

# Unaudited Third Quarter 2013 Results



Oslo, October 25, 2013

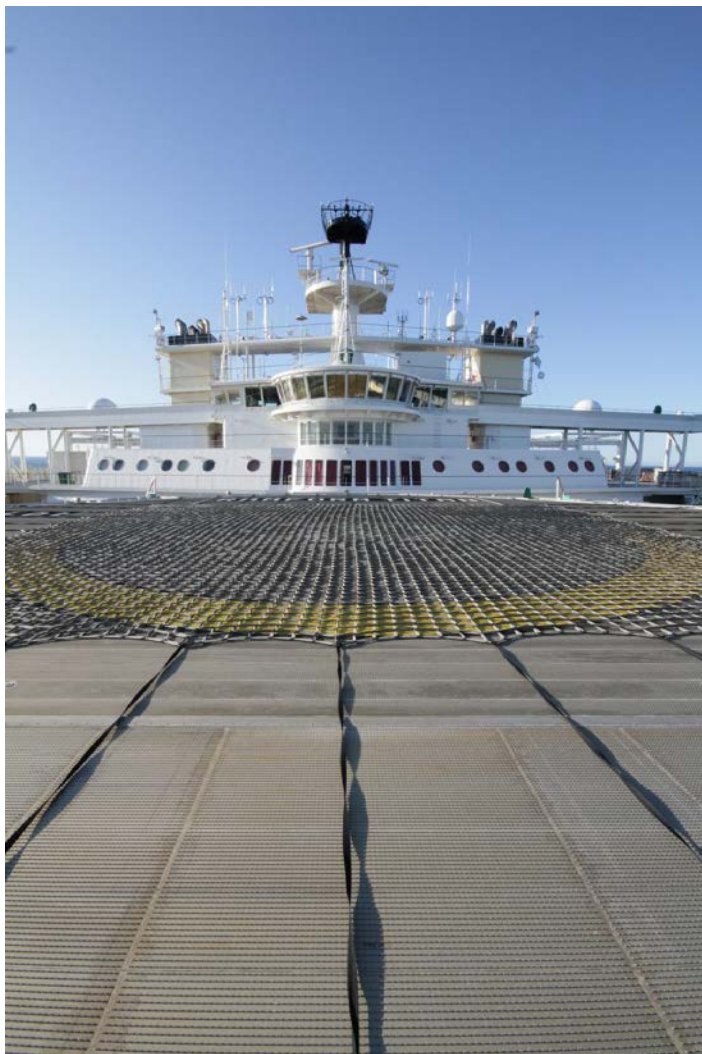
## Cautionary Statement

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- 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 the press release for the third quarter 2013 results and the disclosures therein



# PGS' Business Model Delivers Strong EBIT Margin in a Challenging MultiClient Quarter



- Q3 2013 financial performance:
  - EBIT of USD 108.3 million. A margin of 30%
  - Record data processing revenues
- Order book up 30% from Q2 2013
- Liquidity reserve further strengthened at improved terms
- *Ramform Titan* completes first survey with excellent performance
- Increased client focus on preserving their dividend capacity is impacting seismic spending
  - Lessens likelihood of seeing a normal seasonal Q4 increase for MultiClient sales

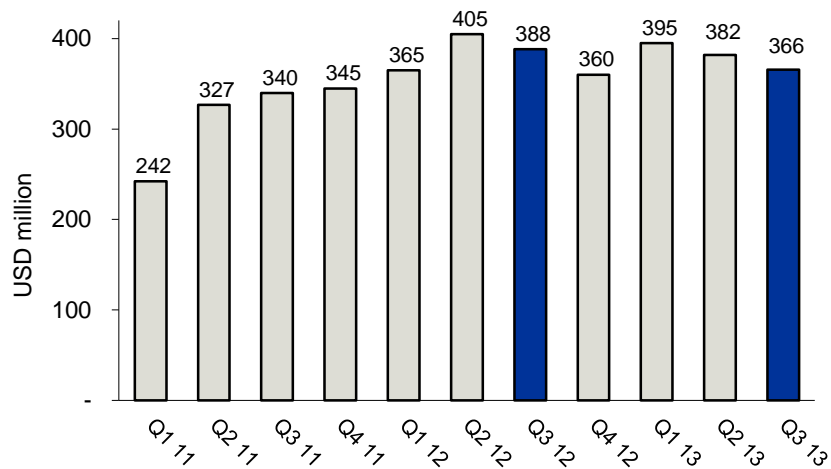
➔ Full year 2013 EBITDA guidance of approximately USD 850 million

# Financial Summary

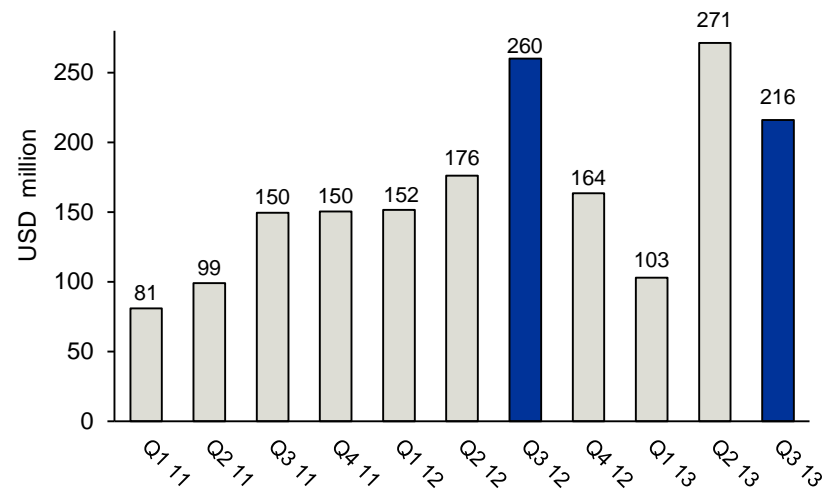
## Stable EBIT in a Softer MultiClient Market



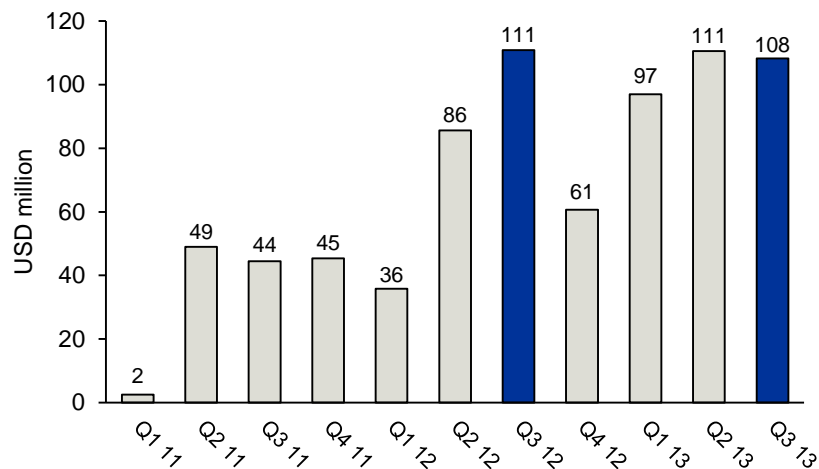
Revenues



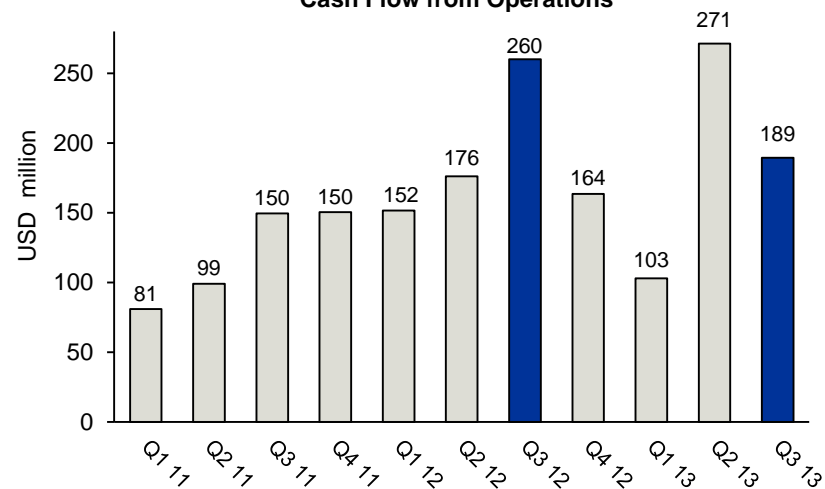
EBITDA\*



EBIT\*\*



Cash Flow from Operations

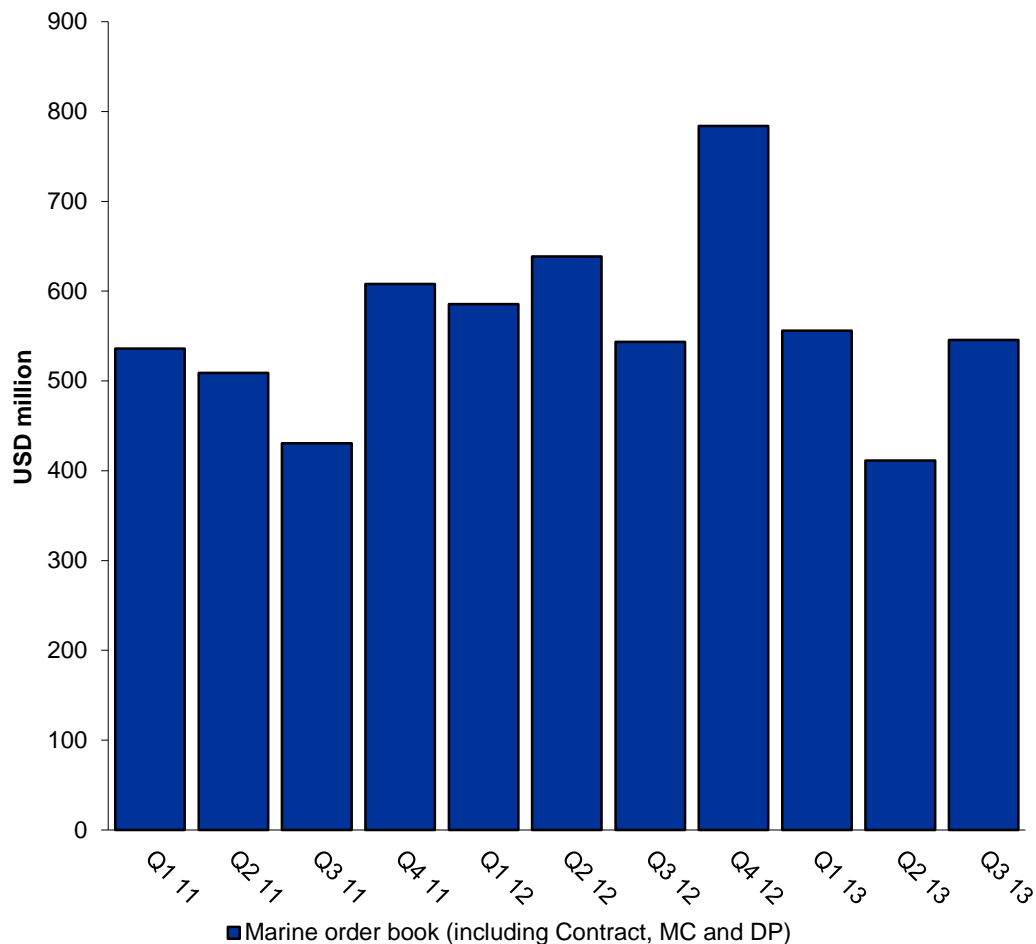


\*EBITDA, when used by the Company, means EBIT less other operating (income) expense, impairments of long-term assets and depreciation and amortization.

\*\*Excluding impairments of USD 0.1 million in Q4 2012, USD 2.6 million in Q4 2011 and reversal of impairment of USD 0.9 million in Q2 2012.

# Order Book Increasing

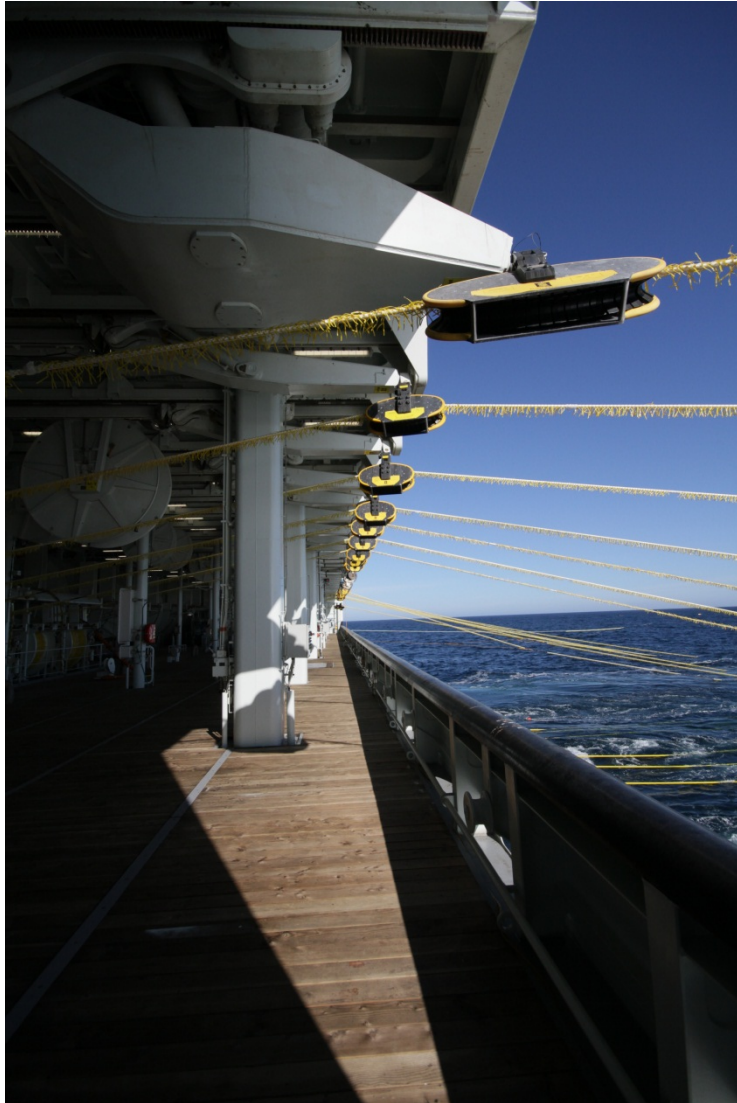
## Driven by Technology and Productivity Differentiation



- Order book end Q3 of USD 579 million
  - Some price pressure post North Sea Season impacting primarily Q4 and Q1
- Vessel booking\*
  - Almost fully booked for Q4 2013
  - ~75% booked for Q1 2014
  - ~50% booked for Q2 2014
  - ~30% booked for Q3 2014

\*As of mid October, 2013

## An Industrial Approach to the Business



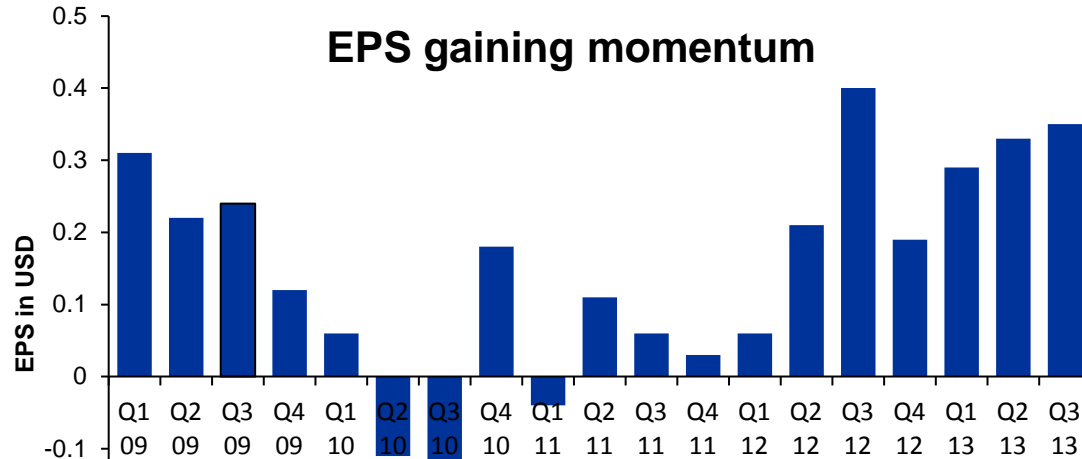
- Financial strategy
  - Prudent financial structure / gearing policy
  - Focus on return on capital employed
  
- Operational strategy
  - Leading HSEQ performance
  - Productivity advantage relative to competitors
  - R&D to deliver technology differentiation
  - MultiClient / Contract balance to ensure optimal portfolio
  - MultiClient pre-funding 80-120% of capitalized cash investments
  
- Vessel investment strategy
  - Investing in own capacity through the cycle when differentiation can be achieved
  - Maintaining critical mass is important
  - Market share is not an objective
  - Charter in capacity to support good business opportunities



A business model suited to delivering earnings over the cycle

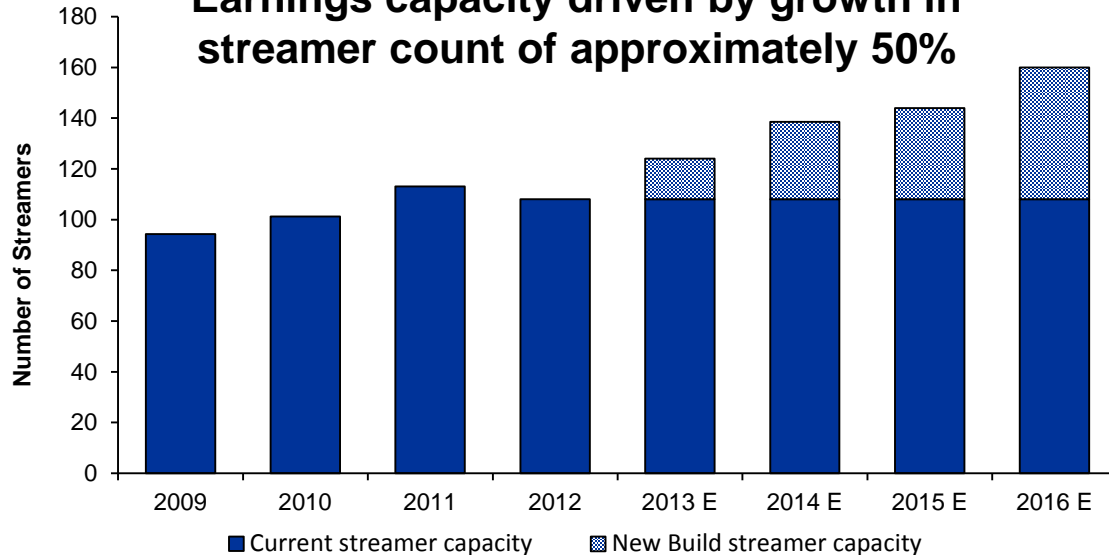
# Investing in a Growth Case

**EPS gaining momentum**



- PGS well positioned to improve return on capital and dividend capacity by having:
  - A strong balance sheet
  - Increased earnings capacity from new builds
  - Technology differentiation

**Earnings capacity driven by growth in streamer count of approximately 50%**



# Petroleum Geo-Services ASA

*Financials*

*Unaudited Third Quarter 2013 Results*



# Consolidated Statement of Operations Summary

| USD million (except per share data)     | Quarter ended September 30 |        |          | Nine months ended June 30 |        |          |
|---|----------------------------|--------|----------|---------------------------|--------|----------|
|   | 2013                       | 2012   | % change | 2013                      | 2012   | % change |
| Revenues                                | 365.6                      | 388.3  | -6 %     | 1142.1                    | 1158.2 | -1 %     |
| EBITDA*                                 | 216.0                      | 222.1  | -3 %     | 627.9                     | 614.0  | 2 %      |
| Operating profit (EBIT)                 | 108.3                      | 110.9  | -2 %     | 315.7                     | 233.2  | 35 %     |
| Net financial items                     | (10.4)                     | (9.0)  | -16 %    | (32.6)                    | (49.7) | 34 %     |
| Income (loss) before income tax expense | 97.9                       | 101.9  | -4 %     | 283.1                     | 183.5  | 54 %     |
| Income tax expense (benefit)            | 23.7                       | 15.0   | 58 %     | 74.9                      | 38.1   | 97 %     |
| Net income to equity holders            | 74.2                       | 86.9   | -15 %    | 208.2                     | 145.4  | 43 %     |
| EPS basic                               | \$0.35                     | \$0.40 | -13 %    | \$0.97                    | \$0.67 | 45 %     |
| EBITDA margin*                          | 59.1 %                     | 57.2 % |          | 55.0 %                    | 53.0 % |          |
| EBIT margin                             | 29.6 %                     | 28.6 % |          | 27.6 %                    | 20.1 % |          |

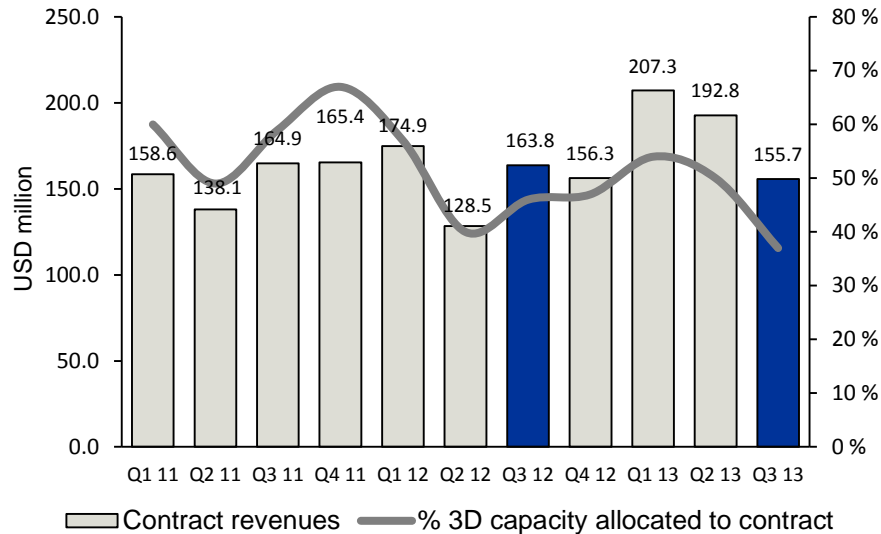
- Reported tax rate of 24%
  - Positive impact of tax exempt profit on vessel operations within tonnage tax regimes
  - Negative impact of strengthened USD year-to-date and change in valuation allowance for deferred tax assets

\*EBITDA, when used by the Company, means EBIT less other operating (income) expense, impairments of long-term assets and depreciation and amortization.

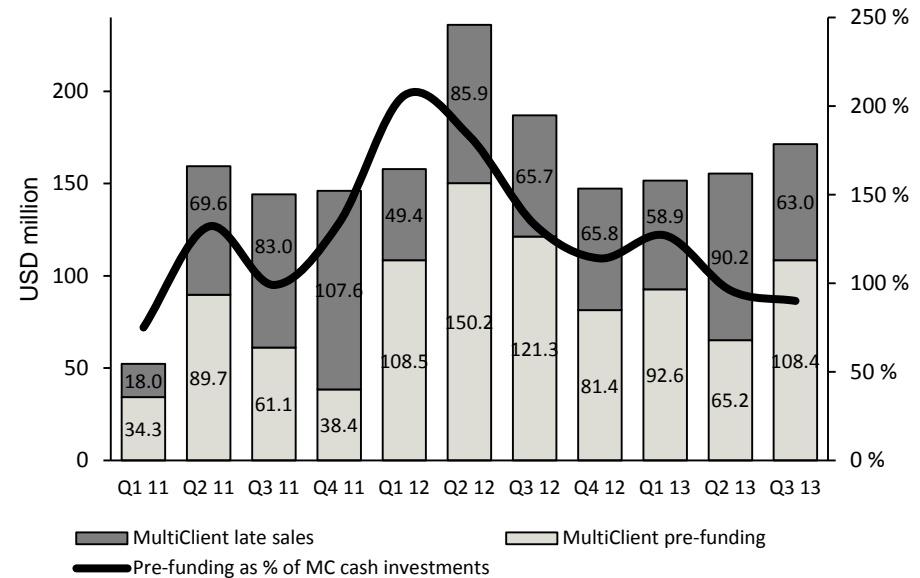
The accompanying unaudited financial information has been prepared under IFRS. This information should be read in conjunction with the unaudited third quarter 2013 results, released on October 25, 2013.

# Q3 2013 Highlights

## Contract revenues



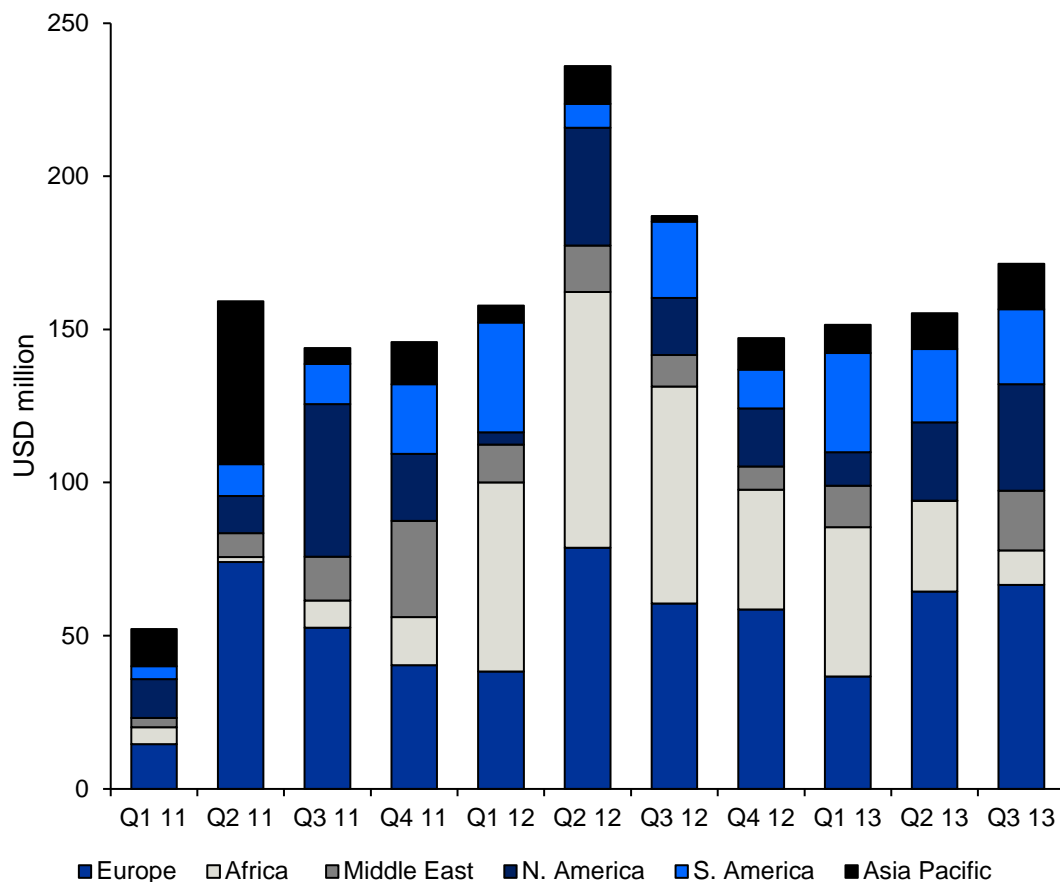
## MultiClient revenues



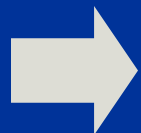
- Marine Contract revenues of USD 155.7 million, with an EBIT margin of 36%
- Total MultiClient revenues of USD 171.4 million in Q3 2013
  - Q3 pre-funding of 90% of MultiClient cash investment
- Record external data processing revenues of USD 34.4 million

# MultiClient Revenues per Region

## Pre-funding and Late Sales Revenues Combined



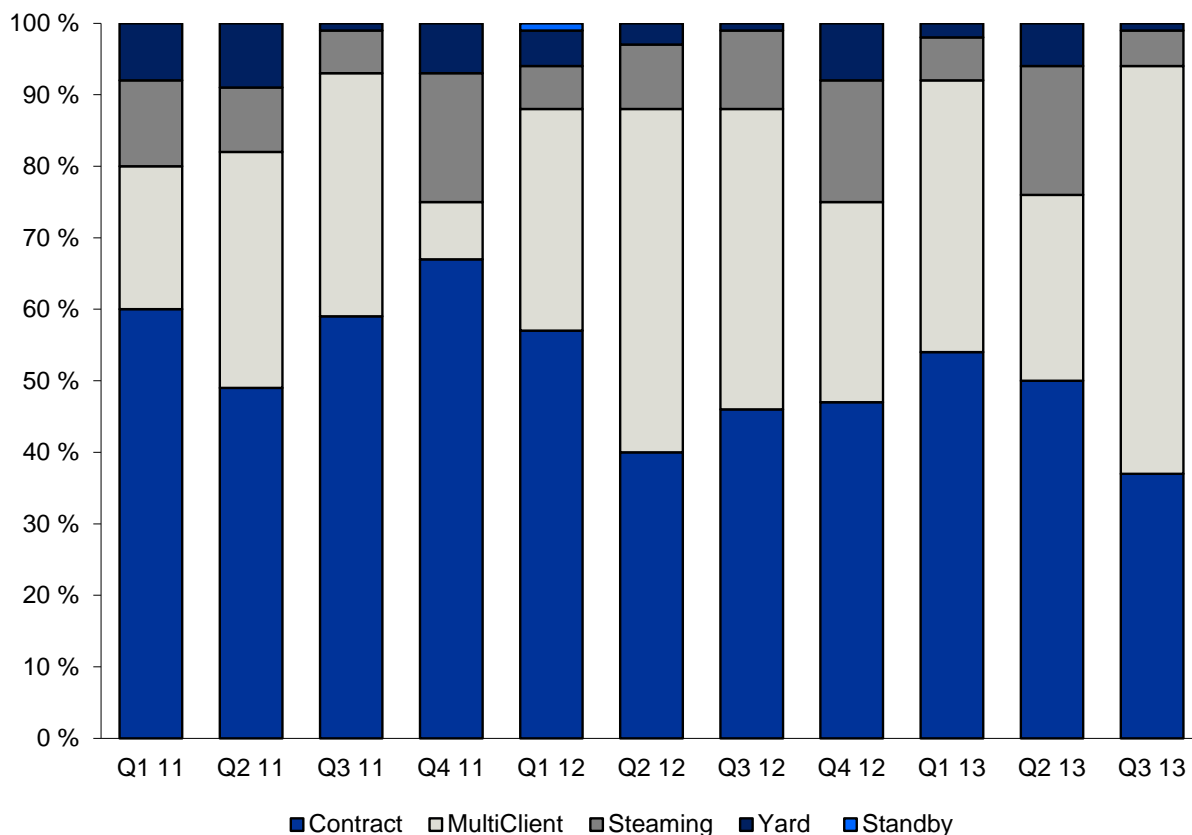
- Pre-funding revenues were highest in Europe, South America and Middle East
- Strong late sales in North America and Europe
- Full year 2013 pre-funding revenues expected to be 95-100% of capitalized MultiClient cash investment



57% of total vessel time was used for MultiClient in Q3 2013

# Vessel Utilization

## Seismic Streamer 3D Fleet Activity in Streamer Months



- Strong Q3 utilization
- Q4 will see seasonal effect of moving vessels out of the North Sea
- High MultiClient allocation also in Q4 due to start of Full Azimuth GeoStreamer survey in GoM
- Approx. 45% of active 3D vessel capacity allocated to MultiClient for the full year 2013



94% active vessel time in Q3 2013



## Key Operational Figures

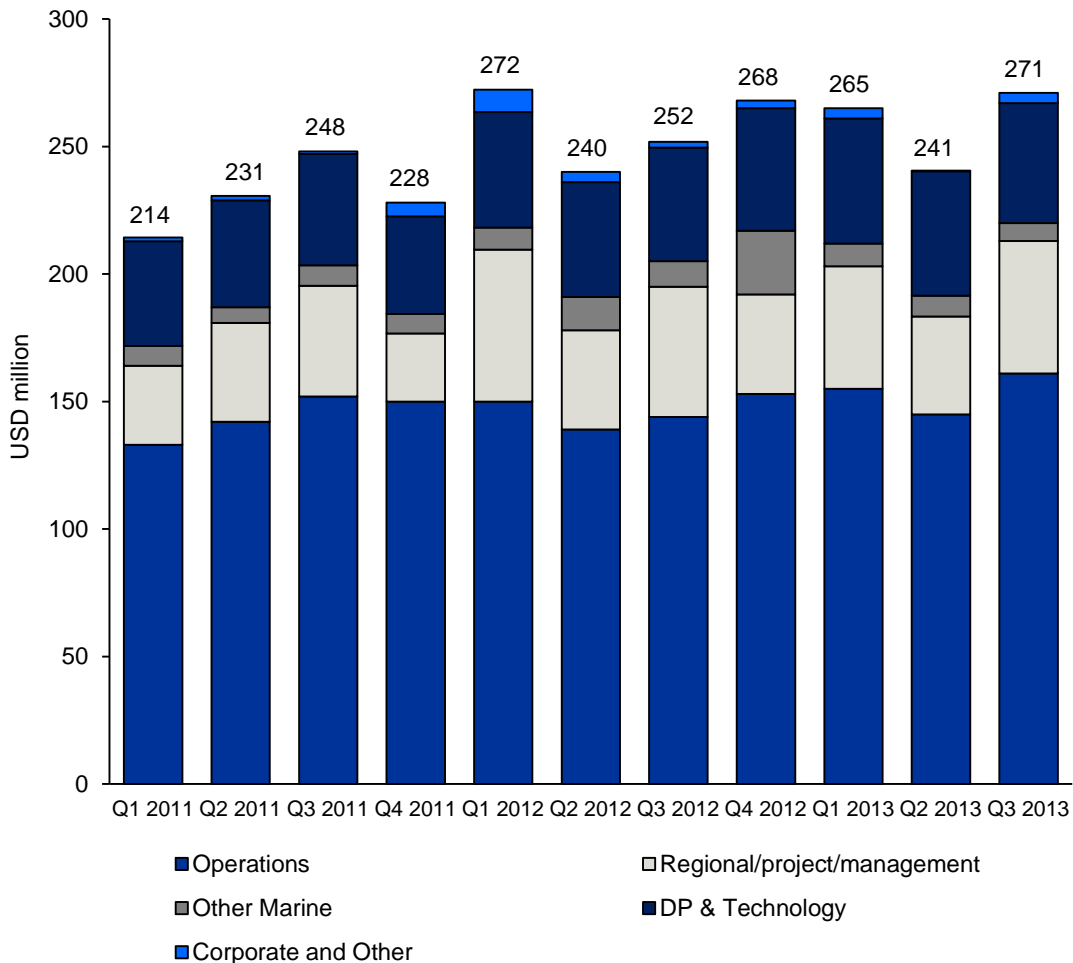
| USD million                    | 2013         |              |              | 2012         |              |              |              |
|--------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
|                                | Q3           | Q2           | Q1           | Q4           | Q3           | Q2           | Q1           |
| Contract revenues              | 155.7        | 192.8        | 207.3        | 156.3        | 163.8        | 128.5        | 174.9        |
| MultiClient Pre-funding        | 108.4        | 65.2         | 92.6         | 81.4         | 121.3        | 150.2        | 108.5        |
| MultiClient Late sales         | 63.0         | 90.2         | 58.9         | 65.8         | 65.7         | 85.9         | 49.4         |
| Data Processing                | 34.3         | 28.8         | 27.1         | 32.3         | 33.1         | 31.7         | 27.3         |
| Other                          | 4.2          | 4.7          | 8.9          | 24.3         | 4.3          | 8.6          | 4.9          |
| <b>Total Revenues</b>          | <b>365.6</b> | <b>381.7</b> | <b>394.8</b> | <b>360.1</b> | <b>388.3</b> | <b>404.8</b> | <b>365.0</b> |
| Operating cost                 | (149.6)      | (172.1)      | (192.5)      | (197.9)      | (166.2)      | (158.7)      | (219.3)      |
| <b>EBITDA**</b>                | <b>216.0</b> | <b>209.6</b> | <b>202.3</b> | <b>162.2</b> | <b>222.1</b> | <b>246.2</b> | <b>145.7</b> |
| Other operating income         | 0.2          | 0.2          | 0.2          | 0.2          | 0.2          | 0.2          | 0.5          |
| Depreciation                   | (27.2)       | (38.8)       | (37.5)       | (37.7)       | (33.0)       | (31.4)       | (37.6)       |
| MultiClient amortization       | (80.7)       | (60.4)       | (68.2)       | (64.0)       | (78.5)       | (129.3)      | (72.8)       |
| <b>EBIT*</b>                   | <b>108.3</b> | <b>110.6</b> | <b>96.8</b>  | <b>60.7</b>  | <b>110.9</b> | <b>85.6</b>  | <b>35.8</b>  |
| CAPEX, whether paid or not     | (93.2)       | (199.9)      | (71.4)       | (139.5)      | (76.6)       | (84.1)       | (67.9)       |
| Cash investment in MultiClient | (120.9)      | (68.1)       | (72.9)       | (71.3)       | (91.4)       | (82.0)       | (52.7)       |
| <b>Order book</b>              | <b>579</b>   | <b>446</b>   | <b>592</b>   | <b>829</b>   | <b>608</b>   | <b>689</b>   | <b>655</b>   |

\*Excluding impairments of long-term assets of USD 0.1 million in Q4 2012 and reversal of impairments of USD 0.9 million in Q2 2012.

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# Group Cost\* Development



- Cost focus delivering results
- Increase Q3 over Q2 primarily related to
  - *Ramform Titan* in full operation
  - Steaming cost charged to expense in Q3
  - Less capitalized yard time

\*Amounts show the sum of operating cost and capitalized MultiClient cash investment.

# Consolidated Statements of Cash Flows Summary

| USD million   | Quarter ended September 30 |              | Nine months ended |                |
|---|----------------------------|--------------|-------------------|----------------|
|   | 2013                       | 2012         | 2013              | 2012           |
| Cash provided by operating activities               | 189.4                      | 260.2        | 563.4             | 588.2          |
| Investment in MultiClient library                   | (120.9)                    | (91.4)       | (262.0)           | (226.1)        |
| Capital expenditures                                | (76.8)                     | (84.7)       | (352.6)           | (226.9)        |
| Other investing activities                          | (10.7)                     | 14.4         | (26.1)            | 0.8            |
| Financing activities                                | (11.7)                     | (7.1)        | (14.0)            | (270.4)        |
| <b>Net increase (decr.) in cash and cash equiv.</b> | <b>(30.7)</b>              | <b>91.4</b>  | <b>(91.3)</b>     | <b>(134.4)</b> |
| Cash and cash equiv. at beginning of period         | 329.7                      | 198.9        | 390.3             | 424.7          |
| <b>Cash and cash equiv. at end of period</b>        | <b>299.0</b>               | <b>290.3</b> | <b>299.0</b>      | <b>290.3</b>   |

- Cash flow in Q3 2013 reflects relatively flat working capital development after a significant reduction (improvement) in working capital Q2 2013
- In Q3 2012 the Company saw favorable working capital variations boosting cash provided by operating activities

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## Strong Balance Sheet Position - Key Figures

| USD million                   | September 30 |         | December 31 |
|-------------------------------|--------------|---------|-------------|
|                               | 2013         | 2012    | 2012        |
| Total assets                  | 3 511.2      | 3 040.3 | 3 275.6     |
| MultiClient Library           | 520.7        | 357.4   | 382.3       |
| Shareholders' equity          | 2 041.5      | 1 849.2 | 1 911.5     |
| Cash and cash equiv.          | 299.0        | 290.3   | 390.3       |
| Restricted cash               | 88.1         | 89.5    | 92.3        |
| Liquidity reserve             | 799.0        | 640.3   | 740.3       |
| Gross interest bearing debt * | 1 040.8      | 771.4   | 921.6       |
| Net interest bearing debt     | 638.1        | 381.1   | 435.6       |

\*Includes capital lease agreements

- By increasing the revolving credit facility from USD 350 million to USD 500 million liquidity reserve is now almost USD 800 million
- Net debt well below threshold of 1x EBITDA in a strong market and 2x EBITDA in a weak market
- Shareholders' equity at 58% of total assets

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# The *Ramform Titan* Experience



Magne A. Reiersgård, EVP Operations

# Ramform Titan – Why Bigger is Better

## Matching GeoStreamer Capabilities with Vessel Performance



- It's not only about higher number of streamers, but also longer streamers resulting in significantly larger streamer spreads in water
- Client demand for larger, reliable and SAFE vessels for high impact projects
- It's about increasing efficiency

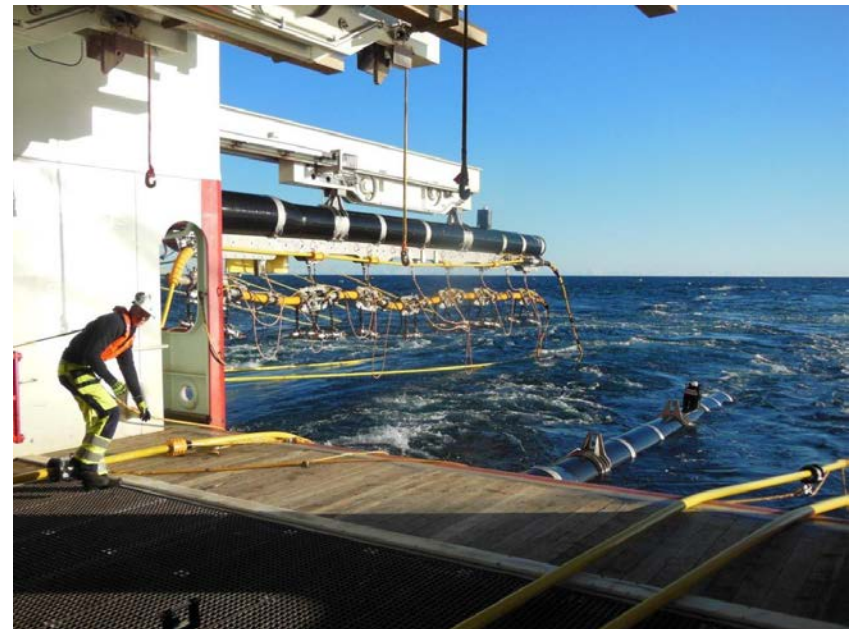


- Stability to fully exploit weather robustness of GeoStreamer technology
- Safer platform
- Long endurance for long projects and remote locations
- Increased redundancy in all systems
- New deployment systems
- Functional interior design for increased onboard team interaction and comfort



# Ramform Titan – Increasing the Efficiency

- HSEQ
  - More and longer streamers require more space for safe operations
  - Automated back deck
  - 2 stern operated workboats
  
- Efficiency
  - Shorter deployment and retrieval time
  - Repair and maintenance at sea
  - Effective barnacle cleaning while in operation
  
- Performance
  - 24 x 12000 m capacity
  - 150 days endurance
  - GeoStreamer Technologies
  
- Comfort
  - 60 single cabins, 10 double
  - Improved work environment and facilities results in less risk of crew fatigue



# Ramform Titan – Productivity

## TITAN-Class Starts at the Top-end of the Vessel Segment



| # Streamers | Km Streamer in water | Sqkm/ day | Duration in days |
|-------------|----------------------|-----------|------------------|
| 6           | 48                   | 39        | 307              |
| 8           | 64                   | 52        | 230              |
| 10          | 80                   | 65        | 185              |
| 12          | 96                   | 78        | 154              |
| 14          | 112                  | 91        | 132              |
| 16          | 128                  | 104       | 115              |
| 18          | 144                  | 117       | 102              |

Based on typical 8km long streamers towed at 100m separation, 20% time added for infill, acquiring 130 km of data per day and a total full fold survey size of 10,000sq.km



# Ramform Titan – Size Matters

## Lots of Space and Stability



16 lead-in winches allowing great flexibility for repair and configurations

Deflector handling frame gives flexibility to transfer the deflector from ship side to top deck for storage, maintenance and repair



6 source booms – one per source array



2 work boats in cradles deployed from stern of the vessel

Increased distance between Streamers

Ben  
Tom Gulbrandsen Foto ©

# Petroleum Geo-Services ASA

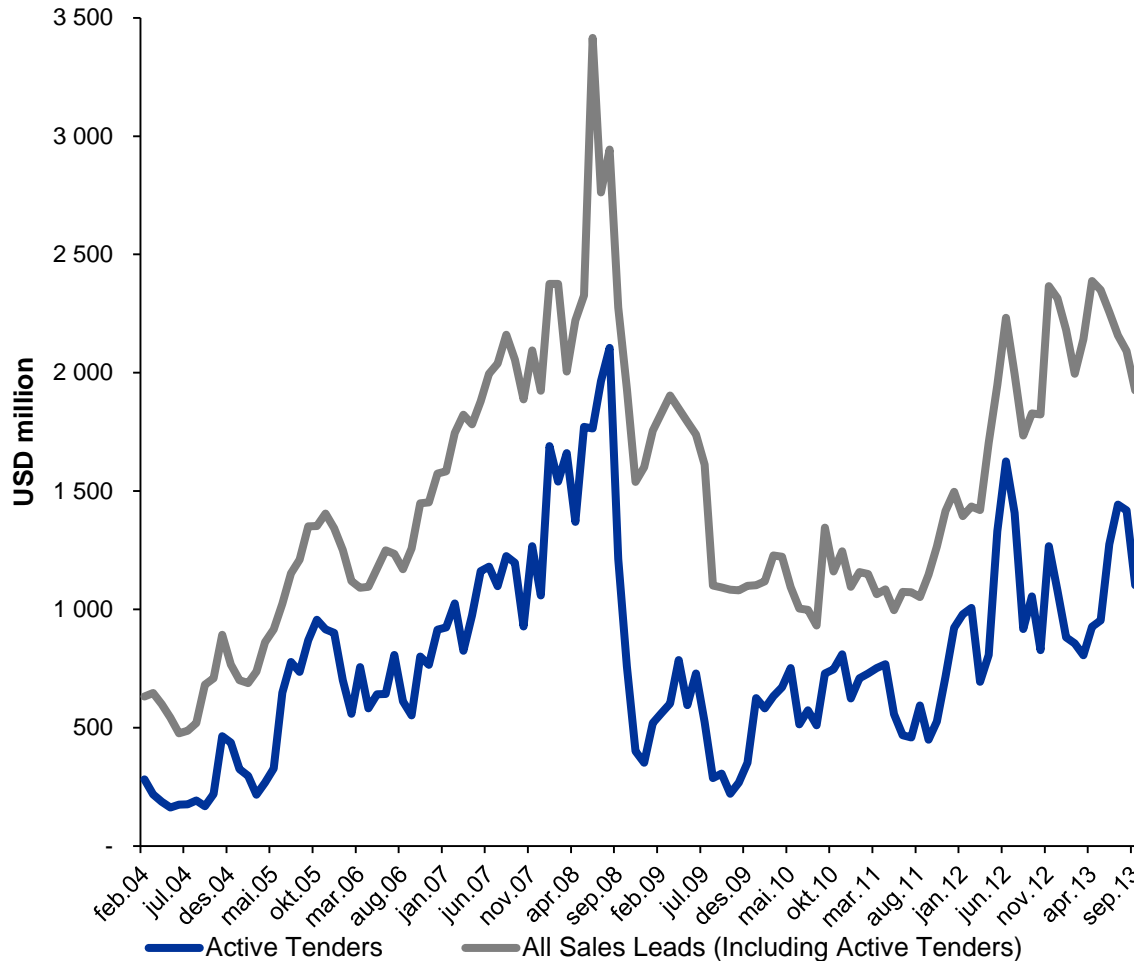
*Operational Update and Market Comments*



# Streamer Operations October 2013



# Bidding Activity

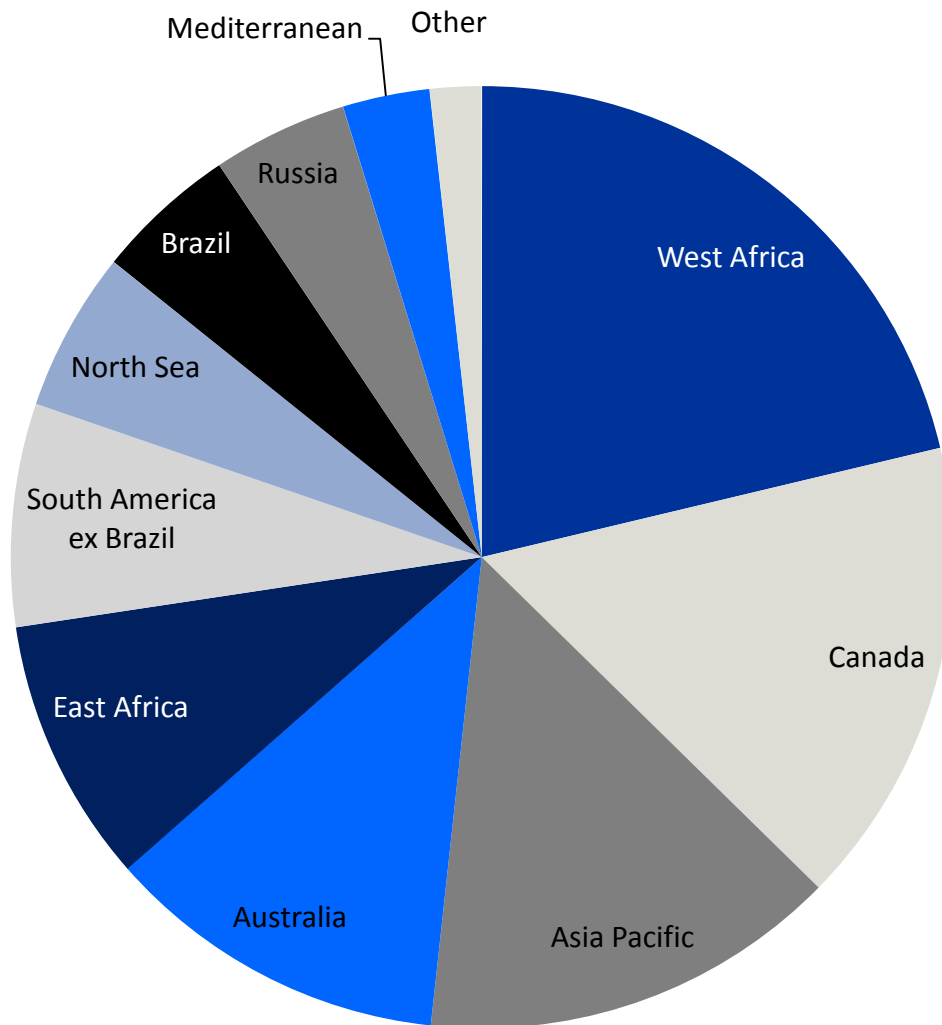


- Decrease in active tenders due to awards of large contracts
- Several large projects still to be awarded
  - Survey size continues to favor the PGS Ramform fleet



The majority of large bids require GeoStreamer or similar technology

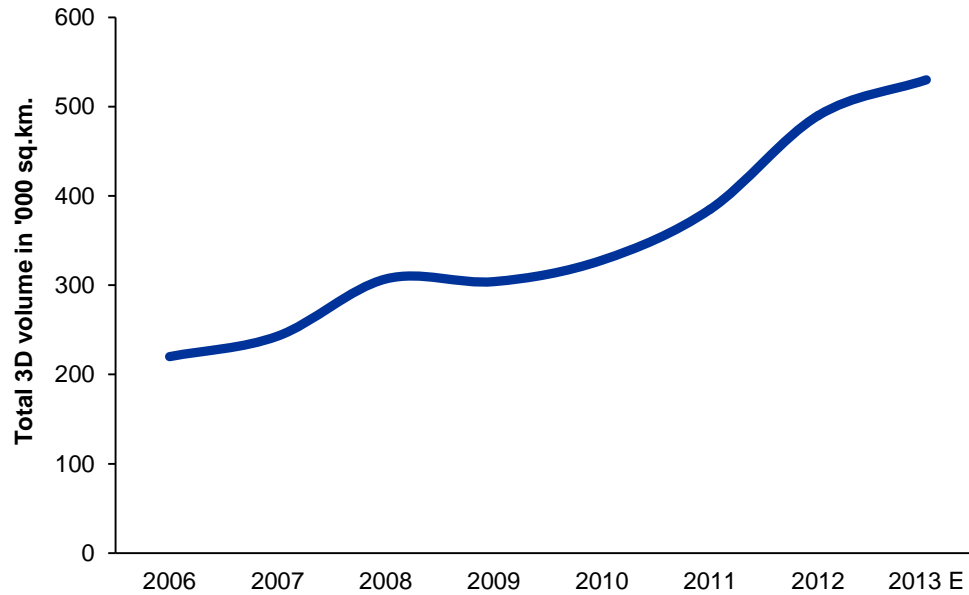
# Geographical Distribution of Sales Leads Q3 2013



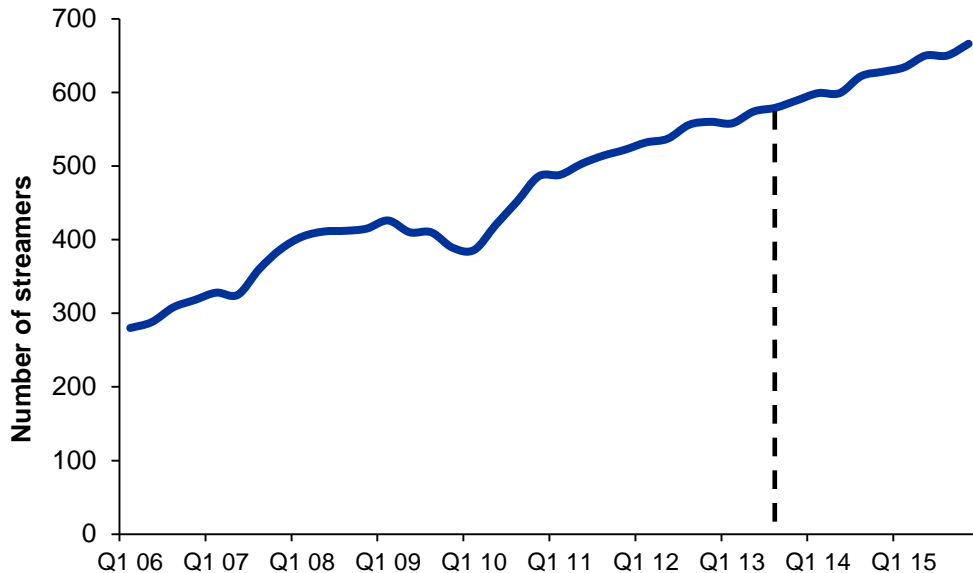
- Significant increase in East Africa and South America sales leads
- West Africa expected to be active during the winter season
- Seismic activity offshore Canada expected to increase in 2014
- North Sea sales leads inflow continues, while the bidding process is firming up



# Demand Growth Outpaces Supply Growth



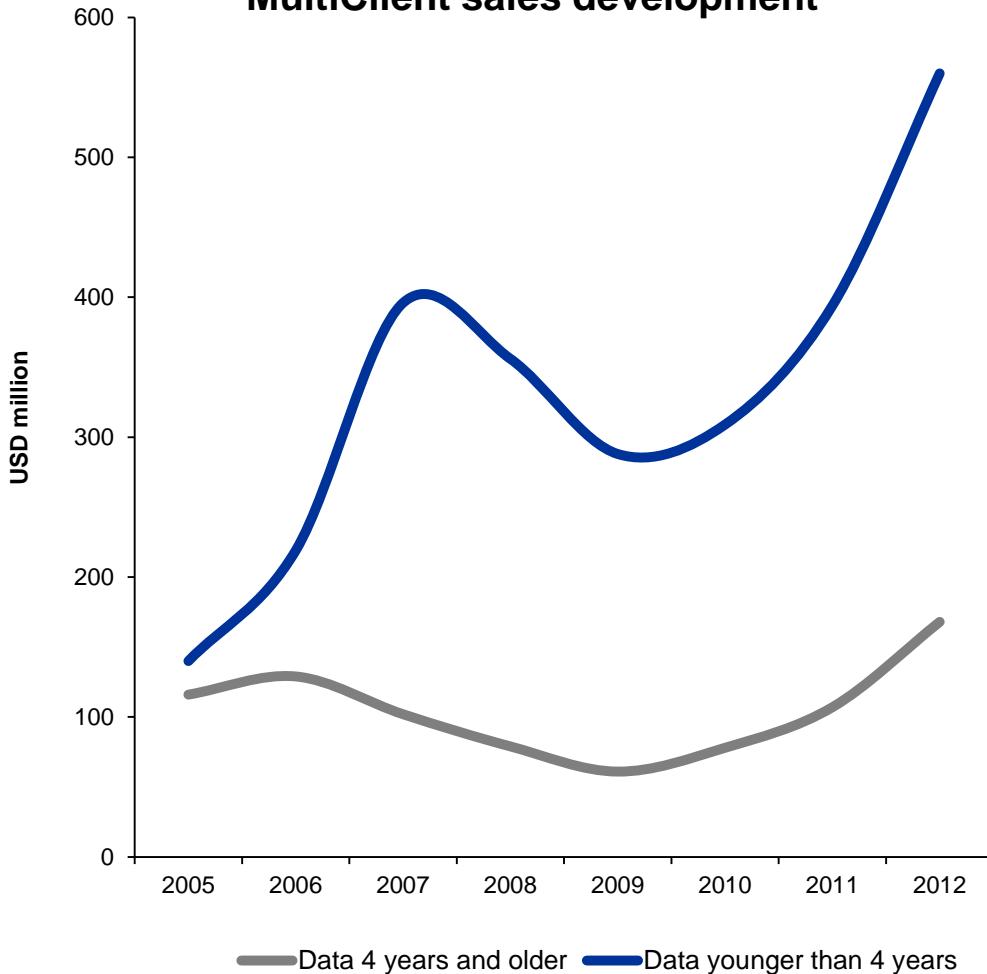
- Growth in sq.km. continues
  - Partly driven by larger surveys
  - From 2006 to end 2012 demand for seismic grew by approximately 120% measured in sq.km.
  - Annual average growth rate of 12%



- Expected capacity increases
  - 5% increase in 2013
  - 7% increase in 2014
  - 6% increase in 2015

# A Well Performing MultiClient Business

**MultiClient sales development**



- Further growth in MultiClient is an attractive business opportunity
  - Improved earnings through pro-active capacity management over the cycle
  - Basis for wide and flexible range of opportunities
- 2013 pre-funding expectation adjusted to 95-100%, still high and at industry leading levels
  - Full Azimuth GeoStreamer survey in GoM
  - Increased focus on preserving dividend capacity among clients
  - Somewhat lower appetite for early commitments to MultiClient projects
- 2013 pre-funding level well inside the long-term target of 80-120%
- No significant changes to investment cases of MultiClient projects

# PGS' Strategic Ambition

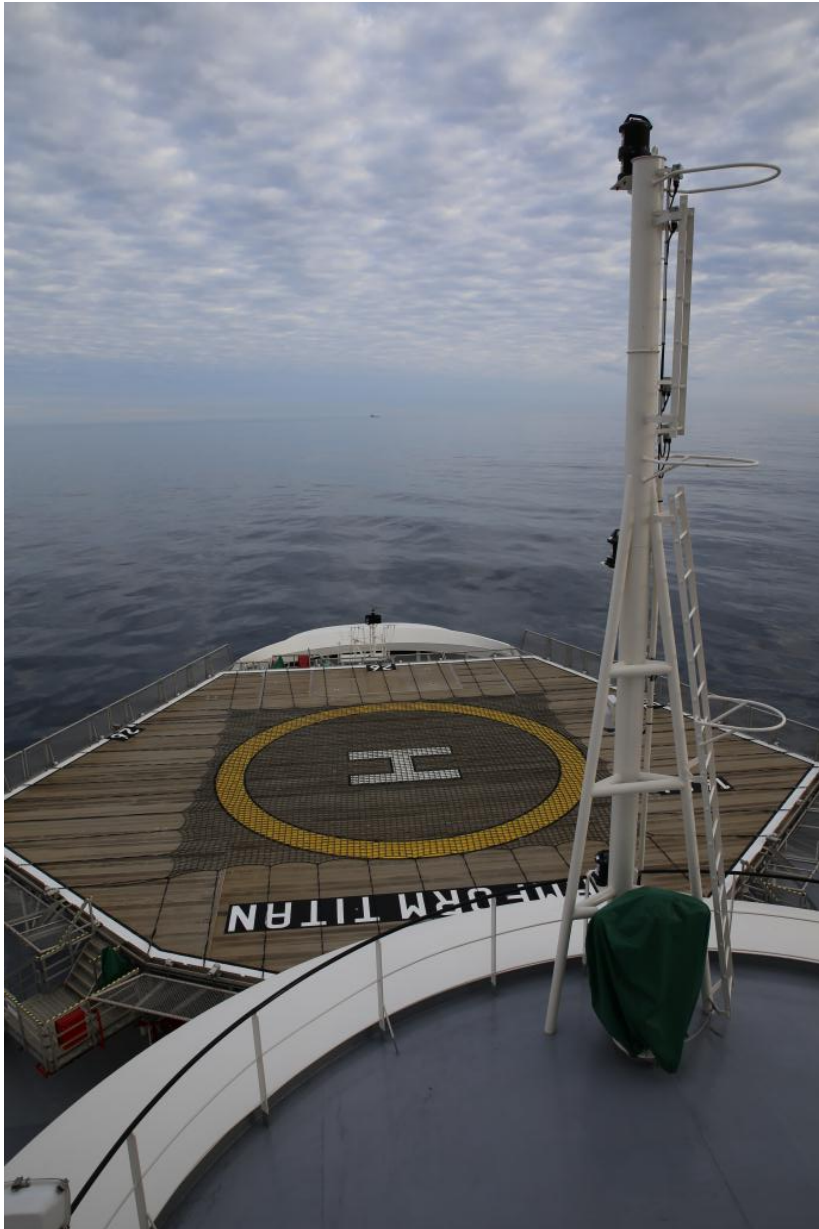


- To Care
  - For our employees
  - For the environment and society at large
  - For our customers' success
- To Deliver Productivity Leadership
  - Ramform platform + GeoStreamer
  - Reducing project turnaround time
- To Develop Superior Data Quality
  - GeoStreamer business platform
  - Imaging Innovations
  - Subsurface knowledge
- To Innovate
  - First dual sensor streamer solution
  - First with 20+ towed streamer capability
  - Unique reservoir focused solutions
- To Perform Over the Cycle
  - Profitable with robust balance sheet
  - Absolute focus on being best in our market segment



**PGS - A Clearer Image**

## Market Outlook



- Sustainable high oil price
- Deep water attractive for E&Ps
- Customer focus on preserving dividend capacity
- Average PGS 2013 contract pricing up 10-15% compared to average 2012
- Challenging short term bidding environment primarily impacts Q4 and Q1
- Average pricing for booked 2014 contract work is slightly higher than average 2013 pricing

## 2013 Guidance

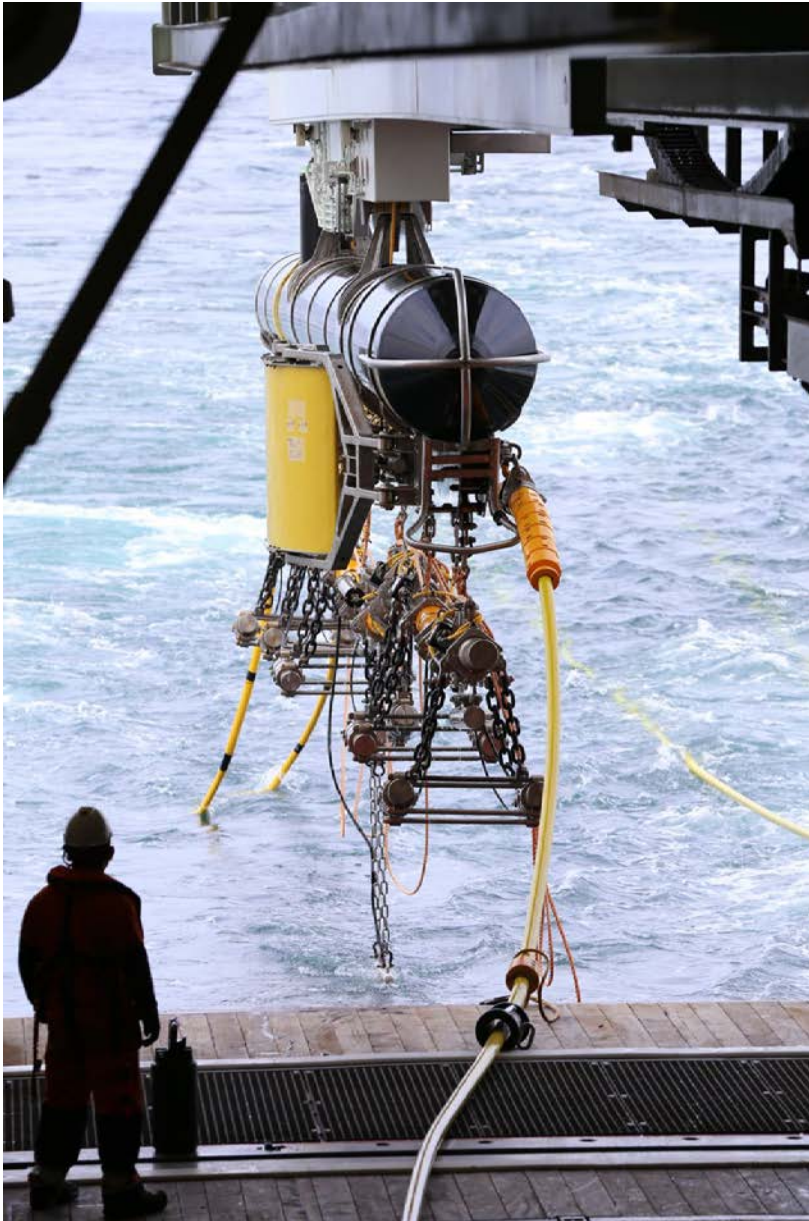
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- EBITDA of approximately USD 850 million
- MultiClient cash investments expected to be approximately USD 350 million
  - Pre-funding level expected to be 95-100%
- Capital expenditures in the range of USD 525-550 million
  - Of which approximately USD 315-335 million to new build program



In Conclusion:

## A Well Positioned Focused Marine Seismic Company










- High Q3 EBIT margin
  - Strong Q3 Contract margin
  - Revenue softness on MultiClient pre-funding
- Industry leading full year pre-funding level of 95-100%
  - Well within the long-term targeted range of 80-120%
- Good order book
  - High confidence in securing work
- Industrial approach to new builds is accretive to earnings capacity
- Well positioned to generate strong profitability over the cycle

Thank you – Questions?



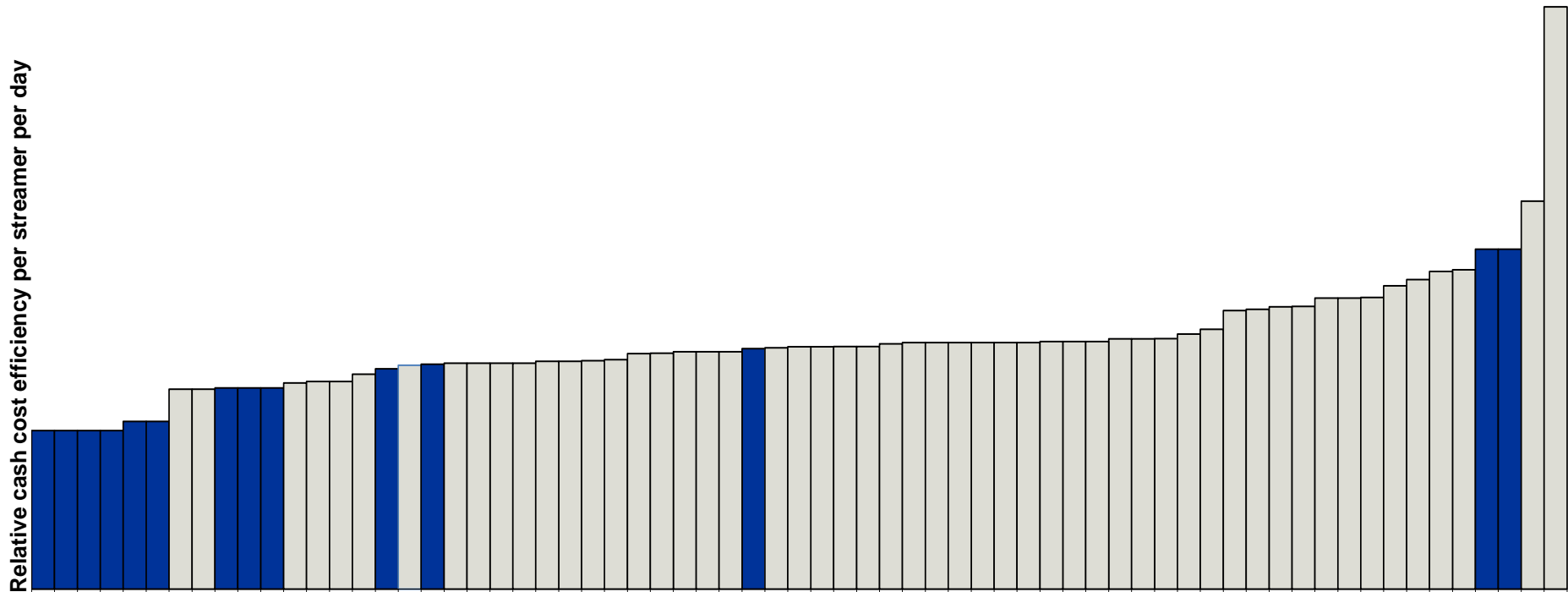


# Appendix: Continuously Ahead of Competition

|             | 1992 - 1996   | 1998 - 1999   | 2007 - 2009  | 2012 - 2014  |
|-------------|---|---|--|--|
| Competition |  <p>4 - 6 streamers</p>  |  <p>6 - 8 streamers</p>   |  <p>8 - 12 streamers</p>  |  <p>10 - 20 streamers</p> |
| PGS         |  <p>8 - 12 streamers</p> |  <p>12 - 18 streamers</p> |  <p>12 - 22 streamers</p> |  <p>14 - 24 streamers</p> |

- PGS builds vessels to optimize cost and efficiency over the vessels' useful life
- Growing capacity over the cycle rather than trying to time the market
- Larger vessels enable safer and more efficient high quality seismic

# Favorably Positioned on the Industry Cost Curve



**PGS fleet is positioned to generate the industry's best margins**

Source: The cash cost curve is based on PGS' internal estimates and typical number of streamer towed, and excludes GeoStreamer productivity effect. The graph shows all seismic vessels operating in the market and announced new-builds. The Ramform Titan-class vessels are incorporated with 15 streamers, S-class with 14 streamers and the V-class with 12 streamers.

# PGS Fleet Overview

## Ramforms

Titan-class



Ramform Titan –  
Delivered

Ramform Atlas -  
Scheduled for Q4 2013

2 for 2015 delivery

S-class



Ramform Sterling

Ramform Sovereign

V-class



Ramform Valiant

Ramform Viking

Ramform Vanguard



Ramform Challenger

Ramform Explorer

## Other vessels



PGS Apollo



Atlantic Explorer



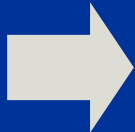
Pacific Explorer

2D

Nordic Explorer

Sanco Spirit

- Ramform fleet is improving further with 4 new Titan-class vessels
- GeoStreamer contributes to productivity leadership
- Industrialized approach to fleet renewal



Ramform productivity is a key differentiator



# The Ultra High-end Segment: Several Production Records



- **Ramform S-class records**
  - **Monthly production record:** 3,056 sq.km acquired (12 streamers x 8,100 meters with 120m separation)
  - **Weekly production record:** 919 sq.km acquired
  - **Daily production record:** 143.6 sq.km acquired
  - **BP Ceduna 3D S Australia:** 12,030 sq.km in 186 days, 65 sq.km/day, remote and harsh environment
  - **Petrobras, Largest deployment ever:** 14 streamers x 8,100 meters with 50 meter separation – regular operations for almost 4 years
  
- **Ramform S and V-class** 17 streamer tow with 50 meter separation
  
- **Kwanza MC3D Angola, Ramform Valiant and PGS Apollo**
  - 25,500 sq.km in 470 days, 54 sq.km/day, remote and harsh environment
  - No recovery of streamers during project
  - No recordable safety incidents

# Main Yard Stays Next 6 Months



| Vessel                    | When                       | Expected Duration     | Type of Yard Stay  |
|---------------------------|----------------------------|-----------------------|--------------------|
| <i>Ramform Viking</i>     | Scheduled Mar 2014         | Approximately 10 days | Intermediate class |
| <i>Ramform Challenger</i> | Scheduled Mar 2014         | Approximately 10 days | Intermediate class |
| <i>Ramform Vanguard</i>   | Scheduled March/April 2014 | Approximately 20 days | Renewal class      |

## Attractive Debt Structure

| Long term Credit Lines and Interest Bearing Debt   | Nominal Amount as of September 30, 2013 | Total Credit Line | Financial Covenants   |
|--|---|-------------------|---|
| USD 600 million Term Loan (“TLB”), Libor + 175 basis points, due 2015  | USD 470.5 million                       |                   | None, but incurrence test: total leverage ratio < 3.00:1      |
| Revolving credit facility (“RCF”), due 2018<br>Libor + utilization margin on whole drawn amount;<br>utilization: •175 bps starting margin; <ul style="list-style-type: none"> <li>• 200 bps if drawn up to 1/3</li> <li>• 215 bps if drawn &gt;1/3 and &lt; 2/3</li> <li>• 235 basis points when drawn over 2/3</li> </ul> | Undrawn                                 | USD 500 million   | Maintenance covenant: total leverage ratio < 2.75:1           |
| Japanese ECF, 12 year with semi-annual installments. 50% fixed/ 50% floating interest rate   | USD 125 million                         | USD 250 million   | None  |
| 2018 Senior Notes, coupon of 7.375%  | USD 450 million                         |                   | None, but incurrence test:<br>Interest coverage ratio > 2.0:1 |