

### National Energy Services Reunited Corp.

### The national champion of MENA

**March 2020** 



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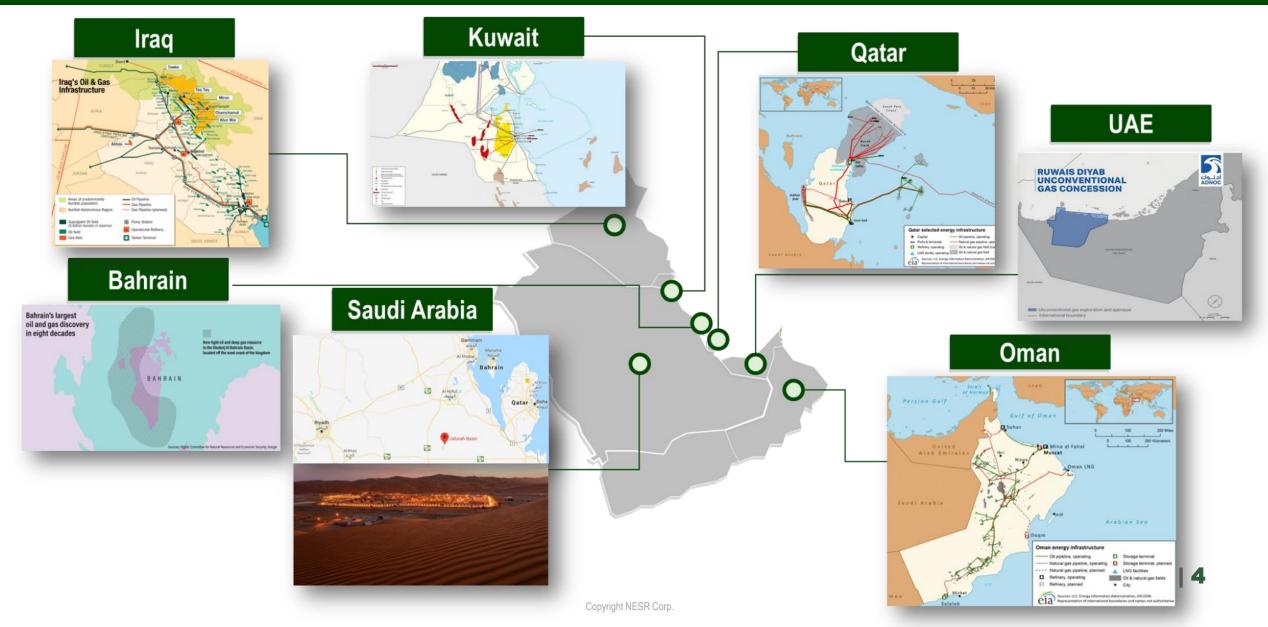


### **Macro Outlook for NESR**



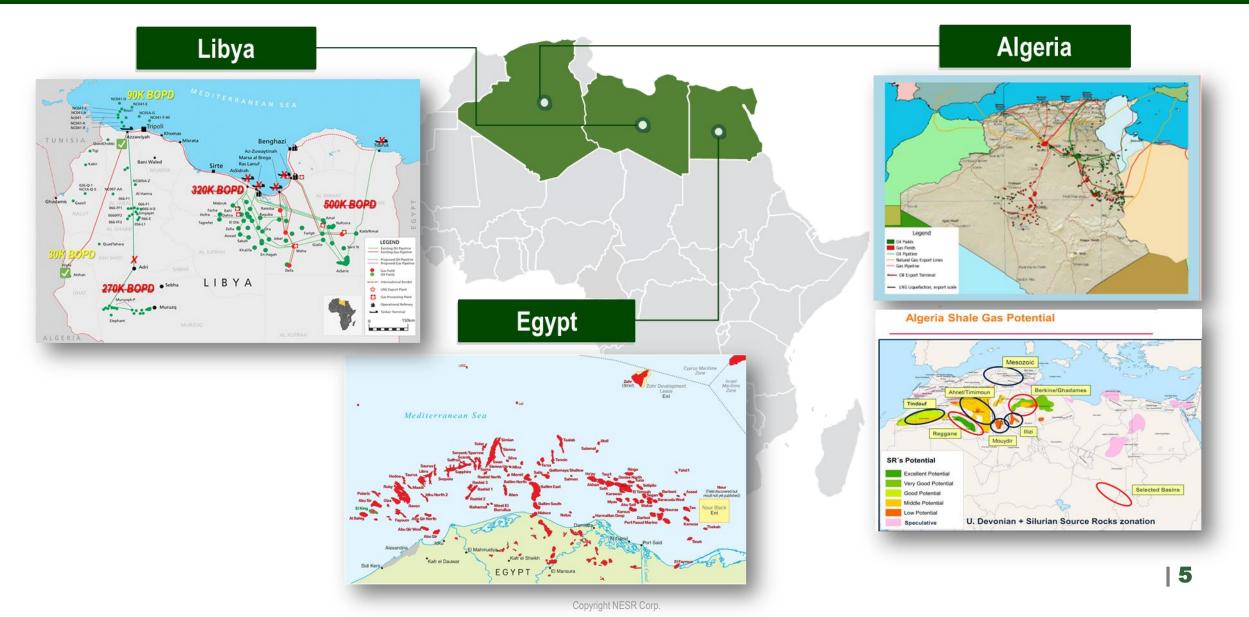
### The big story for each country...





### North Africa Security concerns and Gas Hub

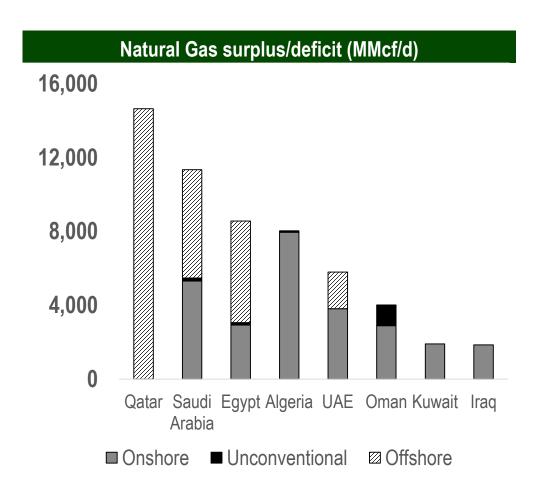


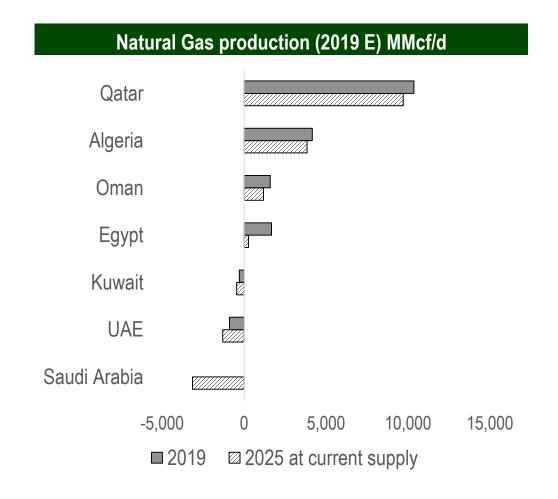


### MENA - Significant investments to meet the demand



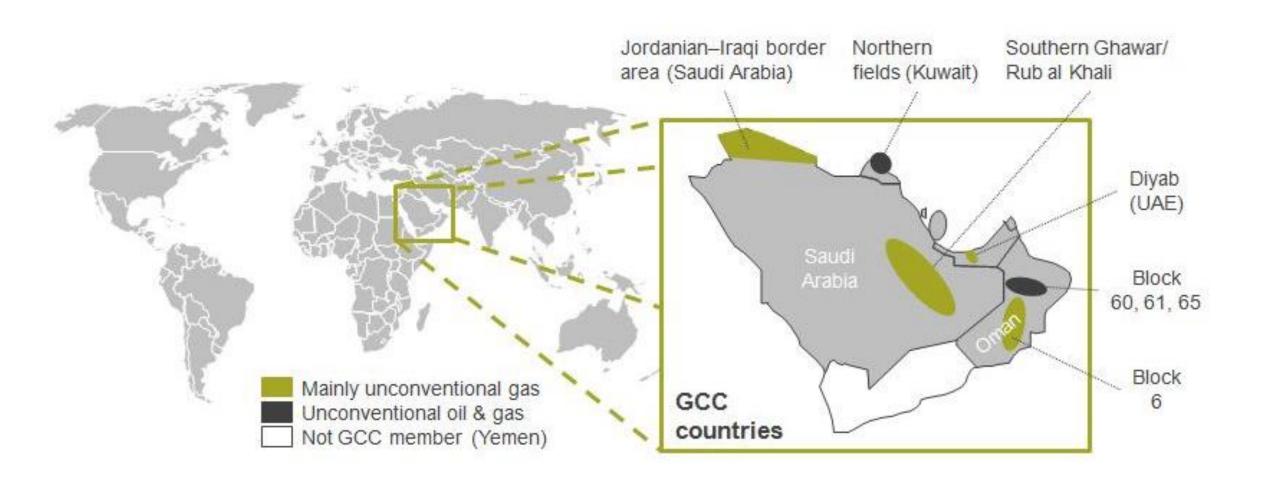
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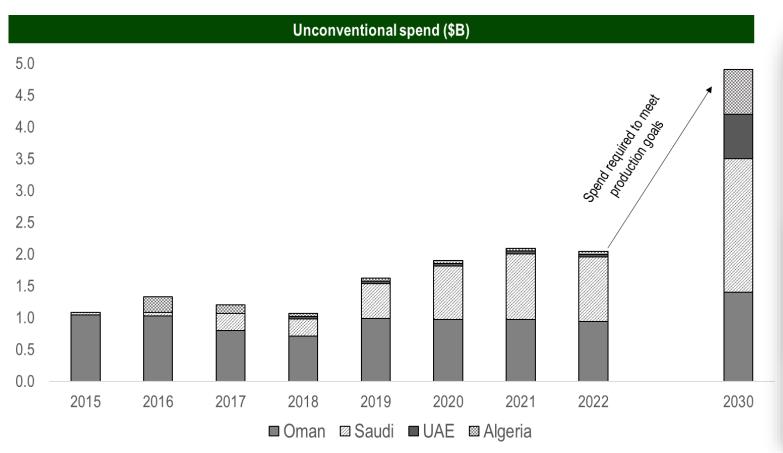
### Unconventionals as of now in GCC...





### Significant Unconventional spend



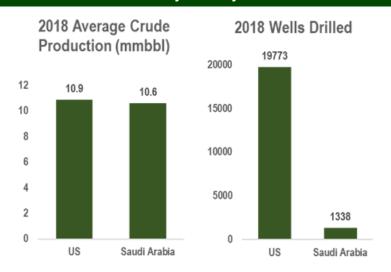




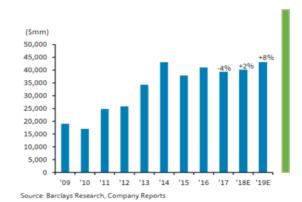
### MENA activity is going to be strong for the foreseeable future...







#### ~60-70 B\$ average spend on D&C over the next 5 yrs Vs 40-45 B\$ over the last 5 yrs



KPC said they expect to spend ~\$114bn in capex over the next 5 years, and an additional \$394bn beyond that to 2040.

ADNOC announced capex of\$132bn (includes both upstream and downstream) over a 5yr period from 2019-2023, 21%higher than the prior year's 5yr capex plan of \$109bn.

Aramco announced capex of \$414bn for spend till 2025

 Our estimates include leading Middle East spenders including Saudi Aramco, Kuwait Oil Company, Abu Dhabi National Oil Co. (ADNOC) and others.

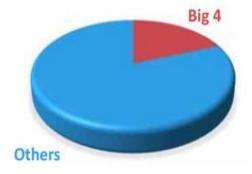
#### Gas investments to increase 5x

The region will increase gas production mainly for internal consumption. For e.g. Saudi plans to go to 23bcf/d (from 14bcf/d today) Saudi announced 200 Tcf discovery and UAE announced 80 Tcf – Key focus areas for both countries to develop Strong need for internal consumption and LNG growth

### To achieve that outcome – Need Innovation/New Way

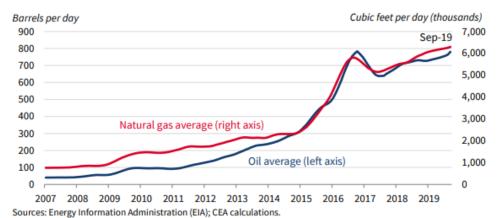


#### Wide spectrum of service providers driving process and technology innovations in North America



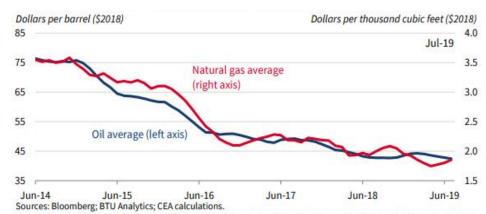
#### Leading to

#### Productivity gains: new-well production per rig



Note: New-well production is the total production from oil (or gas) wells that are in their first month of production. The rig count is the number of active oil (or gas) drilling rigs two months prior. The data correspond to seven shale-rich regions included in the EIA's Drilling Productivity Report.

#### Productivity gains: lower breakeven prices



Note: Breakeven prices include the cost of drilling and operating a well and bringing the resource to market, including royalties, taxes, and gathering and compression costs. Oil average is the average price between Bakken Formation, Denver Basin, Eagle Ford, and Permian Basin; Natural gas average is the average price between Marcellus-Utica and Haynesville. Values adjusted to 2018 dollars using the Consumer Price Index (CPI-U).

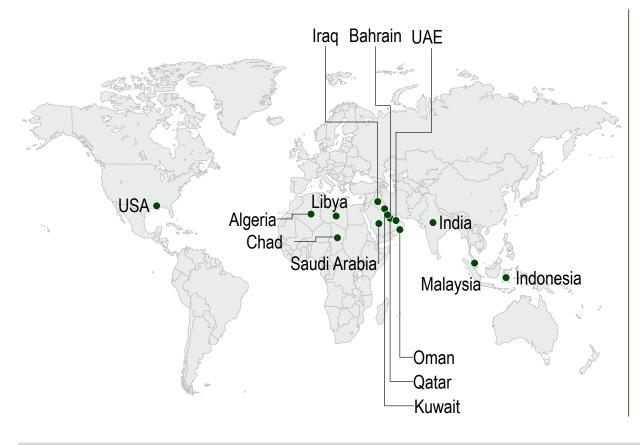


# NESR – Paradigm shift for the Region



### **NESR – Largest indigenous OFS in the region**





- Head office in Houston and regional offices across
   MENA and Asia Pacific
- Operations Bases: 14 Countries (15 with SAPESCO)
- 4,000 going to 5000 Employees
- 20 Product Lines
- Clients Portfolio: 25+ Customers
   (Major IOCs | NOCs | Independents)
- Major Operations: KSA | Oman | Iraq | Algeria | UAE | Qatar
- Top Tier service provider in the region

























### Open Platform approach on Technology



#### Strategic partnerships for R&D and portfolio expansion



Rotary Steerable System (RSS)



Mutiphase Flow Meter (MPFM)



Perforation Systems (PERF)



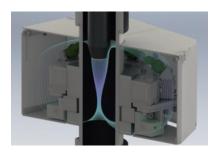
Wireless Tools for Slickline



Production Chemicals (CHEM)



Advanced Production Logging



Well Head System for Coil, WL and SL



Next Gen Well Head System



Downhole Coil Tools And Intelligent Coil



Fracturing and Stimulation Monitoring

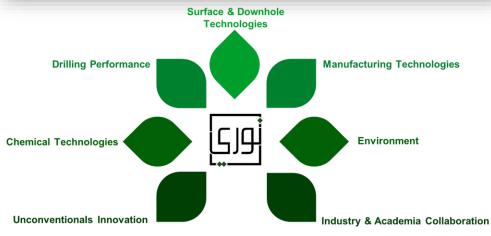
### **NESR Oilfield Research and Innovation (NORI)**





NORI's model, akin to the larger technological changes we are seeing globally, will create an open platform for innovative technology companies in the upstream space to come to the Kingdom and will benefit the Saudi oil and gas industry - Dr. Mohammed Y. Al-Qahtani, Saudi Aramco's Senior Vice President for Upstream





### **Unconventionals Innovations**





### It is being done in Saudi Arabia now...



Leveraging the latest technologies, processes and experience to deliver the same efficiency as USL in the MENA region























### **Acquisition of SAPESCO**



### **SAPESCO** –The oldest indigenous service company in the MENA region



#### Deal Logic

- Egypt ~ 1-1.5 B\$ OFS Market, NESR does not exist in Egypt
- Solid position in Egypt (Coil, CH WL, SLK, TRS, Production Chemicals) and leading position in downstream Industrial Services (Pipeline Maintenance)
- Apart from Egypt operations in Egypt, UAE, Kuwait, Libya –
   All businesses accretive to NESR

#### Deal Structure

- Cash and Stock payment to sellers and settle long term
   Debt
- Financed from Cash on Balance sheet and Revolver
- Upfront accretive

#### ADVERTORIAL



#### STEAM BLOWING CASE STUDY

APPEAD's only form regerence in assouting pre-commissioning services for process scribtes has created contidence for its clients, sealing the present of the clients are immoduced attemptioning operations as an ever service to the offset industry in Spipt, most notably at Petrobavial Gamit's Zoth perations, and Alexandria National Ristning. Included the design of the des

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#### SAPESCO, Providing High-Quality Services at the Pre-Commissioning of Atoll, Zohr, and New Power Stations



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Selection is a reflection of ESCOVe excellent performance is oil and gas industry all over country area (ESC, the contact processes). teraion to further. Pre-company's team, reflecting the circumidance in the discont, locally consistency, and performance and detirer it is ready of SAFE-SECUS personnel in consists Egipplic damages along in the







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18



### ESG & ICV @ NESR



### ESG @ NESR







### **Environmental Stewardship**

Reducing the environmental footprint of our businesses and operations

### Social Responsibility

Delivering social, environmental and economic value to the communities in which we live and work





#### Governance

Doing business ethically, legally, and with the highest standards of integrity

NESR creates shared value by simultaneously maximizing benefits to society and advancing NESR's core business strategies

### **Environmental Stewardship**



- Tackling environmental performance in 2019
- Reduced plastic consumption in offices and raised environmental awareness
- NESR recognized for contributions to environmental campaigns, pioneering environmental initiatives and outstanding environmental accomplishments
- Signed an MOU with Gradiant Energy Services to enhance water conservation
- Engaged with partners and investors on sustainability









### **Aligning ESG and Local Content**





### **Local Content: Investing in Local Communities**



- Opened a manufacturing facility in Oman
- Broke ground on NESR Oilfield Research and Innovation Center (NORI) in Saudi Arabia
- Signed a training agreement with SPSP to develop local talents
- Signed a technology collaboration framework agreement with KFUPM











### **Diversity and Inclusion**



- Targets introduced to increase gender diversity across the company
- 4 types of disabilities and more than 40 nationalities represented in the workforce
- Engaged with the community, clients and partners to increase awareness on D&I









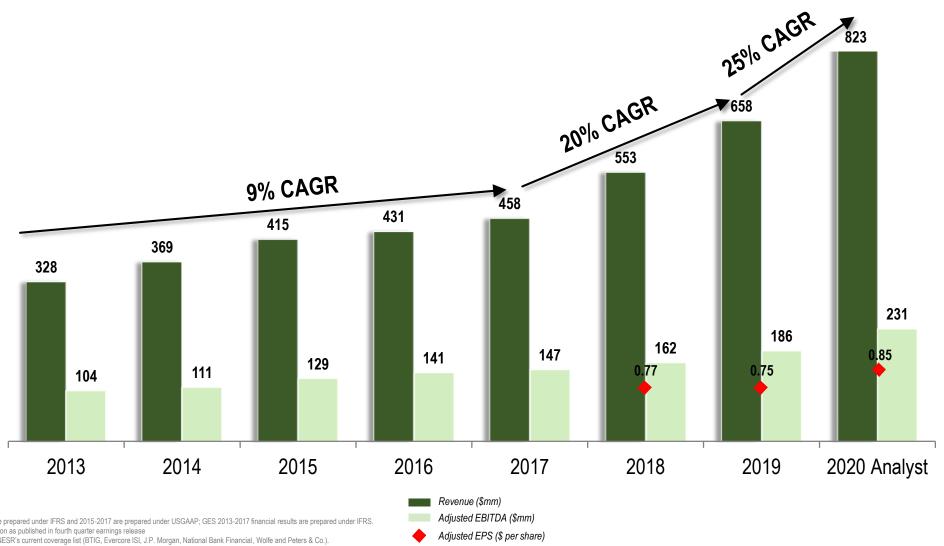


# NESR The undervalued Growth story



### **Exceptional and Unmatched Growth story**



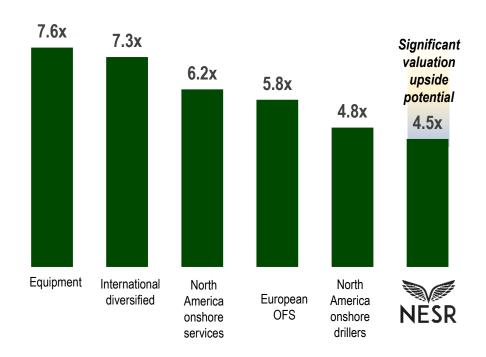


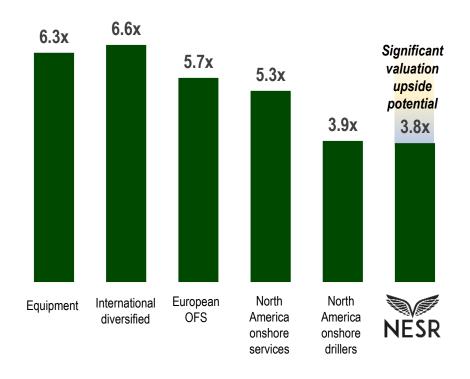
### and.....Significant upside potential



#### **TEV/EBITDA 2020E**

#### **TEV/EBITDA 2021E**





Source: Bloomberg Estimates as of February 27, 2020 including NESR estimates of 2020 and 2021 EBITDA

Note: North America onshore services include Basic Energy Services, NexTier Oilfield Solutions, Liberty Oilfield Services, RPC and Superior Energy Services; North America onshore drillers include Patterson, Helmerich & Payne, Nabors Industries and Pioneer Industry Services;

Equipment include Cactus, Dril-Quip, TechnipFMC, Forum Energy Technologies, National Oilwell Varco, Oil States International and NCS Multistage; International diversified includes Schlumberger, Halliburton, and Baker Hughes; European OFS includes Schoeller-Bleckmann Oilfield Equipment, Hunting plc and Fugro.



## First and Only NASDAQ listed MENA Company



## 2018/2019 Adjusted EBITDA (Non-GAAP reconciliation)



NESR (\$million)	2019	2018 <sup>(1)</sup>	
Revenue	658.4	552.5	
Net income (loss)	39.4	39.5	
Depreciation and amortization	93.8	69.5	
Finance cost	19.0	19.5	
Tax	13.1	13.1	
Charges & credits	20.7	20.1	
Adjusted EBITDA	186.0	161.7	

# 2019 Adjusted EBITDA by Quarter (Non-GAAP reconciliation)



NESR (\$million)	Q1 2019	Q2 2019	Q3 2019	Q4 2019
Revenue	151.7	159.9	161.6	185.2
Net income (loss)	13.2	11.4	11.1	3.7
Depreciation and amortization	19.3	21.3	23.2	30.0
Finance Cost	3.9	5.8	5.0	4.3
Tax	2.9	4.5	3.5	2.2
Transaction, Integration & Start-Up Costs	1.4	2.4	4.2	8.8
Other Provisions	-	0.5	0.7	2.8
Adjusted EBITDA	40.7	45.7	47.7	51.7

# Historical Adjusted EBITDA (Non-GAAP reconciliation)



#### **Adjusted EBITDA**

NPS (\$million)	2013	2014	2015	2016	2017
Revenue	180	199	204	224	271
Net income (loss)	25	32	5	8	28
Depreciation and amortization	19	23	52	52	38
Finance Cost	10	9	4	6	7
Goodwill Impairment	-	-	-	-	-
Impairment	-	-	-	3	-
Тах	5	3	2	3	5
Adjusted EBITDA	59	67	64	72	78
GES (\$million)	2013	2014	2015	2016	2017
Revenue	148	170	211	207	187
Net income (loss)	24	19	31	32	36
Depreciation	15	21	25	27	23
Finance Cost	3	4	4	4	4
Interest income	-	(4)	(1)	(1)	(2)
Impairment	-	-		2	-
T	3	4	5	6	7
Tax	3	7	•	•	•