

Leveraging core strengths to help shape the future of energy

Capital Markets Day 11 February 2021

### **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.



# Agenda

	Time CET	Presentation
1	1400-1410	Introduction
1	1410-1430	Presentation of Q4 2020 and 2021 guidance
1	1430-1445	Market outlook
1	1445-1500	Strategic priorities
1	1500-1520	New Energy Solutions
1	1520-1535	Sustainability strategy
1	1535-1600	Summary and Q&A



### **Presentation Team**



# Introduction

Kristian Johansen, CEO

### **Market Volatility Since Capital Markets Day 2019**



Oil price back to pre-COVID levels





### **Delivering on the Strategic Agenda, Despite Market Disruption**

Progress and achievements as of Feb 2021

Strategic priorities as presented in CMD Feb 2019

	New technologies in mature basins	~11,000 km <sup>2</sup> of modern OBN acquired in GoM and NCS			
O&G data	Strengthening position in South Atlantic	Acquisition of Spectrum and ~60,000 km <sup>2</sup> new 3D acquired in Latin America			
	Further growth onshore	All-time high onshore late sales in 2019 before market collapse			
Technology	Expand value chain through Data & Analytics	New analytics application added (> Million ARLAS) and instrumental in the development of unique marketplace for seismic in 2020			
Techn	Imaging quality and reputation	New management, high grading of technologies, imaging closer to infrastructure			

#### Feb 2019

Feb 2021

See the energy at **TGS.com** 

# Q4 2020 Results and 2021 Guidance

Fredrik Amundsen, CFO

### **IFRS 15**

- The accounting standard IFRS 15 regarding revenue recognition implemented from 1 January 2018
- Implications for TGS
  - Recognition of revenues related to multi-client projects postponed until projects are delivered to customers
  - No amortization until completion of the project
  - No impact on sales from the library of completed surveys

### Internal reporting

- TGS will continue to use the previous percentage-of-completion-method for internal segment and management reporting (referred to as *Segment Reporting*)
- Provides the best picture of the performance and value creation of the business

### External reporting

- Two sets of accounts: Segment Reporting and IFRS Reporting
- Main focus in external communication will be on Segment Reporting

## **Highlights**

### • Q4 2020 net revenues of USD 120.3 million

- Late sales USD 103.2 million
- Pre-funding USD 13.3 million

#### • Costs and capex re-set to reflect challenging market conditions

- Personnel and Other operational costs down 58% y/y
- Forward run-rate reduced ~40-45% compared to 2019 pro-forma

#### • Increasing return to shareholders

- Q4 2020 Free cash flow of USD 28.4 million
- Quarterly dividend increased to USD 0.14 per share
- Launching USD 20 million in share buy-back program

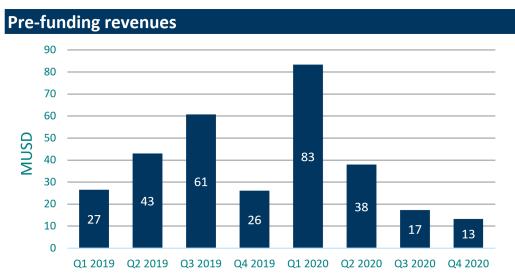
### • 2021 financial guidance

- Multi-client investments of approximately USD 200-230 million
- Continued sector outperformance on cash flow and ROACE
- Industry-leading distribution to shareholders

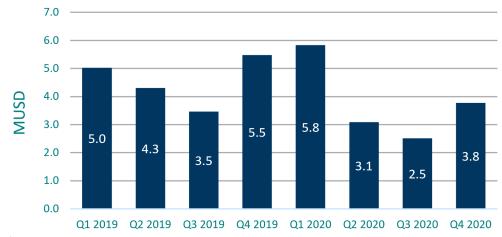


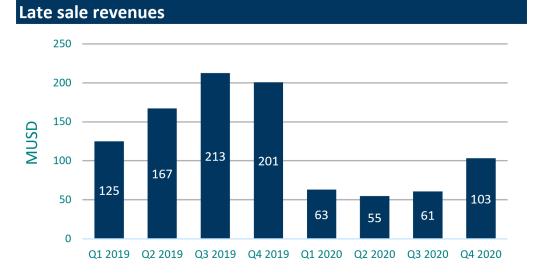
# **Net Revenues**

Pro-forma including SPU

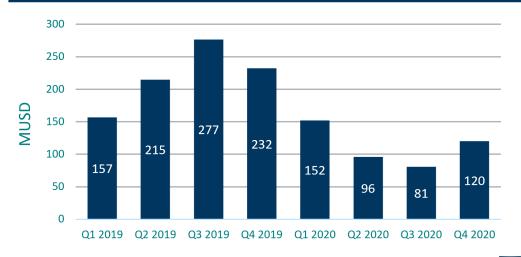


#### **Proprietary revenues**





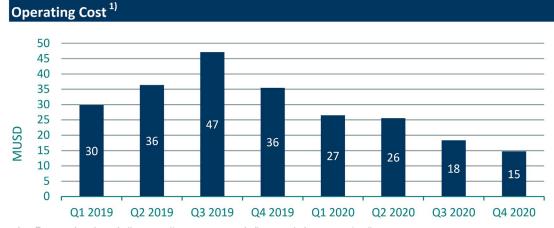
#### **Total Revenues**



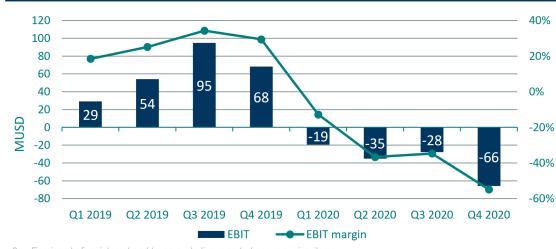


# **Operating Expenses, EBIT, MC Investments**

Pro-forma including SPU

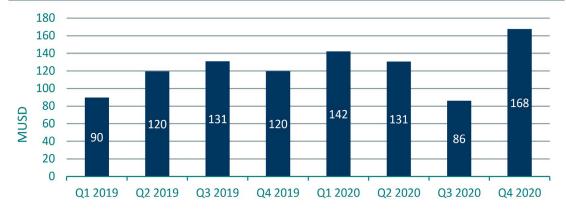


1. Personnel costs and other operating expenses excluding reported non-recurring items



#### Earnings Before Interest & Taxes<sup>2)</sup>

**Amortization and Impairments - Multi-Client Library** 



#### Operational investments and prefunding ratio



2. Earnings before interest and taxes excluding reported non-recurring items

See the energy at **TGS.com** 

### **Income Statement**

Segment reporting

(MUSD)	Q4 2020	Q4 2019	Change
Net operating revenues	120.3	232.5	-48%
Cost of goods sold	0.9	1.3	-27%
Personnel cost	7.8	25.3	-69%
Other operational costs	6.0	16.8	-64%
Cost of stock options	0.0	0.0	n/a
EBITDA 88%	5 <b>105.6</b>	189.1	-44%
Amortization of multi-client library	167.5	119.9	40%
Depreciation	4.0	10.3	-61%
Operating result -55%	<b>-65.9</b>	59.0	-212%
Financial income	-0.1	0.4	-126%
Financial expenses	0.0	-1.2	-96%
Exchange gains/losses	-1.8	-1.7	8%
Result before taxes -56%	<b>-67.9</b>	56.6	n/a
Tax cost 44%	<b>-29.9</b>	5.2	n/a
Net income -32%	<b>-37.9</b>	51.4	n/a
EPS (USD)	-0.28	0.38	
EPS fully diluted (USD)	-0.28	0.38	



### **Balance Sheet**

Segment reporting

Balance sheet	Q4 2020	Q4 2019	Change
Goodwill	288.4	288.4	0%
Multi-client library	623.9	830.8	-25%
Deferred tax asset	55.3	28.0	98%
Other non-current assets	114.1	75.3	52%
Total non-current assets	1,081.7	1,222.4	-12%
Cash and cash equivalents	195.7	323.4	-39%
Other current assets	494.5	551.2	-10%
Total current assets	690.3	874.7	-21%
TOTAL ASSETS	1,772.0	2,097.1	-16%
Total equity	1,399.0	1,625.6	-14%
Deferred taxes	31.1	74.6	-58%
Non-current liabilities	45.3	23.9	90%
Total non-current liabilities	76.4	98.5	-22%
Taxes payable, withheld payroll tax, social security	2.9	37.6	-92%
Other current liabilities	293.6	335.4	-12%
Total current liabilities	296.5	373.0	-21%
TOTAL EQUITY AND LIABILITIES	1,772.0	2,097.1	-16%





# **Cash Flow Statement**

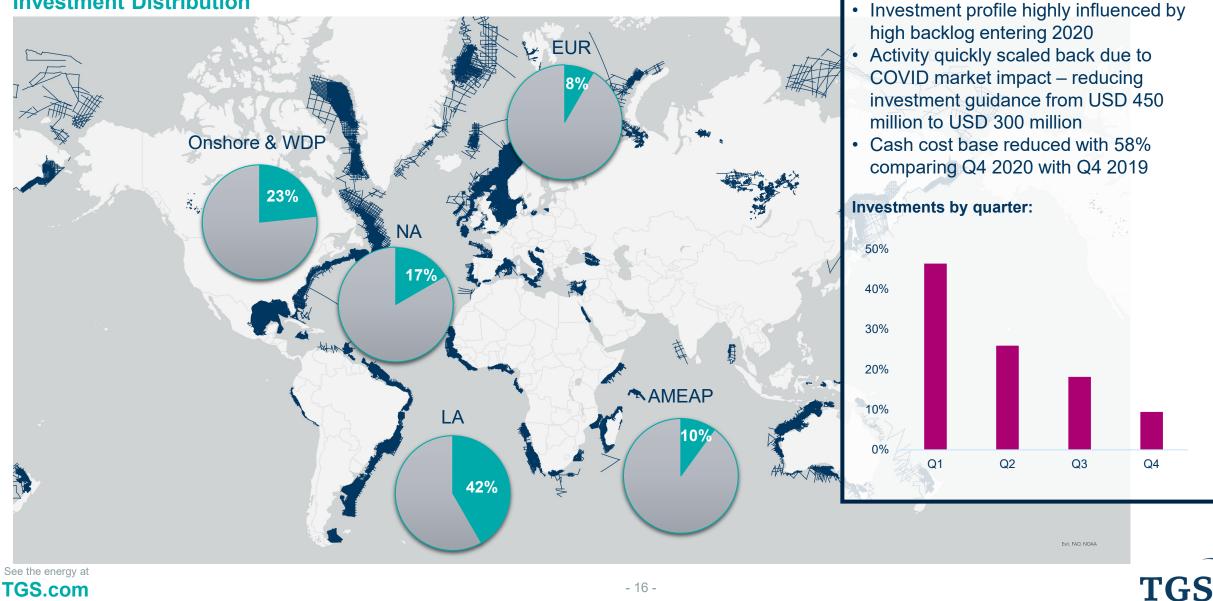
Segment reporting

(MUSD)	Q4 2020	Q4 2019	Change
Received payments	115.9	303.4	-62%
Payments for operational expenses	-35.1	-67.6	-48%
Paid taxes	-22.1	-14.0	58%
Net cash flow from operating activities	58.7	221.9	-74%
Investment in tangible fixed assets	-2.1	-3.0	-30%
Investments in multi-client library	-30.3	-115.7	-74%
Investments through mergers and acquisitions	0.0	0.0	n/a
Interest income	0.1	1.0	-89%
Net Cash Flow from investing activities	-32.3	-117.7	-73%
Net change in loans	0.0	-0.1	-100%
Interest expense	-0.6	-0.1	321%
Payment of dividends	-14.7	-31.8	-54%
Purchase of own shares	0.0	-14.5	n/a
Net cash flow from financing activities	-15.2	-46.4	-67%
Net unrealized currency gains/(losses)	4.7	-0.2	n/a
Net change in cash and cash equivalents	15.9	57.6	-72%





### **2020 Operational Highlights Investment Distribution**



# **2021 Market Outlook Impacted by Uncertainty**





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### **Backlog**

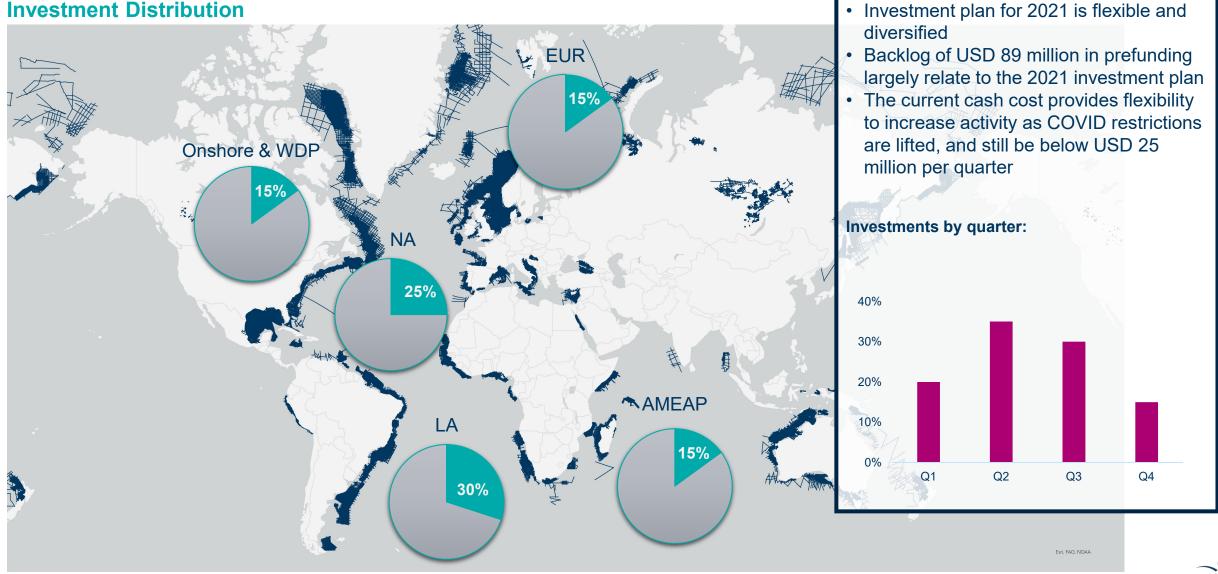
#### 200 181 180 160 160 140 130 117 120 112 OSUM 100 102 98 89 80 60 40 20 Q1 2019 Q2 2019 Q3 2019 Q4 2019 Q1 2020 Q2 2020 Q3 2020 Q4 2020 1. Sales committed by customers but not yet recognized in the Segment Reporting accounts

#### Revenue backlog<sup>1</sup> as per end of quarter

See the energy at **TGS.com** 



### **2021 Operational Guidance** Investment Distribution

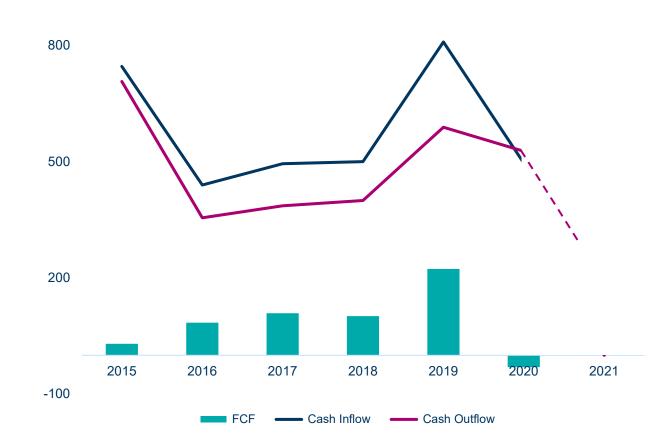




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### **Business Model with Counter-Cyclical Qualities**



- Lean and adjustable cost base
- Asset-light few capital commitments
- Allows for continued dividend
   payments even during down-cycles

### Financial Guidance:

- Multi-client investments of between USD 200 - 230 million
- Continued sector outperformance
   on cash flow and ROACE
- Industry-leading distribution to shareholders

### **Dividends and Share Buyback**



Dividend per share<sup>1</sup>

- The Board has resolved to increase the dividend to USD 0.14 per share in Q1 2021 ٠
- Ex date 18 February 2021 payment date 4 March 2021 ٠
- In addition, the Board has authorized a USD 20 million share buyback program to be completed by May 2022 subject to • renewal of the authorization given by the annual general meeting May 2020

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

See the energy at TGS.com



### **Summary**

### • Q4 2020 net revenues of USD 120.3 million

- Late sales USD 103.2 million
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#### • Costs and capex re-set to reflect challenging market conditions

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### • 2021 financial guidance

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# Market Outlook

Kristian Johansen, CEO

### **A Volatile Ride**



Brent oil price and EBITDA

Source: EIA, TGS

Oil price back to pre-COVID levels





# **Supply Shortage in the Making**



• High decline rates on U.S. unconventional wells

See the energy at **TGS.com** 

- TGS research indicates that returning to Jan 2020 numbers is unlikely even with aggressive ramp up of rig count and no parent/child interference
- Supply shortage in the making will drive up oil price and E&P capex
- Biden environmental agenda could exacerbate situation

#### **TGS Well Intel**

#### Maintaining 10 Million Barrels per Day: 2020 US Outlook Author: Matt Mayer, TGS - Matt.Mayer@lgs.com

ublished: June 2020

The economic impacts of the pandemic and ensuing recession in the first half of 2020 are not yet entirely clear. Capital markets are showing signs of recovery but consumer demand will likely lag for some time Similarly, oil prices have partially rebounded to marginally economic levels. Still, many analysts believe that, without significant gains in oil price, the market and price volatility of March and April 2020 will continue to have a depressing impact on drilling and rig activity throughout the rest of the year. Although the expected energy demand is un dependent on the overall economic recover analysts have predicted that US output wil stay above 10 million barrels of oil per da used the TGS production and forecasting d to model total US oil production based of activity and have estimated that onshore will need to stay at approximately 300 tot maintain 10 million barrels of oil per day by of 2020. This is one of three scenarios we including a more optimistic and a more pe option, to understand the impact of steadily rig counts on domestic oil production. This model, created with the TGS Well Peri

database, uses a combination of historical pr

00000

Rig Rate and Daily



#### Did the shale binge really spoil U.S. reserves?

Author: Carl Neuhaus, TGS - Carl.Neuhaus@tgs.com Published: October 2020

In a recent interview by the Financial Times, Wil VanLoh, CEO of oil and gas investment firm Quantum Energy Partners, paints a dire picture for the U.S. shale industry. VanLoh explains that due to a combination of dense wellbore spacing and large volume fraobs, shale reservoirs have been perman degraded. He implies that future unconvention wells will show significantly decreased performanc to the extent that it is highly unlikely for U.S. oi production to return to the recent neak of 13 million barrels per day (bpd) in the short term. Economic reasons aside, the challenge appears a technical one constrained by reservoir deliverability due to the vay the industry has been drilling shale plays. This hypothesis, if true, has significant implications fo energy companies, investors and other stakeholders in U.S unconventionals, as well as more far reaching consequences for the global hydrocarbon demand supply balance and oil price. With access to the world's largest library of well and production data. TGS is well positioned to test this hypothesis. Our analysis supports the view that a U.S. shale recovery back to 13 million bpd would indeed be very challenging.

Wellbere interference, also referred to as the "parentchild effect", as well as general reservin degradation can substantially decrease the performance of new unconventional wells. A comprehensive Wall Street Journal article last year referend to lower production in the range of 15% to 55%. Using TGS allocated monthy production data for all active U.S. wells, and assuming a 30% decrease for new unconventional wells, even an aggressive increase in horizontal rig count would not bing U.S. all production back to the recent paek, as shown in Figure 1. Using TGS basinspecific type curves as well as a constant rig count and rig efficiency to forecast new conventional wells, base line production memias fairly constant. However

wells, the decline is much more aggressive, as is expected for shale wells. By the end of 2022 that leaves behind a large gap that can only be filled by ramping up unconventional rig count by a total of 60 rigs per month starting in 2021. The final rig count by the end of 2022 would have to grow to 1,600, which is more than 200 rigs higher than at the peak. m 2014. Even then, production would only increase to where it was at the beginning of 2020.

TGS Well Intel - insights base

on the world's largest library o

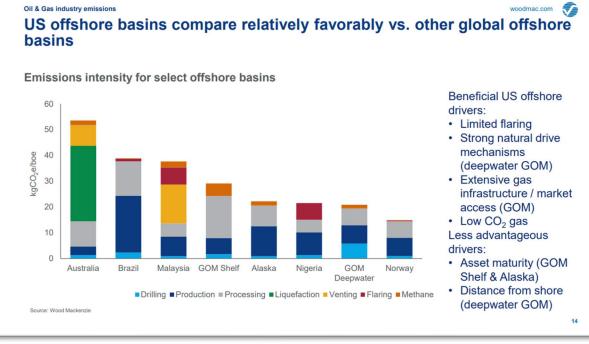
geoscience data

applying TOS type curves to existing unconventional
See the energy at TOS.com
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# **US Pausing of New Oil and Gas Leases**

- Oil and gas high importance for US economy and labor market
- GoM production compares well on emission intensity compared to other basins



#### Source: Wood Mackenzie



America is the world's leading producer of oil and natural gas. The oil and gas industry supports millions of American jobs, provides lower energy costs for consumers, and ensures our energy security. The Trump Administration and the Department of Energy is committed to supporting our oil and gas industry so that we continue to reap the benefits that come with dominant American energy production.

- Oil, natural gas, and coal provide 80% of American energy.
- At the start of this year, the oil and gas industry was responsible for 12.3 million American jobs.
- Between 2012 and 2025, the oil and gas industry is projected to provide \$1.6 trillion in federal and state tax revenue, supporting the maintenance of schools, hospitals, and public infrastructure across the country.
- Oil and gas production helps save American consumers an estimated \$203 billion annually (or \$2,500 for a family of four).
- The U.S. trade deficit in 2019 was \$305 billion lower than it would have been without domestic oil and natural gas
  production.
- The affordability and accessibility of oil and gas here at home is infusing hundreds of billions of dollars into new American manufacturing, supporting the development of new jobs, infrastructure, and economic opportunity in communities throughout the country.
- Lower energy costs, driven by our massive oil and gas supply, support private sector investment in the U.S. and further economic growth.
- Manufacturing consumes approximately one-quarter of energy in the United States. Affordable power is bringing
  manufacturing back to the U.S., and recent estimates show manufacturing in PA, OH, WV, and KY supporting 630,000
  jobs.
- According to a U.S. Chamber of Commerce report, halting hydraulic fracturing would eliminate 19 million jobs (direct
  and indirect) between now and 2025. The impact to key energy states includes the estimated loss of the following:



#### Source: US Department of Energy

# **US Pausing of New Oil and Gas Leases**

### GoM exploration trends

- Shift from frontier to infrastructure-led exploration
- Licensing rounds less important
- More focus on technology

### • Potential consequences of permanent ban

- More active asset transfer market
- Re-allocation of funds from US to other basins
- Positive oil price implications

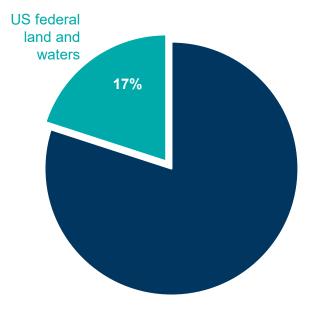
### • TGS exposure to US federal land and waters

- 17% of multi-client library
  - Mostly Ocean Bottom Node data
- 19% of 2020 net revenues

*"If conditions in the U.S. become so onerous that it really disincentivizes investment, we've got other places where we can take those dollars."* 

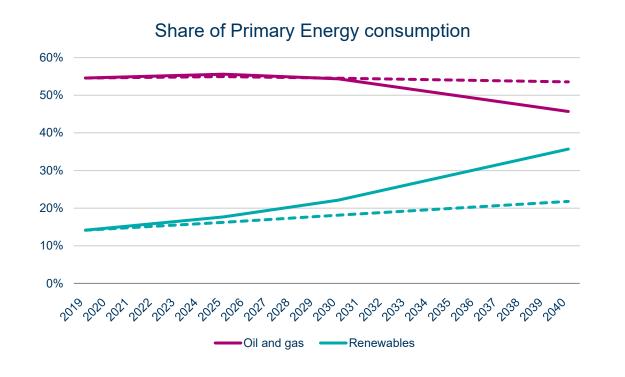
*Mike Wirth, CEO, Chevron* 4Q20 Earnings Conference Call 29 January 2020

### NBV multi-client library





### **Oil and Gas to Remain Important in the Long-term**



- Oil and gas to remain an important part of the energy mix in the foreseeable future
- Declining consumption of oil to be partly offset by relative stability of gas demand
- Strong growth in renewables to replace coal in the long-term

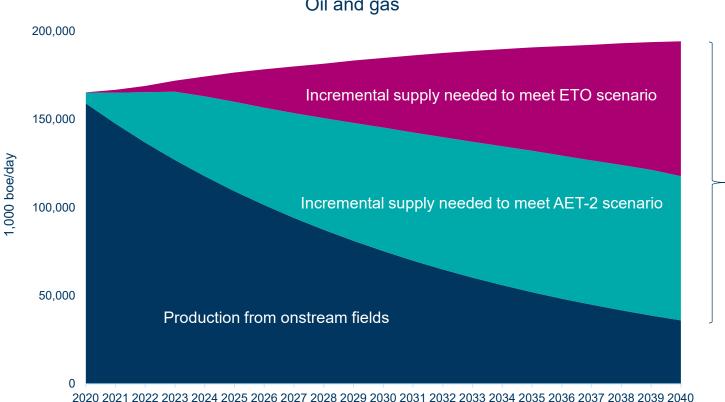
Solid curves = **Sustainable Development Scenario (SDS)**: Designed to meet the energy-related UN's Sustainable Development Goals to achieve: universal access to affordable, reliable and modern energy services by 2030; a substantial reduction in air pollution, and effective action to combat climate change. The SDS is fully aligned with the Paris Agreement to hold the rise in global average temperature to "well below 2 °C and pursuing efforts to limit it to 1.5 °C".

Stapled curves = **Stated Policies Scenario (STEPS)**: It incorporates IEA's assessment of stated policy ambitions, including the energy components of announced stimulus or recovery packages (as of mid-2020) and the Nationally Determined Contributions under the Paris Agreement. This scenario assumes that the pandemic is brought under control over the course of 2021.

Source: IEA



### How to Cover Gap Between Supply from Onstream Fields and Future Demand?



#### Oil and gas

### Gap to be covered by:

- Fields currently under development •
- Discoveries in the pre-FID stage
- Exploration •

Wood Mackenzie scenario description:

- The energy transition outlook (ETO) represents Wood Mackenzie's base case view of the energy world, broadly consistent with a 3°C global warming view.
- The accelerated energy transition 2-degree scenario (AET-2) represents how the world can augment efforts towards deep decarbonization with a credible pathway to ٠ reach a 2°C global warming trajectory by 2050.

Source: Wood Mackenzie

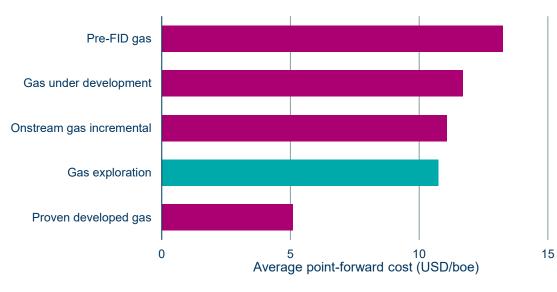




## **Exploration a Competitive Alternative**

- Significant share of proven undeveloped resources is unlikely to be developed
  - Best resources already developed
  - Increasing cost
  - Environmentally challenging
  - High political and regulatory risk
  - Remote areas
- Exploration in prolific basins is competitive with other sources of incremental production
  - Proven exploration plays
  - Declining cycle time
  - More and better use of technology
- Strong outlook for a viable exploration market in the long-term, even in the more optimistic energy transition scenarios

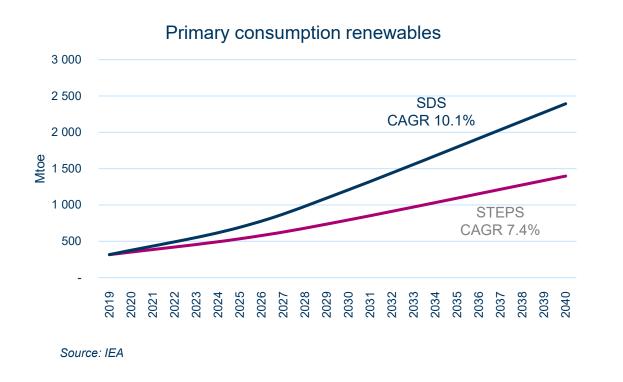
#### Average point-forward cost of gas supply



*"[…]Exploration's costs are competitive because alternatives have higher development costs. Explorers, on average, tend to find better resources through exploration than the legacy assets that still await development."* 

Exploration's future in a low-cost, low-carbon world **Wood Mackenzie**, June 2020

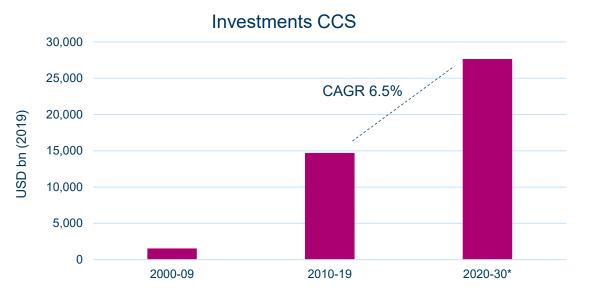
# **Strong Growth in Renewable Energy**



- Strong growth in renewable energy needed to replace energy sources with higher GHG emissions
- Average annual investments in renewables must be 20 times higher in the coming 20-year period compared to the past 5-year period to meet the SDS scenario



### **CCS Important Enabler for the Energy Transition**



\*Projects at an advanced stage of planning for 2020-30

Source: IEA

- Strong growth in Carbon Capture and Storage (CCS) is a pre-requisite for meeting the goals of the Paris Agreement
- Several projects in advanced planning stage long pipeline of potential additional projects around the world



# **Summary: Key Energy Market Trends**

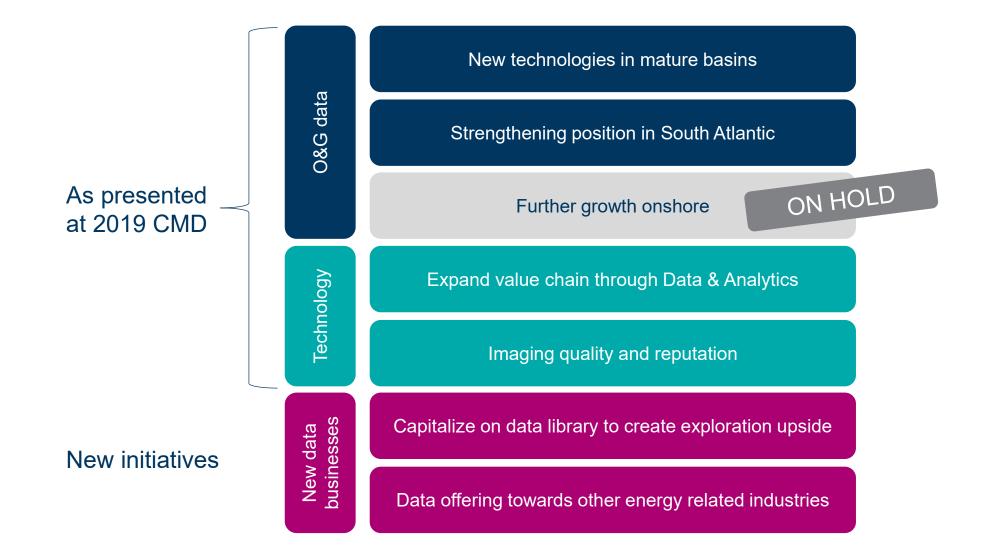
- International Oil Companies (IOCs) concentrating exploration efforts on fewer basins
- National Oil Companies (NOCs) becoming more important in international exploration
- Continued focus on Infrastructure-Led Exploration (ILX)
- Digitization driving efficiency improvements in exploration and production
- Strong growth in energy transition enablers



# **Strategic Priorities**

Kristian Johansen, CEO

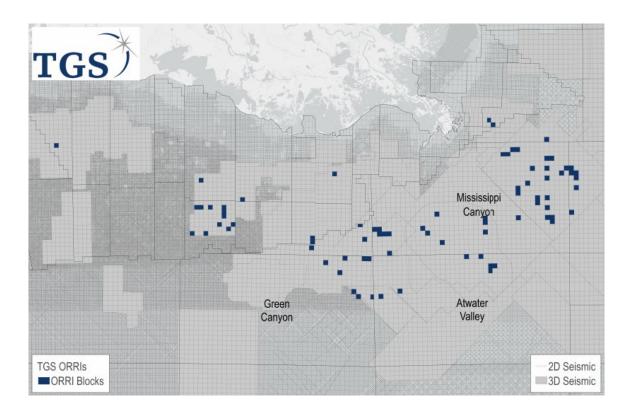
### **Strategic Priorities**





## **Leveraging Library to Create Exploration Upside**

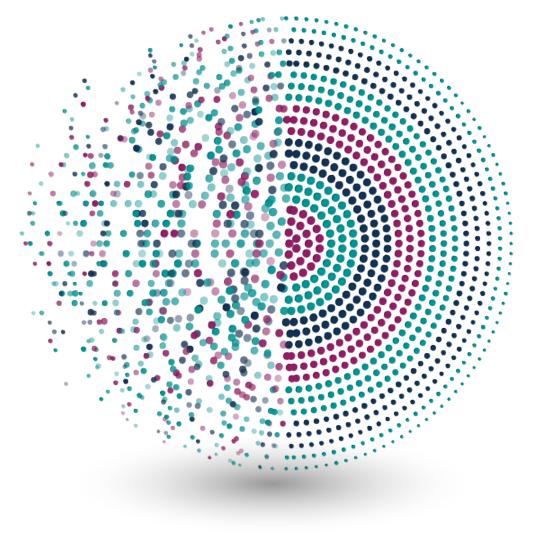
- International oil companies focusing exploration efforts on fewer areas – leave gaps that may be filled by smaller oil companies
- The largest subsurface data library in the world combined with leading geoscience competency puts TGS in a unique position to support exploration opportunities
- Capital light approach using existing data and competencies
  - Data-for-equity swaps
  - Overriding Royalty Interest deals (ORRIs)
  - Direct ownership in exploration acreage but only in pre-drilling phase
  - Limited use of cash
- No direct exposure towards drilling or production





## **Building on Core Skillsets to Support Energy Transition**

- Establish business unit New Energy Solutions – to capitalize on energy transition trends through data and insights
- Leveraging existing data and core competencies to build broad offering to support decision making processes
  - Carbon Capture and Storage (CCS)
  - Deep Sea Mineral exploration (DSM)
  - Renewable energy
    - Geothermal
    - Wind
    - Solar



## **Organizing to Deliver on Strategy**

#### **TGS ASA**

Oil and Gas Insights (OGI)	New Energy Solutions (NES)		
New technologies in mature basins	Data offering towards other energy related industries		
Strengthening position in South Atlantic			
Capitalize on data library to create exploration upside			
Data	Imaging		
Imaging qu	uality and reputation		
Data	Analytics		
Expand value cha	in through Data & Analytics		
Staff &	& Support		

TG

# Leveraging core strengths to help shape the future of energy

# **New Energy Solutions**

Jan Schoolmeesters, EVP Operations & NES

#### **New Energy Solutions** From Data to Insights

- Energy transition requires massive investments in industries that contribute to removing GHG emissions
- Capital intensity combined with long pay-back requires high precision in investment decisions
- Providing a path from data to insights creates significant value
- TGS leveraging core skillsets to help shape the future of energy by facilitating for more informed and better investment decisions



## **Leveraging Core Strengths**

- Data library
  - World's largest integrated subsurface data library
- Geoscience skills
  - Leading geoscience environment
  - Strong understanding of the subsurface

#### Digitalization

- Data processing competency
- High-performance computing capacity
- Data analytics and software development skills
- Cloud-based solutions

#### Data management

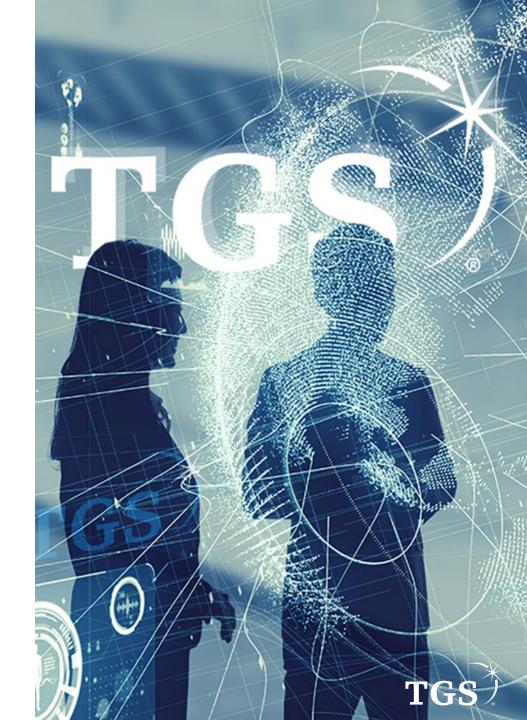
Structuring and handling of large data volumes

#### Data capturing

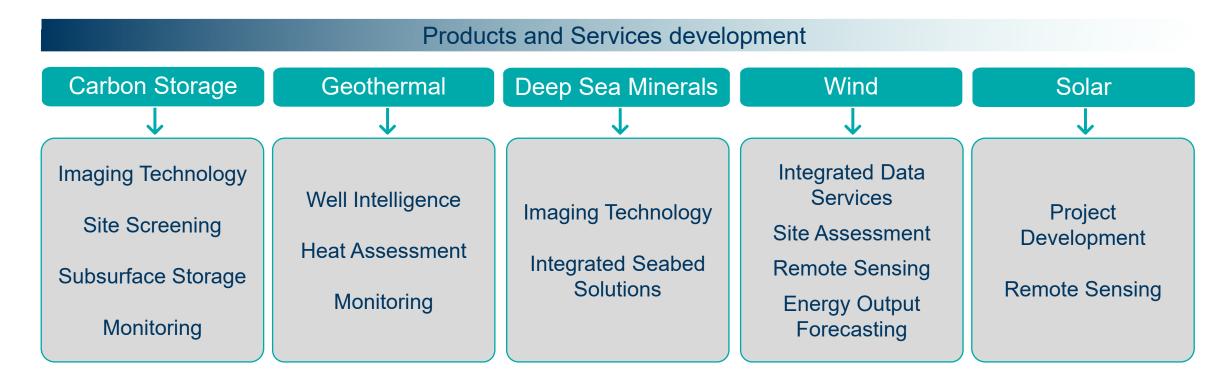
- Collecting unique and exclusive data using different technologies
- Collecting and improving public data

#### Global presence

- 40 years of experience working in international markets
- Data covering basins across the globe



## **The New Energy Solutions Offering**

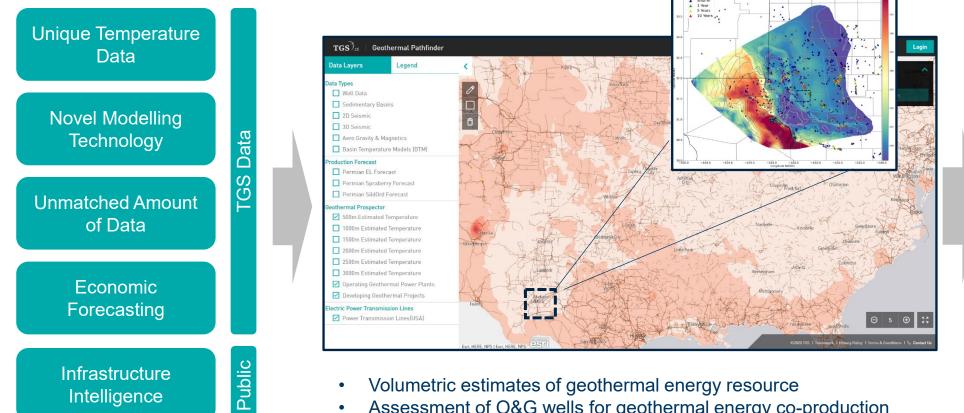


#### NES ECOSYSTEM

News, Insights, Analysis

## From Data to Insights - Geothermal Application Example

Assessing Geothermal Energy Potential with Analytics Ready Well Data



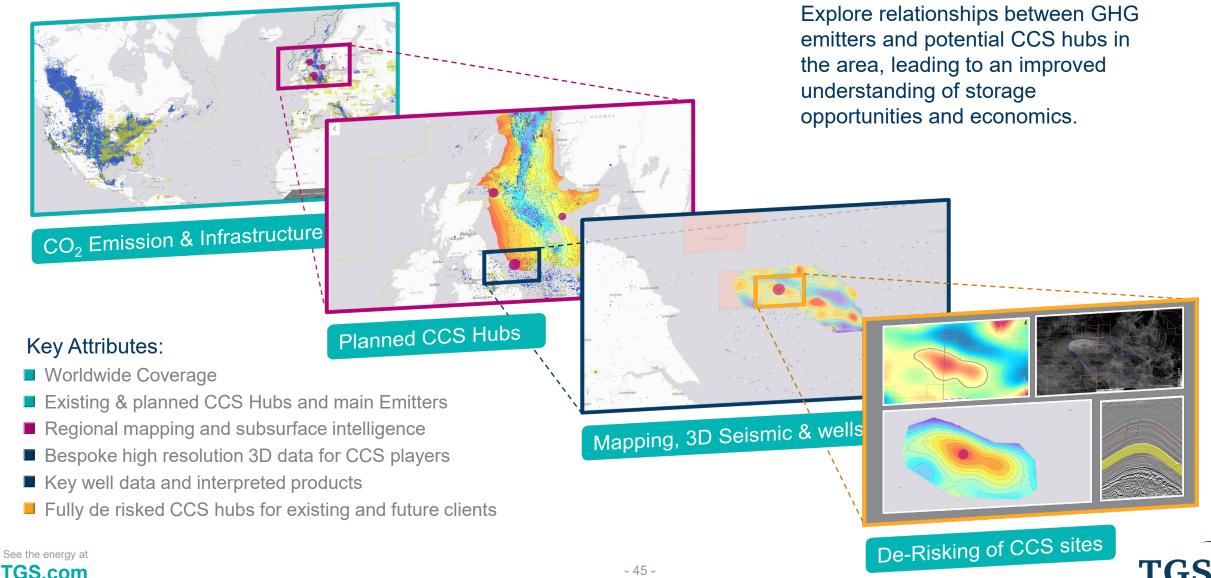
Site Screening and Investment **Decision Support** 

- Volumetric estimates of geothermal energy resource
- Assessment of O&G wells for geothermal energy co-production
- **Geothermal Energy Recovery Factor**
- Converting thermal energy in place to electricity generation potential





## **From Data to Insights – CCS Application Example**



### From Data to Insights – Wind Application Example

#### Key Attributes:

See the energy at **TGS.com** 

- Worldwide Coverage
- 12,000 windfarms
- 5,000 offshore wind turbines

Worldwide dataset coverage

- 200 active offshore windfarm areas, operator or co-operator information
- 100 potential future windfarm areas
- · Key metadata integrated from TGS NES news service
- Free access to basic information

Offshore Licenses, onshore wind farms and Mean Power Density at 100m above ground Explore relationships between wind resources and wind farm specifics, leading to an improved understanding of the energy output potential.

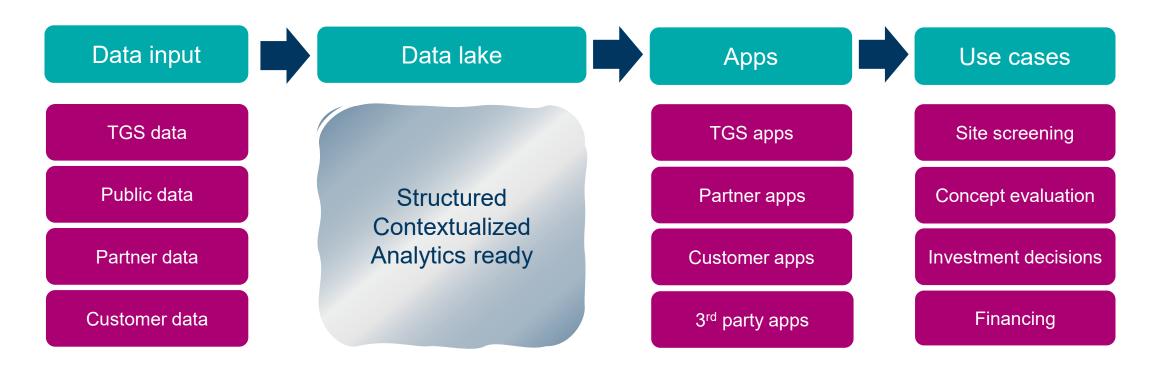
A group of wind parks



Wind turbines and power gridlines, Illinois, USA



## The NES Ecosystem – Our Delivery Platform



- An industry portal of comprehensive new energy data
- Supporting our client's digital transformation and energy transition goals
- E-commerce enables subscription services

#### A Path to Growth



#### **Organic Growth**

- Solid base for expanding data and insights solutions
- Recruitment of subject matter experts in renewables



#### **Partnerships**

 Building momentum with companies in all segments, including platform and application development



#### **Inorganic Growth**

- Identifying value add companies
- High potential to fast-track growth for Wind and Solar





## **Summary and Way Forward**



Existing subsurface product offering has significant potential to accelerate in growing new energy markets



Core strengths in combining data, AI and compute power enables fast development and commercialization of products and services



On track for organic growth, to be supplemented by partnerships and M&A





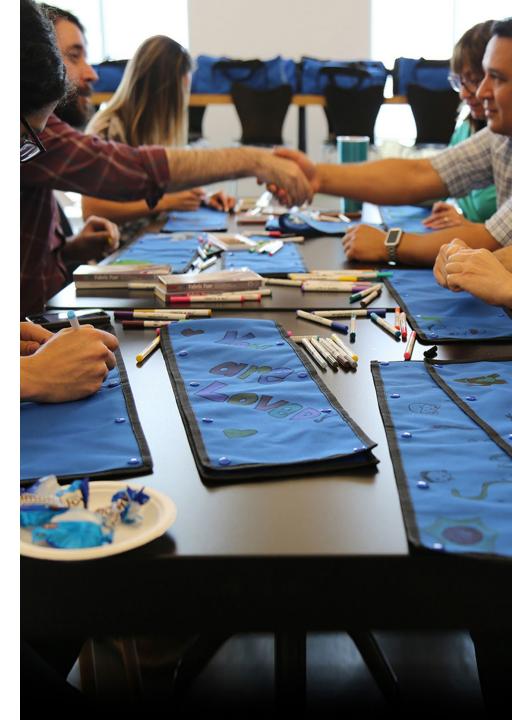
# **Sustainability Strategy**

Tanya Herwanger, EVP Staff & Support

## Helping to Shape a Sustainable Future



We believe it is our responsibility to help our customers, shareholders and communities in which we live and work to shape a sustainable energy future.

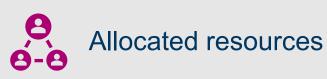


## What We have Accomplished



Set targeted goals

- Carbon Emissions
- Gender Diversity
- Employee Engagement
- Human Rights
- Supplier Management
- Integrating ESG in investment decisions



- Executive ownership & oversight
- New ESG function
- Senior Leader assigned
- Building a team



- Improved reporting & transparency
- Adopted carbon neutral solutions in our data centers
- Strengthened our supplier management
- Published our commitment to Human Rights
- Advocating for industry standards to measure & report emissions from field operations



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### What We Plan To Do



- Climate Change
- Diversity & Inclusion
- Health & Safety
- Reporting



- Work toward carbon neutrality by 2030 (scope 1 & 2)
- Expand our commitment to public initiatives
- Strengthen our policies and practices to deliver on commitments



- Incorporate emissions analysis into project investment decisions
- Drive the advancement of ESG standards in the seismic sector
- Track, report and promote environmental efficiencies in marine and land operations



### **Recognition & Momentum**

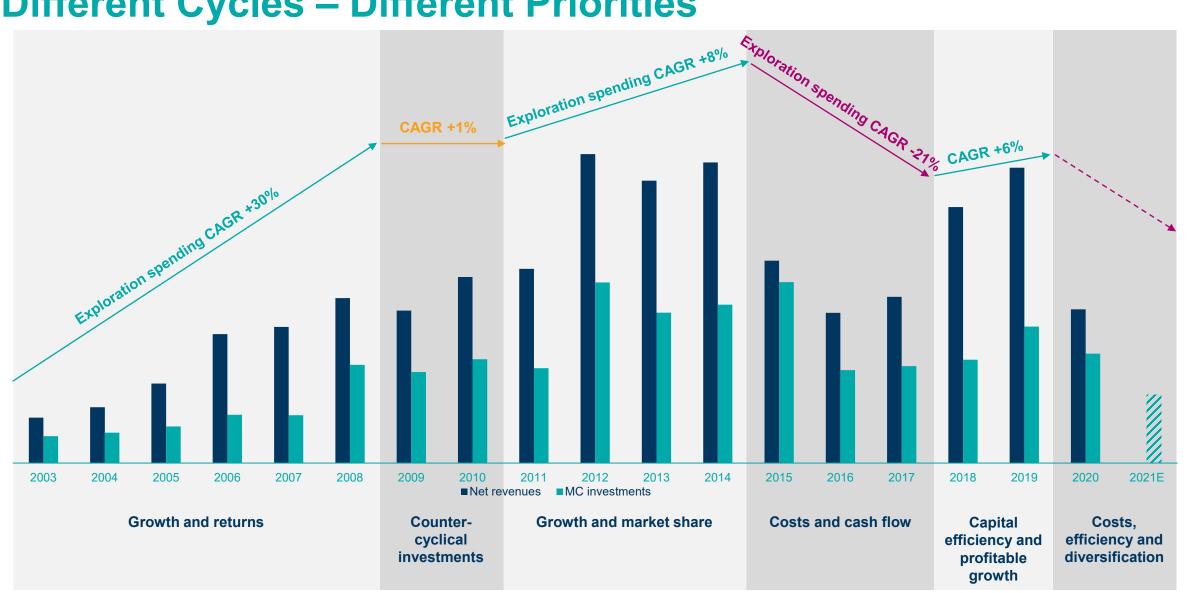


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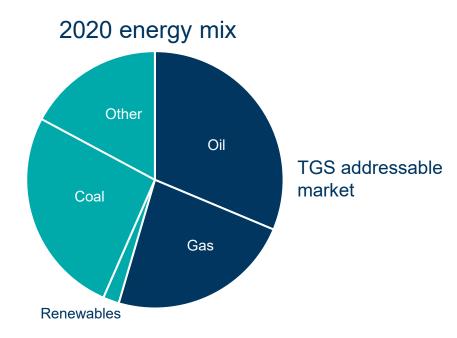
## Summary

CEO, Kristian Johansen

#### **Different Cycles – Different Priorities**



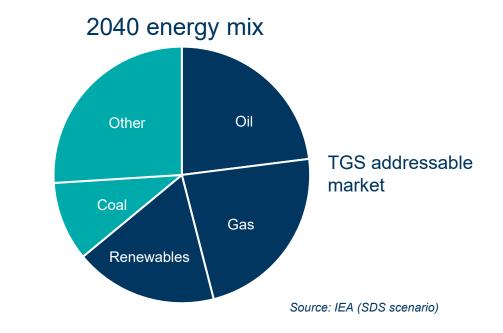
## What TGS May Look Like After 2030



#### TGS today:

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- World's leading subsurface data company
- Asset light and multi-client business model
- >95% of revenues from oil & gas
- Emissions (scope 1 & 2): 23.4 kilotons of CO2e
- New strategy launched February 2021



#### TGS Long-term ambition

- World's leading energy data company
- Asset light and multi-client business model
- Revenues reflecting overall energy mix
- Carbon neutral
- High portion of recurring revenues

# **Questions & Answers**

# Thank you



# Appendix

# Income Statement

(MUSD)		Q4 2020	Q4 2019	Change
Net operating revenues		142.9	218.8	-35%
Cost of goods sold		0.9	1.3	-27%
Personnel cost		7.8	25.3	-69%
Other operational costs		6.0	16.8	-64%
EBITDA	<b>90%</b>	128.1	175.5	-27%
Amortization of multi-client library		172.7	95.6	81%
Depreciation		4.0	10.3	-61%
Operating result	-34%	-48.5	69.6	-170%
Financial income		0.1	0.8	-87%
Financial expenses		-0.3	-0.6	-56%
Exchange gains/losses		-1.8	-1.7	8%
Result before taxes	-35%	-50.4	68.1	-174%
Tax cost	48%	-24.1	-3.6	578%
Net income	<b>-18%</b>	-26.3	71.7	-137%
EPS (USD)		-0.22	0.60	-137%
EPS fully diluted (USD)		-0.22	0.60	-137%





## **Balance Sheet**

Balance sheet	Q4 2020	Q4 2019	Change
Goodwill	288.4	292.0	-1%
Multi-client library	917.5	1,091.3	-16%
Deferred tax asset	113.5	33.2	242%
Other non-current assets	114.1	77.8	47%
Total non-current assets	1,433.5	1,494.3	-4%
Cash and cash equivalents	195.7	323.4	-39%
Other current assets	392.0	386.9	1%
Total current assets	587.7	710.3	-17%
TOTAL ASSETS	2,021.2	2,204.6	-8%
Total equity	1,249.6	1,545.8	-19%
Deferred taxes	29.0	40.4	-28%
Non-current liabilities	45.3	23.9	90%
Total non-current liabilities	74.3	64.3	16%
Taxes payable, withheld payroll tax, social security	2.9	42.5	-93%
Other current liabilities	694.4	552.0	26%
Total current liabilities	697.3	594.5	17%
TOTAL EQUITY AND LIABILITIES	2,021.2	2,204.6	-8%

IFRS



# **Reconciliation**

IFRS

#### Impact on Income Statement

(All amounts in USD 1,000s)	Q4 2020 As reported	Adjustments	Q4 2020 Segment
Net revenues	142,897	-22,575	120,322
Amortization and impairment of multi-client library	172,662	-5,141	167,521
Total operating expenses	191,373	-5,141	186,232
Taxes	-24,148	-5,776	-29,923
Net income	-26,288	-11,658	-37,946

#### Impact on Balance Sheet

	31-Dec-20		31-Dec-20
(All amounts in USD 1,000s)	As reported	Adjustments	Segment
Multi-client library	917,502	-293,650	623,852
Deferred tax asset	113,468	-58,120	55,348
Total non-current assets	1,433,475	-351,770	1,081,704
Accrued revenues	108,737	102,547	211,284
Total current assets	587,711	102,547	690,258
Equity	1,249,578	149,465	1,399,043
Deferred taxes	28,984	2,113	31,096
Total non-current liabilities	74,292	2,113	76,404
Accounts payable and debt to partners	140,078	58,514	198,592
Other current liabilities	551,804	-459,314	92,489
Total current liabilities	697,316	-400,800	296,516



# Multi-Client Library

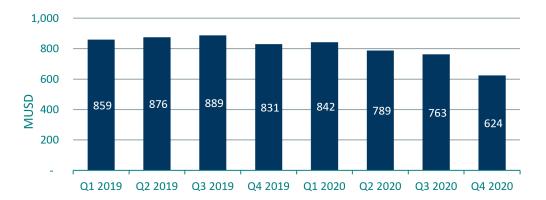
TGS/SPU Consolidated (Q1 2018 – Q4 2019)

#### Operational investments and prefunding ratio

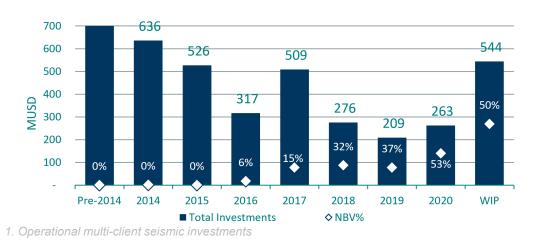


Q4 2020

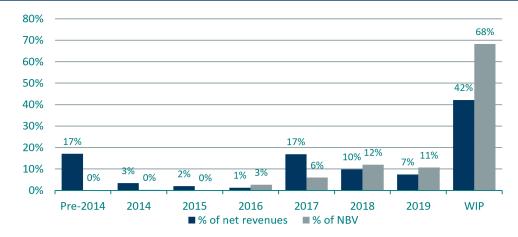
#### Net Book Value - Multi-Clien<u>t Library</u>



#### Investments and NBV by year of completion <sup>1)</sup>



Net Revenues and NBV by year of completion <sup>1)</sup> Q4 2020



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