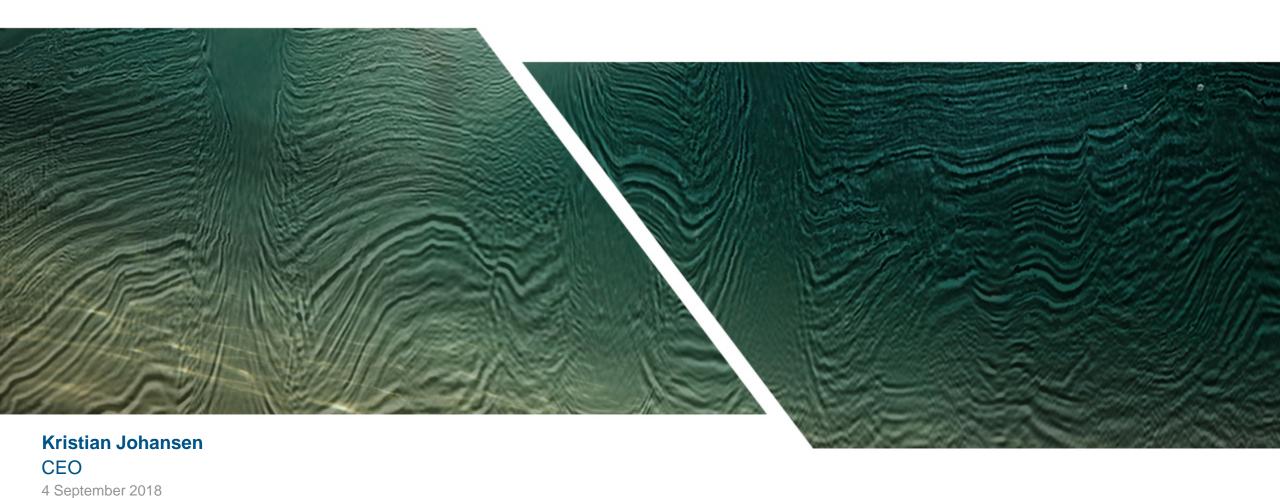


# **Company Presentation**Barclays CEO Energy Power Conference



# **Forward-Looking Statements**

All statements in this presentation other than statements of historical fact, are forward-looking statements, which are subject to a number of risks, uncertainties, and assumptions that are difficult to predict and are based upon assumptions as to future events that may not prove accurate. These factors include TGS' reliance on a cyclical industry and principal customers, TGS' ability to continue to expand markets for licensing of data, and TGS' ability to acquire and process data products at costs commensurate with profitability. Actual results may differ materially from those expected or projected in the forward-looking statements. TGS undertakes no responsibility or obligation to update or alter forward-looking statements for any reason.

# **Key Takeaways**

Extraordinary strong 1H by TGS relative to both peers and market

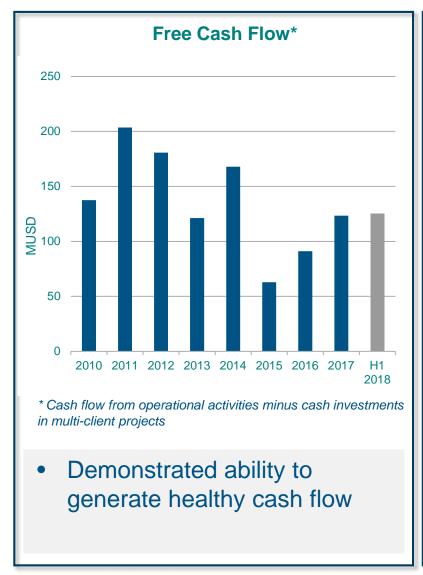
 Financial performance driven by high volume of E&P asset sales / swaps rather than increase in exploration budgets

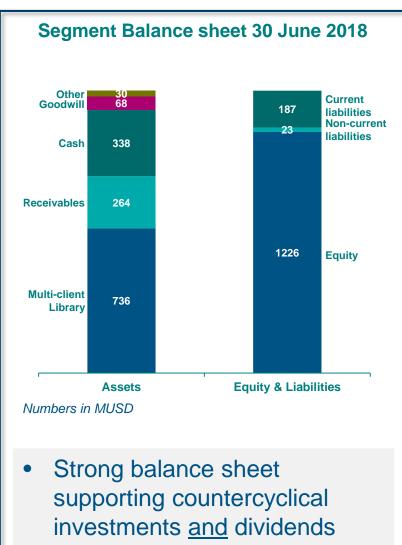
Next phase in growth cycle will be driven by higher exploration budgets

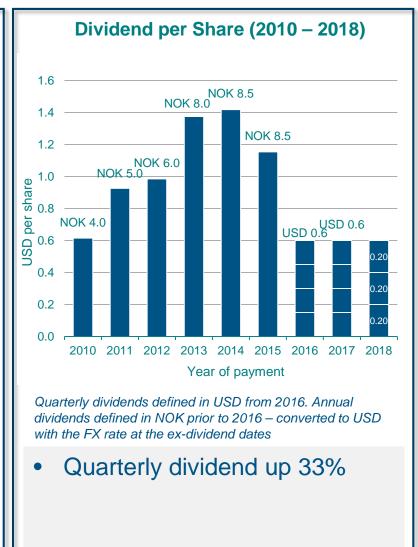
# **Financial Highlights**

- TGS performance driven by good position relative to licensing rounds and acreage turnover
  - Net revenues of 293 MUSD, up 51% from H1 2017
  - Operational multi-client investments of 87 MUSD, 44% prefunded by clients
  - Operating profit of 79 MUSD (27% of net revenues), up 195% from H1 2017
  - Cash balance of 338 MUSD in addition to undrawn 75 MUSD Revolving Credit Facility

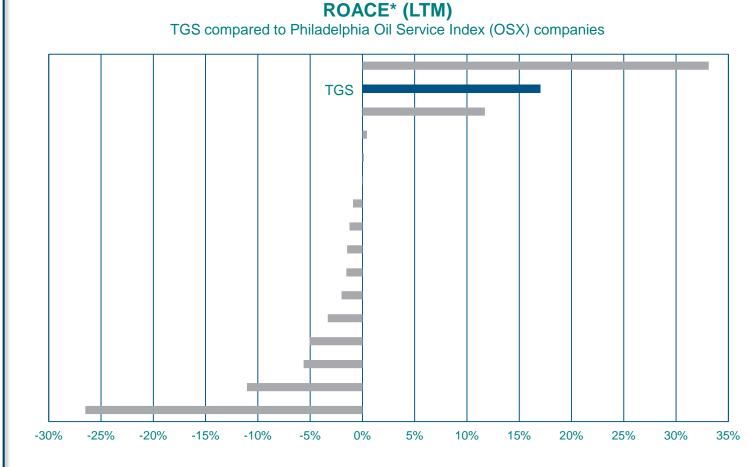
### Cash flow and strong balance sheet allow for continued dividends







# **Top-end Return on Capital Employed**



- ROACE of 17%
- TGS is one of very few oil services companies delivering a return above its Cost of Capital
- Ranked 2<sup>nd</sup> when compared to the 15 companies that constitutes the Philadelphia Oil Service Index

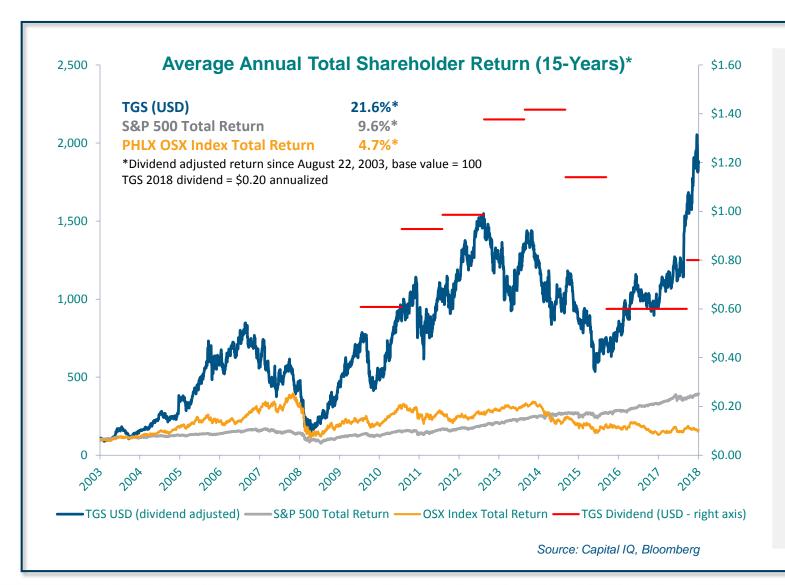
Source: Capital IQ, Company reports, TGS

Capital employed = Equity + Net interest bearing debt

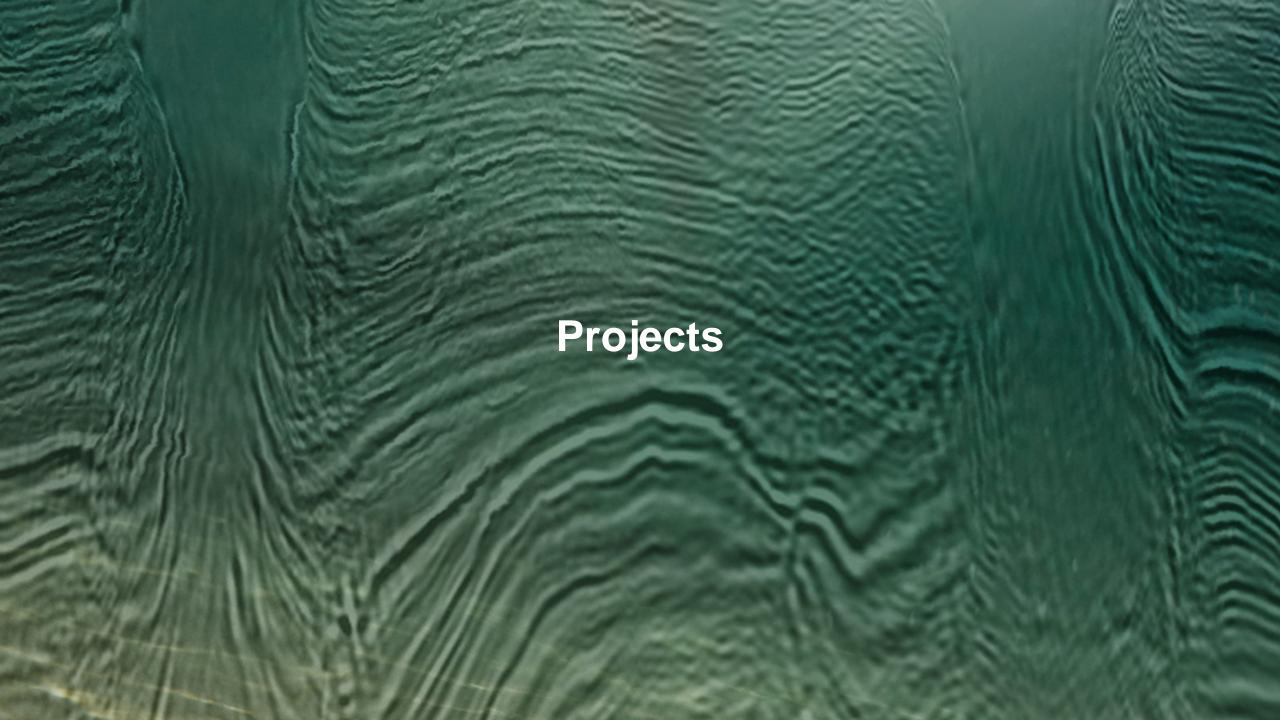
Rolling 12 months to date of last report

\*Return on average capital employed = EBIT / Average capital employed

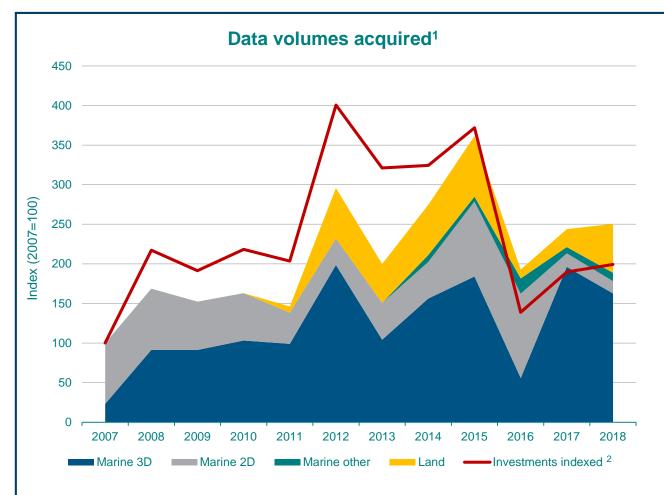
# Financial performance drives superior shareholder returns



- TGS shareholders have benefited from stock price growth and sustained dividend payments
- TGS Total Shareholder Return significantly higher than OSX and S&P 500 over last 15 years



### Adding high data volumes at record low unit costs



- TGS has taken advantage of the market downturn to acquire large amounts of data at record low unit costs
- Positions the company well for an improved market with higher pricing for data
- 2018:
  - Slight decline in marine volumes compensated by increase onshore
  - Approximately 80% of guided investments committed currently

- 1. Adjusted for mix in different data types from year to year by applying normalization factors, i.e. more advanced data types weigh more per unit than less advanced data.
- 2. Seismic acquisition investments. Excludes investments related to processing.

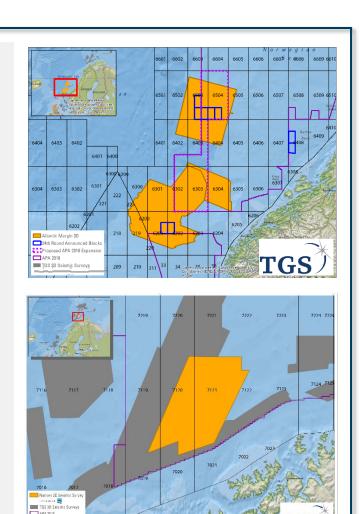
# Norway/UK

### **Activity**

- Atlantic Margin 3D: 45,500 km² multi-client 3D located in central-southern Norwegian Sea
- Nansen 3D: 6,100 km<sup>2</sup> multi-client 3D in partnership with PGS, located in an active APA area of the Hammerfest Basin in the Barents Sea
- Erlend Wild West 3D: 1,000 km<sup>2</sup> multi-client 3D in the UK West of Shetland region, tying into TGS EW12 3D data

### **Norway/UK Market**

- Norwegian 24<sup>th</sup> Round awards triggered uplift bonuses in Q2
- Annual APA rounds in Norway / numbered rounds in UK
- Acreage turnover and farm-ins
- Increased number of exploration wells to be drilled



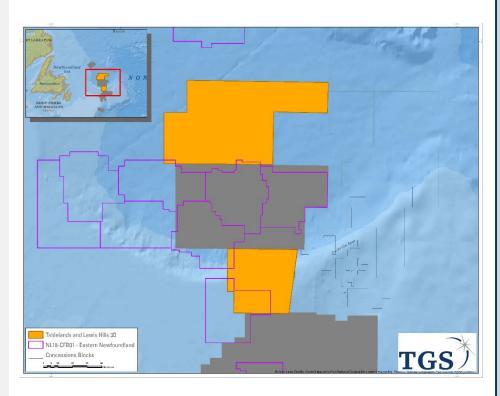
### **East Canada**

### **Activity**

- **Tablelands 3D:** 8,000 km<sup>2</sup> multi-client 3D in partnership with PGS, located in Newfoundland area of the Flemish Pass and Orphan Basins
- Lewis Hill 3D: 3,400 km<sup>2</sup> multi-client 3D in partnership with PGS in the Newfoundland area of the Flemish Pass basin
- Harbour Deep 3D / Cape Broyle 3D: 2,700 km<sup>2</sup> of data to complete 2017 outlines

### **East Canada Market**

- Scheduled Land Tenure system
- Stability and attractive fiscal regime promotes exploration
- High prospectivity (proven by high profile discoveries) in frontier geography
- E&P focus area, even through down cycle



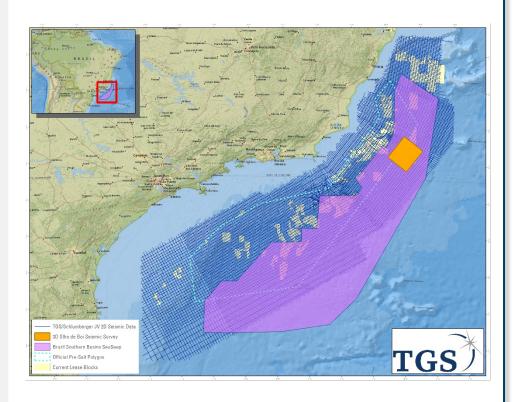
### **Brazil**

### **Activity**

• Brazil Southern Basins SeaSeep: 200,000 km² multi-client multibeam and seep study in the Campos and Santos Basins

### **Brazil Market**

- License round transparency calendar out to 2021
- Seismic permitting process becoming more streamlined
  - But environmental permit challenges remain
- Supermajor focus area leading to competitive bidding
- High degree of data saturation in core areas drives need for new technology



### **North America Land**

### **Activity**

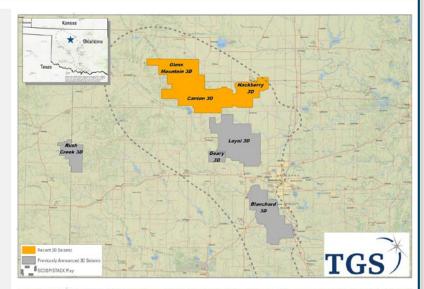
- Hackberry Complex 3D (SCOOP/STACK): 777 km² high-resolution 3D multi-client project in the Anadarko Basin
- Canton 3D (SCOOP/STACK): 1,400 km<sup>2</sup> high-resolution 3D multi-client project in the Anadarko Basin
- Quail Ridge East 3D (Permian): 330 km² high-resolution 3D multi-client project in the Delaware Basin in partnership with Fairfield Geotechnologies

### Commencing in Q4 2018

- Gloss Mountain 3D (SCOOP/STACK): 1,500 km² high-resolution 3D multi-client project in the Anadarko Basin
- Dawson Phase 2 3D (Canada): 428 km² high-resolution 3D multi-client project in the Montney shale formation of British Columbia and Alberta

### **Onshore Market**

- Geological complexity in some plays maximizing productivity from horizontals to minimize break even cost
- Acreage turnover and farm-ins





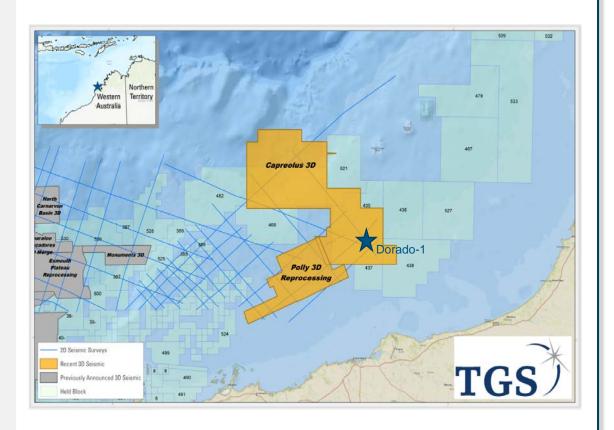
# **Library M&A - Capreolus 3D**

### **Capreolus 3D**

- Purchased from Polarcus in August 2018
- 22,130 km<sup>2</sup> 3D survey over underexplored Beagle and Bedout sub-basin, offshore north-west Australia
- Reprocessing of adjacent 7,970 km<sup>2</sup> Polly 3D
- Complementary to TGS' extensive 3D database in the neighboring Carnarvon Basin

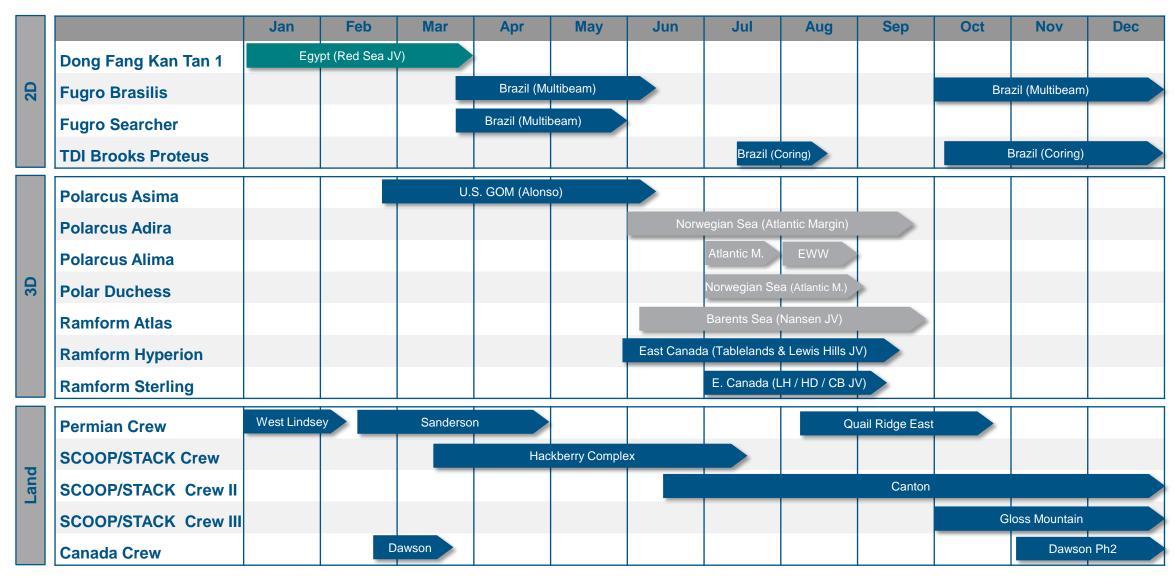
### **NW Australia market**

- Quadrant Energy and Carnarvon Petroleum exploration success with Dorado-1 well
- Santos acquisition of Quadrant Energy



# 2018 Projects Schedule\*

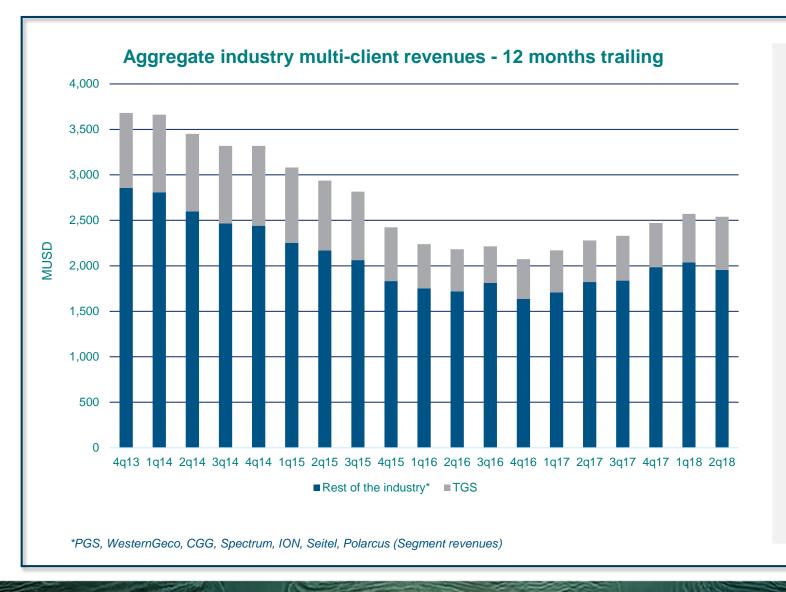




<sup>\*</sup>Acquisition schedule excludes Fusion M-WAZ Reprocessing, other processing projects and GPS investments



# Multi-client spending still some way off pre-2015 levels



- Multi-client seismic spend supported by proprietary "converted contracts" through down-cycle
- Despite substantial growth in industry multi-client revenues since 2016, numbers are still well below pre-2015 levels
- TGS has outgrown the industry substantially this year
- H1 2018 growth:
  - TGS +52%
  - Rest of the industry\* -3%

### Strong alignment between TGS data and exploration activity



#### U.S. GOM

• Ballymore, Whale, Dover

#### **Brazil**

Guanxuma

### Guyana

• Longtail, Ranger, Pacora

#### Norway

Iris/Hades

#### UK

Verbier

#### **Australia**

Dorado



Ongoing / Upcoming

#### Mexico

Yaaxtaab

#### Gambia

Samo

#### Namibia

Cormorant

#### Canada

Aspy

#### **Norway**

Gjokasen

#### UK

• Lyon

### **Portugal**

Santola

Increasing exploration activity in key TGS basins

# High activity related to acreage turnover and farm-ins



### **License Round Activity**

#### **North America**

- Central & Western GOM Mar & Aug (2017-22 Plan)
- Newfoundland Labrador Nov 2018 (bids due)
- Nova Scotia
   Dec 2018 (3-Year Rolling Plan)
- Canada Onshore Monthly

#### **Latin America**

- Brazil 5th Pre Salt Round Sep 2018 (bids due)
- Brazil Permanent Offer Process Nov 2018 (continuous)
- Brazil 16th Round 2019 (planned)
- Mexico Round 3.2 (onshore) &
   3.3 (unconventional)
   delayed to Feb 2019



# Good alignment with TGS library

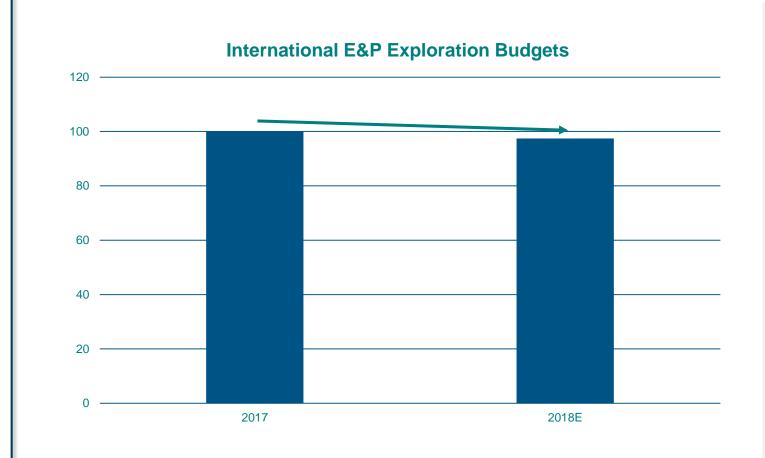
#### **Europe**

- Norway APA Sep 2018 (bids due)
- Norway 24th Round Jun 2018 (awards announced)
- UK 31st Round Nov 2018 (bids due)
- Greenland
  Dec 2018 (bids due)

### Africa, Middle East, Asia Pacific

- Sierra Leone 4th Round Sep 2018 (bids due)
- Madagascar 2018H2 2018 (announcement expected)
- Australia 2018 Area
  Oct 2018 / Feb 2019 (bids due)
- Indonesia 2018 Round 2 Dec 2018 (bids due)

# Exploration budgets forecast to be flattish in 2018



- Clients indicate that budgets remain constrained in 2018
- E&P companies' Guidance also indicate capital constraints, especially offshore
- Few sales YTD can be attributed to budget increases

\*Based on guidance from 19 international E&P companies Source: Capital IQ, Company reports, TGS

# **Summary**

• Extraordinary strong 1H by TGS relative to both peers and market

 Financial performance driven by high volume of E&P asset sales / swaps rather than increase in exploration budgets

Next phase in growth cycle will be driven by higher exploration budgets

# Thank you

