



LOGISTICS OF THE ENERGY REVOLUTION

INNOVATING
ENERGY SUPPLY
CHAINS



**POWERING
OUR WORLD,
TOGETHER**

DELIVERING EXCELLENCE
TO THE ENERGY SECTOR

DHL ENERGY REGIONAL CONFERENCE 2022

Digitalization.Glocalization.Innovation On Demand

Hatem Salem

Sr. Director, Head of Global OFS On-Demand Solutions

Baker Hughes



Baker Hughes is an energy technology company that provides solutions for energy and industrial customers worldwide

4

Product Companies

120

Countries

54,000

Employees

\$20.5B

Revenue

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Product Companies



OILFIELD SERVICES

OILFIELD EQUIPMENT

**TURBOMACHINERY &
PROCESS SOLUTIONS**

DIGITAL SOLUTIONS

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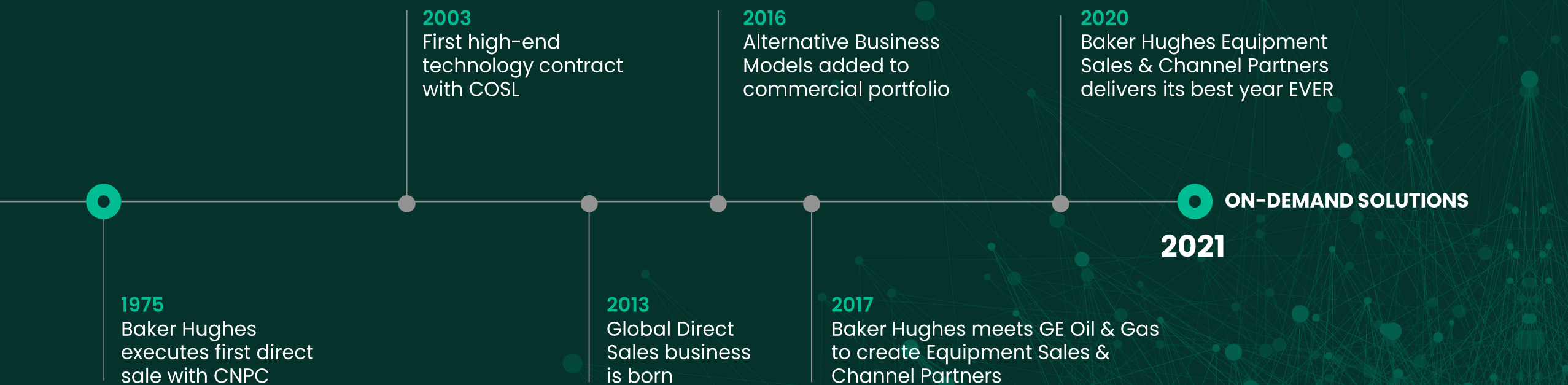
\$20.5B

Revenue

LOGISTICS IS A CRUCIAL PART OF OILFIELD SERVICES
PRODUCT DELIVERY

Products must be delivered to our customers when and where they need them to avoid non-productive time

Since 1975, Baker Hughes has employed a variety of local partnership models to simplify and accelerate logistics



ON-DEMAND SOLUTIONS

FIT. FLEXIBLE. FAST.

DIGITALIZATION
ON DEMAND

GLOCALIZATION
ON DEMAND

INNOVATION
ON DEMAND

DIGITALIZATION **ON DEMAND**

Our customers shop, buy, get products and knowledge *fast* via ShopBakerHughes.com

eCatalog

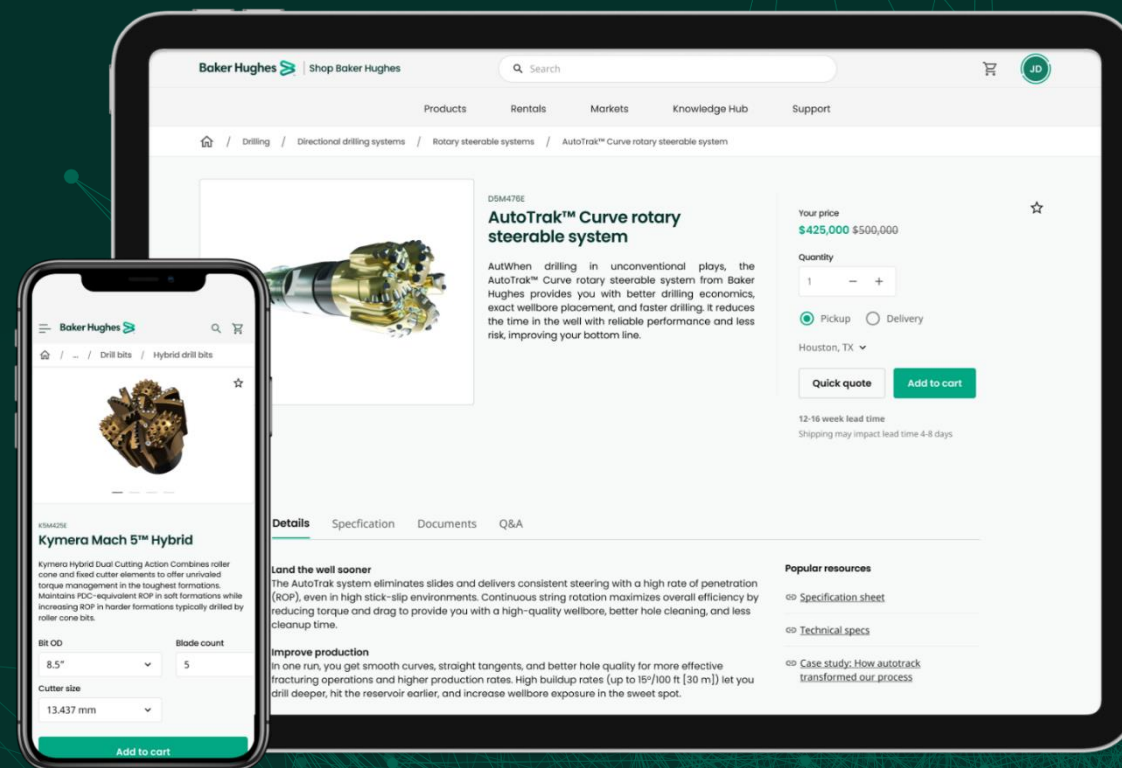
- Sales, rentals, training and software products
- Product specification & information
- Webinars, Q&As, online calculators and newsletters

eStore

- Access to 11,000+ products
- Online transaction
- Credit card payment option

eService Portal

- 24/7 customer support
- Prompt technical and order management support
- Customizable website catering to users



INNOVATION **ON DEMAND**

Our flexible commercial terms support alternative logistics that leverage the capabilities of end users

Customers use their own logistic methods to ship & distribute products and tools – saving them time and money



FIT for purpose portfolio
with global footprint



FLEXIBLE in commercial
terms & delivery methods



FAST delivered to fulfill
emergency & rush orders

ON-DEMAND SOLUTIONS

FIT. FLEXIBLE. FAST.

DIGITALIZATION
ON DEMAND

GLOCALIZATION
ON DEMAND

INNOVATION
ON DEMAND



Thank you



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