# **CHANGE IN REPORTING SEGMENTS**

9<sup>th</sup> FEBRUARY 2022





## **DISCLAIMER**

This presentation contains projections and forward-looking statements concerning, among other things, Weatherford International plc's ("Weatherford" or the "Company") quarterly and full-year revenues, operating income and losses, segment adjusted EBITDA, forecasts or expectations regarding business outlook, prospects for its operations and expectations regarding future financial results. These forward-looking statements are only predictions based upon the current beliefs of Weatherford's management and are subject to significant risks, assumptions, and uncertainties including, but not limited to, the price and price volatility of oil and natural gas; the extent or duration of business interruptions, demand for oil and gas and fluctuations in commodity prices associated with COVID-19 pandemic; general global economic repercussions related to COVID-19 pandemic; the macroeconomic outlook for the oil and gas industry; and operational challenges relating to the COVID-19 pandemic and efforts to mitigate the spread of the COVID-19 virus and COVID-19 variants, including logistical challenges, protecting the health and well-being of our employees, remote work arrangements, performance of contracts and supply chain disruptions; our ability to generate cash flow from operations to fund our operations; and the realization of additional cost savings and operational efficiencies. These risks and uncertainties are more fully described in Weatherford's reports and registration statements filed with the SEC. Any forward-looking statements speaks only as of the date on which such statement is made, and the Company undertakes no obligation to correct or update any forward-looking statement, whether as a result of new information, future events or otherwise, except as required by applicable law, and we caution you not to rely on them unduly.

This presentation should be viewed together with the information contained in our Form 8-K filed February 9, 2022. All financial results in this presentation are unaudited.



## **SEGMENT OVERVIEW**



Reporting structure aligned with strategy



Drives customer centric priorities into our operating processes



Aligns with E&P spending categories



Market-leading product lines in each segment provide pull through with digital & integrated services accelerating growth across segments



Engaging in the energy transition in targeted applications leveraging core capabilities

## **NEW SEGMENT REPORTING STRUCTURE**

# Drilling and Evaluation

(DRE)

LTM: Rev \$1.0B / Segment Adj. EBITDA[1] margin: 15%

Reservoir access and sub-surface evaluation

- MANAGED PRESSURE DRILLING\*
- DRILLING SERVICES
- WIRELINE
- DRILLING FLUIDS

# Well Construction and Completions

(WCC)

LTM: Rev \$1.3B / Segment Adj. EBITDA margin: 18%

Well design and construction

- TUBULAR RUNNING SERVICES\*
- CEMENTATION PRODUCTS\*
- COMPLETIONS
- LINER HANGERS
- WELL SERVICES

# Production and Intervention

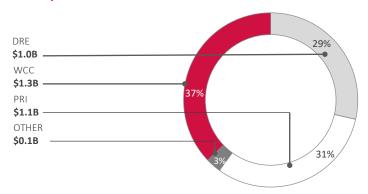
(PRI)

LTM: Rev \$1.1B / Segment Adj. EBITDA margin: 17%

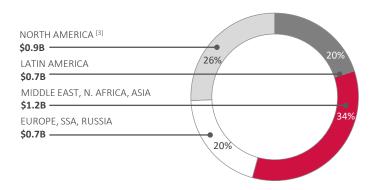
Maximize asset performance. Intervention & Abandonment solutions

- INTERVENTION SERVICES & DRILLING TOOLS [2]\*
- ARTIFICIAL LIFT
- PRODUCTION AUTOMATION & SOFTWARE
- SUB SEA INTERVENTION
- PRESSURE PUMPING

#### LTM Q3'21 REVENUES BY SEGMENT



#### LTM Q3'21 REVENUES BY GEOGRAPHIC AREA



LTM: Last Twelve months as of Q3'21

[1] Segment adjusted EBITDA is our primary measure of segment profitability and is based on segment earnings before interest, taxes, depreciation, amortization, share-based compensation expense and other adjustments.

[2] Includes Fishing and Re-Entry services, a market leading product line

[3] North America consists of USA and Canada

## PORTFOLIO SEGMENTATION

**Value Drivers** 

#### **Weatherford Advantage**

Q3'21 <sub>A</sub>

Growth Accelerators

## Drilling and Evaluation

Reservoir access and sub-surface evaluation

Drilling and Workover Rig count

- Higher footage drilled/well and more complex environments
- Greater market penetration through technology traction & encroachment
- Global leader in Managed Pressure Drilling, High Temperature Drilling
- Unique cross-product line solutions for efficient well construction and productive wells
- Victus<sup>TM</sup> Intelligent MPD delivers unmatched safety and cost savings
- Magnus® rotary steerable system delivers precise directional control
- Centro<sup>™</sup> delivers real-time, multidisciplinary data visibility on operational performance

Rev: \$278mm

18% increase YoY

Segment Adj. EBITDA<sup>[1]</sup>: 20%



#### Well Construction & Completions

Well design and construction

- Risk reduction through assurance of well integrity
- Reduction in well construction cost
- Measurements to facilitate monitoring and control
- Global leader in Tubular Running Services and Cementation Products
- Comprehensive portfolio of upper & lower Completion technologies
- Globally reliable, best-in-class operating processes
- Most trusted brand in Well Construction
- Vero<sup>™</sup> automated connection integrity deploys AI for more efficient and safe operations

Rev: \$345mm

8% increase YoY

Segment Adj. EBITDA: 23%

70 bps increase YoY

# Production & Intervention

Maximize asset performance, intervention and abandonment solutions

- Increased regulatory pressure for environmentally sound well abandonment
- Increased production intensity driving Artificial Lift demand
- Drive for production optimization to maximize recovery
- Digitally enabled optimization of assets and processes

- Global leader in Fishing and Re-entry
- Complete portfolio of well abandonment technologies
- Industry-leading installation footprint of Artificial Lift systems
- Complete solutions in conventional and mature wells production management
- Foresite® production optimization platform delivers insights to enhance production, maximize uptime and improve efficiency

Rev: \$292mm

28% increase YoY

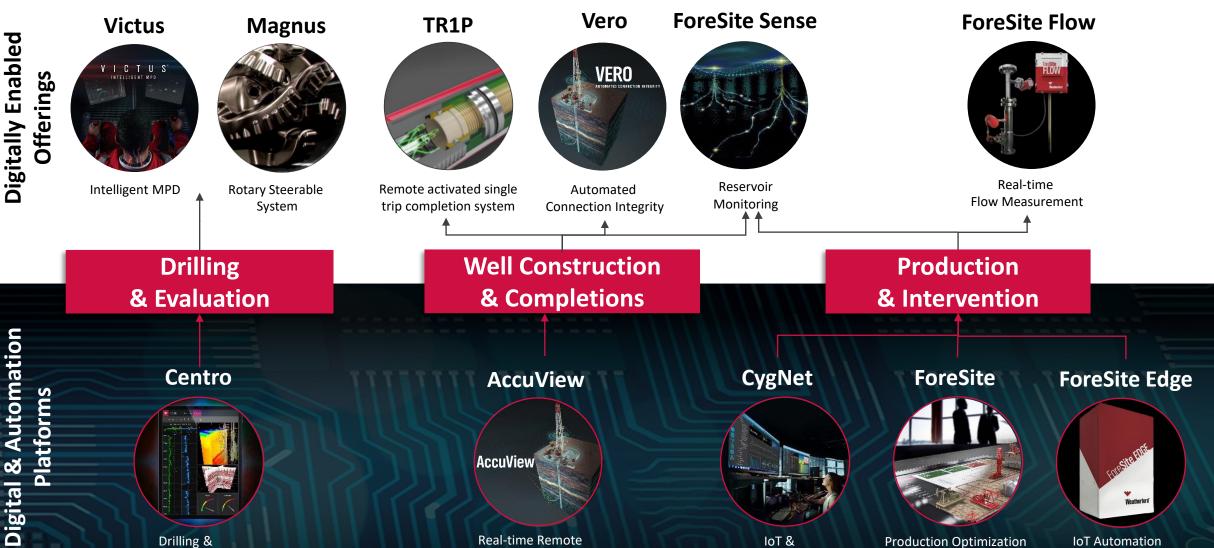
Segment Adj. EBITDA: 20%

330 bps increase YoY



**Evaluation Platform** 

## **INNOVATION & TECHNOLOGY LEADERSHIP IN DIGITAL OFFERINGS**



SCADA Platform

Platform

Platform

Support Platform



### **SUSTAINABILITY & ENERGY TRANSITION**

#### **ESG PILLARS FOR SUCCESS**



#### **ESG REPORTING**

- Environmental, Social, Governance, **Financial Disclosures**
- **Identified KPIs & Tracking**

MEMBER OF THE **UN GLOBAL COMPACT** 



- **Carbon Footprint**
- **Supply Chain Optimization**
- **Emission Reduction**



- Geothermal
- Carbon Capture, Utilization and Storage (CCUS)
- Plug & Abandonment



COMMITTED TO BECOMING NET ZERO BY 2050



# **REVENUE CURRENT VS PRIOR**

	2021							2020								
(Dollars in millions)		Q3		Q2		Q1		Q4		Q3		Q2		Q1		
Revenues																
Current																
Drilling and Evaluation	\$	278	\$	265	\$	236	\$	214	\$	235	\$	236	\$	359		
Well Construction and Completions		345		337		323		338		320		324		432		
Production and Intervention		292		278		259		270		229		229		378		
Total Reportable Segment Revenues	\$	915	\$	880	\$	818	\$	822	\$	784	\$	789	\$	1,169		
All Other		30		23		14		20		23		32		46		
Total Revenues	\$	945	\$	903	\$	832	\$	842	\$	807	\$	821	\$	1,215		
Prior																
Western Hemisphere	\$	441	\$	425	\$	390	\$	372	\$	316	\$	310	\$	588		
Eastern Hemisphere		504		478		442		470		491		511		627		
Total Revenues	\$	945	\$	903	\$	832	\$	842	\$	807	\$	821	\$	1,215		



#### SEGMENT MEASURE OF PROFITABILITY CURRENT VS PRIOR

				2021			2020								
(Dollars in millions)		Q3		Q2		Q1		Q4		Q3		Q2		Q1	
Segment Measure of Profitability Throu	gh Operat	ing Inco	me	(Loss)											
Current															
Drilling and Evaluation	\$	56	\$	46	\$	29	\$	22	\$	29	\$	31	\$	50	
Well Construction and Completions		79		55		50		57		72		52		92	
Production and Intervention		57		46		41		39		37		23		55	
Segment Adjusted EBITDA [1]	\$	192	\$	147	\$	120	\$	118	\$	138	\$	106	\$	197	
Corporate and Other [2]		(13)		(11)		(18)		(20)		(34)		(27)		(19)	
Depreciation and Amortization		(112)		(114)		(111)		(116)		(117)		(113)		(157)	
Share-based Compensation Expense		(4)		(5)		(4)		-		-		-		-	
Other Adjustments [3]		8		8		-		(89)		(47)		(463)		(843)	
Operating Income (Loss)	\$	71	\$	25	\$	(13)	\$	(107)	\$	(60)	\$	(497)	\$	(822)	
Prior															
Western Hemisphere	\$	45	\$	28	\$	24	\$	14	\$	(2)	\$	(23)	\$	29	
Eastern Hemisphere		34		6		(19)		(1)		5		15		18	
Segment Operating Income (Loss)		79		34		5		13		3		(8)		47	
Corporate		(16)		(17)		(18)		(31)		(28)		(26)		(26)	
Other Adjustments		8		8		-		(89)		(35)		(463)		(843)	
Operating Income (Loss)	\$	71	\$	25	\$	(13)	\$	(107)	\$	(60)	\$	(497)	\$	(822)	

<sup>[1]</sup> Segment adjusted EBITDA is our primary measure of segment profitability and is based on segment earnings before interest, taxes, depreciation, amortization, share-based compensation expense and other adjustments.

<sup>[2]</sup> Corporate and other includes business activities related to all other segments (profit and loss), corporate and other expenses (overhead support and centrally managed or shared facilities costs) that do not individually meet the criteria for segment reporting.

<sup>[3]</sup> Other adjustments in the third quarter of 2020 under the current presentation is a higher expense than the prior due to a \$12 million gain on sale of operational assets which is included in WCC under the current segment reporting.