

NOV Inc. (NYSE: NOV)

Barclays CEO Energy Power Conference

September 8, 2021

Clay Williams

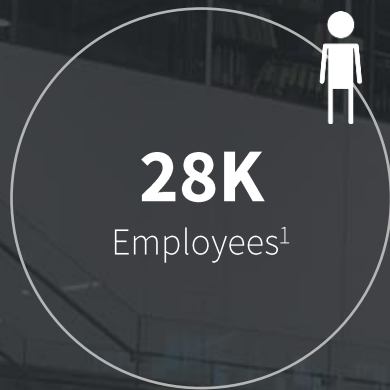
Chairman, President, and CEO



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 but are not limited to: the continuing impact of COVID-19 and any variants, including potential negative economic repercussions, resulting negative impact on demand for oil and gas, negative operational challenges relating to COVID-19 including logistical and supply chain challenges. There are numerous other factors that could adversely impact actual results, including changes in the demand for or price of oil and/or natural gas; potential catastrophic events related to our operations, including weather events including 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, 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, 2020, Form 10-Q for the quarter ended June 30, 2021, 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.

NOV delivers technology-driven solutions to empower the global energy industry. For more than 150 years, NOV has pioneered innovations that enable its customers to safely produce abundant energy while minimizing environmental impact. The energy industry depends on NOV's deep expertise and technology to continually improve oilfield operations and assist in efforts to advance the energy transition towards a more sustainable future.

**NOV powers the industry that powers the world.**



<sup>1</sup> Full Time Equivalent workers

<sup>2</sup> Market Capitalization recorded as of September 3, 2021

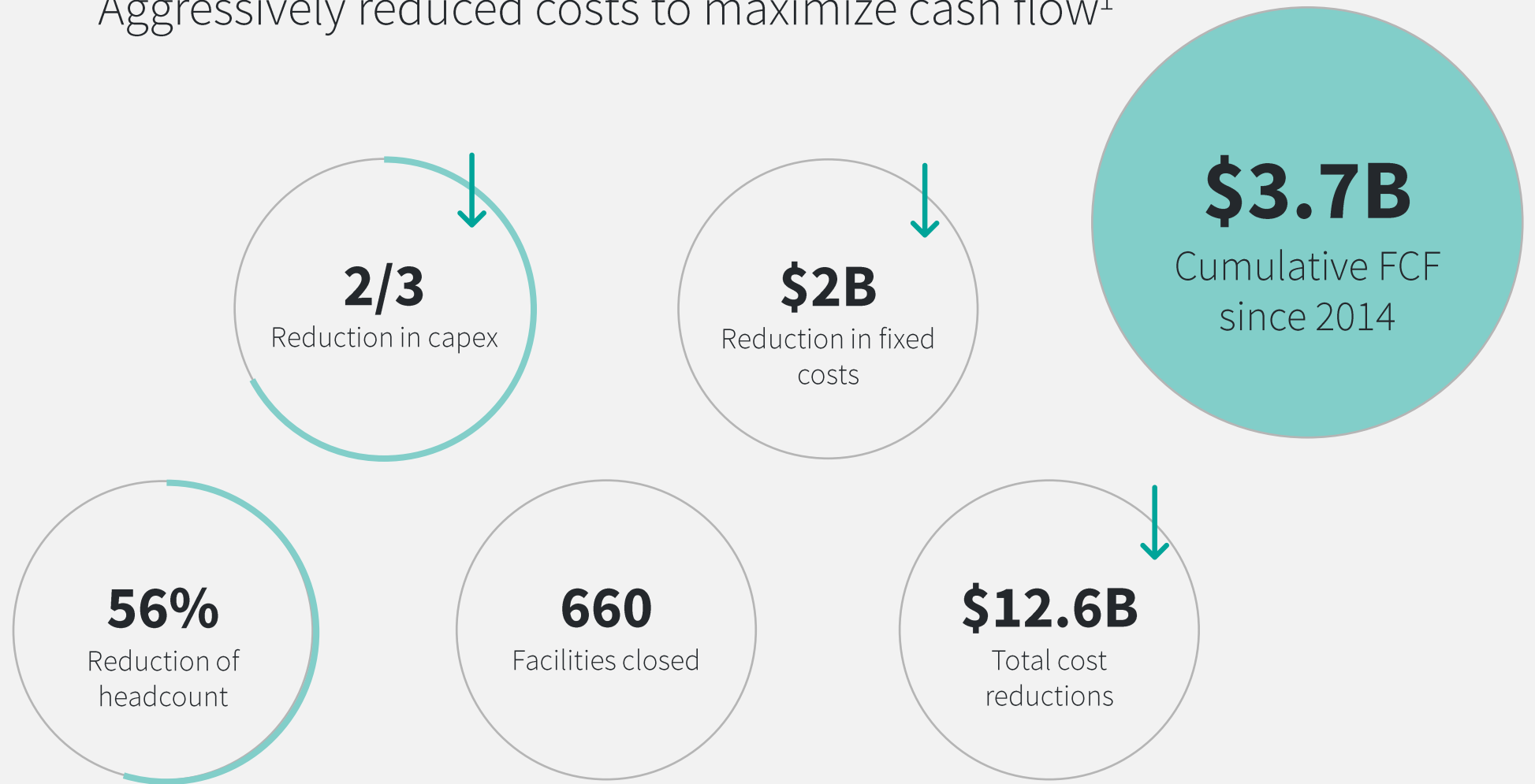
# Good Corporate Citizenship



The NOV Sustainability Report

# Navigating a historical downturn

# Aggressively reduced costs to maximize cash flow<sup>1</sup>



<sup>1</sup>Since 2014

<sup>2</sup>Cumulative free cash flow (FCF) from Q12015 to Q22021

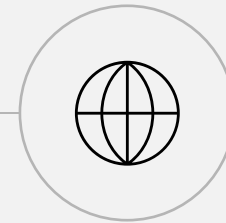
# Improving internal processes to enhance efficiency



Incentive compensation  
tied to working capital in  
2018



Ongoing IT  
infrastructure  
optimization



Streamlining  
our global  
footprint



## Strong balance sheet

**BBB+/Baa2**

Investment grade  
credit rating

**\$114MM**

Net debt

**\$3.6B**

Liquidity<sup>1</sup>

**2029**

Next debt maturity

<sup>1</sup> \$2.0B revolver, \$1.6B cash



Investing for the future

## Reducing completion costs and emissions

# Low emission frac technology vs conventional options

Up to

**74%**

Reduction of CO<sub>2</sub>e  
emissions

Up to

**89%**

Reduction in  
fuel cost

Up to

**40%**

Reduction in total  
cost of ownership

Up to

**42%**

Reduction in over-  
the-road traffic

# Building the digital foundation for drilling automation

# Automating the drilling process

Using our operating system, NOVOS™

**47%**  
Reduction in  
connection time<sup>1</sup>

**39%**  
Increase in rate of  
penetration<sup>1</sup>

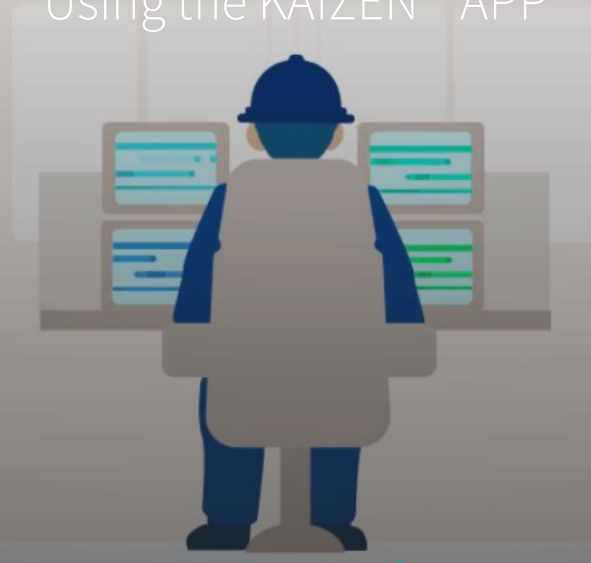
**29%**  
Decrease in days  
to drill<sup>1</sup>

**25**  
stands/hour  
Robotic Arm  
connection rate


<sup>1</sup>Middle East case study incorporating NOVOS and Wired Drill Pipe

# Drilling with artificial intelligence

# Applying AI to optimize drilling Using the KAIZEN™ APP



Saved   
**\$37k**  
Per well<sup>1</sup>

  
**9%**  
Reduced well  
delivery time<sup>1</sup>

  
**20%-25%**  
Increase in ROP<sup>2</sup>

<sup>1</sup> Northeast basin runs using KAIZEN control mode  
<sup>2</sup> Revealed in additional field trials across the globe



## Managing downhole conditions in real-time

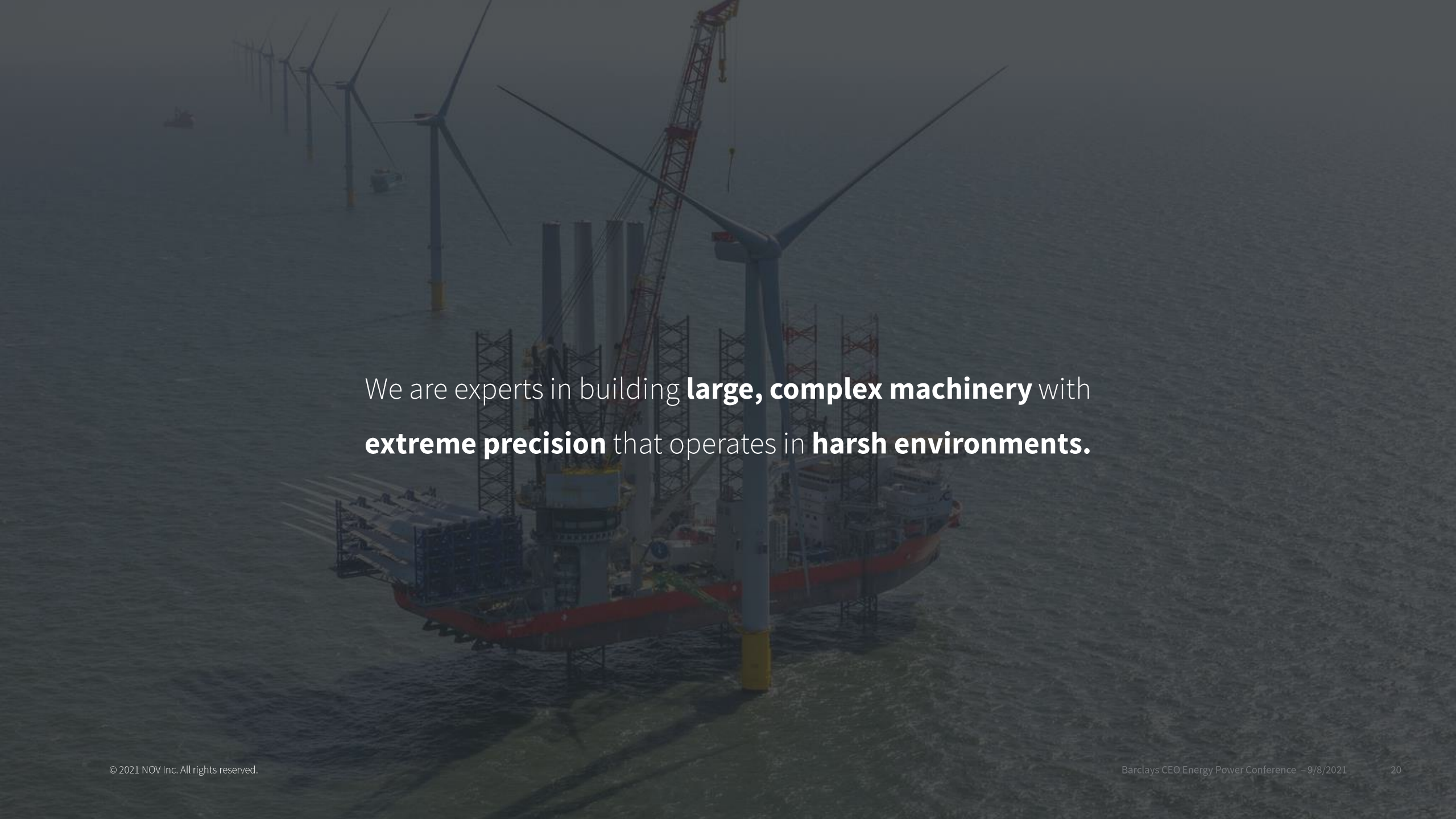
# Delivering downhole data at high-speeds in real-time Using wired drill pipe optimization services



<sup>1</sup>Nygaard, 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

<sup>2</sup>Rystad Energy "OG21: Technologies to Improve NCS Competitiveness"

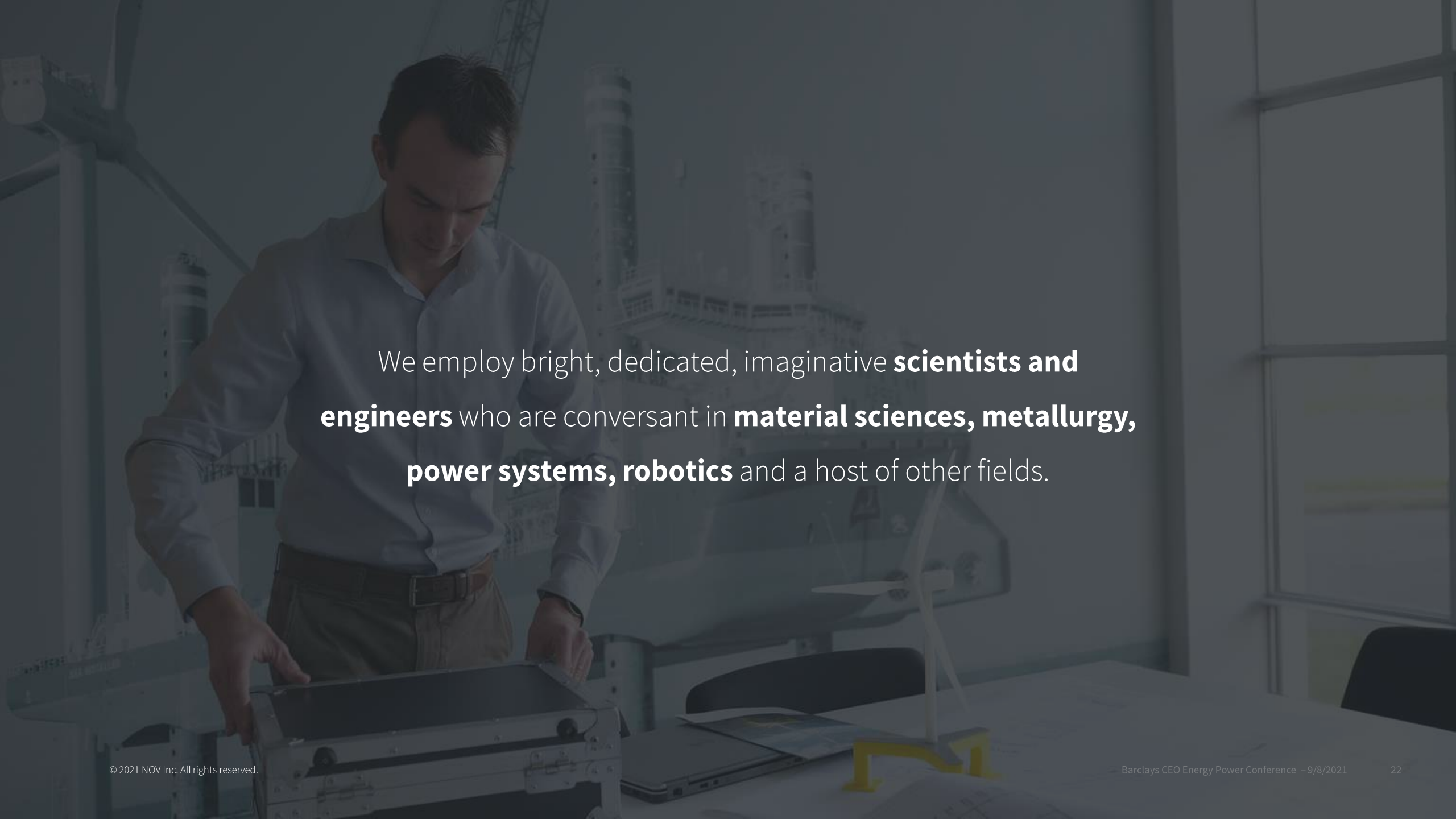
# The Energy Transition

An aerial photograph of an offshore wind farm under construction. A large red and white vessel is positioned in the water, with several tall cranes and scaffolding structures on its deck. One of the cranes is lifting a large component of a wind turbine. In the background, several other wind turbines are visible, extending into the distance. The water is dark and choppy.

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

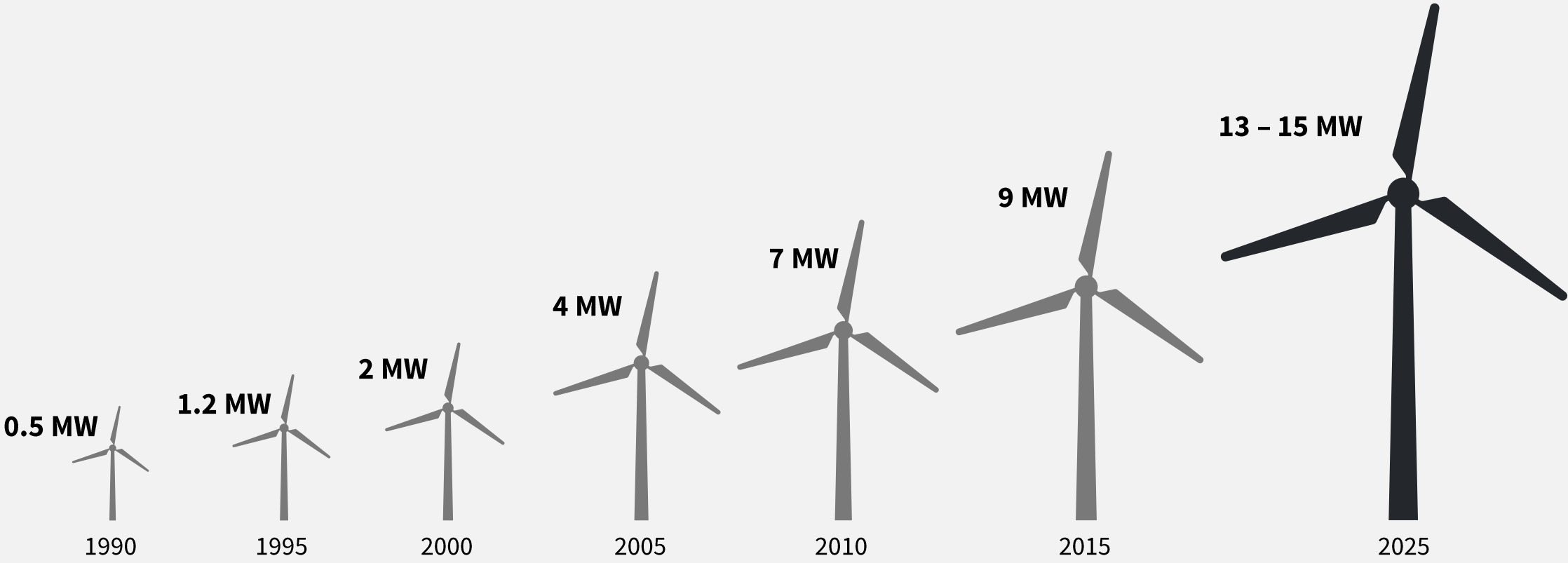
A large red truck with a cylindrical tank is driving on a dirt road in an industrial setting. The truck is the central focus, moving towards the viewer. In the background, another similar truck is visible, and a tall industrial structure stands against a hazy sky. The overall scene is dimly lit, suggesting an overcast day or a remote location.

We do this **at scale** in **remote parts of the world.**

A man in a light blue button-down shirt and khaki pants is leaning over a piece of equipment on a desk. He appears to be working on or inspecting the device. The background is a blurred office or laboratory environment with various pieces of equipment and a window on the right side. The overall tone is professional and technical.

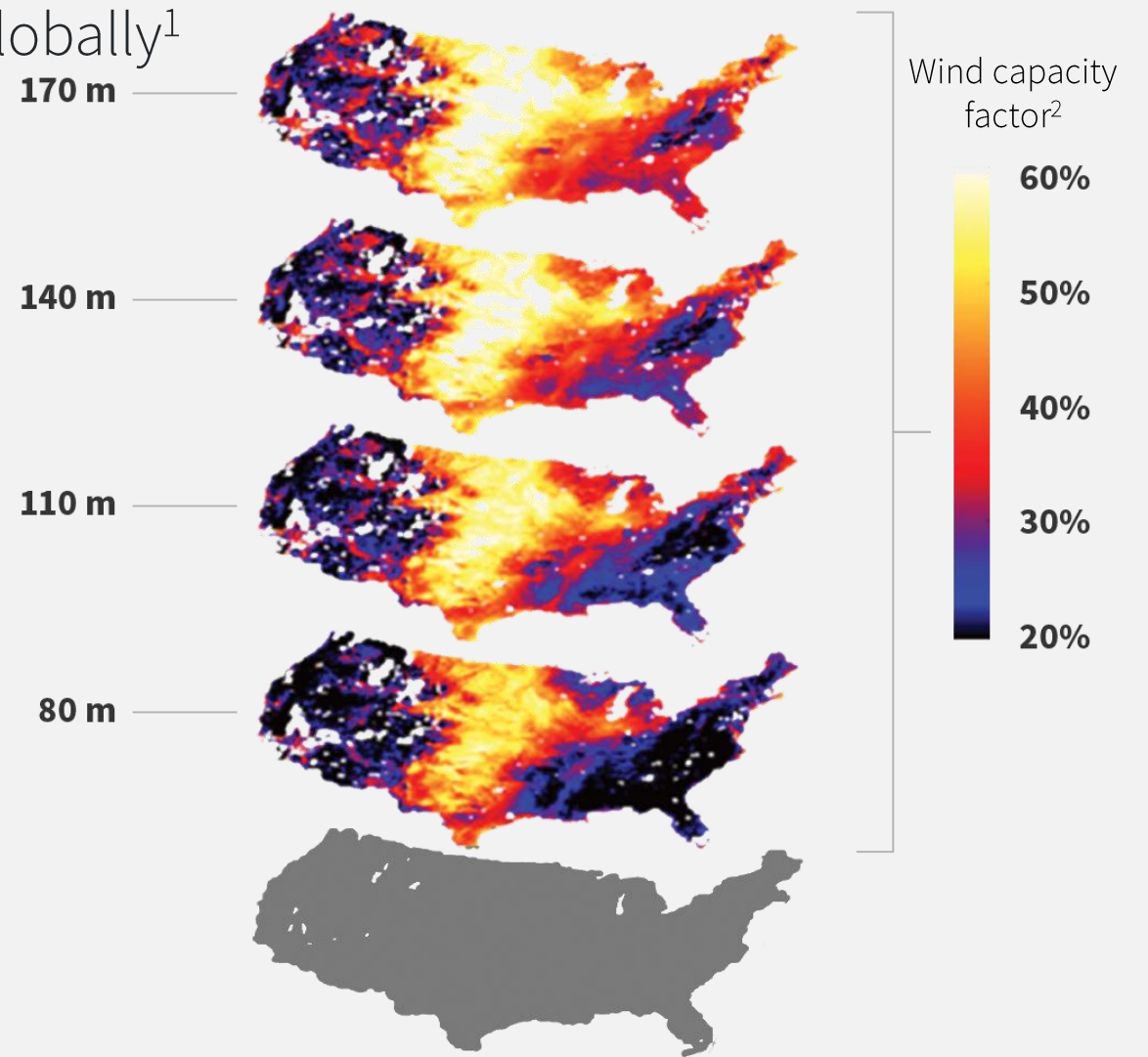
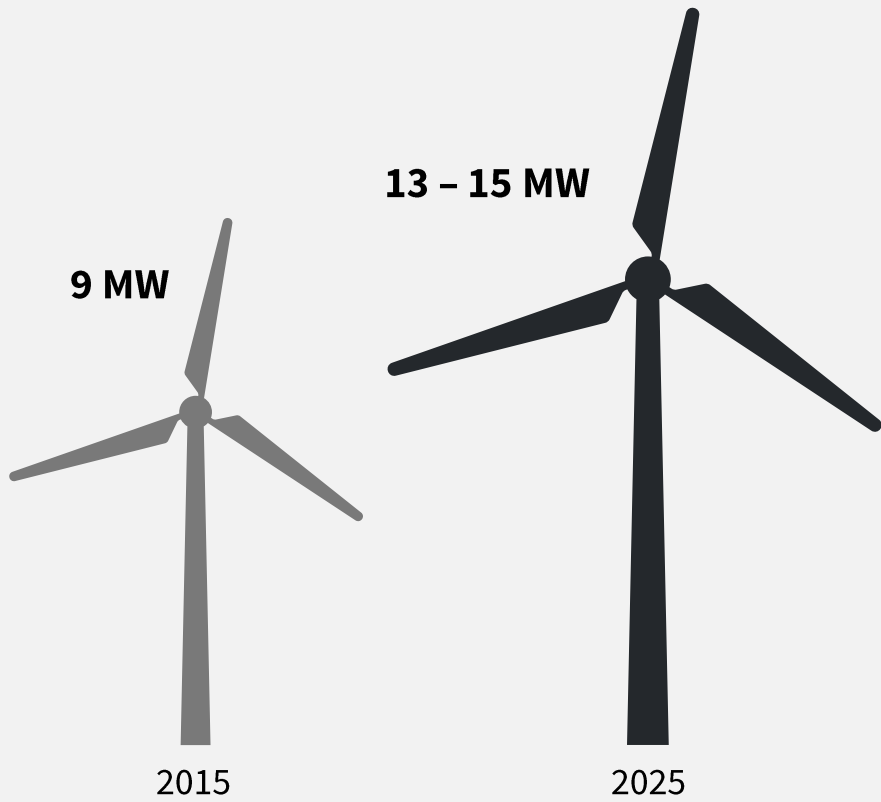
We employ bright, dedicated, imaginative **scientists and engineers** who are conversant in **material sciences, metallurgy, power systems, robotics** and a host of other fields.

# Taller towers will unlock wind resources globally<sup>1</sup>



<sup>1</sup>Bloomberg New Energy Finance  
<sup>2</sup>Zayas, et. Al., "Enabling Wind Power Nationwide," US Department of Energy, May 2015

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## Fixed Offshore Wind

**~70%**

of global wind  
installation vessel  
designed by NOV

**\$200MM**

Forecasted annual  
run rate by  
Q4 2021

**\$400MM**

Forecasted annual  
run rate by  
Q4 2022

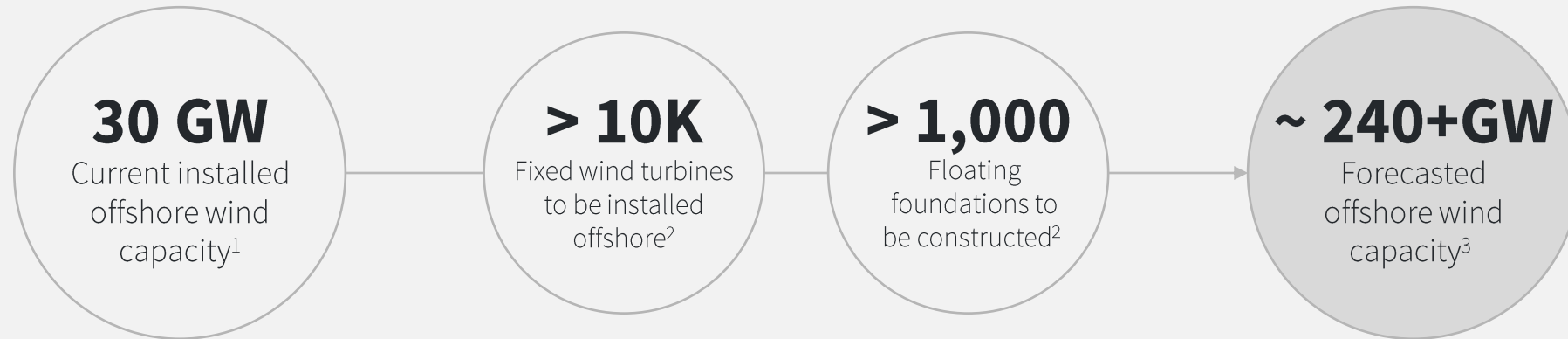
# Floating Offshore Wind

**50+**  
years of experience  
in offshore  
operations

Cost-advantaged  
shallow draft  
design

Automated  
fabrication process  
employs existing  
shipyard supply  
chain

# Offshore Wind Market Outlook to 2030



<sup>1</sup>IEA world energy outlook 2021

<sup>2</sup>Assuming 90/10 split between fixed and floating wind

<sup>3</sup>COffshore's Project Opportunity Pipeline, July 2021

# Onshore wind

New plant in  
Pampa, TX

Proprietary spiral  
welding technique

On-site  
manufacturing  
capabilities

New crane design



## Geothermal

70+ production, including Phoenix™ drill bits, TK™ Coatings, ReedHycalog  
PDC cutter technology, chokes, and land drilling rig packages



## Solar

Developing reliable and easy-to-install single-axis tracker system



# Biogas

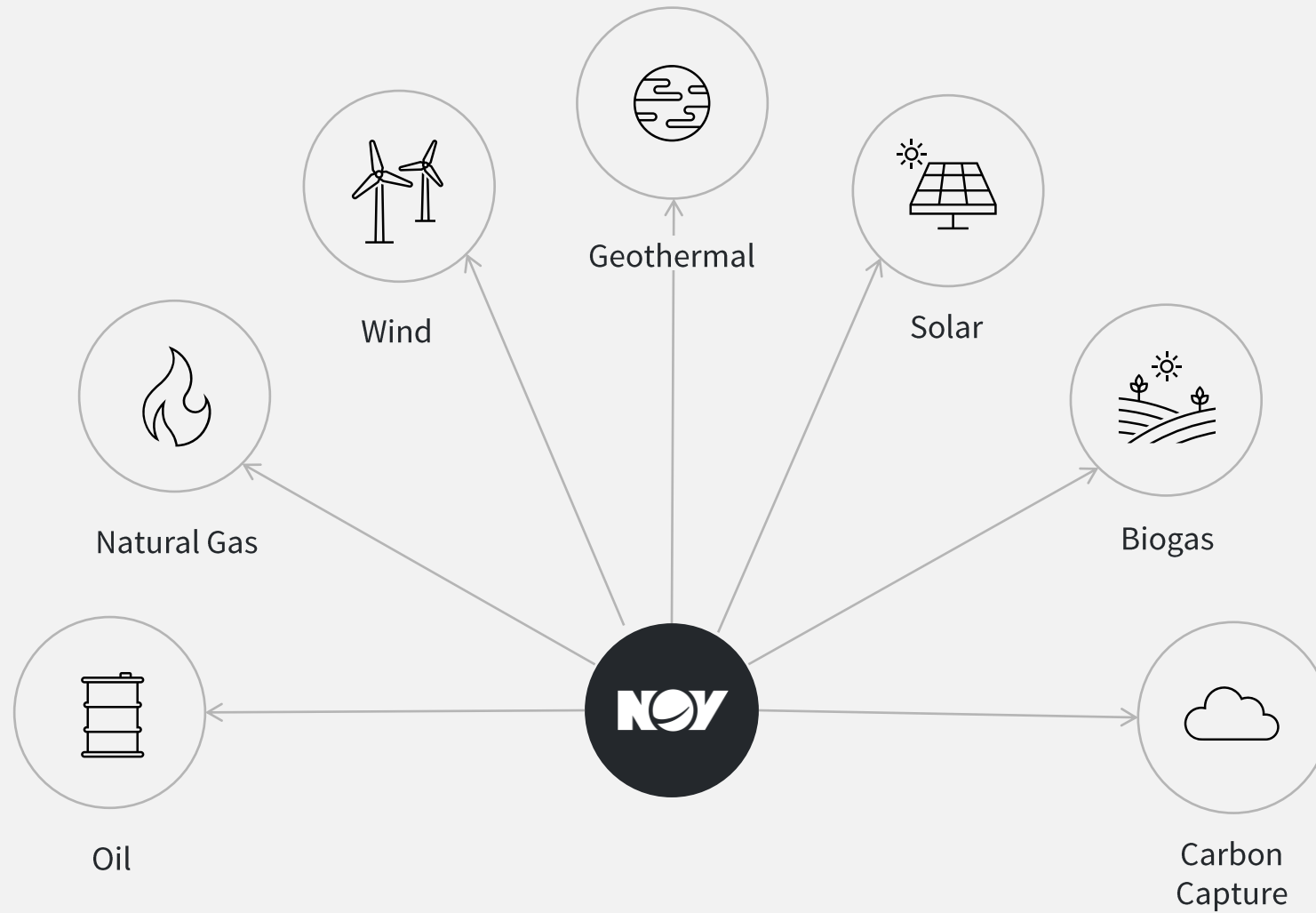
Applying solids and gas separation technologies to biogas production



# Carbon Capture Utilization & Storage

Designing a plant using existing natural gas processing technologies





The background features a complex, abstract design with flowing, organic lines in shades of green and blue. A prominent feature is a curved band with a fine grid pattern, transitioning from yellow-green on the left to dark blue on the right. The overall aesthetic is futuristic and technological.

Wellbore Technologies



Completion & Production Solutions



Rig Technologies

# 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  
at high rates of return

**Defend balance sheet**  
Investment grade rating  
critical to business model

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

# Outlook

- Growing renewables opportunity set
- Technology provider to a highly-cyclical industry
- Later cycle business model
- Continuing COVID-19 impact on supply chains and general business efficiencies
- Demand for oil & gas translates into growing need for capital equipment and consumables
- As the global economy continues to recover, the outlook for 2022 and beyond continues to improve



## NOV in Brief

- Significant cost reductions following a multi-year downturn
- Continuing to advance technology for our oil & gas customers
- Emerging portfolio of innovative renewable energy solutions

# Appendix



## Appendix: Reconciliation of Non-GAAP Financial Measures

The Company discloses Non-GAAP financial measures in its periodic earnings press releases and other public disclosures to provide investors additional information about the results of ongoing operations. The Company uses Non-GAAP financial measures internally to evaluate and manage the business. Non-GAAP financial measures are not intended to replace GAAP financial measures, such as Net Income.

|                               |                |
|-------------------------------|----------------|
| <b>Net Debt</b>               |                |
| Long-Term Debt                | \$ 1,686       |
| Less: Cash & Cash Equivalents | <u>(1,572)</u> |
| <b>Net Debt</b>               | <b>\$ 114</b>  |

|                                    |                 |
|------------------------------------|-----------------|
| <b>Cumulative FCF 2015-Q2 2021</b> |                 |
| <u>Cash Flow from Operations</u>   |                 |
| 2015                               | \$ 1,332        |
| 2016                               | 960             |
| 2017                               | 832             |
| 2018                               | 521             |
| 2019                               | 714             |
| 2020                               | 926             |
| 2021 YTD                           | <u>150</u>      |
| Cumulative CFFO                    | 5,435           |
| <u>Less: Capital Expenditures</u>  |                 |
| 2015                               | (453)           |
| 2016                               | (284)           |
| 2017                               | (192)           |
| 2018                               | (244)           |
| 2019                               | (233)           |
| 2020                               | (226)           |
| 2021 YTD                           | <u>(98)</u>     |
| Cumulative Capex                   | <u>(1,730)</u>  |
| <b>Free Cash Flow</b>              | <b>\$ 3,705</b> |

