
11/3/2020

NABORS INDUSTRIES LTD.

3Q Earnings Presentation



Forward Looking Statements

We often discuss expectations regarding our future markets, demand for our products and services, and our performance in our annual, quarterly, and current reports, press releases, and other written and oral statements. Such statements, including statements in this document that relate to matters that are not historical facts, are “forward-looking statements” within the meaning of the safe harbor provisions of Section 27A of the U.S. Securities Act of 1933 and Section 21E of the U.S. Securities Exchange Act of 1934. These “forward-looking statements” are based on our analysis of currently available competitive, financial and economic data and our operating plans. They are inherently uncertain, and investors should recognize that events and actual results could turn out to be significantly different from our expectations.

Factors to consider when evaluating these forward-looking statements include, but are not limited to:

- The Covid-19 pandemic and its impact on oil and gas markets and prices;
- fluctuations and volatility in worldwide prices of and demand for oil and natural gas;
- fluctuations in levels of oil and natural gas exploration and development activities;
- fluctuations in the demand for our services;
- competitive and technological changes and other developments in the oil and gas and oilfield services industries;
- our ability to renew customer contracts in order to maintain competitiveness;
- the existence of operating risks inherent in the oil and gas and oilfield services industries;
- the possibility of the loss of one or a number of our large customers;
- the impact of long-term indebtedness and other financial commitments on our financial and operating flexibility;
- our access to and the cost of capital, including the impact of a further downgrade in our credit rating, covenant restrictions, availability under our unsecured revolving credit facility, and future issuances of debt or equity securities;
- our dependence on our operating subsidiaries and investments to meet our financial obligations;
- our ability to retain skilled employees;
- our ability to complete, and realize the expected benefits, of strategic transactions;
- changes in tax laws and the possibility of changes in other laws and regulation;
- the possibility of political or economic instability, civil disturbance, war or acts of terrorism in any of the countries in which we do business;
- the possibility of changes to U.S. trade policies and regulations including the imposition of trade embargoes or sanctions; and
- general economic conditions, including the capital and credit markets.

Our businesses depend, to a large degree, on the level of spending by oil and gas companies for exploration, development and production activities. Therefore, sustained lower oil or natural gas prices that have a material impact on exploration, development or production activities could also materially affect our financial position, results of operations and cash flows.

The outbreak of the novel coronavirus (“COVID-19”), together with actions by large oil and natural gas producing countries, has led to decreases in commodity prices, specifically oil and natural gas prices, resulting from oversupply and demand weakness. These price decreases caused significant disruptions and volatility in the global marketplace during 2020. Lower prices and the resulting weakness in demand for our services, which have negatively affected our results of operations and cash flows, have persisted into the fourth quarter, and uncertainty remains regarding the length and impact of COVID-19 on the energy industry and the outlook for our business.

The above description of risks and uncertainties is by no means all-inclusive, but is designed to highlight what we believe are important factors to consider. For a discussion of these factors and other risks and uncertainties, please refer to our filings with the Securities and Exchange Commission (“SEC”), including those contained in our Annual Reports on Form 10-K and Quarterly Reports on Form 10-Q, which are available at the SEC’s website at www.sec.gov.

Recent Company Highlights



Generated Free Cash Flow in 3Q

after funding semiannual interest payments on notes



ESG Improved ISS Social Score by 3 points in 3Q20

reflecting heightened focus on ESG



Increased Installations of Digital Services on Nabors Lower 48 Rigs

including RigCloud®, SmartNAV™, SmartSLIDE™ in 3Q20 resulting in a 23% sequential increase in revenue

Amended Revolving Credit Facility

maintained capacity and interest rate

eliminated leverage covenant

Cost Reductions and Capital Discipline

resulting in estimated cumulative savings of ~\$260 million in 2Q-4Q 2020

Repurchased ~\$47 Million of Debt

in the open market in 3Q20, at a discount

3Q Rig Utilization and Availability

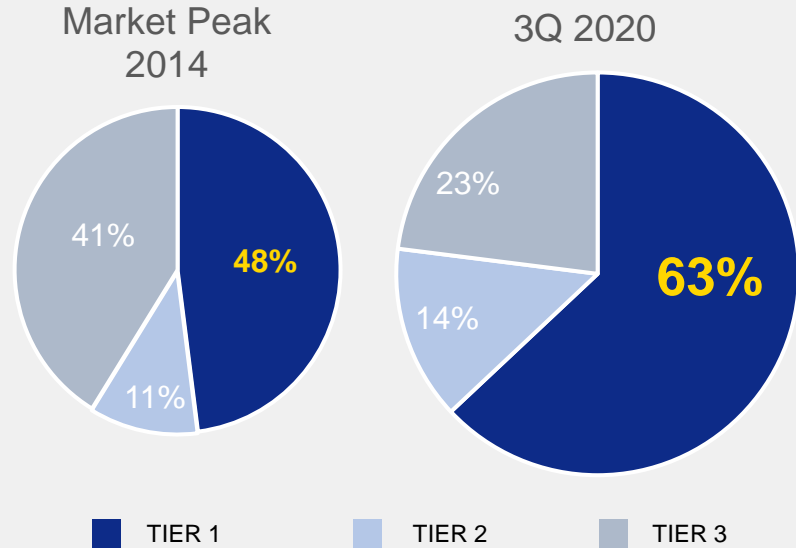


	TOTAL	U.S. LOWER 48	U.S. OFFSHORE	ALASKA	CANADA	INTERNATIONAL
RIG FLEET ⁽¹⁾	399 HIGH SPEC 110	188	12	16	35	148
3Q20 AVERAGE RIGS WORKING	132	48 HIGH SPEC 48	2	3	7	71
AVERAGE UTILIZATION	33%	26% HIGH SPEC 44%	18%	21%	19%	48%

Successfully Improving Customer Mix

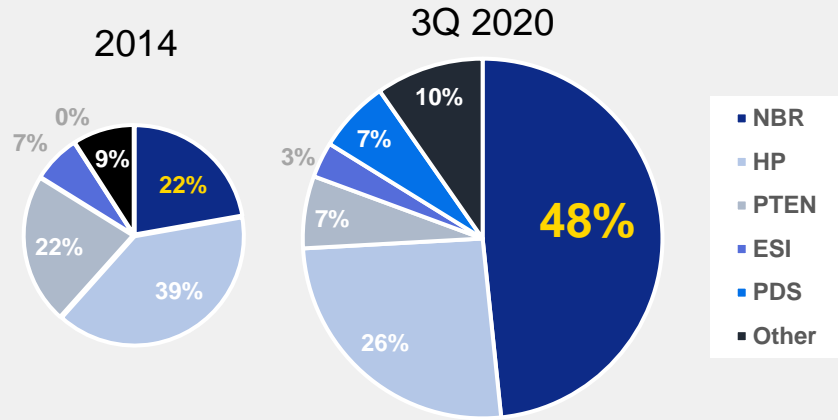
Growing position with the top customers in the Lower 48

% OF LOWER 48 DRILLING REVENUE



Building L48 Market Share with the Supermajors

The leader in the supermajors market segment, Nabors more than doubled market share compared to the peak in 2014.



Major Independent

"I gave Nabors a 9 for their quality, forward-thinking mentality, low NPT and performance-minded personnel."

Major Independent

"Best in-basin rig performance. Attentive corporate and field personnel."

Supermajor

"Nabors has invested heavily in their fleet and support services. They've also made tough decisions to ensure the right talent is in their front-line leadership positions."

Supermajor

"New technology, consistently evolving. Quality performance and excellent service."

Powering Rigs with Alternative Power Sources & Dual Fuel

- Deployed first unit in 1985 on the North Slope of Alaska
 - Highline-capable
 - Gas-capable with turbine
- 40 dual-fuel-capable rigs in Lower 48



Rig27E in Deadhorse Alaska

Smart Technology Portfolio

Former Names	Current Names	Product Description
Rigtelligent®, Rigtelligence™	SmartROS™	Rig operating system for machine and process automation apps
WellProg™	SmartPLAN™	Interactive rig activity planning, scheduling and coordination system
ROCKit® Pilot	SmartSLIDE™	Automated directional steering control system
Navigator™	SmartNAV™	Directional guidance platform; generates automated steering instructions
DrillSmart®, ROP Cruise Control™	SmartCRUISE™	Adaptive autodriller with set-point optimization

Smart Family Expansion

SmartFILL™

Tubular fill-up while running casing

SmartDECODE™

Integrated downlinking to downhole tools

SmartDOC™

Digital Operations Center

SmartTRIP™

Automated tripping

SmartCONNECT™

Drilling and casing connection automation

SmartDRILL™

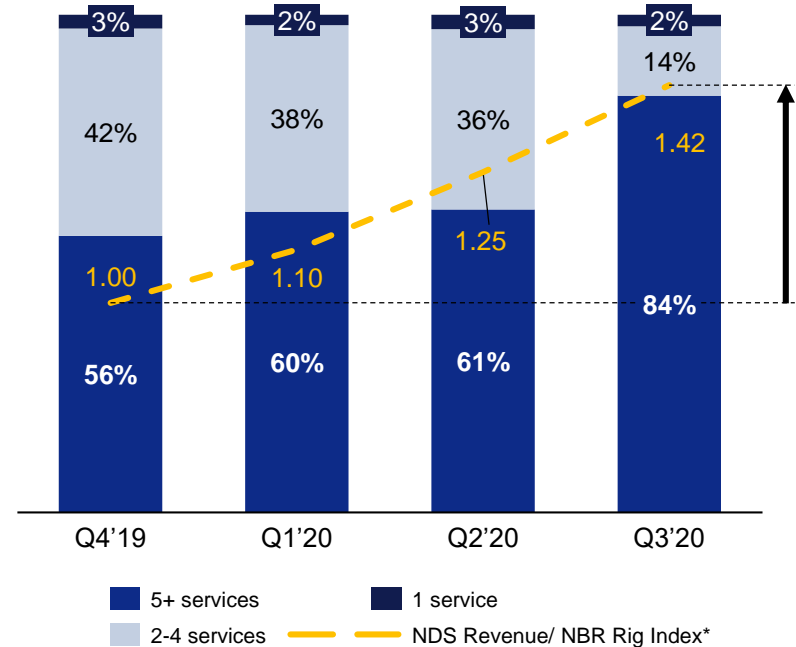
Process Automation

Nabors Drilling Solutions Penetration

Growing preference for NDS services on Nabors rigs

- NDS continues to grow service penetration on Nabors rigs. Percentage of rigs with 5 or more services **grew by 23% 3Q versus 2Q**
- **42% increase in NDS revenue** per Nabors rig since 4Q 2019
- Expanding customer base as a result of realized value of NDS service suite, coupled with **growth of new products on Nabors rigs**

NDS Services on Nabors L48 Rigs
(% of Rigs)



NDS Smart Apps Update



Increased Smart applications penetration on Nabors rigs YTD 2020 despite contracting market conditions

50%

decrease in personnel per job for NDS Directional Drilling operations 2Q-3Q (SmartSLIDE™ /SmartNAV™ and Wellbore Placement)



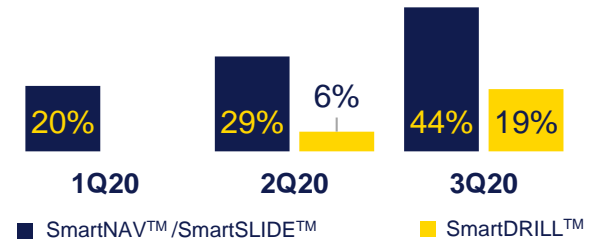
Align with customer focus to de-man and automate wellsite operations



Added emphasis on remote operations and cross functional staff

Smart Apps Penetration

(% of Nabors rigs)



Increasing automation driving performance and de-manning

	Smart apps	Life To Date	3Q20
Wells	SmartNAV™	1,231	66
	SmartSLIDE™	581	66
	SmartDRILL™	86	35
Footage (ft. in millions)	SmartNAV™	22.0	1.1
	SmartSLIDE™	10.9	1.2
	SmartDRILL™	1.6	0.6

L48 Directional Drilling Personnel Per Rig: On Location & Remote Ops













SmartPLAN™ rig planning, scheduling & coordination



RigCLOUD® Platform

Go beyond remote monitoring and collaborate with your team at the rig site.

RigCLOUD® Apps

-  RigCLOUD® Edge
-  Remote Visualization
-  Digital Operations Center
-  Cybersecurity
-  Partner Apps
-  RigCLOUD® LiveOps
-  RigCLOUD® Metrics
-  SmartPLAN™
-  SmartNAV™
-  MWD Suite



1 Field crew executes drilling plan using RigCLOUD® applications



2 Data is delivered from Edge devices to the cloud



3 Real-time visibility and analytics drive performance



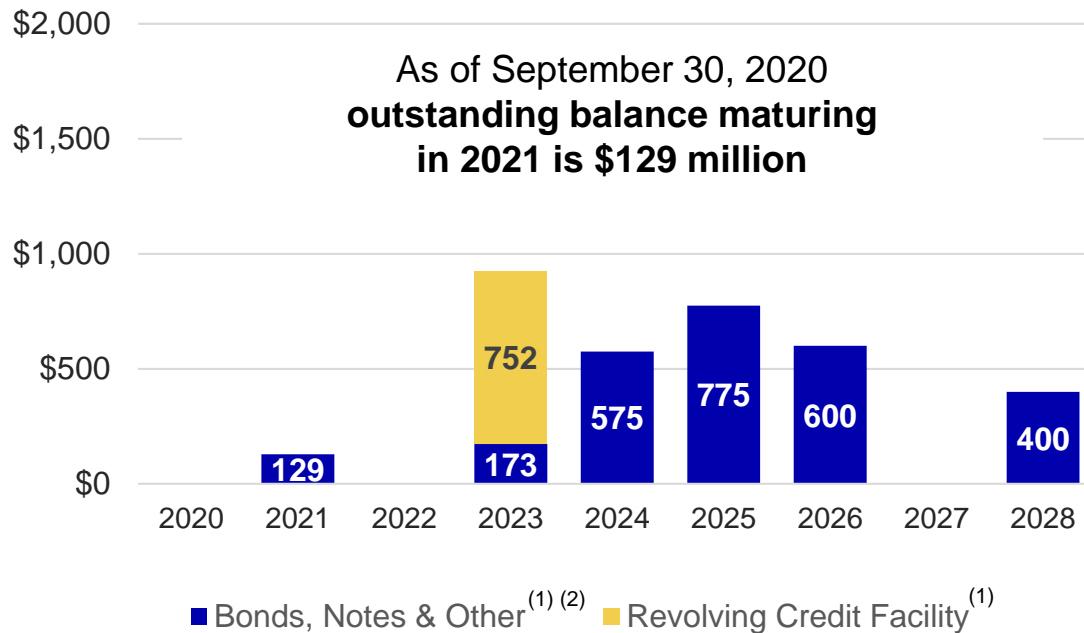
4 Remote team in Digital Operations Center manages instructions



Debt Maturity Profile as of September 30, 2020

Debt at 9/30/2020

Total Debt:	\$3.29Bn⁽²⁾
Cash, Cash Equivalents & STI	\$0.51Bn
Total Debt Less Cash, Cash Equiv. & STI	\$2.78Bn⁽²⁾



(1) Annual figures shown in millions at maturity value

(2) Debt balances reflect carrying values as of September 30, 2020

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