4Q & FY 2022 Results

Baker Hughes ≳

January 23, 2023

Copyright 2023 Baker Hughes Company. All rights reserved. The information contained in this document is company 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, transmitted, reproduced, altered, or used for any purpose without the express written consent of Baker Hughes. 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.



Lorenzo Simonelli

Chairman & Chief Executive Officer



4Q & FY 2022 Highlights

Continued OFSE margin improvement ... legacy OFS margins achieved **20% EBITDA target**

Record IET orders of \$4.3 billion in 4Q driven by LNG, Onshore/Offshore, and New Energy

Initiated reorganization of Baker Hughes into two **leaner and more focused** business segments

Increased the dividend to \$0.19 per share and repurchased ~\$100 million of common stock

Booked over \$400M in New Energy orders, showing 50+% growth versus 2021

Copyright 2023 Baker Hughes Company. All rights reserved.

Note: EBITDA is a non-GAAP measure – see earnings release and/or appendix for GAAP to non-GAAP reconciliations



Positive energy outlook for 2023, despite macro headwinds

- Global economy likely weighed down by inflation and tightening monetary conditions
- \gg
- Global oil and gas spare capacity near historical lows... double digit upstream spending growth still anticipated in 2023
 - China reopening + need to refill Europe's gas storage will keep LNG markets tight ... supporting continued wave of project sanctions
 - Inflation Reduction Act and potential new EU legislation to support significant growth in New Energy investment

Early stages of multiyear growth cycle in energy ... supported by underlying economics, security concerns and decarbonization goals

-5

Executing on our strategy

> Commercially execute on a strong energy cycle

- OFSE poised for double-digit growth in 2023 as part of a multi-year growth cycle
- Retain strong market position for wave of LNG project investment
- Capitalize on IET opportunities in Onshore/Offshore compression and New Energy

Optimize organizational structure to enhance performance & returns

- At least \$150M cost out by the end of 2023
- Higher operational efficiency driving 20% EBITDA by 2025/2026 (OFSE & IET)
- Targeting 15% ROIC¹ for OFSE and 20% for IET

> Develop New Energy portfolio

- Incubate early-stage organic and inorganic investments in hydrogen, CCUS, clean power, and geothermal
- Increase R&D investment to capture opportunities ahead

Generate strong free cash flow, and return cash to shareholders

- Convert 50+% of EBITDA to free cash flow through-cycle
- Return 60-80% of free cash flow to shareholders
- · Continue to grow the dividend



Tailwinds across both business segments

Oilfield Services & Equipment (OFSE)

- Growth trends shifting in favor of international and offshore markets
 - Promising outlook in the Middle East
 - Offshore activity driving growth in several countries in Latin America and West Africa
- North America activity leveling off
 - o Visibility remains limited
 - Expect range-bound activity levels in 2023
- Supply chain constraints easing in Chemicals
- Good order traction in Subsea & Surface Pressure Systems (SSPS)
 - Record Flexible orders in 2022 ... expect another strong orders year in 2023
 - Significant increase in subsea tree awards in 2023
- Focused on integrating SSPS into OFSE ... rationalizing capacity and driving cost savings

Industrial & Energy Technology (IET)

- Record orders driven by multiple awards in LNG and Onshore/Offshore Production (OOP)
 - Major order to provide an LNG system for the second phase of Venture Global's Plaquemines project
 - OOP booked contracts for five different projects worth almost \$900 million
- CO2 compression equipment order for PETRONAS' Kasawari offshore CCS¹ project in Malaysia
- Operational improvement in Industrial Technology, led by volume and margin increases in Condition Monitoring and Inspection
- Positive momentum to continue into 2023
 - Chip shortage and supply chain issues starting to abate
 - o Backlog convertibility starting to recover



Nancy Buese

Chief Financial Officer





4Q 2022 Financial Results

Strong YoY order growth. Revenues up double-digits	Continued margin improvement 16% EBITDA margin	Strong free cash flow generation
Orders	Adj. EBITDA	Free cash flow
\$8.0B	\$947M	\$657M
▲ 32% QoQ	▲ 25% QoQ	▲ 57% QoQ
20% YoY	▲ 12% YoY	▲ 2% YoY
Revenue	Adj. operating income	Adjusted EPS
\$5.9B	\$692M	\$0.38
▲ 10% QoQ	▲ 38% QoQ	
8% YoY	21% YoY	

Copyright 2023 Baker Hughes Company. All rights reserved. Note: EBITDA margin, Adj. EBITDA, Adj. OI, FCF & Adj. EPS are non-GAAP measures – see earnings release and/or appendix for GAAP to non-GAAP reconciliations

Strong balance sheet and solid cash flow

Strong Balance Sheet

Strong balance sheet enables financial flexibility

1.4X¹ Net debt / LTM Adj. EBITDA

A3 A- Credit Ratings from Moody's and S&P

\$5.5B² Total Liquidity

Committed to investment grade rating

Prioritizing Free Cash Flow

Portfolio focused on maximizing free cash flow generation

\$1.1B FCF in 2022

\$0.7B FCF in 4Q

37%³ FCF conversion in 2022

Targeting 50+% FCF conversion through-cycle



Copyright 2023 Baker Hughes Company. All rights reserved.

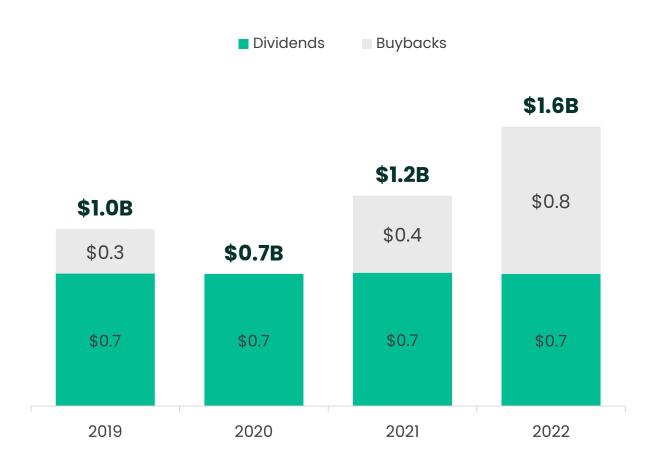
1. Net Debt / LTM Adj. EBITDA is a non-GAAP measure – see earnings release and/or appendix for GAAP to non-GAAP reconciliations

2. As of December 31, 2022: Cash and cash equivalents of \$2,488 million and a \$3 billion committed unsecured revolving credit facility

3. FCF Conversion = FCF / Adj. EBITDA. FCF & Adj. EBITDA are non-GAAP measures – see earnings release and/or appendix for GAAP to non-GAAP reconciliations

Flexible capital allocation

Proven commitment to shareholder returns while investing in growth



Strong balance sheet & free cash flow provides capital allocation flexibility

- Returning capital to shareholders Continue strong track record of returning cash to shareholders, have returned \$7.8B over the last 5 years
- Dividend growth a priority Increased dividend in 4Q22, will prioritize future increases as IET grows
- Balance capital returns with investing in growth – Continue to target bolt-on M&A and strategic technology investments

Targeting 60-80% of FCF returned to shareholders

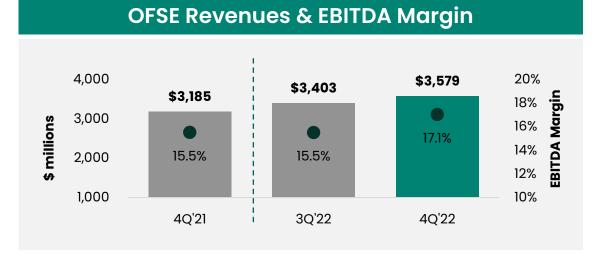
Copyright 2023 Baker Hughes Company. All rights reserved.

FCF is a non-GAAP measure - see earnings release and/or appendix for GAAP to non-GAAP reconciliations

Baker Hughes >

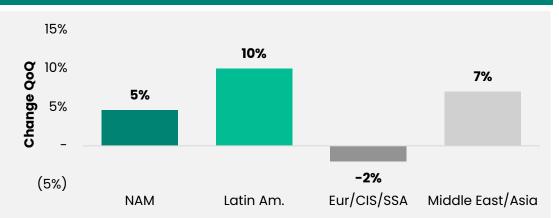
Oilfield Services & Equipment (OFSE) Results

Strong performance driven by higher volumes and pricing

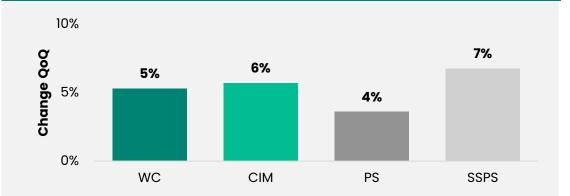


- Revenue growth +5% QoQ & +12% YoY driven by volume growth and pricing
- EBITDA margin rate of 17.1% ... legacy OFS margins were 20% ex. Russia
- Growth experienced in Latin America & Middle East / Asia partially
 offset by weakness in Europe/CIS/SSA
- Growth in **SSPS, CIM** and **Well Construction**, while chemicals recovery driving **Production Solutions**

4Q'22 OFSE - Revenue Growth by Geography



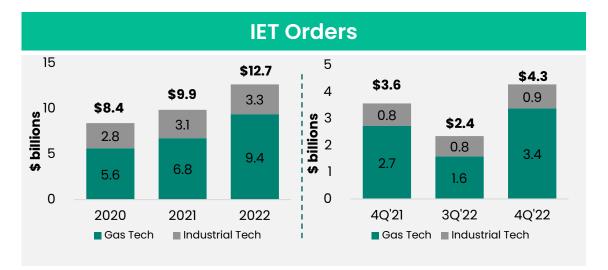
4Q'22 OFSE – Revenue Growth by Product Line



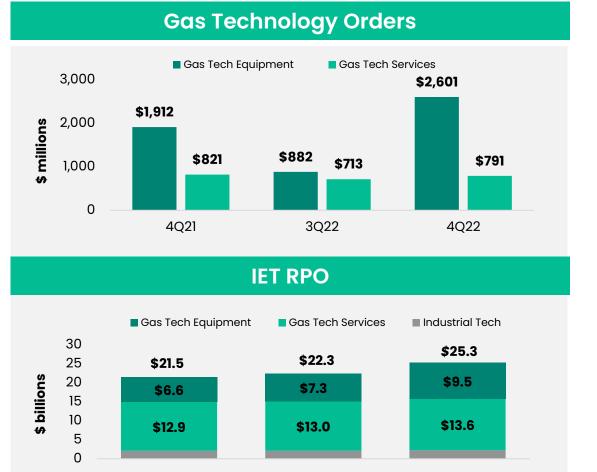
Baker Hughes ≽

Industrial & Energy Technology (IET) Orders

Record levels of orders driven by LNG & Onshore/Offshore Production



- 4Q IET orders up 20% YoY driven by strong OOP & LNG orders. Growing RPO 13% sequentially to \$25.3B
- The record quarter closed out a great year for IET orders +28% YoY and exceeding the guidance range of \$10-\$11B of orders
- **Gas Technology** orders were **up 24% YoY**, supported by the award for the second phase of Venture Global's Plaquemines project, multiple Onshore/ Offshore Production awards and increased New Energy awards
- Book-to-bill of 1.8x in 4Q, 1.6x for the full year



3Q22

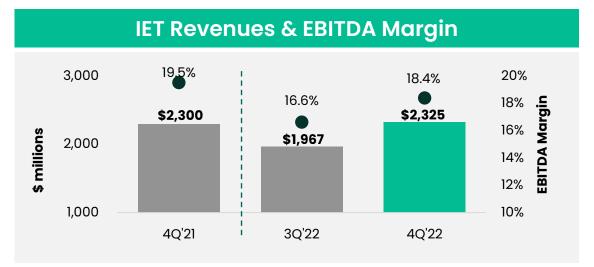
4Q21



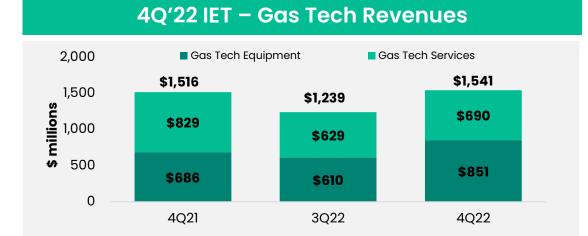
4Q22

IET Results

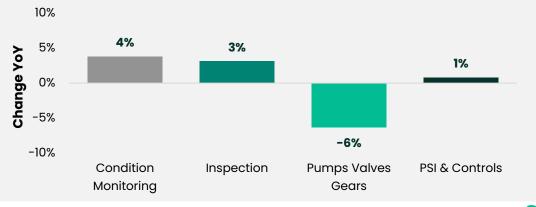
Record levels of orders driven by LNG & OOP



- Revenue growth +18% QoQ & +1% YoY.
- Gas Technology Equipment revenue up 24% YoY & 39% QoQ driven by execution of project backlog
- Gas Technology Services revenue was down 17% YoY driven by loss of service revenue from the discontinuation of our Russia operations, FX movements, supply chain delays and outage pushouts
- In **Industrial Technology**, growth in Condition Monitoring & Inspection offset by the decline in Pumps, Valves & Gears
- EBITDA margin rate of **18.4% down YoY** due to mix / higher R&D



4Q'22 IET – Industrial Tech Revenue Growth





2023 Outlook

10	1Q'23 Outlook								
BKR Revenue Adj. EBITDA	\$5.3 - \$5.7B \$700 - \$760M								
OFSE Revenue EBITDA	\$3.3 - \$3.5B \$515 - \$585M								
Revenue EBITDA	\$1.9 - \$2.4B \$250 -\$300M								
Other Corporate costs D&A	Approx. \$100M Approx. \$255M								

2023 Outlook

BKR

Revenue Adj. EBITDA \$24 - \$26B \$3.6 - \$3.8B

OFSE

Revenue EBITDA \$14.5 - \$15.5B \$2.4 - \$2.8B

IET

Orders Revenue EBITDA \$10.5 - \$11.5B \$9.5 - \$10.5B \$1.35 - \$1.65B

Other

Corporate costs	\$370M - \$390M
D&A	\$1.0 - \$1.1B
Adj. Effective Tax Rate	35% - 40%

Baker Hughes ≽

Copyright 2023 Baker Hughes Company. All rights reserved.

Note: EBITDA. Adj. EBITDA and Adj. Effective Tax Rate are non-GAAP measures – see appendix for EBITDA reconciliation.

Adj. EBITDA and Adj. Effective Tax Rate are non-GAAP financial measures. Management cannot reliably predict or estimate, without unreasonable effort, the impact and timing on future operating results arising from items excluded from Adj. EBITDA or Adj. ETR. We therefore do not present a guidance range or reconciliation to the nearest GAAP financial measure.

Action Plan to create shareholder value

Capitalize on the growth opportunities across
 OFSE and IET, including LNG and New Energy

 \gg

Top priorities

Increasing R&D to developing new energy technology portfolio in hydrogen, carbon capture and clean power

>>

Optimize corporate structure to enhance our margin and return profile



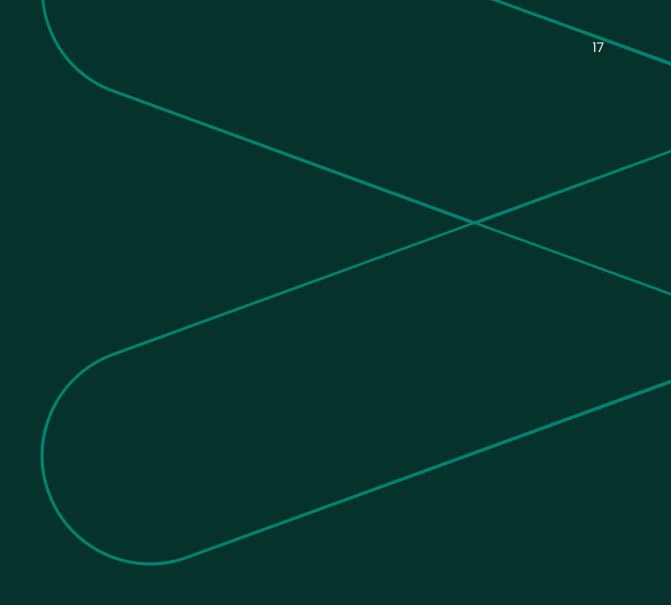
Targeting EBITDA margins of 20% in OFSE & IET by 2025/2026, and increasing ROIC to 15% and 20% respectively



Flexible capital allocation policy to balance returning cash to shareholders (60-80% of FCF) while investing for growth



Appendix





Copyright 2023 Baker Hughes Company. All rights reserved.

GAAP to Non-GAAP reconciliations

Reconciliation of Cash Flow From Operating Activities to Free Cash Flow (\$ in millions)

Cash flow reconciliation

	<u>TY2019</u>	1Q2020	2Q2020 3	<u>3Q2020 4</u>	Q2020	<u>TY2020</u>	<u>1Q2021</u>	<u>2Q2021</u>	<u>3Q2021</u>	<u>4Q2021</u>	<u>TY2021</u>	<u>1Q2022</u>	<u>2Q2022</u>	<u>3Q2022</u>	4Q2022	<u>TY2022</u>
Cash flow from operating activities (GAAP)	2,126	478	230	219	378	1,304	678	506	416	773	2,374	72	321	597	898	1,888
Add: cash used in capital expenditures, net of proceeds from disposal <u>of assets</u>	(976)	(325)	(167)	(167)	(127)	(787)	(180)	(121)	(111)	(129)	(541)	(177)	(174)	(180)	(241)	(772)
Free cash flow (Non-GAAP)	1,150	152	63	52	250	518	498	385	305	645	1,832	(105)	147	417	657	1,116

Reconciliation of Operating Income to Adjusted EBITDA and Adjusted EBITDA Margin (\$ in millions)

Operating income (GAAP) to adjusted EBITDA reconciliation

	<u>TY2019</u>	<u>1Q2020</u>	<u>2Q2020</u>	<u>3Q2020</u>	4Q2020	<u>TY2020</u>	<u>1Q2021</u>	<u>2Q2021</u>	<u>3Q2021</u>	<u>4Q2021</u>	<u>TY2021</u>	<u>1Q2022</u>	<u>2Q2022</u>	<u>3Q2022</u>	4Q2022	<u>TY2022</u>
Revenue	23,838	5,425	4,736	5,049	5,495	20,705	4,782	5,142	5,093	5,485	20,502	4,835	5,047	5,369	5,905	21,156
Operating Income (loss) (GAAP)	1,074	(16,059)	(52)	(49)	182	(15,978)	164	194	378	574	1,310	279	(25)	269	663	1,185
Less: Merger, Impairment, Restructuring & Other	(528)	(16,299)	(156)	(283)	(281)	(17,018)	(106)	(139)	(24)	3	(266)	(70)	(402)	(235)	(29)	(736)
Adjusted Operating Income (Non-GAAP)	1,602	240	104	234	462	1,040	270	333	402	571	1,576	348	376	503	692	1,920
Add: Depreciation & Amortization	1,418	355	340	315	307	1,317	292	278	262	273	1,105	277	275	254	255	1,061
Adjusted EBITDA (Non-GAAP)	3,020	594	444	549	770	2,357	562	611	664	844	2,681	625	651	758	947	2,981
Adjusted EBITDA Margin (Non-GAAP) ¹	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%	14.1%	16.0%	14.1%

Reconciliation of Net Debt to Last Twelve Months (LTM) Adjusted EBITDA (\$ in millions)

Net Debt to Last Twelve Months (LTM) Adjusted EBITDA

	<u>TY2022</u>
Short-term debt and current portion of long-term debt	677
Long-term debt	5,980
Total debt	6,657
Less: Cash and cash equivalents	2,488
Net Debt	4,169
LTM Adj. EBITDA*	2,981
Net debt / LTM Adj. EBITDA	1.4X



OFSE & IET reconciliations

Orders by Reporting Segment (\$ in millions)

	FY 2019	<u>1Q 2020</u>	<u>2Q 2020</u>	<u>3Q 2020</u>	4Q 2020	FY 2020	<u>1Q 2021</u>	<u>2Q 2021</u>	<u>3Q 2021</u>	<u>4Q 2021</u>	FY 2021	<u>1Q 2022</u>	<u>2Q 2022</u>	<u>3Q 2022</u>	4Q 2022	FY 2022
Oilfield Services & Equipment	16,419	3,639	3,110	2,728	2,827	12,304	2,544	3,040	3,136	3,077	11,798	3,270	3,392	3,707	3,721	14,089
Gas Technology - Equipment	4,179	478	534	1,145	857	3,014	622	561	765	1,912	3,860	2,086	864	882	2,601	6,432
Gas Technology - Services	2,821	711	590	546	784	2,631	607	733	742	821	2,903	671	788	713	791	2,962
Total Gas Technology	7,001	1,190	1,123	1,691	1,641	5,645	1,229	1,294	1,507	2,733	6,763	2,757	1,651	1,594	3,392	9,395
Total Industrial Technology	3,554	704	655	687	720	2,765	767	759	735	846	3,108	810	816	763	897	3,285
Industrial & Energy Technology	10,555	1,893	1,778	2,378	2,361	8,410	1,996	2,053	2,242	3,579	9,870	3,567	2,467	2,357	4,289	12,680
Total Orders	26,973	5,532	4,888	5,106	5,188	20,714	4,541	5,093	5,378	6,656	21,668	6,837	5,860	6,063	8,009	26,770



OFSE & IET reconciliations

Consolidated Revenue by Reporting Segment and Product Line (\$ in millions)

	FY 2019	<u>1Q 2020</u>	<u>2Q 2020</u>	<u>3Q 2020</u>	<u>4Q 2020</u>	<u>FY 2020</u>	<u>1Q 2021</u>	<u>2Q 2021</u>	<u>3Q 2021</u>	<u>4Q 2021</u>	<u>FY 2021</u>	<u>1Q 2022</u>	<u>2Q 2022</u>	<u>3Q 2022</u>	4Q 2022	<u>TY 2022</u>
Well Construction	4,222	1,023	767	731	736	3,257	743	800	844	914	3,301	883	936	991	1,043	3,854
Completions, Intervention & Measurements	4,491	1,112	882	832	788	3,614	716	782	791	817	3,106	781	886	920	972	3,559
Production Solutions	4,175	1,004	762	745	758	3,269	740	777	783	835	3,135	825	866	931	965	3,587
Subsea & Surface Pressure Systems	2,921	712	696	726	712	2,844	628	637	603	619	2,486	528	541	561	599	2,230
Oilfield Services & Equipment	15,809	3,851	3,106	3,034	2,993	12,984	2,827	2,995	3,021	3,185	12,028	3,017	3,230	3,403	3,579	13,229
Gas Technology - Equipment	1,958	328	402	663	1,028	2,421	733	795	703	686	2,916	543	556	610	851	2,560
Gas Technology - Services	2,710	557	588	625	704	2,475	573	636	661	829	2,700	581	542	629	690	2,441
Total Gas Technology	4,668	885	990	1,289	1,732	4,896	1,306	1,431	1,364	1,516	5,616	1,124	1,098	1,239	1,541	5,002
Condition Monitoring	647	136	141	141	163	581	136	147	129	149	562	126	133	131	155	545
Inspection	1,189	215	197	220	233	865	204	236	249	259	949	212	257	259	267	995
Pumps, Valves & Gears	868	200	172	224	214	809	179	197	198	226	801	221	194	199	212	826
PSI & Controls	656	138	130	142	160	570	130	136	131	149	546	136	135	138	150	559
Total Industrial Technology	3,360	689	640	727	769	2,824	648	717	708	784	2,857	694	718	728	784	2,925
Industrial & Energy Technology	8,028	1,574	1,629	2,016	2,501	7,721	1,954	2,148	2,072	2,300	8,473	1,818	1,816	1,967	2,325	7,926
Total Revenue	23,838	5,425	4,736	5,049	5,495	20,705	4,782	5,142	5,093	5,485	20,502	4,835	5,047	5,369	5,905	<u>21,156</u>

Oilfield Services & Equipment Geographic Revenue (\$ in millions)

	<u>FY 2019</u>	<u>1Q 2020</u>	<u>2Q 2020</u>	<u>3Q 2020</u>	<u>4Q 2020</u>	<u>FY 2020</u>	<u>1Q 2021</u>	<u>2Q 2021</u>	<u>3Q 2021</u>	<u>4Q 2021</u>	<u>FY 2021</u>	<u>1Q 2022</u>	<u>2Q 2022</u>	<u>3Q 2022</u>	4Q 2022	<u>TY 2022</u>
North America	5,095	1,139	706	637	625	3,107	681	719	753	751	2,904	823	925	986	1,030	3,764
Latin America	1,677	454	307	311	374	1,447	379	411	436	454	1,681	440	509	549	601	2,099
Europe/CIS/Sub-Saharan Africa	3,138	768	676	718	684	2,846	649	695	726	795	2,865	660	660	586	577	2,483
Middle East/Asia	5,900	1,489	1,417	1,368	1,310	5,584	1,118	1,170	1,106	1,185	4,579	1,094	1,136	1,282	1,371	4,883
Oilfield Services & Equipment	15,809	3,851	3,106	3,034	2,993	12,984	2,827	2,995	3,021	3,185	12,028	3,017	3,230	3,403	3,579	13,229
North America	5,095	1,139	706	637	625	3,107	681	719	753	751	2,904	823	925	986	1,030	3,764
International	10,714	2,712	2,400	2,397	2,369	9,877	2,146	2,275	2,269	2,434	9,124	2,194	2,305	2,417	2,549	9,465

Copyright 2023 Baker Hughes Company. All rights reserved.

Note: certain columns and rows may not add up due to the use of rounded numbers.

Baker Hughes ≽

OFSE & IET GAAP to Non-GAAP reconciliations

Reconciliation of Operating Income (Loss) by Segment (GAAP) to EBITDA (non-GAAP) (\$ in millions)

<u>Operating Income (loss) by Segment</u> (GAAP)	<u>FY 2019</u>	<u>1Q 2020</u>	<u>2Q 2020</u>	<u>3Q 2020</u>	<u>4Q 2020</u>	<u>FY 2020</u>	<u>1Q 2021</u>	<u>2Q 2021</u>	<u>3Q 2021</u>	<u>4Q 2021</u>	<u>FY 2021</u>	<u>1Q 2022</u>	<u>2Q 2022</u>	<u>3Q 2022</u>	<u>4Q 2022</u>	<u>TY 2022</u>
Oilfield Services & Equipment	972	198	31	112	165	506	147	199	204	280	830	213	249	324	416	1,201
Industrial & Energy Technology	1,062	163	190	237	408	998	231	245	304	397	1,177	241	236	282	377	1,135
Segment operating income	2,035	361	221	349	573	1,504	379	444	508	676	2,006	453	485	606	792	2,336
Corporate	(433)	(122)	(117)	(115)	(111)	(464)	(109)	(111)	(105)	(106)	(429)	(105)	(108)	(103)	(100)	(416)
Inventory impairment	_	(160)	(16)	(42)	(27)	(246)	_	_	_	-	-	-	(31)	_	_	(31)
Goodwill impairment	-	(14,773)	_	-	-	(14,773)	-	-	-	-	-	-	_	_	-	_
Restructuring, impairment and other	(342)	(1,325)	(103)	(209)	(229)	(1,866)	(80)	(125)	(14)	11	(209)	(61)	(362)	(230)	(29)	(682)
Separation related	(184)	(41)	(37)	(32)	(24)	(134)	(27)	(15)	(11)	(8)	(60)	(9)	(9)	(5)	_	(23)
Operating income (loss)	1,074	(16,059)	(52)	(49)	182	(15,978)	164	194	378	574	1,310	279	(25)	269	663	1,185
Add: Depreciation & Amortization																
Oilfield Services & Equipment	1,160	294	282	252	244	1,072	233	221	205	215	874	222	221	204	198	845
Industrial & Energy Technology	219	53	51	57	55	216	52	53	52	52	208	51	49	45	52	197
Segment depreciation and amortization	1,379	347	333	309	300	1,288	285	273	257	267	1,082	272	270	249	250	1,041
Corporate	39	8	7	6	7	29		5	5	6	23	4	5	5	5	19
Total depreciation and amortization	1,418	355	340	315	307	1,317	292	278	262	273	1,105	277	275	254	255	1,061
EBITDA by Segment (non-GAAP)																
Oilfield Services & Equipment	2,132	492	313	364	409	1,578	380	420	409	495	1,704	434	470	528	614	2,046
Industrial & Energy Technology	1,281	216	241	293	464	1,214	283	297	356	449	1,385	291	285	327	429	1,332
Segment EBITDA (non-GAAP)	3,413	708	554	657	873	2,792	664	717	765	944	3,088	725	755	855	1,042	3,377
Corporate	(394)	(114)	(110)	(109)	(104)	(435)	(102)	(106)	(100)	(100)	(407)	(101)	(103)	(98)	(95)	(397)
Inventory impairment	_	(160)	(16)	(42)	(27)	(246)	_	_	_	-	_	-	(31)	_	-	(31)
Goodwill impairment	_	(14,773)	_	_	_	(14,773)	_	_	-	-	-	-	_	_	-	_
Restructuring, impairment and other	(342)	(1,325)	(103)	(209)	(229)	(1,866)	(80)	(125)	(14)	11	(209)	(61)	(362)	(230)	(29)	(682)
Separation related	(184)	(41)	(37)	(32)	(24)	(134)	(27)	(15)	(11)	(8)	(60)	(9)	(9)	(5)	_	(23)
EBITDA (non-GAAP)	2,493	(15,705)	288	267	489	(14,661)	456	472	640	847	2,415	555	250	523	918	2,245

Copyright 2023 Baker Hughes Company. All rights reserved.

Note: certain columns and rows may not add up due to the use of rounded numbers.



OFSE & IET GAAP to Non-GAAP reconciliations

Reconciliation of Operating Income (Loss) by Segment (GAAP) to EBITDA (non-GAAP) Outlook Framework(\$ in millions)

Oilfield Services & Equipment

<u>1Q 2023 Outlook Range</u>	2023 FY Outlook Range
<u>1Q 2023</u>	<u>FY 2023</u>
315 - 385	1,500 - 1,860
200	900 - 940
515 - 585	2,400 - 2,800
	<u>10 2023</u> 315 – 385 200

Industrial & Energy Technology

	<u>1Q 2023 Outlook Range</u>	2023 FY Outlook Range
	<u>1Q 2023</u>	<u>FY 2023</u>
<u>Operating Income (loss) by Segment (GAAP)</u>	195 – 245	1,150 – 1,430
Add: Depreciation & Amortization	55	200 - 220
EBITDA by Segment (non-GAAP)	250 - 300	1,350 – 1,650





Former Segments - Fourth Quarter 2022 Summary Results

(in millions)	Three Months Ended December 31, 2022							
	Oilfield Services		Oilfield Equipment		Turbo- machinery & Process Solutions		Digital Solutions	
Orders	\$	2,983	\$	738	\$	3,660	\$	629
Revenue	\$	2,980	\$	599	\$	1,753	\$	572
Operating income (loss)	\$	400	\$	16	\$	323	\$	54
Operating income margin		13.4 %			%	18.4 %		9.4 %
Depreciation & amortization	\$	183	\$	15	\$	35	\$	17
EBITDA*	\$	583	\$	31	\$	358	\$	71
EBITDA margin*		19.6 %		5.1 9	%	20.4 %		12.4 %

In the third quarter of 2022, we announced a reorganization of the Company to go from four segments to two operating segments. Effective October 1, 2022, the two operating segments, also our reportable segments, are Oilfield Services & Equipment ("OFSE") and Industrial & Energy Technology ("IET"). Through this reorganization, we merged the Oilfield Services segment with the Oilfield Equipment segment to form the OFSE segment, and we merged the Turbomachinery & Process Solutions segment with the Digital Solutions segment to form the IET segment.

On November 18, 2022, we filed a Current Report on Form 8-K containing unaudited historical consolidated financial information based on the new segment reporting structure and product lines. In addition, we provided OFSE revenue by geographic region. Such information was filed as Exhibit 99.1 to the Current Report filing on Form 8-K.

Above is our final presentation summarizing the results of our former segments. This is being provided for this quarter only as we transition to our new segments.



