



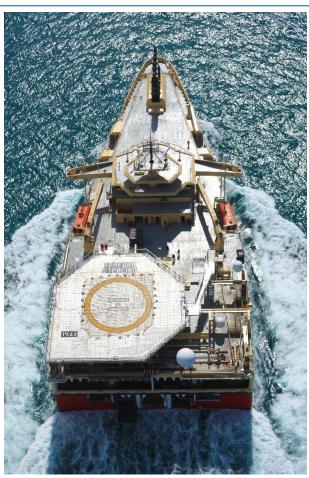


# **Cautionary Statement**

- 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



# **Q3 - MultiClient Projects Drive Revenues**



- MultiClient pre-funding revenues of USD 101.8 million in Q3 2017
  - Pre-funding level of 124%
  - Driven by GeoStreamer projects offshore Canada and in the North Sea
- Improved pricing for contract work offset by a challenging project in Asia Pacific
- EBITDA of USD 108.6 million
  - Cash flow from operations of USD 118.4 million
- Improved visibility for winter season
- Reorganizing, reducing capacity and improving flexibility for vessels and imaging in order to become cash flow positive in 2018 after debt servicing

### Reorganization:

# **Current Company Structure Established for Growth in 2010**



#### Marine Contract



# Marine market leadership

28%\* of 2016 revenues

Marine Contract delivers exclusive seismic surveys to oil and gas exploration and production companies

#### MultiClient



Diverse MultiClient library – Improving financial performance

62%\* of 2016 revenues

MultiClient initiates and manages seismic surveys which PGS acquires, processes, markets and sells to multiple customers on a non-exclusive basis

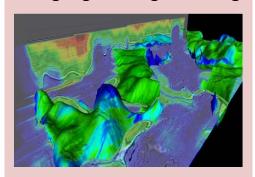
#### **Operations**



#### Productivity leadership

Operations supports Marine Contract and MultiClient with vessel resources and manages fleet renewal strategies

#### Imaging & Engineering



Technology differentiation – Rapidly becoming at par with industry best

9%\* of 2016 revenues

Imaging and Engineering processes seismic data acquired by PGS for its MultiClient library and for external clients on contract and manages research and development activities

\*Remaining 1% relates to Other revenues.

## **New Company Structure:**

# **Centralize – Simplify – Streamline Into Two Business Areas**



# Sales & Services

#### Sales

MultiClient, Contract and Imaging

#### **New Ventures**

Building new MultiClient programs and strategic positioning in new basins

#### **Imaging**

Streamlined and effective Imaging organization

# Operations & Technology

**Project Planning & Bidding** 

Servicing MultiClient & Contract sales

#### **Project Delivery**

One project execution team

#### **Seismic Acquisition & Support**

Continue efficiency improvements

Geoscience & Engineering
Differentiating technology development

- A smaller and more flexible organization to improve profitability and cash flow
- Increasing focus on sales from all product lines
- Streamlining process for handling bids
- Improving project execution
- More effective Imaging organization

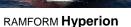
#### Maintaining PGS' competitive advantages

### Reorganization:

# **Improving Fleet Flexibility**









RAMFORM **Tethys** 



**RAMFORM Atlas** 



RAMFORM Titan



RAMFORM **Sterling** 



RAMFORM **Sovereign** 



**PGS Apollo** 



SANCO Swift

- PGS intends to operate a fleet of eight 3D vessels, of which two will be used selectively
  - Address seasonal difference in demand
- Adjusting the cost base of the Company to six vessels
  - Flexibility to operate up to 8 vessels using a combination of regular and temporary crew
- Six cold-stacked\* 3D vessels
  - Well positioned to take advantage of a market recovery

# Effects from Reorganizing:

# Reducing Cost and Improving Flexibility for Vessels and Imaging





2018 gross cash cost expected to be below <u>USD 600 million</u> Gross cash cost reduction of at least <u>USD 100 million</u> from 2017:

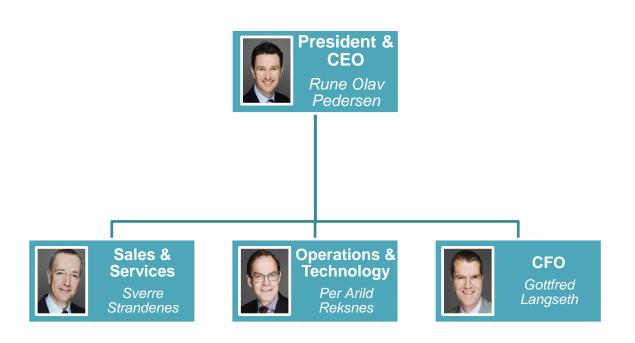
- Centralizing, simplifying and streamlining the organization
- Closing smaller offices without strategic importance
- Improving fleet flexibility
- Centralizing and reducing imaging capacity
- Renegotiating with suppliers
- Other initiatives
- Near-term revenue generating capacity practically unchanged from full year 2017
- Strong focus on keeping CAPEX at minimum levels
- Restructuring cost estimated to approximately USD 40-50 million and expected to be recorded mainly in Q4

Cash flow positive after debt servicing assuming 2018 market flat vs. 2017

# Reorganization:

# PGS

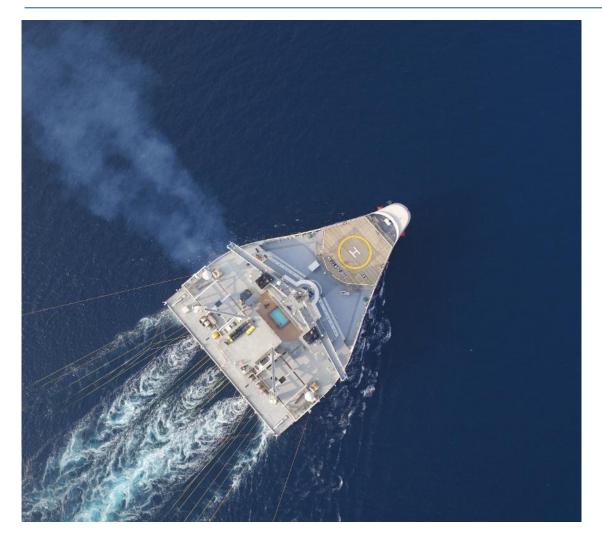
# Preserving Revenue Capacity, Reducing Costs, Improving Flexibility



- A smaller, and more flexible organization with a cost structure to improve profitability and cash flow
  - More project and customer oriented
- Continues to build on the MultiClient success, while maintaining ability to take advantage of a contract market recovery
- 2018 streamer capacity in line with active streamer capacity in 2017



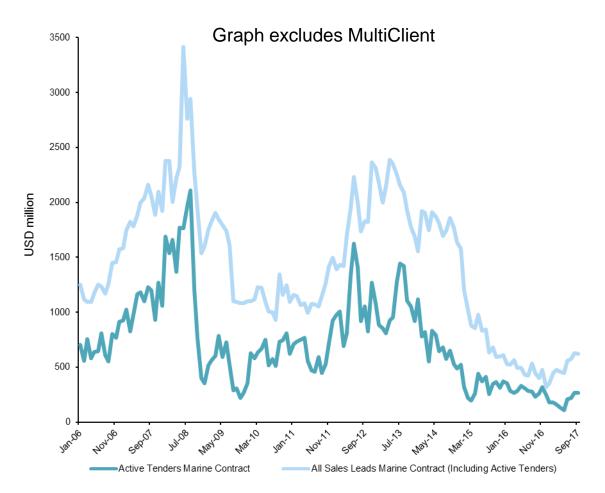




- Improved cash flow among oil companies combined with limitations on streamer availability will benefit seismic market fundamentals longer-term
- Continued risk related to timing of a market recovery
- Increased seasonal variations as geographic areas of operations for winter activity have shrunk, while North Atlantic summer season activity is more resilient

# **Marine Contract Market Activity**





- Encouraging contract leads development
- Seismic demand primarily driven by:
  - Positioning for strategically important license rounds
  - Seismic commitments in E&P licenses
  - Significant increase in production seismic, especially in North Sea, West Africa and Brazil

# **Marine Seismic Supply**





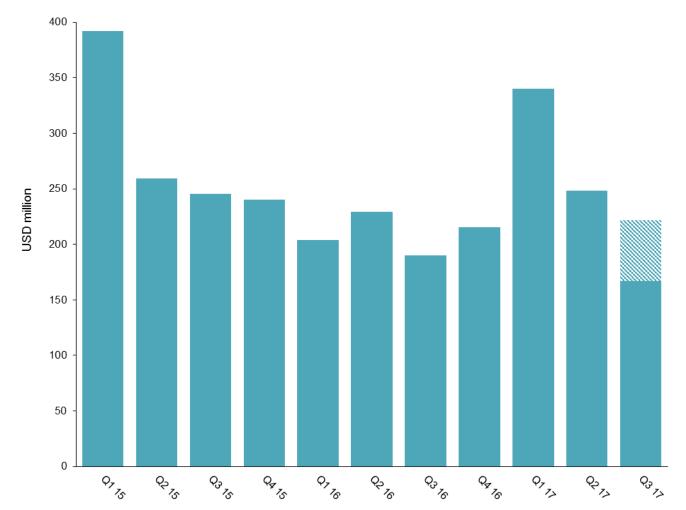
- Average streamer capacity in 2017 is approximately 40% lower than average streamer capacity in 2013
- 2017/2018 winter season capacity expected to be reduced by approximately 10% vs. 2017 summer season

Low industry maintenance capex cause global streamer pool to shrink

Source: PGS internal estimates.



#### **Order Book**



- Order book of USD 167 million by end Q3 2017
- Secured USD ~55 million of work in October
- Vessel booking based on eight vessels\*
  - ~70% booked for Q4 2017
  - ~40% booked for Q1 2018
  - ~10% booked for Q2 2018
- Expect to book six vessels for all of Q1 2018
  - Remaining two vessels will be used selectively

<sup>\*</sup>As of October 23, 2017 based on 8 vessels and excluding cold-stacked vessels.



# Settled ISS Dispute - Positive Liquidity Effect of Approximately USD 55 Million

- In November PGS entered into an agreement with the tax authorities in Rio de Janeiro to settle all ongoing disputes related to Municipal Service Tax ("ISS") on licensing of MultiClient data
- Settlement made possible by new regulations for ISS from the Municipality of Rio de Janeiro relating to licensing of MultiClient data
- Total PGS cash exposure as of end Q3 2017 was USD 146.7 million
- PGS receives approximately USD 55 million of amounts on legal deposit (USD 72.2 million book value at 30 September)
  - Significant positive liquidity effect
  - Loss, since less than the full book value of restricted cash is recovered, is expected to be reported in Q4 under Other Charges
- New regulation increases transparency and requires 2% ISS to be paid on MultiClient licensing



# **Consolidated Statements of Cash Flows Summary**

	Q3	Q3
USD million	2017	2016
Cash provided by operating activities	118.4	80.4
Investment in MultiClient library	(82.0)	(63.0)
Capital expenditures	(9.3)	(10.9)
Other investing activities	(8.7)	(2.4)
Net cash flow before financing activities	18.4	4.1
Financing activities	(47.6)	23.4
Net increase (decr.) in cash and cash equiv.	(29.1)	27.6
Cash and cash equiv. at beginning of period	53.3	49.7
Cash and cash equiv. at end of period	24.2	77.3

Nine months	Nine months
2017	2016
197.8	256.2
(159.4)	(153.1)
(134.0)	(192.3)
9.1	(102.6)
(86.5)	(191.8)
48.9	187.4
(37.5)	(4.3)
61.7	81.6
24.2	77.3

Full year
2016
320.9
(201.0)
(218.2)
(109.5)
(207.8)
187.9
(19.9)
81.6
61.7

- Cash flow from operating activities of USD 118.4 million in Q3 2017
  - Reduction of working capital from receiving payments from sales made in the second half of the previous quarter
- Financing activities include a USD 25 million reduction of drawing on the Revolving Credit Facility as well as USD 13.2 million of scheduled repayments on Export Credit Facility loans



# **Balance Sheet Key Numbers**

	September 30	September 30
USD million	2017	2016
Total assets	2,644.3	2,988.5
MultiClient Library	566.1	682.1
Shareholders' equity	1,077.1	1,285.7
Cash and cash equivalents (unrestricted)	24.2	77.3
Restricted cash	114.7	100.2
Liquidity reserve	224.2	417.3
Gross interest bearing debt	1,252.1	1,386.1
Net interest bearing debt	1,113.2	1,208.6

December 31
2016
2,817.0
647.7
1,359.4
61.7
101.0
271.7
1,191.4
1,029.7

- Liquidity reserve of USD 224.2 million
- Total leverage ratio of 4.32:1 as of September 30, 2017, compared to 4.39:1 as of June 30, 2017
- Shareholders' equity at 41% of total assets





Long-term Credit Lines and Interest Bearing Debt	Nominal Amount as of September 30, 2017	Total Credit Line	Financial Covenants
USD 400.0 million Term Loan ("TLB"), Libor (minimum 0.75%) + 250 basis points, due 2021	USD 386.0 million		None, but incurrence test: total leverage ratio ≤ 3.00x*
Revolving credit facility ("RCF"), due 2020 Libor + margin of 325-625 bps (linked to TLR) + utilization fee	USD 200.0 million	USD 400.0** million	Maintenance covenant: total leverage ratio 5.25x Q3-17, 4.75x Q4-17, 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 428.1 million		None, but incurrence test for loan 3&4: Total leverage ratio ≤ 3.00x* and Interest coverage ratio ≥ 2.0x*
December 2020 Senior Notes, coupon of 7.375%	USD 212.0 million		None, but incurrence test: Interest coverage ratio ≥ 2.0x*
December 2018 Senior Notes, coupon of 7.375%	USD 26.0 million		None

<sup>\*</sup>Carve out for drawings under ECF and RCF

<sup>\*\*</sup>Reducing to USD 350 million in September 2018.

#### In Conclusion:

# Solid MultiClient Performance - Improving PGS Competitive Position





- Solid MultiClient pre-funding revenues with a high prefunding level
- Strong order intake in October improves visibility for winter season
  - Competitive contract bidding environment
- Encouraging bid pipeline for 2018
- In process of reorganizing, reducing capacity and improving flexibility for vessels and imaging to achieve:
  - 2018 gross cash cost reduction of at least USD 100 million
  - Cash flow positive after debt servicing assuming 2018 market flat vs. 2017



