Digital technology for the energy future

Bank of America 2020 Digital Energy Forum

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EVP of Regions, Alliances & Enterprise Sales

September 21, 2020

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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.

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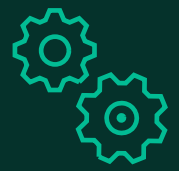
Three dynamics accelerating digital transformation

COVID – 19
Reducing demand and increasing costs

Supply & Demand Imbalance
Impacting financial performance & outlook

Energy Transition
Market challenges, increased social pressure for change

Digital Transformation



Improving operational efficiencies while reducing risks

Increasing productivity while reducing maintenance costs

Accelerating energy transition

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Baker Hughes uniquely positioned to drive digital acceleration

Core Portfolio & Capabilities

Oilfield Services	Oilfield Equipment
Turbomachinery & Process Solutions	Digital Solutions
Energy Transition	

Global Digital Infrastructure

72% of drilling jobs performed remotely in 2Q'20	1,400+ TPS assets under monitoring	6M+ Bently Nevada sensors deployed
25X faster development for AI applications	42M+ feet drilled with remote services in 2019	50,000+ 3D-printed parts produced
32,000+ monitoring systems on wind turbines	700 TB of oilfield data managed	800,000+ sensors sold annually

Digital Accelerators

Enterprise AI Solutions	Additive Manufacturing	Edge Technology	Alliance Network C3.ai Microsoft

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BakerHughesC3.ai is an AI leader in energy

June 2019
Launched BakerHughesC3.ai

Sep. 2019
1st Joint AI Application Available

Nov. 2019
Microsoft Alliance Announced

Feb. 2020
2nd Joint AI Application Available

BakerHughesC3.ai | BHC3 Reliability | Baker Hughes | C3.ai | Microsoft | BHC3 Production Optimization

Accelerate Digital Transformation of the Energy Industry

Baker Hughes Internal Uses	
Project	Value to Baker Hughes
• Inventory Optimization	• Targeted reduction in inventory on hand
• Demand Planning	• Improve materials management and demand forecasting
• Drilling Hazards Prevention	• Optimize drilling plans to reduce NPT

Energy Customers		
Customer	Project	BHC3 AI Solution
• Major Oil Company	• Rapid deployment of AI, predictive analytics & ML for energy applications	• BHC3 AI Suite
• Canadian Oil Company	• Improve well production through ML, real-time alerts, and well targeting	• BHC3 Production Optimization
• Multi-national Chemical Company	• Improve ethylene plant efficiency through AI & anomaly detection	• BHC3 Reliability

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Key use cases & strategic priorities of energy industry

Remote Operations

Manage data and decision-making over distance, reduce costs and improve performance

Asset Health & Reliability

Minimize asset failures, understand optimal maintenance programs and reduce operation costs across energy value chain

Energy Transition & Low Carbon

Reduce emissions, conserve energy and operate more efficiently

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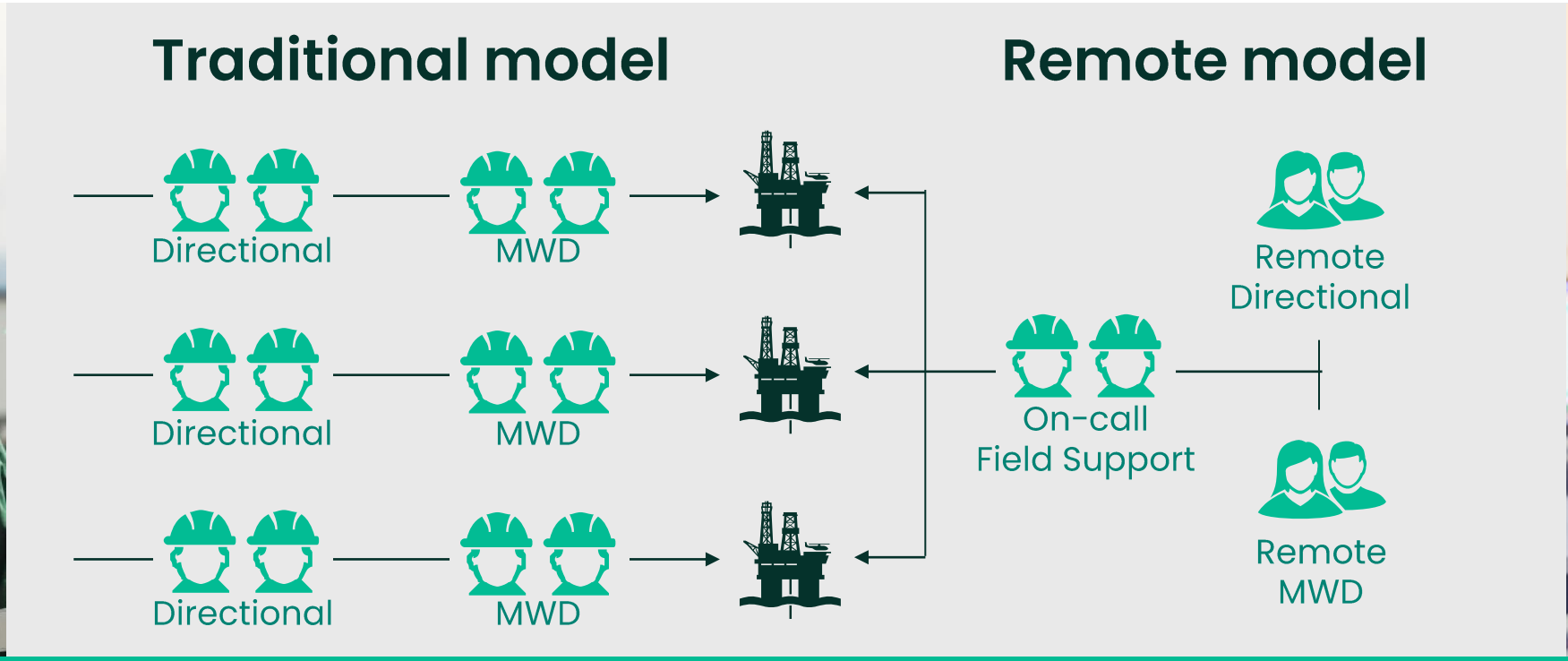
Enabling remote operations through digital



Digital Enablers

- Digital infrastructure
- Network connectivity & security
- Analytics & software applications
- Data management
- Change management
- Artificial Intelligence
- Machine Learning

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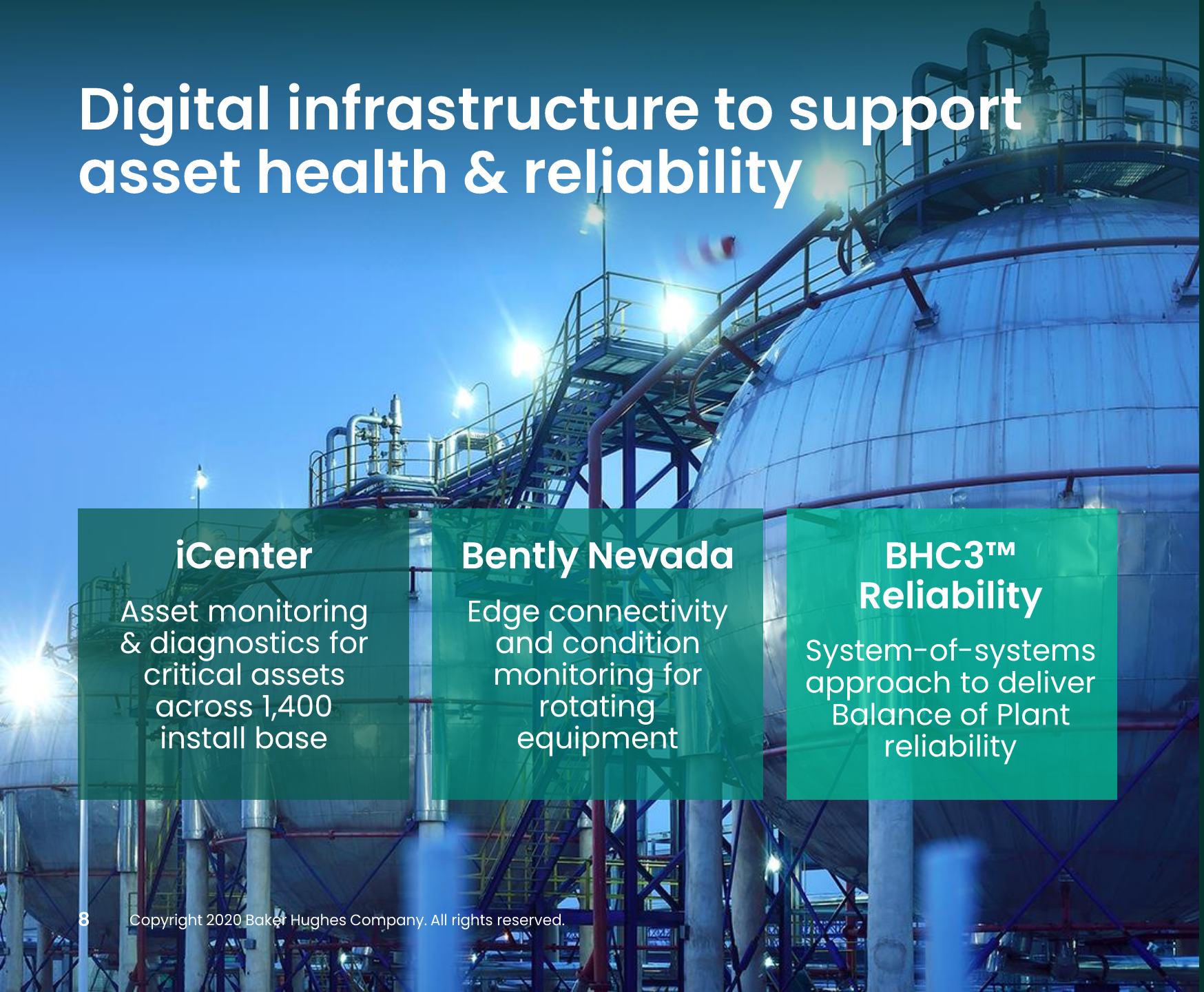
Digital infrastructure to support asset health & reliability



iCenter

Asset monitoring & diagnostics for critical assets across 1,400 install base

Bently Nevada

Edge connectivity and condition monitoring for rotating equipment

BHC3™ Reliability

System-of-systems approach to deliver Balance of Plant reliability

Digital Enablers

Digital infrastructure

Advanced analytics

Sensors & edge computing

Additive manufacturing

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Detecting, reducing and preventing emissions with data

Measurement & mitigation

Low to zero emissions solutions

Alternative energy services

Energy transition & low carbon consulting

Digital Enablers

AI / machine learning

Drones & robotics

Sensors & edge computing

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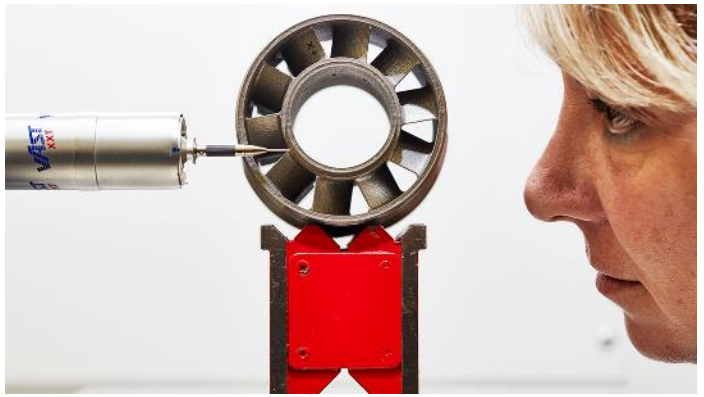
Continuing digital innovation

Transforming the Intelligent Edge

- I.Q.uity edge platform (hardware, software, service)
- Avitas automation, environmental and analytics capabilities

Extending Additive Manufacturing



- Non-metallics materials through 50/50 Saudi Aramco JV
- Generative design capability through global additive centers and technology partnerships

Accelerating Enterprise-Scale AI in Energy

- BakerHughesC3.ai alliance leveraging the strength of our core energy businesses
- Extending and simplifying enterprise AI through technology partners

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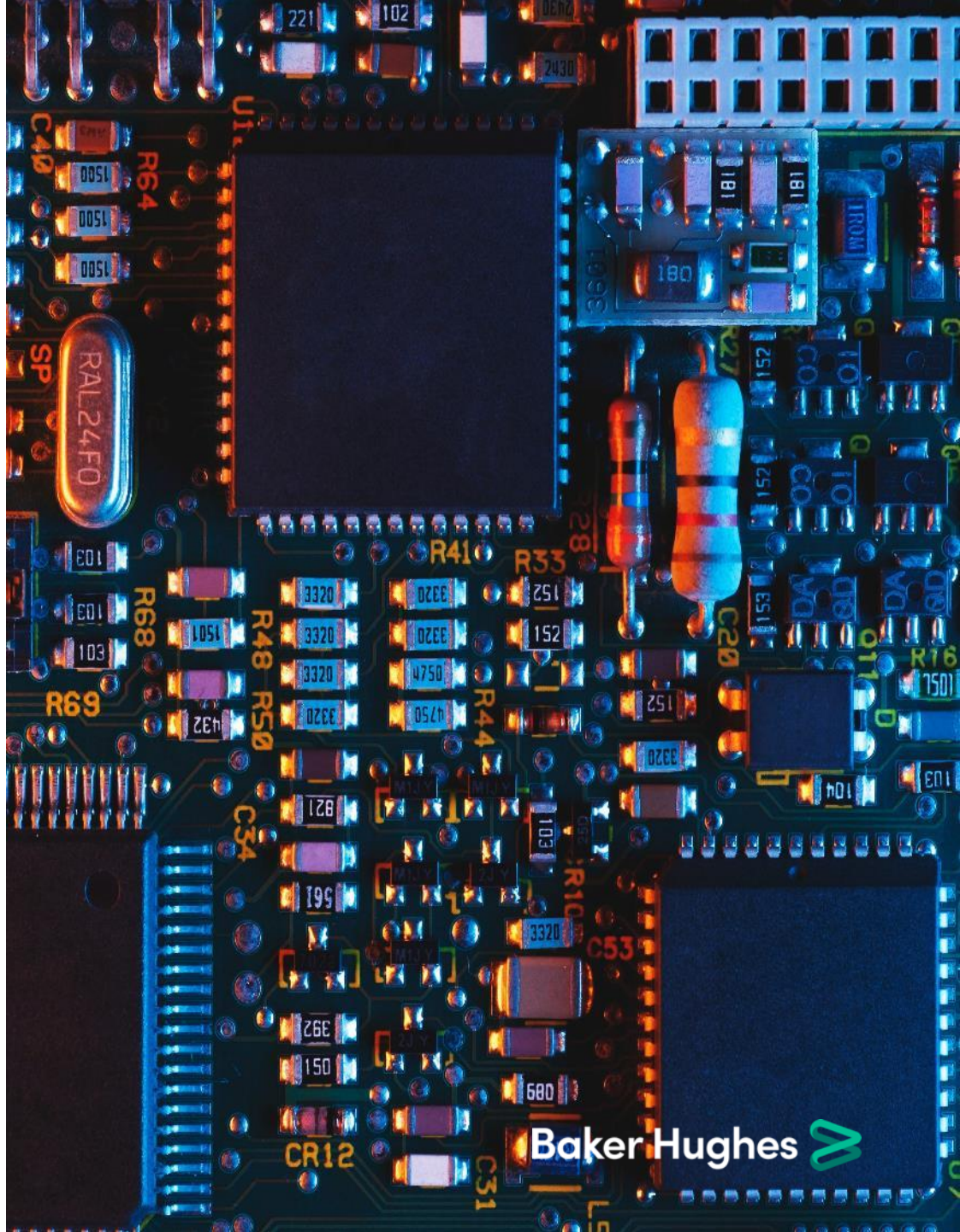
Digital technology for the energy future

- Combining core strengths with digital accelerators
- Delivering high demand use cases – remote operations, asset health, energy transition – with digital foundations
- Leveraging the BakerHughesC3.ai alliance to complement capabilities across all sectors
- Innovating for the future in edge intelligence, additive manufacturing and AI / Machine Learning



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