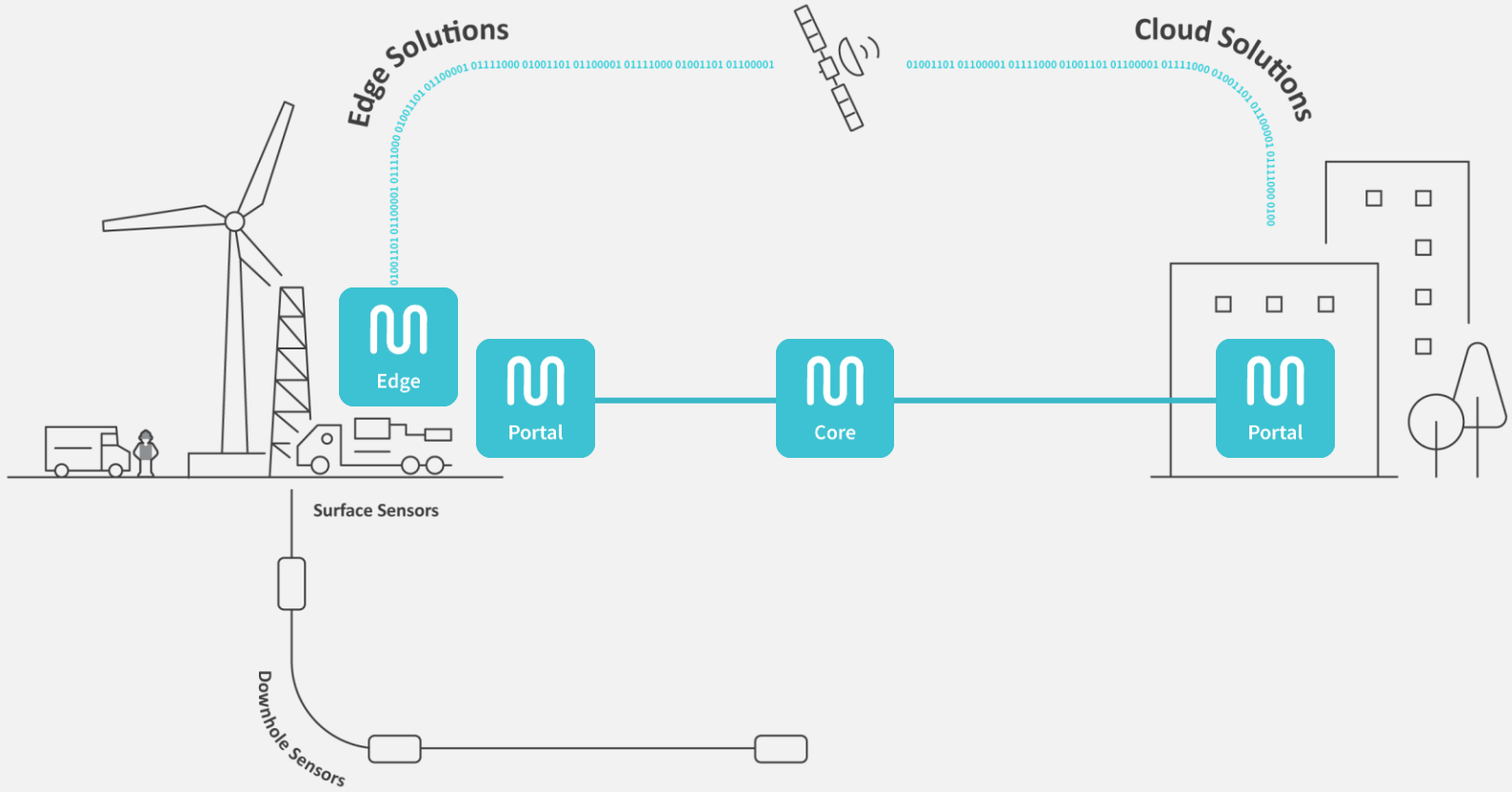
10+

Outbound protocols

100 Hz

High speed data capture

Max Digital Platform



450+

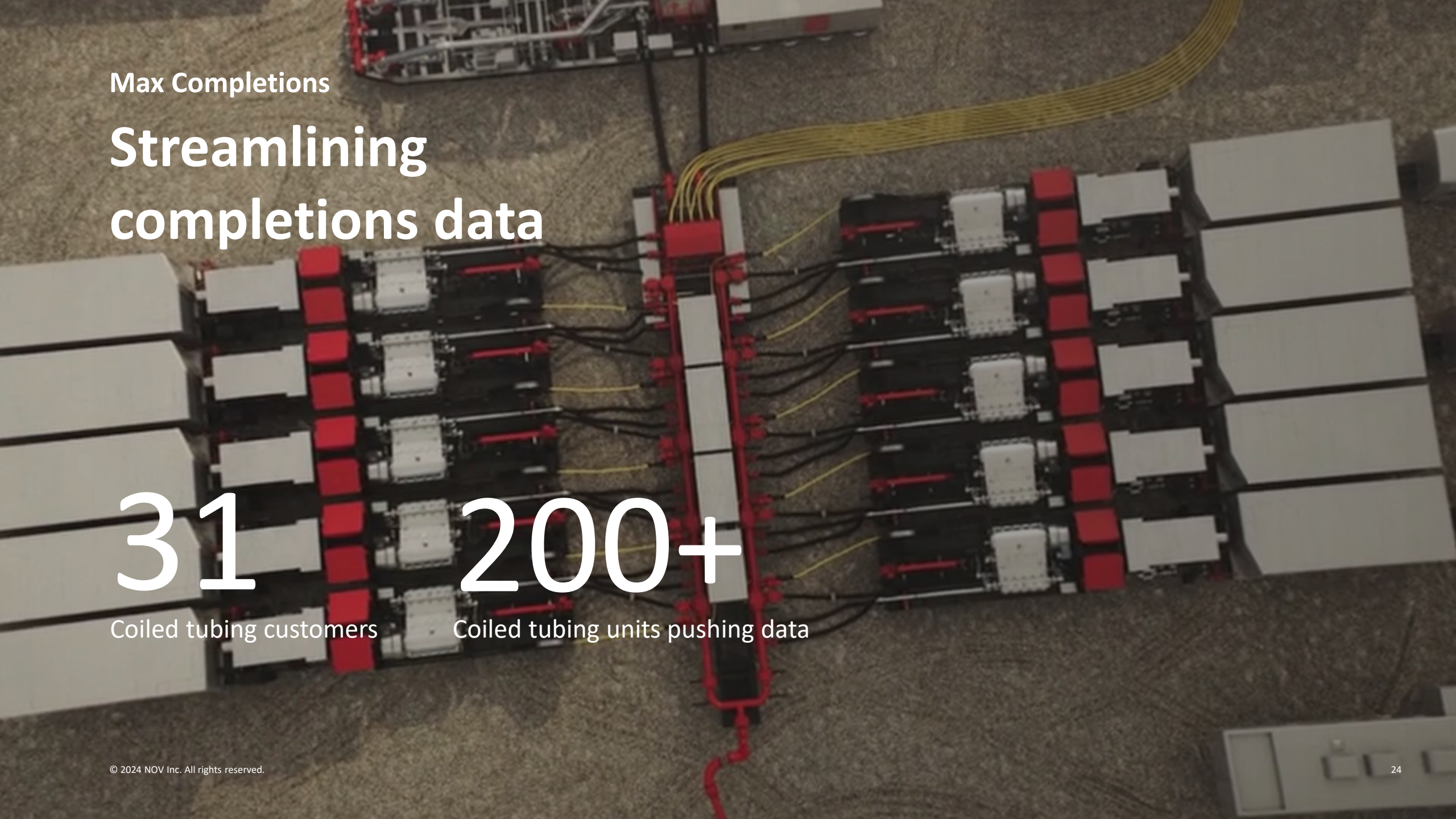
Rigs with installed platform

1,300

Approximate assets connected to the cloud

Max Completions

Streamlining completions data



31

Coiled tubing customers

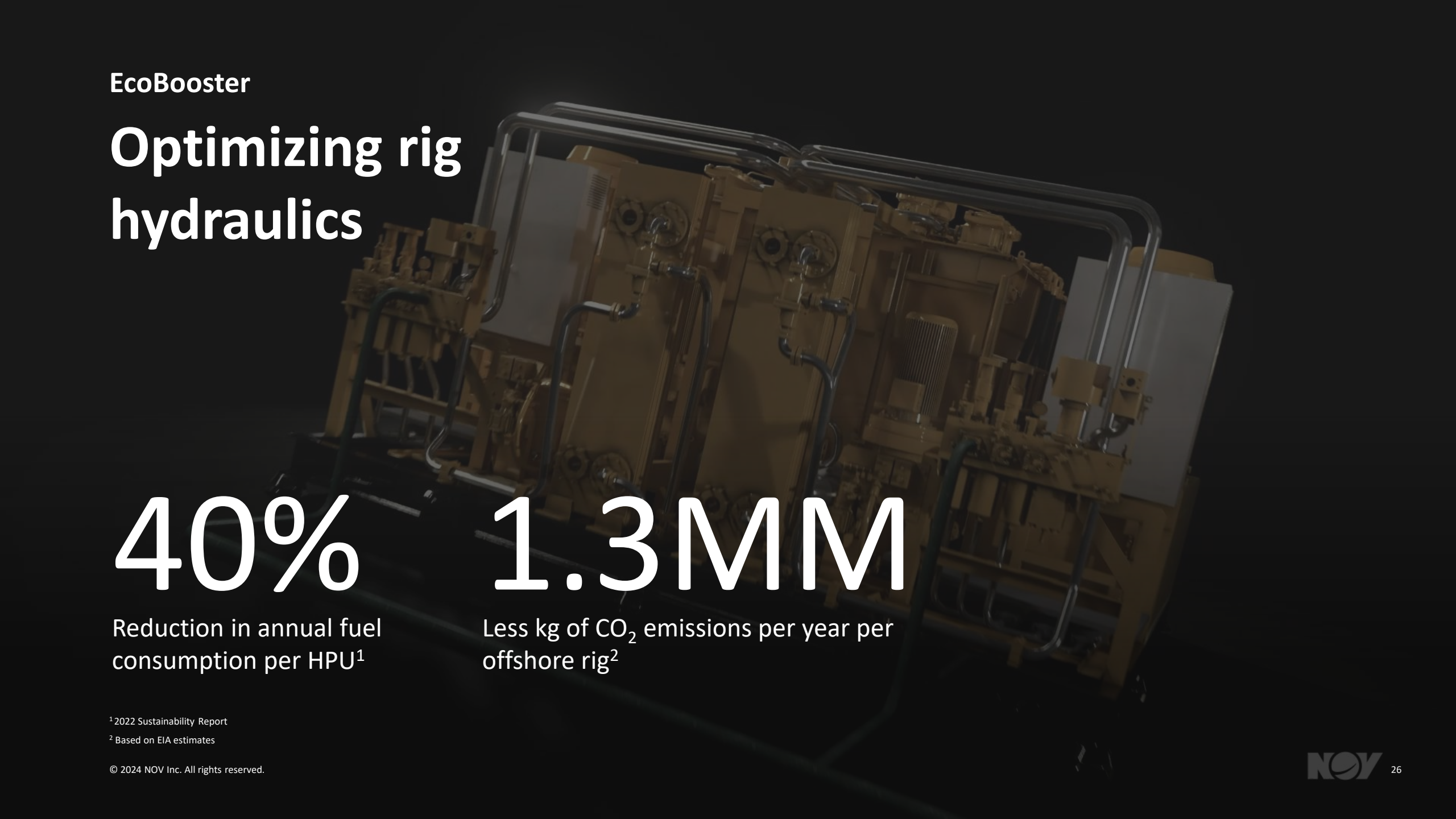
200+

Coiled tubing units pushing data

Decarbonizing the oilfield

EcoBooster

Optimizing rig hydraulics



40%

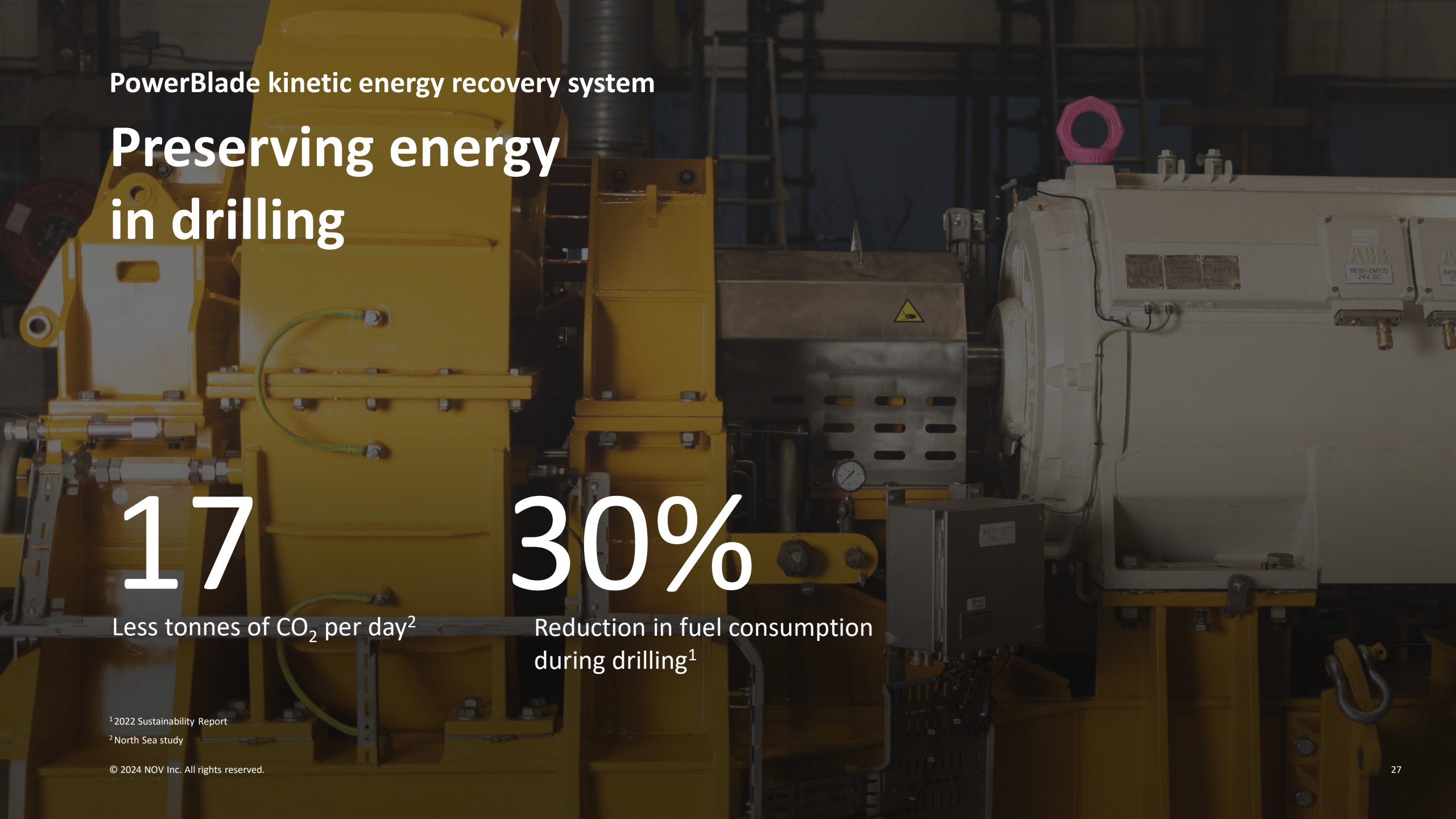
Reduction in annual fuel consumption per HPU[1]

1.3MM

Less kg of CO_2 emissions per year per offshore rig[2]

[1] 2022 Sustainability Report

[2] Based on EIA estimates



PowerBlade kinetic energy recovery system

Preserving energy in drilling

17

Less tonnes of CO_2 per day[2]

30%

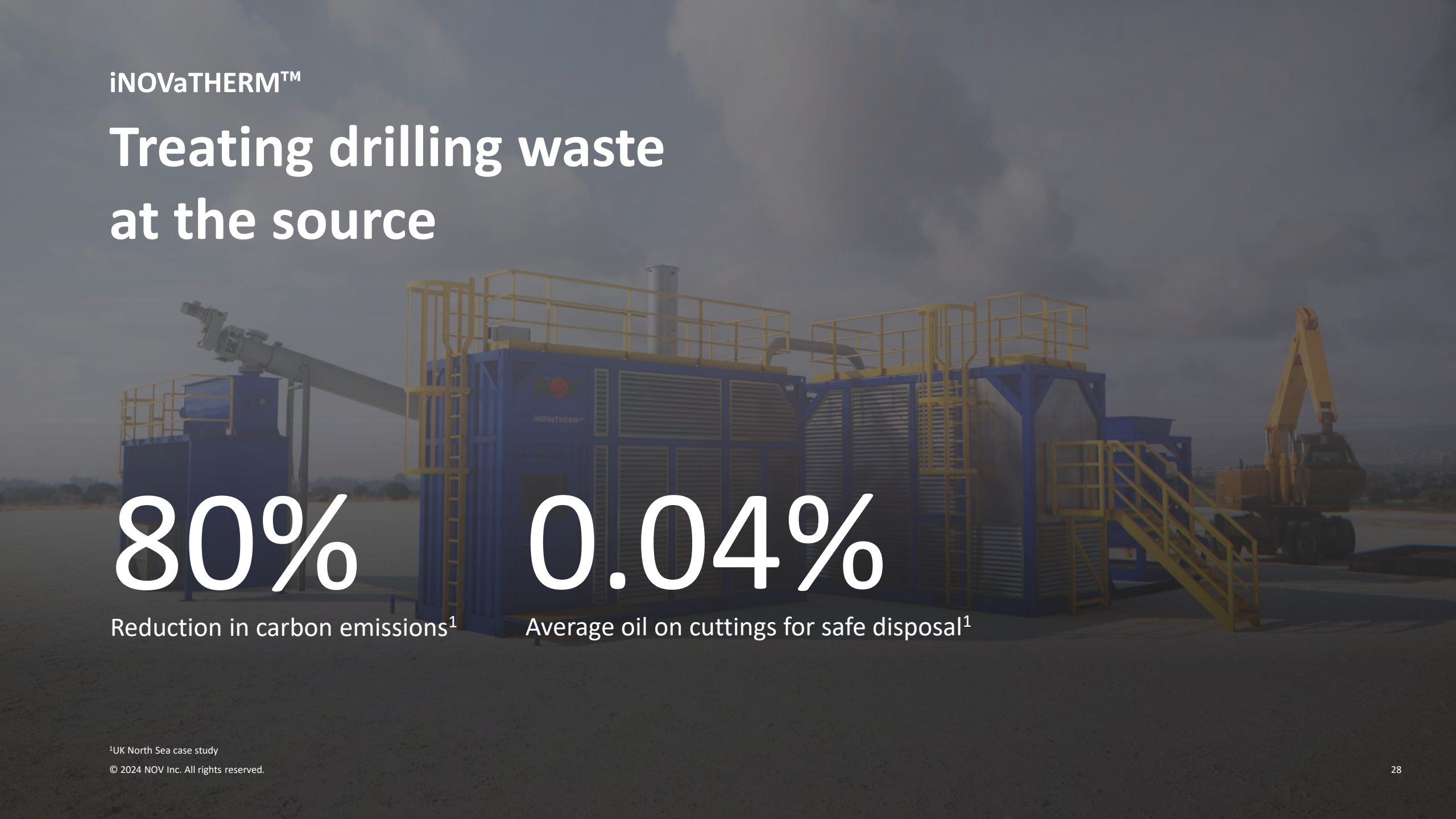
Reduction in fuel consumption during drilling[1]

[1] 2022 Sustainability Report

[2] North Sea study

iNOVaTHERM™

Treating drilling waste at the source



80%

Reduction in carbon emissions[1]

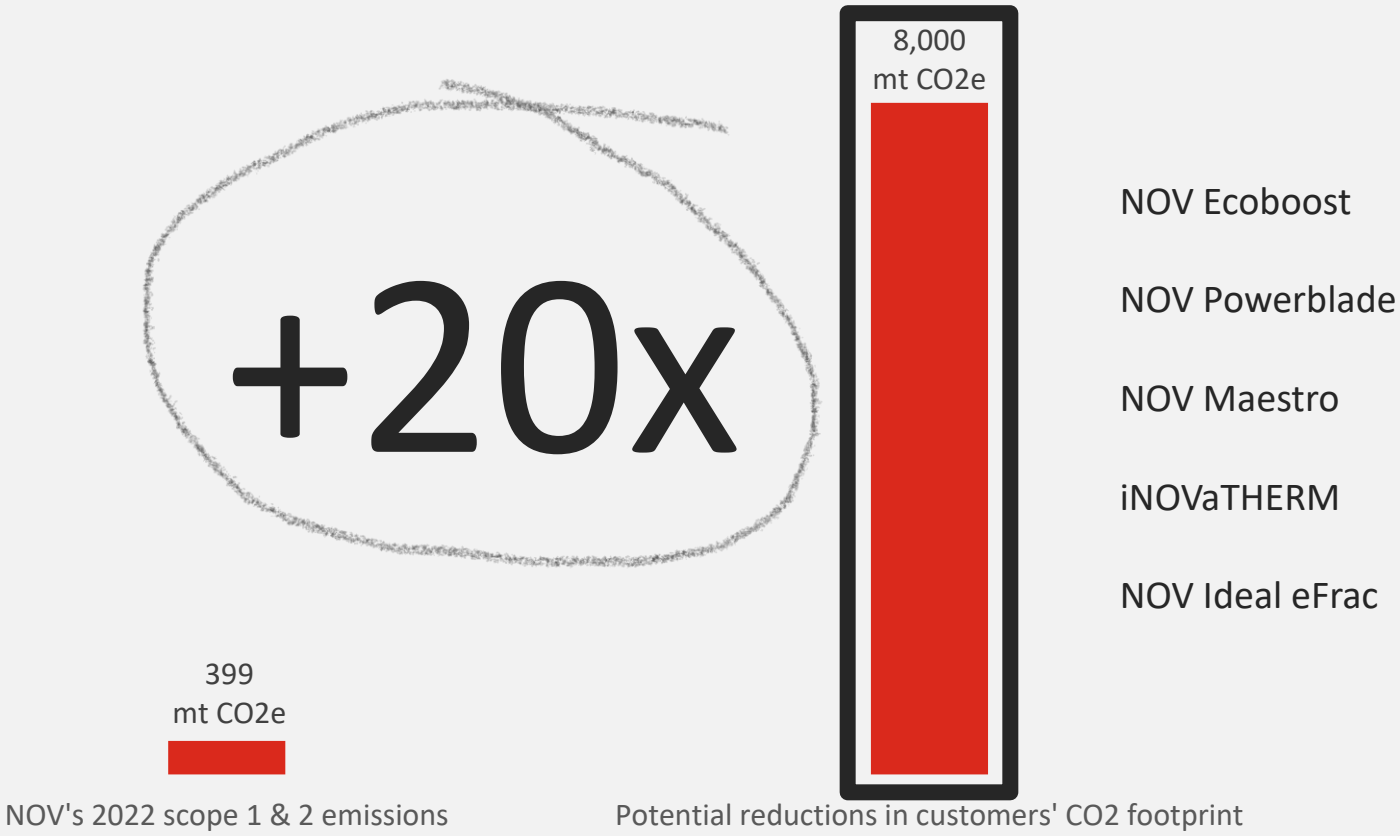
0.04%

Average oil on cuttings for safe disposal[1]

[1]UK North Sea case study

Potential to offset NOV's carbon footprint

in thousands



Gas treatment technologies

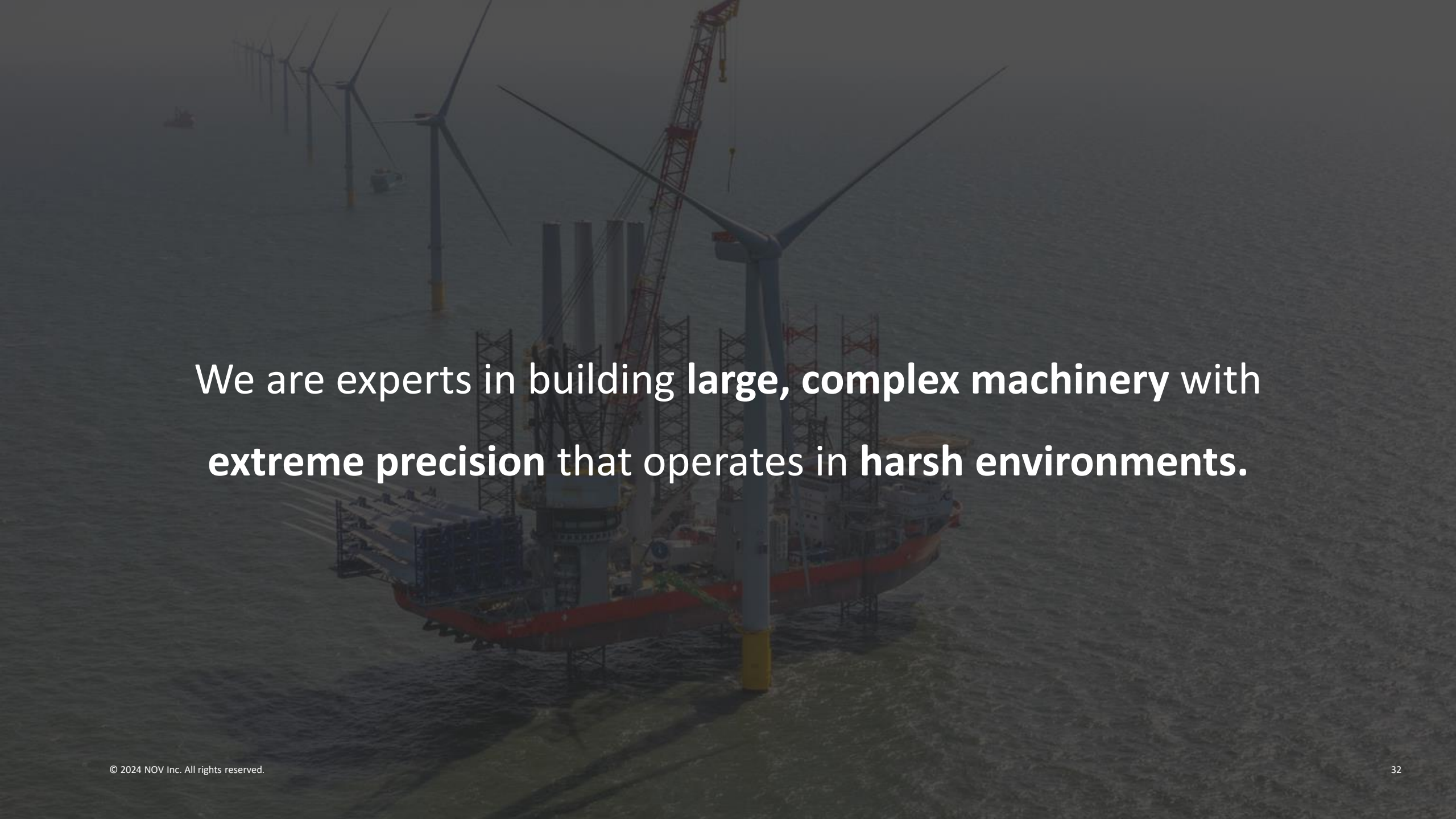
Expertise for carbon capture

350+

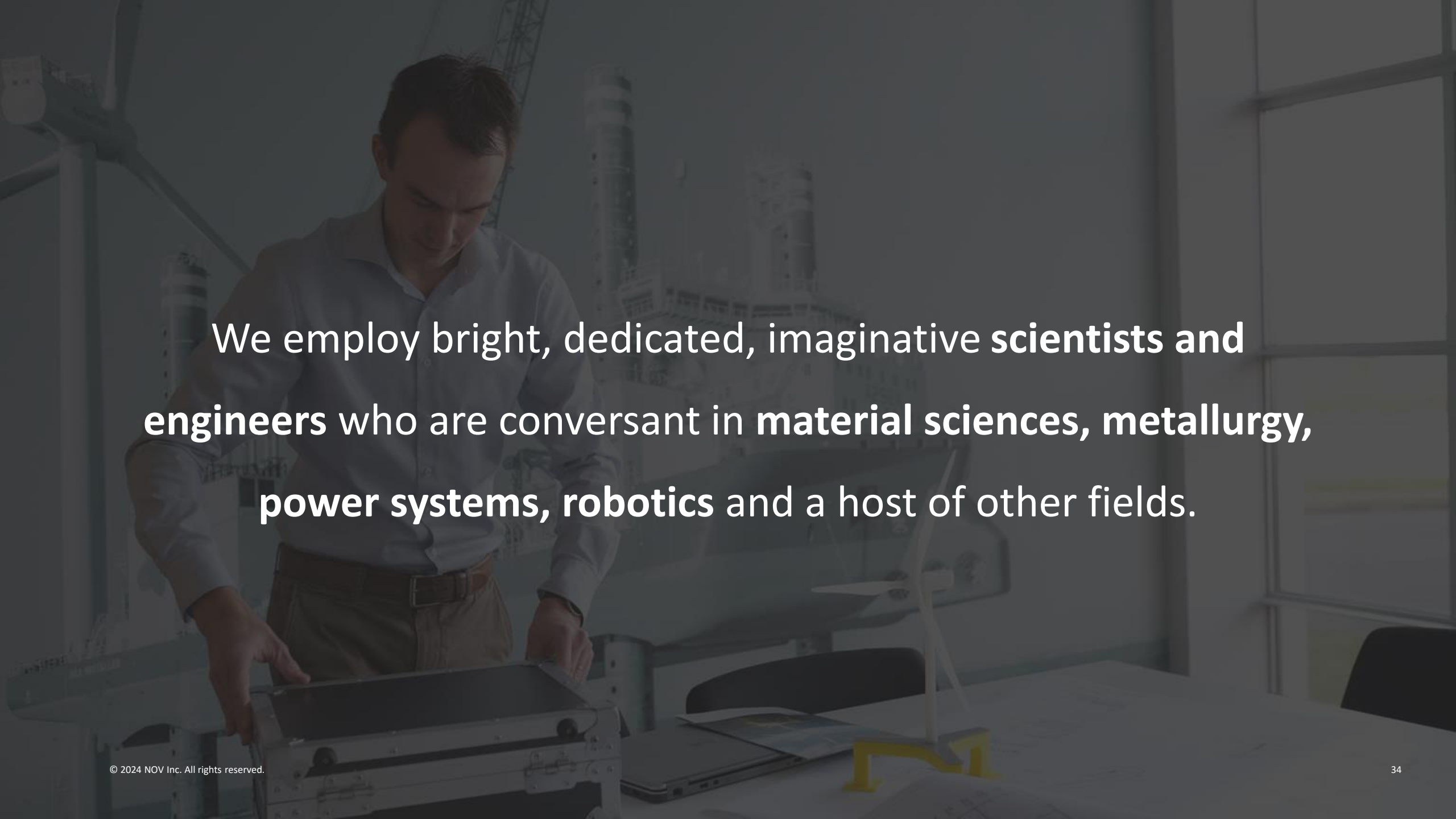
Projects for gas processing and conditioning over 35 years

Gulf Coast CCS project

Improving renewable economics



We are experts in building **large, complex machinery** with **extreme precision** that operates in **harsh environments.**



We employ bright, dedicated, imaginative **scientists and engineers** who are conversant in **material sciences, metallurgy, power systems, robotics** and a host of other fields.

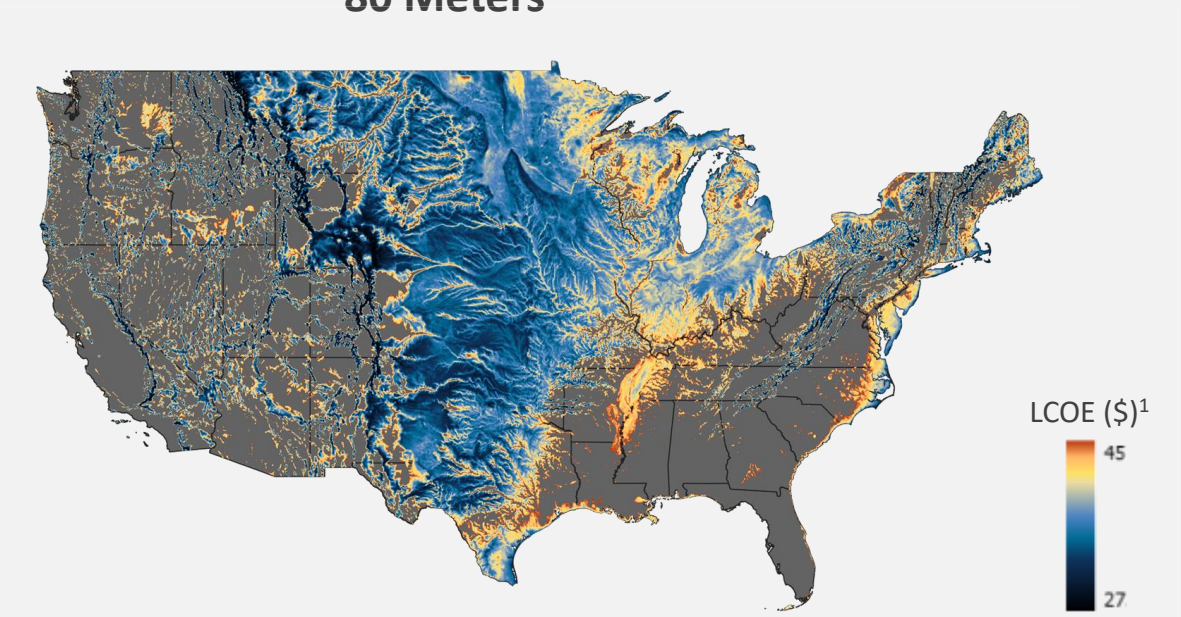
Improving project returns in onshore wind

6% IRR[1] → 20% IRR[2]

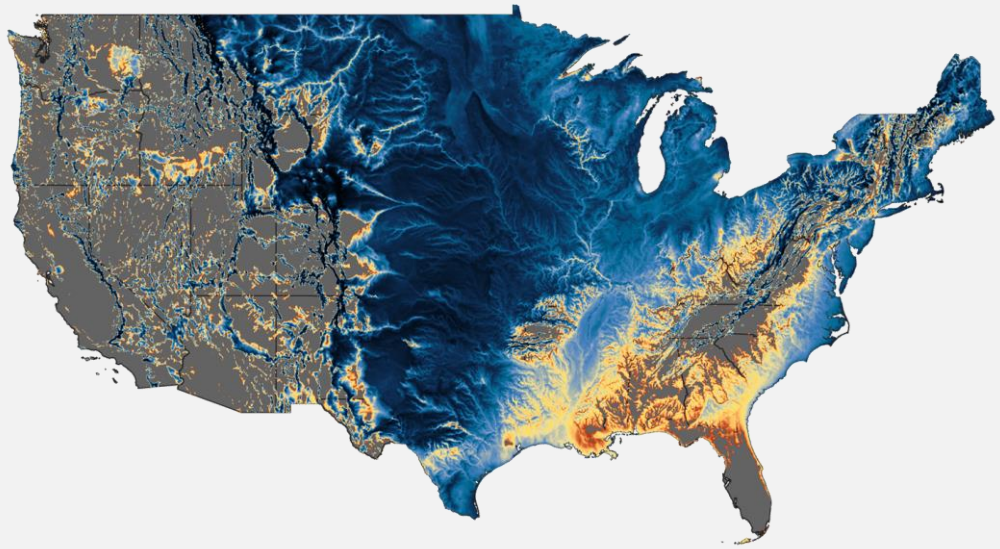
[1] IEA
[2] NOV estimates

Taller towers unlock wind resources

80 Meters



160 Meters



[1] Keystone Tower Systems estimates

Keystone Tower Systems

Proprietary spiral welding technique

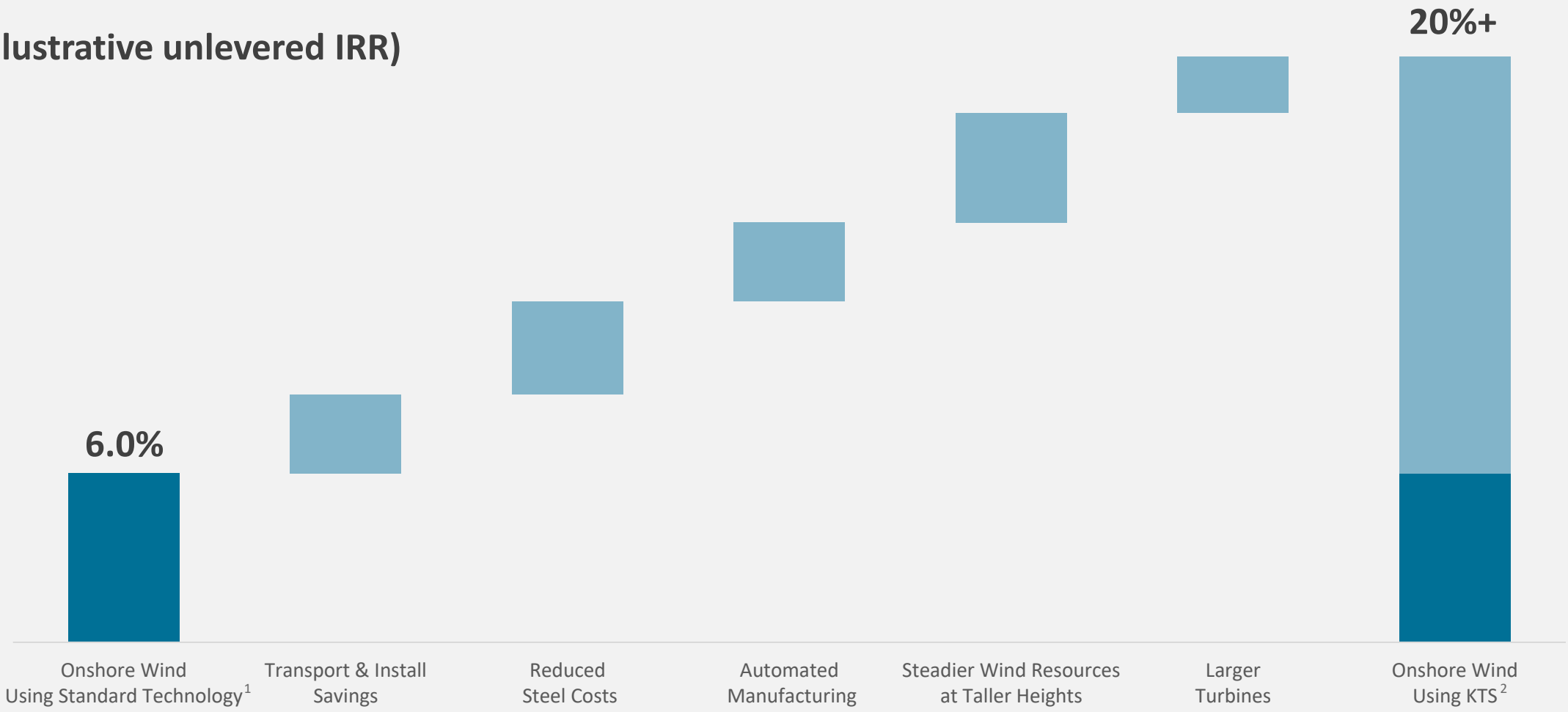
Steel cost savings

In-field manufacturing capabilities

Developing complementary crane technology

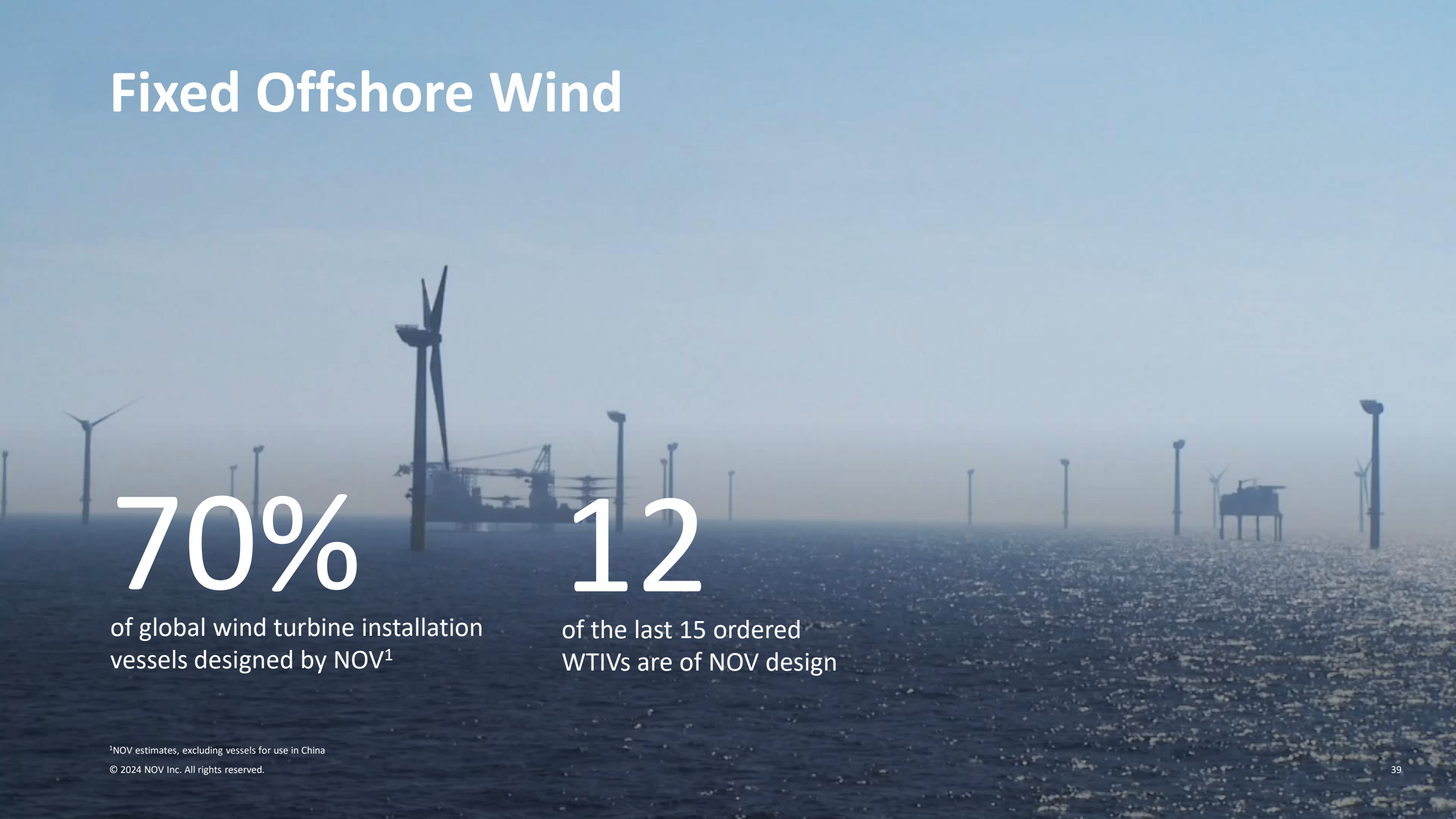
Can NOV technology drive improved wind farm economics?

(illustrative unlevered IRR)



[1] IEA
[2] NOV estimates

Fixed Offshore Wind



70%

of global wind turbine installation vessels designed by NOV[1]

12

of the last 15 ordered WTIVs are of NOV design

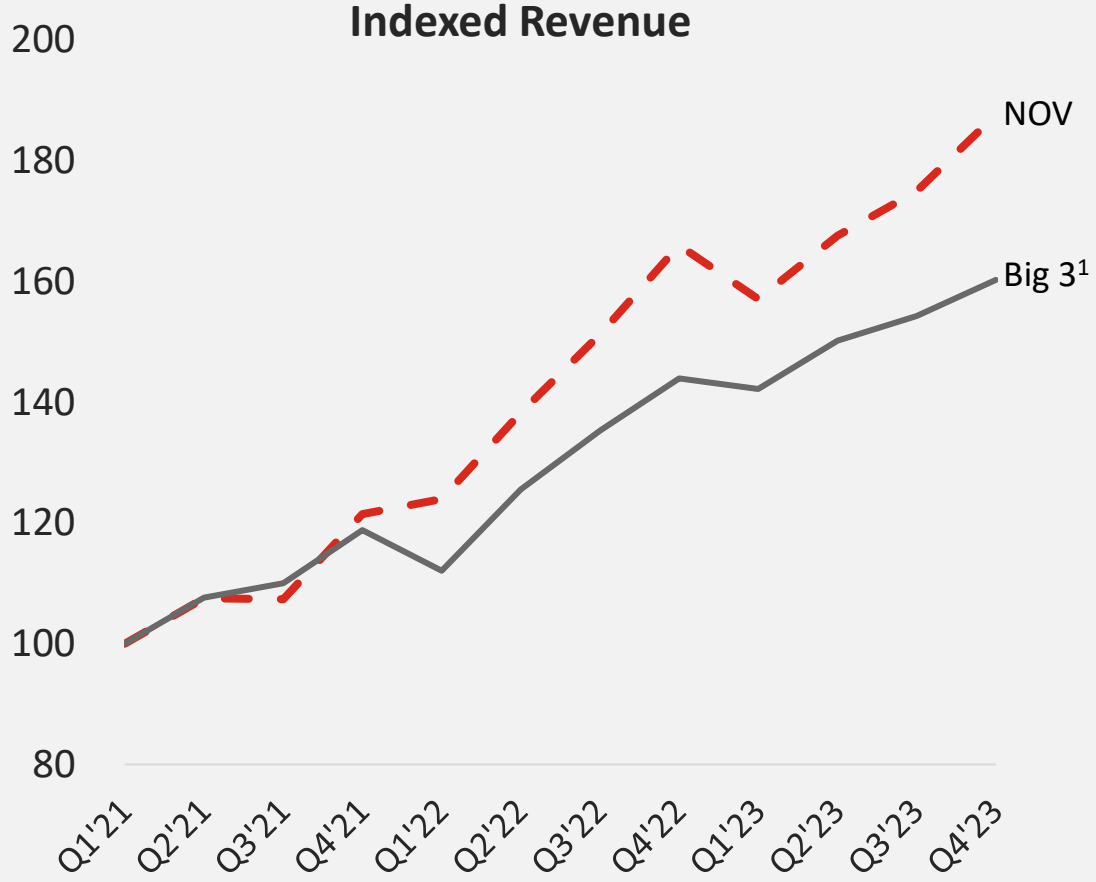
[1]NOV estimates, excluding vessels for use in China

Floating Wind

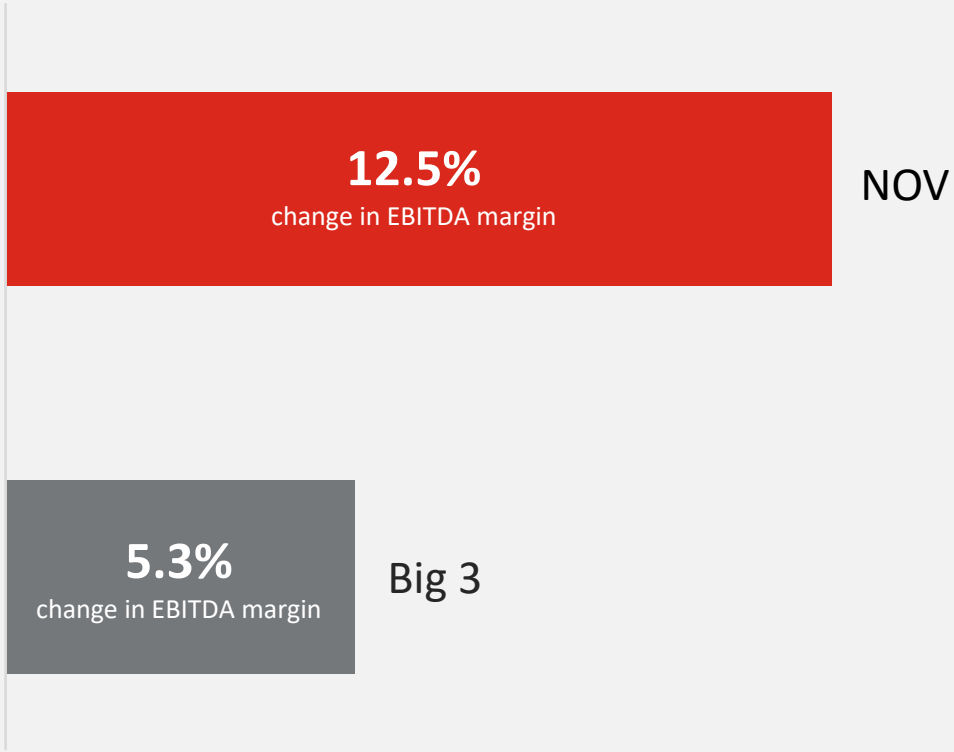
Floating Wind

NOV Relative Performance

Indexed Revenue



Margin Expansion Since Q1'21



[1] Indexed revenue was calculated by combining Big 3 revenues. Big 3 includes SLB, HAL, and BKR.

Why NOV?

Capitalizing on evolving cycle

Later-cycle, capital-light business model

Improving profitability and cash flow

Strong history of returning capital to shareholders

Growing renewables opportunity

Solid outlook for 2024 and beyond

Appendix A: Annual non-GAAP financial measures

in $millions

	Year Ended December 31, 2022	Year Ended December 31, 2023
Reconciliation of Adjusted EBITDA:		
GAAP net income (loss) attributable to Company	$155	$ 993
Noncontrolling interests	-	(8)
Provision (benefit) for income taxes	83	(373)
Interest expense	78	88
Interest income	(19)	(28)
Equity income in unconsolidated affiliates	(68)	(119)
Other expense, net	35	98
(Gain)/Loss on Sales of Fixed Assets	-	(3)
Depreciation and amortization	301	302
Other items, net	114	51
Total Adjusted EBITDA	$679	$ 1,001

Appendix B: Quarterly non-GAAP financial measures

in $millions

	2021				2022				2023			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Reconciliation of Adjusted EBITDA:												
GAAP net income (loss) attributable to Company	$(115)	$(26)	$(69)	$(40)	$(50)	$69	$32	$104	$126	$155	$114	598
Noncontrolling interests	1	3	4	(3)	1	1	3	(5)	(1)	2	(6)	(3)
Provision (benefit) for income taxes	(6)	2	5	14	14	(2)	29	42	20	19	48	(460)
Interest expense	20	19	19	19	19	19	19	21	21	21	23	23
Interest income	(2)	(2)	(3)	(2)	(1)	(5)	(6)	(7)	(8)	(8)	(5)	(7)
Equity income in unconsolidated affiliates	4	-	2	(1)	(6)	(14)	(12)	(36)	(48)	(37)	(16)	(18)
Other expense, net	10	16	(1)	(2)	2	-	(10)	43	16	29	25	28
(Gain)/Loss on Sales of Fixed Assets	2	(5)	-	1	5	(7)	1	1	(4)	-	-	1
Depreciation and amortization	79	77	75	75	74	75	76	76	77	71	77	77
Other items, net	7	20	24	8	45	14	63	(8)	(4)	(7)	7	55
Total Adjusted EBITDA	$ -	$104	$56	$69	$103	$150	$195	$231	$195	$245	$267	$294
Adjusted EBITDA as a % of Revenue	0.0%	7.3%	4.2%	4.5%	6.7%	8.7%	10.3%	11.1%	9.9%	11.7%	12.2%	12.5%

Appendix C: Revenue reconciliation

3rd Party; in $millions

	Three Months Ended December 31, 2023			
	Wellbore Technologies	**Completion & Production Solutions**	**Rig Technologies**	**Total**
North America Land	$283	$136	$70	$488
International Land	300	151	143	594
Industrials	2	160	-	162
Offshore	214	312	457	983
Renewables	7	22	87	116
	$805	$781	$757	$2,343

Appendix D: Carbon emissions reduction potential of NOV products

Product	Method	Potential Annual Emissions Reduction (metric tons CO2e/year)	Assumptions
Maestro Rig Engine Optimization	Reduces diesel usage by peak load management	66,000	Penetration of 200 U.S. land rigs with Amphion controls
eFrac	Enables gas turbine power vs. diesel engines	5,600,000	5% market share of ~285 frac fleets
Ecobooster	Reduced fuel usage on rigs by managing hydraulic power unit motors	130,000	Penetration of 300 rigs with automated pipehandlers
AQUA-VES Offshore Water Treatment	Local drilling fluids treatment	474,000	Full replacement of current NOV water treatment fleet
iNOVaTHERM Portable Waste Treatment	Local waste treatment with minimal transportation cost	316,000	Full replacement of current NOV waste treatment fleet
Powerblade Kinetic Energy Recovery System	Flywheel stores energy during tripping, enabling engine peak load management	1,400,000	Full penetration of offshore rig fleet with appropriate drawworks