

EARNINGS RELEASE

## Q1 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 229 million compared to USD 114 million in Q1 2022

- Late sales of USD 46 million in Q1 2023 vs. USD 76 million in Q1 2022
- POC Early sales of USD 98 million compared to USD 34 million in Q1 2022
- Acquisition business unit had net revenues of USD 79 million (gross USD 97 million) (18% growth)

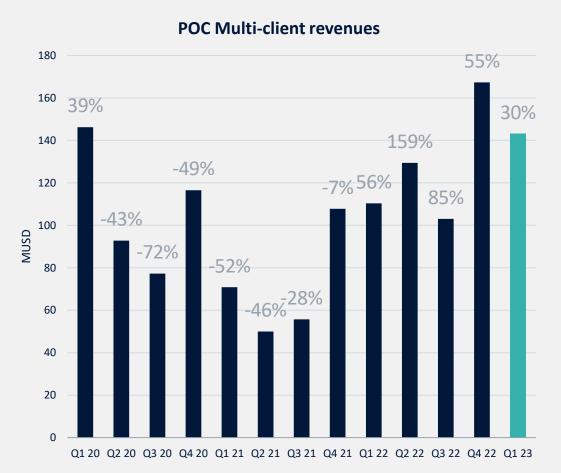
POC EBITDA of USD 119 million compared to USD 83 million in Q1 2022

Strong free cash flow of USD 106 million vs. USD 26 million in Q1 2022

Continued momentum in contract inflow with USD 248 million of new contracts signed in the quarter



## Continued recovery in sales and contract inflow



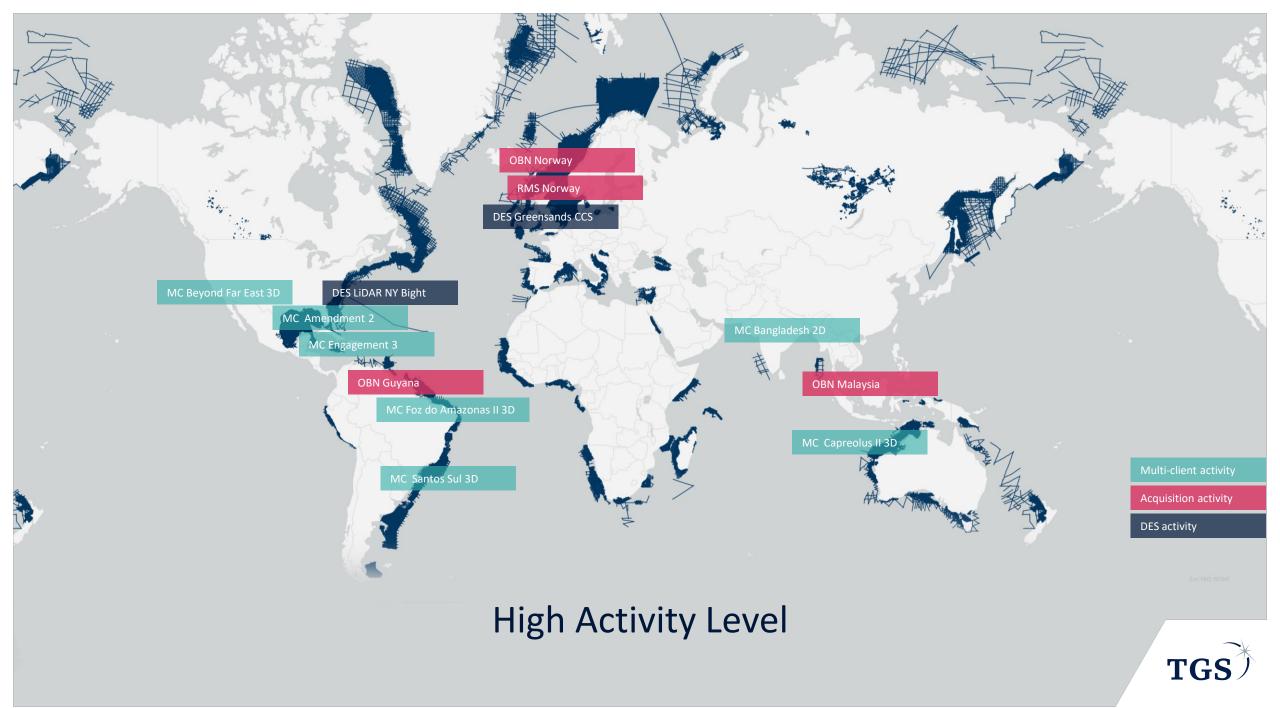
Percentages indicate year-on-year-growth Source: TGS

### **Pro-forma contract inflow** 400 200% 350 1% 53% 300 113% 250 QSNW 200 98% 150 -17% 100 -81% 50

Pro-forma including Magseis Fairfield ASA. Percentages indicate year-on-year-growth

Q1 20 Q2 20 Q3 20 Q4 20 Q1 21 Q2 21 Q3 21 Q4 21 Q1 22 Q2 22 Q3 22 Q4 22 Q1 23



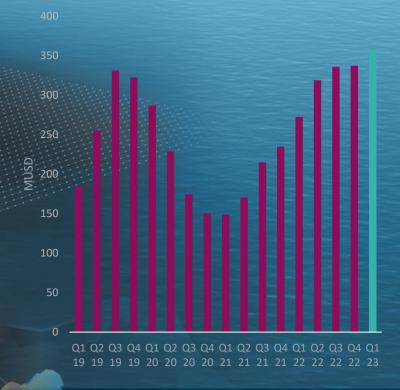


## Acquisition Business Unit off to a good start!

- Acquisition Business Unit established through take-over of Magseis Fairfield ASA
- Strong revenue growth of 18% from Q1 2022\*
- Positive EBIT margin and free cash flow in Q1 2023
- Acquisition backlog of USD 283 million and strong pipeline
- Synergy realization ahead of plan
- New organizational structure
- Continued safe operations

#### **Acquisition revenues**

Last 12 months



Magseis Fairfield ASA Excluding system sales





## TGS Industry-Leading ESG Performance

NEW RECOGNITIONS





Since 2016, TGS has been committed to the UN Global Compact corporate responsibility initiative and supports these initiatives.



WOMEN'S
EMPOWERMENT
PRINCIPLES
Established by UN Women and the
UN Global Compact Office











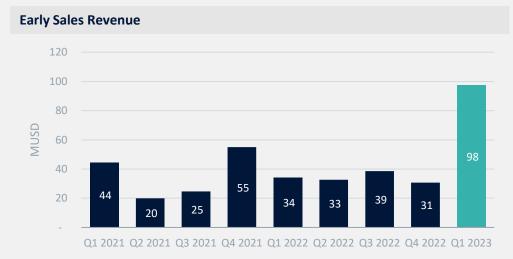
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## Financials

Q1 2023



## POC Revenues by Type



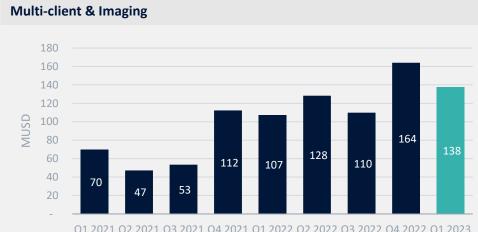








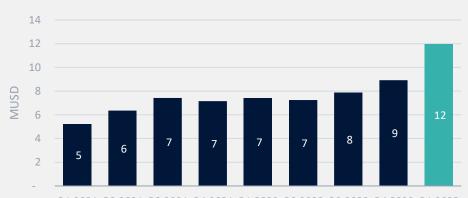
## **POC Revenues by Business Unit**



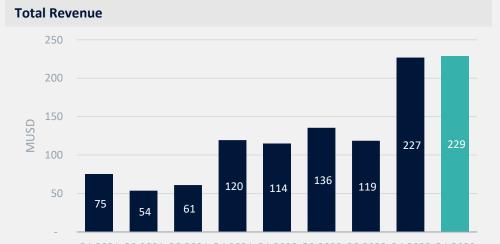








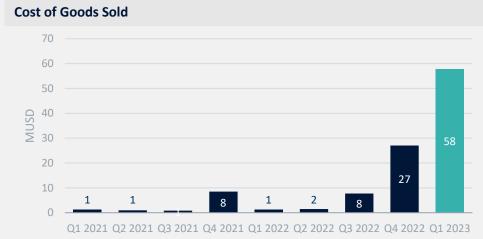
Q1 2021 Q2 2021 Q3 2021 Q4 2021 Q1 2022 Q2 2022 Q3 2022 Q4 2022 Q1 2023

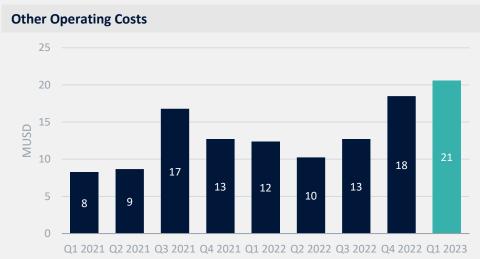


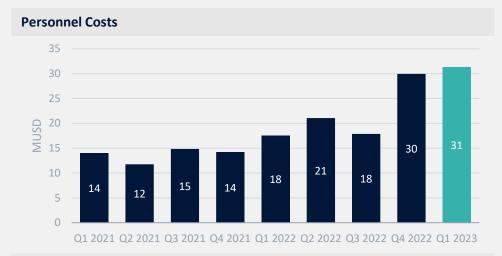




## Operating Costs and POC EBITDA



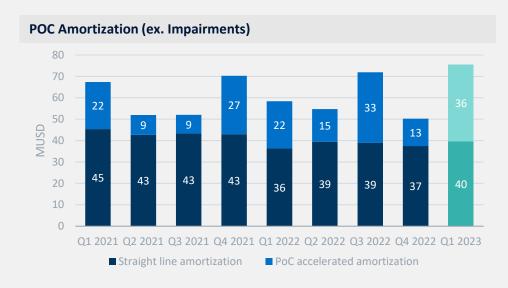






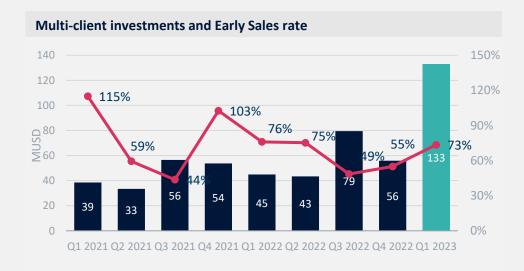


### Amortization, Depreciation and POC EBIT costs and POC EBITDA











## Bridge POC Revenues to IFRS Revenues





## **Profit & Loss Accounts**

(MUSD)	Q1 2023	Q1 2022	Change
Early Sales	41.9	51.9	-19%
Late Sales	45.5	76.2	-40%
Proprietary Sales	85.7	4.0	2019%
Total revenues	173.2	132.2	31%
Cost of goods sold	57.8	1.2	4589%
Personnel cost	31.3	17.5	78%
Other operational costs	20.6	12.4	66%
EBITDA 37%	63.5	101.0	-37%
Straight-line amortization	39.6	36.4	9%
Accelerated amortization	12.2	25.9	-53%
Impairments	0.0	0.0	n/a
Depreciation	18.5	5.3	252%
Operating result -4%	-6.8	33.5	-120%
Financial income	2.3	1.5	53%
Financial expenses	-6.1	-3.7	64%
Exchange gains/losses	-1.0	-3.1	-67%
Gains/(losses) from JV	-1.3	0.0	n/a
Result before taxes -7%	-12.9	28.3	-146%
Tax cost 33%	-4.2	7.4	-158%
Net income -5%	-8.7	20.9	-142%
EPS (USD)	-0.07	0.18	
EPS fully diluted (USD)	-0.07	0.18	



## **Balance Sheet**

				Change from
(MUSD)	31-Mar-23	31-Mar-22	31-Dec-22	31 Dec 22
Goodwill	384.6	304.0	384.6	0%
Multi-client library	656.3	687.6	575.3	14%
Deferred tax asset	86.0	89.3	82.2	5%
Other non-current assets	287.4	88.8	282.9	2%
Total non-current assets	1,414.4	1,169.6	1,325.1	7%
Cash and cash equivalents	208.0	215.5	188.5	10%
Other current assets	244.1	226.6	325.4	-25%
Total current assets	452.1	442.1	513.8	-12%
TOTAL ASSETS	1,866.5	1,611.7	1,838.9	2%
Total equity	1,208.9	1,117.6	1,239.8	-2%
Deferred taxes	17.2	32.1	23.1	-26%
Non-current liabilities	79.2	31.3	71.0	12%
Total non-current liabilities	96.5	63.4	94.1	2%
Taxes payable, withheld payroll tax, social security and VAT	71.9	80.6	77.2	-7%
Other current liabilities	489.2	350.2	427.8	14%
Total current liabilities	561.1	430.8	505.0	11%
TOTAL EQUITY AND LIABILITIES	1,866.5	1,611.7	1,838.9	2%

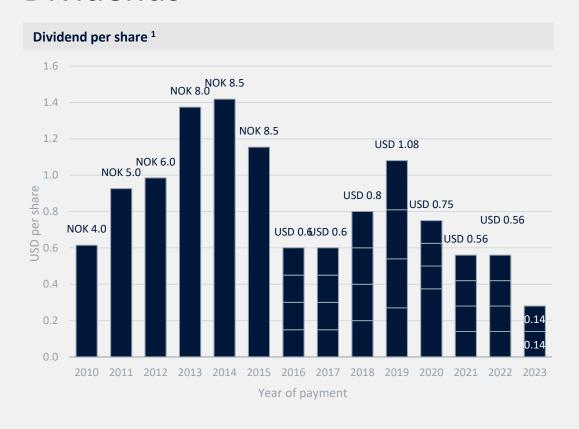


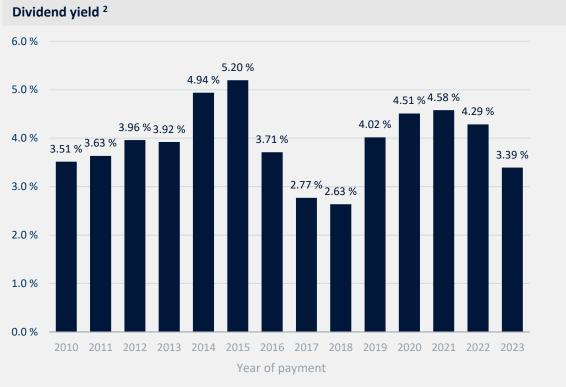
## Cash Flow

(MUSD)	Q1 2023	Q1 2022	Change
Cash flow from operating activities:			
Profit before taxes	-12.9	28.3	-146%
Depreciation/amortization/impairment	70.3	67.6	4%
Changes in accounts receivable and accrued revenues	76.1	-8.7	-974%
Changes in other receivables	4.1	5.5	-26%
Changes in other balance sheet items	48.5	5.6	763%
Paid taxes	-7.9	-2.5	222%
Net cash flow from operating activities	178.2	95.9	86%
Cash flow from investing activities:			
Investments in tangible and intangible assets	-7.6	-5.4	41%
Investments in multi-client library	-66.9	-64.5	4%
Investments through mergers and acquisitions	0.0	0.0	n/a
Interest received	2.1	0.1	1627%
Net cash flow from investing activities	-72.3	-69.7	4%
Cash flow from financing activities activities:			
Interest paid	-1.8	-0.8	125%
Dividend payments	-17.4	-16.3	7%
Repayment of lease liabilities	-11.6	-3.3	257%
Acquisition of shares	-54.4	0.0	n/a
Repurchase of shares	0.0	-2.7	-100%
Net cash flow from financing activities	-85.2	-23.0	271%
Net change in cash and cash equivalents	20.6	3.2	543%
Cash and cash equivalents at the beginning of period	188.5	215.3	-12%
Net unrealized currency gains/(losses)	-1.1	-3.1	-65%
Cash and cash equivalents at the end of period	208.0	215.5	-3%



### Dividends





The Board has resolved to maintain the dividend of USD 0.14 per share for Q2 2023

Ex date 22 May 2023 – payment date 5 June 2023

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

- 1. Quarterly dividends defined in USD from 2016. Annual dividends defined in NOK prior to 2016, converted to USD with the FX rate at ex-dividend dates
- 2. Average yield at the time of announcement of dividends



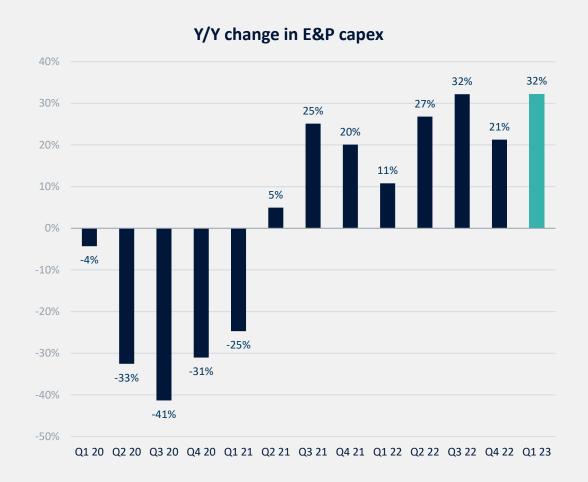
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## Outlook

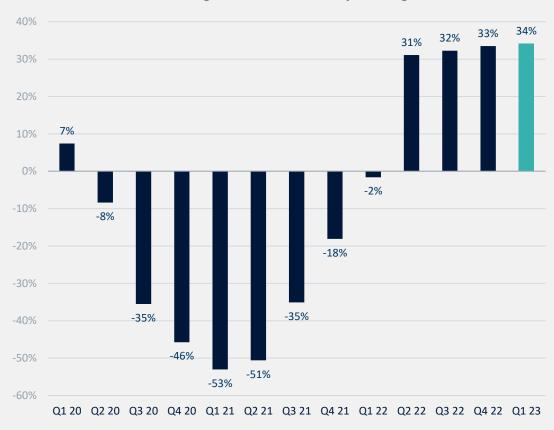
Q1 2023



## Strong momentum in client spending into 2023







Based on aggregate reported E&P capex for 23 E&P companies of all categories Source: SEB

Estimated and reported aggregate industry multi-client POC revenues Source: TGS



## 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:

- 2022 APA Round Q1 2023 (award)
- 2023 APA Round Q3 2023 (close)
- Carbon Storage Round Q1 2023 (award)

#### UK:

- Carbon Storage Round Q3 2023 (award)
- 33<sup>rd</sup> UK Offshore Round Q3 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 blocks
- 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

#### Lebanon:

• 2022 Round – 30 June 2023 (close)

#### Liberia:

• Open Door – indefinite end

#### Nigeria:

• Deep Water Mini Round – May 2023 (close)

#### Mozambique:

Unawarded Blocks available for direct award

#### Senegal:

• Open Door – LR after elections, Feb 2024

#### Sierra Leone:

• 2022 Round – 29 Sep 2023 (close)

#### Somalia:

• Expected March – Aug 2023

#### ASIA-PACIFIC

#### Australia:

- 2021 Acreage Release awards expected H1 2023
- 2022 Acreage Release March 2023 (close)

#### India:

Bid Round IX ongoing, closing date not yet announced

#### Indonesia:

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

#### Malaysia:

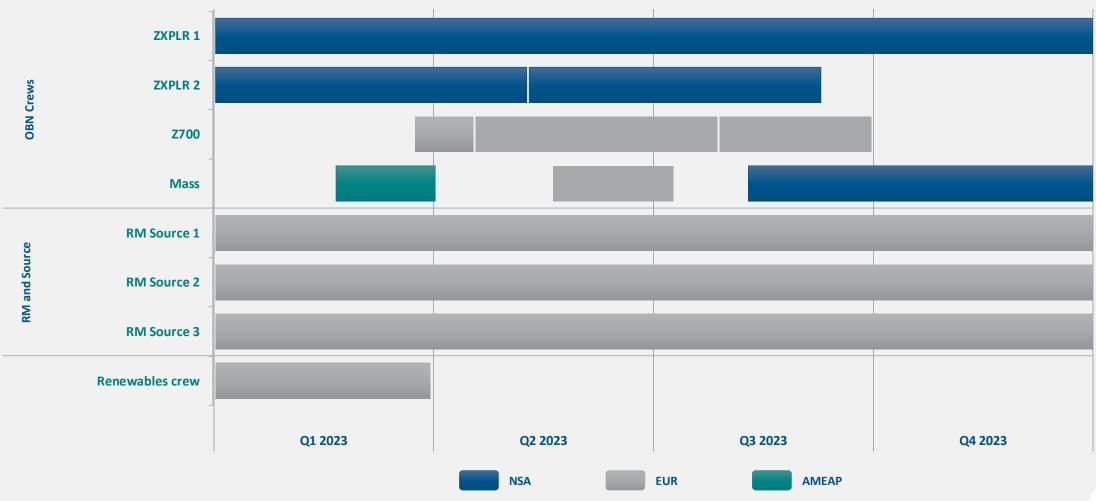
2023 MBR round – bid submission mid-Sep, awards expected Nov 2023

#### Bangladesh:

• Offshore round - expected H2 2023



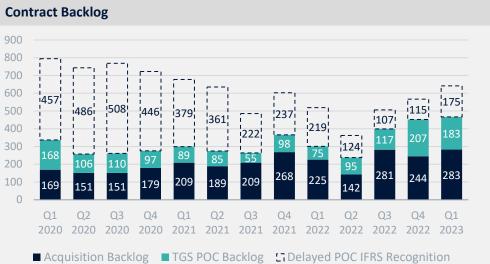
## **Acquisition Activity Plan**





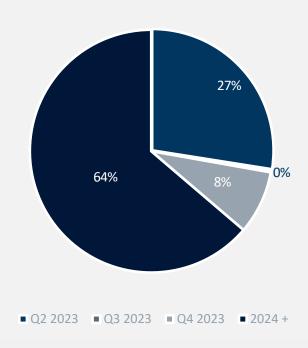
## **Contract Backlog & Inflow**





## Timing of expected recognition of IFRS Multi-client Early Sales backlog

#### **USD 318 million**



Multi-client Early Sales backlog accounts for USD 318 million of the total backlog



## A compelling investment case



Expectation of multi-year cycle after 8 years of underinvestment



World's leading
MC-library representing
36% of total industry
investments



Operational leverage, cost synergies and strong market growth



Leading industry data platform through organic and inorganic investments



Industry leading balance sheet, FCF generation and dividend capacity



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# Thank you

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