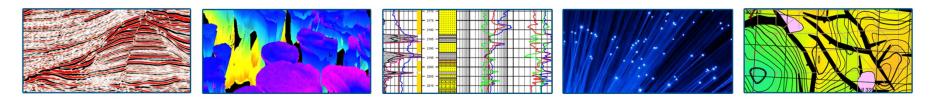


# TGS

Pareto Securities Oil & Offshore Conference, 10-11 September 2014

### Robert Hobbs Chief Executive Officer





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



- Leading provider of multi-client seismic data and related geoscientific products to the oil & gas industry
- 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



#### **TGS Main Offices**

- Traded on Oslo Stock Exchange, in OBX Index (25 most liquid shares at the OSE)
- Market Cap: ~\$3 billion

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

# **TGS Competitive Advantage**



#### Asset light business model

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



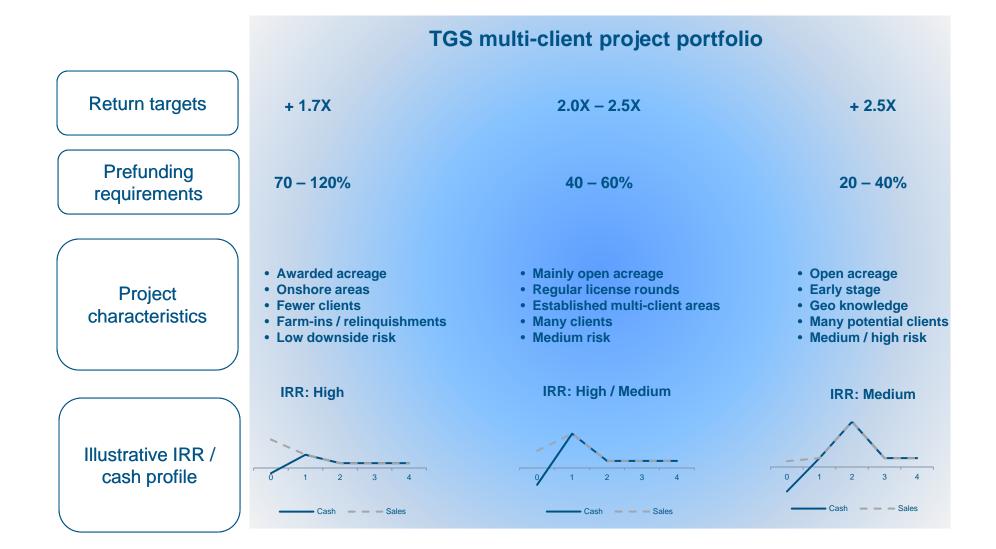
#### Quality

- Balance sheet
- People and culture
- Data processing
- Geoscience

#### Global

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

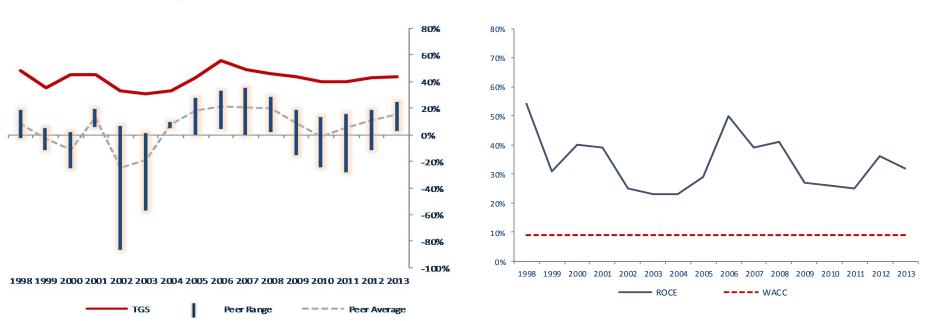




### **TGS Performs in all Cycles**



**Return on Capital Employed** 



EBIT margin vs. Seismic peers

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

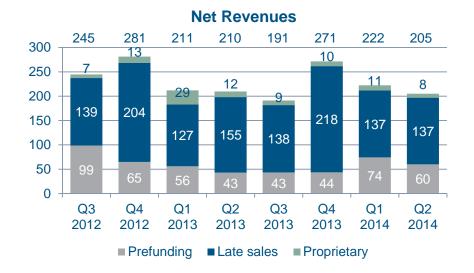
<sup>\*</sup>Peer group includes CGG, Geokinetics, ION Geophysical, PGS, Western Geco, Dolphin, Polarcus Source Platou Markets and TGS



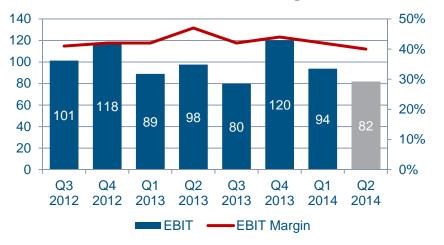
# Financials

### **Key Financials**





EBIT before non-recurring items



Multi-client NBV and Investments (operational)

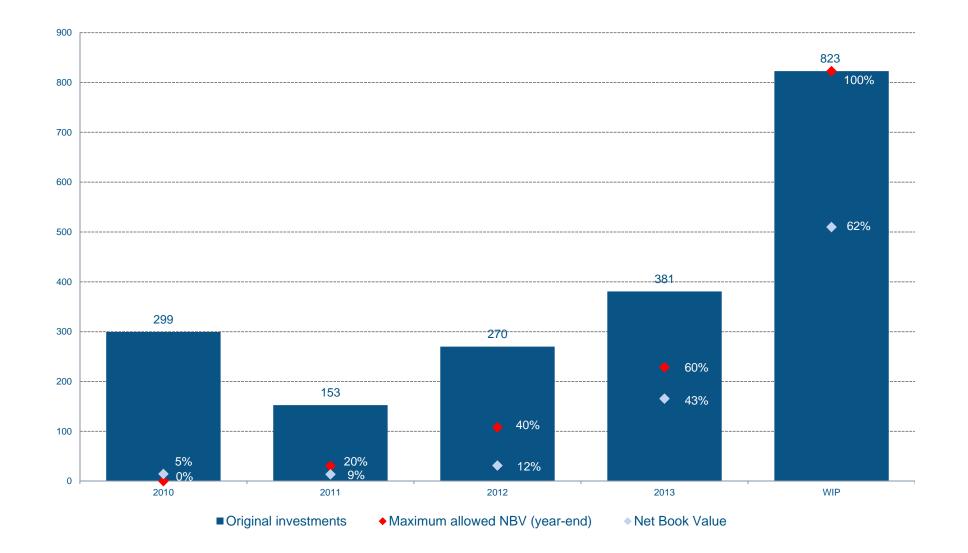


#### **Cash Flow from Operations**



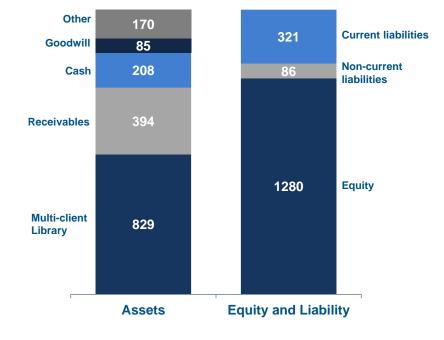
### **Investments per Vintage at 30 June 2014**





# **Strong Balance Sheet Backing TGS Strategy**



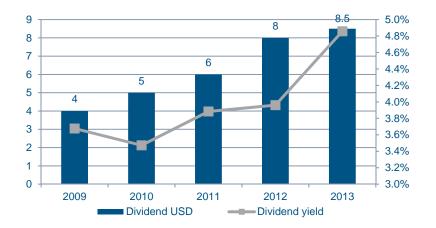


- Cash balance per Q2 2014 represents 208 MUSD
- Dividend of 145 MUSD paid in June 2014
- Strong balance sheet provides excellent opportunities to continue growth
  - M&A
  - Strong credit quality attracts prefunding
  - Flexibility

#### No interest bearing debt and strong cash balance

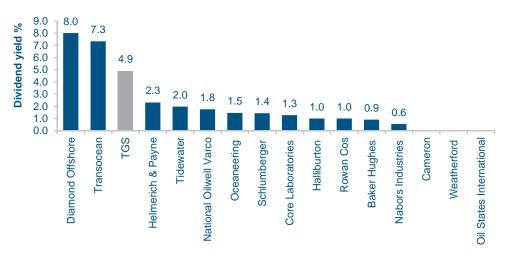
# Strong Cash Generation Supports Dividend Growth TGS

#### Dividend per share (NOK) and Dividend Yield\*



\* Dividend yield calculated based on share price at day of announcement

2014 Dividend Yield vs. OSX Index\*



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

- In addition to an increased dividend, the Board has authorized a share buy back program of USD 30 million of which USD 3.4 million has been implemented at end of Q2
- Dividend and share buy back program represent approximately USD 170 million in cash returns to shareholders
  - NOK 10.3 per share



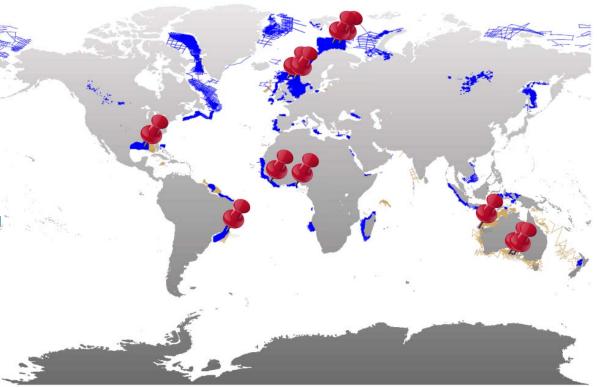
# **2014 Operational Highlights**

# **Geographically Diverse portfolio of 3D Projects**



#### 2014 3D Acquisition

- Francisco 6,700 km<sup>2</sup> long-offset, deep water Gulf of Mexico
- Olho de Boi, Brazil 5,000 km<sup>2</sup> in partnership with Dolphin
- HFCE14 3,100 km<sup>2</sup> Hoop Basin
- **P-Cable**<sup>TM</sup> approx. 500 km<sup>2</sup> high resolution in partnership with WGP
- Brendan Basin 2,500 km<sup>2</sup> West of Shetland
- Erlend Basin 900 km<sup>2</sup> West of Shetland
- Nerites 8,300 km<sup>2</sup> Great Australian Bight
- Nerites Season 2 13,000 km<sup>2</sup> Great Australian Bight
- Huzzas 2,100 km<sup>2</sup> Barrow sub-basin, Northwest Australia
- BR-13 2,200 km<sup>2</sup> Benin
- SL Block 4a Extension 1,000 km<sup>2</sup> Sierra Leone



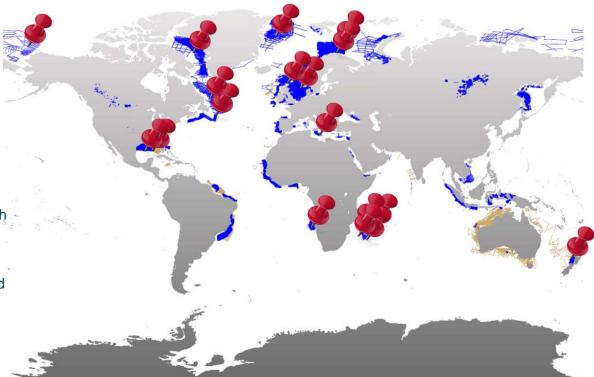
#### Diversified portfolio of 3D projects in prolific basins

## **Active year for 2D Seismic Projects**



#### 2014 2D Acquisition

- Newfoundland Labrador >30,000 km partnership with PGS
- Snipe Phase 52 12,000 km long offset ultradeep water Gulf of Mexico
- NBR14 9,300 km long offset extension, eastern Barents Sea
- Northeast Greenland 12,000 km (multi-year)
- MS-14 Madagascar 1,950 km in partnership with BGP
- AN-14 and CSM-14, Madagascar 8,800 km
- New Zealand 17,000 km Reinga, Northland and Taranaki basins
- Mexico Vessels secured for entry into Mexico (subject to legislation and permit)



#### 2014 2D Reprocessing

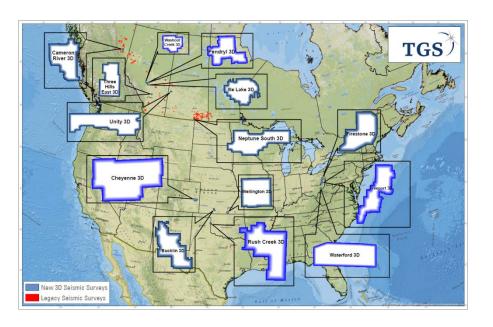
- Phase 51 28,273 km deep water Gulf of Mexico
- NF101 Tail of the Bank 2,474 km Eastern Canada
- Chukchi Sea 3,626 km
- West Greenland 27,700 km

- North Sea Renaissance (NSR) 10,825 km
- Mid Norway (MNR) 90,350 km
- Barents Sea South East 18,326 km (NPD data)
- Madagascar 20,330 km
- Namibia 10,167 km
- Malta 5,613 km

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### **TGS Continues to Invest Onshore North America**

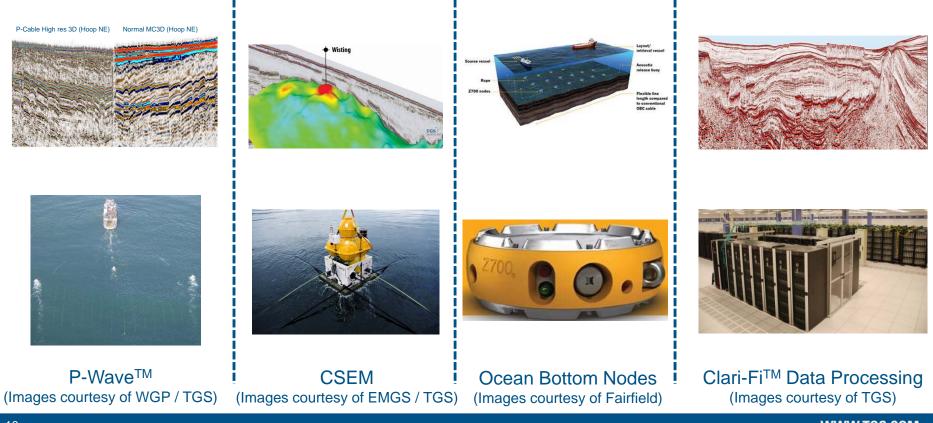
- Cheyenne 1,800 km<sup>2</sup> multi-client 3D project in Colorado focused on liquid plays in Mississippian and Pennsylvanian intervals
- Rush Creek 440 km<sup>2</sup> multi-client 3D project in Texas focused on Granite Wash, Hogshooter, Cleveland Sands, Atoka and Tonkawa geological trends. Builds on existing 160 km2 3D survey recently purchased by TGS
- Pendryl 400 km<sup>2</sup> multi-client 3D project in Central Alberta focused on emerging Duvernay play
- Washout Creek 65 km<sup>2</sup> high density multi-client 3D / 3C project addressing multiple plays in Central Alberta
- Freeport and Waterford 1,217 km<sup>2</sup> and 210 km<sup>2</sup> high resolution, wide aperture surveys providing critical data for geotechnical evaluations of the emerging Utica play and other intervals



# **Enhancing Value through Technology**



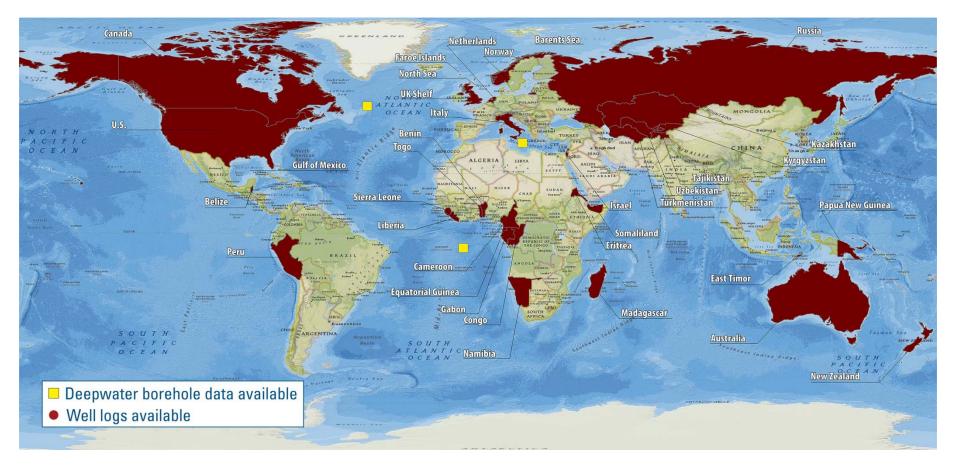
- TGS applies appropriate technologies to address imaging challenges associated with specific geologies and operating environments
- TGS acquires complementary data products to expand and enhance its geoscience data library



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## Well Log Coverage by Country





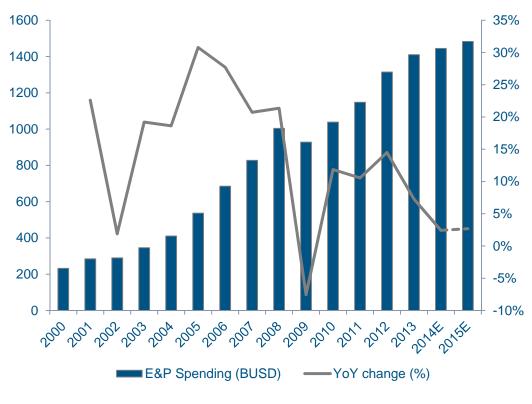
- TGS owns and manages a global well log database
- Strong synergies with multi-client seismic data business



# Outlook

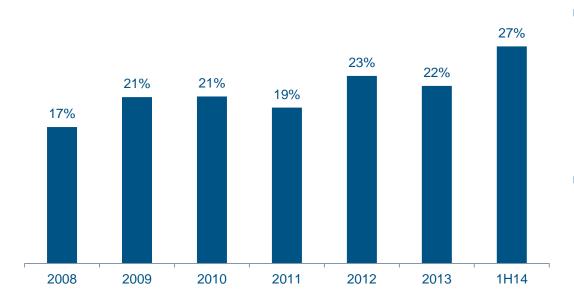


**E&P Spending 2000 – 2015E** 



Source: Rystad Energy Ucube August 2014

- Strong E&P spending growth in 2010 – 2013 followed by expectations of a softer market in 2014 and 2015
- Continued focus on capital discipline among the oil companies and pressure on cash flow cause oil companies to reduce spending growth
- Rystad Energy estimates global E&P spending growth of lowsingle digit percentages for 2014 and 2015



TGS Market Share: Multi-Client Revenue

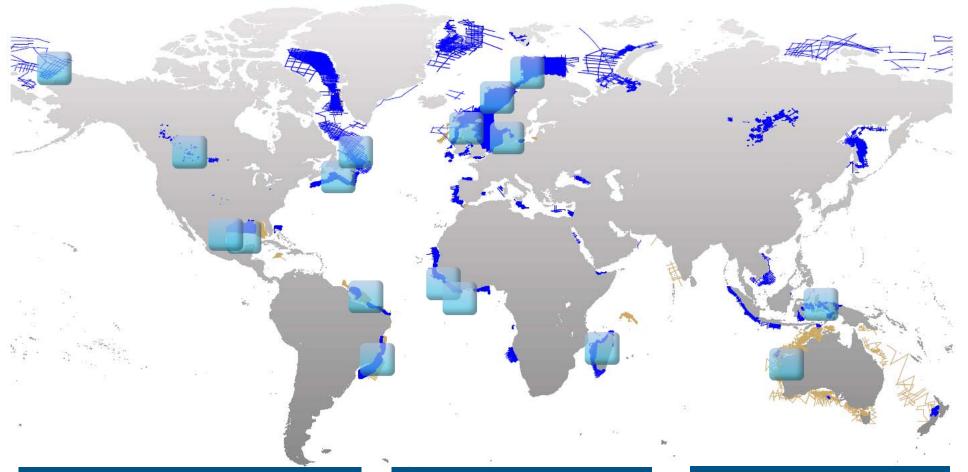
Source: Company. Peer group consists of TGS, CGG, PGS, WesternGeco, ION, SPU, PLCS, DOLP, MCG, SBX, EMGS, Fugro

- Current market characterised by capital discipline among oil companies; provides opportunities to grow market share
- TGS' combination of strong balance sheet and high backlog position the company well for further growth
- 1H-2014 multi-client market share of 27% confirms ambition to grow market share in a softer market

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### **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 Nov 2014, Nov 2015 & Nov 2017 (bids due)
- Nova Scotia Oct 2014 (bids due)
- Canada Onshore at least monthly
- Brazil 2015 (expected)

#### Africa, Middle East, Asia Pacific

- Madagascar 2014/15 (expected)
- Sierra Leone 2014/15 (expected)
- Liberia Oct 2014 (bids due)
- Australia Oct 2014 , Feb 2015 & Apr 2015 (bids due)
- Indonesia Jul & Oct 2014 (bids due)

#### Europe / Russia

- Norway APA Sep 2014 (bids due)
- Norway 23<sup>rd</sup> Concession H2 2015 (bids due)
- United Kingdom Apr 2014 (closed)
- Denmark Oct 2014 (bids due)

# **Capacity Secured for 2014**





3D Vessel	Jan	Feb	Mar	Apr	Мау	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
CGG Alize			Gulf of N	lexico									
BGP Prospector	Benin												
Sanco Swift	В	razil JV											
Polar Duchess			Australia									Australia	
Geo Caspian		Australia											
Geco Eagle					NW Europe								
Polarcus Naila							NW Europe						
Bergen Surveyor (P-Cable <sup>TM</sup> )							NW Europe 、	JV					
Polarcus Alima								Sierr	a Leone				
2D & Other	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
BGP Challenger	JV Mada	gascar											
Geo Arctic	Mad	agascar											
Sanco Spirit							Cana	da PGS JV					
Atlantic Explorer							Canada PGS JV						
Akademik Shatskiy					NW Europ	e		Gi	eenland		Τ		
Atlantic Guardian (CSEM)						Eur EMGS JV	5	JV		Γ			
Polar Prince (Seafloor Sampling)								Can	ada JV				
Juliana (Seafloor Sampling)								NW Eur JV					
Aquila Explorer											Ne	w Zealand	
Osprey Explorer									Gulf o	f Mexico			
Land Crew	Jan	Feb	Mar	Apr	Мау	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
Colorado Crews 1 & 2	Cheyen	ne											
Texas Crew				Rush	Creek								
Canada Crew	Pendry		woc										
Ohio Crew									Waterfo	ord		Freeport	

### **Summary**



- 2014 on track with Q2 revenues of 205 MUSD
- Q2 2014 Operating profit of 82 MUSD, 40% of net revenues
- Q2 2014 multi-client investments of 114 MUSD
- TGS continues to benefit from its well positioned library and continues to see high quality investment opportunities
  - Strong backlog
  - Application of new technologies
  - Onshore
- Guidance for 2014 unchanged:
  - Multi-client investments 390 460 MUSD
  - Average pre-funding 45 55%
  - Average multi-client amortization rate 40 46%
  - Net revenues 870 950 MUSD
  - Contract revenues approximately 5% of total revenues



# Thank you

Robert Hobbs CEO

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