



Copyright © 2022 Baker Hughes. All rights reserved. The information contained in this document is confidential and proprietary property of Baker Hughes and its affiliates. It is to be used only for the benefit of Baker Hughes and may not be distributed, reprinted, reproduced, or used for any purpose without the express written consent of Baker Hughes.

Good morning. It is great to be back in New York in person for this year's Barclays Energy conference. I would like to thank Barclays and Dave Anderson for the invitation to speak again this year.

This presentation (and oral statements made regarding the subjects of this release) may contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, (each a "forward looking statement"). The words "anticipate," "believe," "ensure," "expect," "if," "intend," "estimate," "project," "foresee," "forecasts," "predict," "outlook," "aim," "will," "could," "should," "potential," "would," "may," "probable," "likely," and similar expressions, and the negative thereof, are intended to identify forward-looking statements. There are many risks and uncertainties that could cause actual results to differ materially from our forward-looking statements. These forward looking statements are also affected by the risk factors described in the Company's annual report on Form 10 K for the period ended December 31, 2021 and those set forth from time to time in other filings with the Securities and Exchange Commission ("SEC"). The documents are available through the Company's website at www.investors.bakerhughes.com or through the SEC's Electronic Data Gathering and Analysis Retrieval ("EDGAR") system at www.sec.gov. We undertake no obligation to publicly update or revise any forward-looking statement.

The Company presents its financial results in accordance with GAAP; however, management believes that using additional non-GAAP measures will enhance the evaluation of the profitability of the Company and its ongoing operations. See the Appendix of this presentation for a reconciliation of GAAP to non-GAAP financial measures.

Before I begin, please note the disclosure around forward-looking statements that I may make today. As always, you can refer to our latest SEC filings for further details.

KEY MESSAGE

3

Sharpening our focus on building a differentiated Energy Technology Company

Copyright © 2022 Baker Hughes. Company rights reserved.

OUR PATH FORWARD

- » Uniquely positioned to capitalize on cyclical commodity tailwinds and structural growth of energy transition
- » Improving margins and investing in leading industrial and energy transition technologies
- » Streamlining our corporate structure to deliver strategic and operational benefits
- » Enhancing returns, generating strong free cash flow, delivering more value to shareholders

Baker Hughes 

Today I will share our thoughts on several topics, including the evolving energy landscape and how Baker Hughes is poised to capitalize on the cyclical recovery of the oil and gas sector and the longer-term structural changes unfolding across the energy landscape.

I will also provide an update on our strategic priorities, the progress we are making to improve day-to-day execution, and how we are streamlining our corporate structure. As always, we will continue to execute on these priorities with a goal of improving our returns, generating strong free cash flow, and delivering more value to our shareholders.

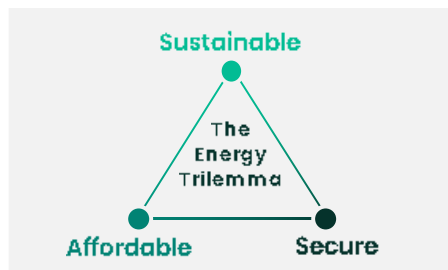
Before I speak on these topics, I would like to give a brief update on how we see market conditions and the outlook for Baker Hughes over the second half of the year. Overall, the outlook we provided on our second quarter earnings call remains largely intact with elevated commodity prices, improving order trends, and pricing actions across our portfolio. Two areas we continue to monitor are the depreciation of the Euro and TPS Services, where the strength in commodity prices continues to shift maintenance schedules for a growing number of our customers. This is a trend that began to materialize late in the 2nd quarter and could create more variability in Services revenue.

MACRO OUTLOOK

4

Baker Hughes is positioned to capitalize on the evolving energy landscape

ENERGY NEEDS TO BE



KEY MACRO THEMES

- Recent geopolitical events have re-drawn the global energy map, significantly changing the macro outlook
- Governments are re-balancing their priorities between sustainability, security, and affordability
- "Net Zero" ambitions remain urgent ... energy crisis changing perceptions ... influencing a more balanced approach
- The need for increased investment in all forms of energy becoming more apparent to all parties

Well positioned to help address the Energy Trilemma ... key driver of near-term upstream & LNG spend, and growth in new energy technology investments

Copyright © 2022 Baker Hughes. Company all rights reserved.

Baker Hughes

Looking at the broader energy markets, there are structural changes occurring within the industry and Baker Hughes is well positioned to capitalize on these unfolding tailwinds.

A year ago, the world was emerging from the COVID-19 pandemic with an optimistic view towards oil demand recovery and higher commodity prices. At the same time, governments accelerated their policy efforts to de-emphasize oil and gas and stimulate broader investments in new energy technologies. However, there was very little focus or coordination on the practicality of the policy steps being taken to replace hydrocarbons with renewables, address the risk of underinvestment in oil and gas, or the broader concept of energy security.

Today, recent world events have re-focused the world's policy makers on energy security, reliability and affordability, and how these needs can be met in parallel with the long-term goal of energy sustainability. While it is clear that the world wants and needs to reduce greenhouse gases, it is also apparent that the pace of the energy transition needs to be balanced and thoughtful. If this balance is neglected, energy may become unaffordable and inaccessible for millions, and potentially billions, of people. Thankfully, we have started to see the emergence of a more pragmatic approach on the energy transition, and as part of that, an enhanced outlook for natural gas and how it can play a larger role in a decarbonizing world.

As we go forward, this three-way push-pull of security, sustainability and affordability – or the "Energy Trilemma" – will redraw the world energy map. Heightened energy security and affordability demands will likely enable an increase in near-to-intermediate term spending for hydrocarbons. At the same time, the urgency for lower carbon emissions will also drive new energy spending in the decades to come. And because of the role natural gas plays as a critical transitional fuel, the Trilemma will be a critical driver for increasing LNG infrastructure spending. Baker Hughes is in a prime position to benefit from this evolving landscape due to its unique portfolio of, assets, energy transition technologies, and long-term strategy.

OUR JOURNEY 5

Our strategy evolution continues

Successfully executing across all three pillars of our strategy to lead the energy transition

Transform the core

Margin expansion – 210 bps margin expansion 17–21 despite volume down 6%

Enhanced FCF¹ conversion – from 43% of adj. EBITDA² in '18 to 58% in '21

Portfolio rationalization – \$1.3B³ of dispositions

Year	Adj. EBITDA %
2017	11.0%
2021	13.1%

Invest for growth

Tuck-in M&A – \$2.1B⁴ of strategic acquisitions & investments

Disciplined approach – Recycling disposal proceeds in acquisitions and investments

Targeting select technologies – Investing for growth across upstream & industrial sectors

Position for new frontiers

Clean technology acquisition – Over 10 new technologies acquired

Developing broad portfolio – Deploying capital across CCUS, hydrogen, CSP & geothermal

Early commercial success – \$350+M new energy orders over the last 18 months

Re-investing in growth opportunities while returning almost \$8B of capital since 2017

Copyright © Baker Hughes. Company rights reserved.
 1. Includes announced dispositions of assets. Controls.
 2. Includes announced acquisitions of Altus Intervention, AccessESP, IET, and Quest Integrity.
 3. CSP: Clean Power Solutions.
 4. Free Cash Flow to Union Group members. See appendix and latest financial disclosures for more. Cash to Cash reconciliation.

Baker Hughes

A few years ago at this conference we laid out a strategic vision predicated on evolving our portfolio and leading the energy transition. We unveiled the first step of this journey in 2019, which was followed in 2020 by outlining the three pillars that would guide the execution of our strategy - transform the core, invest for growth, and position for new energy frontiers.

In 2021, we took another step forward by laying out the longer-term view of Baker Hughes, which envisioned the company eventually evolving to operate across two primary business areas – OFSE and IET.

Since 2019, we have successfully executed across all three pillars of our strategy. To transform our core, we have completed cost-out initiatives and portfolio rationalization efforts across multiple businesses and geographies.

On the cost side, we expanded EBITDA margin rates by 210-basis points since 2017 despite a 6% reduction in revenue. On the portfolio front, we have closed or announced divestments of non-core assets totaling approximately \$1.3 billion over the last five years.

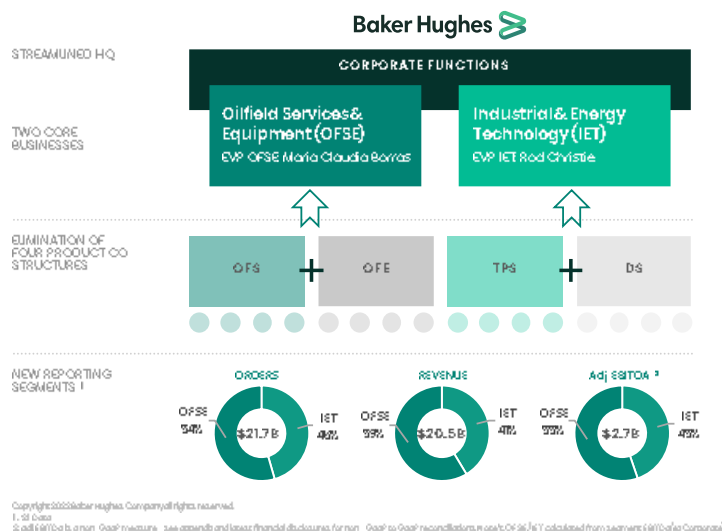
We have also invested for growth by selectively using the proceeds of those divestments. Since the new Baker Hughes was formed, we have announced strategic acquisitions and investments worth approximately \$2.1 billion, including roughly \$500 million in industrial software and inspection technology, as well as the recently announced acquisitions of Altus Intervention, AccessESP, and BRUSH Power Generation.

In new energy frontiers, we have been very active with partnerships, collaborations, and early-stage investments across hydrogen, CCUS, and clean power solutions. We have also had solid commercial success so far, booking a total of over \$350 million of new energy orders over the last 18 months.

Importantly, while we have been working to advance our long-term strategic initiatives, we have continued to focus on free cash flow and shareholder returns. Over the last three years, we have generated average annual free cash flow of almost \$1.2 billion, which equates to almost 45% of our average annual adjusted EBITDA, and have returned almost 85% of our free cash flow back to shareholders. I am proud that our team has been able to accomplish this despite the disruption caused by the COVID-19 pandemic and while executing on meaningful restructuring and separation from GE.

THE NEXT STEP

Transforming the company to drive profitability & enhance optionality



CHANGING THE WAY WE OPERATE

- ✓ Creating two business segments focused on different growth profiles
- ✓ Reducing Executive Leadership team
- ✓ Removing management layers
- ✓ Simplifying operations to enhance profitability
- ✓ Enhancing organizational vitality

\$150M

Cost out across HQ, OFSE & IET

~25%

Reduction in CEO direct reports

Maximizing returns while positioning for strategic optionality

Baker Hughes

As we think about our portfolio and how it has evolved, we have continually looked to ensure we are able to operate effectively in any environment. Today, we are announcing the next step in our journey and formally restructuring and re-segmenting Baker Hughes into two reporting segments, Oilfield Services & Equipment and Industrial & Energy Technology. This will take effect in the fourth quarter of this year.

Through this restructuring, we will merge multiple functions between OFS and OFE and TPS and DS, driving a more simplified and focused organizational structure and reducing a number of duplications across the organization.

These changes will drive a number of direct benefits.

First, the streamlined organizational structure will allow each business to better focus and adapt to the quickly changing energy markets. As you know, one of the key reasons we initially identified the need for these two broad business areas is the divergence in growth profile and market conditions for OFSE and IET. We believe this structure will be more supportive of meeting customer needs and producing solutions in the most efficient manner.

Second, we will remove at least \$150 million in costs through a consolidation of product lines and related functions, and a 25% reduction in the executive management team.

Third, we will improve our operational flexibility and execution under a more focused senior management team. At the executive level, we are reducing and consolidating key corporate functions, which will help allocate more time and focus in areas like supply chain, operations, and capital allocation. We are also creating a new, operations-focused position on the executive leadership team. This new position will help drive better coordination, consistency, and oversight for key processes across Baker Hughes.

At the business segment level, removing the product company layers will upgrade a number of key operational processes across our businesses and enhance their economies of scale.

Once this restructuring and cost-out process is complete in 2023, our corporate structure will not only provide more operational flexibility, but also improve strategic optionality and growth opportunities for both businesses as circumstances and market conditions evolve.

THE NEXT STEP

7

Strategic & operational advantages of new streamlined structure

Enhancing execution, capitalizing on different spending cycles across a shared customer base

Oilfield Services & Equipment (OFSE)	Industrial & Energy Technology (IET)	Benefits and operational improvements of new structure	
<p>Maximizing value in a maturing industry</p> <ul style="list-style-type: none"> • Maturing industry fundamentals • Leveraged to upstream spending cycles • Focused on margin expansion • Technology differentiation and capital light model • Capital discipline and strong FCF generation 	<p>Maximizing long-term growth potential in an evolving market</p> <ul style="list-style-type: none"> • Long-term structural growth outlook • Leveraged to LNG, industrial & New Energy • Investing for long-term growth • High impact solutions to facilitate Energy Transition 	<ul style="list-style-type: none"> ✓ Maintain Scale <ul style="list-style-type: none"> • Global facilities & supply chain • Leading engineering and R&D expertise ✓ Position for evolving customer needs <ul style="list-style-type: none"> • Capitalize on IET and OFSE customer overlap • Provide solutions across the energy value chain: CCUS, Geothermal, Emissions Mgmt & Digital ✓ Simplified Org & Flexibility <ul style="list-style-type: none"> • Leaner cost structure, faster decision making • Efficient capital allocation • New operational roles for key talent ✓ Enhances strategic optionality <ul style="list-style-type: none"> • Ability to rapidly execute a new corporate structure as priorities and market conditions evolve 	
<p>A3/A- Credit Rating</p>	<p>~40% of 2021 revenue shared across top 25 customers</p>	<p>50%+ Targeted FCF conversion</p>	<p>60-80% Targeted FCF returned to shareholders</p>

Copyright © 2022 Baker Hughes. All rights reserved.
 1. Model calculated from the top 25 customers who have purchased products and services from both 'YU' or 'G'.

Baker Hughes 

Over the past year, we have analyzed the performance of our four product companies as well as the underlying market trends in each of our businesses. We also evaluated our customer relationships, commercial positioning, and strategy, as well as our legal entity and tax structures.

As a result of this process, we reached several important conclusions that drive our new corporate structure.

First, the benefits of size and scale are important for Baker Hughes as we balance investing in new technologies and returning cash to shareholders. We continue to believe that the ability to invest and develop multiple technologies early in the energy transition is critical. At the same time, we also intend to maintain our commitment to return 60% to 80% of our free cash flow back to shareholders. Furthermore, the current scale and financial strength of Baker Hughes will also help better navigate any potential economic volatility.

Second, the large customer overlap between IET and OFSE continues to represent a significant opportunity for Baker Hughes as many of them are seeking new technologies and solutions in new energy areas. With our portfolio of compression, carbon capture, and power generation technologies combined with our traditional oil and gas and subsurface capabilities, we are uniquely positioned to offer solutions in the areas of hydrogen, CCUS, and emissions management in addition to traditional upstream oilfield products and services. Our portfolio also provides an unrivaled blend of capabilities for non-oil and gas customers looking for more holistic decarbonization solutions.

Third, it is imperative that both OFSE and IET develop an organizational structure that can improve operational performance and returns, while remaining nimble and responding to rapidly changing market conditions. These changes will ensure better flexibility, faster decision making, and that each business segment can quickly deliver solutions in almost any environment.

In summary, this new structure will allow both businesses to enhance customer relationships and operate with more focus and flexibility while also maintaining the size and scale to maximize technology investments and return substantial amounts of capital to shareholders.

As profitability and returns increase for each business and the investments in IET begin to translate into more sizeable growth opportunities, we expect the priorities regarding corporate structure and capital allocation will shift. Importantly, we believe that this structure maximizes our optionality to respond to market conditions and other factors as the energy and industrial markets evolve.

OFSE

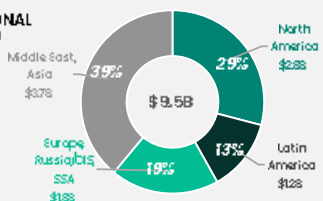
8

Production focused portfolio with strong international presence

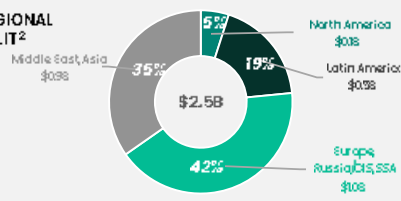
Oilfield Services & Equipment Reporting Segments- Revenue TY '21

Well Construction	Completions, Intervention & Measurements	Production Solutions	Subsea & Surface Pressure Systems
\$3.3B	\$3.1B	\$3.1B	\$2.5B
<ul style="list-style-type: none"> • Drilling Services • Drill Bits • Drilling & Completion Fluids 	<ul style="list-style-type: none"> • Completions & Well Intervention • Wireline Services • Cementing • International Pressure Pumping 	<ul style="list-style-type: none"> • Artificial Lift Systems • Oilfield & Industrial Chemicals 	<ul style="list-style-type: none"> • Subsea Production Systems • Flexible Pipe Systems • Surface Pressure Control

OFSE 2021 REGIONAL REVENUE SPLIT¹



OFE 2021 REGIONAL REVENUE SPLIT²



Copyright © 2022 Baker Hughes. All rights reserved.
 1. OFSE 2021 revenue split for 2021. OFSE 2021 revenue split announced in August 2022 (expected to close in 2022) OFSE 2021 revenue split for 2021. OFSE 2021 revenue split for 2021. OFSE 2021 revenue split for 2021.



Looking closer at the two segments, I will first highlight OFSE, which is extremely well positioned to benefit from a multi-year upturn in global upstream spending. Importantly, OFSE is geographically diverse with a particularly strong presence in the Middle East and major positions in North America, Latin America, Europe, and Southeast Asia.

Under the leadership of Maria Claudia Borrás, we will continue to execute across the product line organization of OFS and integrate the OFE business into their operations. We expect this to create approximately \$60 million in initial cost savings with further benefits expected over time due to a reduction in facilities footprint, an improvement in OFE's supply chain operations, and better economies of scale. We are also doing a wholesale re-assessment of our subsea equipment business that can drive further margin enhancement.

Since the merger five years ago, our OFS business has substantially narrowed the EBITDA margin rate gap with our closest peers by significantly improving its commercial intensity, internal processes, and operating efficiency. We firmly believe that Maria Claudia and her team will drive similar success for OFSE.

OFSE 9

Developing new solutions for current and evolving upstream market

Capitalize on multi-year cycle

Multiple initiatives to capitalize on growth cycle and position for the future:

- Strong upstream spending expected 21-24
- Leverage strong presence in Middle East, NAM, and offshore
- Evaluate portfolio, rationalize non-strategic products and markets

OFS 2021 REVENUE¹

Region	Percentage
Middle East Asia	39%
North America	29%

Evolving our business models

Moving from selling products to more solutions-based offerings

Well Construction

- Leading technology integrated into automated and remote operations workflows

Completions, Intervention, and Measurements

- Diverse portfolio of technology to evaluate, intervene and complete

Production Solutions

- Full scale solutions from Lift, Chemicals, and Surface Pressure Control to smart production integrated solutions

Develop new energy portfolio

Leveraging subsurface to surface portfolio to provide long-term growth in New Energy markets

Geothermal

- Uniquely positioned through subsurface and power generation expertise to be technology partner of choice

CCUS

- Leading CO₂ storage technology provider

Copyright © 2022 Baker Hughes. Company rights reserved.
1. Middle East of OFS for revenue 2021
2. Image of the nation's largest geothermal facility which utilizes Baker Hughes technology

courtesy of the Energy Development Corporation the Philippines' largest geothermal producer

Baker Hughes

Operationally, OFSE will continue to be focused on capital discipline and maximizing free cash flow and returns. Strategically, OFSE will be focused on three major priorities.

First, we are focused on capitalizing on the growth opportunities presented by a multi-year spending cycle. Our strong presence in key markets like the Middle East and North America positions us well with our diverse, capital-light portfolio. Conversely, we will also utilize this upturn to continue to evaluate our portfolio from both a technology and geographic perspective, and selectively further rationalize our cost base for products and markets that do not fit long term.

Second, we will continue to evolve our business models from selling products to a more solutions-based offering. The realignment of our OFS portfolio earlier this year into Well Construction, Completions, Intervention and Measurements, and Production Solutions was driven by customer demands for more holistic solutions in these broad areas. For Baker Hughes, we see the biggest opportunities in well construction and production solutions, where we can leverage our strong positions in artificial lift and production chemicals.

Third, OFSE will be working to develop its new energy portfolio of technology and services. Here, we will leverage our subsurface to surface portfolio to build upon our early successes in geothermal and carbon storage. In both of these areas, OFSE will continue to work closely with IET to differentiate our value proposition with customers.

OFSE

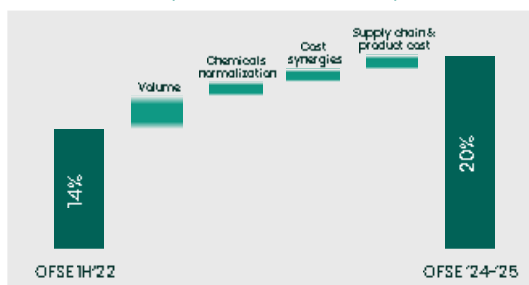
10

OFSE strategy and execution

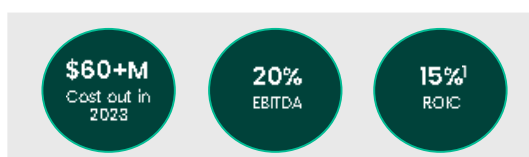
Positioned for cyclical upturn and preparing for new energy order

<p>Capitalize on macro tailwinds</p>	<ul style="list-style-type: none"> • Multiyear upstream cycle to bolster growth • Well positioned in key markets - Middle East, NAM, offshore • Continue to high grade portfolio and geographic footprint rationalize cost base
<p>Invest in new strategic initiatives</p>	<ul style="list-style-type: none"> • Build upon current portfolio to develop integrated production solutions • Develop geothermal and carbon storage technologies • Accelerate commercialization of key technologies
<p>Portfolio integration & actions</p>	<ul style="list-style-type: none"> • Execute at least \$60 million in cost out through OFS/OFE integration • Right size facilities footprint • Fix OFE supply chain • Leverage combined engineering resources • Leverage commercial relationships of OFS • Re-assess SP3 strategy

Pathway to 20% EBITDA margins



Financial targets



Copyright © 2022 Baker Hughes. All rights reserved. 1. Baker Hughes defines OFSE as OFSE (OFS) cost base excluding capital. OFSE = Goodwell + intangible

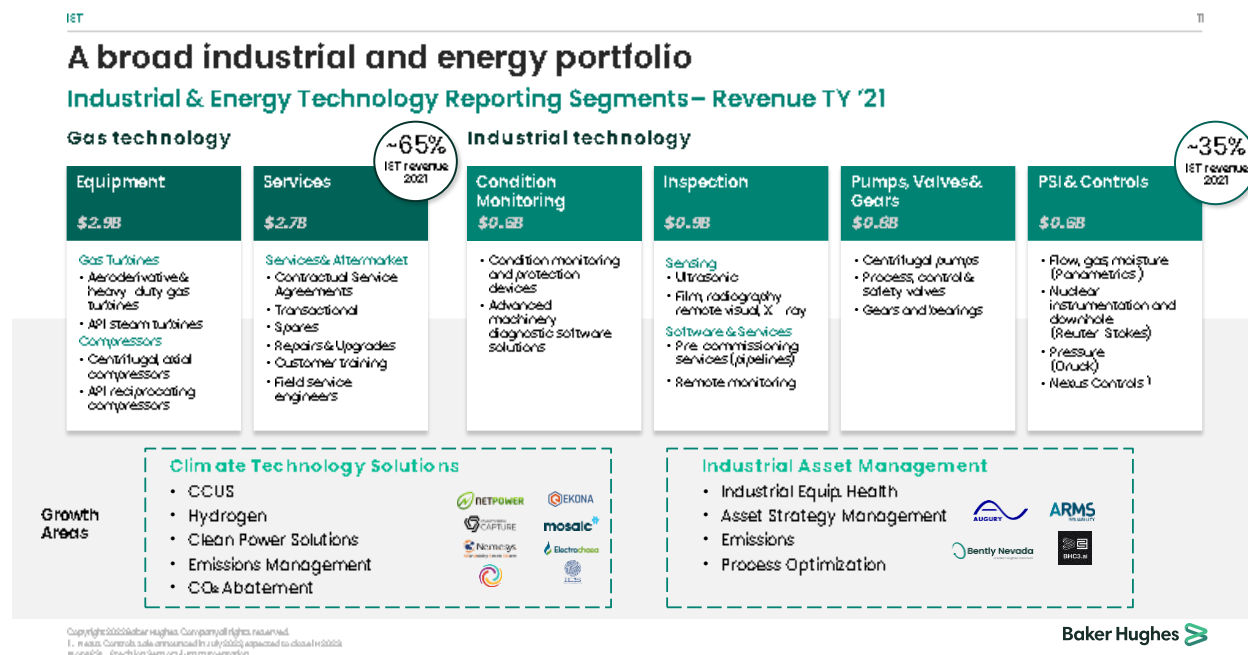


In summary, OFSE is well positioned and focused on capitalizing on this multi-year upcycle with an eye towards managing the portfolio for the best financial returns on a long-term, through cycle basis.

We also intend to invest in strategic initiatives to help us position for the maturation of the oil and gas industry and the growth in new energy areas.

From an operational perspective, we are acutely focused on driving further growth in OFS margins while improving OFE margins in line with capital equipment peers. We will accomplish this through a range of cost out initiatives, as we remove excess management layers, right-size our facilities footprint, address supply chain deficiencies, and evaluate how we can better utilize the engineering resources across OFSE. Importantly, we are also conducting a holistic re-assessment of the subsea equipment business to determine the appropriate strategy and business model.

Tying it all together, our goals for OFSE are to achieve 20% EBITDA margins by 2025 and a return on invested capital in the mid-teens.



Moving to IET, we are merging TPS and DS to form the Industrial & Energy Technology segment, driving both strategic and cost advantages. Strategically, IET is positioned as an attractive growth entity leveraged to multiple aspects of the energy transition, including LNG, new energy, electrification, and industrial asset optimization. We believe that better alignment under the leadership of Rod Christie is important for future growth and returns given the overlap in installed base across TPS and DS and their combined importance in developing new energy and industrial asset management capabilities.

On the cost side, we anticipate cost savings of at least \$50 million by removing excess management layers, consolidating some back-office functions, and merging our Process & Pipeline Services and Waygate businesses into a broader Inspection business.

IET is focused across two broad areas of Gas Technology and Industrial Technology. Gas Technology consists primarily of the TPS equipment and services franchise. The other broad area will be Industrial Technology, which will include condition monitoring, inspection, and pumps, valves, and gears from the legacy TPS. It will also include Precision Sensors and Instrumentation as well as Nexus Controls, which is being sold to GE.

Climate Technology Solutions and Industrial Asset Management will span the reporting segments and continue to be key growth areas that will utilize core technologies from our existing portfolio and leverage the technologies that have been recently acquired in the areas of new energy, electric power generation, and industrial software.

IET

Attractive near-term growth... Gas, Industrial & New Energy

NEAR-TERM DRIVERS

- Services represent ~45% of total IET revenues
- Double digit top line growth from equipment orders '22-'25
- Building off a strong foundation in hydrogen & CCUS ... driving orders

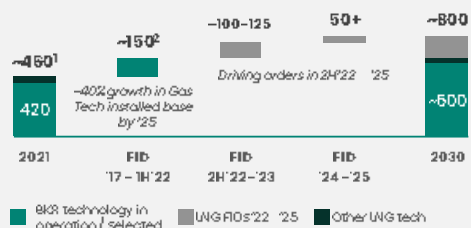
\$1.4B Recurring in 2021
\$10-11B Expected orders in '22-'23
~\$200M New Energy orders in 2022

STRATEGIC PRIORITIES

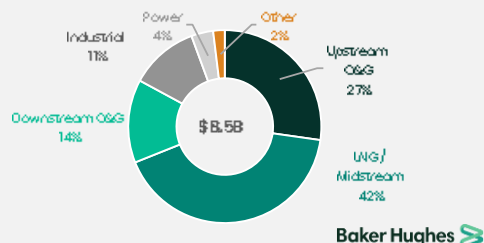
- Consolidate and operationally improve industrial businesses, focus on driving margin improvement
- Scale up research and investments in new energy portfolio ... R&D ~3-4% of revenue
- Develop and commercialize digital capabilities across IET... IAM, outcome based solutions

Copyright © 2022 Baker Hughes. Company rights reserved.
I. Source: IET Global Infrastructure Operations and IET
SIM on new orders. SIM of total projects under construction

LNG outlook... strong order growth nearterm



IET Diversified End Markets - 2021 revenues



As a diversified industrial business that is highly leveraged to multiple growth pillars of the energy transition, we believe the value proposition for IET is quite attractive.

In the near-term, IET will benefit from a large, and growing, installed base that drives a sizeable aftermarket and services business, which today accounts for roughly 45% of IET revenue. This segment will also benefit from strong growth in new LNG orders. As we have outlined before, we expect 100 to 125 MTPA of LNG projects to FID over the next two years, following the 27 MTPA of FIDs in the first half of 2022. This should translate into \$8 to \$9 billion in orders for the legacy TPS business in 2022 and 2023, and \$10 to \$11 billion in orders for IET in 2022 and 2023.

While LNG will drive near-term growth, we will continue to develop our new energy capabilities in CTS, which is building off an already-solid foundation across hydrogen, CCUS, clean power solutions, and emissions management. We have had great success so far with the Air Products hydrogen project in Saudi Arabia and a number of CCUS orders, including a CO2 compression order with Santos in Australia. Given the improving market opportunity, we still see around \$200 million of New Energy orders in 2022.

Outside of executing on our growth opportunities, we are committed to fixing the underperforming businesses within Industrial Technology, where we have recently changed the leadership for Condition Monitoring and are putting new leadership in place for the merged Inspection business.

IET

Energy Transition drives long-term growth

KEY DRIVERS OF GROWTH OUTLOOK

- Significant growth in services revenue
- Commercialize H2 and CCUS investments driving strong CTS revenue growth
- Leverage current technologies to drive efficiencies and decarbonize industrial sectors
- Leverage IAM investments to expand recurring revenue base

70%+
est. growth in global LNG
capacity by 2030

\$6-7B
New Energy orders by 2030

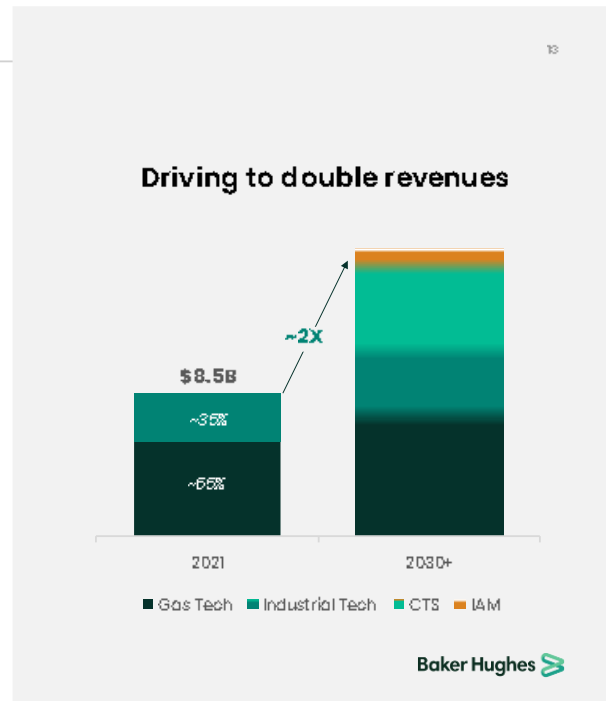
~20%
of global emissions

3x
IAM orders by 2027

INVESTMENT APPROACH FOR HIGH GROWTH AREAS

- Targeting CTS and IAM for long-term growth
- Targeting ~\$0.3B-\$0.4B of annual R&D across IET to drive new technology commercialization
- Foundational technology investments across existing IET portfolio... efficiency improvements in gas turbine offerings to reduce emissions and target technology cost -out

Copyright © 2022 Baker Hughes. Company all rights reserved.
1. Source: IEA Global Emissions Scenario - Energy related CO2 emissions by sector (before CCS) (Energy) (Industria) (2022) (2022)



Longer term, we see multiple avenues of growth for IET.

The most visible driver is continued growth in our LNG installed base. Based on orders already in backlog and FID expectations over the next few years, we feel confident that global LNG capacity should grow by over 70% by 2030, providing a visible tailwind for Gas Technology Services over the next decade and beyond.

We see the largest growth opportunity in CTS, which will help drive \$6 to \$7 billion in new energy orders by 2030. Based on our current compression and power generation technology combined with the recent acquisitions and early-stage investments in hydrogen and CCUS, we see multiple avenues of growth for CTS.

We also see significant opportunities to leverage some of our core products and technologies to drive better efficiencies and lower emissions in the industrial sector. Today, industry is the largest consumer of energy, and ultimately one of the largest emitters of CO₂. We are increasingly focused on developing a portfolio of solutions that can integrate our growing capabilities in emissions measurement and abatement along with clean power generation, energy efficiency and electrification. We will be targeting heavy industries like steel, coal and cement that are looking for broad solutions to decarbonize their operations.

The growth area in the earliest stage of development is Industrial Asset Management, or IAM, which will combine domain knowledge, sensing and monitoring, related digital capabilities as well as industrial software to help customers increase efficiencies, improve performance, and reduce emissions for their energy and industrial assets. We continue to believe that a portfolio of simple, flexible, and connected solutions will help to optimize industrial assets' performance.

Today, our IAM offerings represent just over \$200 million of orders, which is primarily captured in Condition Monitoring and Inspection. Going forward, we are focused on leveraging our domain expertise with our recent industrial software investments to expand our recurring revenue base and triple IAM orders by 2027.

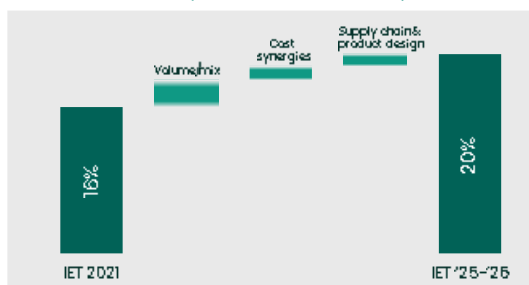
Importantly, to achieve this growth, we are increasing our R&D spend the next few years as we look to develop a number of early-stage products and technologies for the second half of this decade. As we have indicated before, the planned increase in R&D and the significant increase in equipment revenue will create some modest variability in our margin rates the next few years. That said, we expect to deliver 20% EBITDA margins as Gas Technology Services grows and the growth of CTS and IAM more fully offsets higher investment and R&D costs.

IET strategy and execution

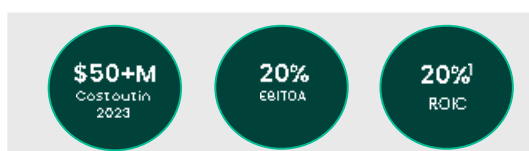
Creating a market leader for a net-zero economy

Capitalize on macro tailwinds	<ul style="list-style-type: none"> Natural gas leader across value chain, with unrivalled LNG presence Leading compression and gas turbine technology, driving differentiation across multiple markets Growing installed base and service franchise
Invest in new strategic initiatives	<ul style="list-style-type: none"> Growing in industrial markets, leveraging flow control and condition monitoring expertise Grow CTS in CCUS, H2, Clean Integrated Power Solutions and Emissions Management Develop IAM capabilities for energy and industrial customers
Portfolio integration & actions	<ul style="list-style-type: none"> Execute at least \$50 million in cost out through TPS/DS integration Streamline and re-position supply chain Lower cost product design Integration of key technologies (Bentley Nevada Inspection)

Pathway to 20% EBITDA margins



Financial targets



Copyright © 2022 Baker Hughes. All rights reserved. IET, IET ROIC, EBITDA, and Cost out are trademarks of Baker Hughes Energy Services.

In summary, we believe that IET is well positioned to capitalize on macro tailwinds across the natural gas and LNG value chain, as well as other end-markets across the energy landscape. In addition to LNG, we see significant growth opportunities from our new energy offerings in CTS and further development of our IAM offerings.

We are also laser focused on improving the margin and return profile of some of our Industrial Technology businesses, which have lagged our expectations. We are changing out leadership and removing excess management layers, as well as driving supply chain and sourcing improvements in order to be able to convert the record backlog we have in the legacy DS business into revenue and margins.

By merging TPS and DS, we will realize cost savings of at least \$50 million and create a differentiated portfolio for the energy and industrial markets.

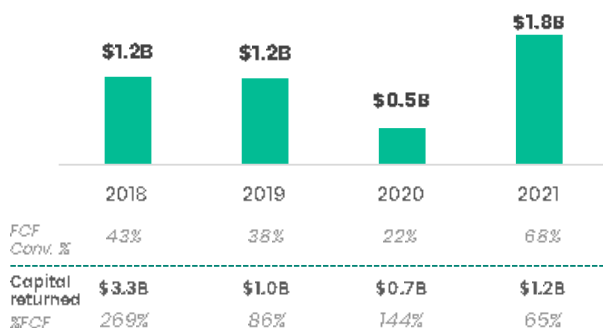
Tying it all together, our goals for IET are to achieve 20% EBITDA margins by 2025 or 2026, depending on equipment mix and the pace of growth in CTS and IAM. We are also targeting a return on invested capital for IET of 20%.

FREE CASH FLOW & RETURNS

75

Continued emphasis on free cash flow & returns to shareholders

Delivering on FCF potential >>>



Copyright © 2022 Baker Hughes. All rights reserved.
 1. 2021 Free Cash Flow in \$Billion. 2021 FCF includes: see appendix and latest financial disclosures for more. 2021 to 2021 reconciled to GAAP.

Driving financial returns

- Disciplined investment combined with returning cash to shareholders
- -\$2.1B inorganic investments¹ funded partially through -\$1.3B of disposal² proceeds
- Targeting 60-80% of FCF returned to shareholders
- Returned \$8B back to shareholders since company formation
- On pace to return ~\$1.5B back to shareholders in 2022

1. Includes announced acquisitions of other manufacturing assets in the Baker Hughes Group. Generation and Quality Energy.
 2. Includes announced divestitures of assets. Controls.

Baker Hughes >

Underpinning all of these structural and operational changes, is a resounding commitment to maintaining a strong balance sheet, delivering best-in-class free cash flow, and returning 60% to 80% of our free cash flow back to shareholders.

Given our diversified portfolio of long and short cycle businesses, strong balance sheet, and capital-light business model, we believe that Baker Hughes is in a unique position within the energy sector. We will be able to pay an attractive dividend, buy back stock on a consistent basis, invest for growth and position for new frontiers to lead the energy transition.

Since the new Baker Hughes was formed in 2017, we have returned almost \$8 billion of capital to shareholders, including \$1.2 billion in 2021. Based on our current pace of share repurchases so far this year, we are likely to return at least \$1.5 billion to shareholders in 2022.

We have also been disciplined in divesting non-strategic or underperforming assets and recycling the proceeds into tuck-in M&A and early-stage investments.

As we move forward, we intend to maintain this disciplined framework that balances returns to shareholders with investing in growth opportunities.

Committed to sustainability

Led by our purpose of making energy cleaner, safer, and more efficient for people and the planet

DRIVING CARBON FOOTPRINT REDUCTION

Reduction in Baker Hughes Scope 1 and 2 GHG emissions compared to 2019 baseline

- Investing in low carbon energy technologies enabling customer's emissions reduction
- Four new (nine total) categories of Scope 3 emissions reported
- 24% of Baker Hughes electricity comes from renewables or zero carbon sources
- Launched the "Carbon Out" Program

HEALTH, SAFETY & WELLNESS

Providing a safe and healthy workplace for all

- Our commitment to HSE starts at the highest levels of our company and is embedded throughout all layers of the organization
- 55 sites certified to ISO 14000 and 270 to ISO 9001
- Increased focus on mental and emotional wellbeing
- Zero substantiated complaints concerning breaches of customer privacy and losses of customer data

COMMITTED TO DIVERSITY, EQUITY AND INCLUSION

Enacting new programs to promote inclusion and diversity

- Expanded reporting of workforce DEI metrics and published a public US EEO-1 report summary
- Updated process to evaluate and reconcile pay equity across the company
- Established Global DEI Council to increase accountability

ETHICS, COMPLIANCE AND TRANSPARENCY

Improving external reporting & internal processes

- 52% of all employees completed annual Code of Conduct training
- 100% of governance body members received training on anti-corruption

Copyright © 2022 Baker Hughes. Company and rights reserved.

Baker Hughes

Before I wrap up, I would like to spend a few minutes on something that is core to our company's strategy, which is a commitment to our corporate responsibility framework.

At the end of the second quarter, we published our corporate responsibility report, which highlighted our progress in several key areas of sustainability and governance.

In 2021 we achieved an 8% reduction in our Scope 1 and 2 carbon emissions versus 2020, and a 23% reduction in 2021 compared to our 2019 baseline. We also launched "Carbon Out," an internal company-wide initiative to take carbon out of our operations and meet our pledge to achieve a 50% reduction in emissions by 2030 and net-zero emissions by 2050.

We also expanded our efforts to embed Diversity, Equity, and Inclusion into our operating process. We launched a Global Council in 2021 to increase accountability on this strategic priority, and we updated our process to evaluate and reconcile pay equity across the company.

Committed to creating shareholder value

ACTION PLAN TO DELIVER SHAREHOLDER VALUE

- » Restructuring from four product companies into two business segments, improving operations and enhancing future optionality
- » Capitalizing on the current multi year upstream spending cycle and the next wave of LNG investment
- » Create new operational roles for upcoming talent
- » Disciplined investment in new energy and industrial technologies.. Lead in climate change
- » Prioritizing free cash flow and returning capital to our shareholders

In conclusion, I would like to reiterate that Baker Hughes is committed to creating an energy technology company that will help enable the energy transition. As we evolve and position for the future, we are committed to creating shareholder value.

To do this, we are restructuring from four product companies to focus on two business segments, which will streamline and improve operations while enhancing our future corporate optionality.

At the same time, we are focused on capitalizing on the current multi-year upstream spending cycle and the next wave of LNG investment.

We will continue to evaluate our portfolio and invest in new energy and industrial technologies in a disciplined fashion to position Baker Hughes for the future.

Lastly, we will do all this while prioritizing free cash flow and returning capital to our shareholders.

Thank you very much for your time today and thank you again to Barclays and Dave for the invitation.

Appendix

Copyright © 2022 Baker Hughes. Company rights reserved.

Baker Hughes 

APPENDIX

19

GAAP to Non-GAAP Reconciliations

(\$ in millions)

Reconciliation of Cash Flow From Operating Activities to Free Cash Flow

Non-GAAP Reconciliation	Ty2017	Ty2018	Ty2019	1Q2020	2Q2020	3Q2020	4Q2020	Ty2020	1Q2021	2Q2021	3Q2021	4Q2021	Ty2021	1Q2022	2Q2022	1H2022
Cash flow from operating activities (GAAP)	(1,028)	1,762	2,126	478	230	219	378	1,204	678	504	416	773	2,374	72	321	393
Add: cash used in capital expenditures, net of proceeds from disposal of assets	(975)	(937)	(974)	(522)	(167)	(167)	(127)	(787)	(180)	(12)	(11)	(123)	(540)	(177)	(174)	(351)
Free cash flow (Non-GAAP)	(1,602)	1,225	1,152	(44)	63	52	250	417	498	392	305	650	1,834	(105)	147	42

Reconciliation of Operating Income to Adjusted EBITDA and Adjusted EBITDA Margin

Non-GAAP Reconciliation	Ty2017	Ty2018	Ty2019	1Q2020	2Q2020	3Q2020	4Q2020	Ty2020	1Q2021	2Q2021	3Q2021	4Q2021	Ty2021	1Q2022	2Q2022	1H2022
Revenue	21,841	22,877	23,828	5,425	4,736	5,045	5,435	20,701	4,782	5,142	5,033	5,481	20,501	4,835	5,047	9,882
Operating income (loss) (GAAP)	(403)	701	1,074	(1,605)	(52)	(43)	182	(5,378)	164	194	378	574	1,210	279	(25)	253
Less: Merger, Impairment, Restructuring & Other	(1,205)	(637)	(523)	(1,423)	(73)	(233)	(237)	(7,013)	(104)	(133)	(24)	3	(243)	(70)	(402)	(472)
Adjusted Operating Income (Non-GAAP)	856	1,331	1,602	240	104	234	462	1,040	270	333	402	57	1,574	348	376	725
Add: Depreciation & Amortization	1,337	1,484	1,418	333	340	315	307	1,317	232	278	262	273	1,105	277	273	552
Adjusted EBITDA (Non-GAAP)	2,353	2,877	3,020	574	444	549	770	2,357	562	611	664	844	2,681	625	651	1,277
Adjusted EBITDA Margin (Non-GAAP)	11.0%	12.6%	12.7%	11.0%	9.4%	10.9%	14.0%	11.4%	11.7%	11.9%	13.0%	15.4%	13.1%	12.9%	12.9%	12.9%

Copyright © 2022 Baker Hughes. Company rights reserved.
 1. All amounts in \$'s unless noted. All amounts are in millions unless otherwise specified.
 2. 2021 includes 4Q pre-merger results.

Baker Hughes 

APPENDIX

20

OFSE and IET GAAP to Non-GAAP Reconciliations

(\$ in millions)

Reconciliation of Operating Income to Adjusted EBITDA/OFSE

Non-GAAP Reconciliation

	TY2017	TY2018	TY2019	1Q2020	2Q2020	3Q2020	4Q2020	TY2020	1Q2021	2Q2021	3Q2021	4Q2021	TY2021	1Q2022	2Q2022	H2022
OFSE Revenue	13,022	14,254	15,803	3,851	3,106	3,034	2,993	12,984	2,827	2,995	3,021	3,185	12,024	3,017	3,230	6,247
OFSE Revenue	13,022	14,254	15,803	3,851	3,106	3,034	2,993	12,984	2,827	2,995	3,021	3,185	12,024	3,017	3,230	6,247
OFSE Revenue	2,850	2,640	2,920	712	595	726	712	2,844	829	837	803	819	2,485	828	840	1,668
OFSE Operating Income (Loss) (GAAP)	317	785	972	198	31	112	165	506	147	199	204	260	830	213	249	461
OFSE Operating Income	292	785	917	235	45	83	142	481	143	171	190	255	750	220	251	482
OFSE Operating Income	25	0	55	(6)	(14)	19	23	19	4	28	14	23	59	(6)	(12)	(60)
Add: OFSE Depreciation & Amortization	1,211	1,176	1,160	294	282	252	244	1,073	233	221	205	215	874	222	221	443
OFSE Depreciation & Amortization	1,024	1,000	989	249	248	217	211	926	201	199	183	183	771	201	201	402
OFSE Depreciation & Amortization	187	176	179	44	34	35	33	146	32	26	22	22	103	21	20	41
OFSE EBITDA (Non-GAAP)	1,528	1,957	2,132	492	313	364	403	1,579	380	420	409	475	1,704	434	470	904
OFSE EBITDA	1,315	1,785	1,902	455	293	330	353	1,412	344	365	373	449	1,532	422	452	884
OFSE EBITDA	213	173	230	35	20	34	50	166	37	55	35	45	172	13	8	20

Reconciliation of Operating Income to Adjusted EBITDA/IET

Non-GAAP Reconciliation

	TY2017	TY2018	TY2019	1Q2020	2Q2020	3Q2020	4Q2020	TY2020	1Q2021	2Q2021	3Q2021	4Q2021	TY2021	1Q2022	2Q2022	H2022
IET Revenue	8,815	8,619	8,028	1,574	1,629	2,014	2,501	7,721	1,954	2,148	2,072	2,300	8,475	1,814	1,814	3,628
IET Revenue	5,295	5,015	5,525	1,085	1,051	1,513	1,945	5,705	1,485	1,628	1,562	1,742	5,417	1,345	1,293	2,637
IET Revenue	2,524	2,504	2,492	489	458	503	555	2,015	470	520	500	558	2,057	474	524	997
IET Operating Income (Loss) (GAAP)	985	1,011	1,062	163	190	237	408	998	231	245	304	397	1,177	241	236	476
IET Operating Income	555	521	719	134	149	191	332	805	207	220	273	345	1,050	228	218	443
IET Operating Income	320	290	343	29	41	45	75	193	24	25	25	51	125	15	18	33
Add: IET Depreciation & Amortization	316	268	219	53	51	57	55	216	52	53	52	52	208	51	43	100
IET Depreciation & Amortization	174	196	176	28	27	33	31	118	30	30	30	30	120	29	29	58
IET Depreciation & Amortization	142	102	103	25	24	24	25	98	21	22	22	22	88	22	20	41
IET EBITDA (Non-GAAP)	1,301	1,279	1,281	216	241	293	464	1,214	283	297	356	449	1,385	291	285	576
IET EBITDA	839	777	835	161	175	223	362	923	237	250	308	375	1,170	255	247	502
IET EBITDA	462	502	445	55	55	70	101	291	45	47	48	73	214	37	38	74

Copyright © 2022 Baker Hughes. Company rights reserved.
 All amounts in columns and rows may not add up due to the use of rounded numbers. \$M includes \$eX pre-merger results.

