



# INVESTOR PRESENTATION

WEATHERFORD INTERNATIONAL PLC

**Q3** | **2020**



# DISCLAIMER

This presentation contains projections and forward looking statements concerning, among other things, Weatherford International plc's ("Weatherford" or the "Company") prospects for its operations and expectations regarding future financial results which are subject to certain risks, uncertainties and assumptions. These risks and uncertainties, which are more fully described in Weatherford's reports and registration statements filed with the SEC, include but are not limited to risks associated with disease outbreaks and other public health issues, including COVID-19 pandemic, and their impact on the global economy; Weatherford's preparedness for and response to the COVID-19 pandemic and the impact of logistical issues and business interruptions associated with COVID-19 pandemic on Weatherford and its customers and suppliers; the macroeconomic outlook for the oil and gas industry; commodity prices and demand for our goods and services; our ability to realize cost savings and business enhancements from our revenue and cost improvement efforts; and changes in our senior management. Should one or more of these risks or uncertainties materialize, or should the assumptions prove incorrect, actual results may vary materially from those currently anticipated.

This presentation includes non-GAAP financial measures which we believe provide users of our financial information with additional meaningful comparisons between current results and results of prior periods as well as comparisons with peer companies. The non-GAAP amounts should not be considered as substitutes for operating income, provision for income taxes, net income or other data prepared and reported in accordance with GAAP, but should be viewed in addition to the Company's reported results prepared in accordance with GAAP. Please refer to the appendices included herein and our third quarter earnings release for a reconciliation of GAAP to the non-GAAP financial measures. All financial results in this presentation are unaudited.

Upon completing its financial restructuring in late 2019, the Company adopted fresh-start accounting resulting in Weatherford becoming a new entity for accounting and financial reporting purposes. As required by GAAP, results up to and including December 13, 2019 are presented separately as the predecessor period (the "Predecessor" period) and results from December 14, 2019 and onwards are presented as the successor period (the "Successor" period). The results from these Predecessor and Successor periods are not comparable. Nevertheless, for discussion purposes herein, the Company has presented the results of the Predecessor and Successor periods as we believe this provides the most meaningful basis to analyze our results.



# COMPLETED LEADERSHIP TRANSITION



**Girish K. Saligram**

President and Chief  
Executive Officer



**H. Keith Jennings**

Executive Vice President and  
Chief Financial Officer



**Karl Blanchard**

Executive Vice President  
and Chief Operating Officer



**Scott C. Weatherholt**

Executive Vice President,  
General Counsel and  
Chief Compliance Officer



# DELIVERING ON OUR PRIORITIES

## EXPANDING OUR MARGINS

- Q3'20 **Adj. EBITDA growth of 32%**; associated margins of 13% **increased 328 basis points** sequentially
- Year-on-year ("YoY") **Adj. EBITDA decrementals<sup>[1]</sup> of 7%** for the YTD Q3'20 period, versus 40-50% typically for the industry
- Implemented actions to **exceed \$800 million** annualized cost savings plan; further cost and efficiency improvements expected going forward

## SAFETY & SERVICE QUALITY

- Committed to maintaining the **health and safety of our employees**; managing return to workplace plans in-line with guidance from the WHO and CDC and local regulations
- Continuing to meet the needs of our customers with **little-to-no disruption** to their operations



## ENHANCING OUR LIQUIDITY

- Total cash<sup>[2]</sup> of **\$1.3 billion** as of Sep. 30, 2020 increased **\$537 million sequentially**
- Q3'20 Unlevered FCF of \$107 million **improved by >\$300 million YoY**
- Successfully concluded** financing transactions

## LEVERAGING THE PORTFOLIO

- 2% revenue **growth in N. America**, despite 28% decline in average rig count
- Executing **remote operations** and embedding **digital capabilities** across the portfolio
- Hosted **15th annual** Weatherford Enterprise Software Conference

[1] Calculated as the change in adjusted EBITDA divided by the change in total revenues

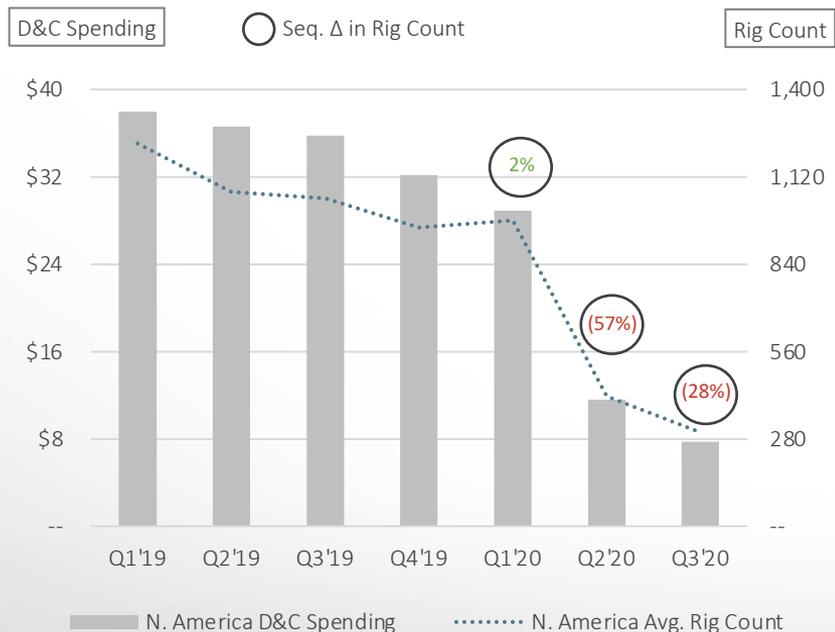
[2] Includes cash and cash equivalents and restricted cash



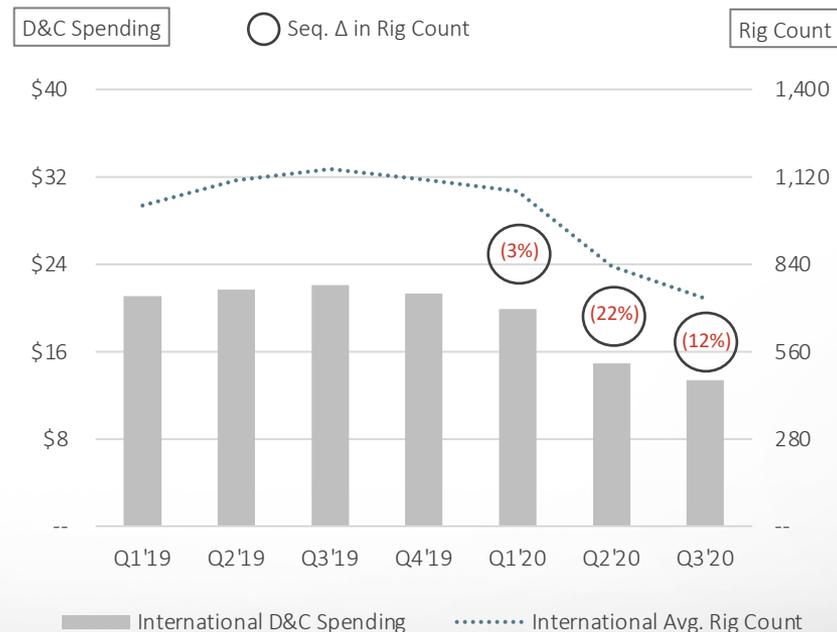
# MARKET UPDATE

(\$ in billions)

## NORTH AMERICA RIG COUNT VS. D&C SPENDING



## INTERNATIONAL RIG COUNT VS. D&C SPENDING





# CUSTOMER & TECHNOLOGY HIGHLIGHTS

## NORTH AMERICA

Deploying ForeSite<sup>®</sup> production optimization platform across all assets in a basin for a major operator

## GULF OF MEXICO

Achieved an industry-first sidetrack through heavy casing in ultra-deepwater with the shallow-angle QuickCut<sup>®</sup> casing-exit system

## SOUTH AMERICA

- | Achieved 730 days and counting without a lost-time incident in Brazil
- | Received a two-year contract to provide Maximizer<sup>®</sup> II and Rotaflex<sup>®</sup> 2.0 pumping units that will improve production in challenging mature fields

## UNITED KINGDOM

Saved two days of rig time by deploying Vero<sup>®</sup> solution to run a chrome completion string, doubling previous run rates

## RUSSIA

Installed a liner-hanger system 100% remotely on an offshore platform during stringent restrictions in travel caused by the pandemic

## EUROPE

Signed a four-year contract with Eni to provide RFID-equipped downhole casing isolation valves that will improve operational safety and reservoir performance in critical wells

## MIDDLE EAST

- | Awarded a customer's first ever MPD contact spanning three years and covering 100% of the workscope
- | Won a major contract to deliver Completions, Liner Hangers and Cementation products and services
- | Deploying Centro<sup>™</sup> digital well delivery solution with directional drilling and MPD solutions and Weatherford's RTOC

Hosted the 15th annual Weatherford Enterprise Software conference, attended by over 500 customers globally.

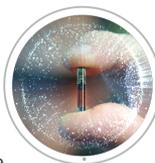


# DIGITAL OFFERINGS ARE DELIVERING TANGIBLE RESULTS



## Centro™ Well Construction Optimization Platform

1 second data rates while monitoring multiple rigs  
24 hours saved with tool failure alert in the US



## RFID Enabled Solutions

600 drilling and completion operations  
Up to 60% reduction in rig-time with single-trip completions



## ForeSite® Sense Reservoir Monitoring Solutions

7,000 installations across all well environments  
\$12M saved with real-time flow data in the North Sea



## AccuView® Real-Time Remote Support System

300 jobs with 60% improvement in nonproductive time  
\$425K saved per well for operator in Norway

PLANNING

DRILLING

COMPLETIONS

PRODUCTION

INTERVENTION



## Victus™ Intelligent MPD

3.5M hours of successful drilling  
Helped operator in Gulf of Mexico reach target depth, saving \$90M over 6 wells



## Vero® Automated Connection Integrity

10% less makeup time, 10% fewer damaged connections on average  
30% faster running speed, zero rejected joints in UAE well



## ForeSite® Production Optimization Platform

~100K wells optimized globally  
Increased production by 6,000 bbl/day across 1,700 wells for a operator in the Middle East



## ForeSite® Flow Multiphase Flow Measurement

70% OPEX reduction, 40% CAPEX reduction per well on average  
\$10M saved annually by reducing CAPEX in 10 South Pacific wells



## ForeSite® Edge IoT-Enabled Automation

50% OPEX reduction, achieved via closed-loop autonomous control  
80% fewer well visits, 15% fewer failures for operator in US



## CygNet® IoT & SCADA Platform

~350K wells managed and controlled globally  
Saved 5,800 manhours annually for a operator in the Permian



# CONSOLIDATED FINANCIAL SUMMARY

(\$ in millions, except per share data)

INCOME STATEMENT	Q3'20	Δ Seq.	Δ YoY
Revenues	\$807	(2%)	(39%)
Adjusted EBITDA	\$104	32%	(42%)
% Margin	12.9%	328 bps	(72 bps)
Non-GAAP Diluted Loss per Share	(\$2.03)	(19%)	n/m
NET WORKING CAPITAL <sup>[1]</sup>			
Total Net Working Capital	\$1,314		
Days of Revenue	147 days	(7 days)	25 days
Accounts Receivable, Net	\$835		
Days of Revenue	93 days	(8 days)	6 days
Inventories, Net	\$811		
Days of Revenue	91 days	(4 days)	13 days
Accounts Payable	\$332		
Days of Revenue	37 days	(5 days)	(6 days)
TOTAL CASH & CASH FLOW			
Total Cash <sup>[2]</sup>	\$1,293	\$537	\$243
Unlevered Free Cash Flow	\$107	(\$1)	\$312
Free Cash Flow	\$105	\$107	\$334
Capital Expenditures	\$27	(23%)	(100%)
% of Revenue	3.3%	(91 bps)	(145 bps)

[1] Days of revenue metrics use a 360 day convention and are calculated by dividing the applicable field by revenue and multiplying by 90 days

[2] Includes cash and cash equivalents and restricted cash



# SEGMENT RESULTS: WESTERN HEMISPHERE

(\$ in millions)

## FINANCIAL RESULTS

	Q3'20	Δ Seq.	Δ YoY
<b>Revenues:</b>			
North America	\$175	2%	(54%)
Latin America	\$141	2%	(52%)
<b>Total Revenues</b>	<b>\$316</b>	<b>2%</b>	<b>(53%)</b>
<b>Adjusted Segment EBITDA</b>			
	\$29	383%	(52%)
<i>% Margin</i>	9%	730 bps	30 bps

## COMMENTS

- North America revenue growth driven by increased production and workover activity and seasonal activity increases in Canada
  - Results compare favorably to corresponding 28% decline in average rig count and in-line with the estimated growth of hydrocarbon production
- Latin America growth driven by activity recoveries in Argentina and Colombia, partially offset by lower customer spending/activity in other countries
- Adjusted Segment EBITDA grew 383% sequentially, driven by increased activity and impact of cost reduction actions
  - Adj. EBITDA margins increased 730 bps sequentially and were slightly above prior year
  - Favorable Adj. Segment EBITDA decrements of 9% YoY, versus 40-50% typically for the industry

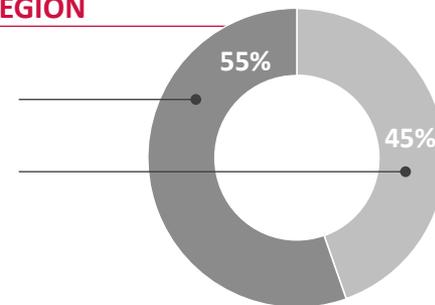
## REVENUES BY REGION

North America

**\$175**

Latin America

**\$141**



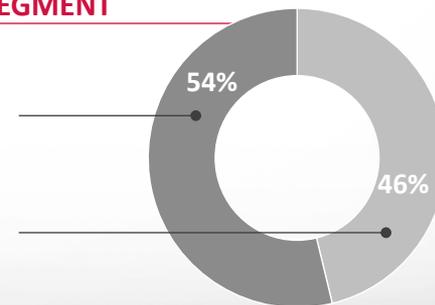
## REVENUES BY SEGMENT

Production and Completions

**\$170**

Drilling, Evaluation and Intervention

**\$146**





# SEGMENT RESULTS: EASTERN HEMISPHERE

(\$ in millions)

## FINANCIAL RESULTS

	Q3'20	Δ Seq.	Δ YoY
<b>Revenues:</b>			
Middle East, North Africa, Asia	\$319	(6%)	(15%)
Europe, SSA, Russia	\$172	1%	(34%)
<b>Total Revenues</b>	<b>\$491</b>	<b>(4%)</b>	<b>(23%)</b>
<b>Adjusted Segment EBITDA</b>	<b>\$104</b>	<b>4%</b>	<b>(28%)</b>
<i>% Margin</i>	21%	160 bps	(150bps)

## COMMENTS

- Decline in Middle East, North Africa, and Asia revenue due to reduced drilling activity in the Middle East, partially offset by growth in Asia associated with increased Production and Completions product sales
- Europe, Sub Saharan Africa and Russia growth driven by activity increases in Europe due to the easing of COVID-19 restrictions, partially offset by lower Production and Completions product sales in Russia
- Adjusted Segment EBITDA grew 4% sequentially, driven by cost savings efforts and a one-time benefit related to capital sales from Q3'19
  - Adj. EBITDA margins increased 160 bps sequentially
  - 4% Adj. EBITDA growth despite 4% decline in revenues

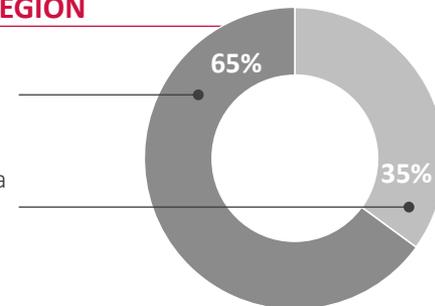
## REVENUES BY REGION

Middle East, North Africa, Asia

**\$319**

Europe, SSA, Russia

**\$172**



## REVENUES BY SEGMENT

Drilling, Evaluation and Intervention

**\$250**

Production and Completions

**\$241**

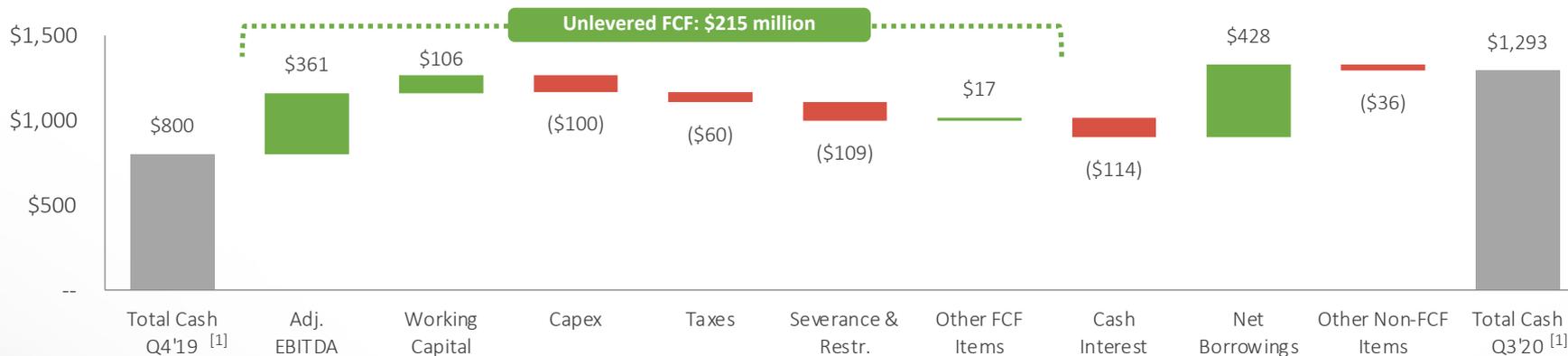




# ENHANCING LIQUIDITY

(\$ in millions)

## YTD'20 CASH FLOW BRIDGE



## COMMENTS

- Total cash<sup>[1]</sup> balance increased to \$1.3 billion
- Strengthened balance sheet through a series of financing transactions:
  - Issued \$500 million of 8.75% senior secured first lien notes
  - Terminated the ABL Credit Agreement
  - Increased commitments and reduced minimum liquidity covenant under the LC Credit Agreement
- Eliminated risk of breaching ABL Credit Agreement's financial covenants and alleviated substantial doubt of ability to continue as a going concern

## LONG TERM DEBT MATURITIES



[1] Includes cash and cash equivalents and restricted cash



# QUALITATIVE Q4'20 OUTLOOK

## REVENUES

- Western Hemisphere expected to increase sequentially by high-single digits
- Eastern Hemisphere expected to decline sequentially by mid- to high-single digits
- Consolidated revenues expected to be flat to slightly-down from Q3'20 levels

## ADJUSTED EBITDA

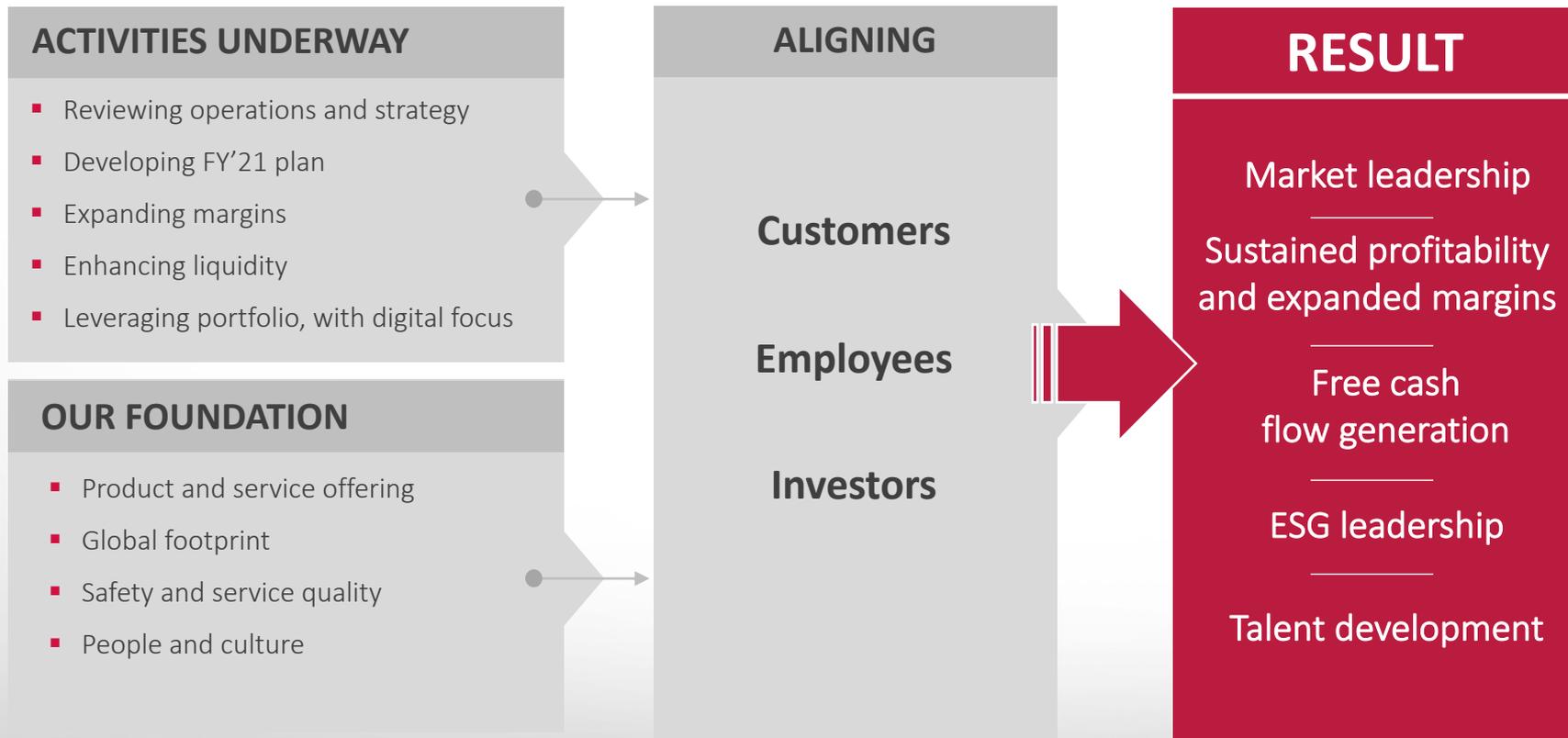
- Total year 2020 decrements to be in the 10-15% range, in-line with previous outlook
- Continued focus on improving cost structure
- Benefit from one-time capital sale in Q3'20 will not reoccur

## CASH FLOW

- Free cash flow expected to decline sequentially, primarily due to interest payments as well as a reduction in the unwinding of net working capital as our activity levels begin stabilizing



# OUR OBJECTIVES





# APPENDIX



# APPENDIX A

*(\$ in millions)*

## Selected Statements of Operations (Unaudited)

	Successor		Predecessor	Successor	Predecessor
	Quarter Ended		Quarter Ended	Nine Months Ended	Nine Months Ended
	9/30/20	6/30/20	9/30/19	09/30/20	09/30/19
<b>Revenues</b>					
Western Hemisphere	\$ 316	\$ 310	\$ 675	1,214	\$ 2,120
Eastern Hemisphere	491	511	639	1,629	1,849
<b>Total Revenues</b>	<b>\$ 807</b>	<b>\$ 821</b>	<b>\$ 1,314</b>	<b>\$ 2,843</b>	<b>\$ 3,969</b>
<b>Adjusted EBITDA<sup>[1]</sup></b>					
Western Hemisphere	\$ 29	\$ 6	\$ 60	\$ 111	\$ 175
Eastern Hemisphere	104	100	145	331	337
Adjusted Segment EBITDA	133	106	205	442	512
Corporate and Other	(29)	(27)	(26)	(81)	(76)
<b>Total Adjusted EBITDA</b>	<b>\$ 104</b>	<b>\$ 79</b>	<b>\$ 179</b>	<b>361</b>	<b>436</b>
<b>Depreciation and Amortization</b>					
Western Hemisphere	\$ 31	29	\$ 44	\$ 107	\$ 137
Eastern Hemisphere	87	85	73	281	215
Corporate	(1)	(1)	1	(1)	5
<b>Total Depreciation and Amortization</b>	<b>\$ 117</b>	<b>113</b>	<b>\$ 118</b>	<b>\$ 387</b>	<b>\$ 357</b>

Please see the corresponding earnings release available on Weatherford's website for additional information and additional GAAP to Non-GAAP reconciliation tables

[1] In the first quarter of 2020 the Company began reporting adjusted EBITDA excluding the burden of stock-based compensation. We had \$0.1 million of stock-based compensation during 2020. Historical periods have been restated to reflect this methodology and stock-based compensation expense was \$6 million and \$20 million for the three and nine months ended 2019, respectively. For certain of the periods presented, the Eastern Hemisphere includes a Gain on Sale of Operational Assets.



# APPENDIX B

*(\$ in millions)*

## Reconciliation of GAAP to Non-GAAP Net Loss and Diluted Net Loss Per Share (Unaudited)

	Successor		Predecessor	Successor	Predecessor
	Quarter Ended		Quarter Ended	Nine Months Ended	Nine Months Ended
	9/30/20	6/30/20	9/30/19	9/30/20	9/30/19
<b>Net Loss Attributable to Weatherford:</b>					
GAAP Net Loss	\$ (174)	\$ (581)	\$ (821)	\$ (1,721)	\$ (1,618)
Non-GAAP Adjustments, net of tax	32	461	786	1,338	1,203
<b>Non-GAAP Net Loss</b>	<b>\$ (142)</b>	<b>\$ (120)</b>	<b>\$ (35)</b>	<b>\$ (383)</b>	<b>\$ (415)</b>
<b>Diluted Loss Per Share Attributable to Weatherford:</b>					
GAAP Diluted Loss per Share	\$ (2.48)	\$ (8.30)	\$ (0.82)	\$ (24.58)	\$ (1.61)
Non-GAAP Adjustments, net of tax	0.45	6.59	0.79	19.11	1.20
<b>Non-GAAP Diluted Loss per Share</b>	<b>\$ (2.03)</b>	<b>\$ (1.71)</b>	<b>\$ (0.03)</b>	<b>\$ (5.47)</b>	<b>\$ (0.41)</b>



# APPENDIX C

*(\$ in millions)*

## Reconciliation of GAAP to Non-GAAP EBITDA (Unaudited)

	Successor		Predecessor	Successor	Predecessor
	Quarter Ended		Quarter Ended	Nine Months Ended	Nine Months Ended
	9/30/20	06/30/20	9/30/19	09/30/20	9/30/19
<b>Net Loss Attributable to Weatherford</b>	\$ (174)	\$ (581)	\$ (821)	\$ (1,721)	\$ (1,618)
Net Income Attributable to Noncontrolling Interests	7	2	6	17	14
<b>Net Loss</b>	(167)	(579)	(815)	(1,704)	(1,604)
Interest Expense, Net	79	59	26	196	341
Income Tax Provision	8	12	31	64	76
Depreciation and Amortization	117	113	118	387	357
<b>EBITDA</b>	37	(395)	(640)	(1,057)	(830)
<b>Other (Income) Expense Adjustments:</b>					
Reorganization Items	—	—	303	9	303
Impairments and Other Charges	47	463	494	1,353	1,029
Loss on Sale of Business	—	—	8	—	(104)
Stock-Based Compensation	—	—	6	—	20
Other Non-Operating Expense, Net	20	11	8	56	18
<b>Adjusted EBITDA <sup>[1]</sup></b>	\$ 104	\$ 79	\$ 179	\$ 361	\$ 436

Please see the corresponding earnings release available on Weatherford's website for additional information and additional GAAP to Non-GAAP reconciliation tables

[1] In the first quarter of 2020 the Company began reporting adjusted EBITDA excluding the burden of stock-based compensation. Historical periods have been restated to reflect this methodology. For certain of the periods presented, Adjusted EBITDA includes the Gain on Sale of Operational Assets.



# APPENDIX D

(*\$ in millions*)

## Reconciliation of Cash Flows from Operating Activities to Free Cash Flow (Unaudited)

	<b>Successor</b>	<b>Predecessor</b>	<b>Successor</b>
	<b>Nine Months</b>	<b>Nine Months</b>	<b>Three Months</b>
	<b>Ended</b>	<b>Ended</b>	<b>Ended</b>
	<b>9/30/2020</b>	<b>9/30/19</b>	<b>9/30/2020</b>
<b>Free Cash Flow</b> <sup>[1]</sup> <sup>[2]</sup> :			
Cash Flows Provided by (Used in) Operating Activities	\$ 188	\$ (679)	\$ 127
Capital Expenditures for Property, Plant and Equipment	(100)	(177)	(27)
Proceeds from Disposition of Assets	13	80	5
<b>Free Cash Flow</b> <sup>[1]</sup> <sup>[2]</sup>	<b>\$ 101</b>	<b>\$ (776)</b>	<b>\$ 105</b>

Please see the corresponding earnings release available on Weatherford's website for additional information and additional GAAP to Non-GAAP reconciliation tables

[1] Free cash flow is a non-GAAP measure calculated as cash flows provided by (used in) operating activities, less capital expenditures for property, plant and equipment plus proceeds from the disposition of assets. Management believes free cash flow is useful to understand liquidity and should be considered in addition to but not substitute cash flows provided by (used in) operating activities.

[2] Predecessor Free Cash Flow for the third quarter of 2019 was negative \$229 million and was comprised of cash used in operating activities of \$201 million less capital expenditures of \$63 million plus proceeds from the disposition of assets of \$35 million.



# APPENDIX E

*(\$ in millions)*

## Adjusted EBITDA to Unlevered Free Cash Flow and Free Cash Flow (Unaudited)

	Successor		Predecessor	Successor	Predecessor
	Quarter Ended		Quarter Ended	Nine Months Ended	Nine Months Ended
	9/30/20	6/30/20	9/30/19	9/30/20	9/30/19
<b>Adjusted EBITDA</b> <sup>[1]</sup>	\$ 104	\$ 79	\$ 179	\$ 361	\$ 436
Cash From (Used) for Working Capital	59	130	(230)	106	(404)
Capital Expenditures for Property, Plant and Equipment	(27)	(35)	(63)	(100)	(177)
Cash Paid for Taxes	(20)	(19)	(14)	(60)	(65)
Cash Paid for Severance and Restructuring	(34)	(58)	(48)	(109)	(100)
Other	25	11	(29)	17	(218)
<b>Unlevered Free Cash Flow</b>	\$ 107	\$ 108	\$ (205)	\$ 215	\$ (528)
Cash Paid for Interest	(2)	(110)	(24)	(114)	(248)
<b>Free Cash Flow</b> <sup>[2]</sup>	\$ 105	\$ (2)	\$ (229)	\$ 101	\$ (776)

Please see the corresponding earnings release available on Weatherford's website for additional information and additional GAAP to Non-GAAP reconciliation tables

[1] In the first quarter of 2020 the Company began reporting adjusted EBITDA excluding the burden of stock-based compensation. Historical periods have been restated to reflect this methodology. For certain of the periods presented, Adjusted EBITDA includes the Gain on Sale of Operational Assets.

[2] Free cash flow is a non-GAAP measure calculated as cash flows provided by (used in) operating activities, less capital expenditures for property, plant and equipment plus proceeds from the disposition of assets. Management believes free cash flow is useful to understand liquidity and should be considered in addition to but not substitute cash flows provided by (used in) operating activities.



**THANK  
YOU**

FOR FURTHER  
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