



Second Quarter 2013 Results

August 1, 2013

Passion for Geoscience



Agenda

- Second Quarter 2013 Financial Review
- Second Quarter 2013 Operational Review
- 2013 Outlook



A topographic map showing a mountain range with a color gradient from green (low elevation) to yellow and orange (high elevation).

2013 Second Quarter Financial Review

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A Very Strong Second Quarter

- Solid Operational Performance:
 - Sustained Sercel performance in line with forecasts
 - Record quarterly utilization rates for our marine fleet
 - Seasonally low Land activity hampered by safety and weather conditions
 - Solid performance by the GGR Division across all activities
 - Very strong multi-client sales and cash prefunding rate at 84%
 - Backlog at \$1,300m by the end of June
- Solid Financial Performance:
 - Group Revenue at \$1,032m, up 24%
 - Group EBIT at \$117m corresponding to a \$128m EBIT not-including \$11m* of non-recurring charges, up 23% with a 11% margin
 - Operating Cash Flow of \$204m up from \$63m in Q1 2013

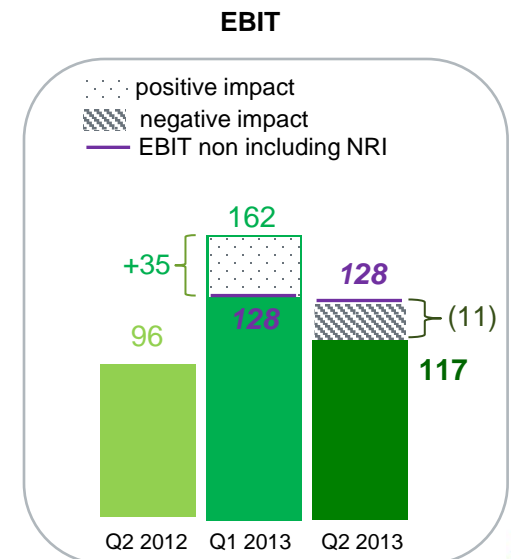
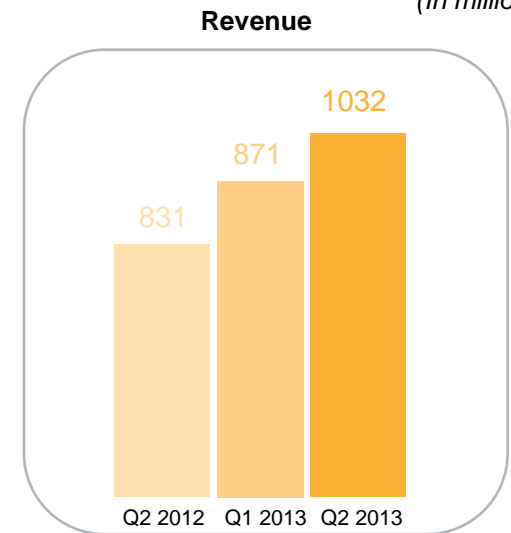
*This negative impact of \$(11)m linked to Fugro Geoscience Acquisition comes in addition to the \$35m positive impact in the first quarter



Q2 Key Financial Figures

- Group Revenue at \$1,032m, up 24% y-o-y and 18% q-o-q
 - Intra group sales : 26% for Equipment and 21% for Acquisition
 - Sercel contribution was down 19%, Acquisition up 19% and GGR up 84% y-o-y
 - Respective contribution amounting to 18% for Equipment, 46% for Acquisition, and 36% for GGR
- G&A/Sales at 5.2% vs 5.4% in Q2 2012
- EBIT at \$117m, a margin of 11% and EBIT at \$128m before the non-recurring items (12% margin)
 - Equipment at \$71m, a 28% margin
 - Acquisition at \$28m, a 5% margin
 - GGR at \$96m, a 26% margin
 - Equity from investees at \$(5)m
- Net Income was \$36m

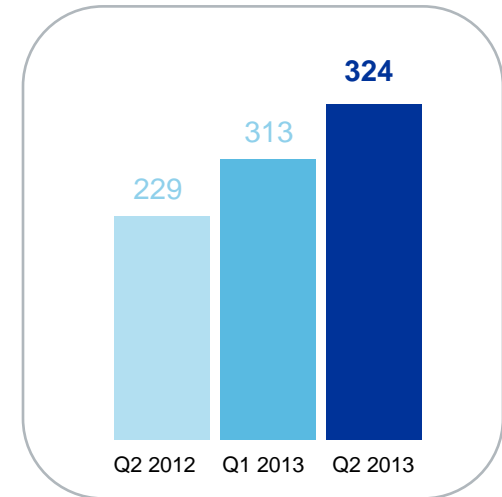
(In million US\$)



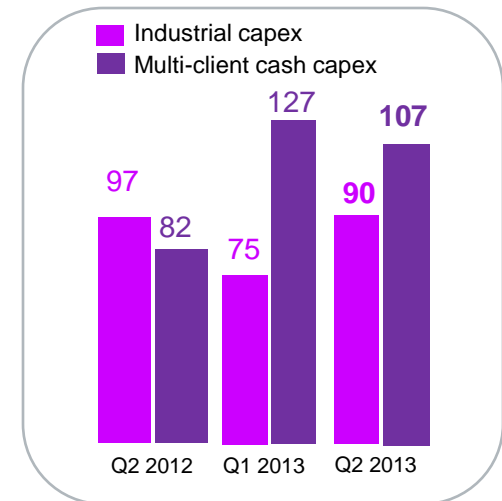
Q2 Key Financial Figures

- EBITDAs: \$324m, a 31% margin
- Total Capex of \$198m
 - Industrial Capex at \$77m
 - R&D Capex at \$14m
 - Multi-Client Cash Capex at \$107m and depreciation rate at 51%
 - 84% multi-client prefunded
- Operational Cash Flow of \$204m, strongly increasing y-o-y
- Free Cash Flow was \$(43)m negative after \$58m down payment of financial interests this quarter

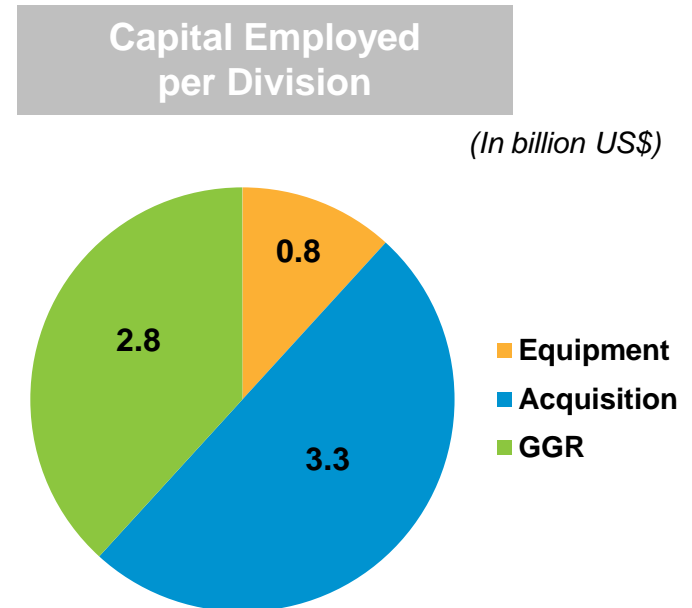
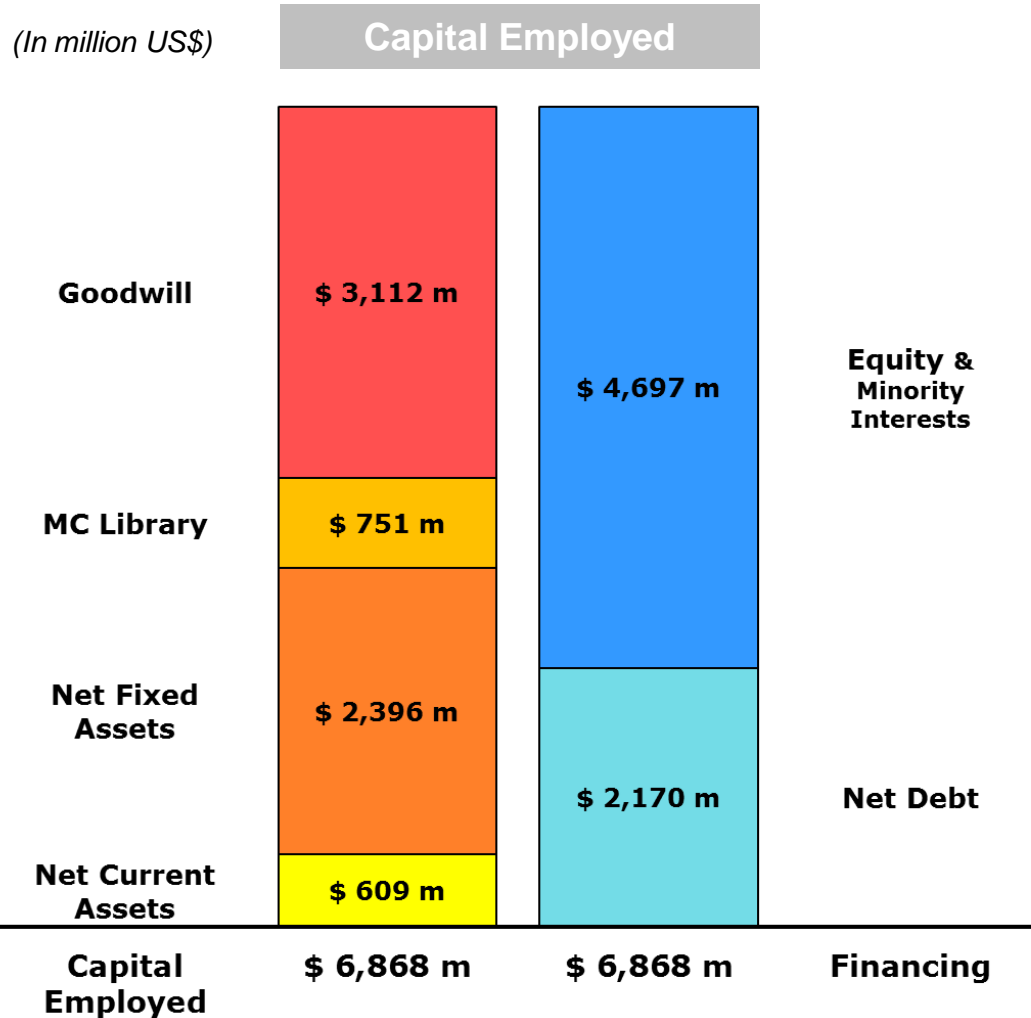
EBITDAs *(In million US\$)*



Capex



Financial Indicators – Balance Sheet by end of June 2013



- Net Debt/Equity ratio at 47%
- Available Cash was \$359m



Recently Accelerated Mid Term Financing with Debt Maturity Extension

- A five-year \$200-million credit facility signed with a 4.4% interest rate notably to reimburse the 2013 tranche of our Fugro Vendor Loan
- The two existing \$289 million Revolving Credit facilities expiring January 2014 fully renewed with :
 - a \$165-million US Revolving Credit Facility for a period of five year
 - a \$325-million French Revolving Credit Facility for a period of 3+1+1 year with an option for five years
- \$125 million early redemption of the 9.5% 2016 High Yield Bond



A topographic map showing terrain elevation with colors ranging from green (low elevation) to yellow, orange, and red (high elevation). The map is partially obscured by a white curved shape at the bottom.

2013 Second Quarter Operational Review

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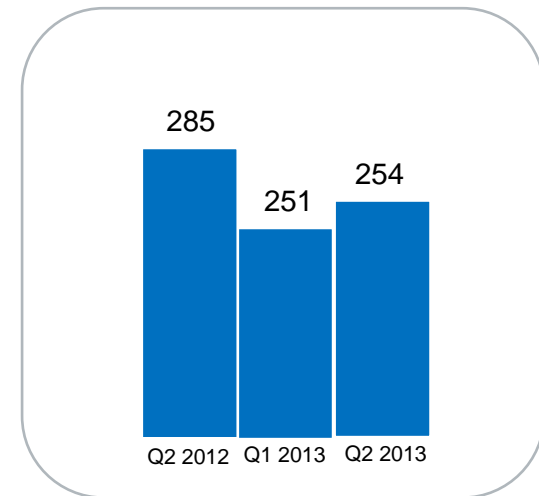


Equipment : A Sustained 28% EBIT Margin

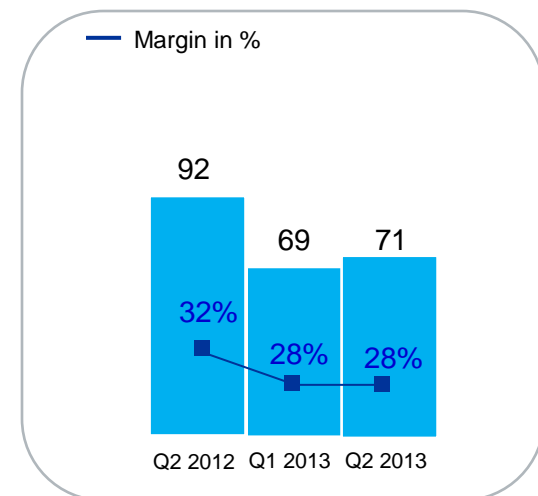
(In million US\$)

- Total Revenue at \$254m down 11% y-o-y and up slightly q-o-q
 - External Revenue at \$188m, down 19% y-o-y and stable q-o-q
 - Intra-group sales represented 26% of total sales
 - Sales breakdown: 48% Marine and 52% Land
 - Strong sales in Eastern Europe, Asia and Russia
- Sales in North and Latin America confirmed commercial success of Unite, Sercel's wireless land acquisition system
- Successful launch of the Sentinel® MS, the new multi-sensor solid streamer offering directional measurements for both cross-line and vertical wave fronts
- EBITDAs at \$83m, a margin of 33%
- Sustained high EBIT margin at 28%

Revenue



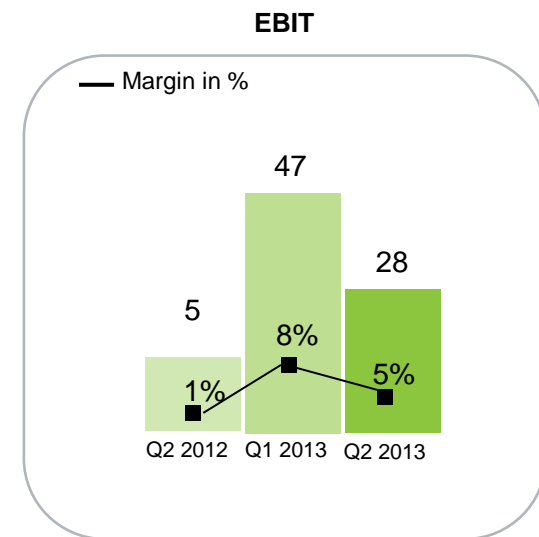
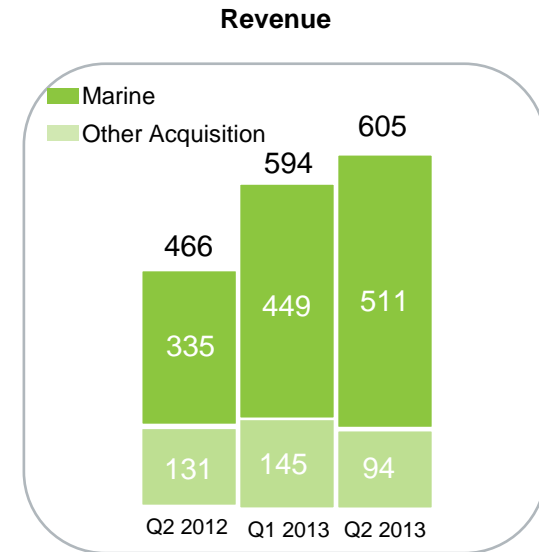
EBIT



Acquisition : Strong Marine Performance

(In million US\$)

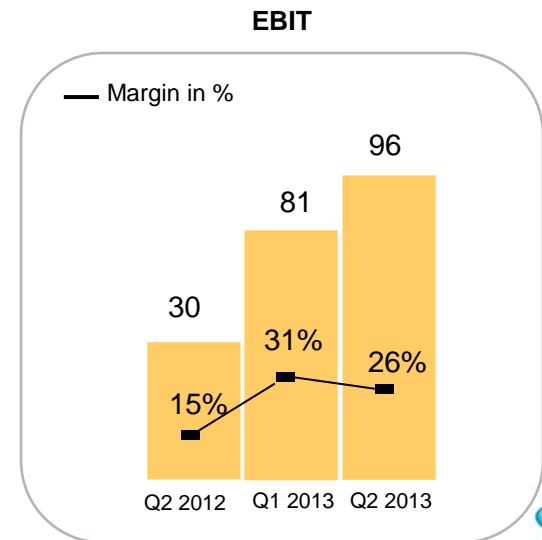
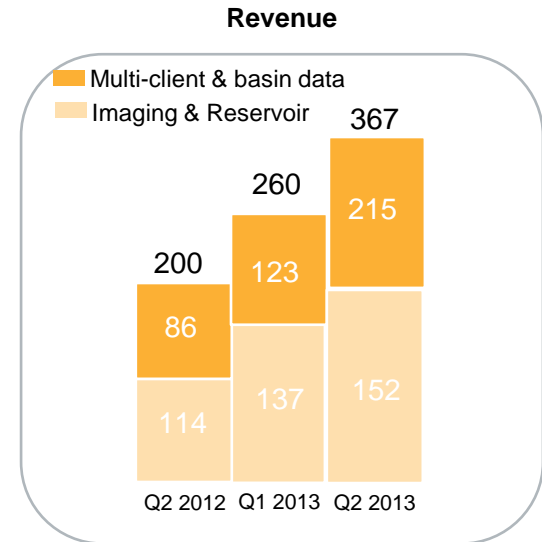
- Total Revenue at \$605m, up 30% y-o-y and 2% q-o-q
 - External Revenue at \$477m
- Marine Acquisition :
 - Strong increase in revenue at \$511m, up 53% y-o-y and 14% q-o-q
 - Excellent operational performance across the fleet with record availability and production rates at respectively 93% and 92%
 - 21% of the fleet dedicated to multi-client programs and 45% to BroadSeis surveys
- Land and Airborne Acquisition:
 - Revenue were \$94m down 28% y-o-y and 35% q-o-q
 - Airborne organization to join CGG early September
- EBIT at \$28m, a margin of 5%
 - Sequentially margin decrease based on a strong marine and excellent land in Q1 2013 vs an excellent marine and a loss making land in Q2 2013
 - Margin improvement y-o-y driven by a strong marine operating performance despite challenging safety and poor weather conditions in land



GGR : Excellent Performance Across Activities

- Revenue at \$367m, up 84% y-o-y and 41% q-o-q
- Multi-client and basin data: \$215m, up 149% y-o-y and 75% q-o-q
 - \$107m cash capex in GoM, North Sea and onshore US
 - Good multi-client prefunding rate at 84%
 - Depreciation rate at 51%
 - Good level of after-sales in GoM, North Sea and in Brazil ahead of the October Santos pre-salt bid-round
 - Increasing interest for IBALT program
- Subsurface & Imaging : \$152m, up 35% y-o-y and 12% q-o-q
 - Record revenue for subsurface imaging activities driven by increasing volume of data and complex geologies
 - Steady worldwide market demand for reservoir characterization software and consulting services
- EBIT at \$96m, a high margin at 26%

(In million US\$)





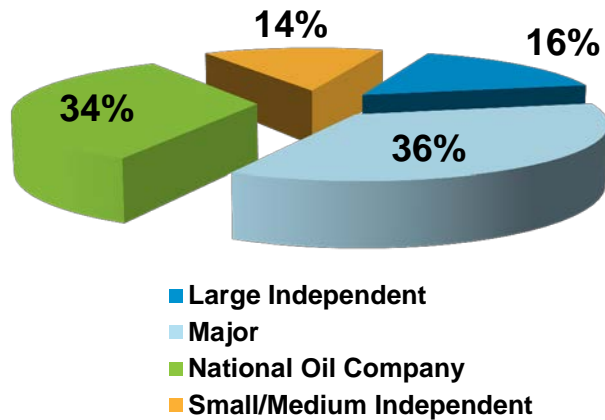
2013 Outlook

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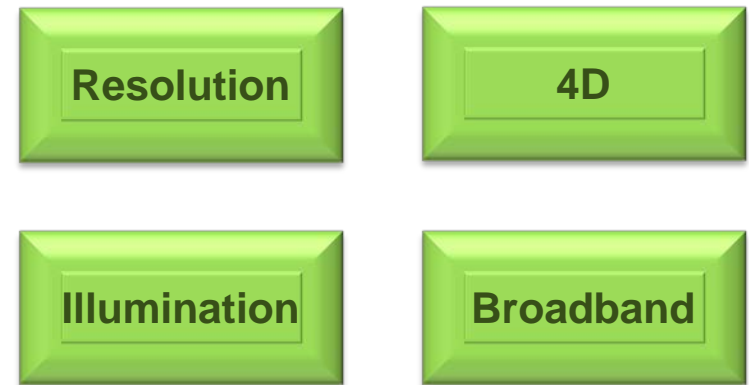


A Balanced Client Portfolio and Technology Focus on Geoscience Provide Long-Term Confidence

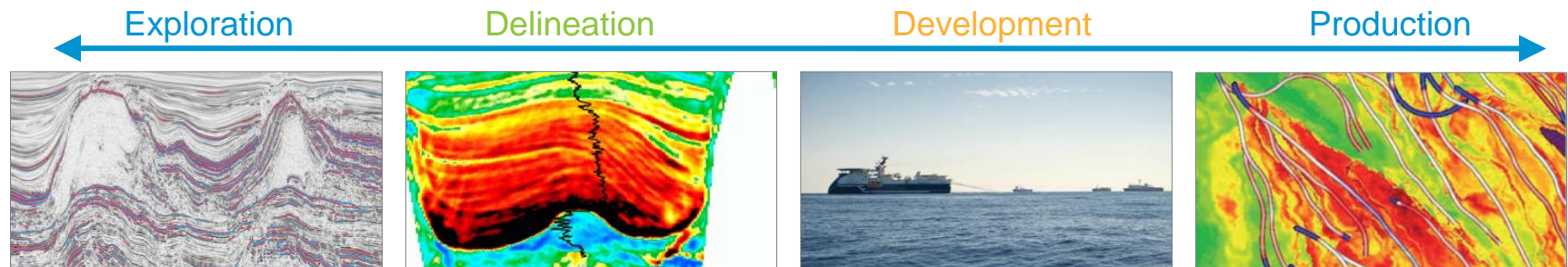
A balanced client portfolio



A strong focus on technology



A scope of activities across the E & P chain



2013 Financial Objectives

Integration is progressing well and already bearing fruit

In this year of transformation

- Multi-client Cash capex is revised upwards at around \$400-\$450m as Brazil provides potential long-term opportunities
- Prefunding rate expected above 75%
- Industrial capex should be around \$300-\$350m
- H2 2013 additional negative non-recurring items \$(24m) should offset the H1 positive non-recurring items of \$24m

CGG confirms its objectives:

- 25% Growth in Revenue
- Solid H2 driven by a strong Q4 especially in Sercel and Multi-Client
- Positive Free Cash Flow generation
- Return on Capital Employed improvement





Thank you

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