

**EARNINGS RELEASE** 

### Q2 2023 Results

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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 volatile market conditions, investment opportunities in new and existing markets, demand for licensing of data within the energy industry, operational challenges, and reliance on a cyclical industry and principal customers. 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.



### Financial Highlights

Total POC revenues of USD 241 million compared to USD 135 million in Q2 2022

- Late sales of USD 63 million in Q2 2023 vs. USD 97 million in Q2 2022
- POC Early sales of USD 66 million compared to USD 33 million in Q2 2022
- Proprietary revenues of USD 113 million where the Acquisition business unit contributed with USD 107 million

POC EBITDA of USD 132 million compared to USD 103 million in Q2 2022

Strong performance by the Acquisition business unit

Solid multi-client contract inflow with USD 180 million of new contracts signed in the quarter

POC backlog including Acquisition of USD 417 million



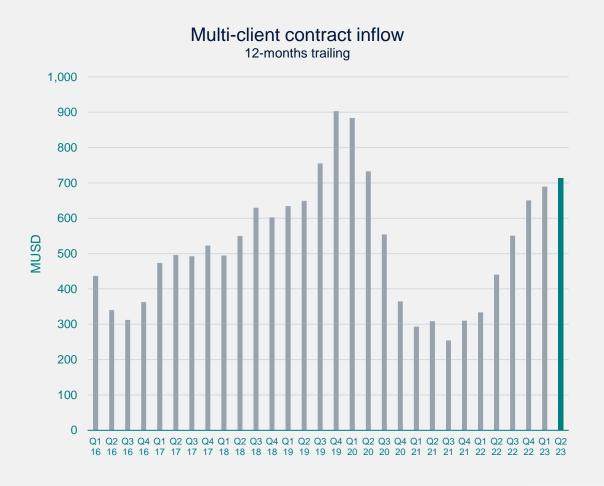
# Operational Highlights

Q2 2023



### Continued strong multi-client contract inflow

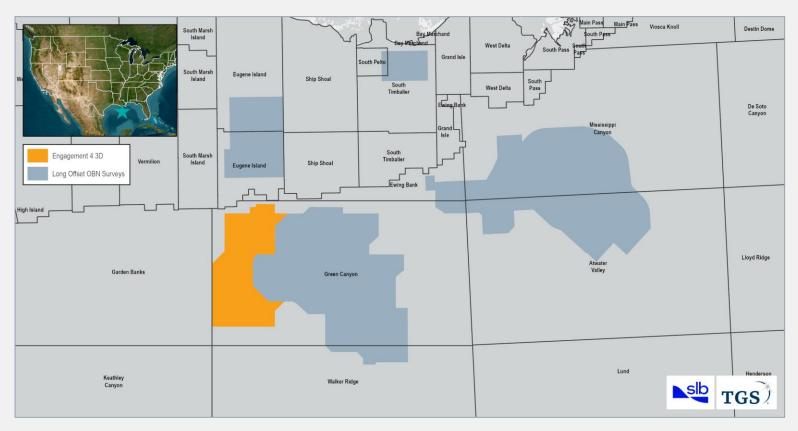
- Customers continue to commit exploration spending both in mature and frontier basins
- Pre-funding for several large multi-client projects secured in Q2 2023
- Q2 2023 multi-client contract inflow of USD 180 million – USD 713 million secured last 12 months





#### Recently announced multi-client projects

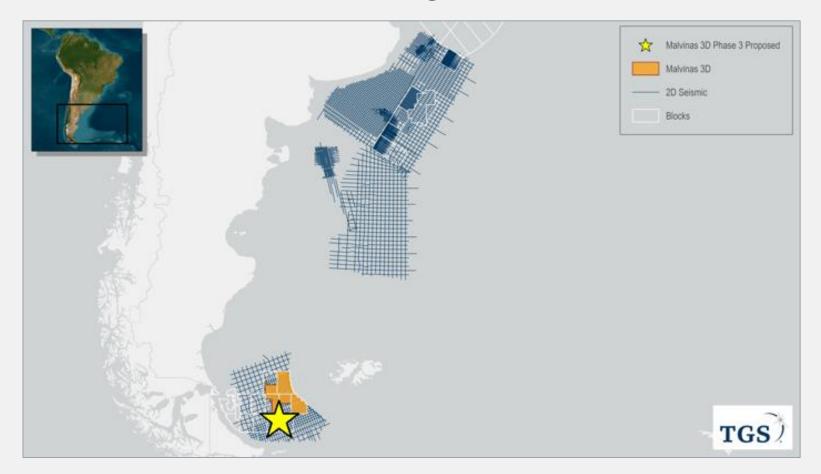
### Engagement 4 – U.S. GoM



- Long-offset OBN survey covering 152 OCS blocks in western Green Canyon
- This project represents the 6<sup>th</sup> phase of TGS/SLB OBN collaboration
- Imaging benefits from the utilization of FWI – a proven technology break-through for both exploration and field development objectives
- Final imaging deliverables available in H2 2024
- Fast track imaging deliverables available in Q4 2023
- Supported by industry funding



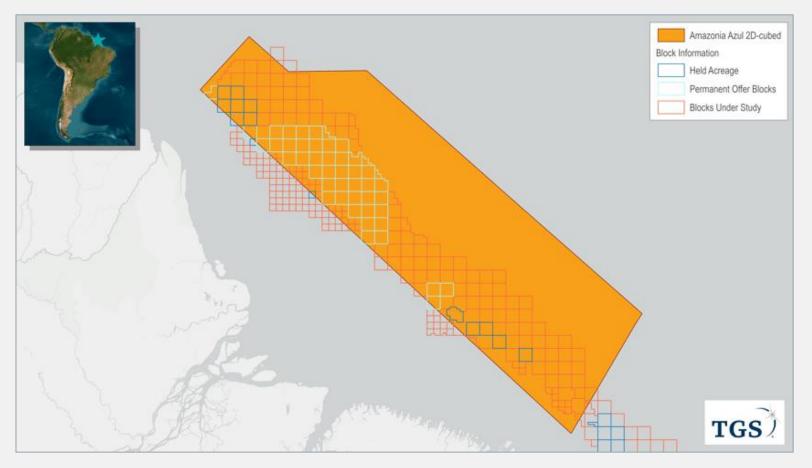
### Malvinas 3D Ph III - Argentina



- Malvinas 3D Ph III will be 7,500 km² of new 3D coverage in the Malvinas Basin
- Project represents 3<sup>rd</sup> phase of 3D coverage in the basin and will expand TGS' footprint to over 25,000 km<sup>2</sup> of 3D
- Acquisition expected to commence in early 2024
- Supported by industry funding



### Amazonia Azul 2D-cubed - Brazil



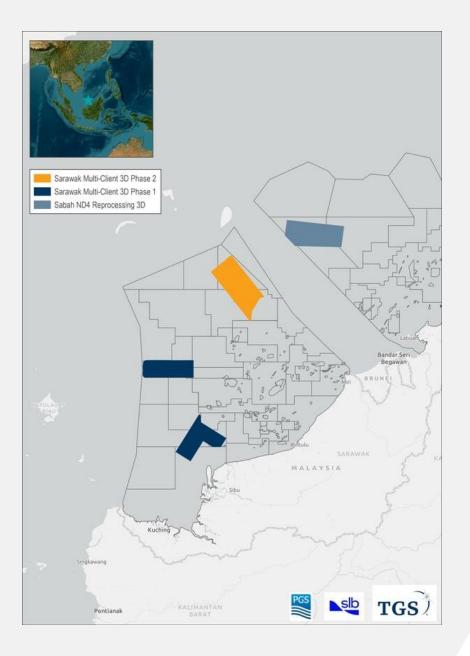
- 2D-cubed project covering 286,506 km<sup>2</sup> offshore Equatorial Margin Brazil
- First application of TGS 2Dcubed industry-validated technology in Brazil
- 2D-cube technology transforms
  2D data into an interpretable 3D volume, improving analyses and geological insights
- Final deliverables are expected in Q1 2024
- Supported by industry funding



#### Recently announced multi-client projects

### Sarawak Phase 2 - Malaysia

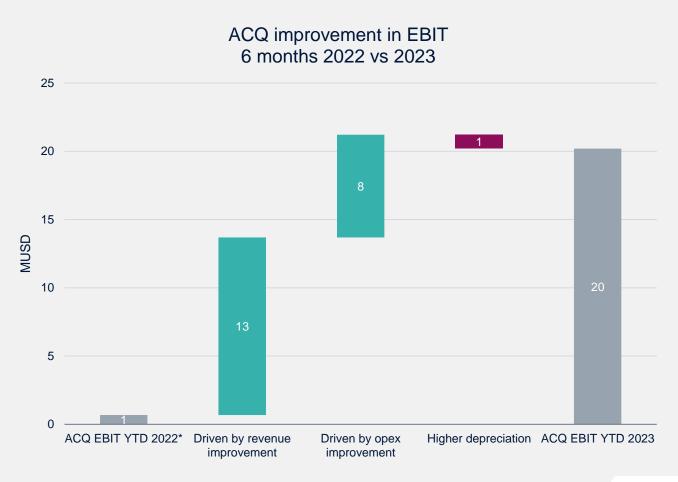
- ~6,800 km² of new multi-client 3D data being acquired in North Luconia province of Malaysia
- Data acquisition commenced June 2023
- Data to be merged with ~6,700 km<sup>2</sup> of reprocessed legacy data
- JV consortium with PGS and SLB





### Strong performance by Acquisition Business Unit

- ACQ BU first six months:
  - 9% y/y growth in gross revenues\*
  - 23% EBITDA margin vs 16% in H1 2022\*
  - USD 20 million EBIT vs. USD 1 million in H1 2022\*
- Integration ahead of plan 60% of annual synergy potential realized to date
- Substantial strategic synergies



\*Based on pro-forma numbers for 2022



### Further Progress by Digital Energy Solutions

- 34% y/y revenue growth in Q2 2023
- Highlights Q2 2023
  - Deployment of the first LiDAR wind measurement buoy in Utsira, Norway
  - 56% y/y growth in subscriptions for 4C Offshore
  - New version of Powerview<sup>™</sup> asset management tool launched by TGS | Prediktor – and material contract won for a large solar park in Denmark
  - New cloud-based Well Data Analytics platform launched – a comprehensive solution for optimization of well performance





#### EARNINGS RELEASE

## Financials

Q2 2023



### POC Revenues by Type



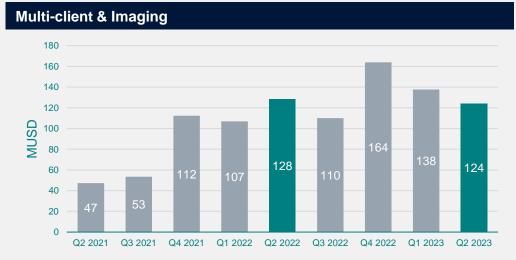








### POC Revenues by Business Unit





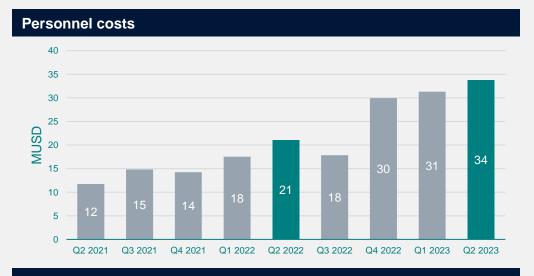


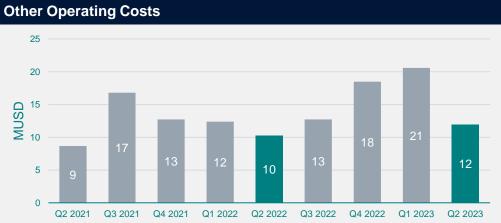




### Operating Costs and POC EBITDA









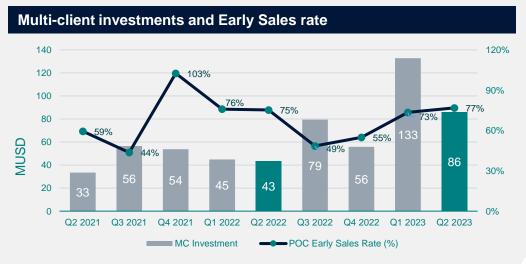


### Amortization, Depreciation and POC EBIT



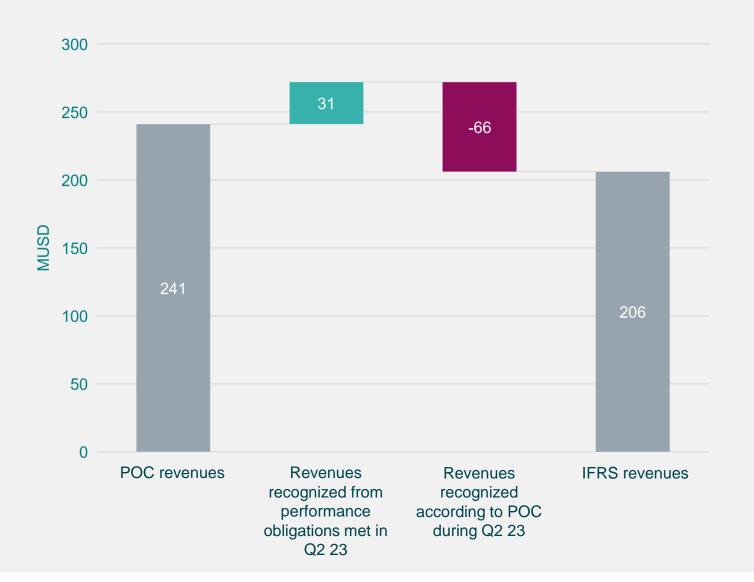








### Bridge POC Revenues to IFRS Revenues





### IFRS - Profit & Loss

(MUSD)	Q2 2023	Q2 2022	Change	YTD 2023	YTD 2022	Change
(14103D)	QZ 2023	Q2 2022	Change	110 2023	110 2022	Change
Early Sales	31.1	127.2	-76%	73.1	179.1	-59%
Late Sales	62.5	96.8	-35%	108.0	173.0	-38%
Proprietary Sales	112.7	6.1	1745%	198.4	10.2	1854%
Total revenues	206.3	230.1	-10%	379.5	362.3	5%
Cost of goods sold	63.5	1.5	4089%	121.3	2.7	4313%
Personnel cost	33.8	21.1	60%	65.1	38.6	69%
Other operational costs	12.0	10.3	17%	32.5	22.6	44%
EBITDA 47%	97.1	197.3	-51%	160.6	298.3	-46%
Straight-line amortization	39.6	39.4	0%	79.2	75.8	4%
Accelerated amortization	13.7	120.0	-89%	25.9	145.8	-82%
Impairments	1.6	1.4	13%	1.6	1.4	13%
Depreciation	19.2	5.0	281%	37.7	10.3	266%
Operating result 11%	23.0	31.4	-27%	16.2	65.0	-75%
Financial income	1.2	-0.4	-395%	3.5	1.1	228%
Financial expenses	-3.8	-0.8	379%	-9.9	-4.5	120%
Exchange gains/losses	0.3	3.3	-91%	-0.7	0.2	-396%
Gains/(losses) from JV	0.0	0.0	n/a	-1.3	0.0	n/a
Result before taxes 10%	20.7	33.5	-33%	8.4	61.8	-85%
Tax cost -9%	-1.9	8.1	-124%	-6.1	15.4	-140%
Net income 11%	22.6	25.4	-5%	13.9	46.3	-67%
EPS (USD)	0.18	0.22		0.12	0.40	
EPS fully diluted (USD)	0.18	0.22		0.12	0.40	



### IFRS - Balance Sheet

		Change from		
(MUSD)	Q2 2023	Q1 2023	Q1 2023	Q4 2022
Goodwill	384.6	384.6	0%	384.6
Multi-client library	687.3	656.3	5%	575.3
Deferred tax asset	92.7	86.0	8%	82.2
Other non-current assets	296.2	287.4	3%	282.9
Total non-current assets	1,460.9	1,414.4	3%	1,325.1
Cash and cash equivalents	143.9	208.0	-31%	188.5
Other current assets	347.1	244.1	42%	325.4
Total current assets	491.0	452.1	9%	513.8
TOTAL ASSETS	1,951.9	1,866.5	5%	1,838.9
Total equity	1,215.1	1,208.9	1%	1,239.8
Deferred tax liability	21.7	17.2	26%	23.1
Non-current liabilities	126.5	79.2	60%	71.0
Total non-current liabilities	148.2	96.5	54%	94.1
Taxes payable, withheld payroll tax, social security and VAT	69.7	71.9	-3%	77.2
Other current liabilities	518.9	489.2	6%	427.8
Total current liabilities	588.6	561.1	5%	505.0
TOTAL EQUITY AND LIABILITIES	1,951.9	1,866.5	5%	1,838.9

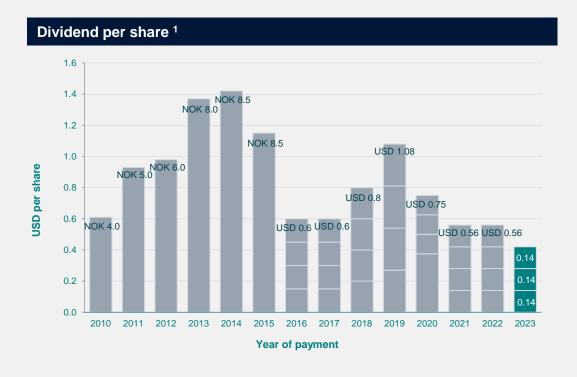


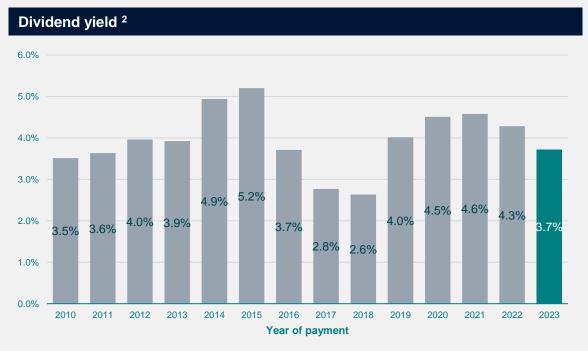
### IFRS - Cash Flow

(MUSD)	Q2 2023	Q2 2022	Change	YTD 2023	YTD 2022	Change
Cash flow from operating activities:						
Profit before taxes	22.3	33.5	-33%	9.3	61.8	-85%
Depreciation/amortization/impairment	74.1	აა.ა 165.7		9.3		
Depreciation/amortization/impairment	74.1	105.7	-55%	144.4	233.3	-38%
Changes in accounts receivable and accrued revenues	-82.4	-29.4	181%	-6.3	-38.1	-84%
Changes in other receivables	-12.2	31.5	-139%	-8.2	37.0	-122%
Changes in other balance sheet items	61.7	-109.2	-156%	110.2	-103.6	-206%
Paid taxes	-7.0	-5.5	27%	-14.9	-8.0	87%
Net cash flow from operating activities	56.4	86.6	-35%	234.6	182.5	29%
Cash flow from investing activities:						
Investments in tangible and intangible assets	-17.2	-4.4	291%	-24.8	-9.8	154%
Investments in multi-client library	-74.7	-27.7	170%	-141.6	-92.1	54%
Interest received	1.1	1.0	11%	3.2	1.1	197%
Net cash flow from investing activities	-90.9	-31.1	192%	-163.2	-100.8	62%
Cash flow from financing activities:						
Net change in short term loans	0.3	0.0	n/a	0.3	0.0	n/a
Interest paid	-2.1	-0.8	160%	-3.9	-1.6	143%
Dividend payments	-17.6	-16.4	7%	-35.0	-32.7	7%
Repayment of lease liabilities	-10.5	-2.5	313%	-22.1	-5.8	282%
Acquisition of shares	0.0	0.0	n/a	-54.4	0.0	n/a
Repurchase of shares	0.0	0.2	-100%	0.0	-2.5	-100%
Net cash flow from financing activities	-29.9	-19.6	53%	-115.2	-42.6	171%
Net change in cash and cash equivalents	-64.4	35.9	-279%	-43.8	39.1	-212%
Cash and cash equivalents at the beginning of period	208.0	215.5	-3%	188.5	215.3	-12%
Net unrealized currency gains/(losses)	0.3	3.3	-91%	-0.8	0.2	-420%
Cash and cash equivalents at the end of period	143.9	254.7	-43%	143.9	254.7	-43%



### **Dividends**





The Board has resolved to maintain the dividend of USD 0.14 per share for Q3 2023

Ex date 27 July 2023 – payment date 10 August 2023

TGS has returned more than USD 1.4 bn to shareholders through dividends and buybacks since 2010



<sup>2.</sup> Average yield at the time of announcement of dividends



#### EARNINGS RELEASE

# Outlook

Q2 2023



### Strong growth in exploration spending





Multi-client Early Sales\*\*



Source: Company reports, TGS

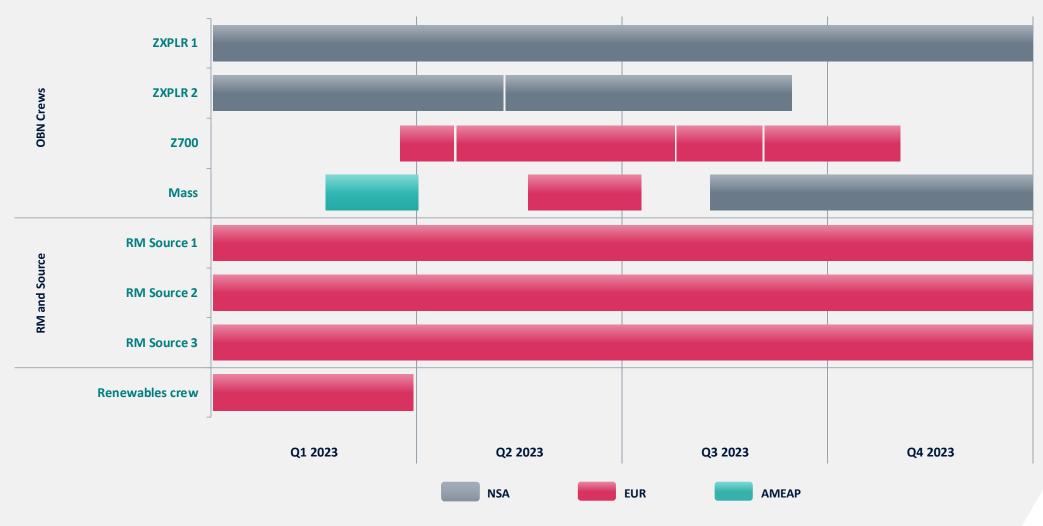
- Several indications that E&P companies continues to raise exploration spending
- Spending shifting towards non-discretionary spending categories
  - Drilling
  - Early sales/pre-funding
  - Infrastructure-led exploration (ILX)
- Strong growth in all non-discretionary categories, e.g.:
  - Offshore drillers 2023E revenue growth of 32%
  - MC early sales H1 2022 up 100% y/y
  - Global OBN 2023E revenue growth of 39%



<sup>\*</sup> Based on consensus estimates for Transocean, Valaris, Noble Corp., Seadrill and Diamond Offshore

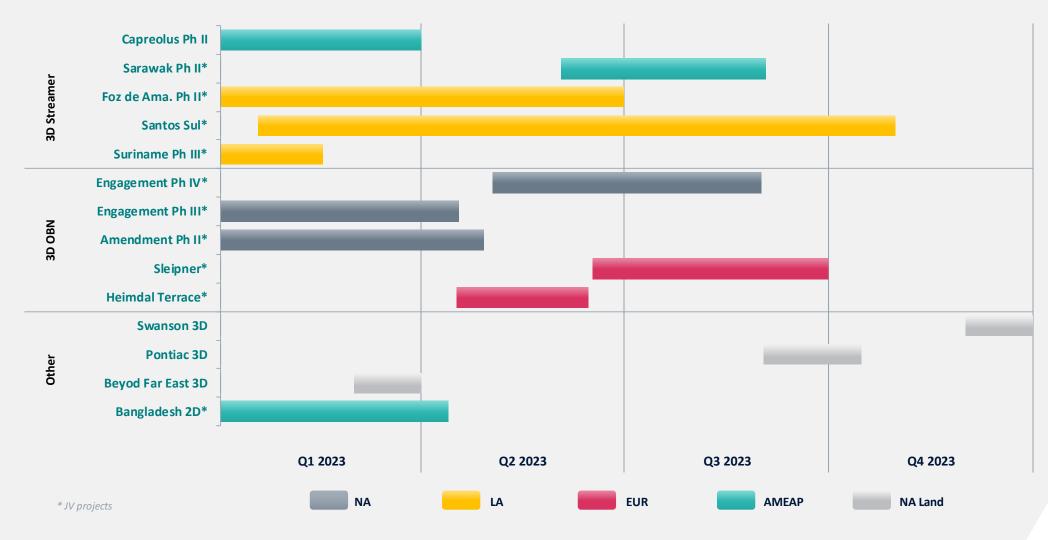
<sup>\*\*</sup> Based on reported and estimated early sales for TGS, PGS, SLB and CGG

### Acquisition Activity Plan





### Multi-client Activity Plan

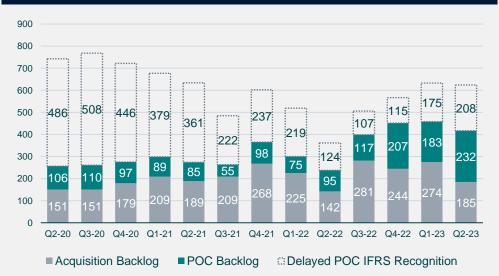




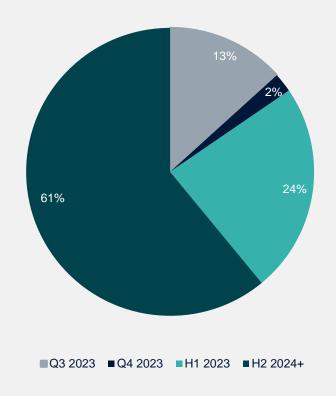
### Contract Backlog & Inflow



#### **Contract Backlog**



### Timing of expected recognition of Early Sales backlog



Early Sales backlog accounts for USD 401 million of the total backlog



## Activity

#### NORTH AMERICA

#### Canada:

- Newfoundland Q4 2023 (close)
- Nova Scotia Q3 2023 (close)

#### US GOM:

• Lease Sale 261 – Q3 2023 (close)

#### LATIN AMERICA

#### **Brazil:**

• Permanent Offer 4 – 2023 (Ongoing)

#### Suriname:

- Deep Water Q2 2023 (close)
- Shallow Water H1 2024 (close)

#### Guyana:

• Offshore – Q3 2023 (close)

#### **Barbados:**

• Offshore – H2 2023 (close)

#### Trinidad:

• Shallow Water Round – H2 23 (open)

#### **Uruguay:**

Open Round – May and Nov (annual)

#### Argentina:

• Offshore Round 2 – 2023 (open)

#### EUROPE

#### Norway:

• 2023 APA Round – Aug 2023 (close)

#### UK:

• 33<sup>rd</sup> UK Offshore Round – 2H 2023 (award)

# Overview is showing scheduled rounds only and is not exhaustive. Several countries, particularly in Africa and Latin America, are planning rounds over the next couple of years

#### AFRICA

#### Angola

- 2023 round 8 blocks
- 2025 round 10 block
- Out of Round direct awards legally decreed

#### Egypt:

Onshore & Offshore Rounds – 2023 launch

#### Gabon:

Open Door

#### Shana:

• Open Door for available blocks and farm-in

#### Liberia:

Open Door – indefinite end

#### Nigeria:

• Licensing round schedule being planned

#### Mozambique:

Unawarded Blocks available for direct award

#### Senega

• Open Door – LR after elections, Feb 2024

#### Sierra Leone:

• 2022 Round – 29 Sep 2023 (close)

#### Somalia:

Expected 2H 2023

#### ASIA-PACIFIC

#### Australia:

• 2022 Acreage Release – March 2023 (bids being assessed)

#### India:

Bid Round IX ongoing, closing date not yet announced

#### Indonesia:

• 2023 1<sup>st</sup> round – awards expected Q3 2023

#### **Malaysia**:

2023 MBR round – bid submission mid-Sep, awards expected Nov 2023

#### Bangladesh:

• Offshore round - expected Q4 2023



Q2 2023

### Summary

Total POC revenues of USD 241 million compared to USD 135 million in Q2 2022

POC EBITDA of USD 132 million compared to USD 103 million in Q2 2022

Strong performance by the Acquisition business unit on revenues, profitability and synergy realization

Continued growth in exploration spending expected

TGS well positioned to benefit with leading position in all segments



# Thank you

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