



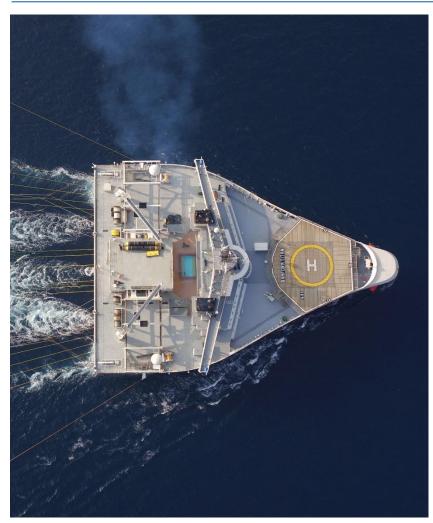


# **Cautionary Statement**

- This presentation contains forward looking information
- Forward looking information is based on management assumptions and analysis
- 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 the press release for the first quarter and preliminary full year 2018 results and the disclosures therein
- Petroleum Geo-Services ASA and its subsidiaries ("PGS" or "the Company") has implemented the new
  revenue recognition standard, IFRS 15, as the Company's external financial reporting method. This change
  impacts the timing of revenue recognition for MultiClient pre-funding revenues and related amortization. PGS
  will for internal management purposes continue to use the revenue recognition principles applied in previous
  periods, which are based on percentage of completion, and use this for numbers disclosed as Segment
  Reporting. See Note 15 of the Q1 2018 earnings release for definitions of terms. See Note 16 of the Q1 2018
  earnings release for a description of the change in revenue recognition resulting from the implementation of
  IFRS 15. PGS will not restate prior periods



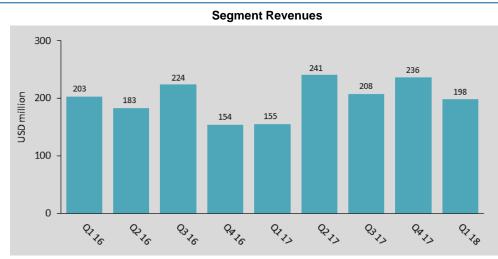
# A Good Start for Achieving Positive 2018 Cash Flow

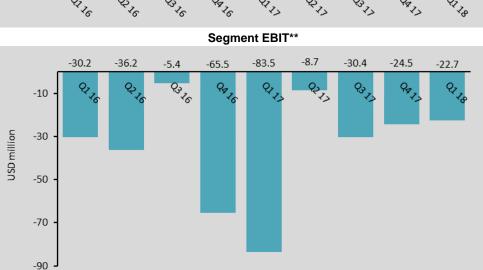


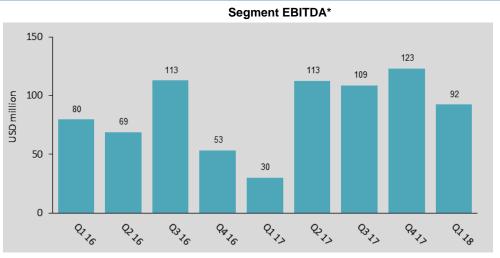
- Segment Revenues of USD 197.8 million, ahead of plan
  - EBITDA USD 92.3 million
- Strong Segment MultiClient performance:
  - Total MultiClient revenues of USD 142.0 million
  - Strong late sales of USD 83.5 million
  - Sales-to-investment of 2.6 times
  - Pre-funding level of 109%
- Marine contract market still challenging with a weak winter season
- Total Leverage Ratio below 3.0:1
- First quarter operating under the new organizational structure
- 2018 gross cash cost estimate adjusted upwards to reflect higher activity, FX changes and higher fuel prices

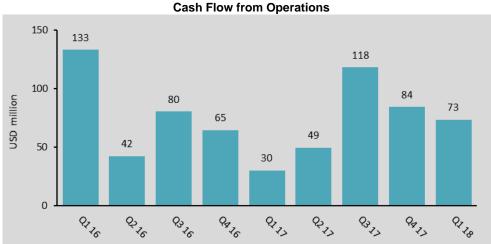










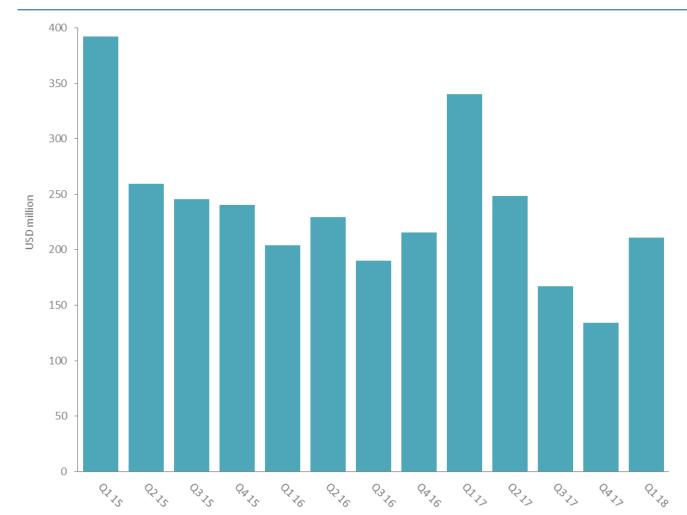


<sup>\*</sup>EBITDA, when used by the Company, means EBIT excluding Other charges, impairment and loss/gain on sale of long-term assets and depreciation and amortization as defined in Note 15 of the Q1 2018 earnings release.

<sup>\*\*</sup>Excluding impairments and Other charges.

# **Order Book**





- Order book of USD 211 million by end Q1 2018
- 3D vessel booking for 2018 of 45 vessel months\*
  - Q2: 24 vessel months
  - Q3: 19 vessel months
  - Q4: 2 vessel months
- Plan to operate eight vessels during summer season -Ramform Sovereign mobilized early March

\*As of April 20, 2018.







# **Segment Reporting and IFRS 15**

- Following the Company's reorganization with effect from Q1 2018, PGS now has only one operating segment. Because the previous segments, Marine Contract and MultiClient, satisfied the aggregation criteria under IFRS 8 operating segments, this change in segments does not result in a change to the segment reporting for previous periods
- Following the implementation of the new accounting standard for revenues, IFRS 15, MultiClient pre-funding
  revenues are no longer recognized under the previously applied percentage of completion method. Instead,
  all such revenues are recognized at delivery of the final processed data, which is typically significantly later
  than the acquisition of the seismic data
- PGS management has, for the purpose of its internal reporting, continued to report according to the
  principle applied in 2017 and earlier years, where MultiClient pre-funding revenue is recognized on a
  percentage of completion basis, and the related amortization of MultiClient library based upon the ratio of
  aggregate capitalized survey cost to forecasted sales. Reference is made to Note 16 of the Q1 2018
  earnings release for further information
- The quarterly numbers in this presentation relates to both As Reported in accordance with IFRS and Segment Reporting unless otherwise stated



# **Consolidated Key Financial Figures**

	Q1	Q1	Full year
USD million (except per share data)	2018	2017	2017
As Reported under IFRS 15			
Revenues	201.3	154.1	838.8
EBIT as reported	(7.3)	(93.7)	(242.0)
Net financial items	(22.3)	(9.3)	(84.5)
Income (loss) before income tax expense	(29.6)	(103.0)	(316.5)
Income tax expense	(10.4)	(3.5)	(55.2)
Net income (loss) to equity holders	(40.0)	(106.5)	(368.5)
Basic earnings per share (\$ per share)	(\$0.12)	(\$0.32)	(\$0.97)
Net cash provided by operating activities	73.4	30.0	427.2
Cash Investment in MultiClient library	53.7	33.6	213.4
Capital expenditures (whether paid or not)	4.0	101.6	131.1
Total assets	2,501.9	2,824.3	2,501.9
Cash and cash equivalents	38.4	38.8	38.4
Net interest bearing debt	1,150.9	1,093.2	1,150.9
Segment Reporting*			
Segment revenues	197.8	154.8	838.8
Segment EBITDA	92.3	30.1	374.1
Segment EBIT	(22.7)	(83.5)	(147.1)

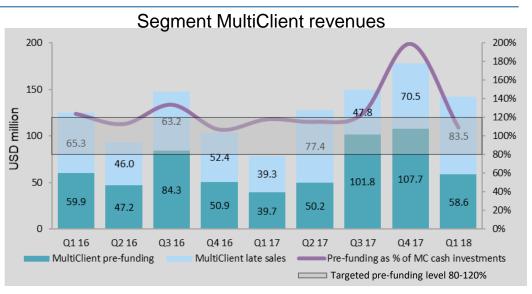
<sup>\*</sup> For definition of Segment Reporting numbers see Note 14 of the unaudited first quarter 2018 results, released on April 26, 2018.

The accompanying unaudited financial information has been prepared under IFRS. This information should be read in conjunction with the unaudited first quarter 2017 results, released on April 26, 2018.



# **Q1 2018 Operational Highlights**

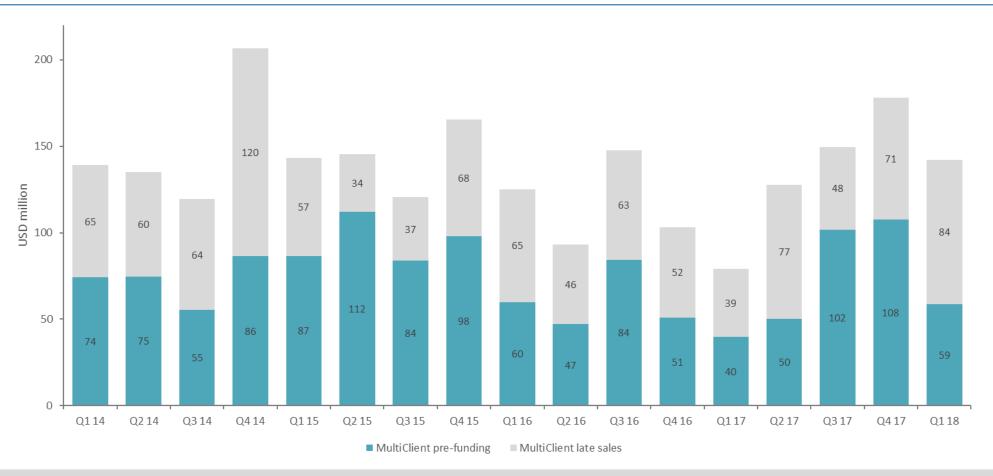




- Total Segment MultiClient revenues of USD 142.0 million, driven by higher MultiClient activity
  - Pre-funding revenues of USD 58.6 million
  - Pre-funding level of 109% on USD 53.7 million of MultiClient cash investment
  - Late sales revenues of USD 83.5 million
- Marine contract revenues of USD 44.5 million



# **Strong MultiClient Late Sales**

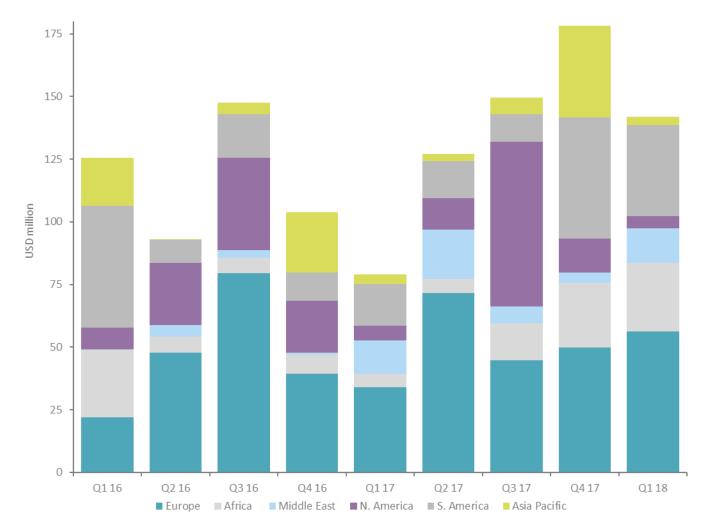


Strongest MultiClient late sales revenues since Q4 2014

# Pre-funding and Late Sales Revenues Combined:

# Segment MultiClient Revenues per Region





 Pre-funding revenues were dominated by Brazil, West Africa and Europe

 Late sales revenues were highest in Europe, Brazil and Mediterranean





	2018
USD million	Q1
Contract revenues	44.5
MultiClient Pre-funding	58.6
MultiClient Late sales	83.5
Imaging	6.7
Other	4.6
Total Revenues	197.8
Operating cost	(105.5)
EBITDA*	92.3
MultiClient amortization	(76.3)
Depreciation and amortization of long-term assets (excl. MC library)	(38.7)
Impairment and loss on sale of long-term assets (excl. MC library)	0.0
EBIT	(22.7)
CAPEX, whether paid or not	(4.0)
Cash investment in MultiClient	(53.7)
Order book	211

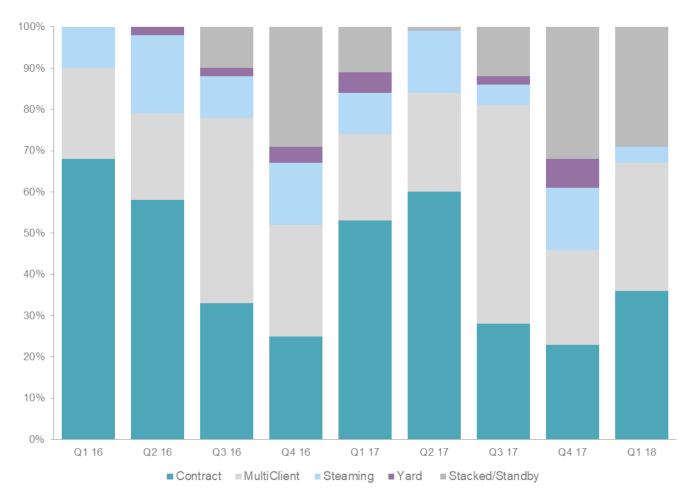
2017			
Q4	Q3	Q2	Q1
40.5	43.5	95.9	61.4
107.7	101.8	50.2	39.7
70.5	47.8	77.4	39.3
9.8	12.5	14.9	13.8
7.4	2.0	2.1	0.6
235.9	207.6	240.5	154.8
(113.1)	(99.0)	(127.9)	(124.7)
122.8	108.6	112.5	30.1
(121.6)	(153.6)	(80.5)	(70.6)
(39.9)	(27.1)	(42.9)	(44.5)
(55.8)	(28.5)	(9.9)	0.0
(94.5)	(100.6)	(20.8)	(85.0)
(23.4)	(16.6)	(12.9)	(101.6)
(54.0)	(82.0)	(43.8)	(33.6)
135	167	248	340

<sup>\*</sup> 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 Q1 2018 earnings release. This information should be read in conjunction with the unaudited first quarter 2018 results released on April 26, 2018.

# Seismic Streamer 3D Fleet Activity in Streamer Months:

-13-

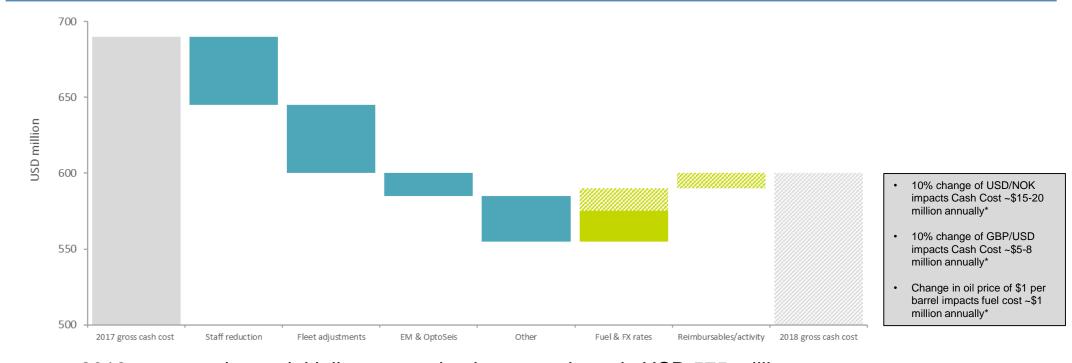
# **Vessel Utilization\***



- 67% active vessel time in Q1 2018
  - Based on 8 vessels
- 29% stacked/standby in Q1 2018
  - Two vessels winter warm stacked
  - Incurred idle time on PGS Apollo due to permitting issues in Indonesia
- Approximately 60% of 2018 active 3D vessel capacity to be allocated to MultiClient



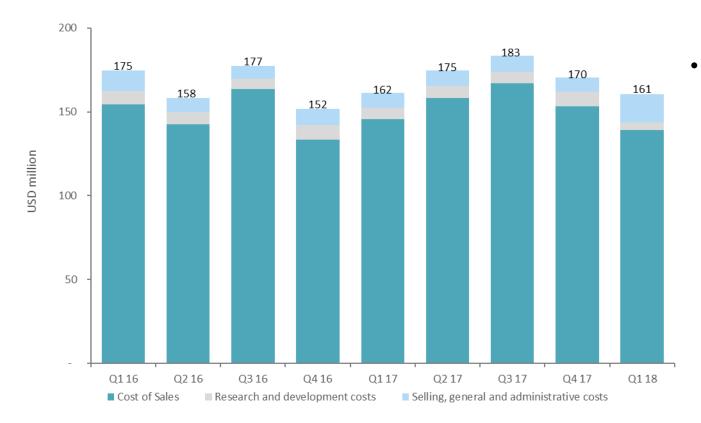
# **Increased Activity, FX and Higher Oil Price Drives 2018 Gross Cash Cost**



- 2018 gross cash cost initially expected to be approximately USD 575 million
- Higher activity, reimbursable cost projects, unfavorable currency development and a higher oil price (higher fuel prices) increases full year gross cash cost to approximately USD 600 million
- Estimate is sensitive to changes in exchange rates and oil price







- Q1 gross cash cost sequentially down but impacted by
  - Net charge of steaming cost of USD 5 million
  - Some of the cost reductions realized gradually over the quarter
  - Reimbursable and project driven cost
  - Some impact of FX rate changes and fuel prices

# Full year 2018 expected to be approximately USD 600 million

<sup>\*</sup>Gross cash costs are defined as the sum of reported net operating expenses (excluding depreciation, amortization, impairments and Other charges) and the cash operating costs capitalized as investments in the MultiClient library as well as capitalized development costs.



# **Consolidated Statements of Cash Flows Summary**

	Q1	Q1	Full year
USD million	2018	2017	2017
Cash provided by operating activities	73.4	30.0	281.8
Investment in MultiClient library	(53.7)	(33.6)	(213.4)
Capital expenditures	(14.1)	(107.6)	(148.8)
Other investing activities	(7.1)	21.5	62.1
Net cash flow before financing activities	(1.5)	(89.7)	(18.3)
Financing activities	(7.4)	66.8	3.7
Net increase (decr.) in cash and cash equiv.	(8.9)	(22.9)	(14.5)
Cash and cash equiv. at beginning of period	47.3	61.7	61.7
Cash and cash equiv. at end of period	38.4	38.8	47.2

- Cash flow from operating activities of USD 73.4 million in Q1 2018
  - Improvement from Q1 2017 driven by higher earnings
  - Impacted by USD 14.3 million payment of severance and other restructuring provisions made in Q4 2017
- Targeting positive cash flow after debt service in 2018



# **Balance Sheet Key Numbers**

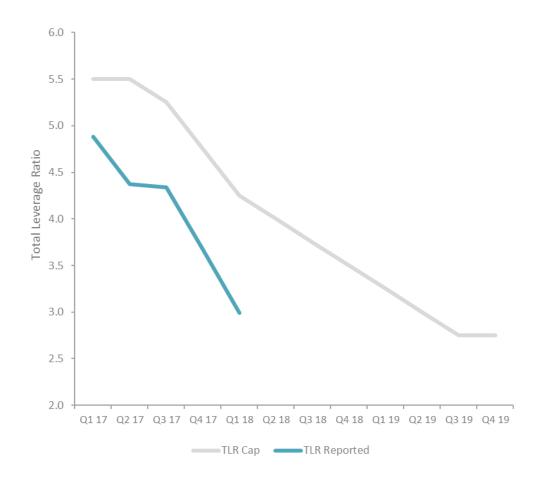
	March 31	March 31
USD million	2018	2017
Total assets	2,501.9	2,824.3
MultiClient Library	671.7	626.7
Shareholders' equity	767.2	1,285.1
Cash and cash equivalents (unrestricted)	38.4	38.8
Restricted cash	42.4	111.6
Liquidity reserve	233.4	273.8
Gross interest bearing debt	1,231.5	1,242.7
Net interest bearing debt	1,150.9	1,093.2

Opening balance	December 31
01.01.2018	2017
2,567.6	2,482.8
668.0	512.3
804.2	879.5
47.3	47.3
43.3	43.3
257.3	257.3
1,229.5	1,229.5
1,135.8	1,135.8

- Liquidity reserve of USD 233.4 million
- Balance sheet restated January 1, 2018 due to IFRS 15
  - Carrying value of MultiClient surveys in progress increased by USD 155.7 million
  - Accrued revenues and other receivables decreased by USD 70.9 million, and deferred revenues increased by USD 160.1 million
  - Shareholders' equity decreased by USD 75.3 million







- Substantial reduction of Total Leverage Ratio ("TLR") during 2017 and Q1 2018
  - Significant headroom to required level
- TLR of 2.99:1 as of March 31, 2018, compared to 3.67 as of December 31, 2017
- Expect to be in compliance going forward

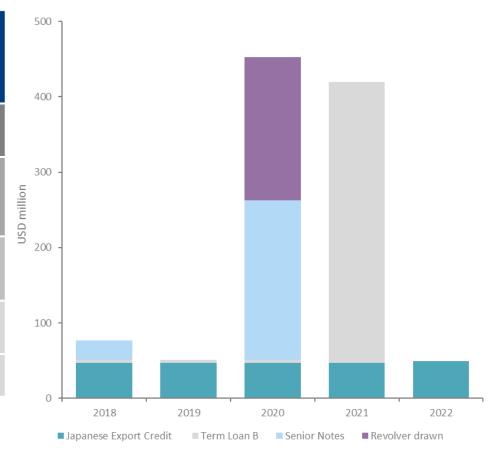
# **Summary of Debt and Drawing Facilities**



## Debt and facilities as of March 31, 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 384.0m		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 205.0m	USD 400.0m**	Maintenance covenant: total leverage ratio 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 404.5m		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 212.0m		None, but incurrence test: Interest coverage ratio ≥ 2.0x*
December 2018 Senior Notes, coupon of 7.375%	USD 26.0m		None

# **Debt maturity profile:**



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

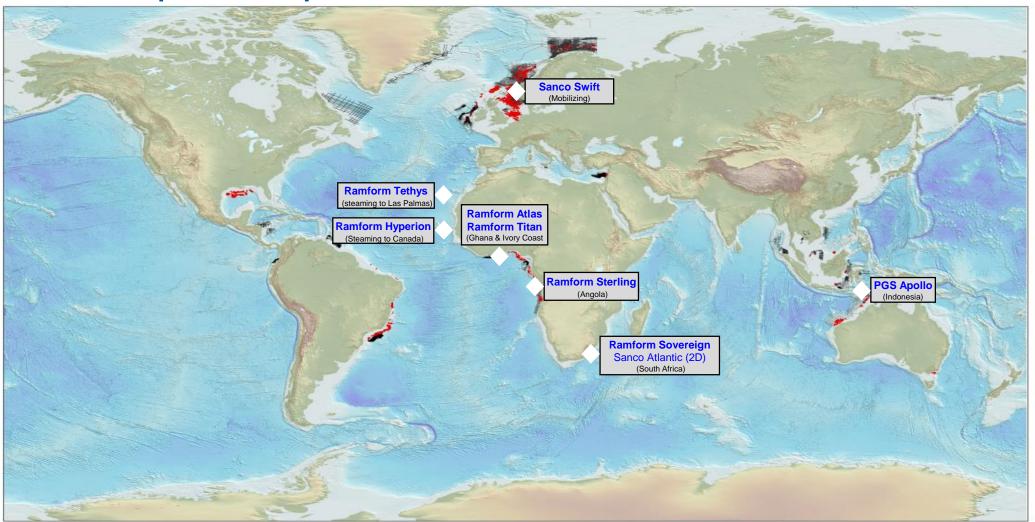
<sup>\*\*</sup>Reducing to USD 350 million in September 2018.





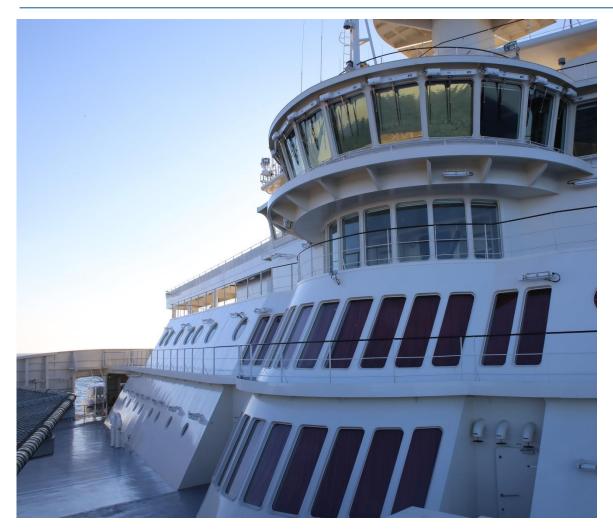


# **Streamer Operations April 2018**





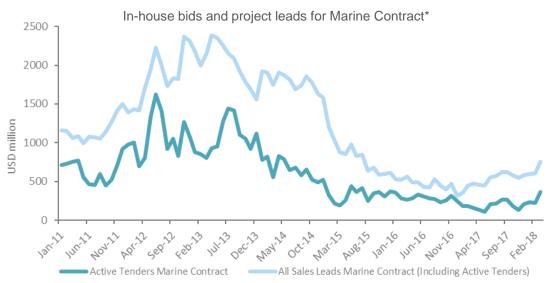
# **Marine Seismic Market Outlook**

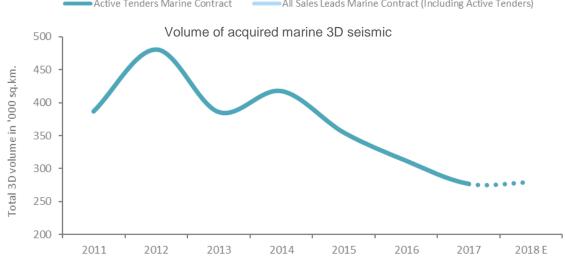


- Higher oil price, improved cash flow among oil companies and unsustainable reserve replacement ratios are expected to benefit marine 3D seismic market fundamentals
- Strong MultiClient sales trend from Q4 2017 continues
- Still uncertainty regarding strength and timing for contract market recovery
  - Coming winter season important to determine whether contract market improvement will continue



# **Seismic Market Activity**



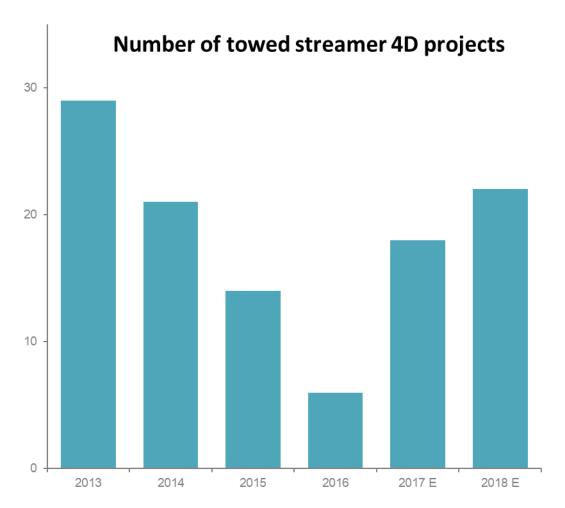


- Rising leads curve and consecutive monthly increases in tenders curve support improving market fundamentals
  - Subject to short term fluctuations
  - Recent increase is primarily driven by Africa and Brazil

- Volume of acquired marine 3D seismic is expected to remain at approximately same level in 2018 as in 2017
  - Better vessel utilization likely to compensate for less active capacity

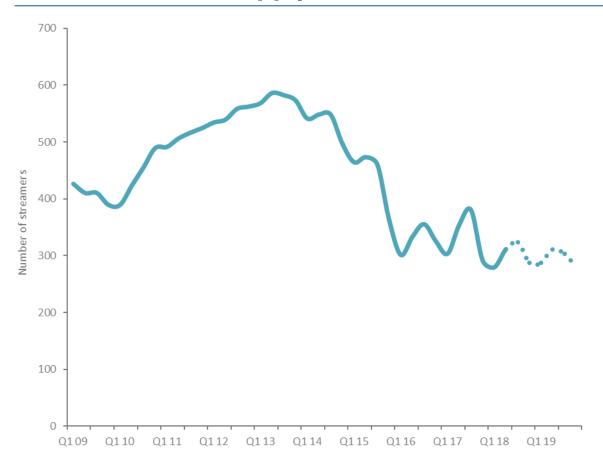
# Production Seismic (4D) is Growing Significantly: **Premium Offering and Strong Market Share**





- Need for improved production from existing reservoirs drives 4D/reservoir seismic – UK, West Africa and Brazil among the most active 4D markets in 2018
- 4D projects are a core part of PGS Contract business and the Company is well positioned:
  - Versatile Ramform fleet
  - Multi-component streamers on all vessels
  - Steerable sources and streamers
  - Unique GeoStreamer based Imaging technology
- PGS completed four 4D jobs in Q1 2018

# **Marine Seismic Supply**



- Average streamer capacity in 2018 is close to 50% lower than average streamer capacity in 2013
- Flexible winter capacity causes supply swings
- Schlumberger's exit from the seismic acquisition market will reduce supply further in the short term
- Low industry maintenance capex is causing the global streamer pool to shrink

Lower supply should benefit market balance in 2018

Source: PGS internal estimates.

# 2018 Guidance



- Group gross cash cost of ~USD 600 million
  - Of which ~USD 275 million to be capitalized as MultiClient cash investments

- MultiClient cash investments ~USD 275 million
  - ~60% of 2018 active 3D vessel time allocated to MultiClient

Capital expenditures of ~USD 50 million

## Q1 in Conclusion:

# Solid MultiClient Performance – Good Start to Achieve Positive 2018 Cash Flow





- Delivered the first quarter with new organization
- Solid MultiClient revenues from continued market recovery
- Still uncertainty regarding strength and timing for contract market recovery
  - Encouraging bid pipeline for 2018
- Improving visibility

Positive 2018 cash flow after debt service remains key financial target



#### **COPYRIGHT**

The presentation, including all text, data, photographs, drawings and images (the "Content") belongs to Petroleum Geo-Services ASA, and/or its subsidiaries ("PGS") and may be protected by Norwegian, U.S., and international copyright, trademark, intellectual property and other laws. Accordingly, neither the whole nor any part of this document shall be reproduced in any form nor used in any manner without express prior written permission by PGS and applicable acknowledgements. In the event of authorized reproduction, no trademark, copyright or other notice shall be altered or removed. © 2015 Petroleum Geo-Services ASA. All Rights Reserved.



# **Main Yard Stays\* Next Six Months**





Vessel	When	Expected Duration	Type of Yard Stay
Ramform Atlas	October 2018	7 days	5 year main class and technical yard
Sanco Atlantic	October 2018	22 days	5 year main class and technical



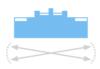
\*Yard stays are subject to changes.

# RAMFORM (25) **Titan-Class**



Setting the benchmark for this generation of seismic vessels and the next

## **Engineered for Geoscience**



The Titan design ensures better performance and room for growth. The ultra-broad delta shaped hull provides fantastic seakeeping capabilities and also means a smooth ride.



#### Endurance

120 days without re-fueling.

Dry docking interval 7.5 years.

Maintenance at sea lowers operating costs.



#### Redundancy

3 propellers, each with 2 motors - fully operational with 2 propellers.

2 engine rooms, each with 3 generators fully operational with 1 engine room



#### Fuel Capacity

Providing flexibility and endurance.



Widening the weather window and extending the seasons in northern and southern hemispheres without compromising HSEQ.



#### Power

Additional power enables more in-sea and onboard equipment.



#### Wire Pull @ 4.5 kts

This measures towing force through the water and is a more realistic representation of towing capability than bollard pull (300 tons)

#### Space = Flexibility

Three times larger than modern conventional vessels, the Titans offer a highly efficient work environment with ample space for equipment. maintenance and accommodation.

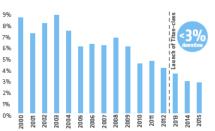


#### Towing & Handling

24 reel and streamer capacity and back deck automation provides flexibility. rapid deployment and safe retrieval.

#### **Performance Results**

#### Downtime



Ramform Titan - Zero maritime downtime and only 2.7% seismic downtime to date. Total sq.km acquired by Titan-class vessels is 89,712 sq. km.

#### Records



#### Rapid Deployment

16 streamers (each 8.1 km) safely deployed in just 73 hours.

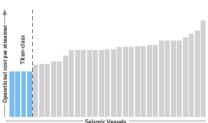
#### Large Spread

13.75 sq. km fan spread with 18 streamers (each 7.05 km) x 100 m separation (130 m at tail end).

#### Fast Acquisition

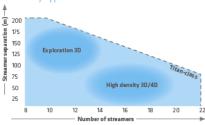
Highest production 175 sq.km in a day (average for this survey = 139 sq. km/day).

#### Cost/Streamer



Ultra high capacity seismic vessels are more cost effective.

#### All Survey Types



Titan-class vessels cover all the bases from highly efficient reconnaissance exploration surveys to the detailed resolution required for 4D production seismic

## **HSEQ**

Layout supports One Culture operations improving all aspects of HSEQ.

Social zones, gym, stability -

rested crews perform better.



Stable platform minimizes risk of fatigue, trips and falls. Space to work, redundancy in power and propulsion. 2 stern-launched workboats. back-deck automation.

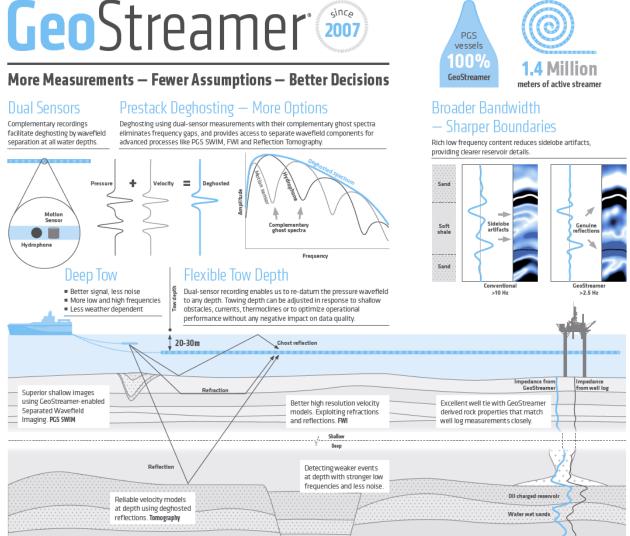


Larger spreads and faster turnaround mean fewer days on each job and leaves a smaller environmental footprint. DNV GL Clean Design - max SOx content of < 2.5%. Reactive catalysts reduce NO<sub>x</sub> emissions by 90%

## Future Proof

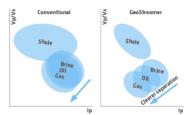


Superior platform to deploy the best dualsensor technology - 100% GeoStreamer, Equipped with streamer and source steering.



# De-risking with Precise Rock Properties

GeoStreamer prestack deghosting provides reliable attributes for better understanding of rock and fluid distribution. Improved attribute computations reduce uncertainty and enable more precise estimation of reserves.





### Monitoring Reservoir Changes

Wavefield reconstruction enables high repeatability for both legacy surveys and future 4D monitoring independent of sea-state. This reveals more subtle production-related changes.

#### Proven in all Play Types

- SUB-SALT Improved signal recovery and amplitude characterization.

  SUB-BASALT Clearer sub-basalt imaging and intrabasalt layer definition.
- CLASTICS Reliable reservoir properties without the need for well control.
- CARBONATES Detailed mapping of internal structures and better porosity prediction.
  - INJECTITES Resolution of complicated geometries and identification of true geological impedance boundaries.





# ACQUISITION **SOLUTIONS**

## RAMFORM + GEOSTREAMER = EFFICIENCY + QUALITY

The unique combination of GeoStreamer® technology and Ramform® vessels delivers a premium imaging product to locate and derisk your prospect

#### Better Image Quality

Dual-sensors combined with towing the streamers deep, 3D spread control, source steering, continuous recording and the ability to tow dense streamer spreads, all contribute to subsurface images of greater clarity, accuracy and reliability.



#### **Reduced Survey Time**

Faster turnaround time means less exposure to weather and faster access to data. We minimize the time it takes to complete a survey using 3D spread control, source steering, continuous recording, flexible tow depth and barnacle mitigation.





#### **Dual Sensors**

- Wavefield separation
- · Better signal, less noise
- · Tow depth independent
- True broadband



#### 3D SpreadControl

- Infill management
- Efficient deployment & recovery
- Improved 4D repeatability



#### Dense Spreads

- Better receiver sampling
- Increased 3D/4D resolution
- Improved 4D repeatability



#### Source Steering

- Infill management
- Efficient deployment & recovery
- Improved 4D repeatability



#### Flexible Tow Depth

- · Less weather impact
- · Minimum drag, maximum efficiency
- Survey compatibility
- Increased 4D resolution

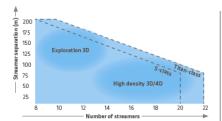


#### Continous Recording

- · Improved source sampling Increased vessel speed
- · Flexible record length

### Survey Versatility

Our fleet is capable of covering all the bases from highly efficient exploration surveys to detailed 4D production seismic.



## **Define Challenge and Select Technology**

Tailored acquisition geometries make it easier to solve imaging challenges. Subsurface complexity and geophysical objectives determine the acquisition and imaging solutions to produce the best quality images in the most effective way

#### Coverage Options

From single sail line to the ultimate full azimuth coverage. Target illumination increases with each additional pass and direction.



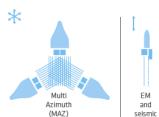
#### Single Vessel Survey:



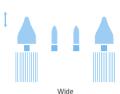
(NAZ)







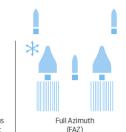
#### Multi Vessel Survey:



Azimuth

(WAZ/WATS)





FAZ=WAZ+MAZ+SLO

## Leading the Industry

















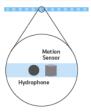


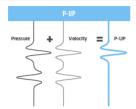
# **PGSSWIM**

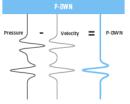
### **Extending Illumination and Angular Diversity**

### GeoStreamer data and SWIM imaging

Separated Wavefield Imaging (SWIM) is an innovative depth-imaging technology that uses both up- and down-going wavefields, recorded by GeoStreamer® dual hydrophone and motion sensors.







VIRTUAL SOURCES Utilizing sea-surface reflections and making each receiver a virtual

#### SWIM + Survey Geometries











NARROW AZIMUTH TO WIDE TOW SWIM

enables the design and use of cost

#### **Reduce Acquisition Footprint**

Turning the receiver spread into virtual sources vs and receiver arrays reduces source sampling in the crossline direction from the distance between sail lines to that between streamers. Using SWIM in shallow water fills in gaps in near-surface coverage

#### **Further Uses**



#### OCEAN BOTTOM DATA

SWIM has been successfully applied to seabed data such as ocean bottom node and cable recordings. SWIM can increase the shallow image area of the seabed and the underlying sediments by up to 700%.



#### IMPROVED MULTIPLE REMOVAL

SWIM enables the generation of detailed shallow overburden images that are a requirement for some data-driven 3D SRME multiple removal methods.



REDUCING DRILLING RISK Superior illumination of the overburden using SWIM provides highresolution images suitable for shallow hazard work, helping to identify drilling risks

