# TGS

#### **Presentation of the 3<sup>rd</sup> Quarter 2007 Results October 25th 2007**

A webcast of this presentation is available at www.tgsnopec.no

**Arne Helland Chief Financial Officer** 

**Hank Hamilton Chief Executive Officer** 



**TGS-NOPEC** Geophysical Company

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

All statements is 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 principle 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 Wavefield**

Merger approved by shareholders

**Currently in Creditor Review Period** 

Arne Helland Chief Financial Officer



TGS-NOPEC Geophysical Company

## **TGS Wavefield, Merger in Process**

- Merger Plan approved by the shareholders in EGMs on September 20th
  - Currently in Creditor Review Period till November 20th
- TGS spent USD 149.6 million on share buybacks/purchases of TGS/Wave shares in August and September.
- TGS holdings of WAVE shares to be redeemed (no new shares issued)
- Effective date of merger for accounting purposes is the date of the EGMs
  - WAVE financial results consolidated as from September 20th, 2007 in this report
  - Consolidated accounts presented applying a preliminary PPA
- NOTE :Two Shareholders (approx 8%) of Wavefield Inseis have requested that the Wavefield Board convene a new EGM in regard to the merger



## **TGS Wavefield Profit & Loss Breakdown**

	TGS	WAVE	PPA <sup>1)</sup>	TOTAL
Multi-Client Revenue	82.3	0.4	-	82.7
Proprietary Revenue	18.5	9.4	-	27.9
Net Operating Revenues	100.8	9.8	-	110.6
Materials	10.7	4.1	-	14.8
MC Amortization	23.8	0.2	0.0	24.0
Gross Margin	66.4	5.5	(0.0)	71.9
Other Operating Expenses	16.6	0.2	-	16.8
Cost of Stock Options	0.9	0.2	-	1.1
Depreciation	3.0	1.0	1.1	5.0
Operating Profit (EBIT)	45.8	4.2	(1.1)	48.9
EBIT margin	45%	43%		44%
Net Income	30.5	3.1	(0.8)	32.9
EPS, undiluted <sup>2)</sup>	0.29	0.02	(0.02)	0.30
EPS, fully diluted <sup>2)</sup>	0.29	0.02	(0.02)	0.29

<sup>1)</sup> PPA - Purchase Price Allocation (Preliminary)

<sup>2)</sup> EPS effected by Wave shares held by TGS



# Q3 2007 PROFIT & LOSS (MUSD)

		Q3 2007	Q3 2006	Change	%
<b>Net Operating Revenues</b>		110.6	99.8	10.8	11%
Materials		14.8	0.6	14.2	2437%
MC Amortization	29%	24.0	28.7	(4.7)	-16%
Gross Margin		71.9	70.6	1.3	2%
<b>Other Operating Expenses</b>		16.8	14.3	2.5	18%
Cost of Stock Options		1.1	0.6	0.5	91%
Depreciation		5.0	0.9	4.1	437%
<b>Operating Profit</b>	44%	48.9	54.8	(5.8)	-11%
Net Financial Items		1.1	2.4	(1.3)	-54%
Pre-tax Profit	45%	50.0	57.1	(7.1)	-12%
Taxes		17.1	19.0	(1.9)	-10%
Net Income	30%	32.9	38.1	(5.2)	-14%
EPS, undiluted		0.30	0.36	(0.1)	-18%
EPS, fully diluted		0.29	0.35	(0.1)	-17%



### **Preliminary Purchase Price Allocation**

\*figures in 1000 USD

		Q3 2007	Depreciation Period
Purchase Price	1,399,458		
	1,000,100		
Book value of Wavefield Inseis	266,956		
Excess Values			
Multi-Client Library	3,000	(23)	5 years (non-linear)
Time Charter Contracts & Purchase Options	110,000	(353)	5.4 - 11.5 years
Customer Relationships & Backlog	32,000	(699)	1 - 3 years
Technologies	20,693	(27)	8 years
Identified Assets	165,693	(1,103)	
Deferred Tax	(46,394)	309	
Goodwill	1,013,203		

Preliminary estimates of PPA-depreciation per full quarter say Q4 2007 – Q4 2008 may vary from 10.0 MUSD (start) to 5.0 MUSD (Q4-2008)

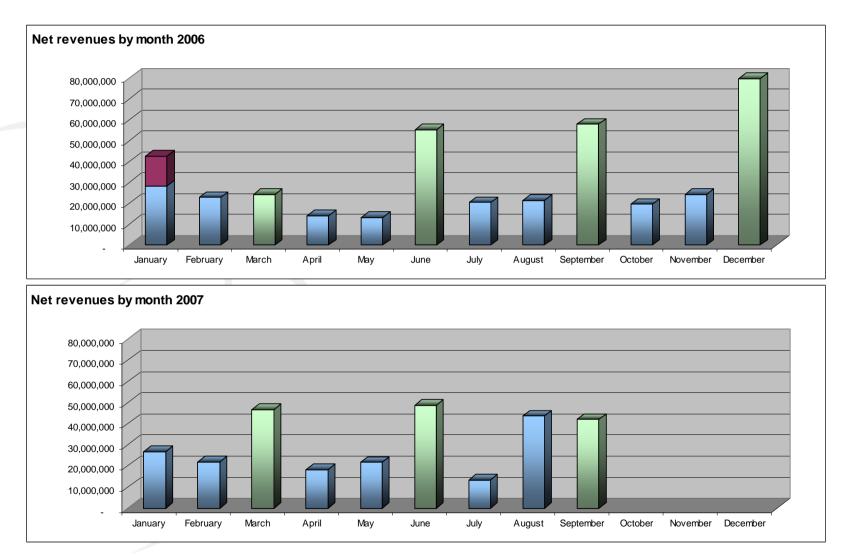
## **Q3 2007 Consolidated Financial Highlights**

#### • Net Revenues 110.6 MUSD, up 11% from Q3 2006

- Net Prefunding 81% of investments
- Net Late Sales 57.1 MUSD, down 16% from Q3 2006 (see Update 8. Oct)



## Net Revenues by month 2006 - 2007



Note: January 2006 revenues excludes \$14 million of IFRS revenues recognized in January 2006 but sold in December 2005. Q4 2005 includes \$14 million.



## **Q3 2007 Consolidated Financial Highlights**

• Net Revenues 110.6 MUSD, up 11% from Q3 2006

- Net Prefunding 81% of investments
- Net Late Sales 57.1 MUSD, down 16% from Q3 2006 (see Update 8. Oct)
- Proprietary Contract work MUSD 27.9, vs MUSD 3.4 in Q3 2006
- Operational Investments down 27% from 43.4 MUSD in Q3 2006 to 31.6 MUSD supported by 81% prefunding (25,6 MUSD)
- Multi-Client Amortization rate 29%
- EBIT Margin 44% of Net Revenues
- EPS \$0.30, down 18% from \$0.36 in Q3 2006
- Bought back 2,410,052 TGS shares and 11,012,200 Wave shares for approx. 149.6 MUSD



#### **TGS Wavefield Balance Sheet Breakdown**

	TGS	WAVE	PPA <sup>1)</sup>	GROUP	%
Assets					
Cash	142.9	67.9		210.8	9%
Other Current Assets	133.9	110.3		244.3	11%
Total Current Assets	276.8	178.2	-	455.1	20%
Intangible Assets & LT Receivables	113.2	53.1	1,174.8	1,341.1	58%
MC Library	219.1	20.3	3.0	242.4	10%
Fixed Assets	25.9	259.3		285.2	12%
Total Assets	635.0	511.0	1,177.8	2,323.8	100%
Liabilities					
Short-term debt	0.0	27.7		27.7	1%
Current Liabilities	134.2	54.7		188.9	8%
Long-term loans	55.2	156.8		211.9	9%
Deferred Tax Liability	51.3	1.6	46.1	98.9	4%
Equity	394.4	270.2	1,131.7	1,796.3	77%

<sup>1)</sup> PPA - Purchase Price Allocation (Pr



### **Balance Sheet – Key Figures**

	9/30/2007	%	6/30/2007	%	12/31/2006	%
Assets						
Cash	210.8	9%	254.0	35%	270.6	40%
Other Current Assets	244.3	11%	126.1	17%		23%
Total Current Assets	455.1	20%	380.1	52%	423.4	63%
Intangible Assets & LT Receivables	1,341.1	58%	111.6	15%	42.8	6%
MC Library	242.4	10%	211.8	29%	195.6	29%
Fixed Assets	285.2	12%	25.1	3%	14.4	2%
Total Assets	2,323.8	100%	728.6	100%	676.2	100%
Liabilities						
Short-term debt	27.7	1%	-	0%	0.0	0%
Current Liabilities	188.9	8%	105.9	15%	114.0	17%
Long-term loans	211.9	9%	50.9	7%	48.3	7%
Deferred Tax Liability	98.9	4%	43.2	6%	37.0	5%
Equity	1,796.3	77%	528.6	73%	477.0	71%



#### Q3 2007 CASH FLOW

	Q3 2007	Q3 2006
Payments from Sales Received	122.6	99.4
Operational Costs Paid	(31.3)	(9.8)
Gain/(Loss) from Currency Exchange	(2.5)	0.9
Taxes Paid	(3.1)	(10.0)
Operational Cash Flow	85.7	80.5
Investments in Fixed Assets	(5.3)	(0.9)
Investments in Multi-Client	(41.7)	(47.4)
Net Cash from Mergers and Acquisition	(49.6)	-
Financial Income	10.3	2.4
Net Change in Long-term Receivables	(0.0)	0.2
Net Change in Long-term loans	(0.8)	(0.2)
Financial Expense	(2.2)	(1.0)
Purchase of own Shares	(40.7)	(10.0)
Paid in Equity	1.1	3.1
Change in Cash Balance	(43.2)	26.8

(Operational CF incl. approx 3.3 MUSD from WAVE, timing eliminated)



# 9 Months 2007



## 9 Months 2007 Financial Highlights

- Net Revenues 294.8 MUSD, up 8% from 9M 2006
  - Net Late Sales 180.4 MUSD, down 12% from 9M 2006
  - Proprietary revenues 45.9 MUSD vs 11.9 MUSD in 9M 2006 (Up 286%)
- Operational MC Investments up 1% from 96.0 MUSD to 97.4 MUSD supported by 70% prefunding (68.5 MUSD)
- Multi-Client Amortization rate 30%
- EBIT Margin 47% of Net Revenues
  - EBIT 137.6 MUSD, down 8% from 149.2 MUSD 9M 2006
- Cashflow from Operations before MC investments 221.9 MUSD compared to 204.5 MUSD 9M 2006



# 2007 YTD PROFIT & LOSS (MUSD)

		9M 2007	9M 2006	Change	%
Net Operating Revenues		294.8	272.2	22.6	8%
Materials		22.5	2.5	20.0	786%
MC Amortization	30%	75.2	72.3	2.9	4%
Gross Margin		197.1	197.4	(0.3)	0%
Other Operating Expenses	_	46.6	43.4	3.3	8%
Cost of Stock Options		3.3	2.0	1.3	65%
Depreciation		9.5	2.8	6.7	238%
Operating Profit	47%	137.6	149.2	(11.6)	-8%
Net Financial Items		0.6	1.8	(1.2)	-67%
Pre-tax Profit	47%	138.2	151.0	(12.8)	-8%
Taxes		46.1	50.4	(4.3)	-9%
Net Income	31%	92.2	100.6	(8.4)	-8%
EPS, undiluted		0.86	0.96	(0.1)	-10%
EPS, fully diluted		0.84	0.92	(0.1)	-10%



#### **2007 YTD CASH FLOW**

	9M 2007	9M 2006
Payments from Sales Received	327.7	286.4
Operational Costs Paid	(71.7)	(37.3)
Gain/(Loss) from Currency Exchange	(7.1)	(1.7)
Taxes Paid	(27.0)	(42.9)
Operational Cash Flow	221.9	204.5
Investments in Fixed Assets	(17.1)	(2.8)
Investments in Multi-Client	(108.6)	(110.2)
Net Cash from Mergers and Acquisition	(107.8)	(7.2)
Financial Income	19.0	6.2
Net Change in Long-term Receivables	(0.2)	(3.8)
Net Change in Long-term loans	(0.8)	2.5
Financial Expense	(3.9)	(2.7)
Purchase of own Shares	(65.9)	(10.0)
Paid in Equity	3.7	7.4
Change in Cash Balance	(59.8)	83.8

# **Multi-Client Library**

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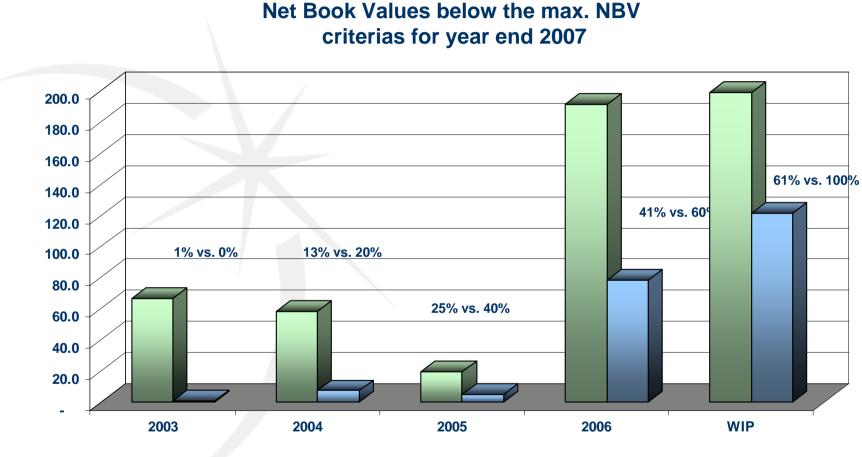
# **MCS Accounting – Matching Principle**

- 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



## **Multi-Client Library NBV in % of Investment**

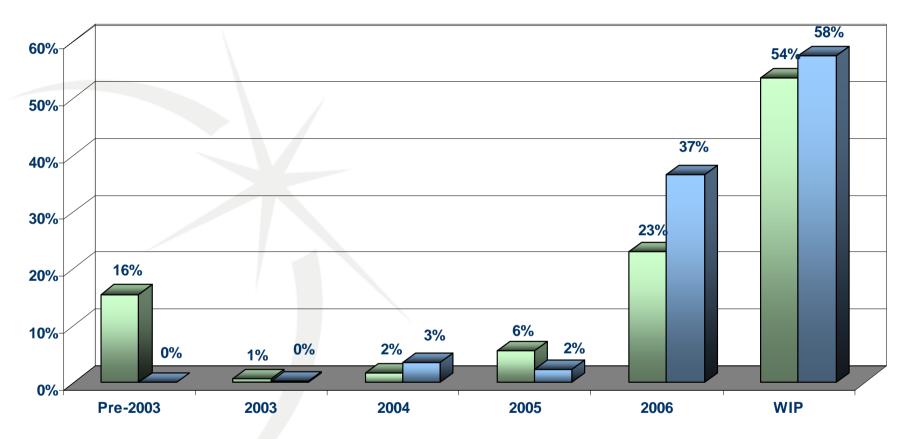
Seismic Segment as of September 30th 2007



□ Total Project Investments □ Net Book Value



#### Q3 2007 Multi-Client Net Revenues & Ending NBV - Seismic Segment



■ Net Revenues in % of total ■ Net Book Value in % of total

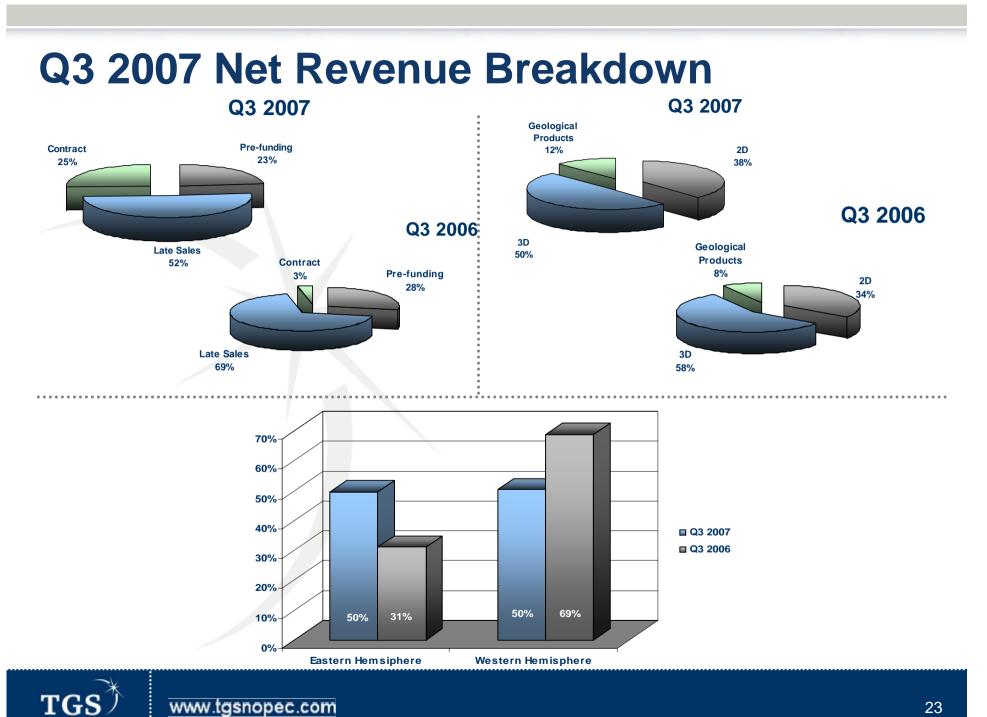


# **Operations & Outlook**

Hank Hamilton Chief Executive Officer

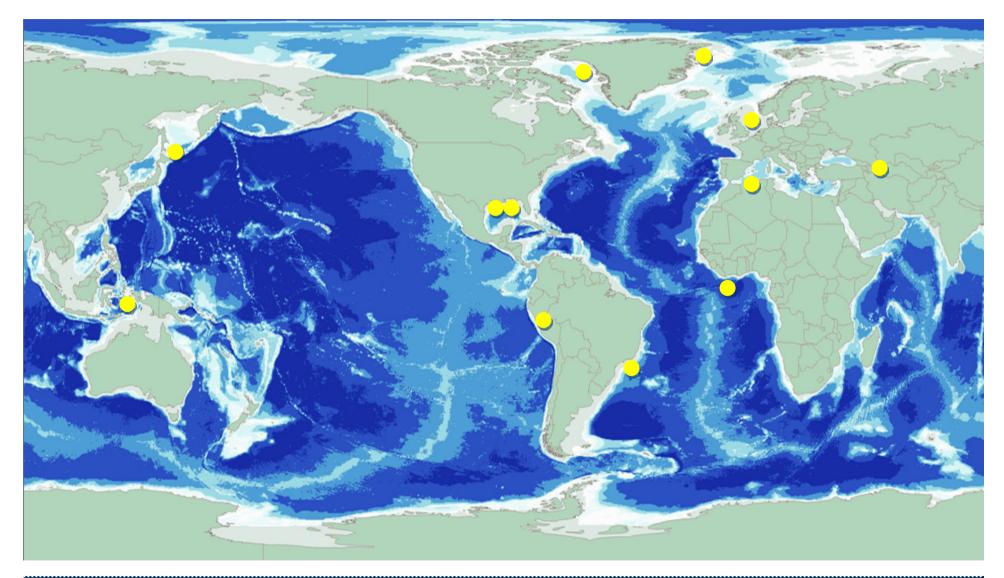


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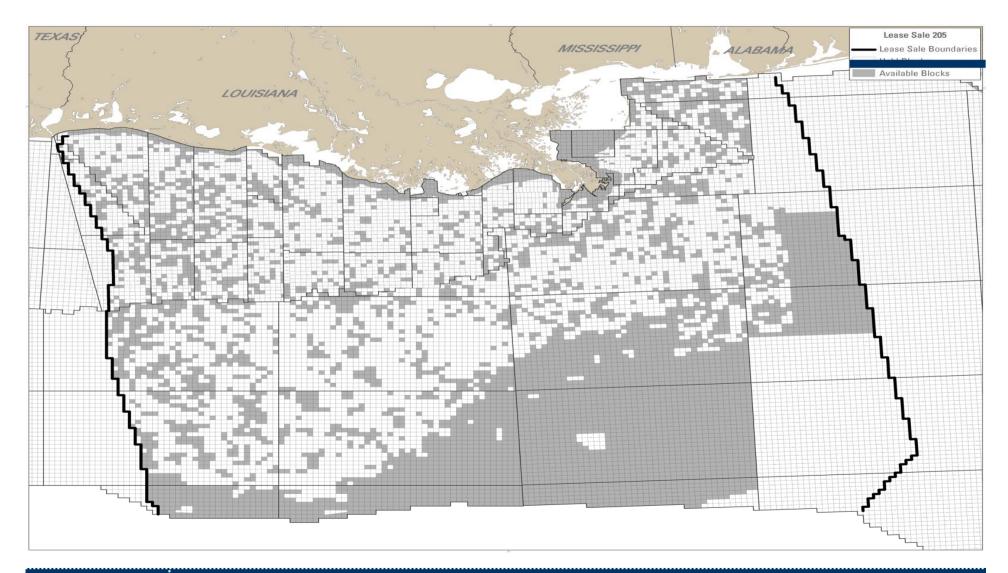
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#### **Operational Review**



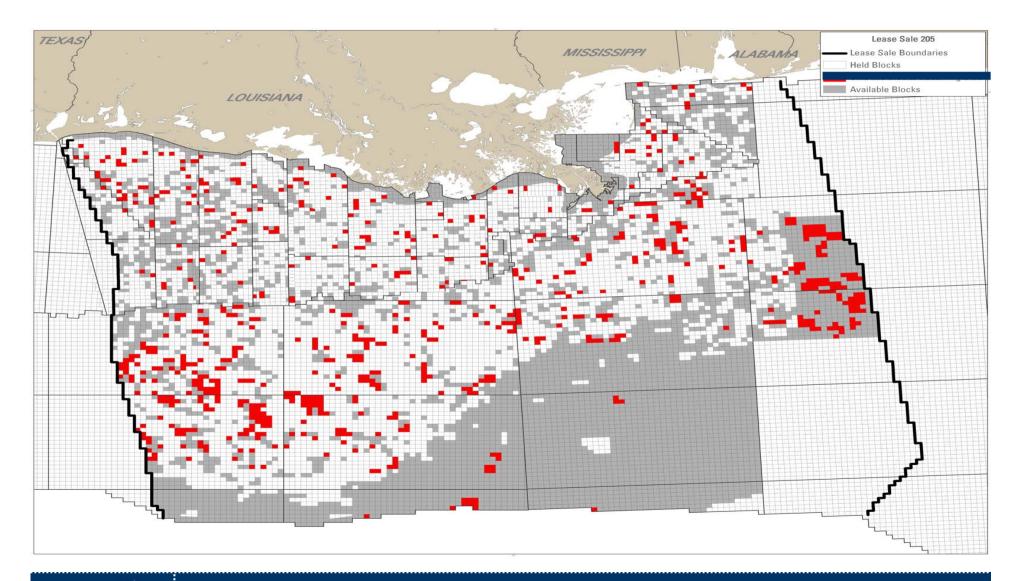


#### **October 2007 Sale – Leases Available**



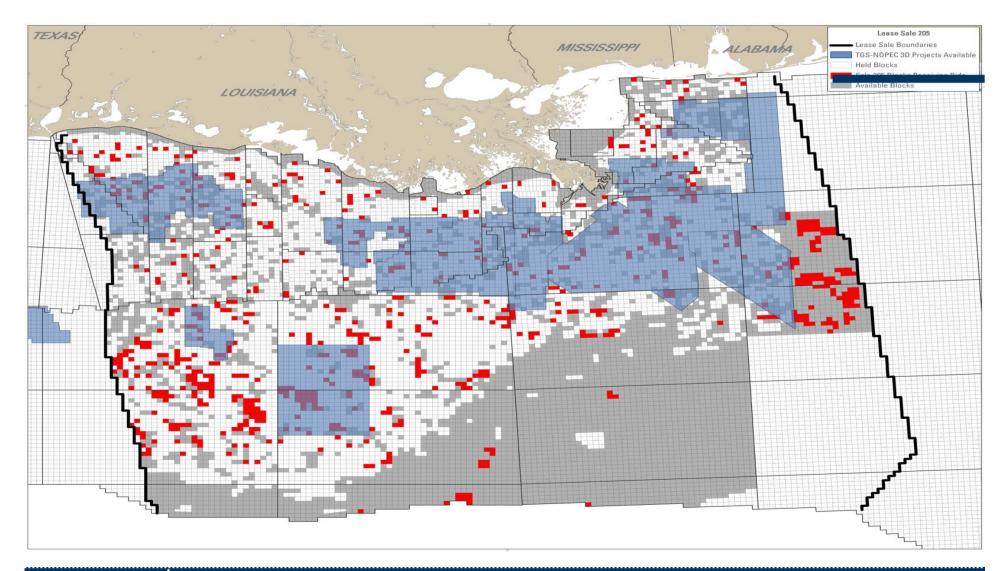


#### **October 2007 Sale- Leases Receiving Bids**



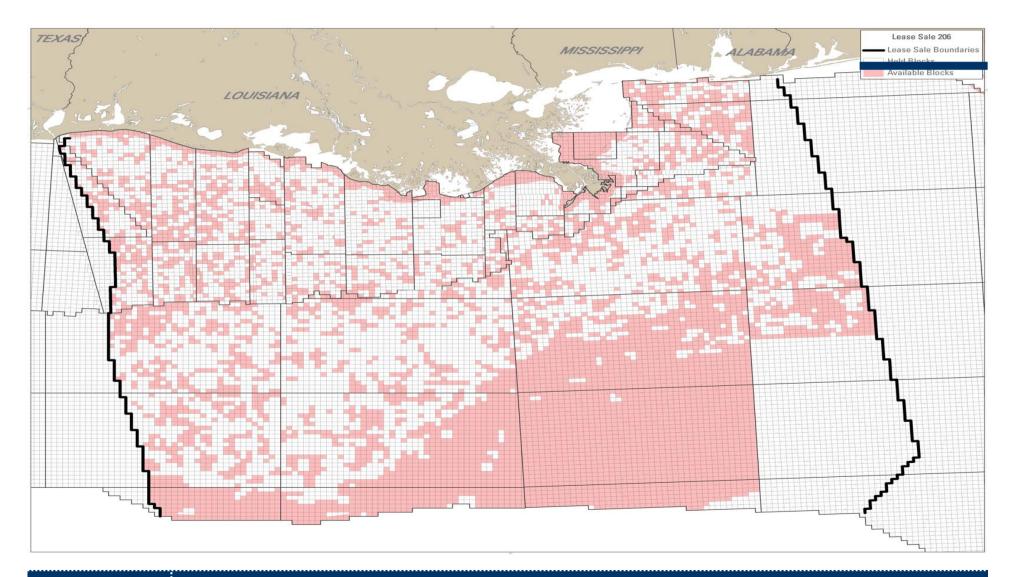


#### **October 2007 Sale- Leases Receiving Bids**



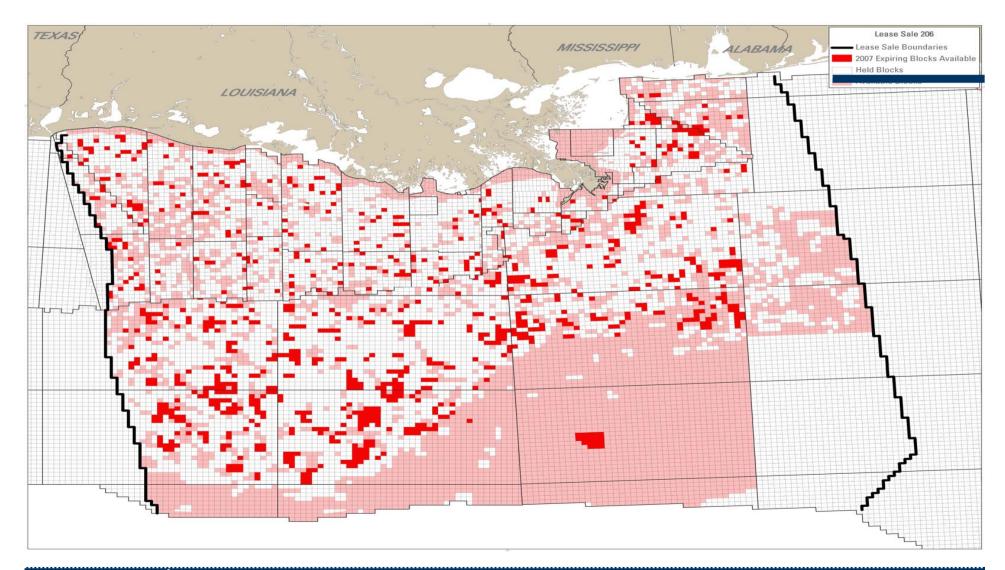


#### March 2008 Sale- Leases Available



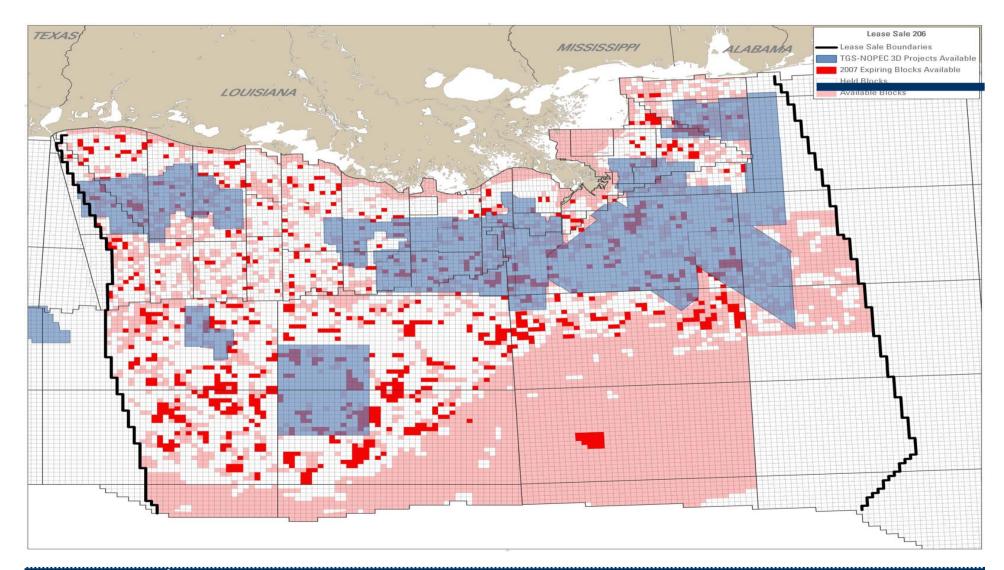


#### March 2008 Sale- Leases Expiring



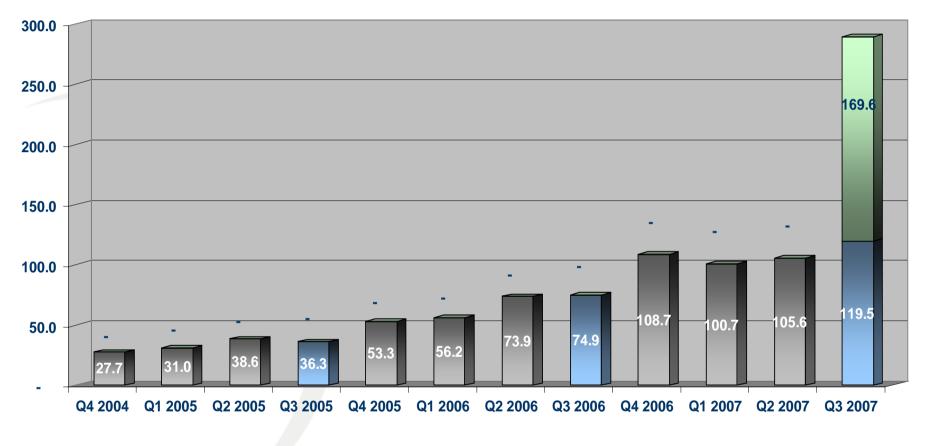


#### March 2008 Sale- Expiring Leases





## Backlog



■ TGS ■ WAVE



#### Outlook

- Excellent opportunities in both contract & mc sectors
- MC wide azimuth 3D in Gulf of Mexico
  - Planned start late Q4 2007
  - Large block pre-funding secured, expect significant additions Q4
- Q4 vessel utilization rates lower than normal
  - Steaming time to optimally position fleet
  - Unplanned dry-dock for repair of chartered vessel
- Expect late sales in GoM to return to normal pattern



#### **2007 Expectations**

- Multi-client library investments: USD 145 155 million
- Average annual pre-funding: 60 70 % of investments
- Average annual amortization rate: 28 33 % of net multi-client revenues
- Q4 net revenues 190 MUSD 210 MUSD
- Full year net revenues 485 MUSD 505 MUSD

