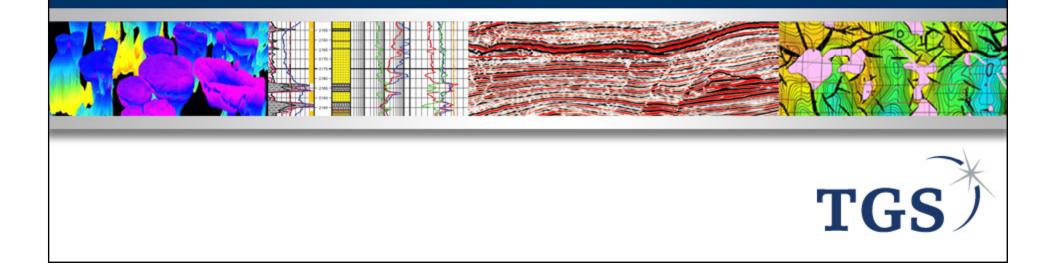
# Earnings Release Q4 2010

Kristian K. Johansen Chief Financial Officer

#### Robert Hobbs Chief Executive Officer



#### **Forward-Looking Statements**

All statements in this presentation other than statements of historical fact, are forwardlooking 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.



### **Q4 2010 Financial Highlights**

- Net revenues were 177.6 MUSD, up 13% from Q4 2009
  - Net late sales of 142.1 MUSD were up 10% from last year
  - Net pre-funding of 26.2 MUSD were up 42%, funding 66% of TGS' operational multi-client investment for the quarter (39.5 MUSD)
- Average amortization rate for the multi-client library was 40% compared to 37% in Q4 2009
- Operating profit for the fourth quarter was 81.4 MUSD, 46% of net revenues. This is up 6% from Q4 2009
- Cash flow from operations before multi-client investments was 119.1 MUSD, up 55% from Q4 2009
- The Company bought back 418,401 shares in the market for 7.8 MUSD



### **Q4 2010 Income Statement**

		Q4 2010	Q4 2009	Change	%
Net Operating Revenues		177.6	157.8	19.8	13%
COGS - Proprietary & Other		3.1	2.5	0.5	21%
MC Amortization	40%	68.1	54.0	14.1	26%
Gross Margin		106.4	101.2	5.2	5%
Other Operating Expenses		23.4	21.2	2.2	10%
Cost of Stock Options		0.3	0.8	(0.4)	-56%
Depreciation		1.3	2.2	(0.9)	-41%
Operating Profit	46%	81.4	77.0	4.3	6%
Net Financial Items		(0.6)	0.2	(0.8)	-489%
Pre-tax Profit	45%	80.7	77.2	3.6	5%
Taxes		24.1	18.4	5.7	31%
Net Income	32%	56.6	58.7	(2.1)	-4%
EPS, Undiluted		0.55	0.57	(0.02)	-3%
EPS, Fully Diluted		0.54	0.56	(0.02)	-3%



### Q4 2010 Cash Flow Statement

	Q4 2010	Q4 2009
Payments from Sales Received	150.5	103.8
Operational Costs Paid	(23.3)	(20.2)
Gain/(Loss) from Currency Exchange	(1.2)	0.1
Taxes Paid	(7.0)	(6.7)
Operational Cash Flow	119.1	77.0
Investments in Fixed Assets	(2.3)	(7.0)
Investments in Multi-Client	(34.0)	(58.5)
Net Cash from Mergers and Acquisitions	-	(0.9)
Net Change in Short-term Investments & Deposits	4.2	4.2
Interest Received	0.1	0.8
Interest Paid	(0.0)	(0.1)
Purchase of Own Shares	(7.8)	-
Paid in Equity	1.0	3.2
Change in Cash Balance	80.3	18.8



### **2010 Financial Highlights**

- Net revenues were 568.3 MUSD, up 19% from 2009
  - Net late sales of 380.3 MUSD were up 18% from last year
  - Net pre-funding of 162.7 MUSD were up 31%, funding 55% of TGS' operational multi-client investment in 2010 (295.3 MUSD)
- Average amortization rate for the multi-client library was 46% compared to 40% in 2009
- Operating profit for full year 2010 was 227.1 MUSD, 40% of net revenues. This is up 8% from 2009
- Cash flow from operations before multi-client investments was 408.8 MUSD, up 25% from 2009
- The Company paid a dividend of NOK 4 per share and bought back 1,758,401 shares in the market for 31.9 MUSD. Treasury shares cancelled in 2010 totalled 950,450



### **2010 Income Statement**

		12M 2010	12M 2009	Change	%
Net Operating Revenues		568.3	477.7	90.6	19%
COGS - Proprietary & Other		5.0	8.4	(3.4)	-41%
MC Amortization 46	6%	247.9	176.7	71.2	40%
Gross Margin		315.4	292.6	22.8	8%
Other Operating Expenses	-	76.1	70.7	5.4	8%
Cost of Stock Options		2.4	3.0	(0.6)	-19%
Depreciation		9.8	8.7	1.1	13%
Operating Profit 40	0%	227.1	210.2	16.9	8%
Net Financial Items		0.6	9.0	(8.3)	-93%
Pre-tax Profit 40	0%	227.7	219.2	8.5	4%
Taxes		72.0	56.7	15.2	27%
Net Income 27	7%	155.8	162.5	(6.7)	-4%
EPS, Undiluted		1.52	1.58	(0.06)	-4%
EPS, Fully Diluted		1.49	1.56	(0.07)	-4%



### **2010 Cash Flow Statement**

	12M 2010	12M 2009
Payments from Sales Received	549.6	443.9
Operational Costs Paid	(79.9)	(77.9)
Gain/(Loss) from Currency Exchange	(1.4)	4.2
Taxes Paid	(59.6)	(44.1)
Operational Cash Flow	408.8	326.1
Investments in Fixed Assets	(4.8)	(9.6)
Investments in Multi-Client	(271.3)	(238.5)
Net Cash from Mergers and Acquisitions	(3.6)	(0.9)
Interest Received	1.5	3.2
Net Change in Short-term Investments & Deposits	6.8	54.3
Net Change in Short-term Loans	-	(44.1)
Interest Paid	(0.0)	(0.6)
Payment of Dividend	(64.7)	-
Purchase of Own Shares	(31.9)	-
Paid in Equity	6.0	5.2
Change in Cash Balance	46.7	95.2



#### **Balance Sheet**

	31 Dec 2010	%	30 Sept 2010	%	31 Dec 2009	%
Assets						
Cash	290.2	24%	209.9	18%	243.5	21%
Investments Available for Sale	21.1	2%	24.6	2%	27.2	2%
Derivative Financial Instruments	0.4	0%	-	0%	-	0%
Other Current Assets	291.0	24%	308.6	27%	339.8	30%
Total Current Assets	602.7	50%	543.1	47%	610.5	53%
Intangible Assets and Deferred Tax Asset	81.5	7%	83.8	7%	87.3	8%
Other Non-current Assets	41.7	3%	-	0%	1.0	0%
MC Library	475.7	39%	503.3	44%	424.3	37%
Fixed Assets	15.2	1%	14.7	1%	21.2	2%
Total Assets	1,216.9	100%	1,144.8	100%	1,144.3	100%
Liabilities						
Current Liabilities	207.7	17%	203.0	18%	231.6	20%
Long-term Liabilities	12.7	1%	-	0%	0.0	0%
Deferred Tax Liability	87.7	7%	82.9	7%	72.8	6%
Equity	908.8	75%	858.9	75%	839.9	73%
Total Liabilities and Equity	1,216.9	100%	1,144.8	100%	1,144.3	100%

\* The Company holds no interest-bearing debt



# **Multi-Client Library**



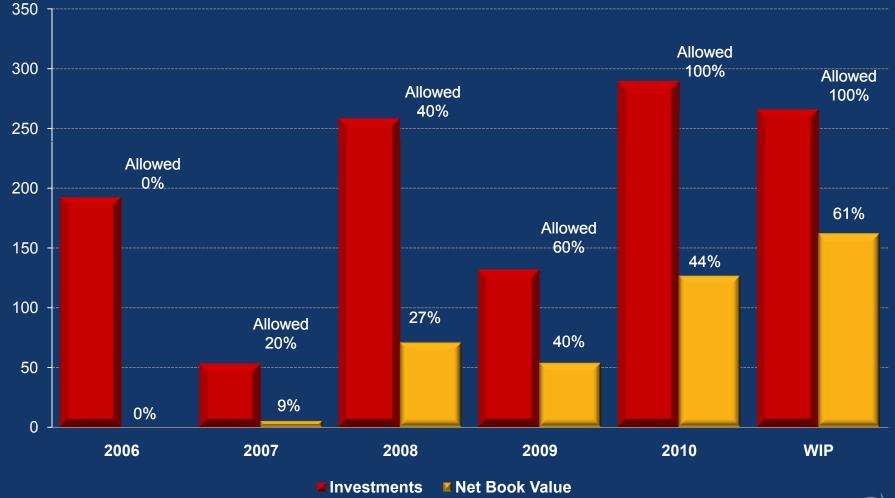
### **Accounting Principles for Multi-Client Library**

- Accounting standards recommend to match revenues and costs in time
- TGS capitalizes the direct costs of surveys as investments in the Balance Sheet and amortizes them over 5 years (including the first year – WIP) as a function of expected ratio sales/investment
- If sales are lower than expectations, a minimum amortization kicks in:
  - Maximum NBV one year after completion is 60%, then 40%, then 20%, then zero
  - At the end of the fourth year after survey completion, each survey is fully amortized



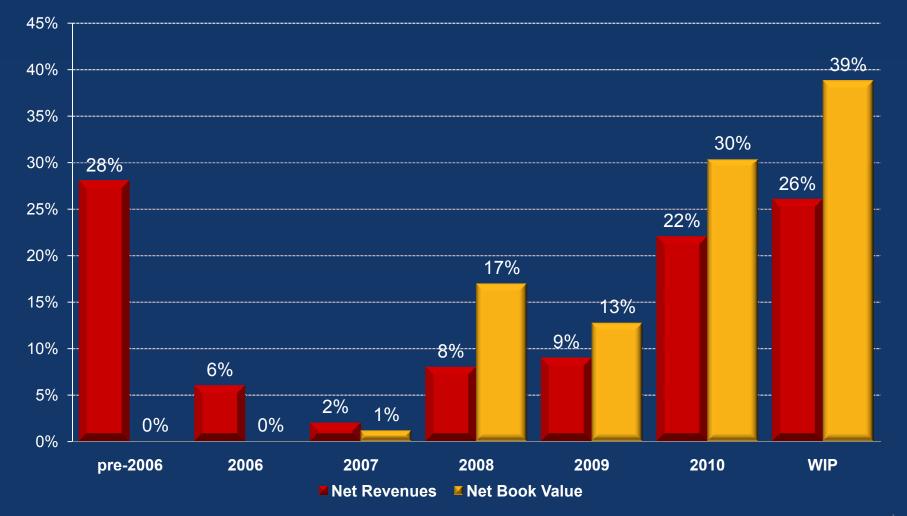
### Net Book Value vs. Investments per Vintage

- in relation to allowed Net Book Value at year end





#### Net Revenues vs. Net Book Value per Vintage



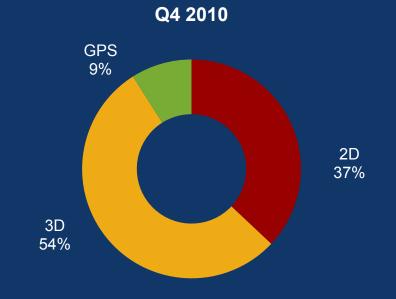


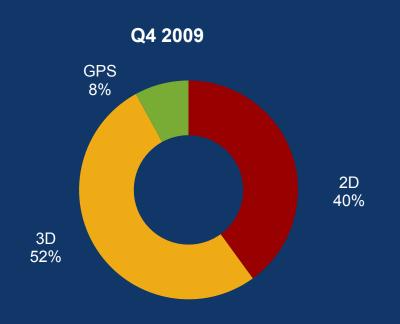
# **Operational Highlights**

**Robert Hobbs** Chief Executive Officer

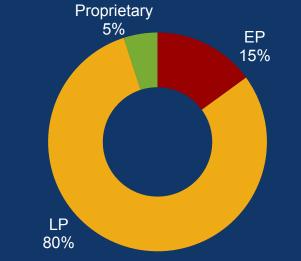


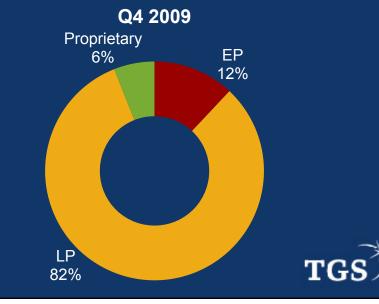
### Net Revenue Breakdown



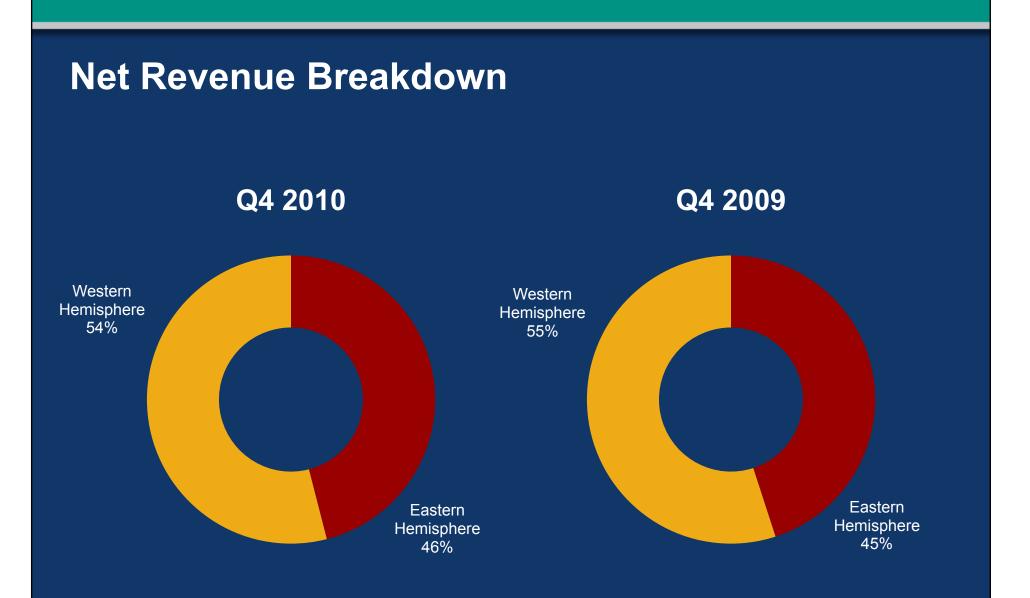


Q4 2010



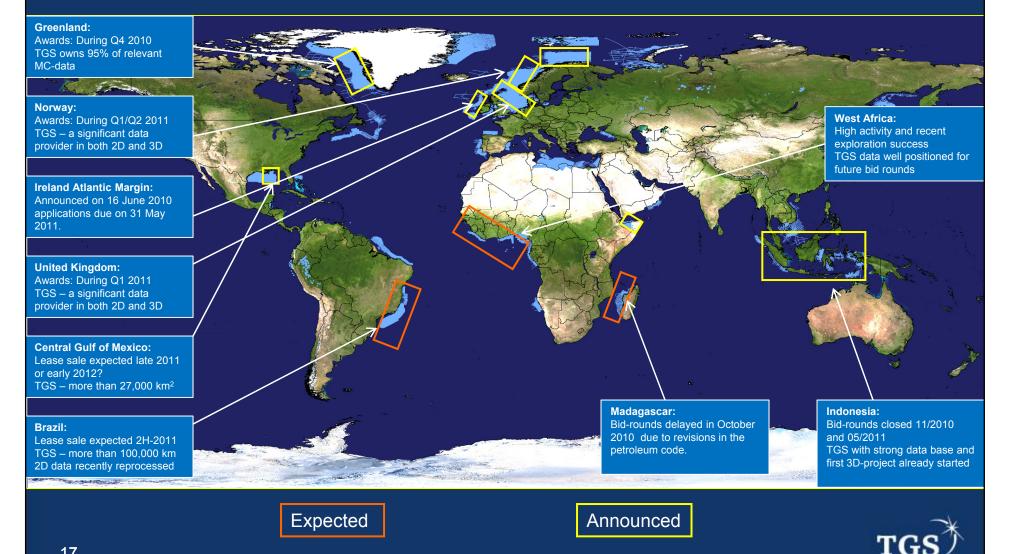


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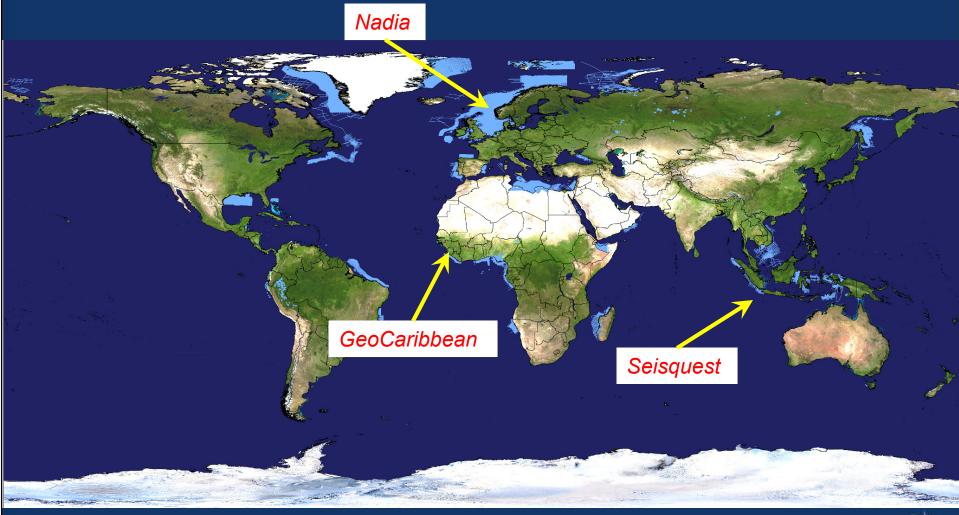




#### **License Round Activity and TGS Positioning**

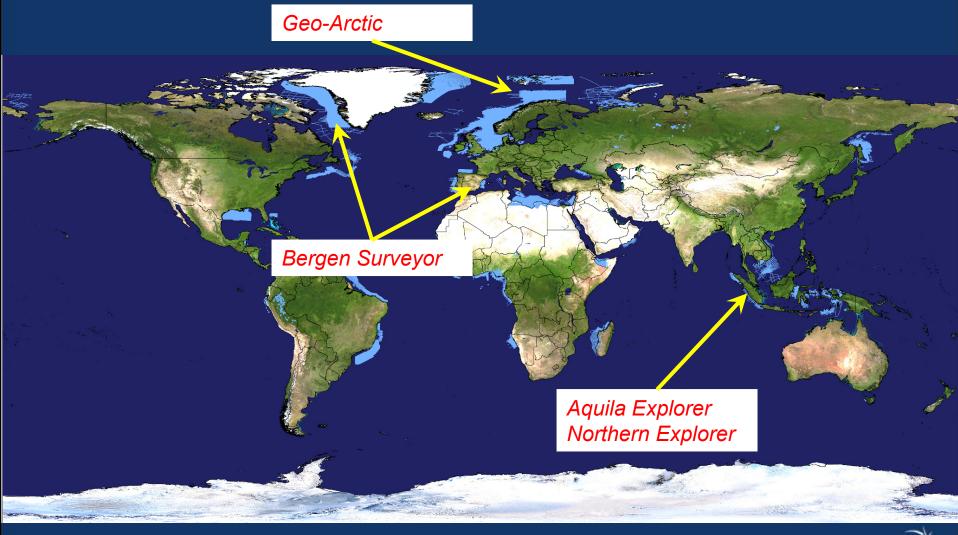


## Q4 2010 - 3D Operations





## Q4 2010 - 2D Operations





#### Status on TGS' GOM WAZ Programs

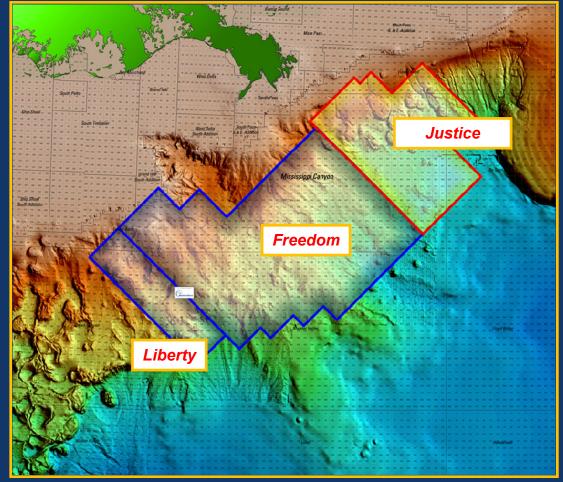
#### **Constitution Project**

#### TGS 50% owned

- Freedom 16,600 km<sup>2</sup>
  - Complete in Q4
- Liberty 3,050 km<sup>2</sup>
  Processing to be complete Q2

#### TGS 100% owned

- Justice 7,800 km<sup>2</sup>
  - Plan to return in Q2 /Q3 2011 to complete acquisition
  - Processing complete in Q4





#### Modern 2D Reprocessed Data in Brazil!

#### **Brazil database**

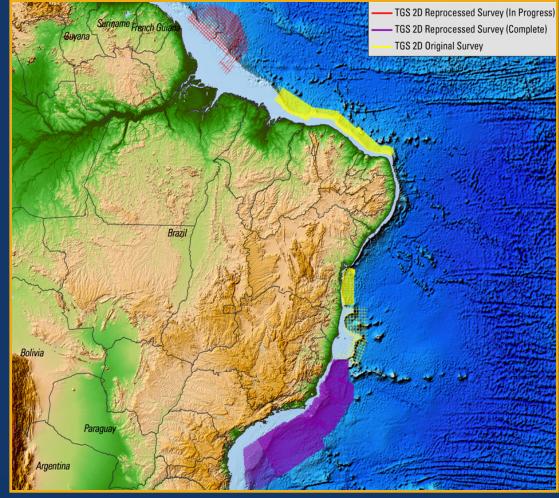
• ~ 200,000 km of data

#### Reprocessed data

• 128,000 km

#### Reprocessing in progress

• 16,000 km





### The Africa Transform Margin Seismic Leader

Continued investment in the African Transform Margin since 2000

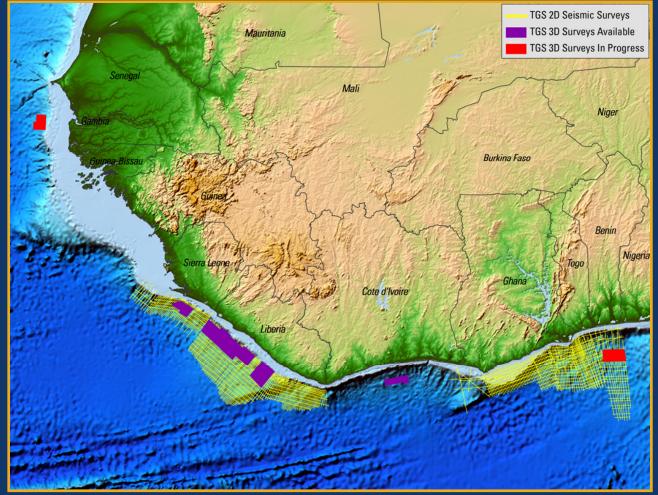
Recent exploration success in Sierra Leone and Ghana

#### 2D Seismic Surveys

- Sierra Leone 5,784 km
- Liberia 24,773 km
- Ghana 17,781 km
- Togo 2,097 km
- Benin 6,133 km

#### 3D Seismic Surveys

- Gambia 2,566 km<sup>2</sup>
- Sierra Leone 2,646 km<sup>2</sup>
- Liberia 18,345 km<sup>2</sup>
- Cote d'Ivoire 2,387 km<sup>2</sup>
- Benin 4,000 km<sup>2</sup>

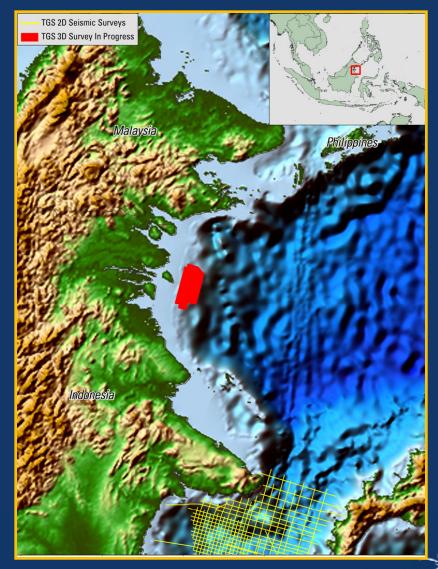


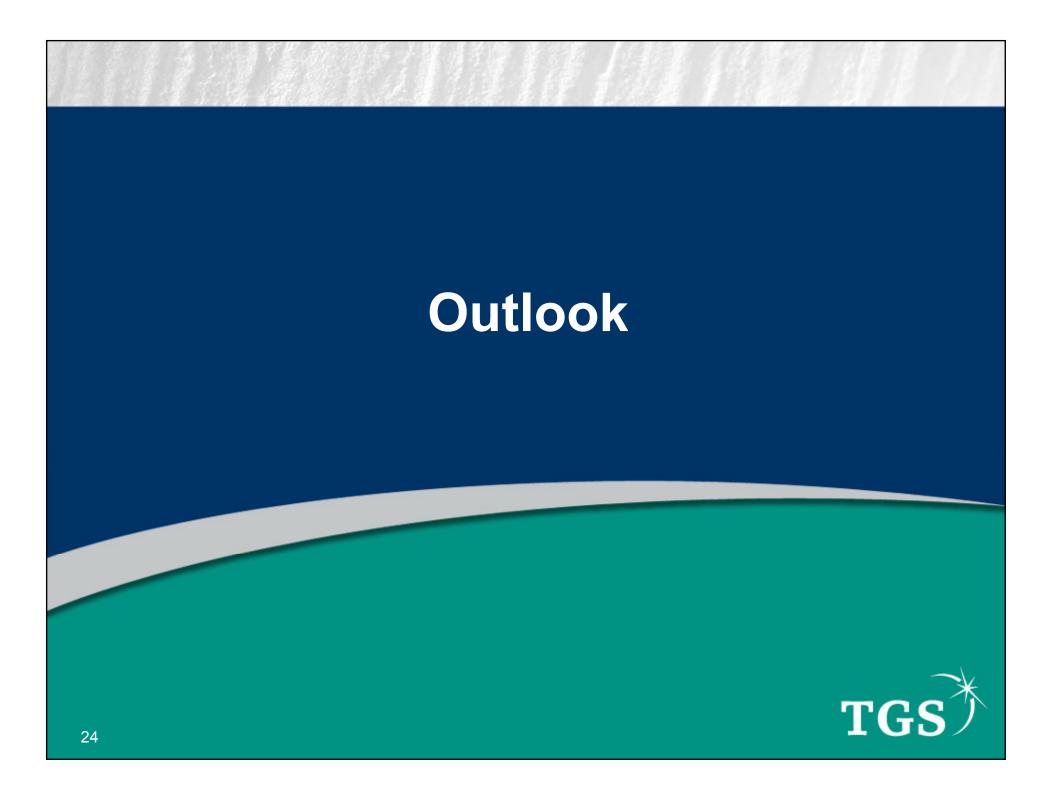


#### **New 3D Data Library in Indonesia**

#### **Tarakan Basin 3D survey**

- First TGS multi-client 3D in Indonesia
  - 1,600 km<sup>2</sup>
- Two new 2D projects
  - South Java Infill 3,000 km
  - South Sumatra Infill 2,700 km





### **Global E&P Spending Expectations for 2011**

 According to Barclays' 2011 E&P spending survey, global E&P expenditures will increase by 11% to 490 BUSD

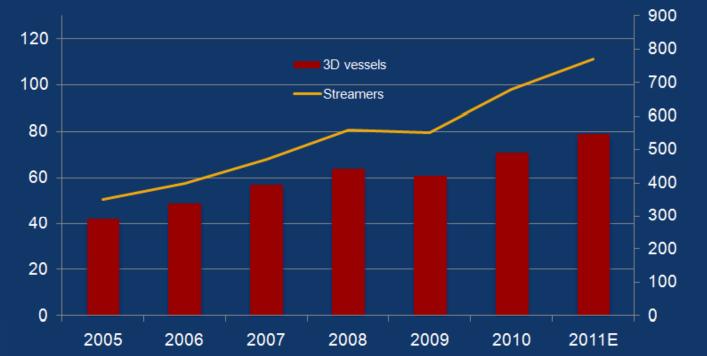
USD in millions	2011E	2010E	Y/Y % change
U.S. Spending	93,576	86,584	8.1%
Canadian spending	32,589	31,086	4.8%
International spending	363,345	324,099	12.1%
Worldwide spending	489,510	441,768	10.8%

- The average oil price on which companies are basing their 2011 E&P budgets is approximately 77.32 USD per barrel, while the price thresholds for reducing CapEx is 50 USD per barrel
- As E&P spending and seismic expenditures historically have been closely correlated, the 2011 E&P surveys set positive expectations for the seismic industry



### Vessel Supply Growth Provides Support to Asset Light Business Model

Vessel and streamer count 2005 – 2011 estimates



- Higher expectations for E&P and seismic expenditures facilitates for increased building activity and new entrants to the market
- No long-term vessel commitments made by TGS

### 2011 Outlook

- Promising E&P spending outlook for 2011 drives expected growth in seismic spend
- 2010 was a record high year for vessel building activity new entrants expected to support continued capacity growth and stable rates
- TGS remains flexible with no long term vessel commitments
  - No significant rate changes expected
- Regulatory uncertainties in the GOM remain unsolved, but high activities in all other major regions support further investment growth
- Business model well suited to take advantage of attractive opportunities within new multi-client plays



### Backlog





#### **2011 Investment Plans**

- Strategy review during fall-2010 set clear targets for further profitable growth by applying successful multi-client business model in existing and new plays
- TGS plans to return to GOM in 2011 to complete Justice and is receiving prefunding interest for other investment opportunities in the region
- Increased investments in international frontier basins such as Indonesia and West-Africa backed by high pre-funding rates
- High activity in the North Sea to position TGS for future license rounds
- Investment profile more back-loaded compared to previous years

### 350 300 250 200 150 100 50

2008 2009

0

2006

2007

#### Multi-Client Investments 2006 – 2011E



2010

2011

#### **Expectations for 2011**

- Multi-client investments 280 330 MUSD
- Average pre-funding 55 65%
- Average multi-client amortization rate 41 47%
- Net revenues 600 650 MUSD
- Contract revenues of approximately 5% of total revenues



#### **TGS Proposes Increased Dividend Payout**

- Board of Directors of TGS has decided to propose to the June 2011 Annual General Meeting a dividend of <u>NOK 5 per share</u>
  - Ordinary dividend increases from NOK 2 to NOK 3 per share
  - Non-recurring dividend of NOK 2 per share
- In addition, TGS intends to continue buying back shares in the market on an opportunistic basis



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

#### Profit Margin (EBIT) versus Peer Group

