

Kristian Johansen CEO 14<sup>th</sup> September, 2016

# **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.



# Agenda

## Introduction

- Market Overview
- TGS Strategy
- Q2 2016 Financial Highlights
- Appendix (financial information)



# This is TGS



### The World's largest geoscience data company

- Traded on Oslo Stock Exchange, part of OBX Index (25 most liquid shares)
- Headquarters in Oslo and Houston (Operational)
- Regional offices in London, Perth, Calgary, Mexico City and Rio de Janeiro



### The Leading multi-client data library covering frontier & mature basins

- ~3,000,000 km 2D data, ~500,000 sq. km 3D data and ~8,600,000 digital well logs
- Other data types include CSEM, multibeam, coring, gravity, magnetic, interpretive products
- Strategy to enter frontier regions, grow library and apply new technologies as basin matures



### Asset light and multi-client business model

- Flexibility through no vessel ownership few long-term capital commitments
- Investment decisions driven by financial returns rather than asset utilization
- Client relationships leading global sales & marketing team; exploration partner to E&Ps



### Solid balance sheet backing TGS strategy

- No debt and strong cash position allow counter-cyclical investment
- Average dividend yield of 4.2% over last seven years
- 10-year average return on capital employed of ~40%



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# **Challenging Market for Exploration**

### Year on Year decline in spending

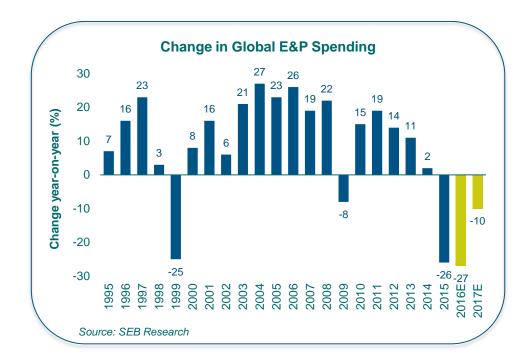
- Second consecutive 20%+ decline in E&P spending expected this year
- Impact on exploration budgets expected to be larger

#### Near-term volatility expected

- Seismic demand likely to remain weak through 2016
- Near-term, greater variability of demand between quarters and across regions
- Seismic spend will likely be prioritized in existing program areas that have premium economics

### 2017 E&P spending under pressure

 Most initial E&P Spending surveys indicate further decline in spending





# **Long-Term Outlook Positive**

### **Global Oversupply Moderating**

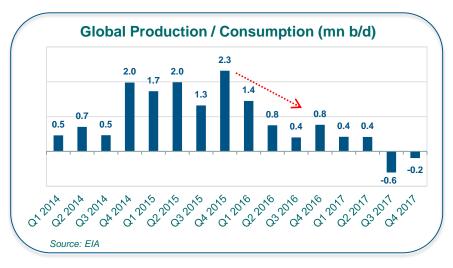
- Global oversupply is anticipated to continue to moderate through 2017 from a Q4 2015 high
- Market balance from Q3 2017 but supply response continuing to create volatility

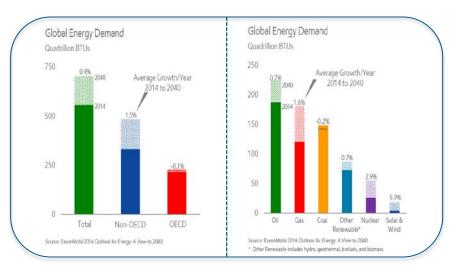
#### Need to Replace / Grow Reserves

- Only 2.7bn barrels of new conventional oil supply was discovered in 2015, the lowest since 1947 (Wood Mackenzie)
- Combined with increasing demand, lack of new discoveries will drive increased exploration spending as oil companies look to replace/grow reserves – the key question is timing

## Long-Term Demand Increasing

- Global energy demand is expected to grow about 25% by 2040 driven by non-OECD countries
- Oil and natural gas expected to meet ~60% of global energy demand in 2040







# **Key Trends in the Seismic Industry**

### Seismic sector has underperformed financially

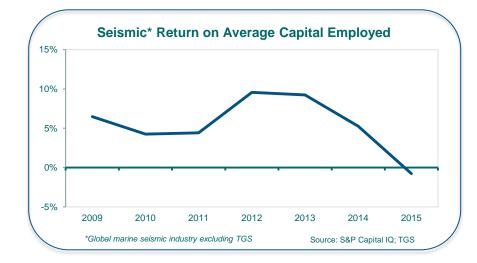
- ROCE below cost of capital
- Capital intensive and low entry barriers
- Critical product for end-user

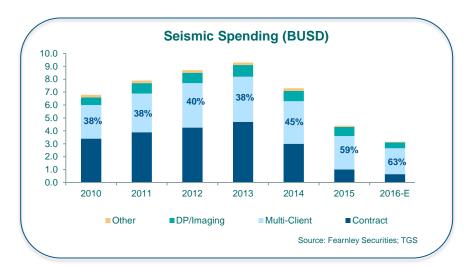
#### Gradual shift from proprietary to multi-client

- Seismic contractors taking more risk
- E&Ps tendering seismic acquisition as multi-client
- Higher prefunding but potentially lower returns

# Fragmented market offering consolidation opportunities

- Number of players constant since peak despite seismic spending falling by 2/3
- Consolidation would provide the industry significant benefits over the course of cycles







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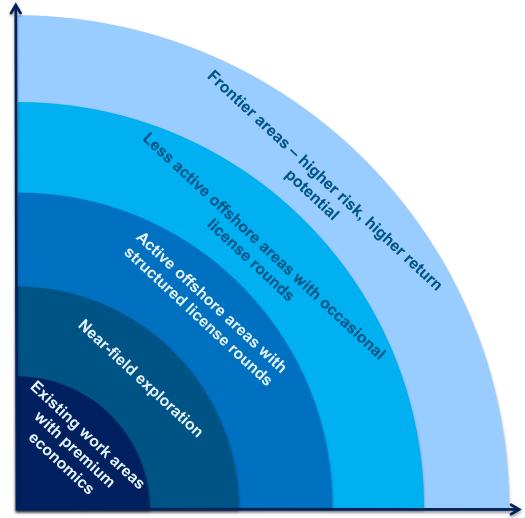
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## **Areas with Faster Payback will Likely Recover First**

- Chart highlights areas that are likely to see incremental seismic activity first as market conditions improve
- First movers will be areas with the best economics, or a combination of break-even oil prices and payback period
- Although initial focus will be on first mover areas, TGS will maintain a portfolio approach to investments to capture higherreturn opportunities in more frontier regions





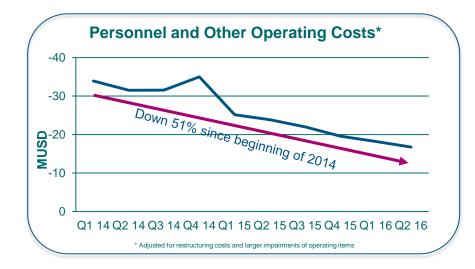




# Fast & Flexible Business Model

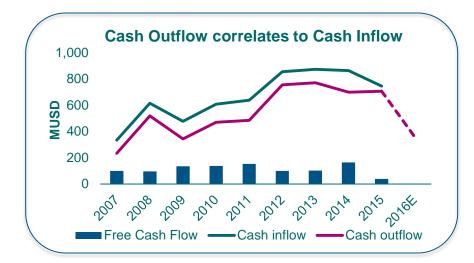
## Reacting quickly to right size the company

- Operating costs down 30% year-on-year
- Operating costs down 51% since 2014
- Variable pay drives alignment with staff



# Strong correlation between cash inflow and cash outflow

- Investment down 54% to MUSD 230
- Large reduction in vessel rates since peak
- Prefunding of investments stable at 40-45%

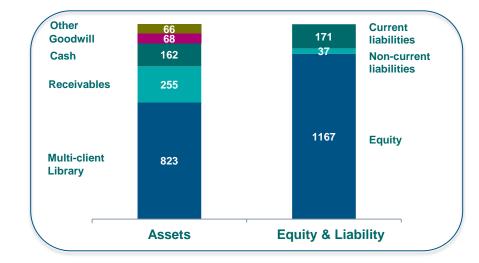




# Solid Balance Sheet Backing TGS strategy

# Balance sheet remains healthy through down-cycle

- Cash balance per Q2 2016 of 162 MUSD
- Undrawn Revolving Credit Facility of 75 MUSD



#### Strong share price relative to sector

- TGS market capitalization of 1.8 BUSD
- Represents ~57% of industry (ex-SLB)
- Strong currency to explore inorganic investment opportunities

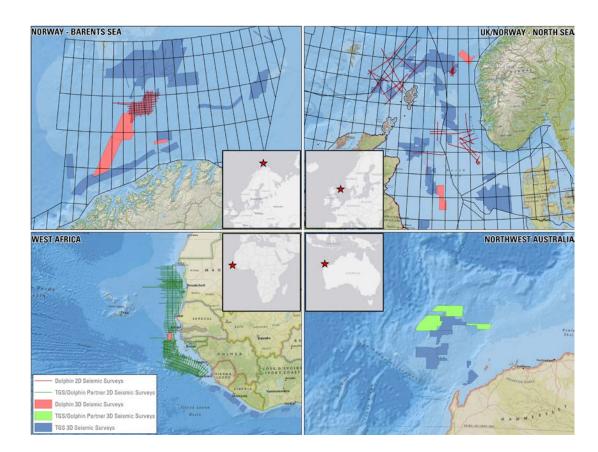




# **Strategic library acquisitions**

### Dolphin library acquisition

- Agreement in principle to buy the majority of the Dolphin MC library together with PGS
- Enhancing TGS' already strong position in areas such as the Barents Sea, the North Sea, NW Africa and Australia
- Limited initial cash outlay
- Definitive agreement expected in the near future
- TGS is actively seeking consolidation opportunities through strategic library acquisitions
  - Polarcus library 2015
  - Dolphin library 2016
  - Other opportunities monitored closely





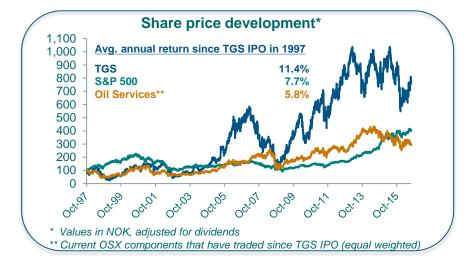
# **Solid Value Creation Over Time**

#### Long-term value creation track-record

- Annual total return of 11% since IPO in 1997
- Well above both the oil service segment and the general stock market

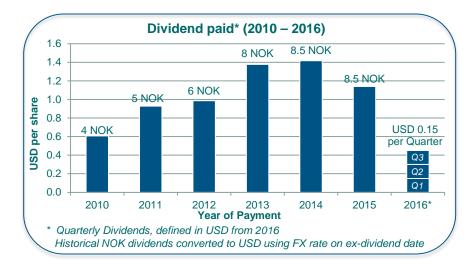
#### Counter-cyclical investment

 Strong cash generation is enabling the company to both invest counter-cyclically as well as paying dividends to shareholders



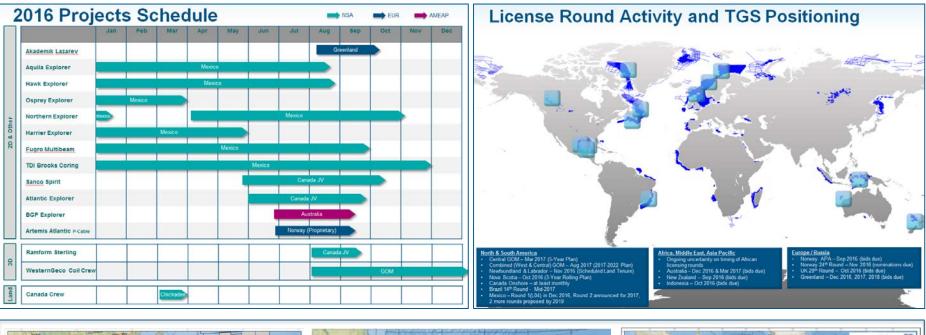
# Policy of paying dividends in line with long-term underlying cash flow

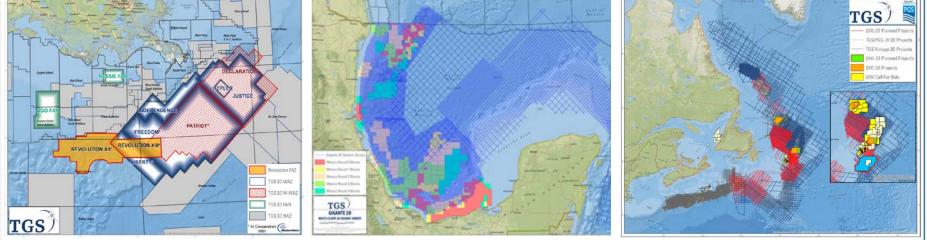
- Aim to keep a stable quarterly dividend through the year (measured in USD)
- Actual quarterly dividend level paid will be subject to continuous evaluation of market outlook, cash flow expectations and balance sheet development





## **Q3 Investment Focus**







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# **2016 Key Objectives**



Free cash flow generation



Consistency in delivering product quality



Significant cost efficiencies



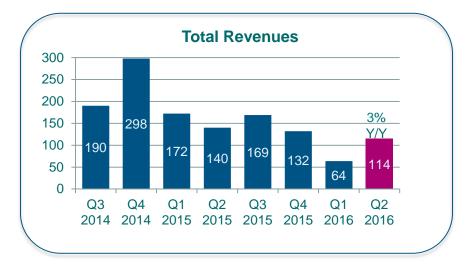
## Intense client focus

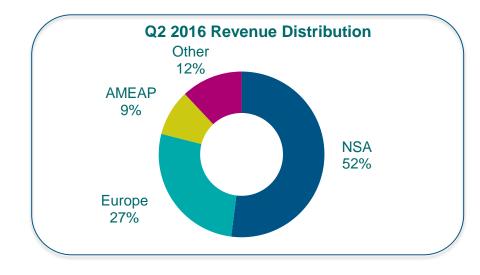


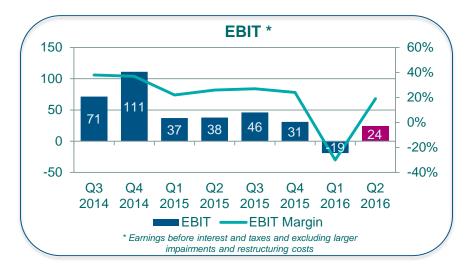
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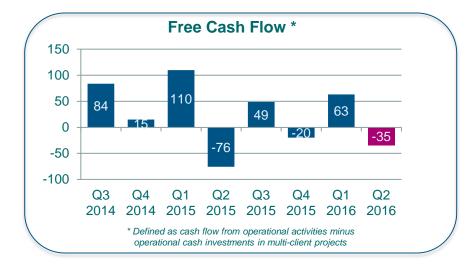
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# **Q2 2016 Financial Highlights**





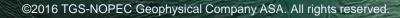






# Summary

- Signs of improvement in oil companies' willingness to invest in seismic data during Q2 2016, however, the market is expected to remain challenging and volatile in the near term
- Long term fundamentals continues to be positive
  - Global oversupply moderating
  - Need to replace / grow reserves
  - Long-term demand increasing
- Asset-light, focused multi-client strategy continues to outperform
  - Cost control, disciplined counter-cyclical investment and balance sheet strength positions TGS to enhance its leading position
- Updated 2016 guidance:
  - New operational multi-client investments of approximately 230 MUSD
  - Additional multi-client investments expected from sales of existing surveys with risk sharing arrangements
  - Multi-client investments are expected to be prefunded 40% to 45%



# Thank you



Kristian Johansen CEO

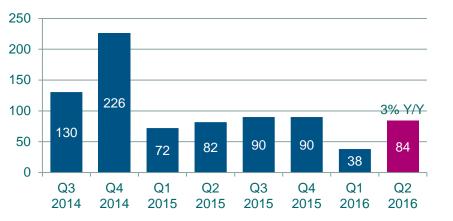
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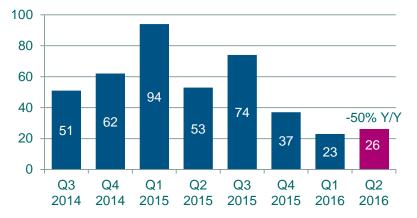
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## **Net Revenues**

Late sales revenues



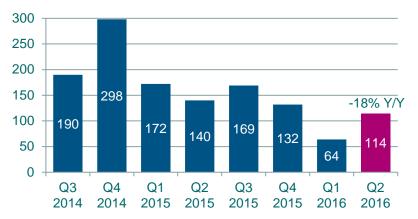
#### **Prefunding revenues**



**Proprietary revenues** 

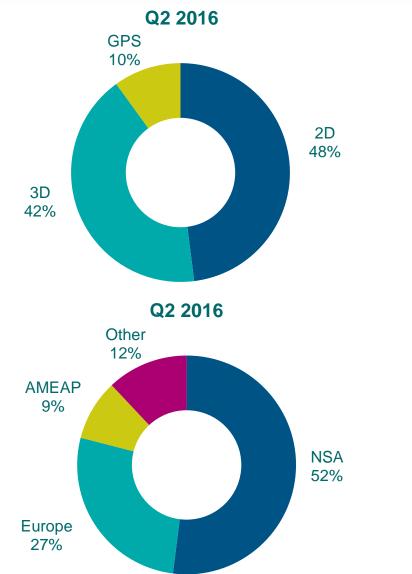


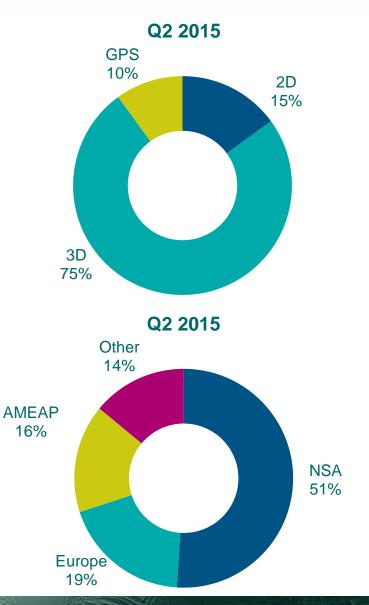
#### **Total revenues**



TGS

## **Net Revenue Breakdown**





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# **Operating Expenses, EBIT, Free Cash Flow**

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#### **Operating expenses \***

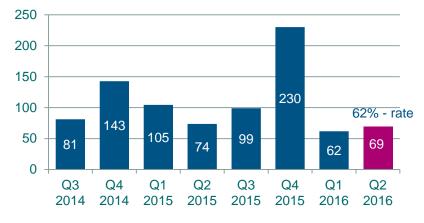


\* Include personnel costs and other operating expenses. Adjusted for restructuring costs and larger impairments of operating items

EBIT \*



#### Amortization and impairment \*



\* Q1 and Q2 2016 reflects the new amortization policy effective from 1 January 2016

#### Free cash flow \*

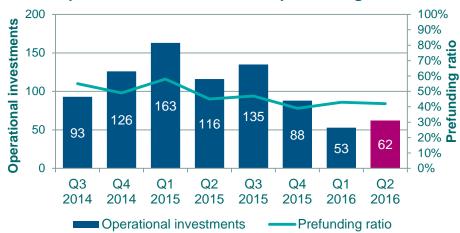


\* Defined as cash flow from operational activities minus operational cash investments in multi-client projects

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# **Multi-Client Library**

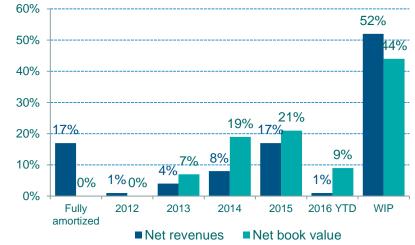
#### **Operational investments and prefunding ratio**

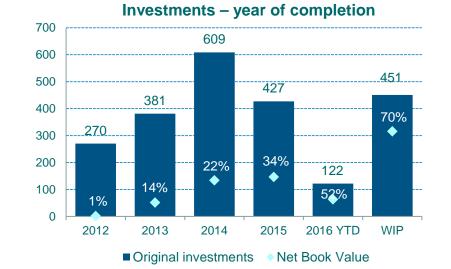




**Multi-client library - NBV** 

Net revenues vs net book value – year of completion





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## **Q2 2016 Income Statement**

USD million, except EPS		Q2 2016	Q2 2015	Change in %
Net revenues		114	140	-18%
Cost of goods sold – proprietary and other		0.8	0.1	1435%
Amortization of multi-client library	62%	69	74	-6%
Gross margin		44	66	-33%
Personnel costs		11	17	-37%
Other operating expenses		9	9	-3%
Cost of stock options		0.3	0.9	-61%
Depreciation		3	3	-7%
Operating profit	19%	22	36	-39%
Net financial items		-0.3	2	-116%
Profit before taxes	19%	21	37	-43%
Taxes		5	13	-65%
Net Income	15%	17	24	-31%
EPS, Undiluted		0.17	0.24	-29%
EPS, Fully Diluted		0.17	0.24	-29%

# **Q2 2016 Cash Flow Statement**

USD million	Q2 2016	Q2 2015	Change in %
Received payments from customers	28	141	-80%
Payments for operational expenses	(19)	(25)	25%
Paid taxes	-	(29)	100%
Operational cash flow	9	86	-89%
Investments in tangible and intangible assets	(1)	(3)	57%
Investments in multi-client library	(44)	(162)	73%
Interest received	0.3	2	-82%
Interest paid	(0.3)	(0.003)	-10467%
Dividend payments	(14)	(99)	86%
Proceeds from share issuances	2	0.03	5271%
Change in cash balance	-48	-175	73%



## **Balance Sheet**

USD million	Q2 2016	Q1 2016	Change in %	Q4 2015
Assets				
Cash and cash equivalents	162	210	-23%	163
Other current assets	255	189	35%	308
Total current assets	417	399	5%	471
Intangible assets and deferred tax asset	92	92	0%	90
Other non-current assets	16	16	3%	25
Multi-client library	823	830	-1%	839
Fixed assets	26	28	-7%	30
Total Assets	1,375	1,364	1%	1,455
Liabilities				
Current liabilities	171	168	2%	218
Non-current liabilities	4	5	-9%	6
Deferred tax liability	33	29	14%	33
Total Liabilities	208	201	3%	257
Equity	1,167	1,163	0%	1,198
Total Liabilities and Equity	1,375	1,364	1%	1,455