

# H1 2019 Financial Results

Strong Operational Performance & Cash Flow Generation  
Validate the Asset Light Strategy

*All figures are 'segment figures' used for management reporting  
(before non-recurring charges and IFRS 15), unless stated otherwise*

[cgg.com](http://cgg.com)





# Disclaimer

This presentation contains forward-looking statements, including, without limitation, statements about CGG (“the Company”) plans, strategies and prospects. These forward-looking statements are subject to risks and uncertainties that may change at any time, and, therefore, the Company’s actual results may differ materially from those that were expected.

The Company based these forward-looking statements on its current assumptions, expectations and projections about future events. Although the Company believes that the expectations reflected in these forward-looking statements are reasonable, it is very difficult to predict the impact of known factors and it is impossible for us to anticipate all factors that could affect our proposed results. All forward-looking statements are based upon information available to the Company as of the date of this presentation.

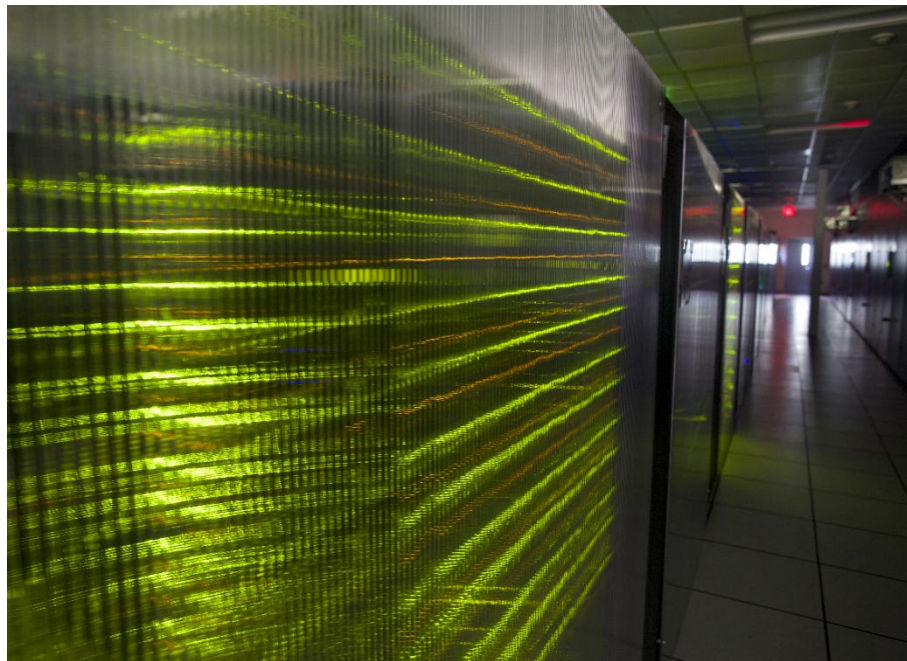
Important factors that could cause actual results to differ materially from management’s expectations are disclosed in the Company’s periodic reports and registration statements filed with the AMF. Investors are cautioned not to place undue reliance on such forward-looking statements.

Implementation of the CGG 2021 strategic plan must comply with the undertakings and requirements in the CGG safeguard plan and other applicable local legal requirements.





# Agenda



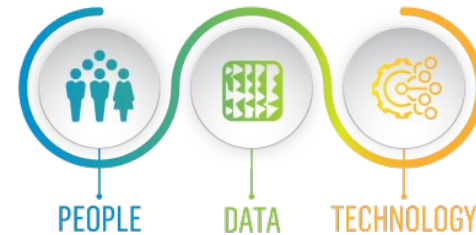
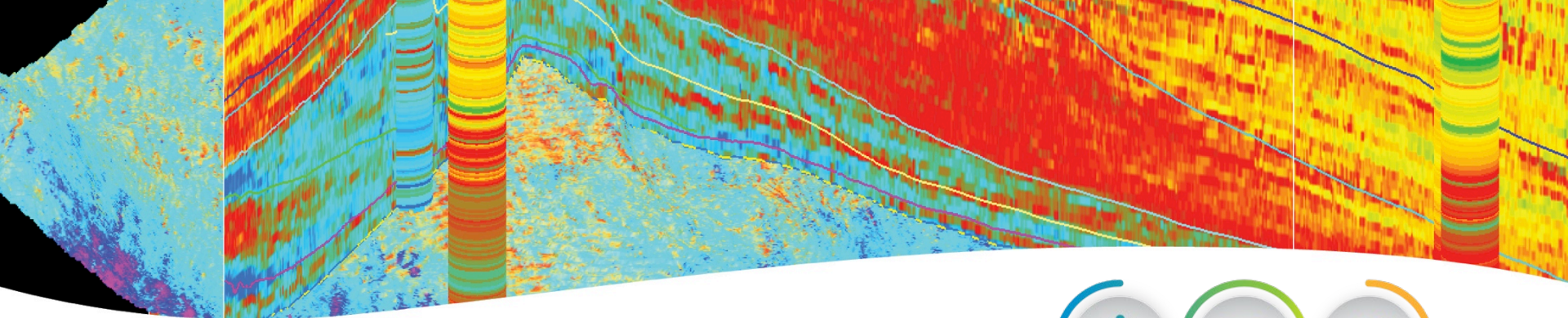
**01** CGG 2021 Strategy

**02** Business Highlights

**03** Financial Review

**04** Conclusion





# CGG 2021 Strategy

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# CGG: 2021 strategy

## TRANSITION TO AN ASSET-LIGHT MODEL



### Marine

Strategic partnership with Shearwater to be completed by end 2019



### Land

Wind down operations in 2019



### Multi-Physics

Divest to company with complementary offering

## FOCUS ON THREE CORE BUSINESSES



### Geoscience

Established leader in subsurface imaging, geology, geoscience software and services



### Multi-Client

The industry's most technically advanced seismic data and geologic studies in the world's key locations



### Equipment

Established leader in marine, land, ocean floor and downhole seismic equipment and gauges

GGR (Geology, Geophysics and Reservoir) segment

**\$1.7bn** +/- 5%  
Revenue

**45%** +/- 300 bps EBITDAs margin  
**>15%** OPINC margin

**\$300m** +/- 10% Free Cash Flow\*  
Net Debt / EBITDAs **<1x**

All figures are 'segment figures' before non-recurring charges, IFRS 15 and IFRS 16

\* FCF before cash cost of debt



# Strategic partnership with Shearwater for high-end seismic vessels and creation of a global leader in streamer technology

- Transfer of five high-end streamer vessels jointly owned by CGG and Eidesvik Offshore ASA to Shearwater GeoServices. Shearwater GeoServices will assume the net liabilities associated with all vessels at the time of completion
- Five-year agreement for the utilization of two vessel-years per year, which ensures CGG has access to capacity for its future multi-client projects
- Creation of a structured partnership, under the Sercel brand and CGG's majority ownership, for the manufacturing, commercialisation and support of marine streamer seismic acquisition equipment as well as related research and development activities

*Final closing planned before year-end. Agreements are subject to an agreement with the banks financing GSS debt, the ship owning company jointly held by CGG and Eidesvik in equal parts, approval by the competent authorities, and other customary conditions in relevant countries, including work council consultation.*



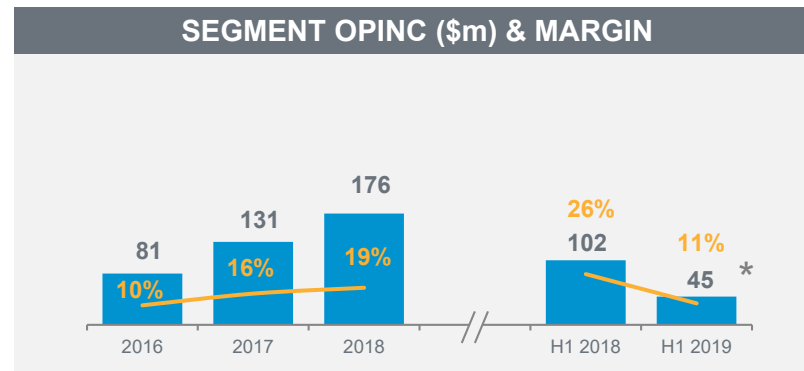
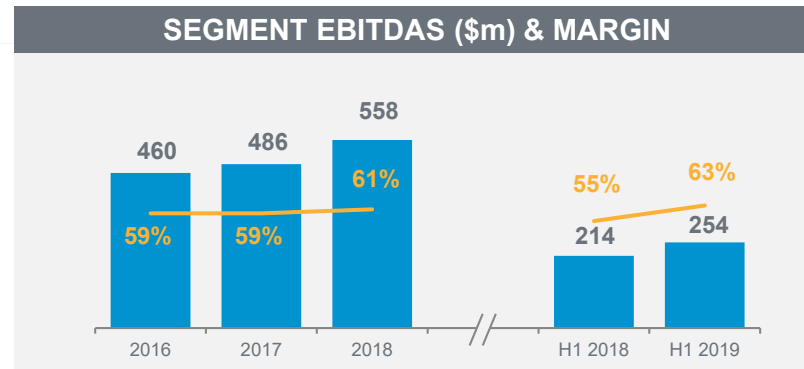
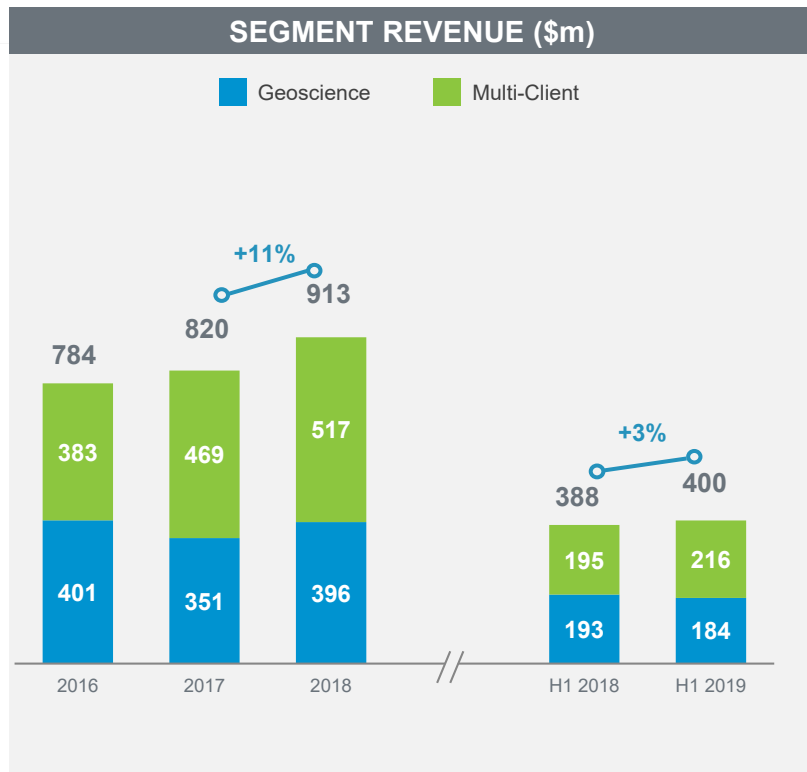


# H1 2019 Business Highlights

*All figures are segment figures used for management reporting unless stated otherwise*



# GGR key financial indicators

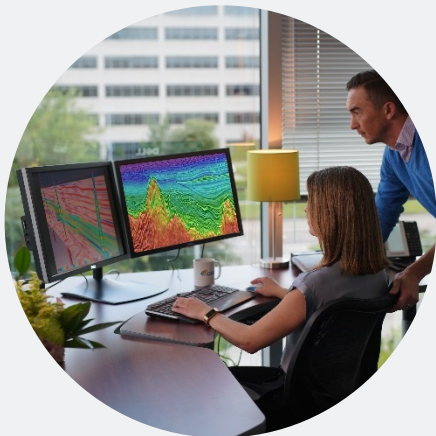


\*including negative impact of new multi-client amortization of \$(64)m in H1





# Our Geoscience ecosystem



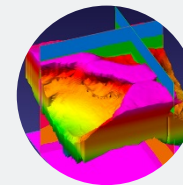
## SUBSURFACE IMAGING

Unmatched expertise, advanced geoscience & digital algorithms and excellent service in every image



## Geological & Reservoir Services

Discover integrated reservoir characterization featuring Robertson



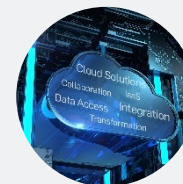
## GeoSoftware

Leaders in reservoir characterization for a powerful advantage at every stage



## NPA Satellite Mapping

Intelligence from imagery for E&P, engineering and beyond



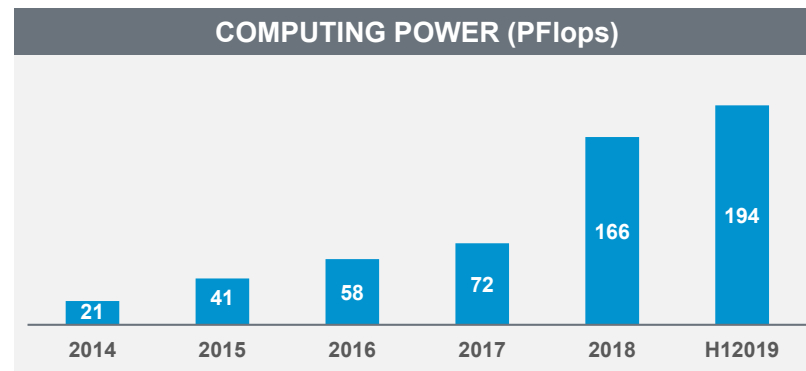
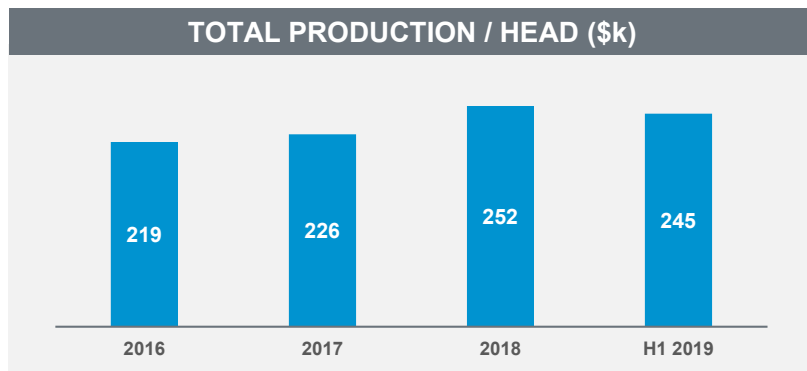
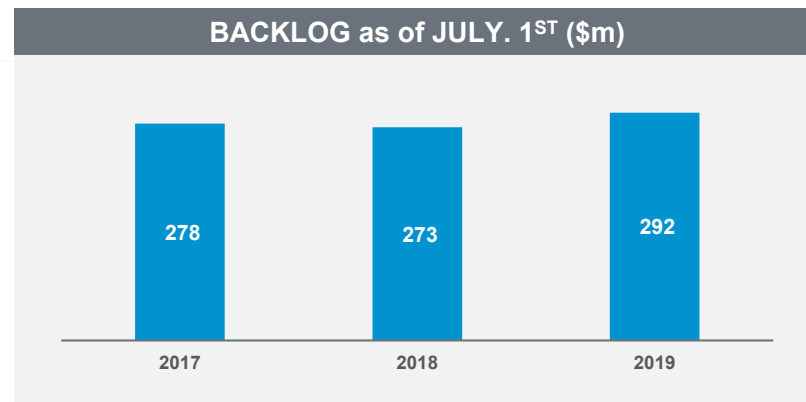
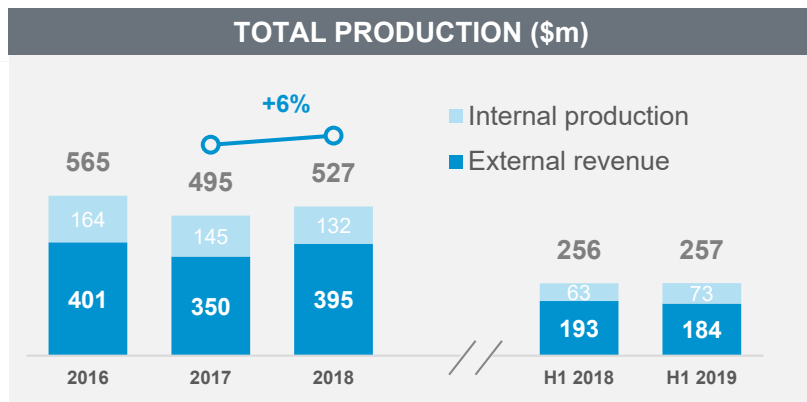
## Smart Data Solutions

Digital transformation and data repository solutions

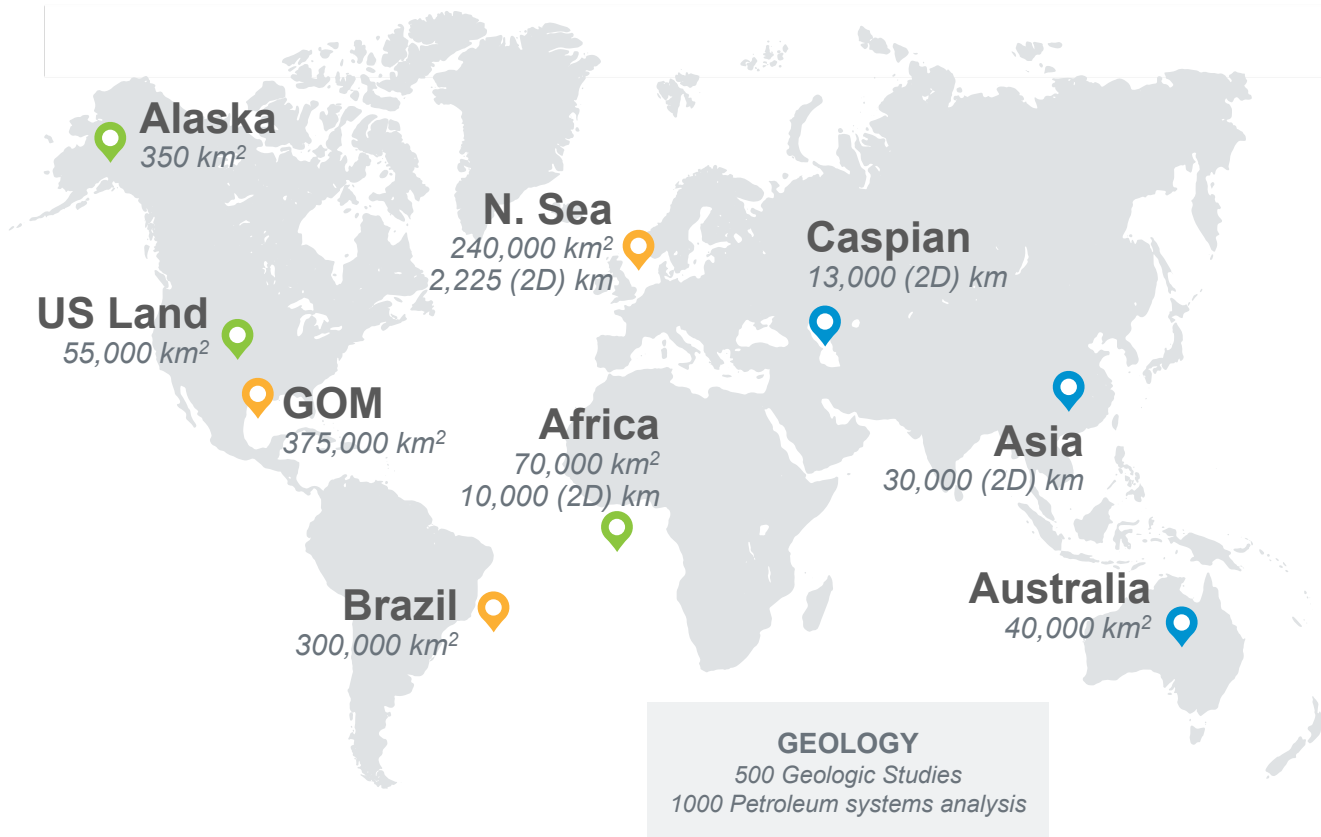
**Integration across geosciences for enhanced insight and understanding  
Leveraging AI, Machine Learning and data analytics**



# Geoscience key business indicators



# Multi-Client: A worldwide footprint in key basins



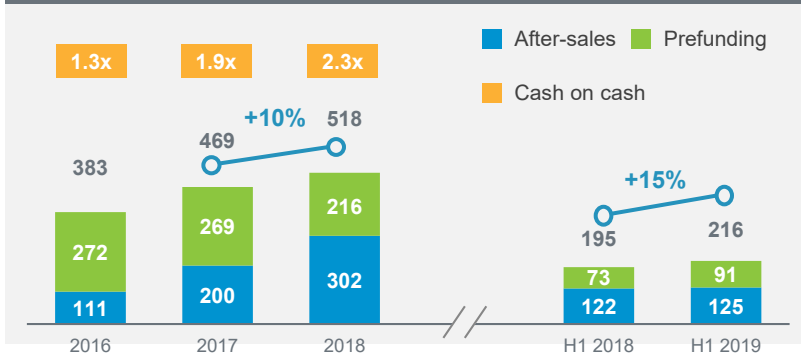
> 1 million km<sup>2</sup>

- Superior quality surveys
- Solid Investment rationale
- Balanced portfolio of 3D / 2D / Geology across E&P value chain

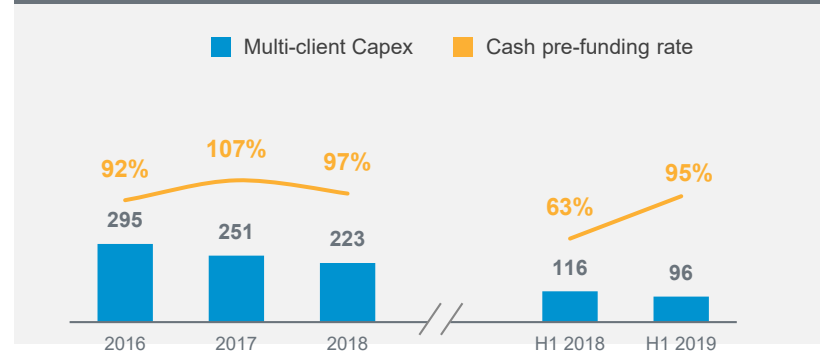


# Multi-Client key business indicators

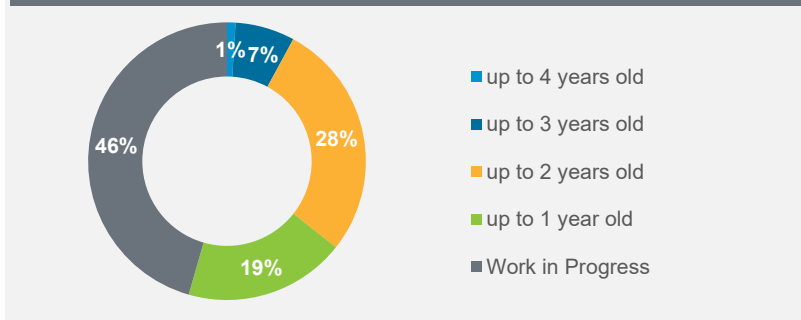
## MULTI-CLIENT REVENUE (\$m)



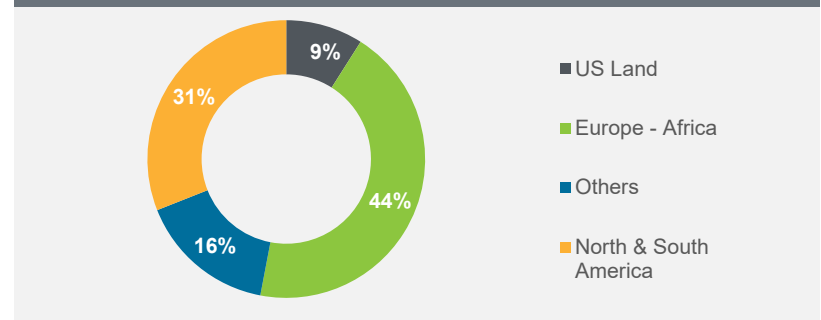
## MULTI-CLIENT CAPEX (\$m) & PRE-FUNDING (%)



## DATA LIBRARY NBV SPLIT AS OF 06/30/2019



## DATA LIBRARY NBV REGIONAL SPLIT AS OF 06/30/2019



# Equipment : A complete portfolio of equipment

## LAND & TZ



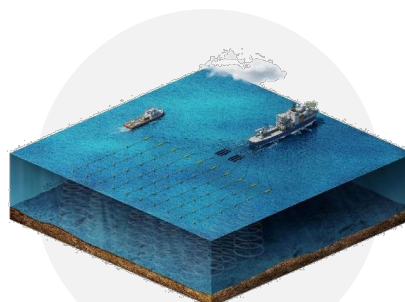
Acquisition systems  
& related QC  
Geophones / hydrophones  
Vibrators

## OBS



Nodal and cable acquisition  
systems & related QC  
Marine sources  
Underwater Acoustics

## MARINE



Acquisition systems  
& related QC  
Marine sources  
Underwater acoustics  
Navigation software

## DOWNHOLE

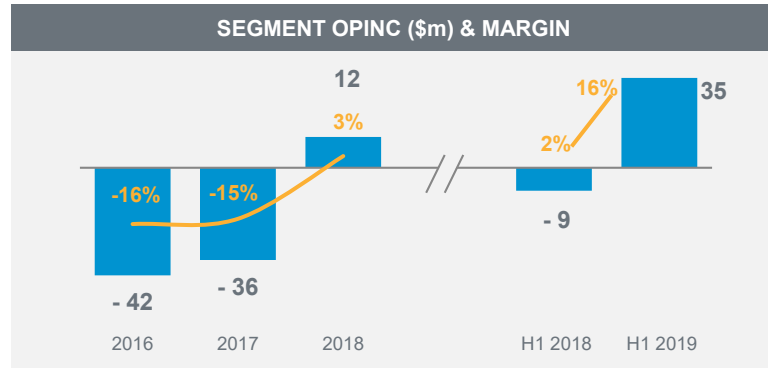
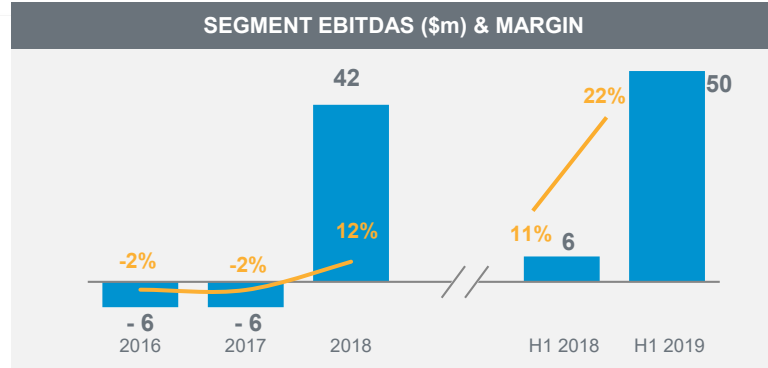
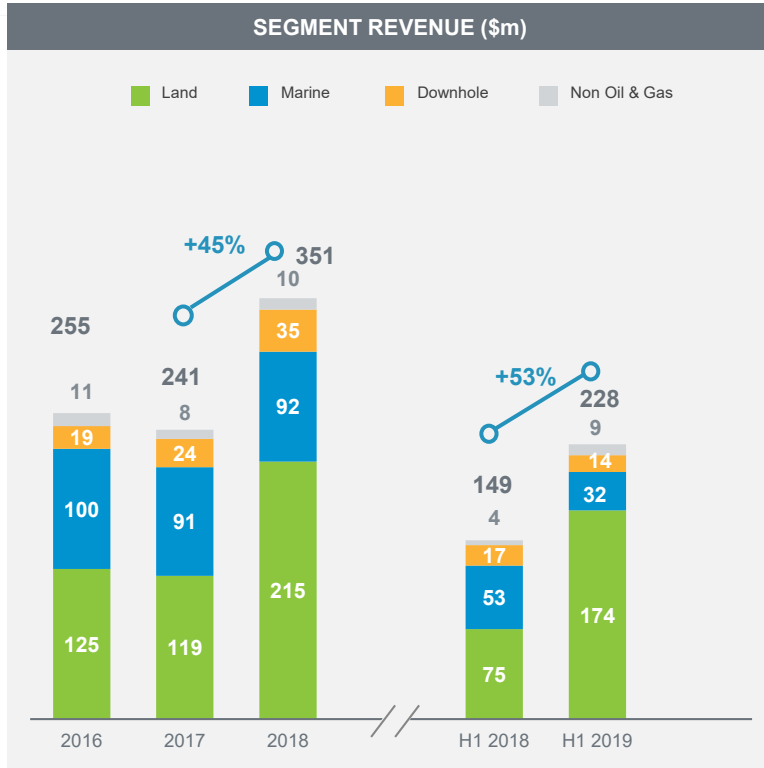


Acquisition systems  
& related QC  
Downhole gauges  
Vibrators / marine sources  
HT geophones

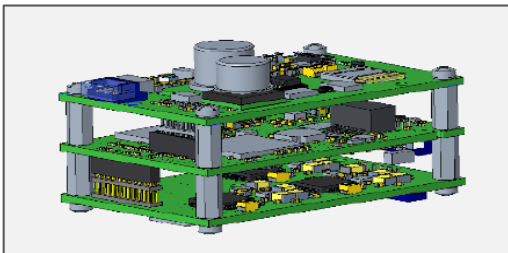
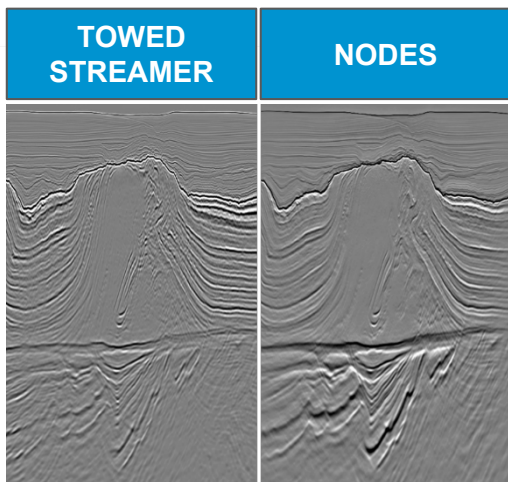




# Equipment key financial indicators



# Nodes, a growing market for CGG



## Market

- OBN market is maturing as it becomes increasingly cost-effective and advanced imaging delivers a step change in subsurface understanding
- Projected to grow at ~20% CAGR 2018-2023\*

## Geoscience

- Advanced imaging critical to extracting the value of nodes data

## Multi-Client

- Step change results enable “technology refresh” opportunities in most basins
- CGG initiated in May 19 a multi-client OBN survey in Mississippi Canyon, US Gulf of Mexico. Preliminary images will be available in Q3 19, final images in Q1 20

## Equipment

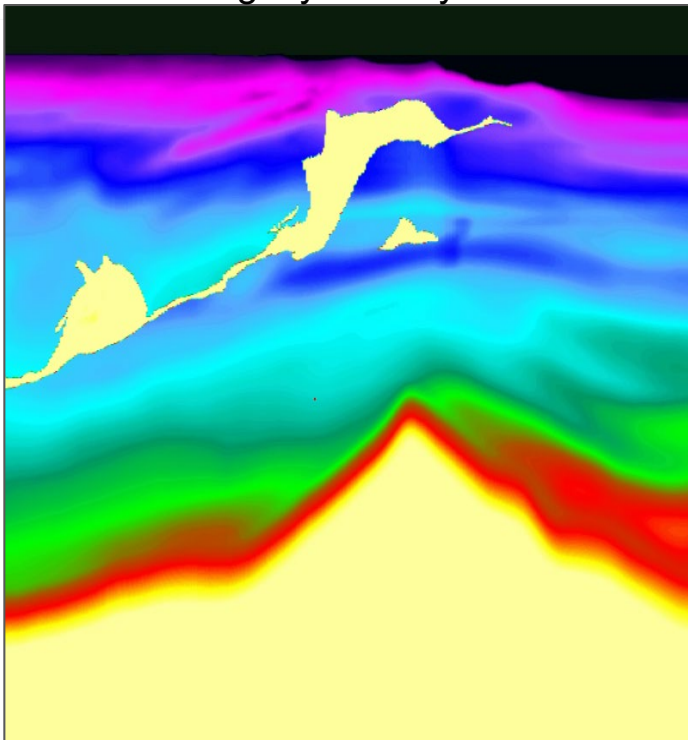
- Leveraging Sercel’s proven technologies and experience
- Product development in final phase (field tests), launch by year-end 2019

\* Source: Rystad Energy research and analysis

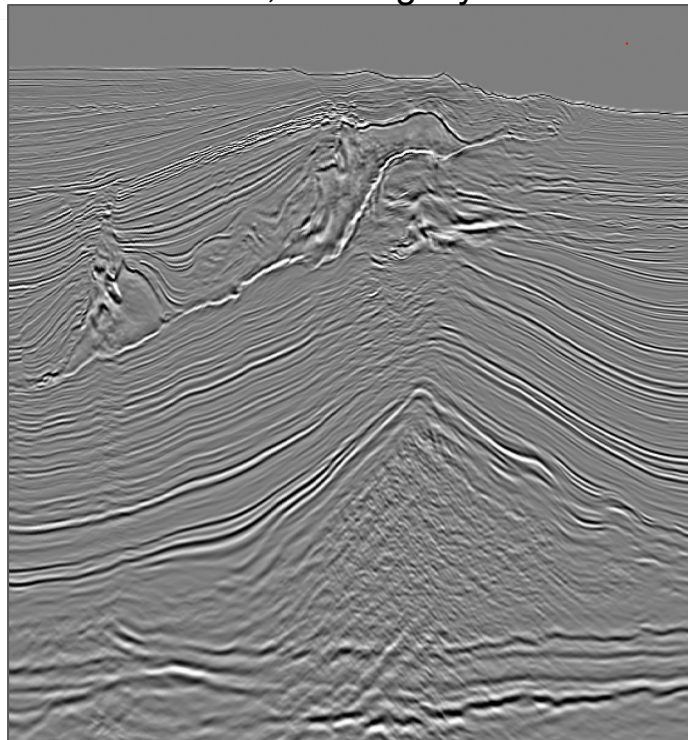


# Nodes, a growing market for CGG (example)

2016 legacy velocity model



Streamer, with legacy model

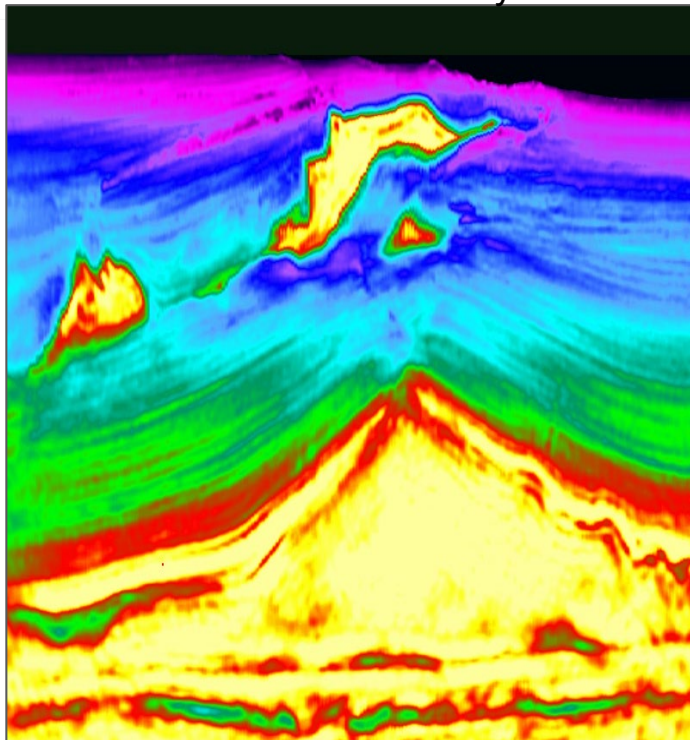


*Salt Velocity Model Building with FWI on OBN Data, Example from Mad Dog, Gulf of Mexico, Nolte et. al., <https://doi.org/10.1190/segam2019-3216777.1>*

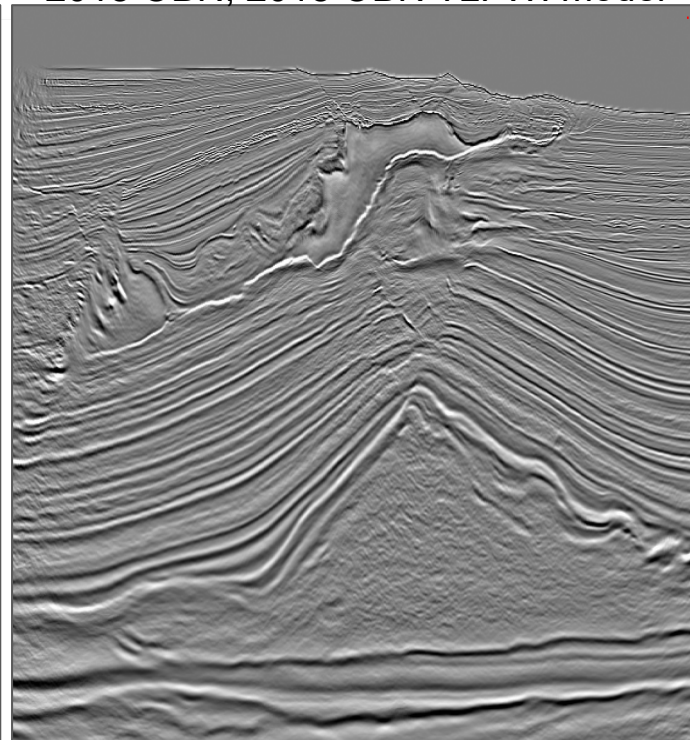


# Nodes, a growing market for CGG (example)

2018 OBN TLFWI velocity model



2018 OBN, 2018 OBN TLFWI model



*Salt Velocity Model Building with FWI on OBN Data, Example from Mad Dog, Gulf of Mexico, Nolte et. al., <https://doi.org/10.1190/segam2019-3216777.1>*

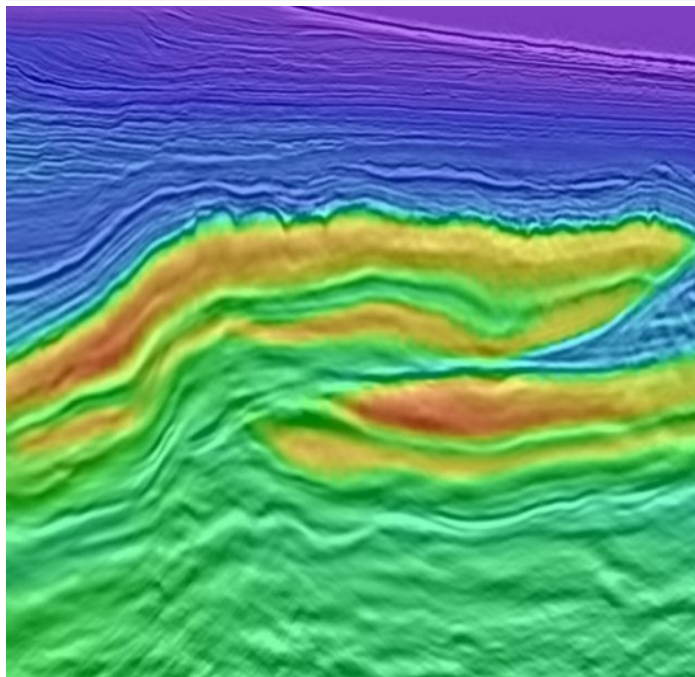


# Financial Review





# H1 2019 key highlights



**Segment Revenue at \$623m, up 23% y-o-y** driven by strong equipment recovery

- **GGR at \$401m and Equipment at \$222m**

**Segment EBITDAs at \$290m, up 46%, a 47% margin**

**Segment Operating Income at \$64m, including \$(64)m impact of new multi-client amortization policy, a 10% margin**

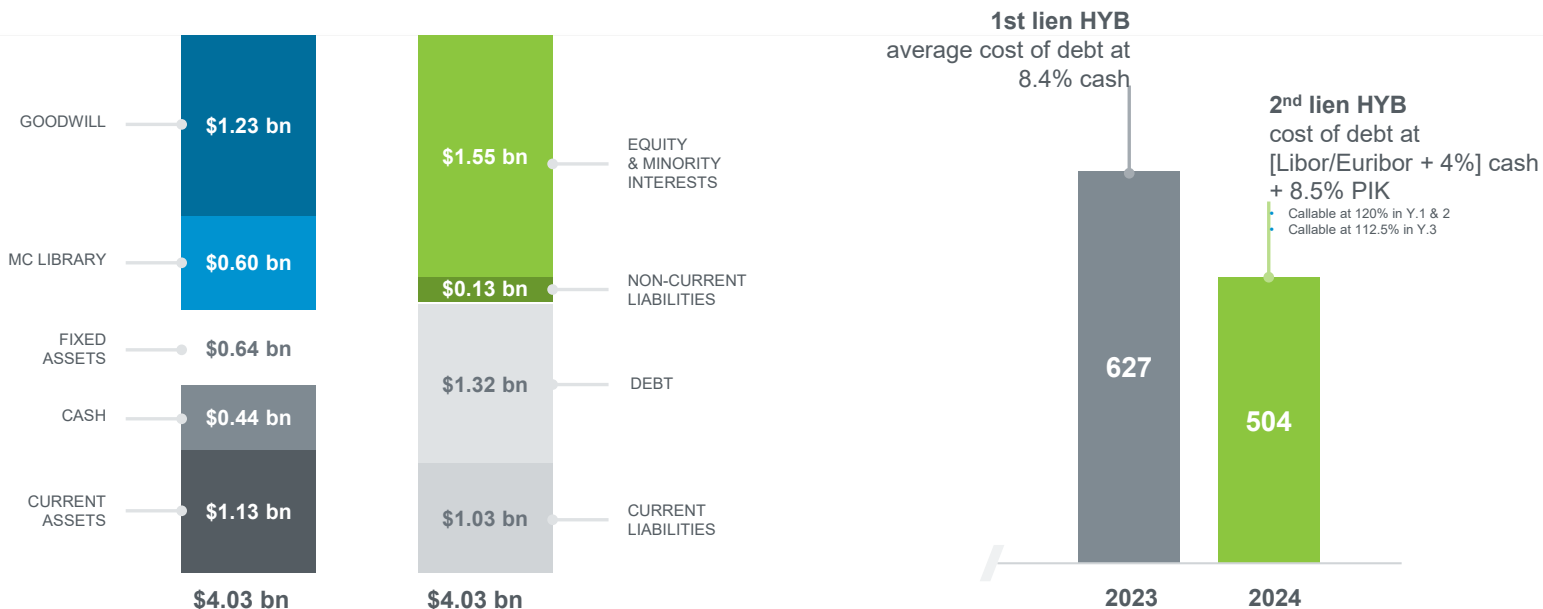
**Segment Free Cash Flow at \$167m**

**Net Cash Flow positive at \$13m and H1 segment Free Cash Flow improvement of \$147m y-o-y**

**Group net loss of \$(128)m, impacted by \$(129)m net loss from discontinued operations, including non-cash impairments of \$(104)m related to marine and JV disposal groups**



# Group Balance Sheet at June-end 2019



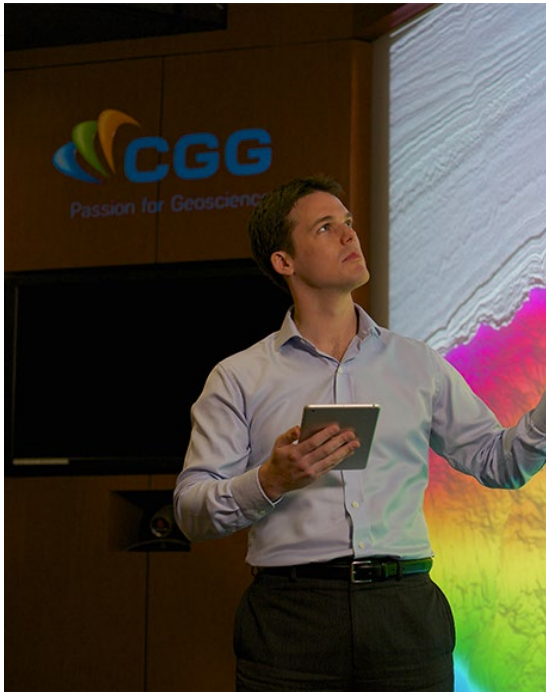
- Gross debt at \$1.18bn before IFRS 16 and \$1.32bn after IFRS16
- Net debt at \$741m before IFRS 16 and \$883m after IFRS16
- Net debt / LTM EBITDAs ratio at 1.2x





# Conclusion

# 2019 Financial Guidance Upgraded



Gradual recovery in Geology & Geophysical spend driven by new technologies for near field exploration and reservoir development

Acquisition exit and strategic partnership with Shearwater on track for final execution by year-end 2019

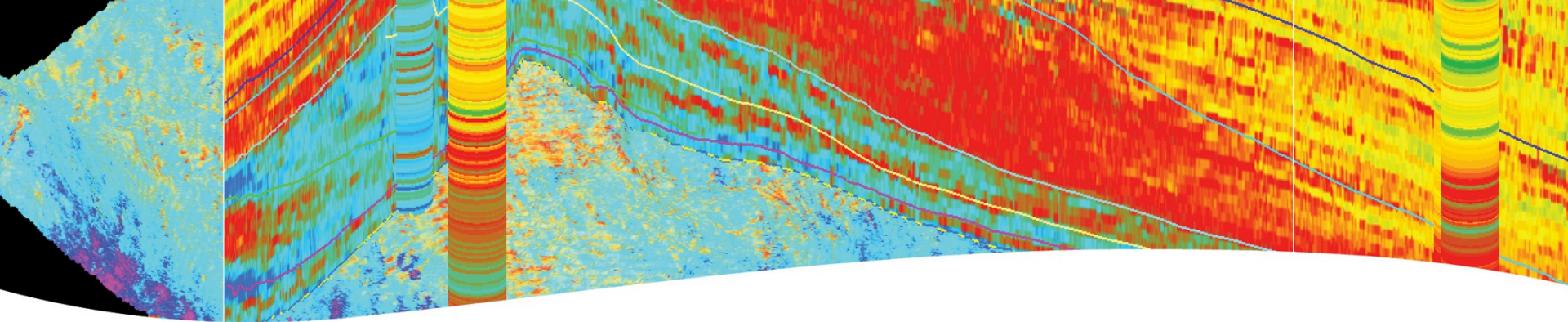
Positive cash generation in H1 2019 reflecting strength of CGG's core businesses and cost management focus

First half 2019 financial performance above expectations

2019 guidance upgraded on strong Multi-Client after-sales in Q3 and steady demand for Geoscience and Equipment







# THANK YOU!

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Passion for Geoscience





# 2019 Financial Guidance Upgrade

Continuing gradual market recovery

Expected segment revenue growth by more than 10% year on year

Segment EBITDAs margin expected at c. 50%

Segment operating income around \$200m

Positive net cash flow generation





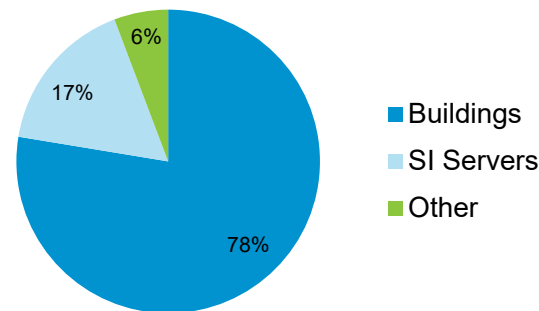
# IFRS 16 impacts

At January 1<sup>st</sup>, 2019 CGG applied IFRS 16. CGG recognized right of use assets and lease liabilities for operating leases

The impact of adoption of IFRS 16 on 2019 New Profile P&L is:

- Reduction in cash costs of c.\$53m
- Lease costs previously recognized within gross cash costs will be replaced by depreciation of c.\$(46)m and interest expense of c.\$(10)m

Lease liability by nature as of January 1st, 2019



In million \$	Opening 2019	
Property, plant & equipment, net	increased by	c. \$150
Financial Liabilities	increased by	c. \$155
Provisions and others	decreased by	c. \$20
Retained earnings	increased by	c. \$10

In million \$	Q2 2019	FY 2019
Segment EBITDAs inc.	c. \$11	c. \$50
D&A inc.	c.\$(10)m	c.\$(45)m
Segment OPINC inc.	c. \$1	c. \$5
Interests inc.	c.\$(2)m	c.\$(10)m

