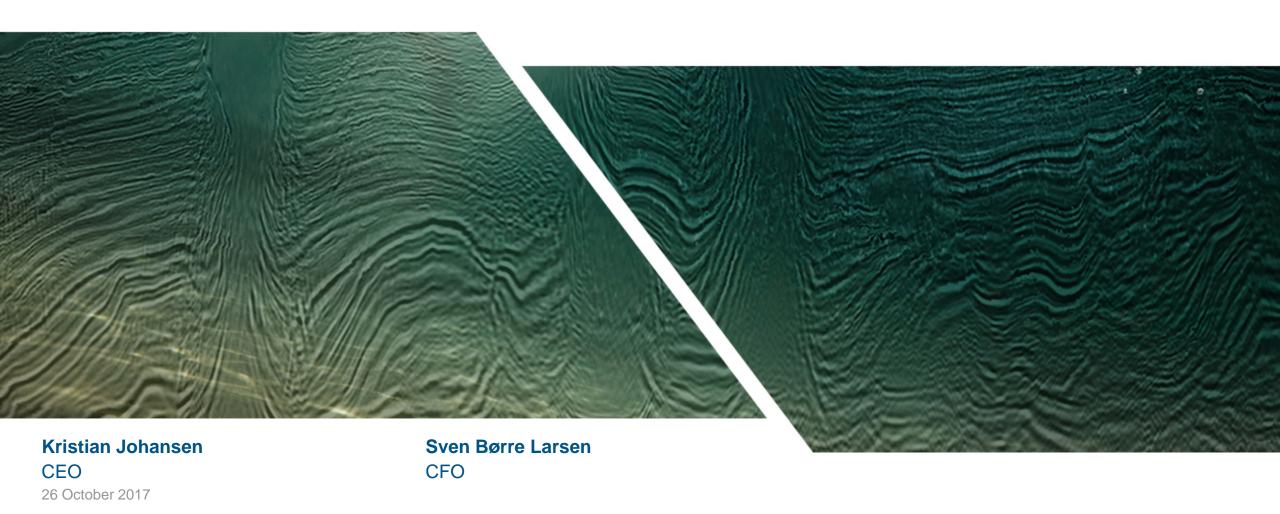


# **Q3 2017 Earnings Release**



# **Forward-Looking Statements**

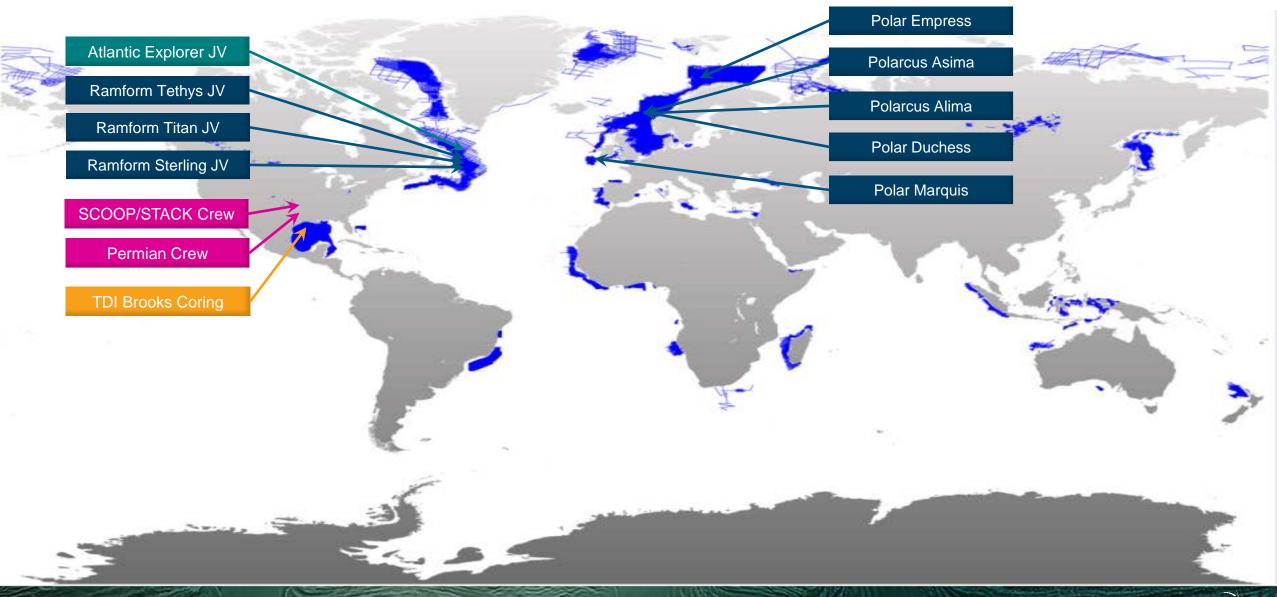
All statements in this presentation other than statements of historical fact, are forward-looking statements, which are subject to a number of risks, uncertainties, and assumptions that are difficult to predict and are based upon assumptions as to future events that may not prove accurate. These factors 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.

# Q3 2017 Highlights

- Q3 net revenues of 142 MUSD, up 25% from Q3 2016
  - Net late sales of 79 MUSD, up 18% from 67 MUSD in Q3 2016
  - Net pre-funding revenues of 62 MUSD were up 58% from Q3 2016, funding 54% of TGS' operational multi-client investments for the quarter
  - Operational multi-client investments of 114 MUSD in addition to 1 MUSD from risk sharing arrangements
- Operating profit for the quarter was 26 MUSD compared to 11 MUSD in Q3 2016
- Cash flow from operations at 86 MUSD compared to 91 MUSD in Q3 2016
  - Cash balance of 205 MUSD in addition to undrawn 75 MUSD Revolving Credit Facility
- Quarterly dividend maintained at USD 0.15 per share



# **Q3 2017 Operations**



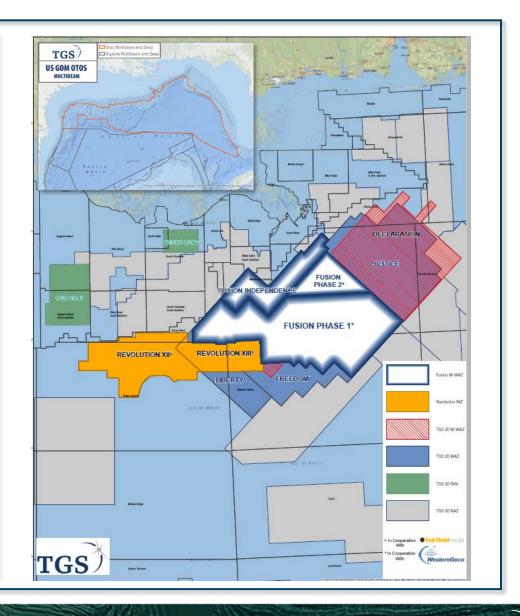
# Q3 Activity – U.S. Gulf of Mexico

## **Fusion M-WAZ reimaging program**

- M-WAZ reimaging program in collaboration with Schlumberger in Mississippi Canyon, Atwater Valley and Ewing bank areas
- ~27,000 km² (1,166 OCS blocks ) 3D M-WAZ data previously acquired by TGS and Schlumberger between 2008 and 2012
- Reimaging is >70% complete with final data delivery mid-2018

## Otos multibeam and seep study

- ~289,000 km² multibeam acquisition completed in early Q2; acquisition of 350 cores and associated advanced geochemistry analysis will complete in Q4
- Designed to mirror the successful Gigante multibeam and seep study in the Mexican GOM



# Q3 Activity – East Canada

## Newfoundland Labrador 2D - 2017 Season

 22,000 km multi-client 2D survey infilling and extending existing JV\* data in the region; targeting 2019 and 2020 Sectors of the Scheduled Land Tenure

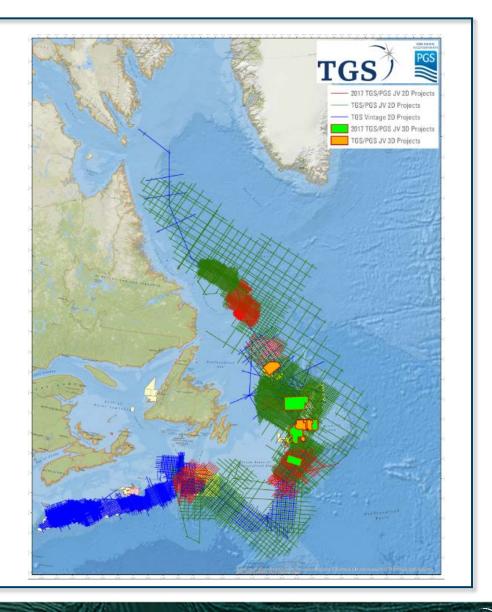
## **Newfoundland Labrador 3D**

- ~18,000 km<sup>2</sup> multi-client 3D covering a mix of held and open acreage within the 2018 and 2019 Sectors of the Scheduled Land Tenure
  - Long Range 3D
  - East Flemish Pass 3D Phase II
  - Harbour Deep 3D
  - Cape Broyle 3D

## Well positioned for future licensing rounds

 Following the most active year ever in this region, the TGS/PGS JV library will exceed 175,000 km of 2D data and 29,250 km<sup>2</sup> of 3D data in addition to 83,700 km of TGS vintage data, an expansive well log library and advanced multi-client interpretation products

\* In JV with PGS



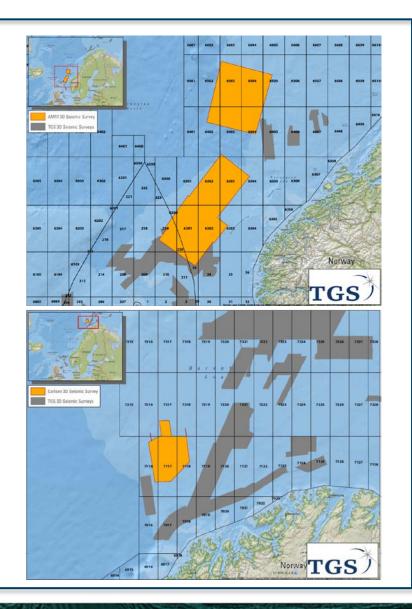
# **Q3 Activity – Norway**

## **AM17 Atlantic Margin 3D**

- 40,000 km² project in the central-southern Norwegian Sea largest 3D survey carried out by any company in Northern Europe
- Covers largely open blocks in a relatively under-explored area with limited drilling to date
- Several underlying blocks included in the 24<sup>th</sup> licensing round
- Acquisition in 2017 and 2018

## Carlsen 3D

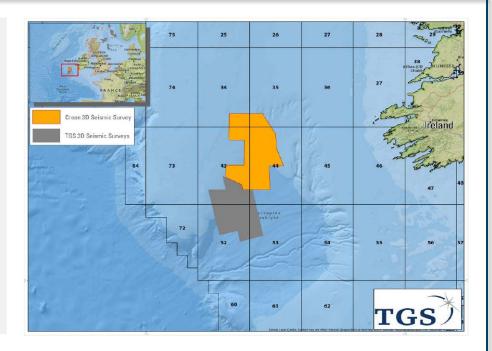
- 5,490 km<sup>2</sup> multi-client survey located in the Southwest Barents Sea
- Open acreage with blocks included in the 24<sup>th</sup> licensing round
- Acquisition completed in Q3 2017



# **Q3 Activity – Ireland**

## Crean 3D - Ireland

- ~5,400 km² multi-client survey located in the South Porcupine Basin between the Porcupine High and the Irish Mainland Platform
- Adding to TGS's Atlantic Margin offering building on the exploration success on the Newfoundland Labrador conjugate margin coupled with historical exploration in Atlantic Ireland
- Acquisition completed in October 2017



# Q3 Activity - U.S. Land

## **West Kermit 3D**

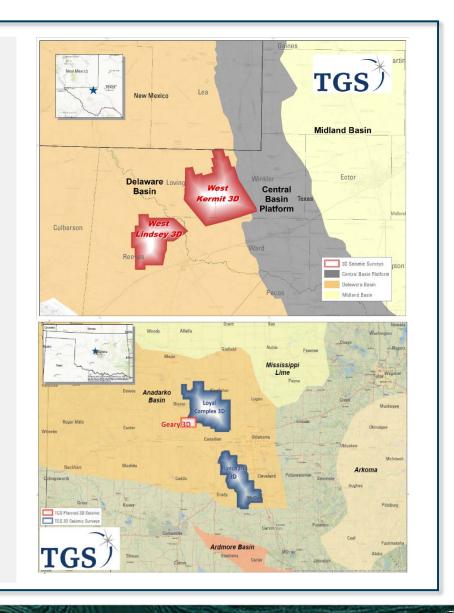
- 1,050 km<sup>2</sup> high-resolution 3D multi-client project in Loving and Winkler counties, TX, in the Delaware basin
- Data acquisition expected to complete in Q4 2017

## **Geary 3D**

- 200 km² high-resolution 3D multi-client project in the SCOOP & STACK play in the Anadarko Basin, OK
- Data acquisition expected to complete in Q4 2017

## **Permian Well Database**

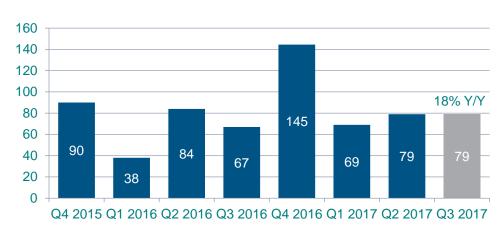
- Comprehensive Permian well database announced to clients in Q1 2017
- Expanded to ~460,000 wells in Q3 2017 (including validated well headers and digital LAS) supported by multiple interpretive products



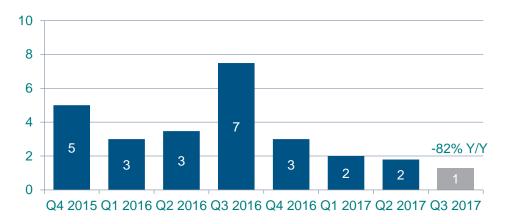


## **Net Revenues**

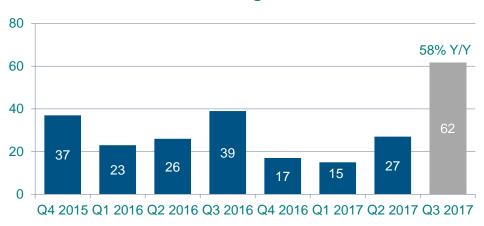
## Late sales revenues



## **Proprietary revenues**



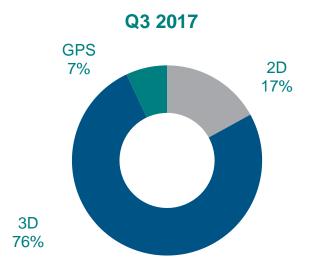
## **Prefunding revenues**

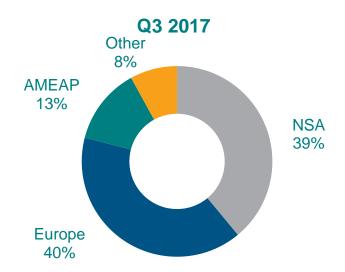


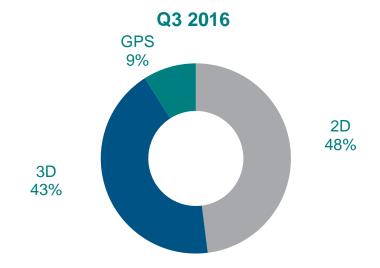
### **Total revenues**

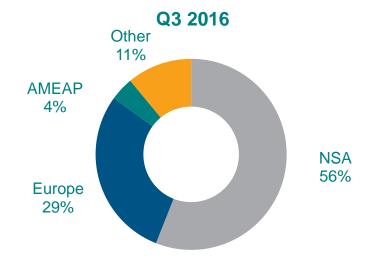


## **Net Revenue Breakdown**







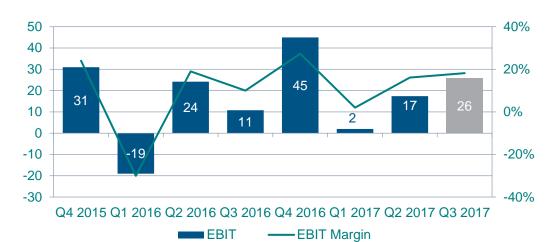


# **Operating Expenses, EBIT, Free Cash Flow**



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

### EBIT \*



\* Earnings before interest and taxes and excluding larger impairments and restructuring costs

# Amortization and impairment 250 200 150 100 230 67% - rate 50 Q4 2015 Q1 2016 Q2 2016 Q3 2016 Q4 2016 Q1 2017 Q2 2017 Q3 2017

### Free cash flow \*



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

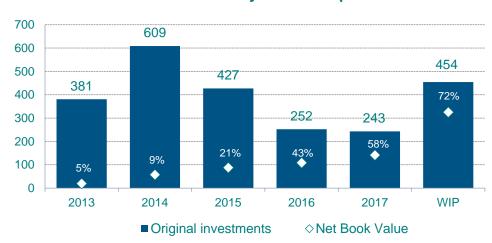
# **Multi-Client Library**

## Operational investments\* and prefunding ratio

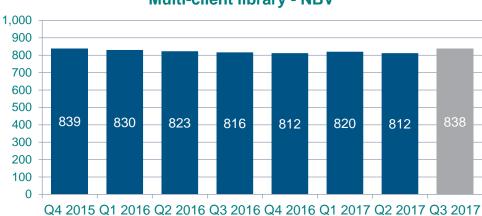


\*Operational investments excluding risk-sharing arrangements

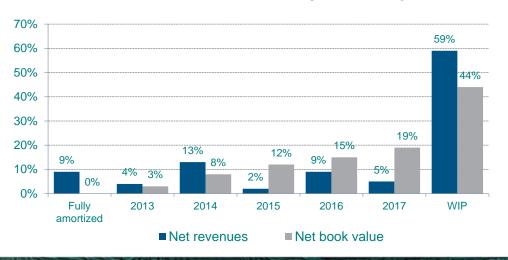
## Investments – year of completion



### **Multi-client library - NBV**



## Net revenues vs net book value – year of completion



## **Q3 2017 Income Statement**

USD million, except EPS		Q3 2017	Q3 2016	Change in %
Net revenues		142	113	25%
Cost of goods sold – proprietary and other		0.2	5	-97%
Amortization of multi-client library	67%	95	74	27%
Gross margin		47	34	38%
Personnel costs		13	12	10%
Other operating expenses		6	8	-23%
Cost of stock options		0.1	0.2	-75%
Depreciation		2	3	-37%
Operating profit	18%	26	11	140%
Net financial items		1	2	-48%
Profit before taxes	19%	27	13	108%
Taxes		18	11	56%
Net Income	7%	9	2	441%
EPS, Undiluted		0.09	0.02	441%
EPS, Fully Diluted		0.09	0.02	441%

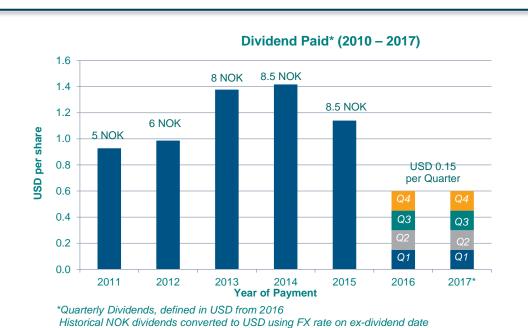
## **Q3 2017 Cash Flow Statement**

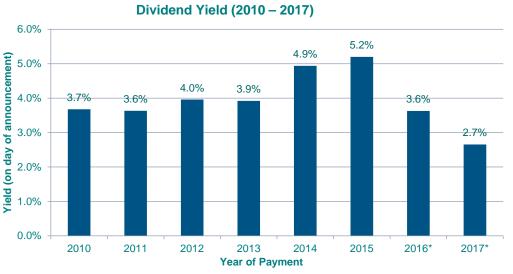
USD million	Q3 2017	Q3 2016	Change in %
Received payments from customers	115	110	4%
Payments for operational expenses	(26)	(25)	-4%
Paid taxes	(2)	6	-141%
Operational cash flow	86	91	-6%
Investments in tangible and intangible assets	(1)	(2)	15%
Investments in multi-client library	(105)	(62)	-69%
Interest received	0.8	0.7	18%
Interest paid	(0.04)	(0.03)	-52%
Dividend payments	(15)	(17)	9%
Proceeds from share issuances	-	_	N/A
Change in cash balance	-35	11	-411%

## **Balance Sheet**

USD million	Q3 2017	Q2 2017	Change in %	Q4 2016
Assets				
Cash and cash equivalents	205	239	-14%	191
Other current assets	272	268	1%	353
Total current assets	477	508	-6%	544
Intangible assets and deferred tax asset	82	84	-2%	86
Other non-current assets	0.5	2	-73%	11
Multi-client library	838	812	3%	812
Fixed assets	21	21	-3%	23
Total Assets	1,418	1,426	-1%	1,477
Liabilities				
Current liabilities	223	227	-2%	262
Non-current liabilities	5	5	-8%	6
Deferred tax liability	33	33	-1%	39
Total Liabilities	261	265	-2%	307
Equity	1,157	1,161	0%	1,169
Total Liabilities and Equity	1,418	1,426	-1%	1,477

## Dividend stable at USD 0.15 per share



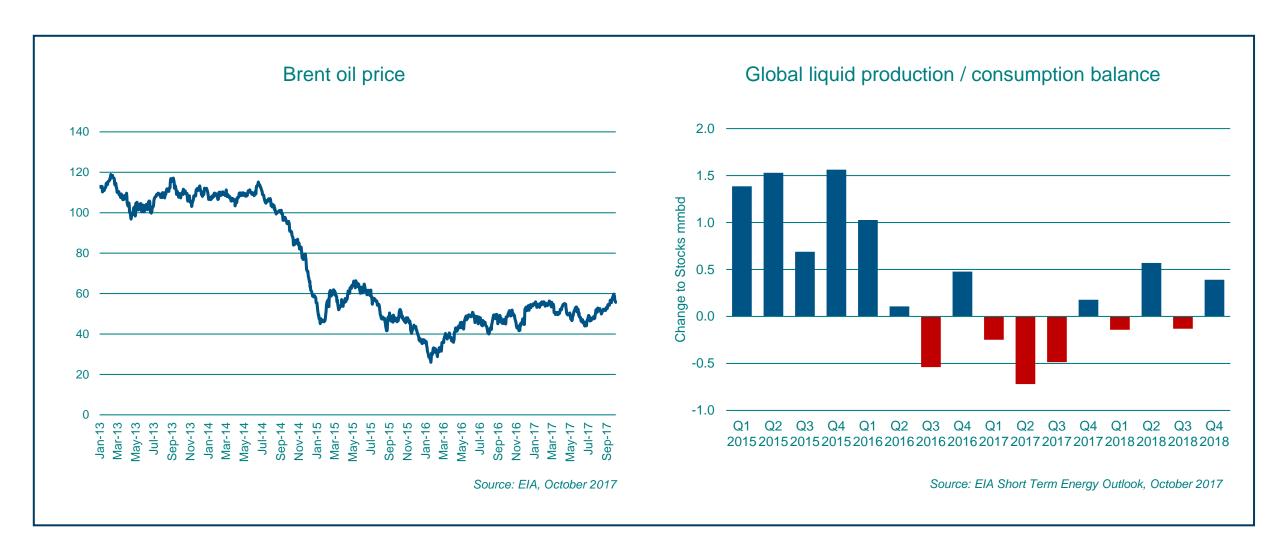


\*2016 and 2017 Dividend Yield annualized based on the weighted yield at the time of announcement of quarterly dividends

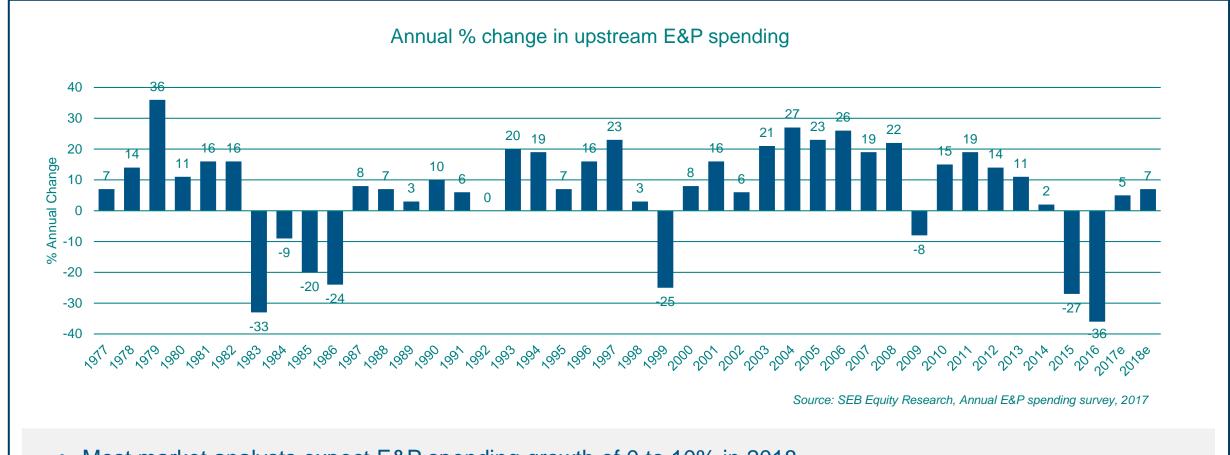
- Shareholder authorization to distribute quarterly dividend payments
  - Aim to keep a stable quarterly dividend through the year
  - Actual quarterly dividend level paid will be subject to continuous evaluation of market outlook, cash flow expectations and balance sheet development
- Q4 2017: USD 0.15 per share to be paid on 16 November 2017
  - Shares will trade ex-dividend on 2 November 2017



# Oil market uncertainty to persist in the short-term

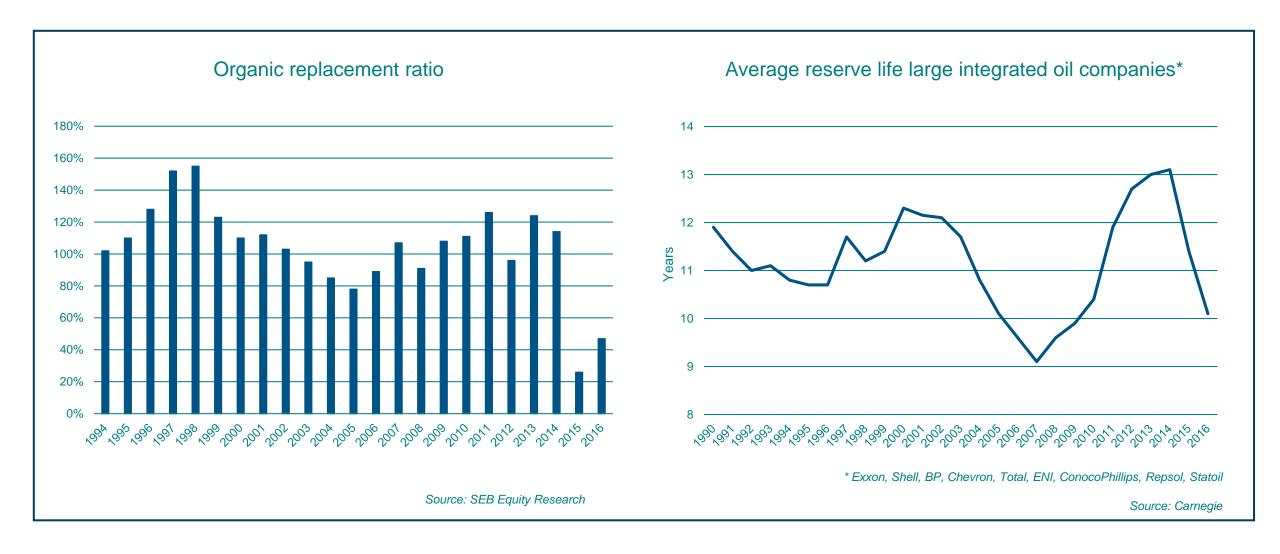


# Early indications of modest E&P spending growth in 2018

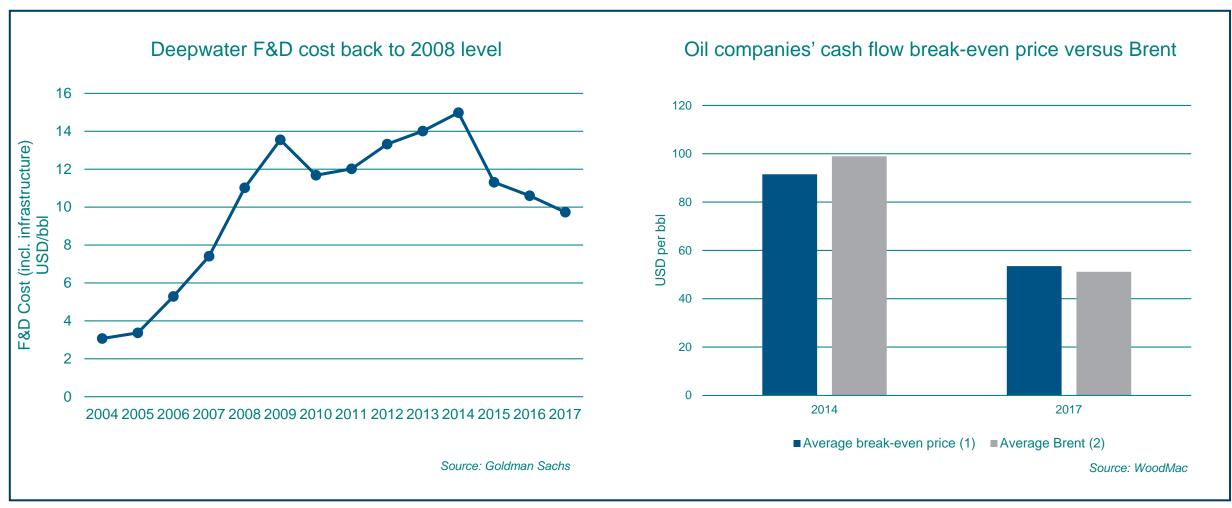


- Most market analysts expect E&P spending growth of 0 to 10% in 2018
- Flattish development in offshore spending expected but substantial variation (i.e. uncertainty) in estimates

# **Current exploration activity not sustainable**



# Upstream cost is coming down

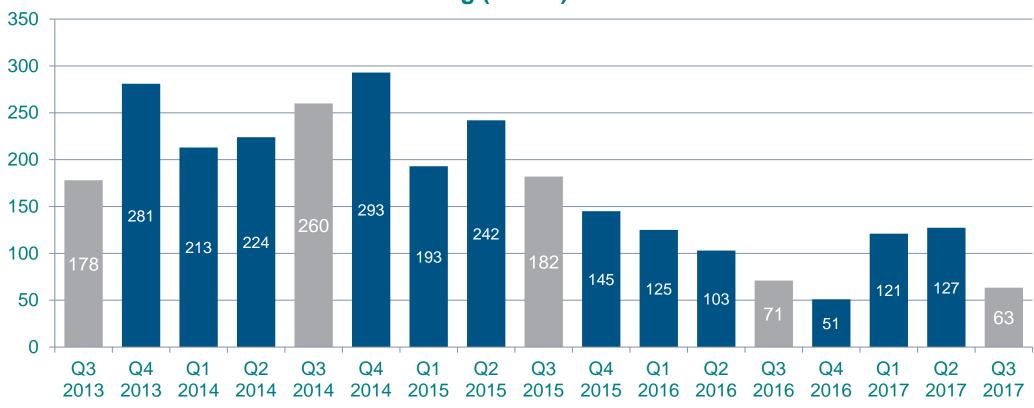


<sup>1.</sup> Base-case estimate of Brent price required to remain cash flow neutral (accumulate no additional debt) between 2017 and 2019 for more than 50 of the world's leading oil companies, as estimated by Wood Mackenzie. Includes upstream costs and pro-rated shareholder distributions. Excludes downstream cash flow

<sup>2.</sup> Year-to-date for 2017

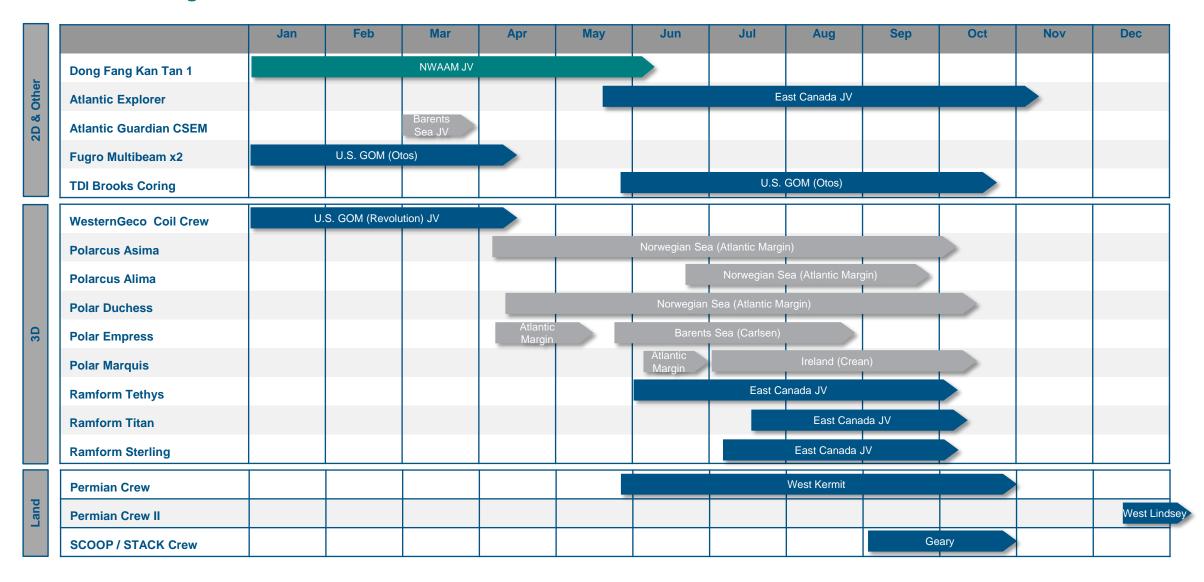
# Backlog down following busy quarter

## Historical Backlog (MUSD) 2013 - 2017



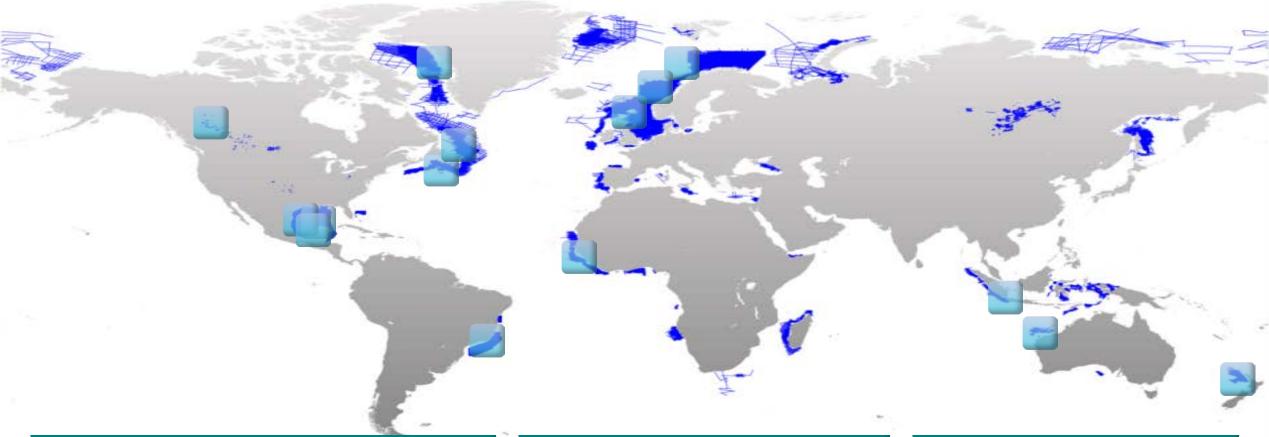
# 2017 Projects Schedule\*





<sup>\*</sup>Acquisition schedule excludes Fusion M-WAZ Reprocessing, other processing projects and GPS investments

# **License Round Activity and TGS Positioning**



## North & South America

- Central & Western GOM Mar & Aug (2017-22 Plan)
- Newfoundland Labrador 2017 round delayed; call for 2018 nominations open
- Nova Scotia Dec 2017 (3-Year Rolling Plan)
- Canada Onshore at least monthly
- Brazil Pre-salt rounds Oct 2017; 15th Round H1 2018
- Mexico Round 2.4 (deep water)- Jan 2018; Round 3.1 (shallow) Mar 2018

#### Africa, Middle East, Asia Pacific

- Ongoing uncertainty on timing of African licensing rounds
- Australia Feb & Mar 2018 (bids due)
- New Zealand May 2018 (nominations due)
- Indonesia Nov 2017 (bids due)

### Europe / Russia

- Norway APA early 2018 (awards due)
- Norway 24<sup>th</sup> Round Nov 2017 (bids due)
- UK 30<sup>th</sup> Round Nov 2017 (bids due)
- Greenland Dec 2017 & 2018 (bids due)

# **Summary**

- Q3 net revenues of 142 MUSD
- Q3 EBIT of 26 MUSD
- Cash balance of 205 MUSD in addition to undrawn 75 MUSD Revolving Credit Facility
- Quarterly dividend maintained at USD 0.15 per share
- Oil market uncertainty to persist in short-term
- Long-term future of asset-light, focused multi-client business remains strong
  - Cost control, disciplined counter-cyclical investment and balance sheet strength positions TGS to enhance its leading position
- 2017 guidance (as updated 23 May 2017):
  - New multi-client investments of approximately USD 260 million
  - Additional multi-client investments expected from sales of existing surveys with risk sharing arrangements

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Pre-funding of new multi-client investments expected to be approximately 40%-45%

# Thank you

