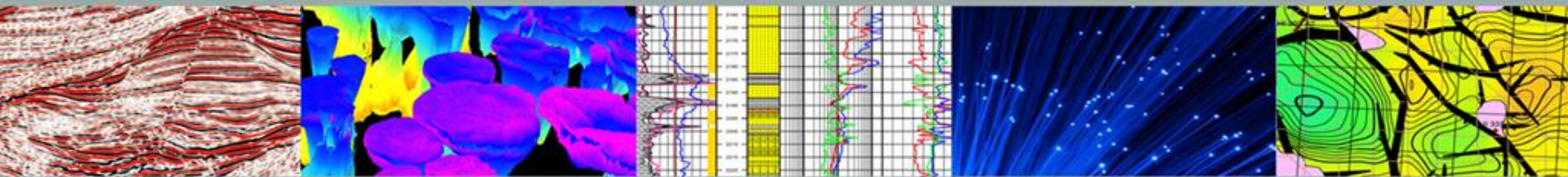


# TGS 2012

## *The Norwegian Society of Financial Analysts*

*CEO Robert Hobbs, 20 March 2012*



# 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.*

# TGS Value Proposition

# Company Milestones

**1981**

TGS was formed in the US, focused on multi-client seismic data in the Gulf of Mexico.

NOPEC was formed in Norway, focused on multi-client seismic in North Sea

**1998**

TGS merged with NOPEC to form a global multi-client company, and listed on the Oslo Stock Exchange

**2002-03**

TGS purchased A2D Technologies and Riley's Electric becoming the largest supplier of well data in North America

**2007**

TGS acquired Parallel Data Systems adding 3D pre-stack depth migration and high-end imaging services

TGS proprietary imaging software differentiates multi-client Library

**2010**

TGS acquired the directional survey business of P2 Energy Solutions' Tobin business line

**2012**

TGS enters onshore US multi-client market

TGS enters 3D multi-client market in Angola

**1990**

First TGS 3D seismic survey in the US

**2000**

TGS expanded library into Sierra Leone and Liberia

**2005**

TGS acquired Aceca Geological to expand multi-client interpretation studies and strengthen internal Geoscience expertise

**2008**

TGS acquired first Wide Azimuth data in the Gulf of Mexico

TGS enters 3D multi-client market in Sierra Leone

**2011**

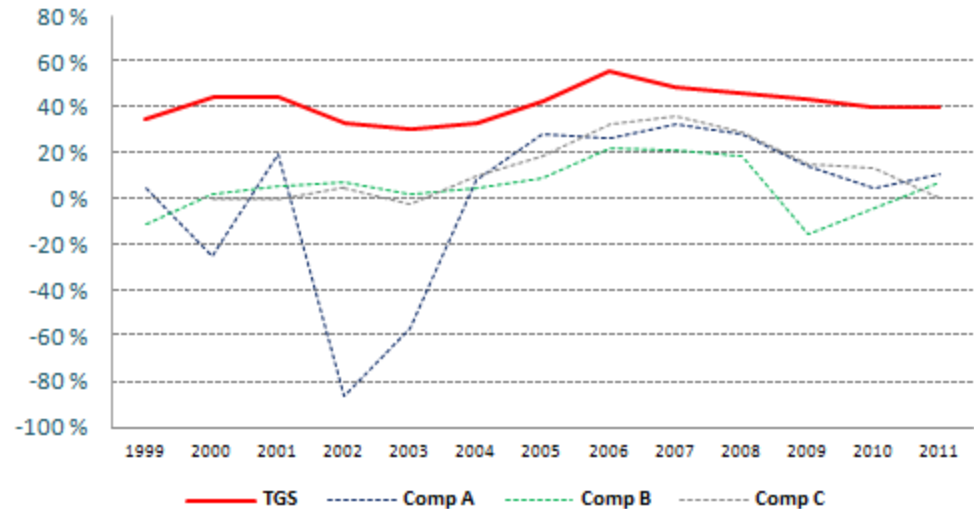
TGS expands service offering into permanent reservoir monitoring through acquisition of Stingray Geophysical Ltd.

Large 3D multi-client projects in Australia commence

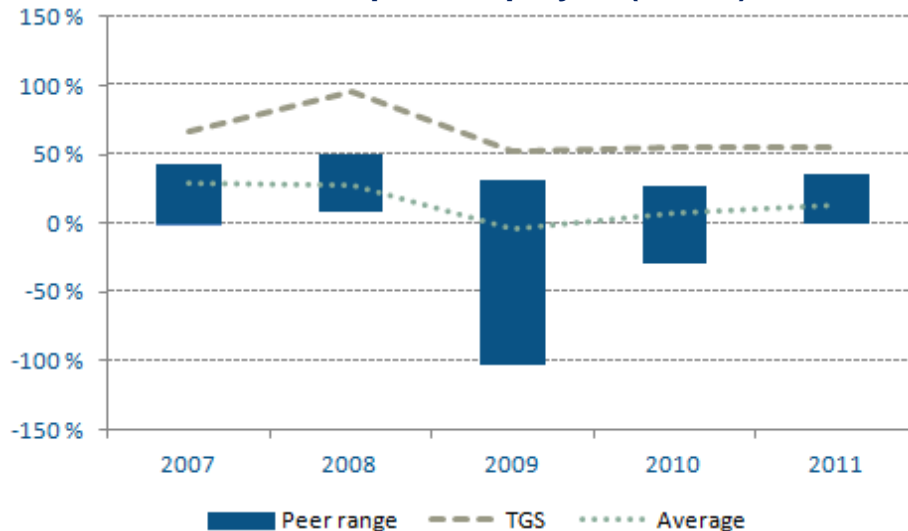
# Attractive returns through the cycles

- Average EBIT margin above 40%
- Stable EBIT – performance through the cycles

EBIT margins vs. seismic peers



Return on Capital Employed (ROCE)\*



- ROCE consistently outperforming peers
- Surplus capital distributed to shareholders in terms of dividend and/or share buybacks

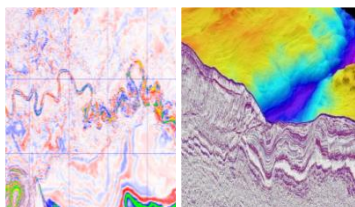


# Well positioned in the seismic value chain

## Multi-client

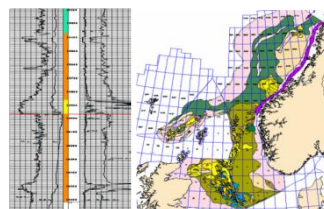
## Services

### Geophysical Data



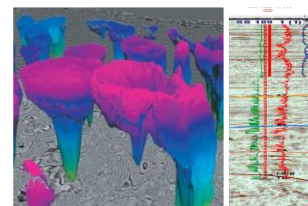
- 2D Seismic
- 3D Seismic
- Wide Azimuth Seismic
- Aeromagnetics
- Gravity
- Electromag (CSEM)
- Multi-beam

### Geological Data



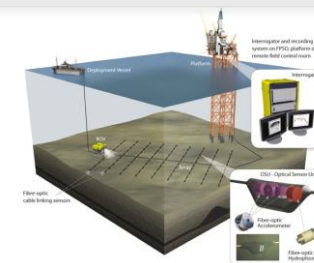
- Digital well data
- Directional Surveys
- Production data
- Regional geologic interpretation
- Facies Map Browser
- Interpretive services

### Imaging Services



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

### Reservoir



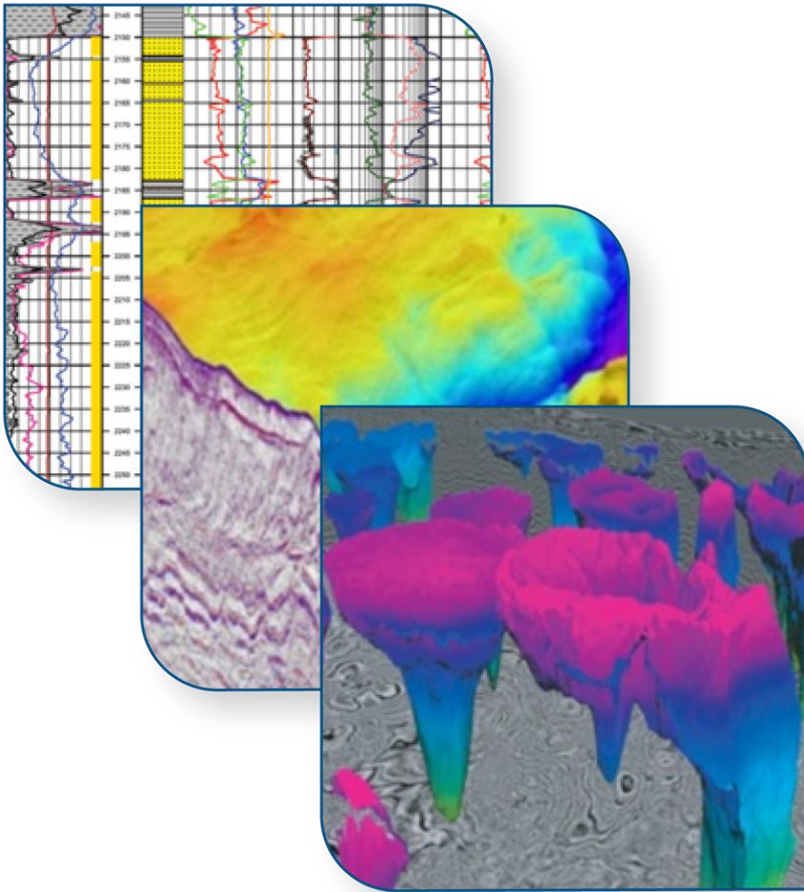
- Integrated Permanent Reservoir Monitoring solutions
- Deepwater and congested seabed solutions
- 4D seismic surveys
- Well integrity monitoring
- Micro-seismic monitoring

# Geographic diversification

Revenues 2005 - 2011



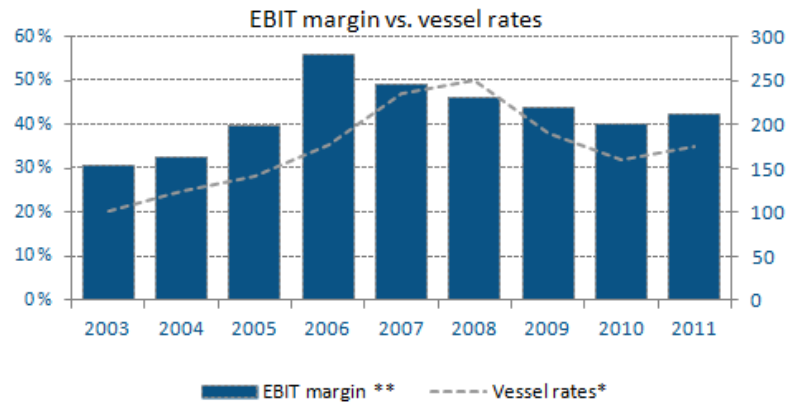
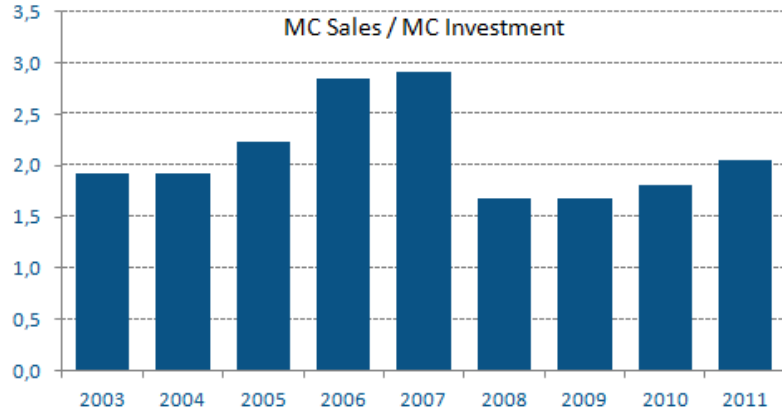
# TGS value proposition



- Strong balance sheet provides flexibility
- Unique high-quality data in the right place at the right time
- Multi-client model allows customers to access data at a reduced cost.
- Vendor neutral philosophy allows access to capacity and technology as needed
- Project modeling and investment merit drive major project decisions
- Diversified portfolio with a variety of data types and geographical locations covering frontier, emerging and mature markets



# Performance through the cycle



\* Average vessel rates per year for an 8 streamer 3D boat.  
Source: ODS Petrodata. (Note that rates may differ from actual rates paid by TGS).

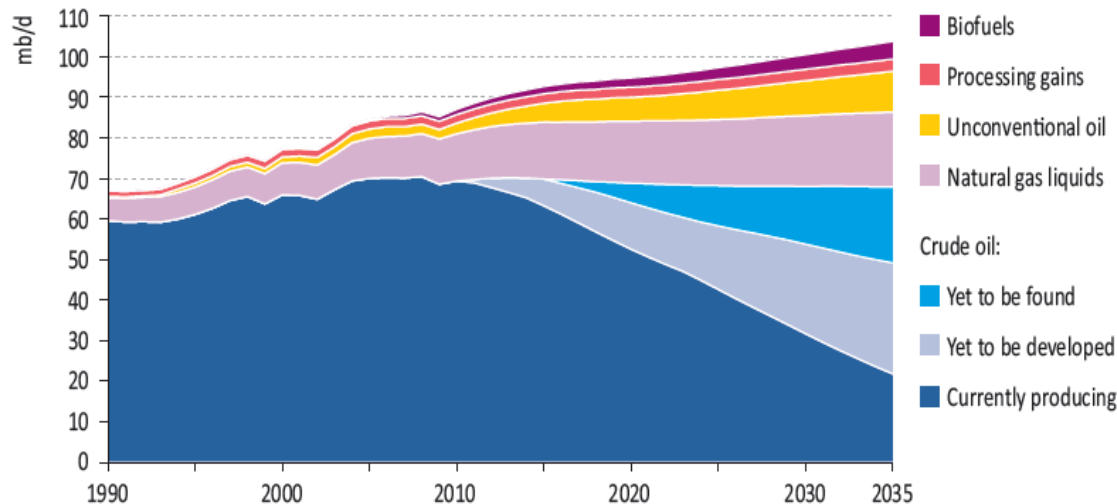
\*\* TGS historical EBIT margins excluding one off items.

- TGS' multi-client projects return 2-2.5 times cost.
- Demand for data drives TGS performance
- TGS best at top of the cycles, but multi-client model also provides protection at the bottom of the cycle
- EBIT margin correlates strongly with oil price, E&P spending and vessel prices due to increased library sales

# **Market drivers and TGS positioning**

# Reserves replacement correlate to investment cycles

World Liquid Fuel Supply



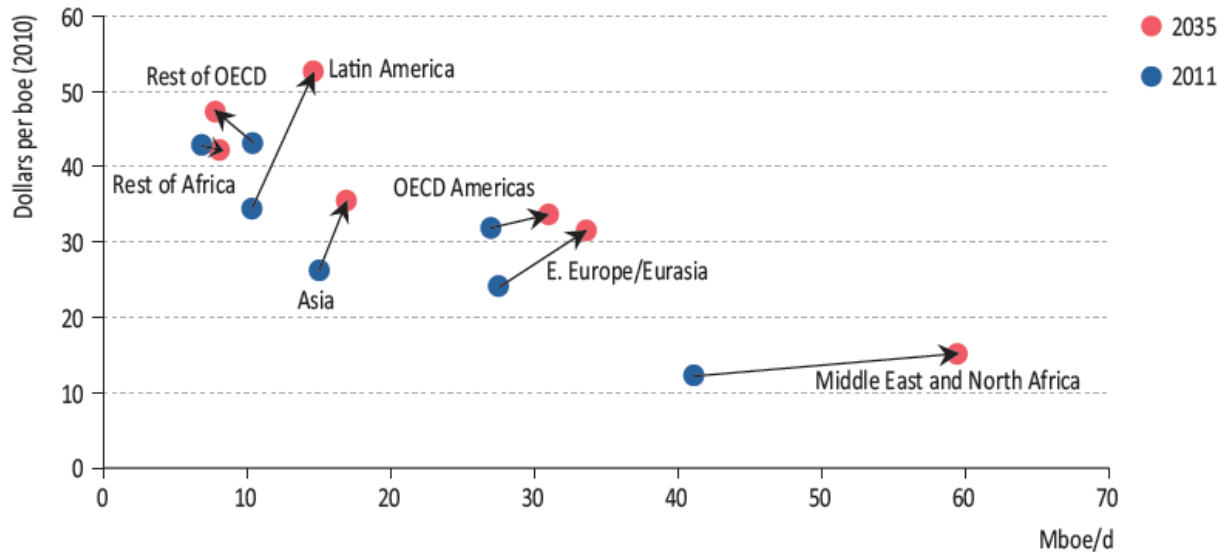
- Oil and gas reserves continue to decline
- More oil produced from existing reserves than we are discovering
- Political instability and closed markets reduces available acreage in known oil producing areas, putting more pressure on exploring new frontiers offshore and onshore

Source: IEA World Energy Outlook 2011

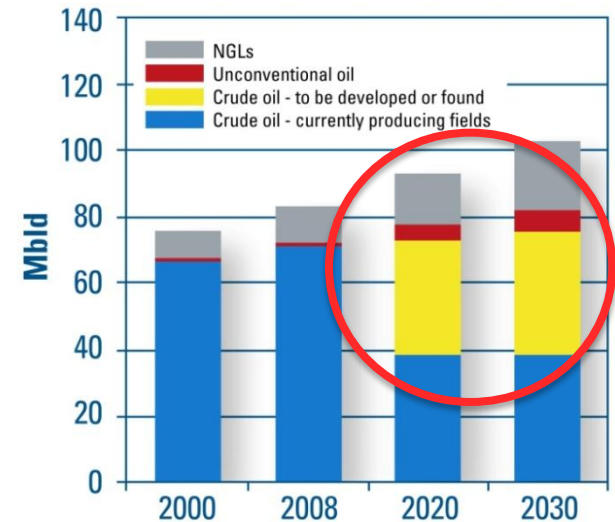
Increasing investments are required just to maintain reserve replacement

# Long-term oil supply more expensive to produce

## Oil and Gas Production and Breakeven Costs



Source: IEA World Energy Outlook 2011



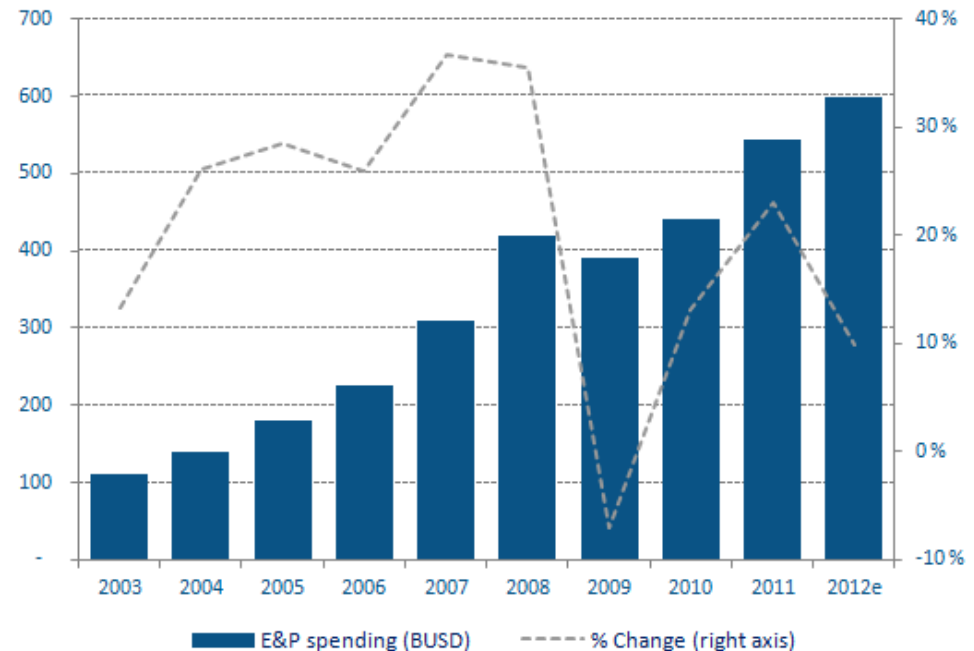
Source: IEA World Energy Outlook 2008

- Brazil, Canada and Kazakhstan are the only non-OPEC countries where significant production increases are expected
- Marginal development costs expected to rise as move forward - the easy oil has been produced
- IEA predicts crude oil production from existing fields will be reduced by 66% by 2035.

**The easy oil is history – long term oil supply becomes more expensive**

# Global E&P spending expectations

- According to Barclays' 2012 E&P spending survey, global E&P expenditures will increase by 10% to 598 BUSD in 2012
- Companies basing 2012 budgets on USD 87 (WTI) and USD 98 (Brent) per barrel
  - Price thresholds for reducing CapEx of 50 USD per barrel suggesting a high likelihood of 2012 E&P spending exceeding estimates
- As E&P spending and seismic expenditures historically have been closely correlated, the 2012 E&P surveys set positive expectations for the seismic industry

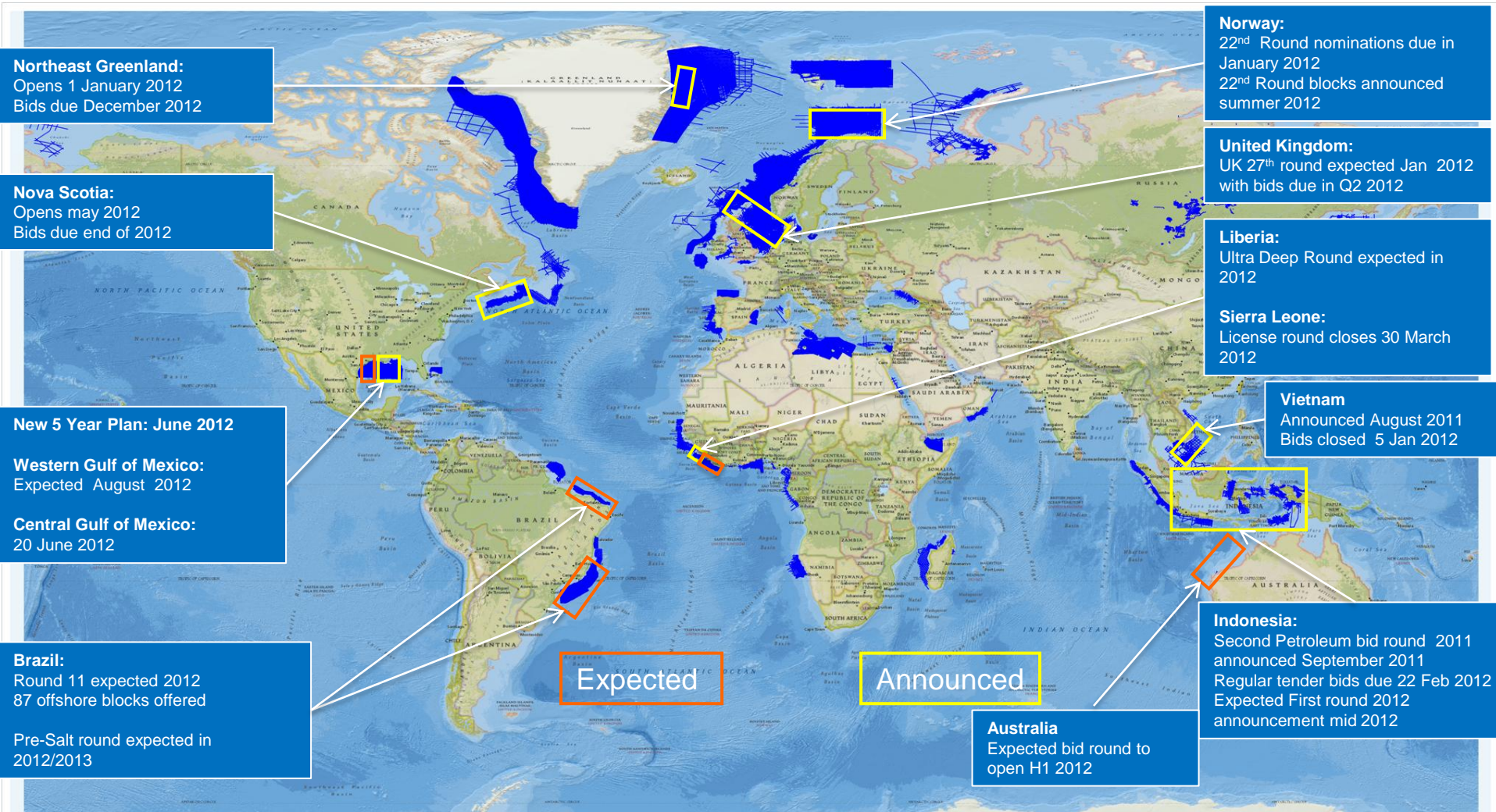


Source: 2003 - 2012 Barclays Capital E&P Spending Outlook

**E&P expenditure estimates trending upwards**



# License Round Activity and TGS Positioning



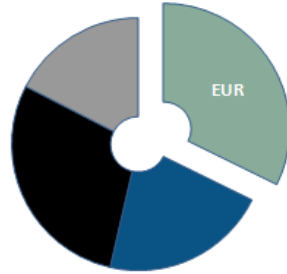
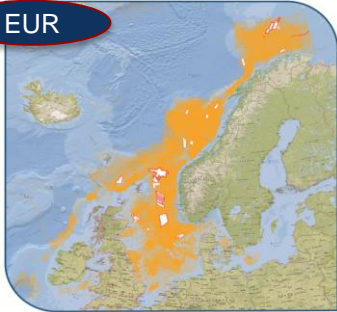
# Key drivers for continued seismic outperformance

## Geographic region

## Share of 2011 revenues

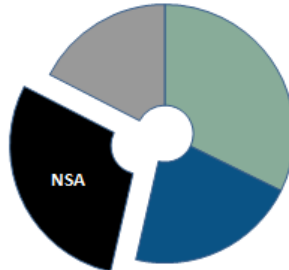
## Key drivers for future investments and growth

EUR



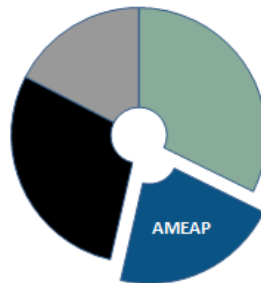
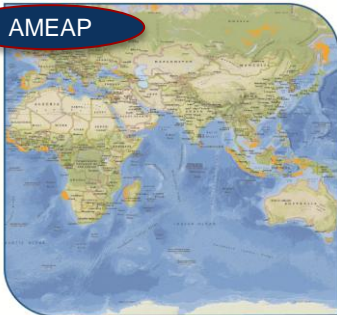
- Recent discoveries in mature markets in North Sea triggers increased optimism and demand for modern seismic
- Exploration success in the Barents Sea attracts new entrants
- Expectations around the 22<sup>nd</sup> Norwegian License round

NSA



- GOM slowly getting back to normal with new acquisitions and June 20<sup>th</sup> Lease Sale announcement
- Technological developments generate new opportunities in mature areas
- Unconventional land plays provide new opportunities for growth

AMEAP

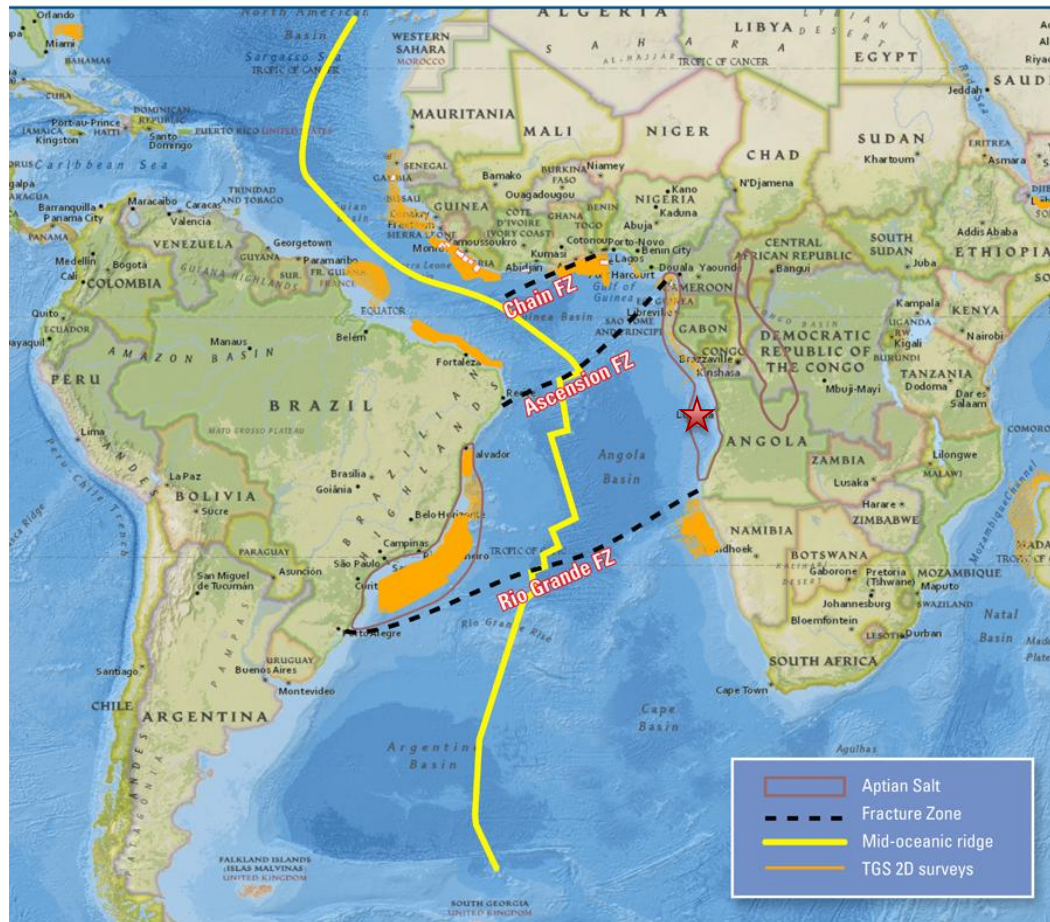


- Strong industry interest in the West African transform margin which has already proven potential
- Increasing industry interest in Australia and changed regulations facilitate for new MC projects
- Pre-salt plays further south could prove potential similar to Brazil



# Pre-salt discoveries from Brazil to West Africa

## Position of Continents During Cenomanian Stage

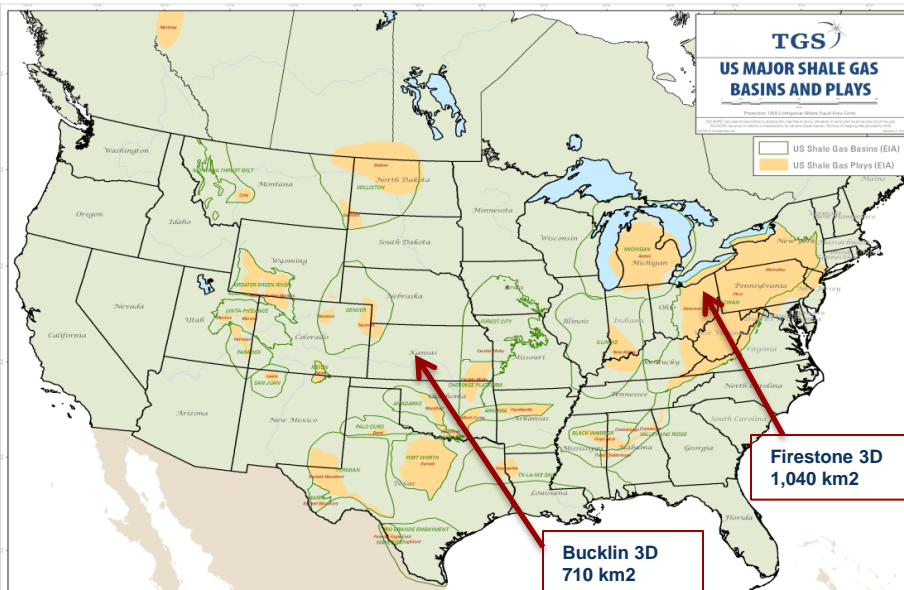


- Recent drilling success mirror deep water pre-salt success in Brazil
- TGS existing data helps plan future investment
- Increasing number of active clients
- Investment growth in exciting new trend in West Africa has been strong

# Unconventional oil expected to grow rapidly

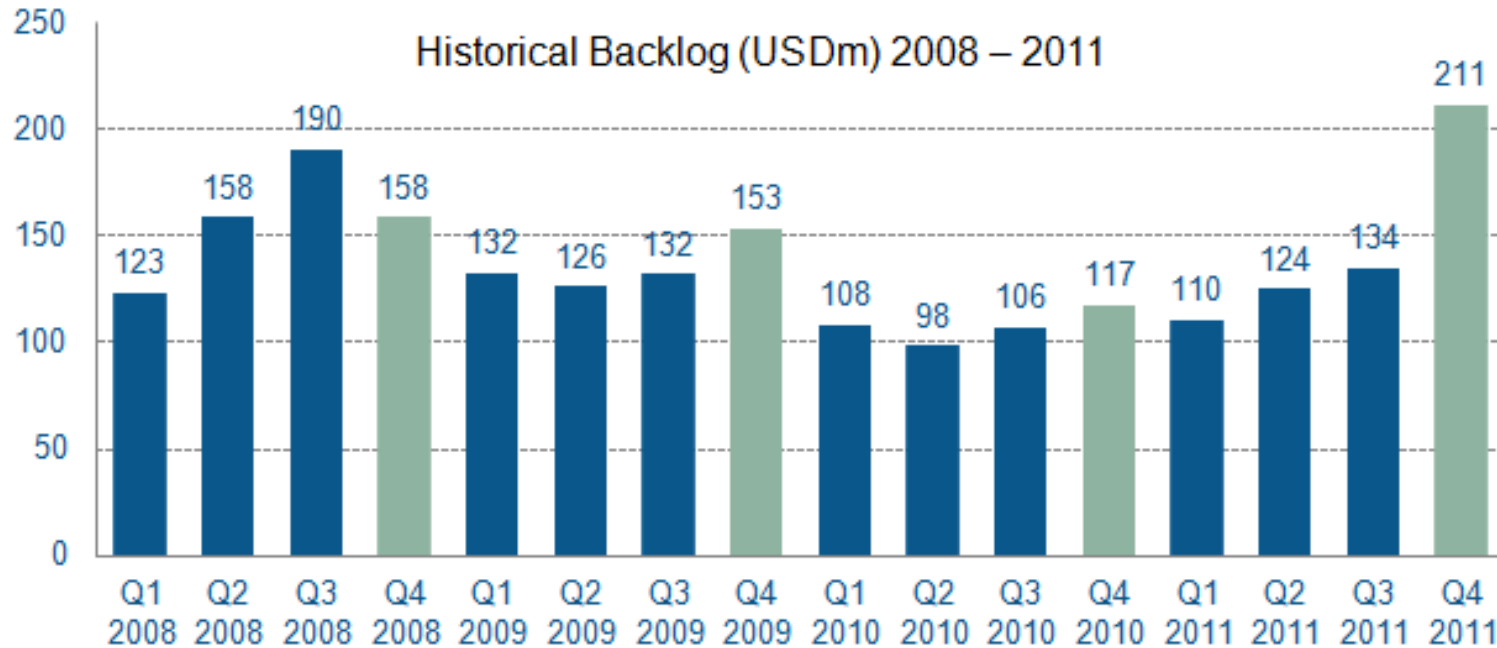


- Unconventional is a key element of future energy supply
- 45% to 50%\* of North American liquids production expected to come from unconventional assets by the end of the decade
- Customer base and business model very similar to Marine markets
- 2 projects already announced:
  - Firestone 3D
    - Expanded to 1,040 km<sup>2</sup>
    - Survey positioned in the high-value liquids phase of the Utica Play
  - Bucklin 3D
    - 710 km<sup>2</sup> of 3D data
    - Designed to illuminate the Mississippi Lime Oil Play
    - Located in Ford and Kiowa Counties, Kansas



\*Source: Schlumberger

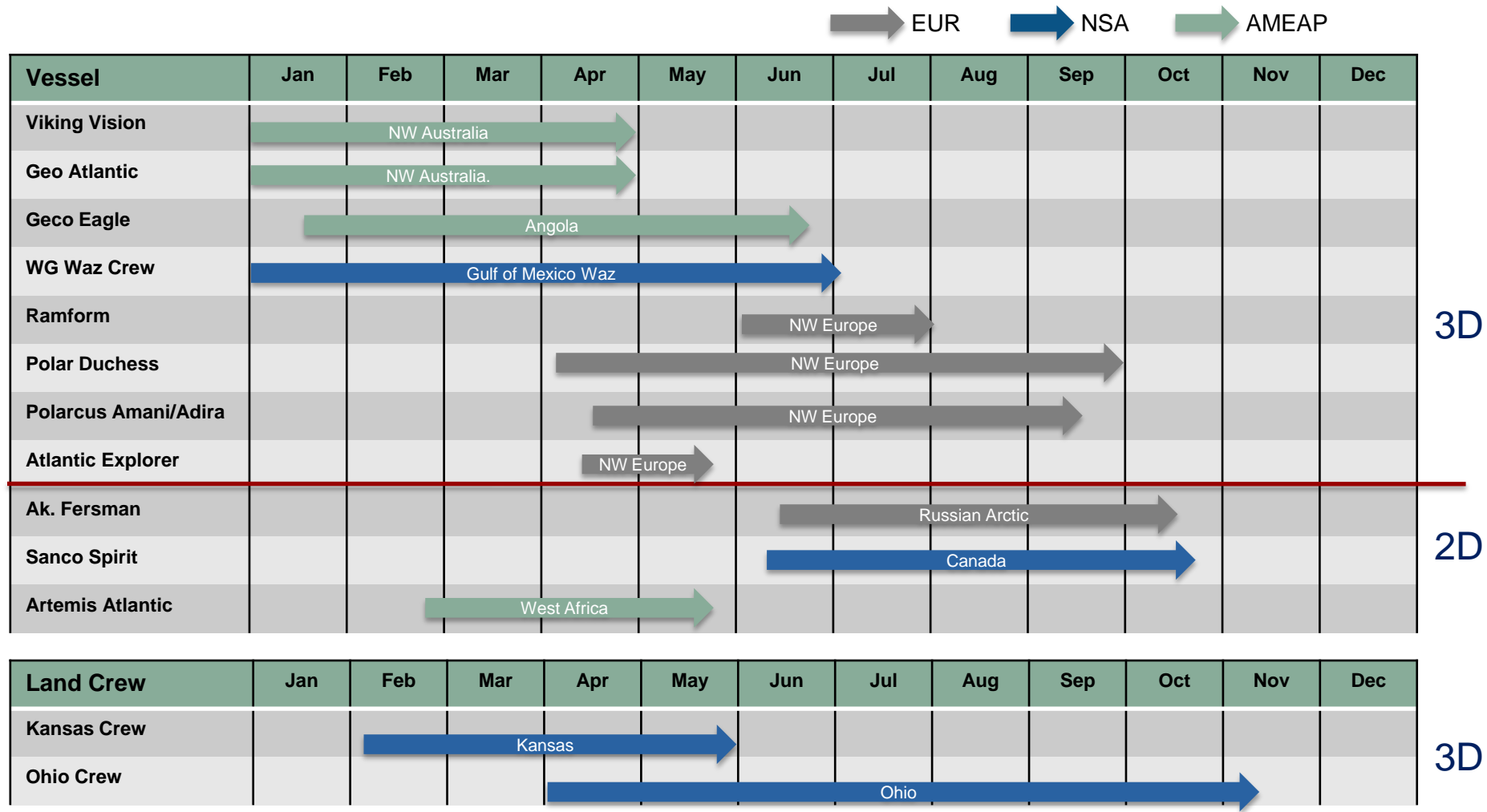
# Highest ever backlog



- TGS enters 2012 with the highest backlog in company history providing increased visibility for revenue and investment
- Prefunding commitments on large 3D-surveys effective from January 2012 will provide additional support to the backlog



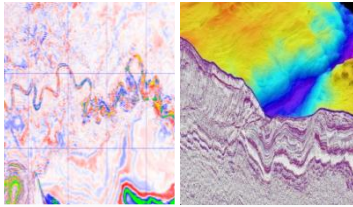
# Acquisition capacity secured



# Outlook

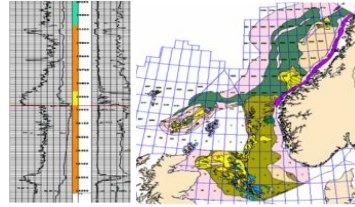
# TGS' strategy for further value creation

## Geophysical Data



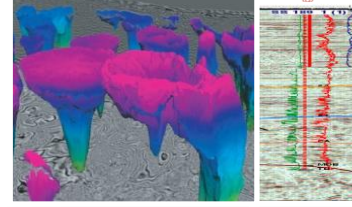
- Continue proven multi-client strategy
- Expand selectively in frontier regions
- Remain technology and vendor neutral
- Asset light model provides flexibility
- Continue to grow multi-client model into new markets around the world

## Geological Data



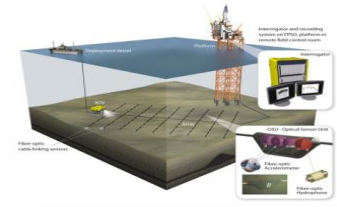
- Continue to aggressively expand upon leading position in digital well logs in world wide
- Maximize available synergies through onshore seismic business
- Product expansion and development of new integrated products
- Continued geographical expansion

## Imaging Services



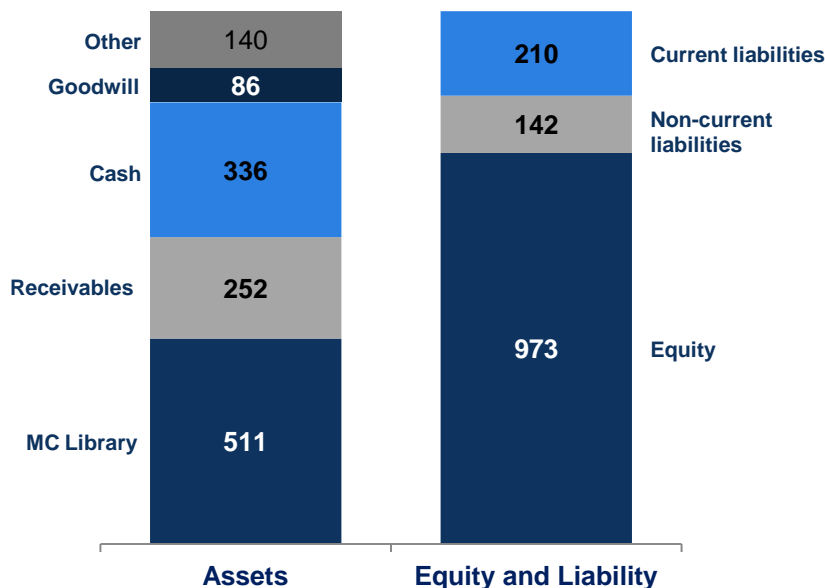
- Develop and apply technology to strengthen the quality of the data library
- Reprocess vintage data to improve the quality of existing investments through the application of new technology
- Continue R&D investment to expand capabilities

## Reservoir



- Leverage global client relationships, sales and seismic delivery capability
- Further strengthen links with suppliers in manufacturing and installation
- Build track record

# Strong balance sheet backing our strategy

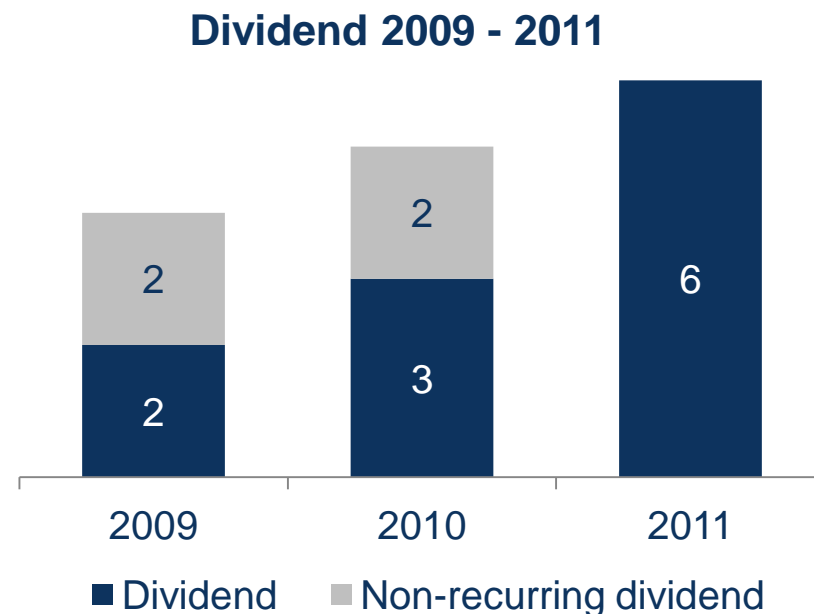


- Cash balance per 31.12.11 represents USD 336 million, corresponding to NOK 19 per share
- Strong balance sheet provides excellent opportunities to continue growth
  - M&A
  - Strong credit quality attracts prefunding
  - Flexibility

No interest bearing debt and cash balance of NOK 19 per share

# Proposed 2011 dividend of NOK 6 per share

- Strong commitment to return cash to shareholders
- Healthy cash generation and strong cash balance
- Business model proven through the cycles
- Last 3 year average payout ratio\* of 67%
- 2011 dividend represents USD +100 million in payouts to shareholders
- Share buy backs expected to continue in 2012



\* Dividend paid and share buy backs divided by net income attributable to equity holders



# Summary

- Our Market...
  - Global demand for new oil and gas reserves will grow
  - The oil that has been found was the easy oil... new reserves will require new technology in new regions and new plays
- Our Position...
  - TGS is the dominant pure multi-client geoscience data provider in the market
  - A proven and focused business model across all cycles
  - Strong financial and market position allows for expansion into new exciting products and technologies
- Our People...
  - Highly motivated team
  - Deep management experience and commitment to leadership development

# 2012 Guidance

- Multi-client investments 315 – 365 MUSD
- Average pre-funding 50 – 60%
- Average multi-client amortization rate 41 – 47%
- Net revenues 700 – 760 MUSD
- Contract revenues approximately 5% of total revenues

# Thank You

[www.tgsnopec.com](http://www.tgsnopec.com)

