

## Pareto Securities' Energy Conference 2021

Sven Børre Larsen

CFO

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## **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 Investment Case**











#### Dividend

#### **Business model**

### **Energy data**

#### **ESG**

#### Recovery

- Dividend yield of 5.6% (6.7% incl. buy-backs)<sup>1</sup>
- >10 years track record
- Strong Balance sheet allows consistency

- Cash outflow easily adjusted to market
- FCF of USD 133m last 12 months<sup>2</sup>
- Countercyclical qualities

- Leading data company for O&G
- Transitioning to other energy data types
- Capitalizing on existing data, SW and platform

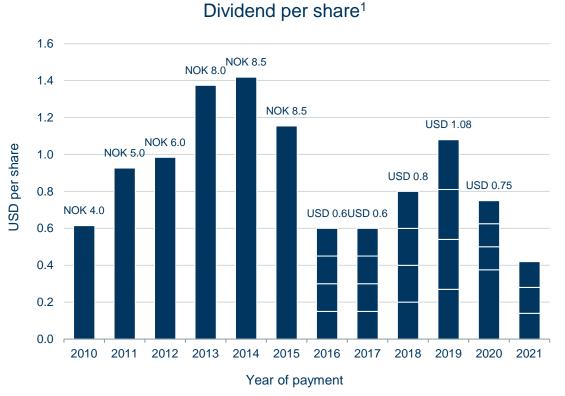
- Rated A and top-15 of public companies in Norway<sup>3</sup>
- Lowest scope 1 & 2 emission in peer group
- Goal of becoming carbon neutral within 2030<sup>4</sup>

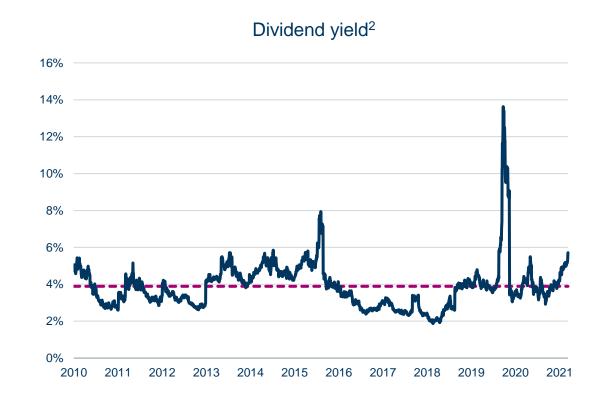
- Exploration at record low levels not sustainable
- MC model provides best value proposition
- Well positioned when market turns

- 1. Quarterly dividends of USD 0.14 per share, share price of NOK 86.48, NOK/USD exchange rate 8.67. Buy-backs at the same rate as past two quarters (average of USD 3.1m per qtr)
- 2. Free Cash Flow (FCF) defined as cash flow from operations minus multi-client investments
- 3. The Governance Group 2021 ranking of the 100 largest companies on the Oslo Stock Exchange
- 4. Scope 1 and 2 emissions



### Dividend yield well above historical average

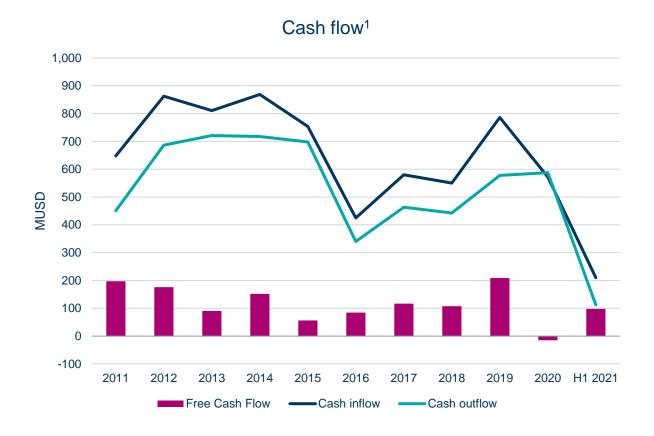




- 1. Quarterly payments from 2016
- 2. Dividend announced (annualized) divided by share price
- Maintained dividend during downcycles in 2015-17 and 2020-21
- Current yield at 5.6% (6.7% incl. current buy-back program) compared to historical average of 3.9%



# **Business model with counter-cyclical qualities**



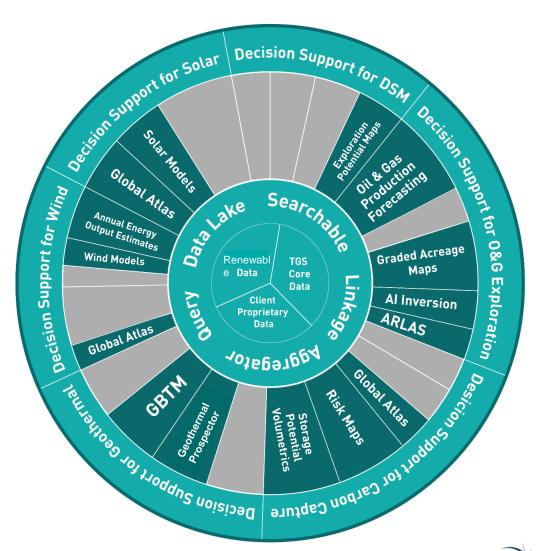
1. Excluding cash flow related to financing and M&A

- Business model adapted to cyclical market conditions
- Lean and adjustable cost base
- Asset-light few capital commitments
- Unit cost of investments correlated with industry cycles



## Transforming from oil & gas data to energy data

- Capitalizing on core competencies
  - Data & analytics
  - Artificial intelligence / machine learning
  - Data management
  - Geoscience expertise
  - Data processing
- Developing integrated ecosystem of data, insights and software solutions to support decision processes throughout the energy transition value chain
  - Screening
  - Licensing round support
  - Investment decisions
  - EPC phase support
  - O&M optimization
- Combination of organic investments and M&A







## **Industry-leading ESG performance**

#### 2021 actions

- ESG and HSE targets part of executive remuneration
- Executive-level ESG position
- Target net zero by 2030 (Scope 1 and 2 emissions)
- Strong focus on HSE during COVID-19 pandemic
- Actively support industry efforts to address climate and environmental impact
- Focus on improving diversity and inclusion

#### Next steps

- Obtain third party, independent assessment ESG reporting
- Publish TGS' Climate Risk & Resiliency Report
- Transition more offices and data centers to renewable energy sources
- Establish diversity and inclusion employee resource group and promote diversity and inclusion awareness among our workforce



#### **The Governance Group**

A-rated - Among Top 15 companies on Oslo Stock Exchange



#### **Bloomberg Gender Equality Index**

1 of 3 Norwegian companies1 of 18 energy companies

#### Signatory to:

- UN Global Compact
- UN Women's Empowerment Principles

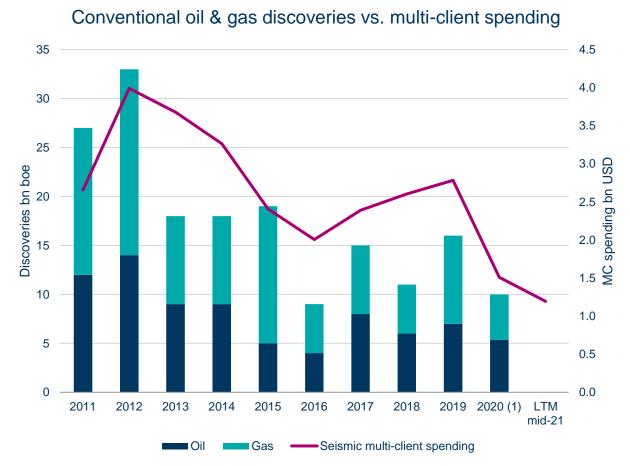
Supporter of







# **Current exploration activity level not sustainable**

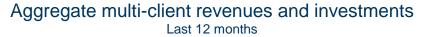


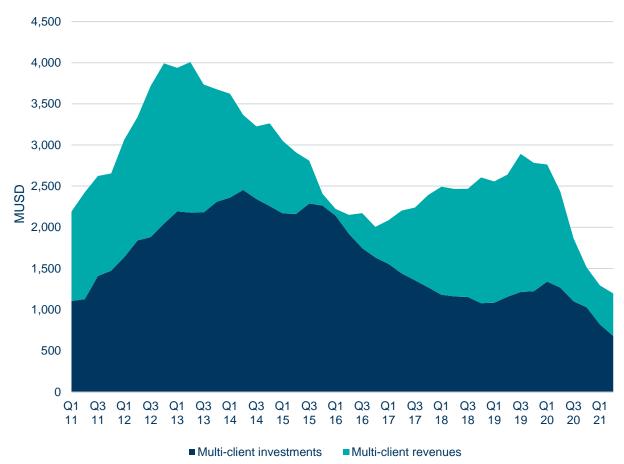
1. 2020 discoveries based on TGS estimates. 2011-19 as reported by IEA Source: IEA, TGS

- Current exploration activity level delivering ~20% reserve replacement ratio
- Pricing for exploration related services (incl. seismic) at unsustainably low prices
- Substantial amounts of proven resources will never be developed due to high cost, high risk or high GHG emissions in production



## Continued challenging near-term outlook





- E&P spending yet to recover from pandemic related cuts conducted in 2020
- Continued challenging market conditions in the near-term, but signs of through being reached
  - Q3 21 expected to be better than the preceding quarter driven by pre-funding revenues
- Too early to conclude on 2022, but promising potential:
  - High oil price
  - Lower share of legacy commitments in E&P spending
  - Historical low supply of new multi-client data due to low investments



## **Summary**











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# Thank you



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