



# Q3 2021 FINANCIAL RESULTS

[cgg.com](http://cgg.com) All figures are 'segment figures' used for management reporting (before non-recurring charges and IFRS 15), unless stated otherwise





## Disclaimer

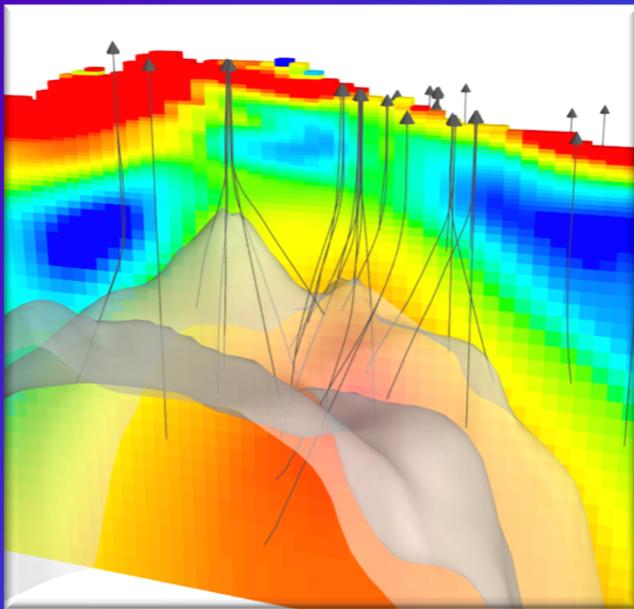
This presentation contains forward-looking statements, including, without limitation, statements about CGG (“the Company”) plans, strategies and prospects. These forward-looking statements are subject to risks and uncertainties that may change at any time, and, therefore, the Company’s actual results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



# Agenda



**01** Business overview

**02** Operational review

**03** Financial review

**04** 2021 Business outlook & Financial objectives



# BUSINESS OVERVIEW



## Q3 2021 Business overview

### MARKET TRENDS

- Progressive recovery in demand for our technologies from IOCs and large independents
- Continued healthy commercial discussions around digitalization opportunities
- Increased visibility for land equipment demand in the Middle East and North Africa

### BUSINESS PERFORMANCE

- A solid quarter driven by strong rebound in Multi-Client and Equipment
- Progressive quarterly recovery in Geoscience, as anticipated
- Solid Multi-client prefunding above 100% this quarter

### BALANCE SHEET

- Sale of GeoSoftware business completed on October 1, 2021
- Sale of the Physical asset storage business expected to be completed in Q4 2021
- Binding agreement for the Sale and Lease Back of the HQ building expected in Q4 2021



## Q3 / 9m 2021 Key financial highlights

	SEGMENT REVENUE	SEGMENT EBITDAS	CASH FLOW
Q3 2021	<b>\$270m</b> up 35% y-o-y	<b>\$118m</b> up 126% y-o-y a margin of 44%	Segment FCF at <b>\$2m</b> up from \$(59)m last year
9m 2021	<b>\$640m</b> down 5% y-o-y	<b>\$195m</b> down (20)% y-o-y a margin of 31%	Segment FCF at <b>\$59m</b> up from \$(9)m last year

**Liquidity of \$340m including \$100m undrawn RCF at the end of September**

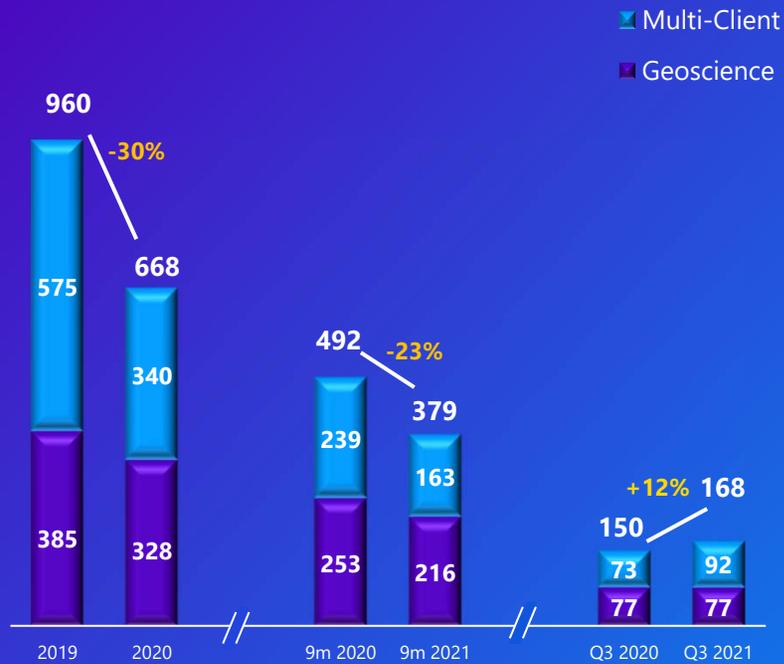


# OPERATIONAL REVIEW



# GGR key financial indicators

## SEGMENT REVENUE (\$m)



## ADJUSTED SEGMENT EBITDAS (\$m) & MARGIN (%)



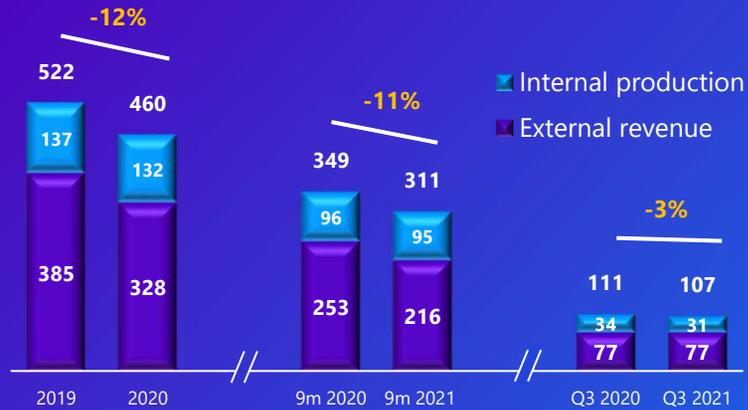
## ADJUSTED SEGMENT OPINC (\$m) & MARGIN (%)





# Geoscience key business indicators

### TOTAL PRODUCTION (\$m)



### BACKLOG AS OF OCT. 1<sup>ST</sup> (\$m) (EXCLUDING GEOSOFTWARE)



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

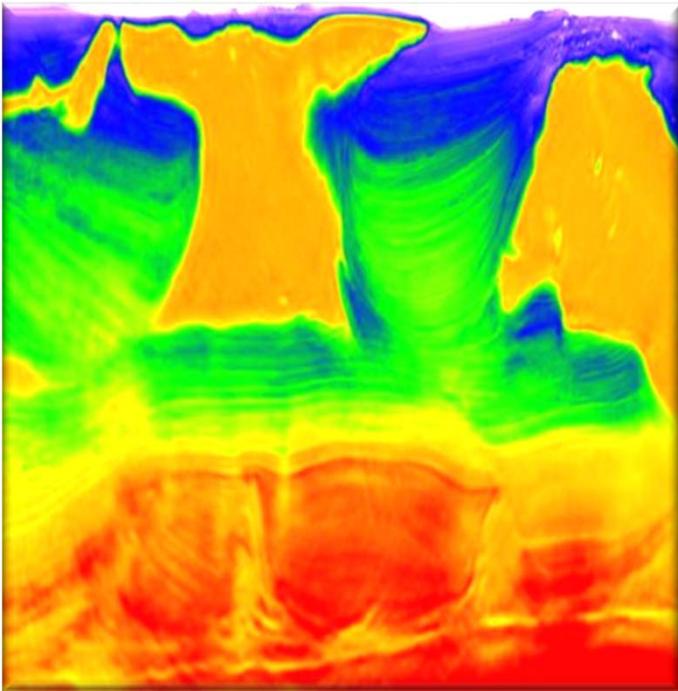


### COMPUTING POWER (PFLOPS)





## Geoscience operational highlights



*Subsalt imaging challenges in Green Canyon Gulf of Mexico using OBN and FWI Imaging*

Q3 2021 Financial Results

### **Subsurface Imaging**

- Market recovery is accelerating, led by awards of large Ocean Bottom Node (OBN) and streamer projects in GoM and Brazil
- Continued investment in innovation and High Performance Computing (HPC)

### **Digital**

- Increased Machine Learning offerings to predict lithology, fluid volumes, and detect fault

### **Energy Transition**

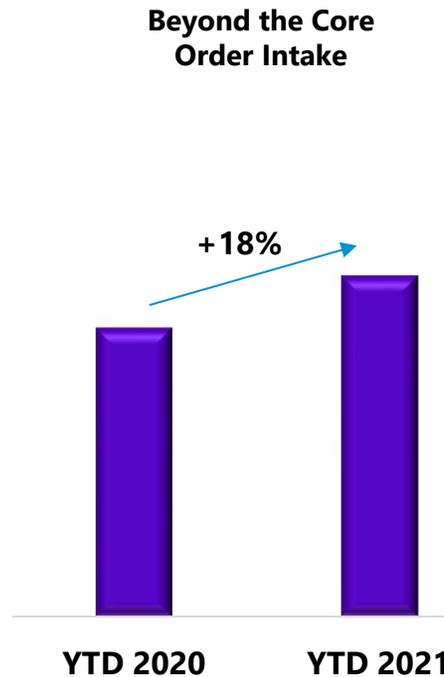
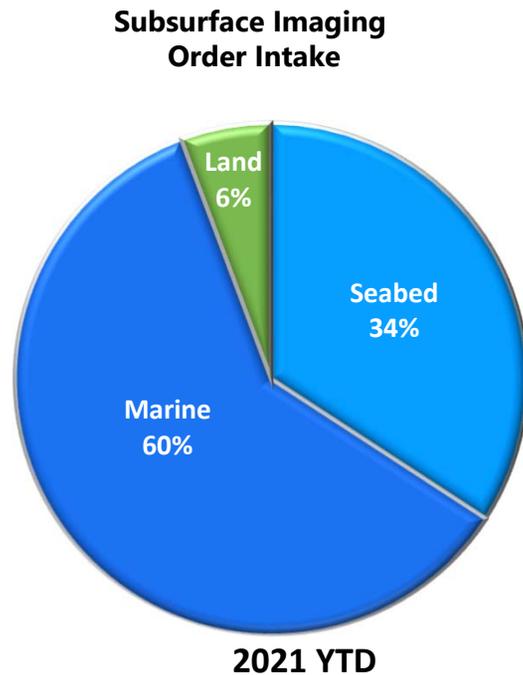
- Established Carbon Capture & Storage screening platform with Multi-Client
- Developing combined hard rock and water chemistry datasets for lithium associated with Geothermal Brines

### **Environmental Geoscience**

- Conducted a micro plastics pollution survey and identified significant micro plastic pollution on summit of Snowdon
- Continued expansion of offerings in Environmental Sciences



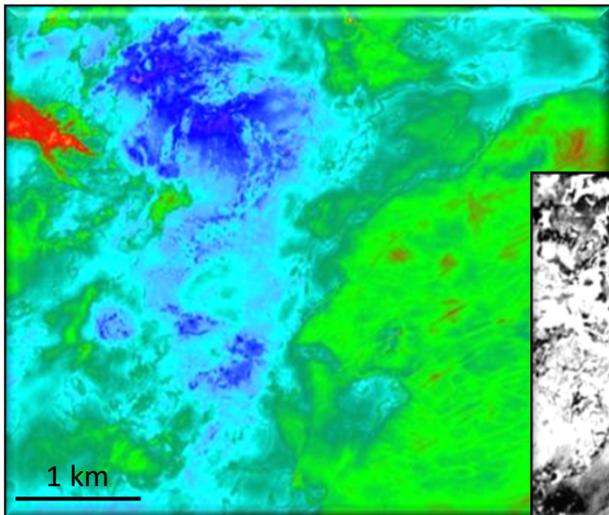
## Geoscience order intake



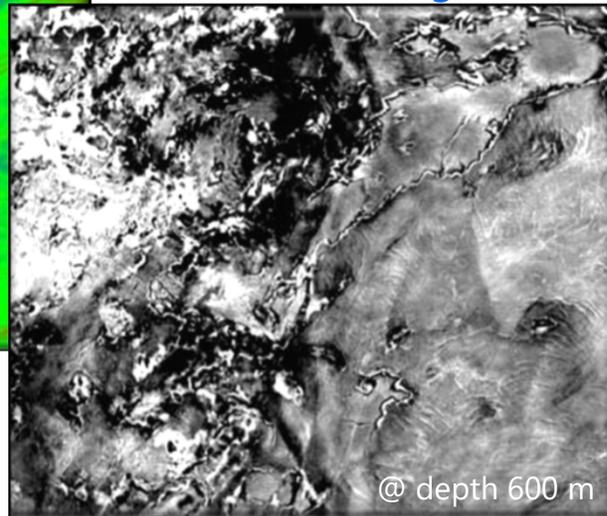
- Market recovery in Subsurface Imaging is accelerating in every region driven by high-end marine and Seabed (OBN & OBC) projects
- Beyond the Core order intake shows significant growth

# Advanced FWI algorithm providing superior image resolution

100Hz TLFWI model



100Hz FWI Image



TopSeis streamer data from the Barents Sea

**Advanced FWI Imaging Technology**

- Advanced FWI algorithm to invert velocity and image from raw field data in one-go

**Step-change Image Resolution**

- Drilling locations can be more accurately selected to avoid hazards and target reservoirs

High frequency FWI for the most accurate velocity and image

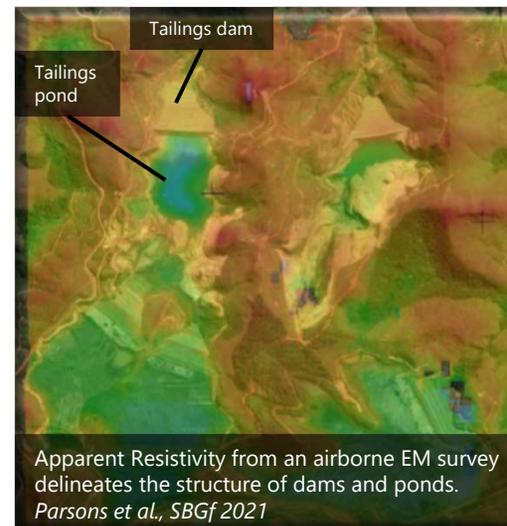


## Critical insight for mine waste management

- Aging tailings storage facilities (TSFs) represent an ongoing liability for mine operators
- Recent high-profile failures and new global regulations emphasize the need for TSF monitoring
- Landmark project for a global mining company using airborne electromagnetic 3D imaging over 45 TSFs in Brazil
- Significant global potential for TSF monitoring services, with other pilot projects underway using a variety of integrated techniques

Business opportunity for  
Geoscience and Equipment

Q3 2021 Financial Results





# Multi-Client key business indicators

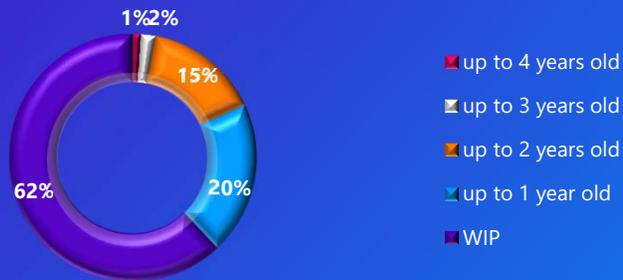
## MULTI-CLIENT REVENUE (\$m)



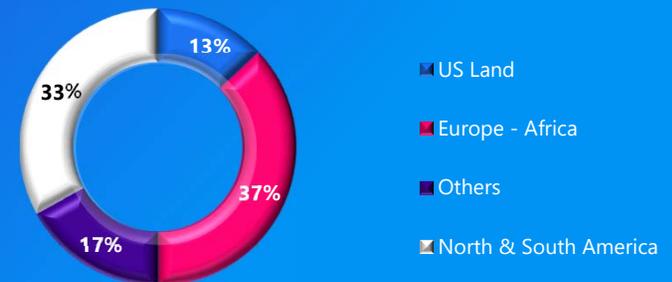
## MULTI-CLIENT CAPEX (\$m) & PRE-FUNDING (%)



## DATA LIBRARY NBV SPLIT AS OF 09/30/21



## DATA LIBRARY NBV REGIONAL SPLIT AS OF 09/30/21





## Multi-Client operational highlights



Offshore Brazil : Aluben Sparse Node permit attracts strong industry interest.

### Quarterly sales

- Q3 prefunding revenue at \$59M and after-sales at \$32M

### Brazil

- Secured major funding for the ongoing Nebula program
- Awarded the Aluben Sparse Node permit for future investment opportunities

### North Sea

- Two vessels and one node crew active this quarter in the North Viking Graben, highly appreciated by clients

### US Land

- Renewed interest in US onshore gas assets leads to good after-sales

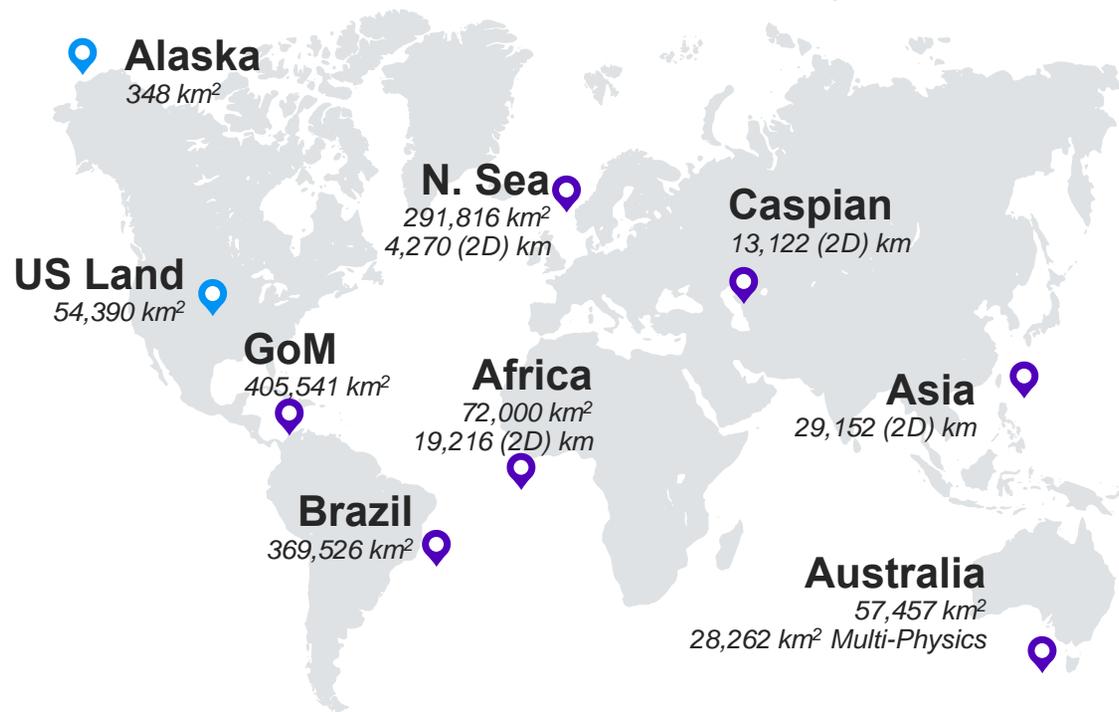
### GoM

- Walker Ridge Reimaging project generates industry interest before the upcoming lease sale



# Multi-Client: worldwide footprint in proven & mature basins

Over 1.25 million km<sup>2</sup> of seismic data



## Q3 2021 PROJECTS



Brazil – Santos/Campos Nebula



North Sea – NVG EW



Land – Central Basin Platform

GOM – WR FWI / MPVK PSDM

Brazil – Agata / Megabar Repro

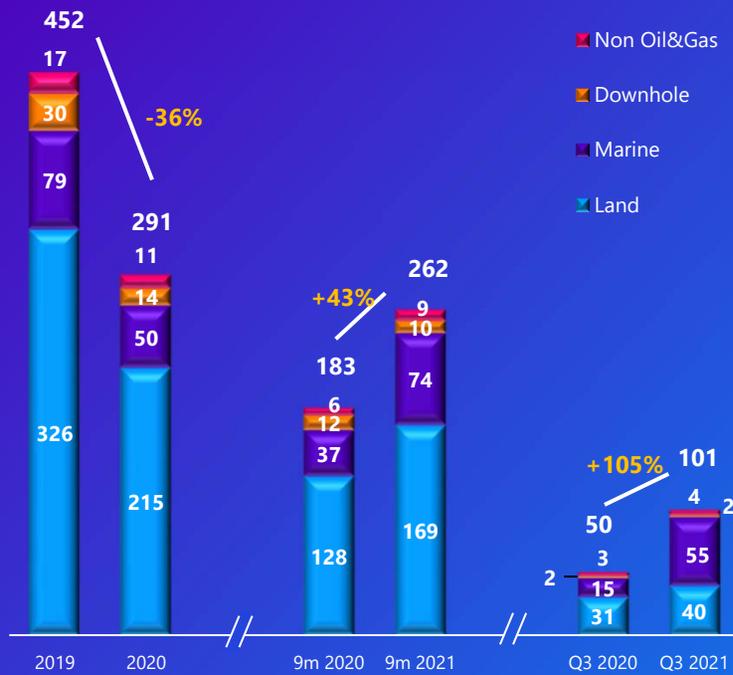
North Sea – CNS Repro / Nodes

Australia – Gippsland / NW Shelf



# Equipment key financial indicators

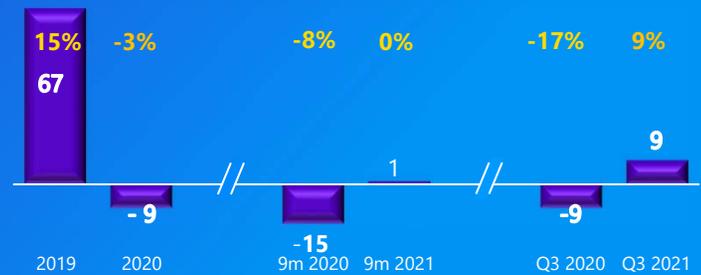
## SEGMENT PRODUCTION (\$m)



## ADJUSTED SEGMENT EBITDAS (\$m) & MARGIN (%)

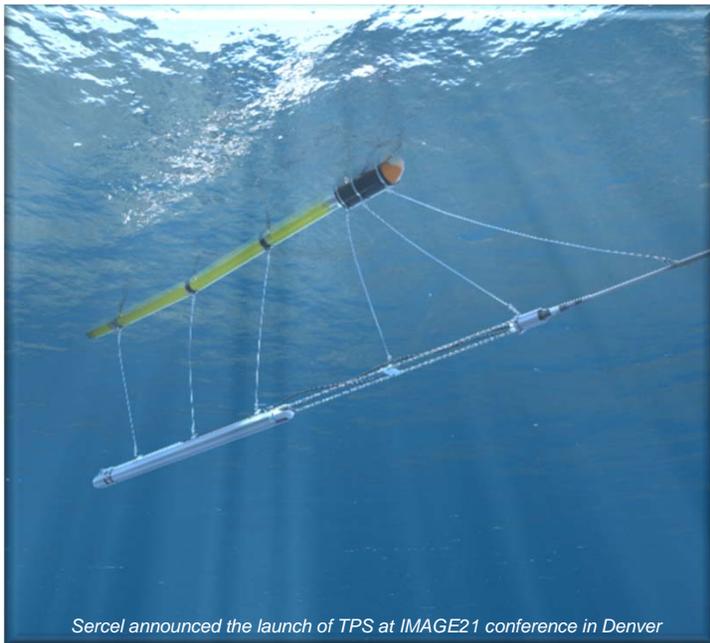


## ADJUSTED SEGMENT OPINC (\$m) & MARGIN (%)





## Equipment operational highlights



### Land

- Strong deliveries of systems in various geographies (China, Russia, North Africa, India)
- Strong interest for Quietseis™ with significant orders in both cable and nodal solutions

### Marine

- First deliveries of the major GPR300 order on schedule
- Official launch of the TPS (Tuned Pulse Source) after successful in-sea tests in the Gulf of Mexico this summer

### Downhole tools

- Artificial Lift gauges sales in US Shale remain slow
- Memory gauges activity resilient so far

### New businesses

- Earthworks monitoring: first commercial project for S-scan railtrack monitoring solution in France and tests in Russia



# FINANCIAL REVIEW

## Q3 / 9 months 2021 Income Statement

In million \$	Q3 2021	Q3 2020	9m 2021	9m 2020
<b>Segment Revenue</b>	<b>270</b>	<b>199</b>	<b>640</b>	<b>672</b>
IFRS 15 adjustment	(60)	(21)	(49)	(3)
IFRS Revenue	210	178	591	669
<b>Segment EBITDAs</b>	<b>118</b>	<b>52</b>	<b>195</b>	<b>243</b>
<b>Adjusted Segment EBITDAs*</b>	<b>118</b>	<b>80</b>	<b>193</b>	<b>281</b>
<b>Segment OPINC</b>	<b>33</b>	<b>(38)</b>	<b>14</b>	<b>(122)</b>
<b>Adjusted Segment OPINC*</b>	<b>33</b>	<b>(4)</b>	<b>6</b>	<b>32</b>
IFRS 15 adjustment	(13)	(5)	(9)	7
<b>IFRS OPINC</b>	<b>20</b>	<b>(43)</b>	<b>5</b>	<b>(115)</b>
Net cost of financial debt	(27)	(34)	(94)	(100)
Other financial income	0	(12)	(42)	(42)
Taxes	(7)	1	(19)	(37)
<b>Net income / (loss) from continuing operations</b>	<b>(14)</b>	<b>(88)</b>	<b>(150)</b>	<b>(293)</b>
<b>Net income / (loss) from discontinued operations</b>	<b>(3)</b>	<b>(5)</b>	<b>2</b>	<b>(45)</b>
<b>Group Net income / (loss)</b>	<b>(17)</b>	<b>(93)</b>	<b>(148)</b>	<b>(338)</b>

Q3 2021 Financial Results

### Q3 2021:

**Segment Revenue** at **\$270m**, up 35% year-on-year

**Segment EBITDAs** at **\$118m**, a 44% margin

**Group Net Loss** of **\$(17)m**, a 5 times reduction year-on-year

### 9 months 2021:

**Segment Revenue** at **\$640m**, down (5)% year-on-year

**Segment EBITDAs** at **\$195m**, a 31% margin due to low H1 activity

**Group Net Loss** of **\$(148)m**, a 2 times reduction year-on-year

*\*Adjusted indicators represent supplementary information adjusted for non-recurring charges*



## Q3 / 9 months 2021 Simplified Cash Flow

In million \$	Q3 2021	Q3 2020		9m 2021	9m 2020
<b>Segment FCF before change in working cap</b>	<b>50</b>	<b>(22)</b>		<b>20</b>	<b>(8)</b>
Change in working capital	(48)	(37)		39	(1)
<b>Segment FCF</b>	<b>2</b>	<b>(59)</b>		<b>59</b>	<b>(9)</b>
Cash Cost of Debt - Other financial items & Lease repayments	(14)	(21)		(80)	(91)
Free Cash Flow from Discontinued Operations	(15)	7		(14)	17
CGG Plan 2021	(7)	(19)		(26)	(69)
<b>Net cash flow before refinancing impacts</b>	<b>(34)</b>	<b>(92)</b>		<b>(61)</b>	<b>(152)</b>

Q3 2021 Financial Results

### Q3 2021:

#### Net Cash Flow at **\$(34)m**

Segment Free Cash Flow at **\$2m**, including **\$(48)m** change in working capital

Cash Cost of debt and Lease repayments at **\$(14)m**

CGG Plan 2021 cash costs at **\$(7)m**

### 9 months 2021:

#### Net Cash Flow at **\$(61)m** before refinancing impacts

Segment Free Cash Flow at **\$59m**, including **\$39m** change in working capital

Cash Cost of debt and Lease repayments at **\$(80)m**

CGG Plan 2021 cash costs at **\$(26)m**

#### Refinancing Cash-flow impacts:

**\$(28)m**, net principal effect

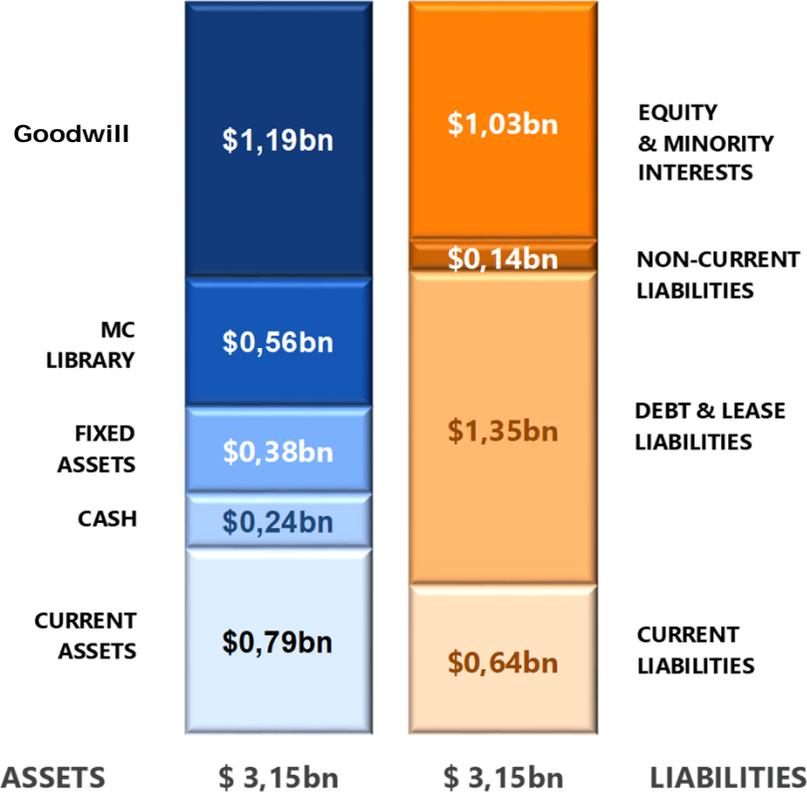
(issuance / extinguishment)

**\$(14)m** call premium (1L redemption)

**\$(26)m** transaction fees



# Balance Sheet at September 30, 2021



- Group’s liquidity amounted to **\$340m** including **\$100m** undrawn RCF
- Group gross debt before IFRS 16 was **\$1,226m** and net debt was **\$987m**
- Group gross debt after IFRS 16 was **\$1,353m** and net debt was **\$1,113m**
  - **\$1,177m** HY Bonds, 2027
  - **\$1m** Bank loans
  - **\$48m** Accrued interests
  - **\$127m** Lease liabilities





# 2021 OUTLOOK



## 2021 Business outlook & revised financial objectives

<b>GEOSCIENCE</b>	<ul style="list-style-type: none"><li>▪ Gradual recovery expected to continue in Q4 and going forward</li><li>▪ Solid activity levels worldwide</li></ul>
<b>MULTI-CLIENT</b>	<ul style="list-style-type: none"><li>▪ 2021 MC cash capex of \$168m focused on core mature basins with Q4 MC capex ~\$40m</li><li>▪ 2021 MC prefunding rate expected above 75%</li><li>▪ Encouraging signals and active commercial discussions for Q4 data sales</li></ul>
<b>EQUIPMENT</b>	<ul style="list-style-type: none"><li>▪ Sustained commercial discussions with solid land equipment deliveries anticipated in Q4, especially in North Africa</li></ul>
<b>BEYOND THE CORE BUSINESSES</b>	<ul style="list-style-type: none"><li>▪ Increase in commercial activity, especially around Digital Geoscience and HPC Cloud</li><li>▪ Significant leads for Data digitalization</li></ul>

### CONFIRMATION OF 2021 FINANCIAL OBJECTIVES



THANK YOU