

# Q2 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



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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.

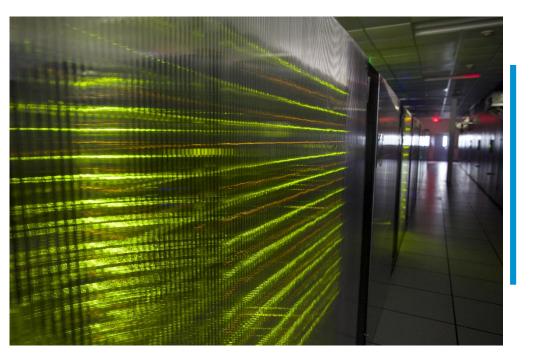
The Company based these forward-looking statements on its current assumptions, expectations and projections about future events. Although the Company believes that the expectations reflected in these forward-looking statements are reasonable, it is very difficult to predict the impact of known factors 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.





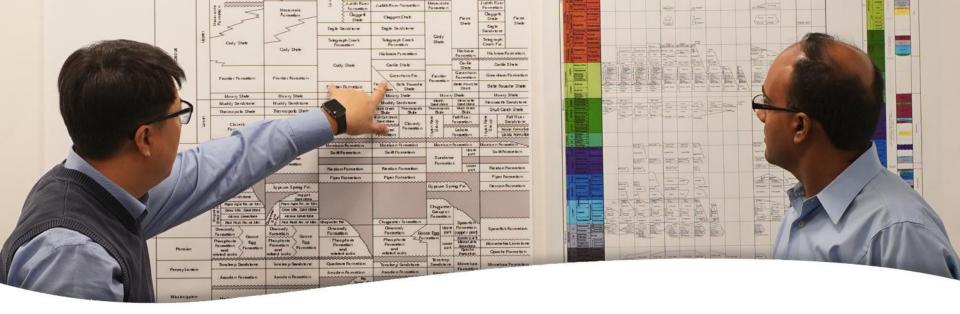


#### OPERATIONAL REVIEW

#### FINANCIAL REVIEW

#### CONCLUSION



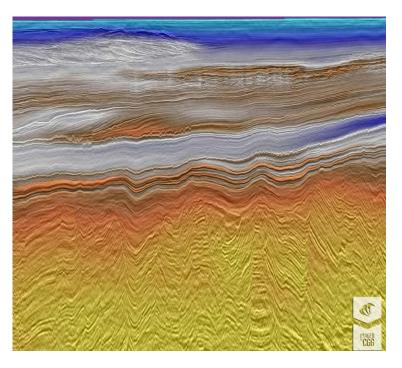


# **Operational review**

All figures are 'segment figures' used for management reporting (including IFRS 16 and before non-recurring charges and IFRS 15), unless stated otherwise



## Q2 2019 key highlights



**Segment Revenue at \$340m**, **up 24% y-o-y** driven by solid multiclient sales and high land equipment volumes

• GGR at \$220m and Equipment at \$120m

**Segment EBITDAs** at **\$171m, up 51%, a 50%** margin driven by increased profitability of Geoscience and Equipment

Segment Operating Income at \$53m, including \$(37)m impact of new multi-client amortization policy, a 16% margin

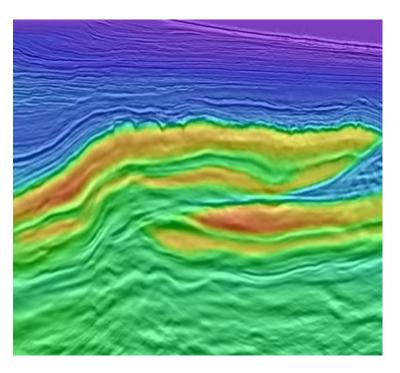
Segment Free Cash Flow at \$38m, compared to \$4m last year

**Net Cash Flow** negative at **\$(31)m** due to negative change in working capital of **\$(58)m** expected to be recovered in H2

**Group net loss** of **\$(98)m**, impacted by **\$(113)m net loss from discontinued operations**, including non-cash impairment of \$(104)m related to marine and JV disposal groups



## 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

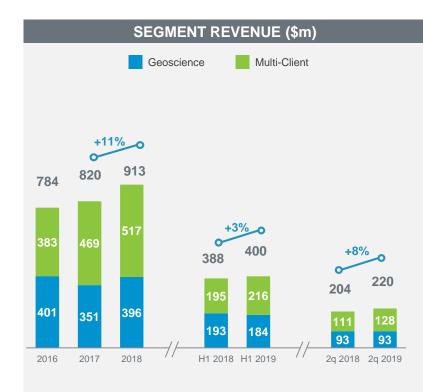
#### Segment Free Cash Flow at \$167m

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

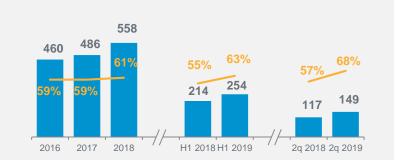
**Group net loss** of **\$(128)m**, impacted by **\$(129)m net loss from discontinued operations**, including non-cash impairment of \$(104)m related to marine and JV disposal groups



## GGR key financial indicators



#### **SEGMENT EBITDAS (\$m) & MARGIN**



#### **SEGMENT OPINC (\$m) & MARGIN**



\*including negative impact of new multi-client amortization of respectively \$(64)m in H1 and \$(37)m in Q2

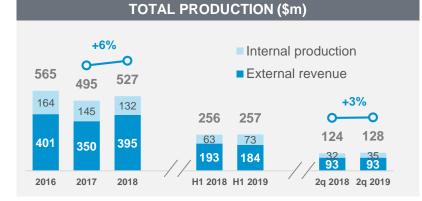
## Geoscience operational highlights

Q2 Geoscience performance confirms positive momentum seen since 2018

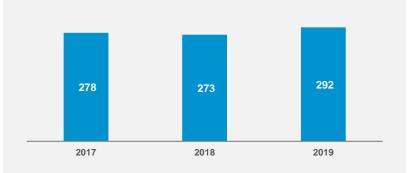
- Second quarter production up +3% year-on-year
- Geoscience external revenue was \$93 million, stable year-on-year mainly due to project delays and increased focus on more profitable businesses
- Year to date new orders intake reached \$230m, +30% y-o-y including a large OBN ADNOC project
- External order book increased +19% from December 2018, reaching \$292m on July 1st 2019
- OBN acquisition and processing/imaging market showing continued growth
- Deep water activity improving



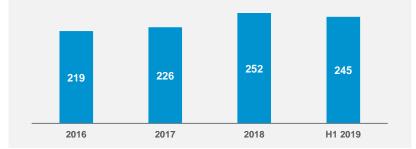
## Geoscience key business indicators



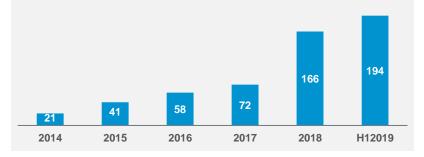
#### BACKLOG as of JULY. 1<sup>st</sup> (\$m)



#### TOTAL PRODUCTION / HEAD (\$k)







### Multi-Client operational highlights 2019 - Featured Projects



#### **Chickasha Extension**

Acquisition complete

#### Bayou Bœuf

- 578 sq. miles
- Preparing to start acquisition in October

#### **Mississippi Canyon**

- 1st Multi-Client nodes job
- Acquisition complete in June

#### Santos Nebula

- 15,000 km2 w/ 8,000 km2 dual azimuth
- Acquisition started end of June

#### **Barents Sea**

- 5,000 km2
- TopSeis technology
- Acquisition starting mid-July

#### West of Shetlands

- Footprint extension
- Mid- July start

#### North Sea – Quad 21

Acquisition complete in July

#### Gippsland

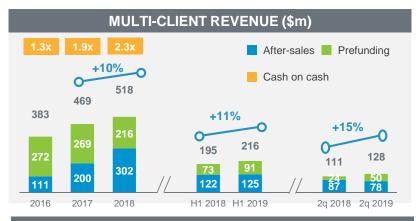
• Transiting in Q4 for January 2020 start



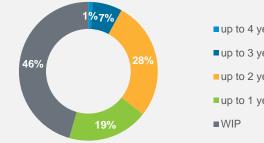




## Multi-Client key business indicators

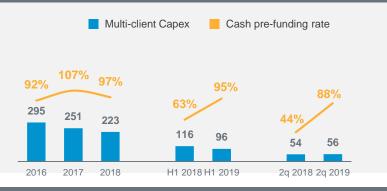


#### DATA LIBRARY NBV SPLIT AS OF 06/30/2019

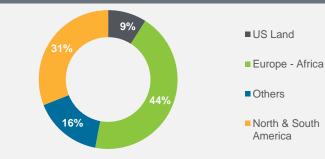




#### MULTI-CLIENT CAPEX (\$m) & PRE-FUNDING (%)



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





## Equipment operational highlights



#### Land

- Three 508<sup>XT</sup> land acquisition systems delivered
- Significant deliveries in Middle-East (508<sup>XT</sup>) and North Africa (428XL)

#### Marine

· Continued slow marine market

#### **Downhole tools**

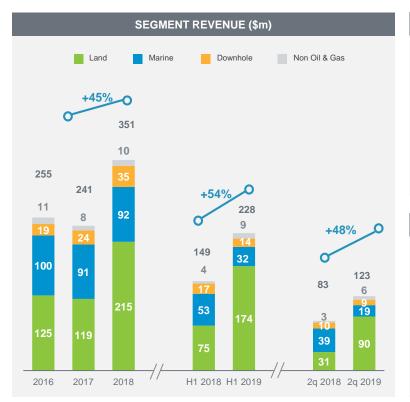
- Flat demand for Artificial Lift
- Main deliveries in the US lower 48

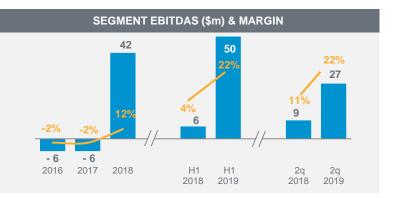
#### Non Oil & Gas

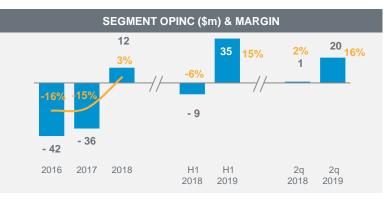
Good progress on Structural Health Monitoring



## Equipment key financial indicators







# Sercel 508 $^{\rm XT}$ : More than 10% of the seismic crews worldwide are now equipped with new 508 $^{\rm XT}$

#### Cross Technology (XT)

- The 508 <sup>XT</sup> brings cost effective and innovative solutions to improve field operations efficiency
- Ability to parallel tasks to optimize productivity
- Different levels of redundancies to allow the production to continue in case of field issues

#### Market Penetration and Recent Sucesses

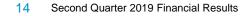
- 40 systems delivered with 450,000 channels
- A fourth 508 <sup>XT</sup> high-channel count systems (75,000 channels) for a mega-crew in Saudi to a Chinese company
- First Transition Zone version (TZ-508) with 6,000 channels delivered in Russia to be operated in the Gulf of Ob river next month

#### **Evolution and Perspectives**

- TZ version for shallow water operations just released
- A lighter version of Central Unit is scheduled for portable crews
- Continuous productivity improvements (Vibrators Auto Guidance, Source Management, etc.)
- System is flexible enough to adapt to future acquisition methods









## Finance



## Q2 2019 P&L

In million \$	Q2 2018	Q2 2019
Segment revenue (R.P.)	274	340
IFRS 15 adjustment	(24)	(5)
IFRS Revenue	250	335
Segment EBITDAs	113	171
Segment OPINC	53	53
IFRS 15 adjustment	(10)	(1)
NRC	(4)	(0)
IFRS OPINC	39	52
Equity from Investments	(0)	(0)
Net cost of financial debt	(33)	(33)
Other financial income	69	(0)
Taxes	(9)	(3)
Net income / (loss) from continuing operations	66	16
Net income / (loss) from discontinued operations	(17)	(113)
Group net income / (loss)	49	(98)

Segment revenue for the new profile at \$340m, up 24% y-o-y

# Segment EBITDAs at \$171m, a 50% margin

**Positive segment OPINC at \$53m, a 16% margin,** impacted by \$(37)m of the application of the 4 year straight-line multi-client amortization

#### Group net loss at \$(98)m after:

- Net income from continuing operations at \$16m
- Net loss from discontinued operations at \$(113)m



## Sound financial situation

#### H1 2019 Net Cash Flow at \$13m

#### H1 2019 positive net cash flow of \$13m

- Segment free cash high at \$167m vs \$20m in H1 2018
- Paid cost of debt at \$(40)m
- Free cash flow from discontinued operations at \$(74)m
- CGG 2021 cash costs at \$(41)m
- Net cash flow at \$13m vs \$(118)m in H1 2018

## H1 negative change in working capital from discontinued operations of \$(47)m to be recovered in H2 2019

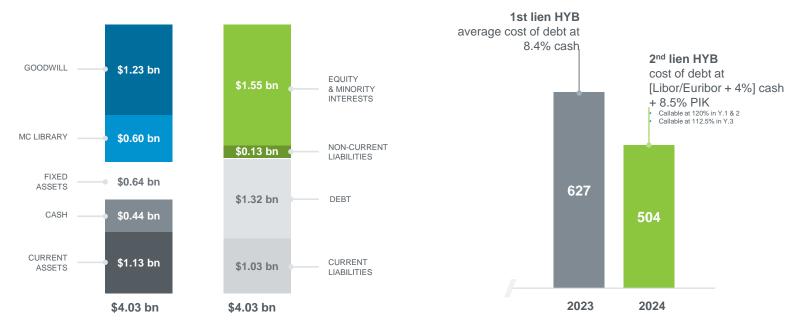
H1 Segment Free Cash Flow year-on-year improvement of \$147m

Solid liquidity at \$441m

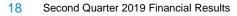
In million \$	H1 2019	H1 2018	Q2 2019	Q2 2018
Segment Free Cash Flow	167	20	38	4
Cash Cost of Debt	(40)	(32)	(33)	(18)
Cash Flow from Discontinued Operations	(74)	(48)	(21)	(3)
Plan 2021 / 2018 NRC	(41)	(58)	(16)	(4)
Net Cash Flow	13	(118)	(31)	(21)



## Group Balance Sheet at June-end 2019



- Gross debt at \$1,182m before IFRS 16 and \$1,324m after IFRS16
- Net debt at \$741m before IFRS 16 and \$883m after IFRS16
- Net debt / LTM EBITDAs ratio at 1.2x







# Conclusion



## 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.



## Confirmation of 2019 objectives



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

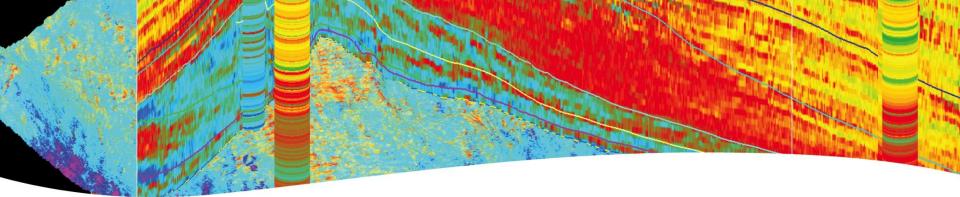
Acquisition exit and strategic partnership with Shearwater on track for final execution by year-end 2019

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

First semester 2019 financial performance above expectations

Confirmation of 2019 guidance





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#### **Continuing gradual market recovery**

Expected high single digit revenue growth in line with increase in E&P spending

EBITDAs margin expected at c. 45%, depending on revenue mix

#### **Capex spending:**

- Multi-client cash capex at \$250-275m with a cash prefunding rate above 70%
- Industrial and R&D capex at \$80-90m

**OPINC** in the range of \$75-125m, including multi-client amortization of \$(365)-(385)m

Higher cash generation, with segment FCF in the range of \$175-200m

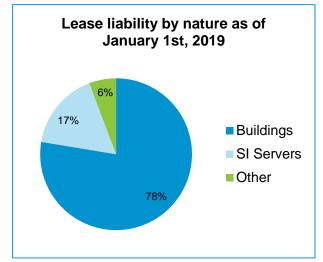


## **IFRS 16 impacts**

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



In million \$	Opening 2	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

