

# DNB Markets Oil, Offshore & Shipping Conference TGS

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Oslo 4-5 March 2015



# **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.

### This is TGS

Main offices:

Houston and Oslo

**Regional offices:** London, Perth, Calgary, Singapore and Rio de Janeiro

**Fundamental values:** 

Unmatched Quality and Service, Growth for Stakeholders

Approximately 900 employees

Traded on Oslo Stock Exchange, part of OBX Index (25 most liquid shares at the OSE)

**Market Cap:** 

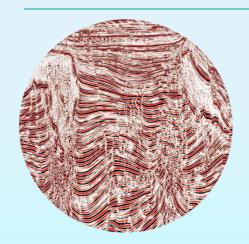
~\$2.5 billion



Leading and global provider of multi-client seismic and geoscience data

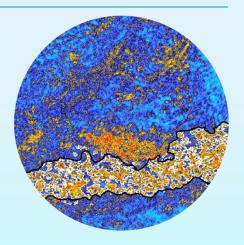
# Well positioned in the seismic value chain

#### MULTI-CLIENT



### **Geophysical Data**

- 2D Seismic
- 3D Seismic
- Wide Azimuth (WAZ) Seismic
- M-WAZ Seismic
- Full Azimuth Nodal Seismic
- Electromagnetics (CSEM)
- Aeromagnetics
- Gravity
- Multi-beam



### **Geological Data**

- Digital well data
- Directional Surveys
- Production data
- Seabed / Seep studies
- Regional geologic interpretation
- Facies Map Browser
- Interpretive services

#### SERVICES



### **Imaging Services**

- Seismic processing
- Complex depth imaging
- Proprietary technology
- Ongoing R&D investment
- Contract business model

# TGS competitive advantage



- Investment decisions not driven by vessel utilization
- Vendor neutral philosophy allows access to capacity and technology as needed

- Geographically diverse data library
- Leadership in mature basins
- Leadership in frontier basins

- People and culture
- Data processing
- Geoscience

### **Diversified Portfolio With Different Characteristics**



Prefunding requirements

Project characteristics

Illustrative IRR / cash profile



+ 1.7X

2.0X - 2.5X

+ 2.5X

70 - 120%

40 - 60%

20 - 40%

- Awarded acreage
- Onshore areas
- Fewer clients
- · Farm-ins / relinquishments
- Low downside risk

- Mainly open acreage
- Regular license rounds
- Established multi-client areas
- Many clients
- Medium risk

- Open acreage
- Early stage
- Geo knowledge
- Many potential clients
- Medium / high risk

IRR: High



**IRR: High / Medium** 



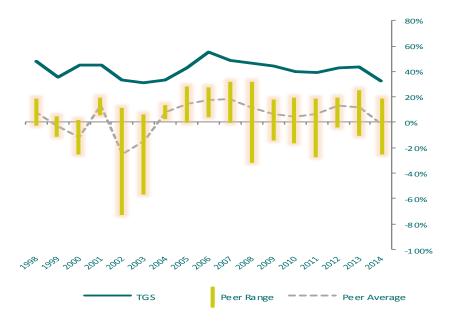
**IRR: Medium** 

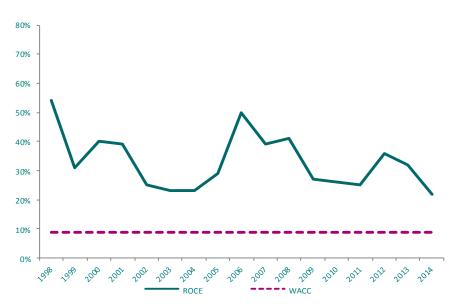


# **TGS Performs in all Cycles**

EBIT margin vs. Seismic peers

### Return on Capital Employed





- Average EBIT margin above 40% stable EBIT performance through the cycles
- ROCE significantly above WACC substantial value creation in any industry cycle

<sup>\*</sup>Peer group includes CGG, Geokinetics, ION Geophysical, PGS, Western Geco, Dolphin, Polarcus

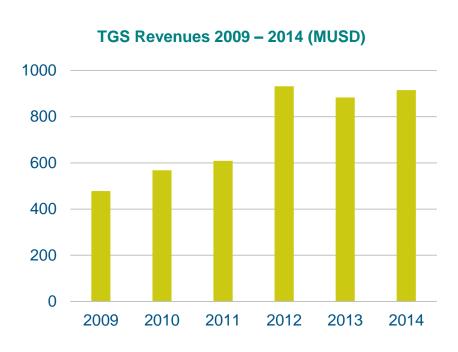


# **Financials**

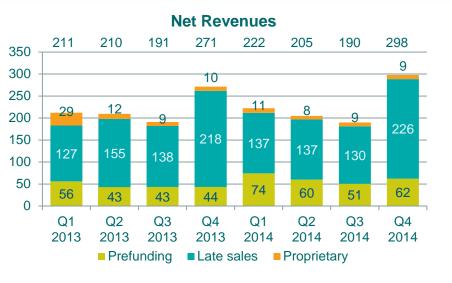


# 2014 – Delivering on expectations

- Q4 revenues were 298 MUSD, up 10% from Q4 2013 – record high quarterly revenues for TGS
- 2014 full year revenues of 915 MUSD, up 4% from 2013
- Q4 operational multi-client investments of 126 MUSD to reach full year investments of 462 MUSD
- Full year Guidance achieved



# **Key Financials**



### **EBIT** before non-recurring items



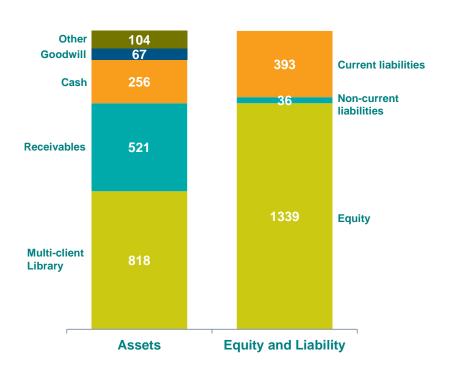
#### **Cash Flow from Operations**



### **Multi-client NBV and Investments (operational)**



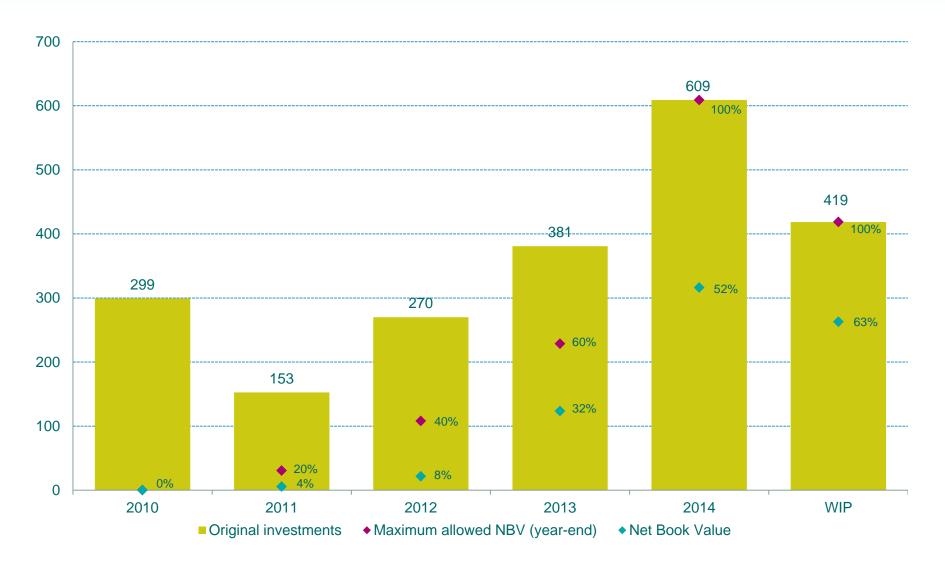
# Solid balance sheet backing TGS strategy



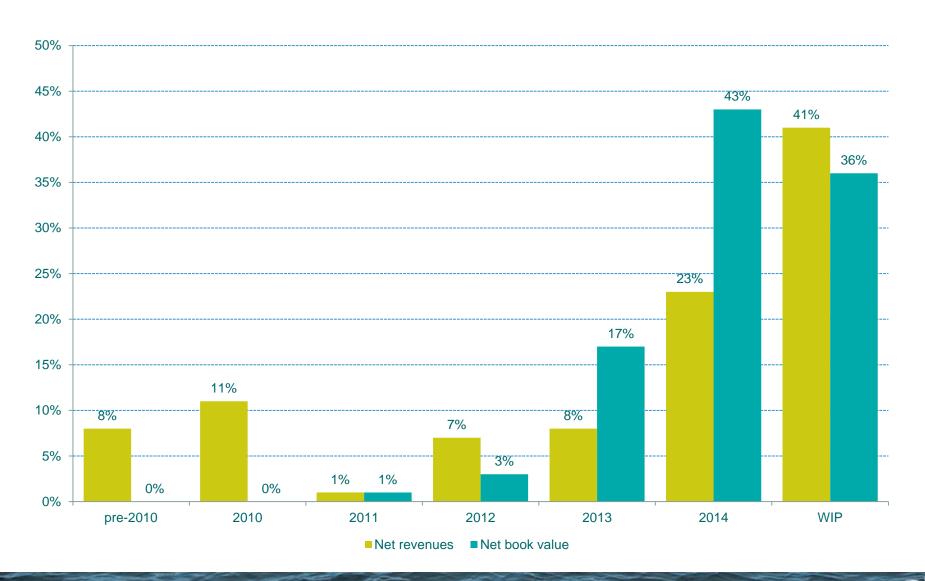
- Cash balance per Q4 2014 represents 256 MUSD
- Strong balance sheet provides excellent opportunities to continue growth
  - M&A
  - Strong credit quality attracts prefunding
  - Flexibility

No interest bearing debt and strong cash balance

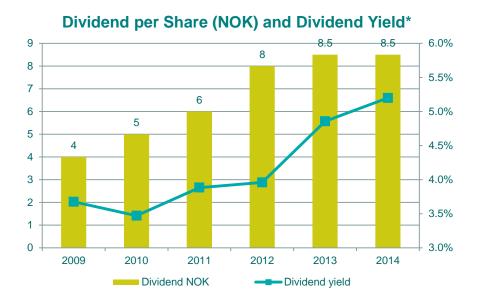
# Investments per Vintage – ahead of schedule



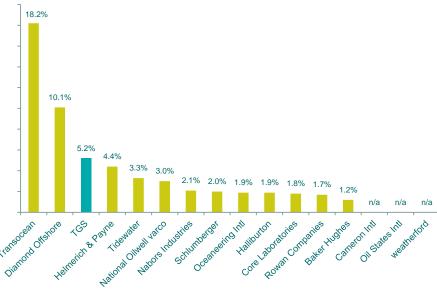
# Net Revenues vs. Net Book Value per Vintage



# Strong Cash Generation Delivers Shareholder Value



#### 2015 Dividend Yield vs OSX Index\*



<sup>\*</sup>The OSX Index (PHLX Oil Service Sector Index) is a price weighted index composed of companies involved in the oil services sector

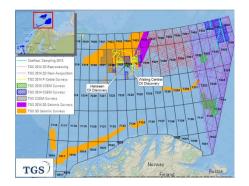
- \* Dividend yield calculated based on share price at day of announcement
- The Board proposes a dividend of NOK 8.5 per share to the AGM in May 2015
- In addition to a dividend, the Board authorized in 2014 a share buy back program of USD 30 million of which approximately USD 26 million has been implemented to date. The remaining USD 4 million will be purchased under the current authorization.

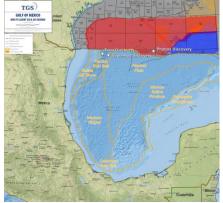


# **Outlook**



### Outlook







### Macro Outlook

 Recent oil price development to result in decreased exploration spend from customers

### EUR

- Norwegian 23rd Licensing Round bids due 2 December 2015
- Further CSEM investment in partnership with EMGS
- 2015 season of Greenland 13,500 km multi-year program to commence in Q3

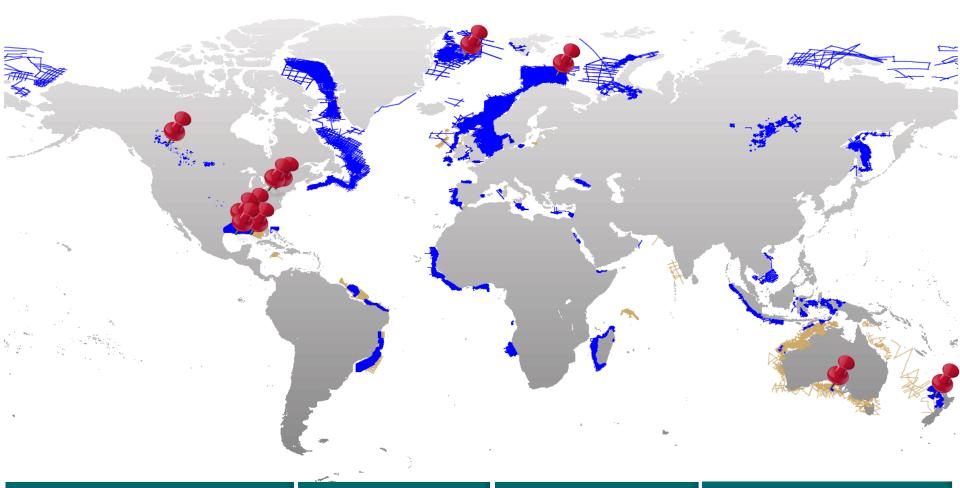
### NSA

- BOEM five-year plan (2017-2022) proposal includes 10 lease sales in GOM and one Atlantic lease sale
- TGS positioning for particularly high GOM lease turnover 2017 2019
- Continued strong interest in Newfoundland Labrador's scheduled land tender system
- Vessels secured for entry into Mexico (subject to permit)
- Three onshore projects announced for 2015

### AMEAP

- 13,000 km<sup>2</sup> Nerites Season 2 expected to complete in Q2 2015
- 17,500 km 2D multi-client survey in Northwest New Zealand to complete in Q2 2015
- Awaiting further Africa license round announcements

# **2015 Announced Projects**



#### **North & South America Marine**

- Panfilo 3D, 11,500 km<sup>2</sup>
- Declaration M-WAZ, >8,000 km<sup>2</sup>
- Snipe Phase 52 2D, 12,000 km
- Nessie & Ogo FAB, 180 blocks (with Fairfield Nodal)

#### **North America Land**

- Kaybob-Bigstone 3D, 722 km²
- Freeport 3D, 1,777 km<sup>2</sup>
- Blanchard 3D, 1,100 km<sup>2</sup>

- Africa, Middle East, Asia Pacific
  Nerites Season 2 3D, 13,000 km²
- New Zealand 2D, 17,500 km

#### Europe / Russia

- NE Greenland 2D, 13,500 km (multi-year)
- Barents Sea CSEM, 10 blocks (with EMGS)

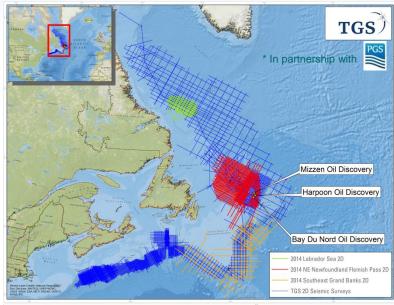
# 2015 Activity - North America

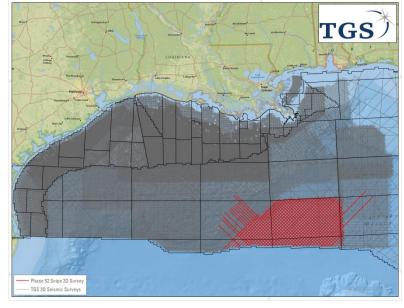
### East Canada

- Newfoundland Labrador 2015 (provisional, to be confirmed) - 30,000 km multi-client 2D survey in partnership with PGS
  - Continuation of a multi-year program targeting Sectors announced for Newfoundland Labrador's new Scheduled Land Tender system
  - Complements TGS' existing 84,500 km of 2D in this region
  - Data to be acquired utilizing PGS' Geostreamer® technology with data processing performed by TGS

### Central Gulf of Mexico

- Snipe Phase 52 12,000 km multi-client 2D survey
  - Long offset, high resolution data in ultra deep water, extending to the U.S. – Mexico boundary
  - Supplements TGS' existing library in the region and provides critical well ties to a number of recent discoveries

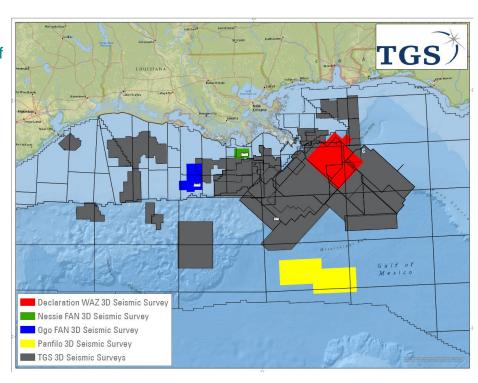




# 2015 Activity – North America

### Central Gulf of Mexico

- Panfilo 11,500 km<sup>2</sup> multi-client 3D survey commenced in Q4 2014
  - Deep water Lund and Henderson protraction areas of Central Gulf of Mexico
  - Survey covers mainly open acreage and targets future lease rounds
- Declaration >8,000 km<sup>2</sup> multi-client M-WAZ survey commenced in Q4 2014
  - Extension announced in Q1 2015
  - Mississippi Canyon and Viosca Knoll protraction areas of the Central Gulf of Mexico
  - Data being acquired orthogonal to TGS' underlying Justice WAZ 3D survey
  - Long offsets to 16 km with single pass vessel configuration derived from CGG's StagSeis<sup>™</sup> technology
- Nessie & Ogo FAN<sup>TM</sup> multi-client ocean bottom seismic surveys
  - Surveys cover a number of existing fields and exploratory acreage on the Central Gulf of Mexico shelf
  - Part of multi-year collaboration agreement with FairfieldNodal



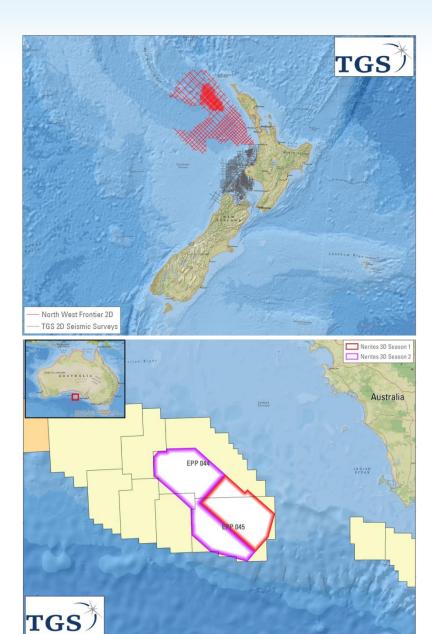
# 2015 Activity – Asia Pacific

### **New Zealand**

- NWF14 17,500 km 2D multi-client survey
  - Within the Reinga, Northland and Taranaki basins, offshore Northwest New Zealand
  - Nine offshore permits granted to oil companies in Reinga-Northland, Taranaki, and the Pegasus basins as part of its 2014 block offer
  - Consultation process for 2015 block offer underway

### Australia

- Nerites Season 2 13,000 km² multi-client 3D survey
  - Second season of the Nerites 3D seismic survey to fulfill work program commitment over EPP44 and EPP45 awarded November 2013
  - Prospective frontier acreage with block relinquishment expected in 2019
  - Solid prefunding but high amortization due to timing of relinquishments



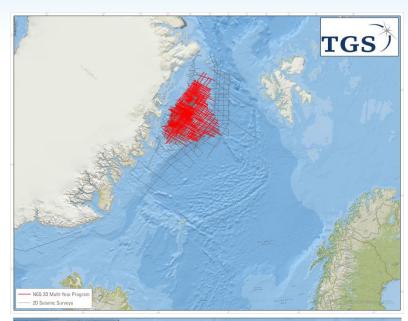
# 2015 Activity – Europe

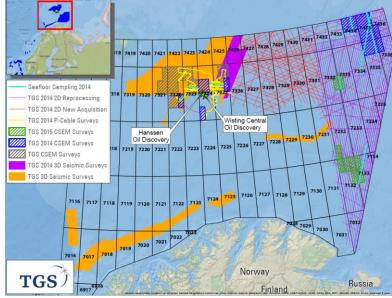
### Greenland

- NE Greenland 2015 continuation of 13,500 km multi-client 2D survey
  - Multi-year program
  - Data being processed utilizing TGS' proprietary Clari-Fi™ broadband technology
  - Upon completion of the program TGS' 2D multiclient library in the region will total more than 36,000 km

### **Barents Sea**

- Barents CSEM 2015 Approximately 10 new blocks in the Nordkapp and Tiddly areas
  - Further expansion of cooperation with EMGS
  - Will provide clients with high quality, integrated CSEM and seismic data for the 23rd Round





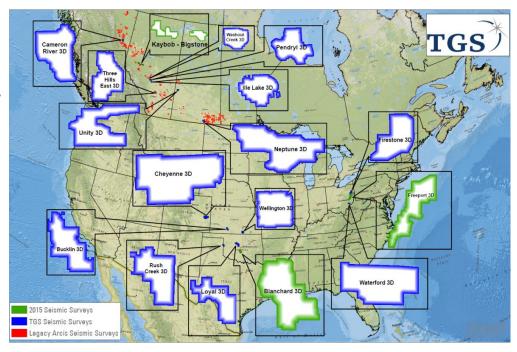
### **Onshore projects**

### U.S. Onshore

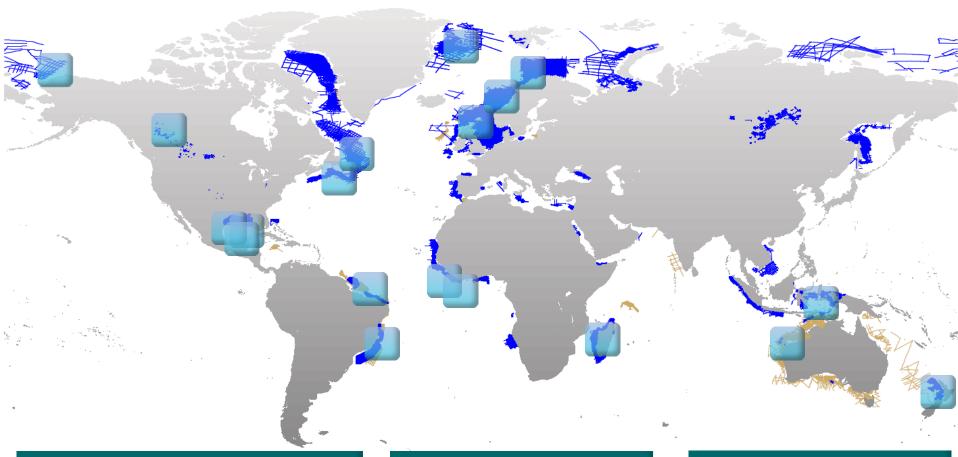
- Freeport 1,777 km² 3D multi-client survey
  - Utica play, central Ohio
  - Acquisition will complete in the second half of 2015
- Blanchard 1,100 km² 3D multi-client survey
  - South Central Oklahoma Oil Play (SCOOP), Oklahoma
  - Acquisition will completed in mid 2015

### Canada Onshore

- Kaybob-Bigstone 722 km² 3D-3C multiclient survey
  - Duvernay fairway, West Central Alberta
  - Acquisition will complete in Q1 2015



# **License Round Activity and TGS Positioning**



#### **North & South America**

- Central GOM Mar 2015 (5-Year Plan)
- Western GOM Aug 2015 (5-Year Plan)
- Alaska Offshore 2016 & 2017 (5-Year Plan)
- Newfoundland & Labrador Scheduled Land Tenure system
- Nova Scotia 2015, 2016 & 2017 (3-Year Plan)
- Canada Onshore at least monthly
- Brazil 2015 / 2016 (expected)
- Mexico 2015 (Round 1 phased across 2015)

#### Africa, Middle East, Asia Pacific

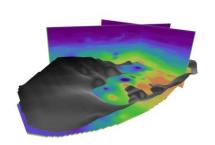
- Madagascar 2015 (expected)
- Sierra Leone 2015 (expected)
- Liberia Harper Basin 2015 (expected)
- Australia Feb 2015 & Apr 2015 (bids due)
- Indonesia 2015 (expected)
- New Zealand Sept 2015 (bids due)

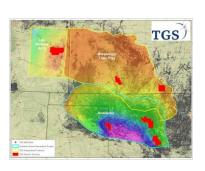
#### Europe / Russia

- Norway APA 2014 Round awards announced in Q1 2015
- Norway 23<sup>rd</sup> Round 2H 2015 (bids due)
- United Kingdom 2016 (expected)
- Greenland three rounds planned 2016-18

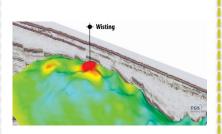
# **Enhancing Value through Technology**

- TGS applies appropriate technologies to address imaging challenges associated with specific geologies and operating environments
- TGS acquires complementary data products to expand and enhance its geoscience data library



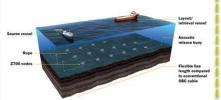


Basin Interpretation (formation tops, temperature volume, pressure volume, etc.)



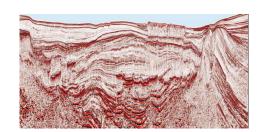


CSEM (Images courtesy of EMGS / TGS)







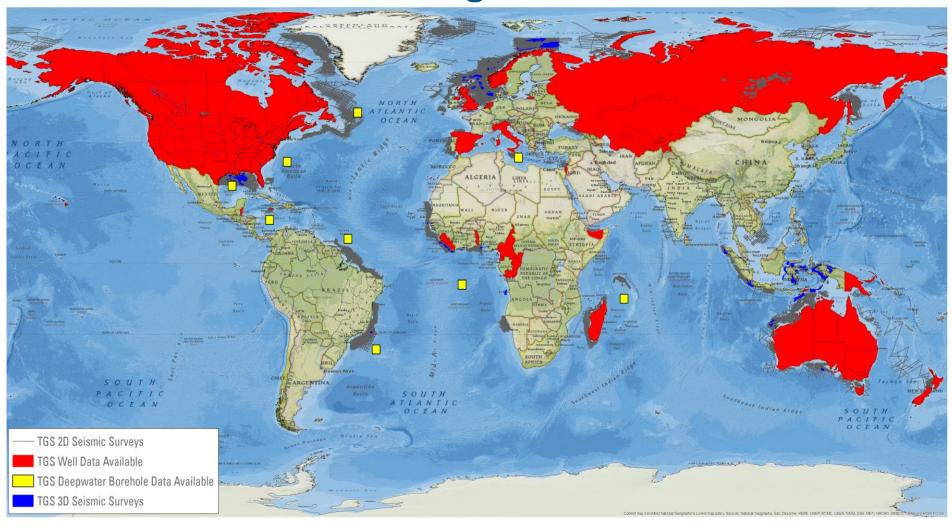




Clari-Fi<sup>TM</sup> Data Processing (Images courtesy of TGS)



# **Global Well Data Coverage**



- TGS owns and manages a global well log database
- Strong synergies with multi-client seismic data business

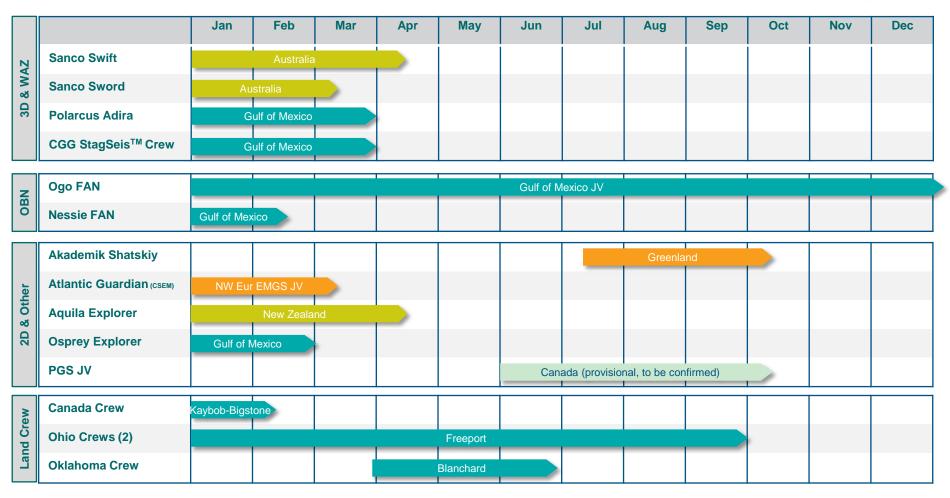
# **Backlog**

### Historical Backlog (MUSD) 2011 - 2014



# **2015 Projects Schedule**





Letter of Award with Seabird Exploration provides access to up to six seismic vessels over a period of approximately 36 months in Mexico and US Atlantic waters (subject to issuance of seismic acquisition permits from relevant authorities)

### **Summary**

- Record Q4 net revenues of 298 MUSD with highest ever net late sales of 226 MUSD
- Full year 2014 Guidance achieved with net revenues of 915 MUSD
- Full year 2014 investment of 462 MUSD
- Recent oil price development to result in decreased exploration spend from customers
- However, long-term future of asset-light, focused multi-client business remains strong and TGS has record high backlog entering into 2015
- Guidance for 2015
  - TGS expects multi-client investments of approximately 420 MUSD and additional Capex of 15 MUSD
  - TGS targets revenues of approximately 750 MUSD
  - TGS targets an EBIT of approximately 260 MUSD
  - The Board will propose to the AGM in May a dividend of NOK 8.5 per share



# Thank you

www.tgs.com

