



# Pareto Securities Oil & Offshore Conference

September 12-13, 2018

## Cautionary Statement

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- This presentation contains forward looking information
- Forward looking information is based on management assumptions and analyses
- Actual experience may differ, and those differences may be material
- Forward looking information is subject to significant uncertainties and risks as they relate to events and/or circumstances in the future
- This presentation must be read in conjunction with other financial statements and the disclosures therein

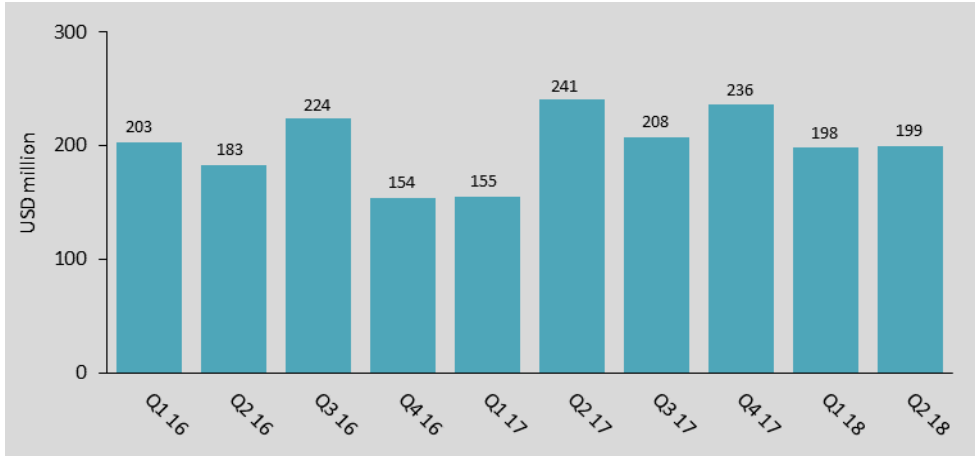
## Progressing as Planned to Be Cash Flow Positive After Debt Service



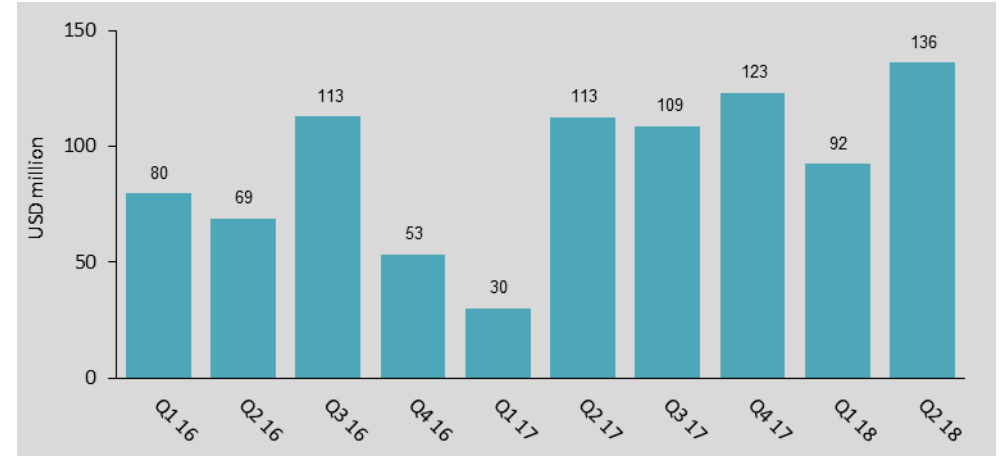
- Segment Revenues in 1H 2018 of USD 397.2 million
  - EBITDA of USD 228.4 million
- Solid MultiClient performance in 1H 2018:
  - Total Segment MultiClient revenues of USD 304.7 million
  - Late sales of USD 152.2 million, confirming strong sales trend
  - Pre-funding revenues of USD 152.5 million
  - Pre-funding level of 113%
- Q2 2018 recorded first positive EBIT in 2.5 years
- Marine contract market is improving, but still challenging
  - Value of bids and leads at highest level in more than three years

# Financial Summary

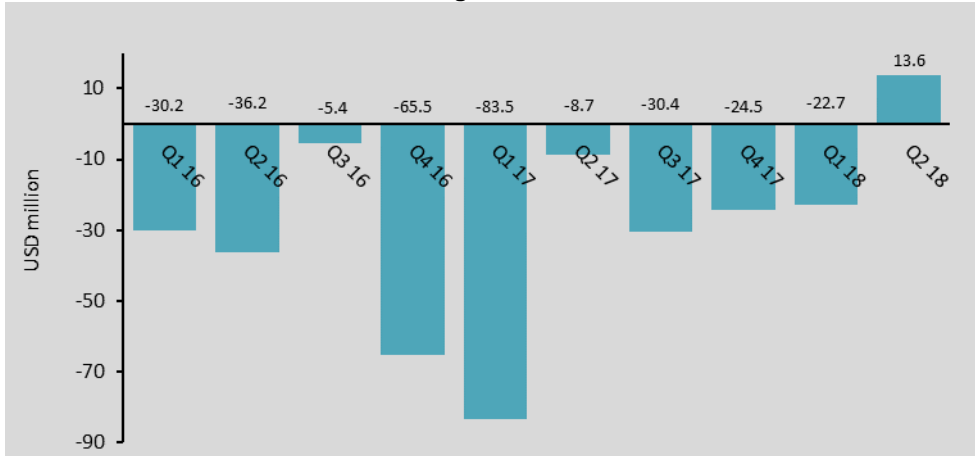
**Segment Revenues**



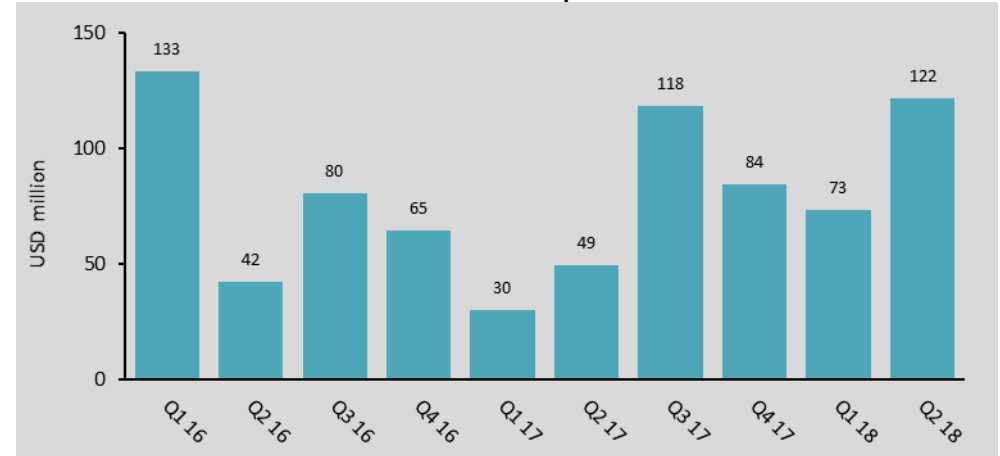
**Segment EBITDA\***



**Segment EBIT\*\***



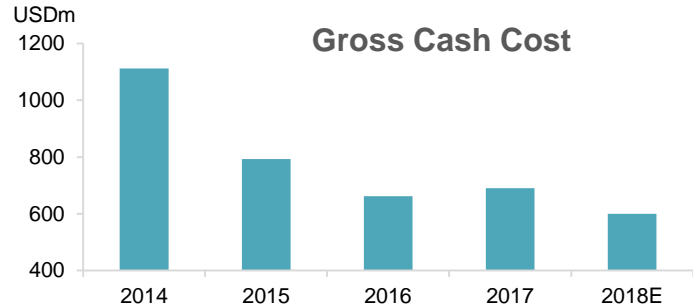
**Cash Flow from Operations**



\*EBITDA, when used by the Company, means EBIT excluding Other charges, impairment and loss/gain on sale of long-term assets and depreciation and amortization as defined in Note 15 of the Q2 and first half 2018 earnings release.

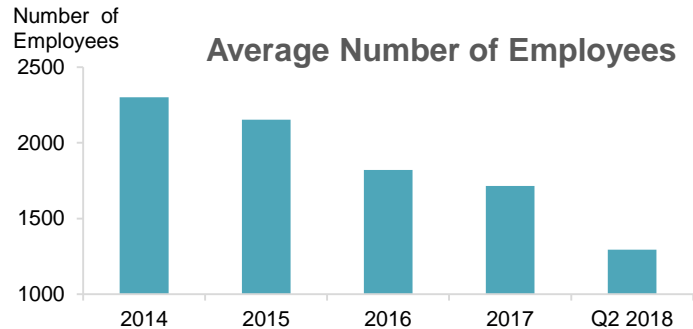
\*\*Excluding impairments and Other charges.

# Focus on Cash Flow

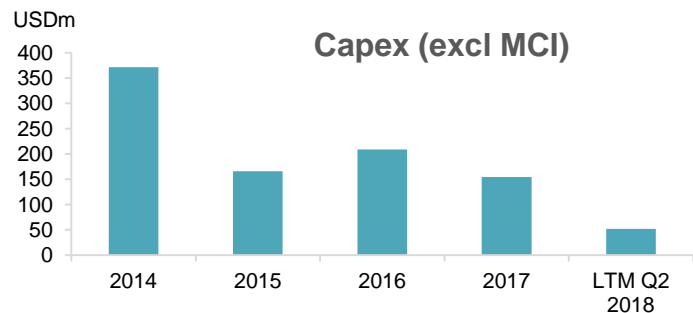


**Estimated  
2014-2018 Impact**

**46%** reduction

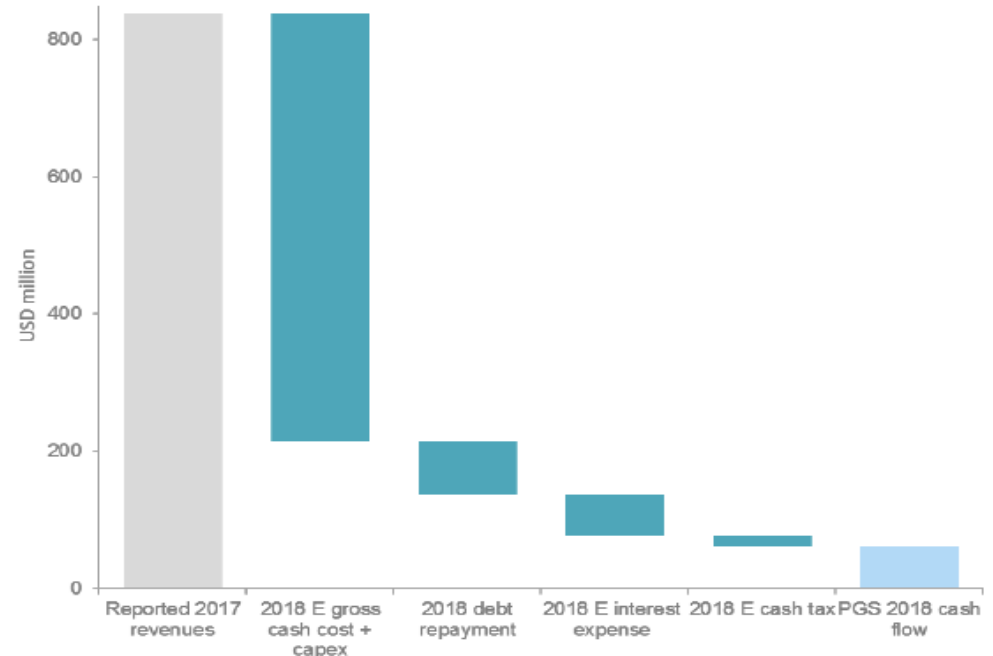


**45%** reduction



**86%** reduction

## Delivering Positive Cash Flow, post Debt Servicing in 2018 (in a Flat Market) \*



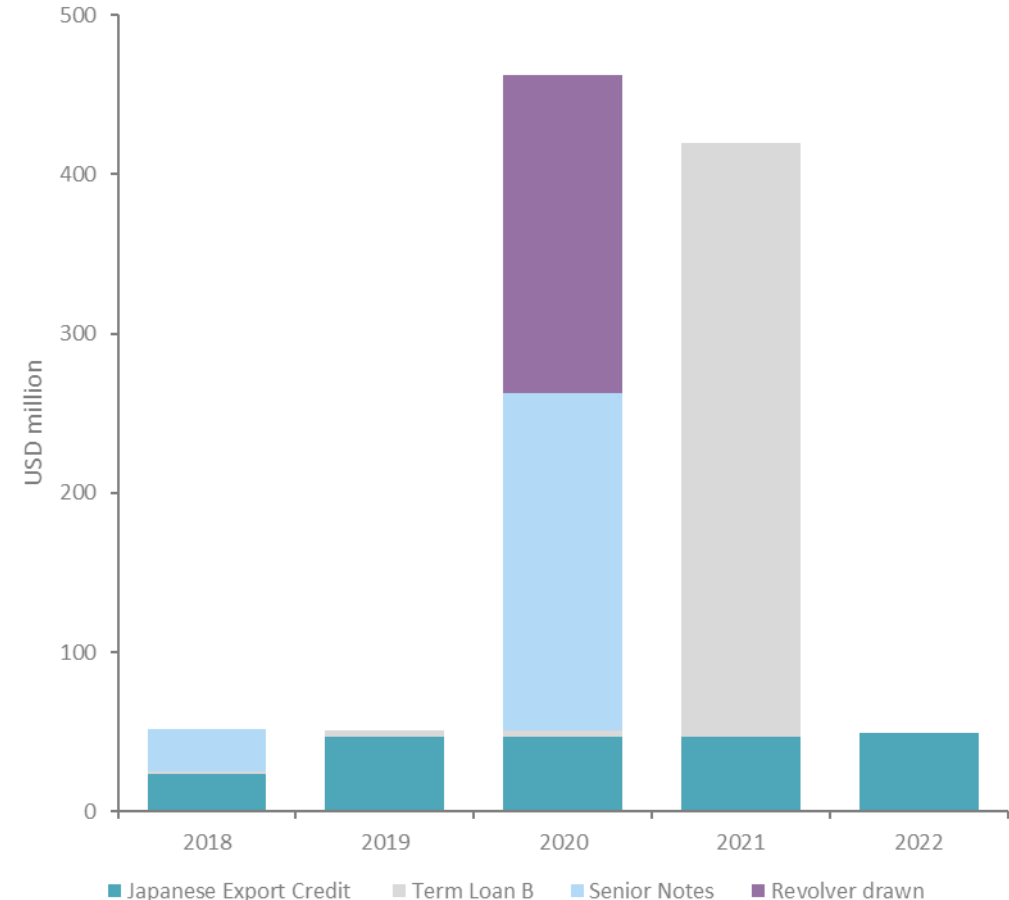
- Assuming flat revenues in 2018 vs 2017 PGS will generate positive cash flow after debt repayment
- 2018 debt repayments include USD 51 million of amortizing loans and USD 26 million final maturity of the 2018 Senior Note

# Summary of Debt and Drawing Facilities

## Debt and facilities as of June 30, 2018:

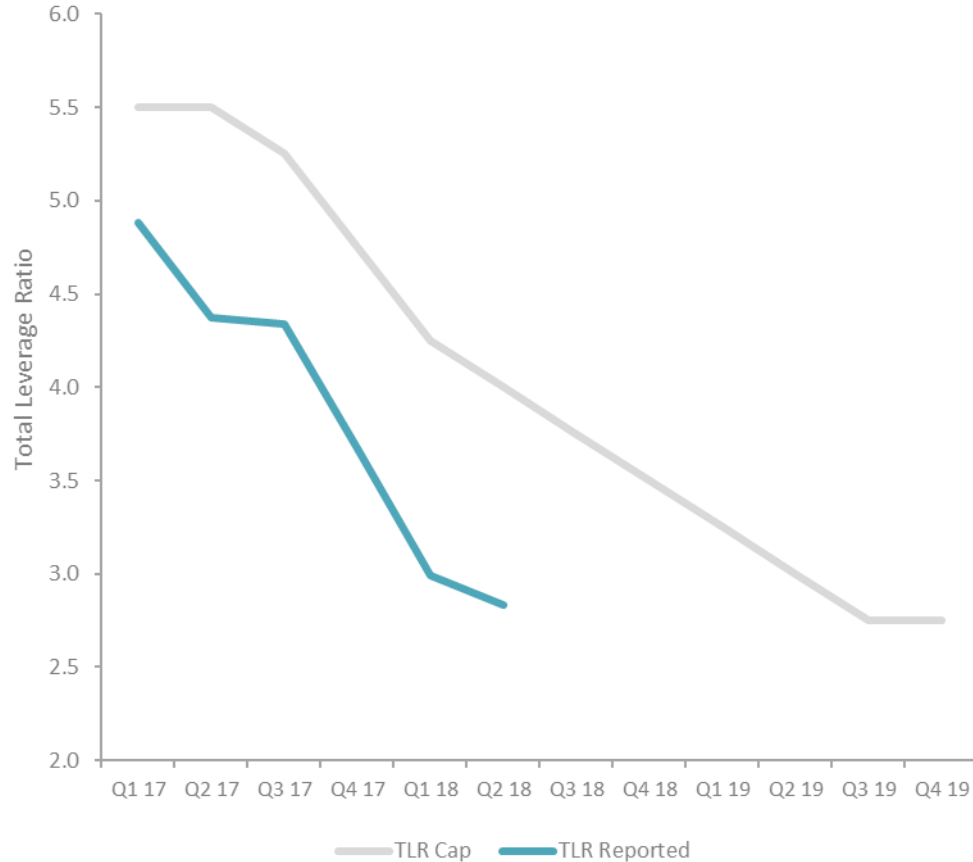
Long-term Credit Lines and Interest Bearing Debt	Nominal Amount	Total Credit Line	Financial Covenants
USD 400.0m TLB, due 2021 Libor (minimum 0.75%) + 250 bps	USD 383.0m		None, but incurrence test: total leverage ratio $\leq 3.00x^*$
Revolving credit facility ("RCF"), due 2020 Libor + margin of 325-625 bps (linked to TLR) + utilization fee	USD 200.0m	USD 400.0m**	Maintenance covenant: total leverage ratio 4.25x Q1-18, thereafter reduced by 0.25x each quarter to 2.75x by Q3-19
Japanese ECF, 12 year with semi-annual instalments. 50% fixed/ 50% floating interest rate	USD 392.9m		None, but incurrence test for loan 3&4: Total leverage ratio $\leq 3.00x^*$ and Interest coverage ratio $\geq 2.0x^*$
December 2020 Senior Notes, coupon of 7.375%	USD 212.0m		None, but incurrence test: Interest coverage ratio $\geq 2.0x^*$
December 2018 Senior Notes, coupon of 7.375%	USD 26.0m		None

## Debt maturity profile:



\*Carve out for drawings under ECF and RCF  
 \*\*Reducing to USD 350 million in September 2018.

## Good Headroom to Maintenance Covenant



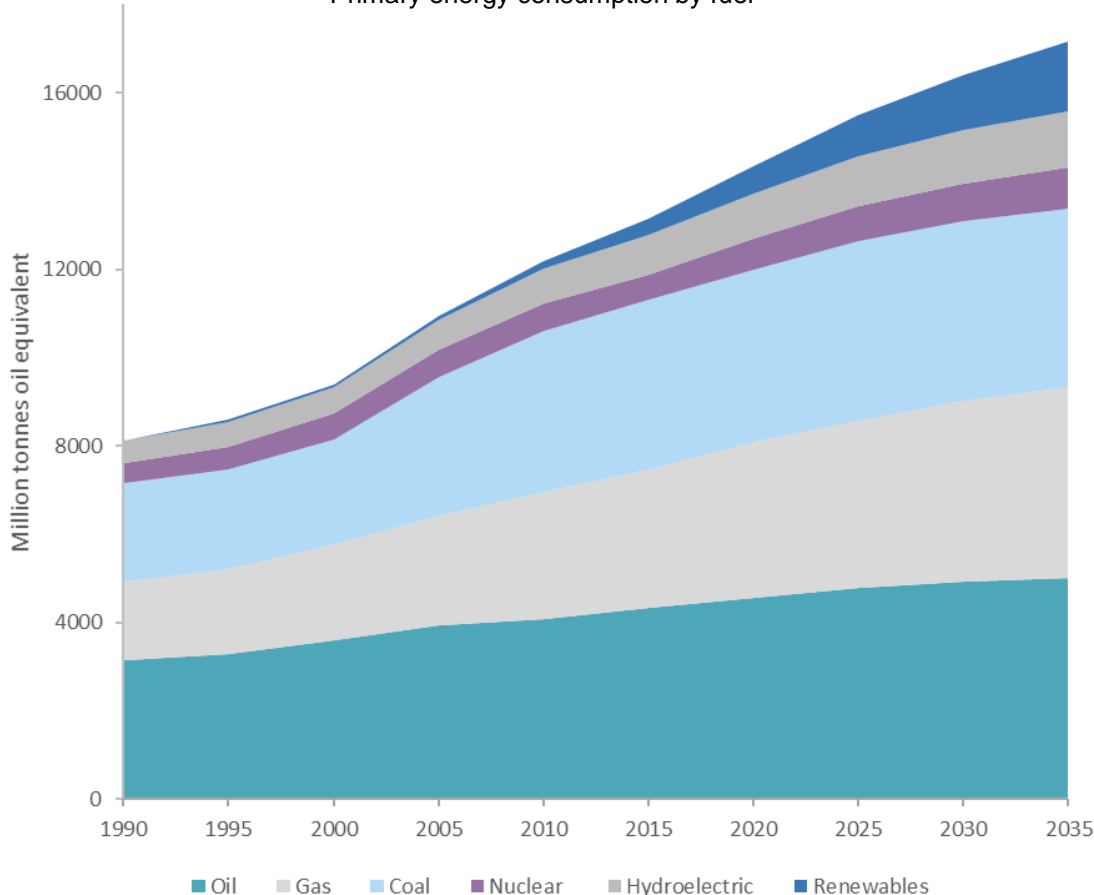
- Substantial reduction of Total Leverage Ratio (“TLR”) during 2017 and first half 2018
  - Significant headroom to required level
- TLR of 2.83:1 as of June 30, 2018, compared to 4.39:1 as of June 30, 2017
- Expect to be in compliance going forward

# Looking ahead: Energy Demand will Continue to Increase

## Oil Companies Need to Explore



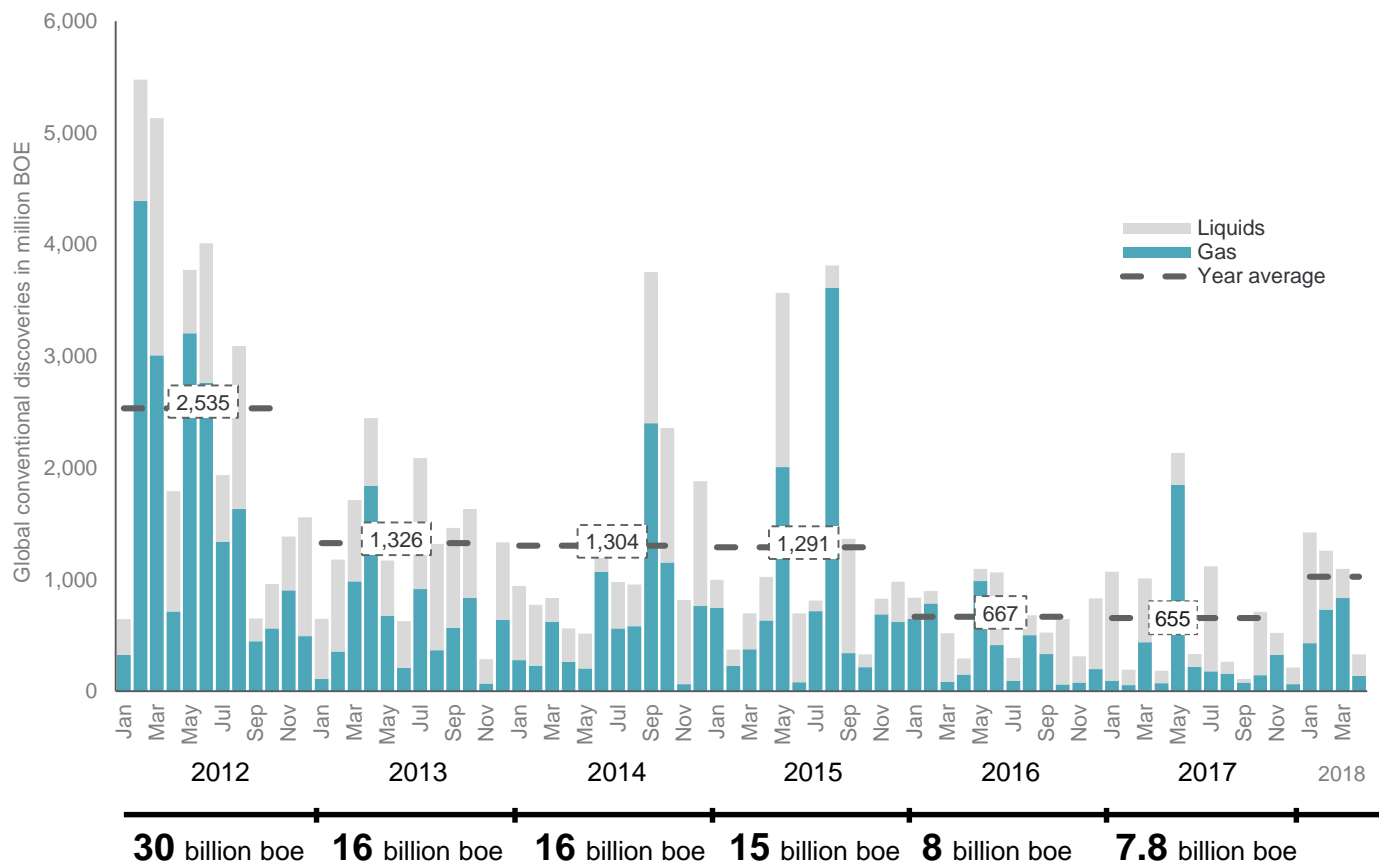
Primary energy consumption by fuel



- Energy demand continues to grow due to increased world GDP
  - Driven by emerging markets
  - Projected 1.3% annual growth to 2035
- Fossil fuels remain the dominant source of global energy supplies
- Decline rates from producing fields are significant
  - Increased shale production is not enough to compensate
  - Offshore exploration and production has to increase

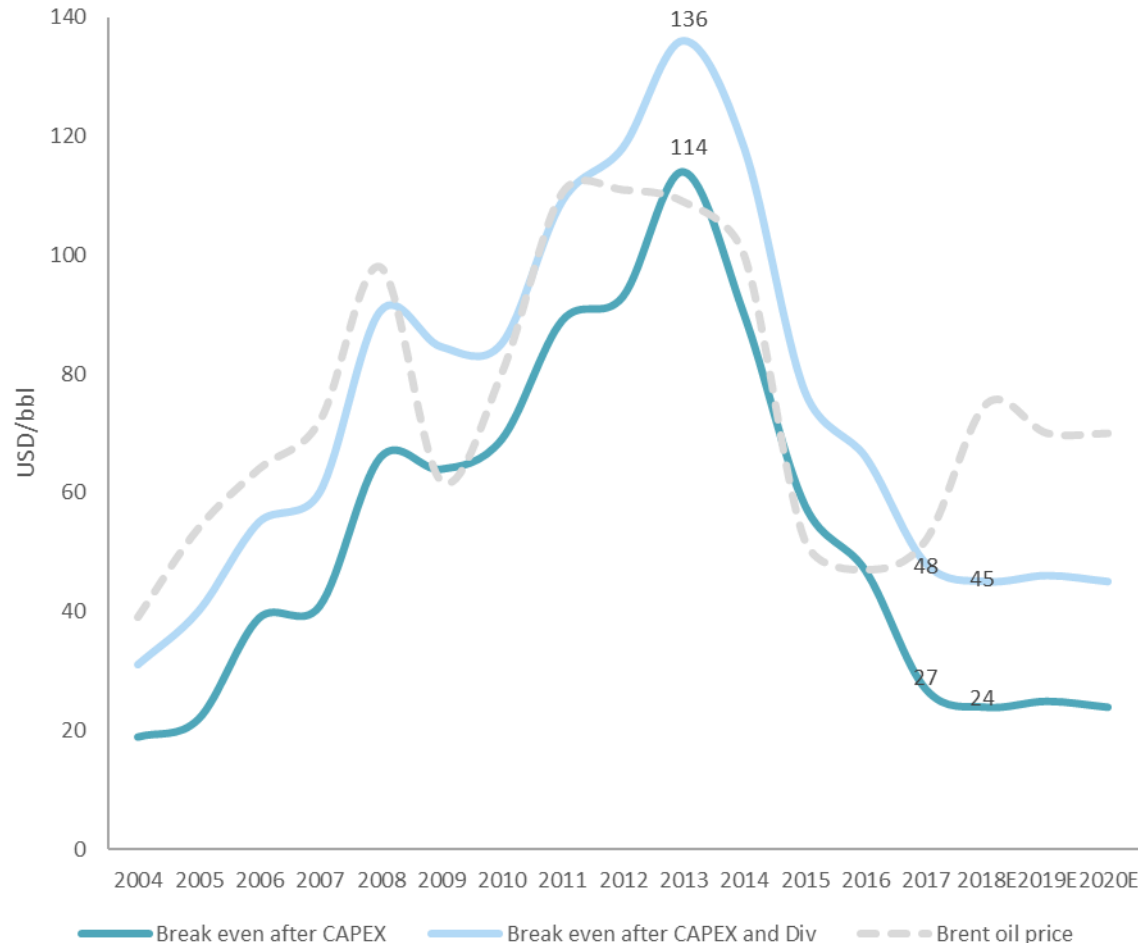


# 2017 - 2018: Discovery of Fossil Fuels Continues to Decline Fewer Discoveries Made – Those Found are Smaller than Before



- Discoveries just 7.8 billion boe in 2017 (vs. 30 billion boe in 2012)
  - The 2017-level is the lowest since 1947
- Exploration spending and drilling have been significantly reduced
- Oil discovery levels are in the Company's view unsustainable to meet future demand

# Integrated Oil Companies are Cash Flow Positive and Improving



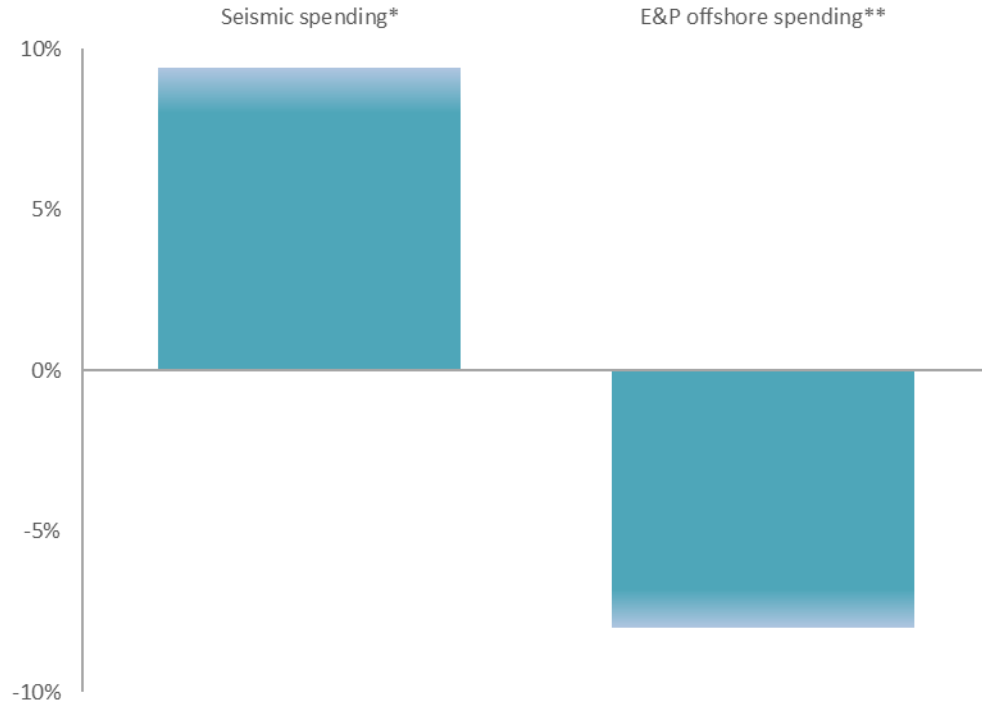
- Integrated oil companies became cash flow positive after capex and dividend in 2017
- With oil price above USD 50 per barrel they are generating significant cash flow
  - Brent Blend currently trading between USD 70-80 per barrel
- Integrated oil companies are well positioned to increase spending

# Market Overview

## Seismic – Historically Early Cycle Indicator



Change in 2017 vs. 2016



- Seismic spending increased by 9% in 2017 compared to 2016, while offshore spending declined by 8%
- Historically seismic has been an early cycle indicator

\* Seismic spending are actual revenues from PGS, CGG, WesternGeco, Polarcus, Spectrum and TGS.

\*\* According to IHS.

## Marine Seismic Market Outlook



- Higher oil price, improved cash flow among oil companies and an exceptionally low oil and gas discovery rate are expected to benefit marine 3D seismic market fundamentals
- Strong MultiClient sales trend over the last three quarters
- Marine contract market
  - Clear signs of improvement
  - High number of leads and bid opportunities, but low order book
  - Uncertainty remains regarding strength of market recovery

## Strategic Focus – Marine Seismic Market Leadership

- Market is trending towards more MultiClient and 4D
- Improved imaging of subsurface will be increasingly important for customers
- Premium data and service quality key as “easy oil” has been found
- Cost focus will always be important, our fleet provides efficiency benefits and superior technology



### A full service offering is the best way to take benefit of the market going forward

#### Business Model Flexibility

- Focusing on client needs
  - Flexible offering of MC and contract services or a combination
  - Tailored survey design and imaging

#### Meet Client Needs

- Meet needs on all aspects of marine seismic
  - 2D, 3D, 4D, reprocessing, processing, timing, survey design etc

#### Continued Technology Development

- Capacity for continued technology development to improve subsurface understanding
- Production seismic requires high resolution

#### Value Chain

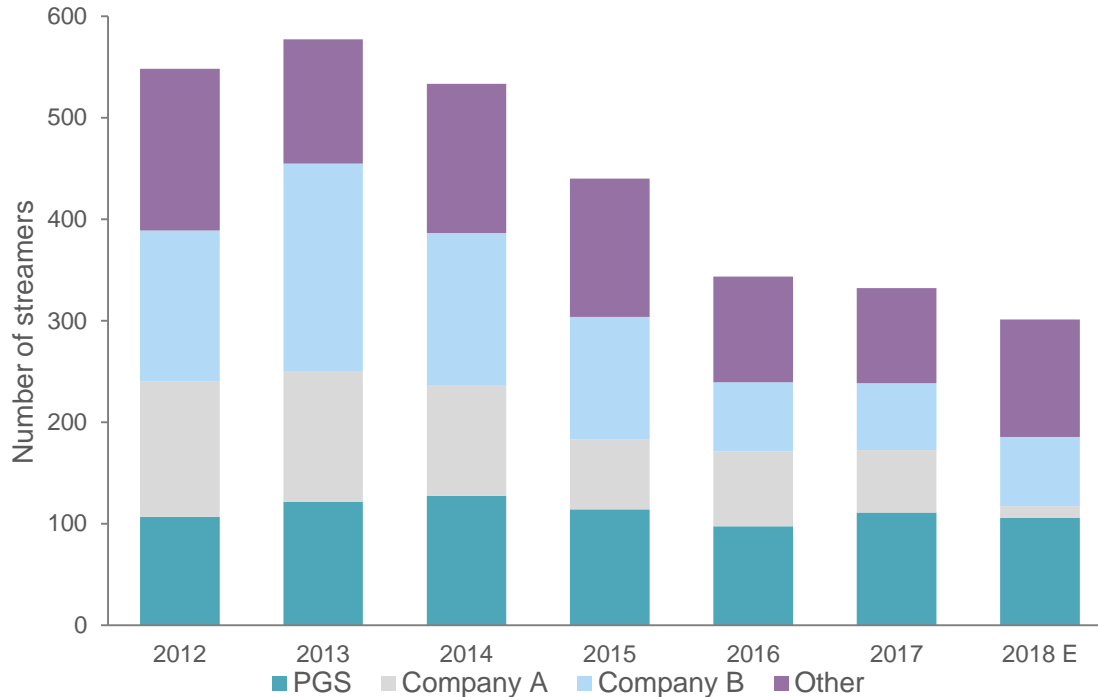
- Control all aspects of seismic value chain and offering

### Full Service Offering

Acquisition - MultiClient - Imaging Solutions - Interpretation - R&D

# PGS Fleet: A Differentiated Market Leader

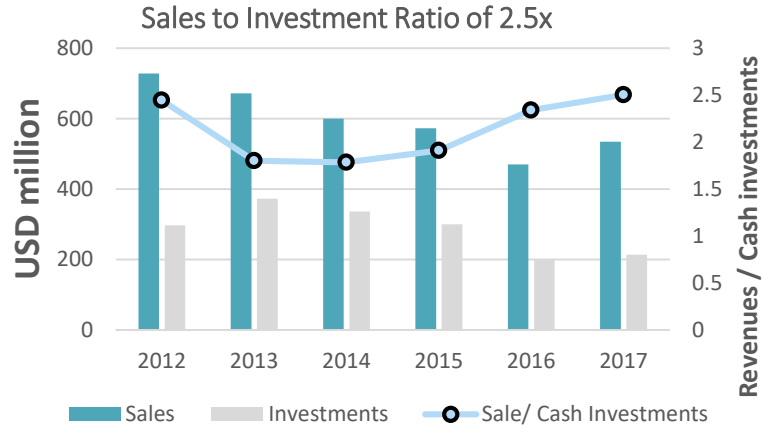
Active streamers by acquisition companies



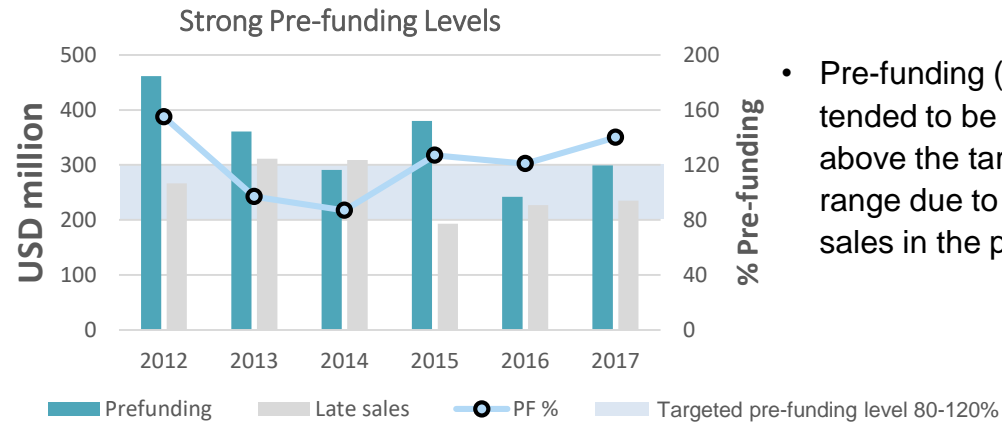
- A market leader with market share of ~35% in 2018
- The only fleet fully equipped with the latest technologies
  - Multicomponent streamers
  - Source steering
  - Streamer steering
  - 12+ streamer count
- Operates an active fleet of eight 3D vessels, of which two are used selectively
  - Address seasonal demand swings
  - On average, active vessel capacity in 2018 will be newer and more efficient than 2017

**Maintaining a strong market position**

# Robust MultiClient Operations



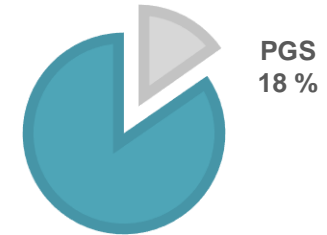
- 2017 MultiClient cash investments of USD 213.4 million with a pre-funding level of 140%



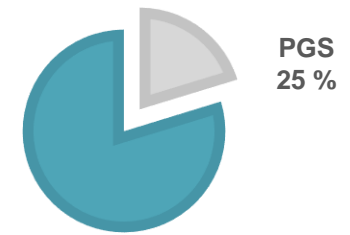
- Pre-funding (\*) has historically tended to be in the high end or above the targeted 80-120% range due to incremental sales in the processing phase

## A Leading MultiClient Library Generating Relatively High Revenues

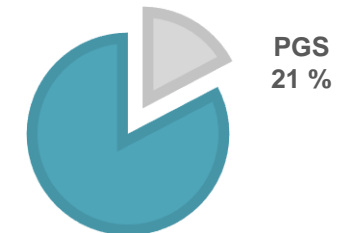
Peer Group (\*\*) Net Book Value



Peer Group (\*\*) Revenues



Peer Group (\*\*) Cash Investments

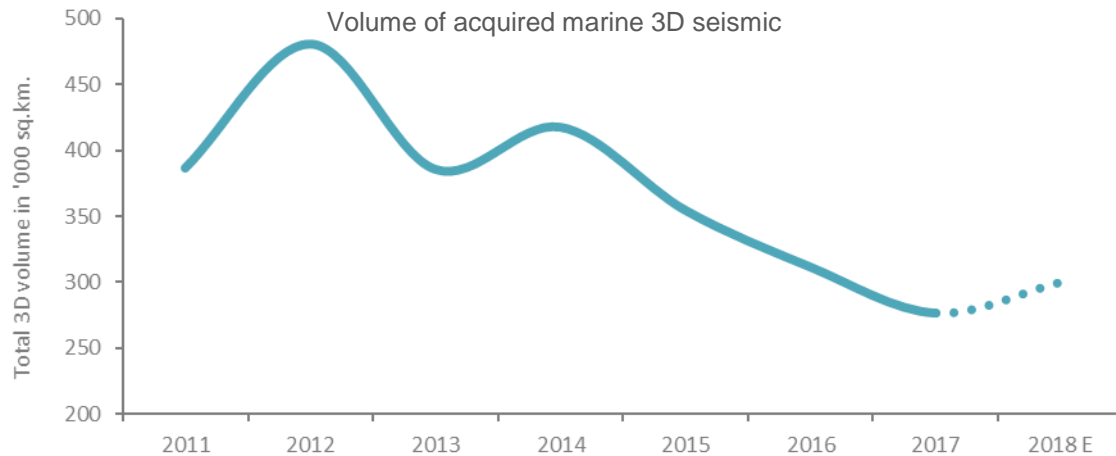
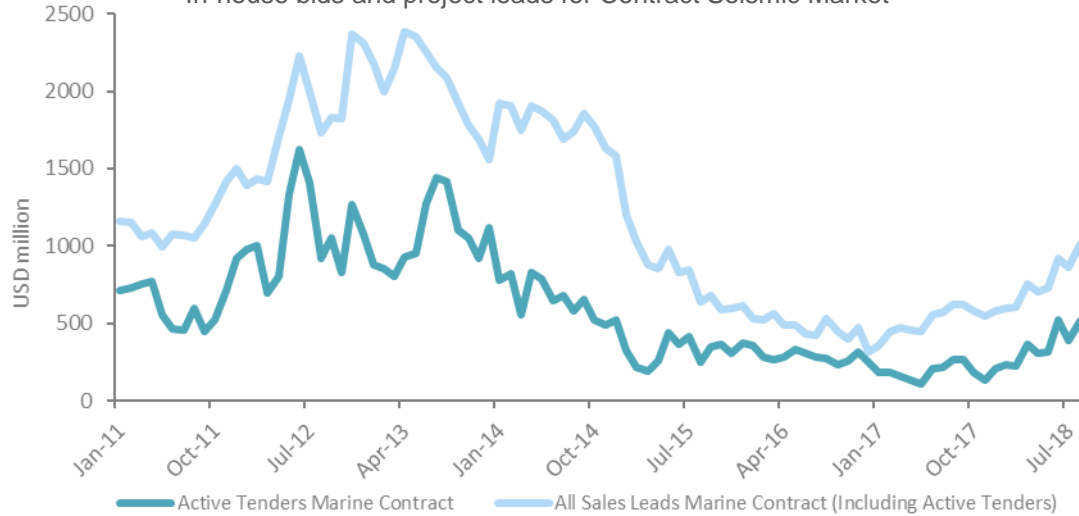


\* Calculated by dividing the MultiClient pre-funding revenues by the cash investment in MultiClient library.

\*\* Peer Group – WG, CGG and TGS.

# Seismic Market Activity

In-house bids and project leads for Contract Seismic Market\*

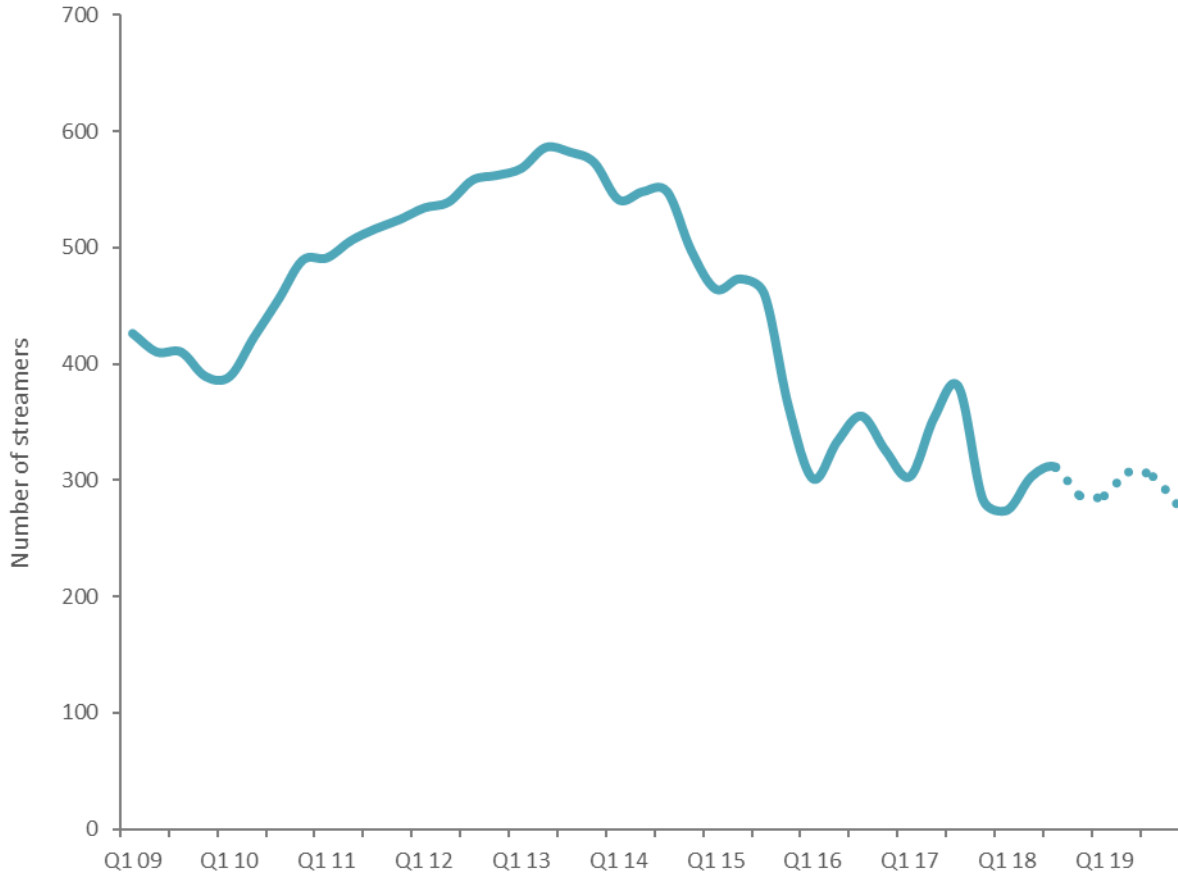


- Sales Leads and Active Tenders are at high levels compared to last three years
  - Some bids for 2019 Europe season out – significantly earlier than previous years
- Volume of acquired marine 3D seismic is expected to be somewhat higher in 2018 vs. 2017
  - Better vessel utilization likely to compensate for less active capacity

\*Internal estimates as of end August, 2018.



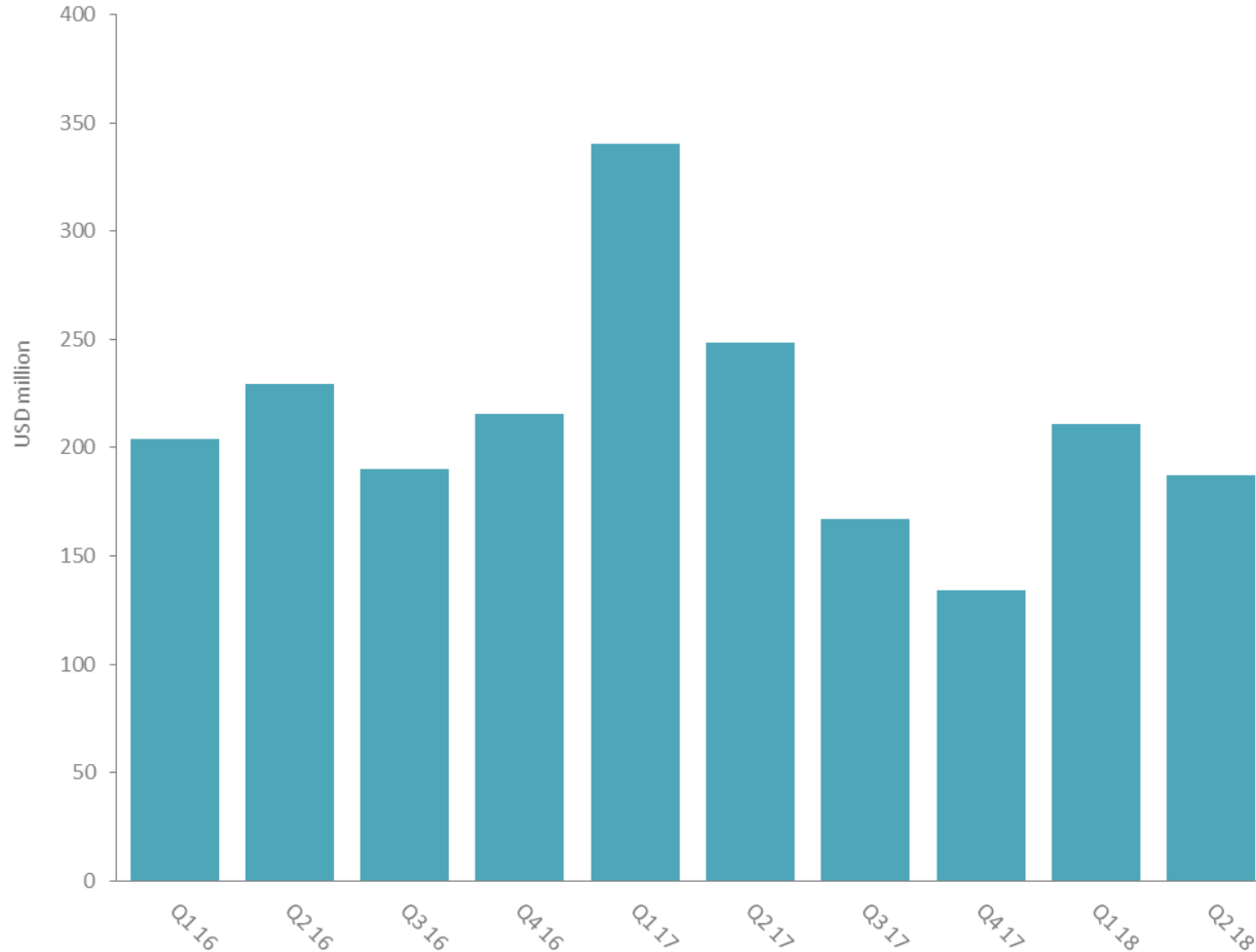
# Marine Seismic Supply



- Average streamer capacity in 2018 is close to 50% lower than 2013
- Flexible winter capacity causes supply swings
- Shearwater’s acquisition of Schlumberger’s seismic business likely to add limited capacity in 2019

**Limited excess supply in 2018**

# Order Book



- Order book of USD 187 million by end Q2 2018
- 3D vessel booking of 40 vessel months\*
  - Q3: 24 vessel months
  - Q4: 12 vessel months
  - Q1 2019: 4 vessel months
- Expect to achieve acceptable utilization in Q4
  - Focus on vessel utilization and profitability for the core fleet before flexible capacity is considered

\*As of August 28, 2018.

In Conclusion:

## On Track to be Cash Flow Positive after Debt Servicing



- Fully Integrated Marine Seismic Company focusing on quality, profitability and reliability
- Good MultiClient sales trend over the last three quarters
- Marine contract market is improving, but still challenging
- First positive EBIT in 2.5 years reported in Q2 2018
- Tight overall cost control remains a priority



# Thank You – Questions?

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