



# 3<sup>rd</sup> Quarter 2017 Financial Results

Quarterly EBITDA sustained by solid multi-client sales

Financial restructuring plan approved by the EGM on November 13, 2017

*All results are presented before Non-Recurring Charges & write-offs, unless stated otherwise*

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## Forward-looking statements

*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 SEC and the AMF. Investors are cautioned not to place undue reliance on such forward-looking statements.*





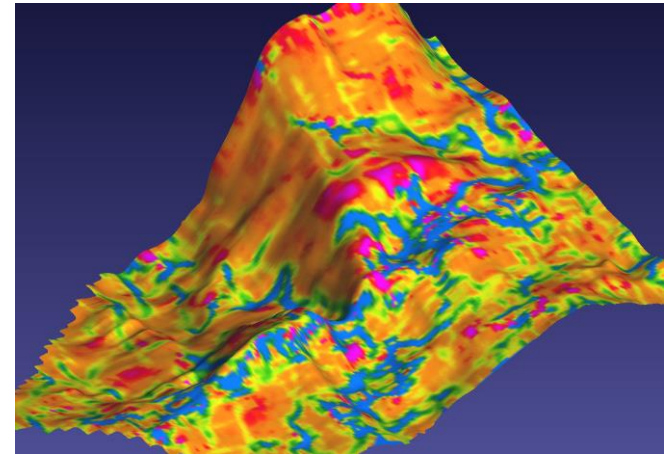
# Q3 2017 Operational Review

Passion for Geoscience



## Q3 highlights: EBITDA sustained by multi-client sales

- Revenue at \$320m, up 21% y-o-y
  - GGR resilient with sustained multi-client quarterly sales boosted by Brazilian licensing rounds
  - Still very low Equipment sales
  - Contractual data acquisition: very challenging market conditions but impact mitigated by good operational performance
- EBITDAs at \$90m
- Operating income at \$(24)m
- Strong operational delivery
  - Safeguarding business continuity remains our priority



GeoSoftware

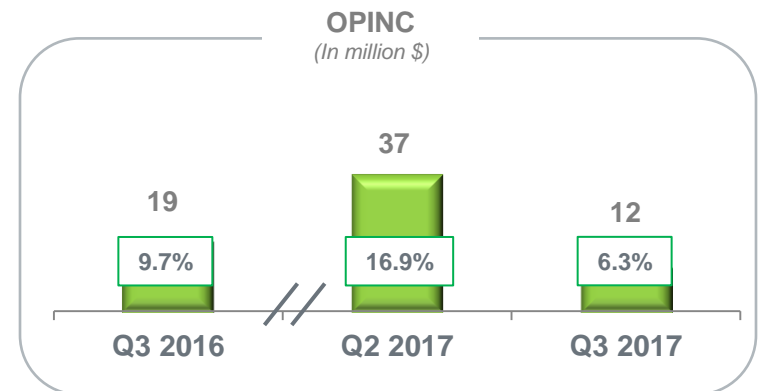
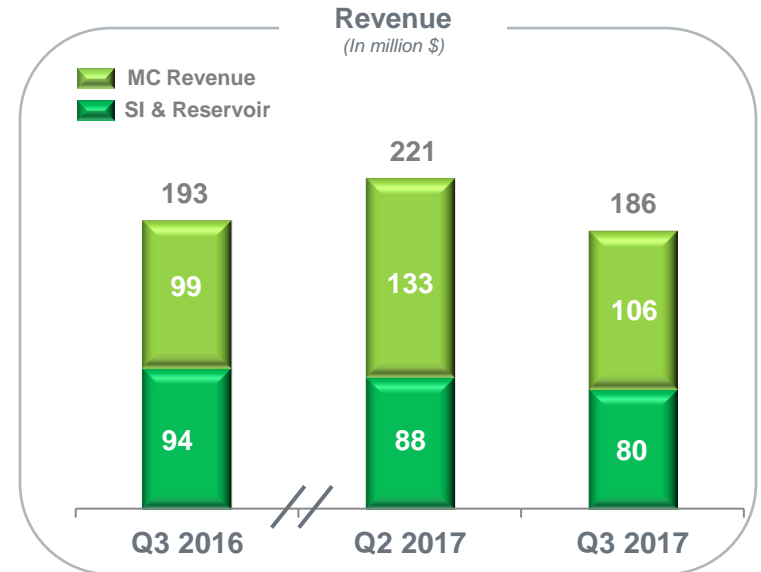


Marine Topseis solution



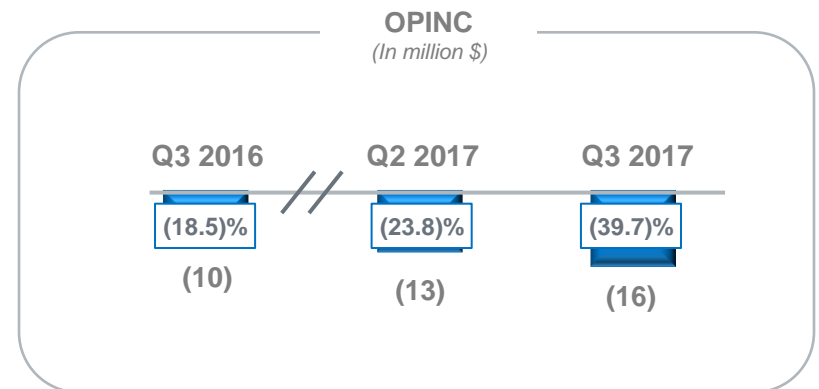
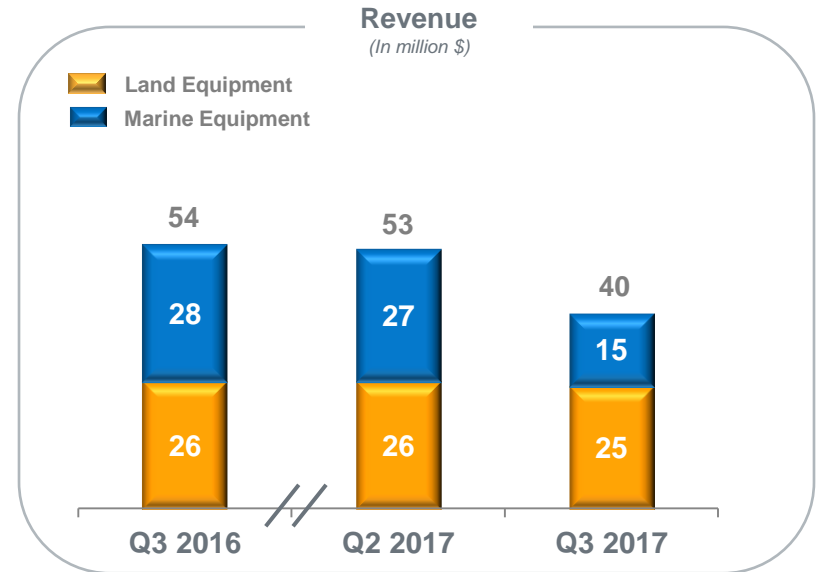
# GGR: solid multi-client sales

- Total revenue at \$186m, down (4)% y-o-y
- Multi-Client at \$106m, up 7% y-o-y
  - Multi-client sales particularly active in Brazil and onshore US
  - Prefunding sales at \$70m and after-sales at \$35m
  - High cash prefunding rate at 131%
  - 33% fleet allocation to multi-client programs
  - Fleet allocation to multi-client programs expected to be c. 65% in Q4 2017 and c. 40% in Q1 2018
- Subsurface Imaging (SI) & Reservoir at \$80m, down (15)% y-o-y
  - Reservoir businesses impacted by low capex spending
- EBITDAs at \$102m
- Operating income at \$12m
  - Margin decrease due to sales mix



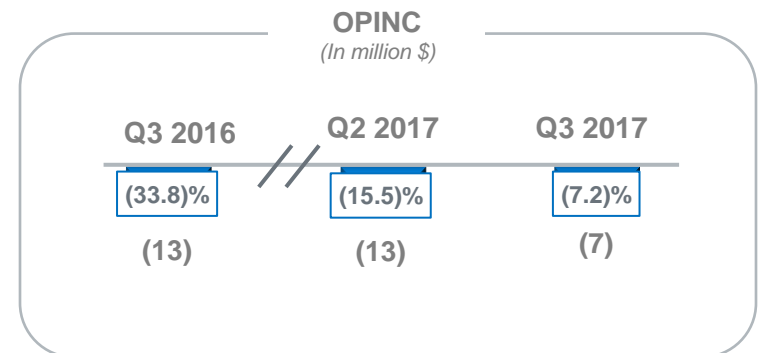
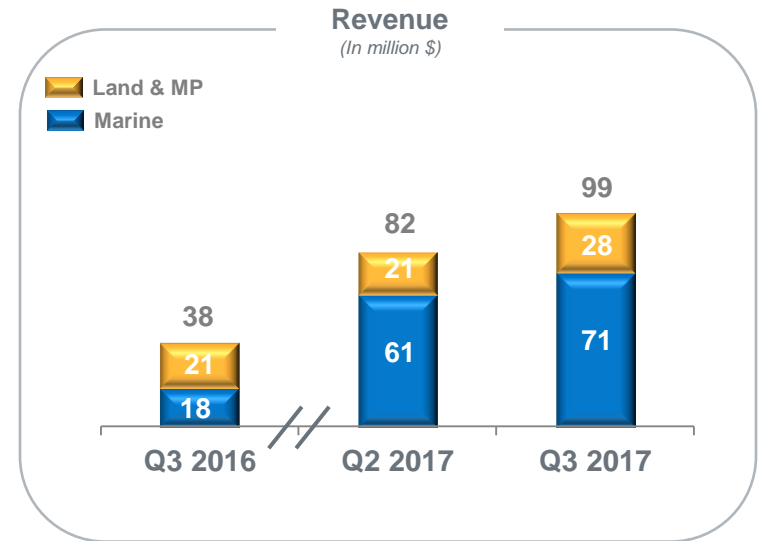
# Equipment: persistent low volumes

- Total sales at \$40m, down (26)% y-o-y
  - External sales quite stable y-o-y, internal sales at \$4m in Q3 2017 vs \$20m in Q3 2016
  - Sales split: 63% Land and 37% Marine
  - Land sales: artificial lift business strengthening
  - Technology: steady 508XT performance of all crews using our latest system in Saudi Arabia, Russia and India
  
- EBITDAs at \$(8)m
  
- Operating income at \$(16)m
  - Hampered by very low volumes
  - Expecting a higher Q4 in line with traditional seasonal pattern



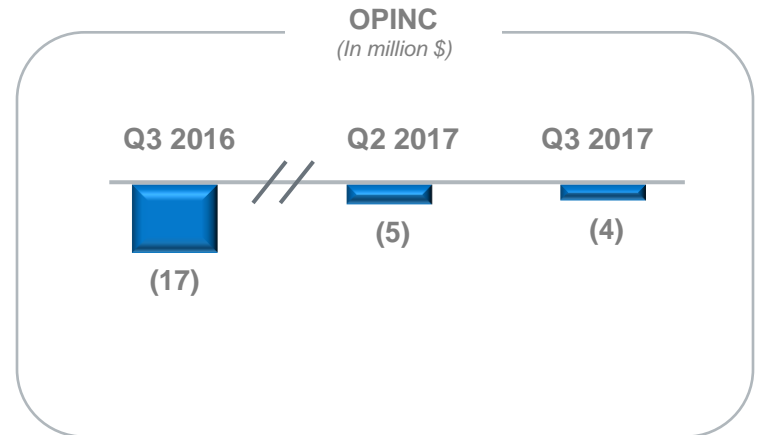
# Contractual Data Acquisition: a good operational performance

- Total revenue at \$99m, up 158% y-o-y
  - Completion of the large PEMEX contract
- Marine revenue at \$71m, up 306% y-o-y
  - 67% allocation to marine contractual activities vs 29% in Q3 2016
  - 96% production rate and high 99% availability rate
  - Technology: successful Topseis operations in North Sea
- Land & Multi-Physics total revenue at \$28m, up 34% y-o-y
  - Improved activity levels in Airborne on a lower cost structure
- EBITDAs at \$5m
- Operating Income at \$(7)m
  - Continuing competitive market environment
  - Tight cost monitoring



# Non-Operated Resources (N.O.R.)

- EBITDAs at \$(2)m
- Operating Income at \$(4)m
  - Amortization of excess streamers







# Financial Review

Passion for Geoscience



## Year-to-Date 2017: P&L

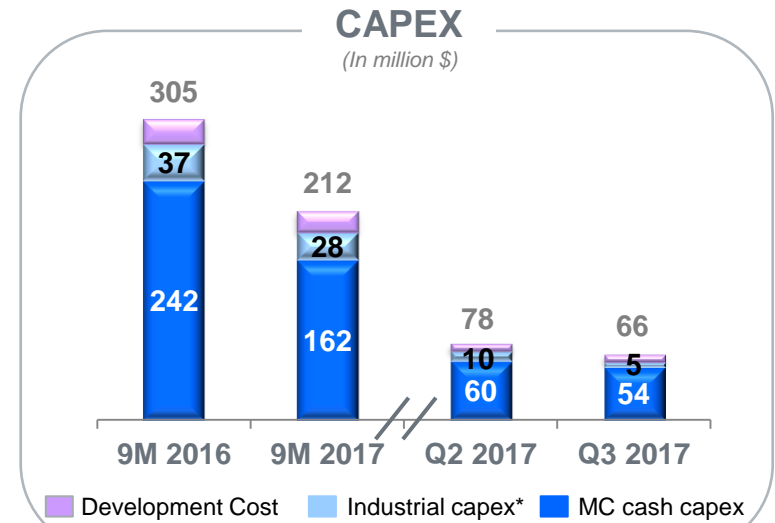
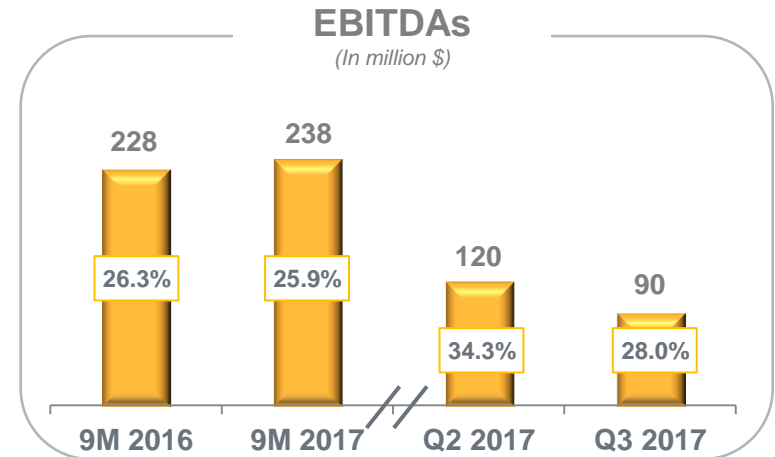
| In Million \$               | YTD 2016 | YTD 2017     | Q1 2017 | Q2 2017 | Q3 2017      |
|-----------------------------|----------|--------------|---------|---------|--------------|
| <b>Total Revenue</b>        | 867      | <b>919</b>   | 249     | 350     | <b>320</b>   |
| Group EBITDAs excluding NOR | 245      | 250          | 37      | 122     | 91           |
| NOR                         | (17)     | (12)         | (8)     | (2)     | (2)          |
| <b>Group EBITDAs</b>        | 228      | <b>238</b>   | 29      | 120     | <b>90</b>    |
| Group OPINC excluding NOR   | (76)     | (65)         | (47)    | 2       | (20)         |
| NOR                         | (67)     | (30)         | (20)    | (5)     | (4)          |
| <b>Group OPINC</b>          | (143)    | <b>(95)</b>  | (67)    | (3)     | <b>(24)</b>  |
| Equity from Investments     | 3        | (11)         | 3       | (3)     | (11)         |
| Net financial costs         | (130)    | (161)        | (48)    | (48)    | (64)         |
| Income Taxes                | (16)     | (12)         | (2)     | (21)    | 12           |
| Non-recurring charges       | (11)     | (161)        | (30)    | (95)    | (36)         |
| <b>Net Income</b>           | (297)    | <b>(439)</b> | (145)   | (170)   | <b>(124)</b> |

- Group Revenue at \$919m, up 6% y-o-y
- Group OPINC at \$(95)m, versus \$(143)m in 2016
- Net financial costs at \$(161)m
  - Including \$(21)m of accelerated amortization of historical issuing fees
- Net Income at \$(439)m



# Year-to-Date 2017: Solid EBITDA

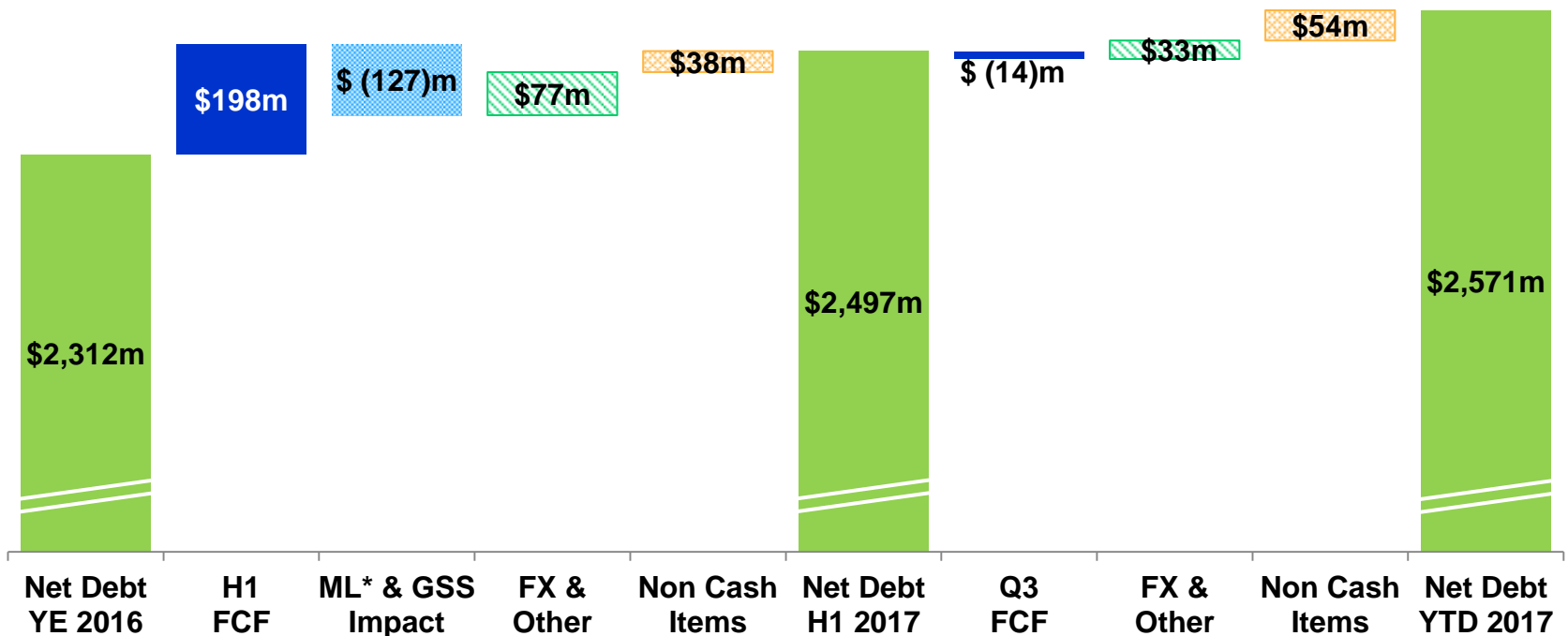
- EBITDAs at \$238m, up 4% y-o-y
- Operating Cash Flow at \$156m, down 60% y-o-y
  - Negative working capital effect as expected at \$(49)m in 2017 compared to +\$162m in 2016
- Capex at \$212m, down (32)% y-o-y
  - Multi-client cash capex at \$162m
  - Industrial capex at \$28m
- Free Cash Flow at \$(109)m versus \$(9)m last year
  - After \$(75)m non-recurring charges cash-outs, free cash flow at \$(184)m



\* Excluding change in fixed assets payables



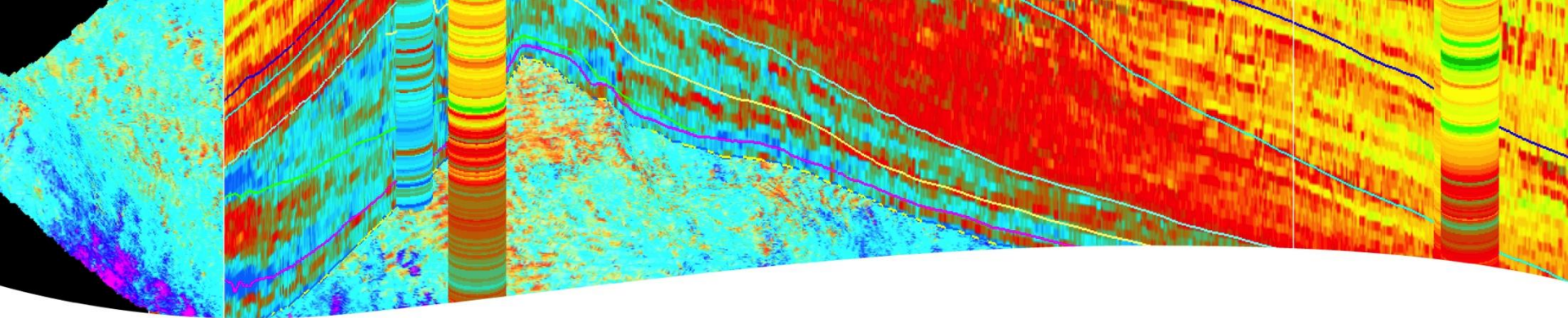
# Debt increase



## Net debt and Liquidity by end September

- Group **Net Debt** at **\$2,571m**
- Group **Liquidity** at **\$333m**
- Maintenance **covenants not applicable** at September-end, as a result of French Safeguard and US Chapter 11 procedures

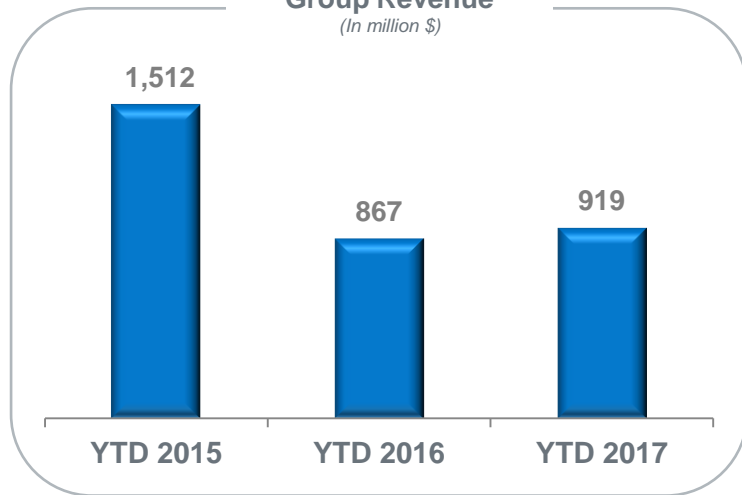




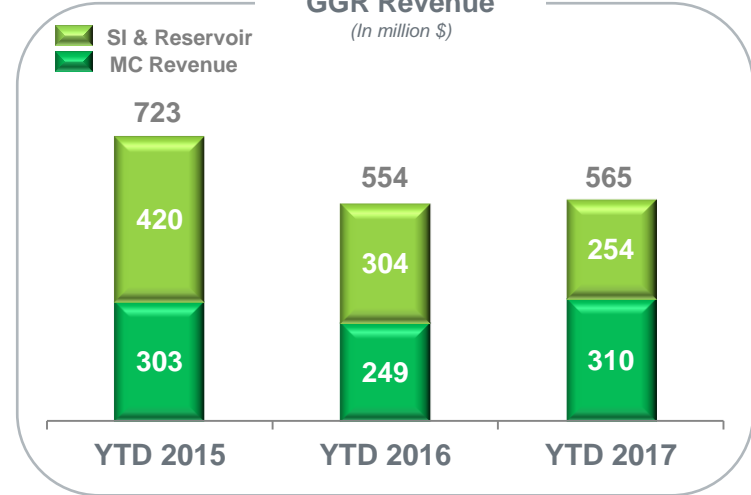
# Conclusion

# Stabilized revenue after three years of strong decline

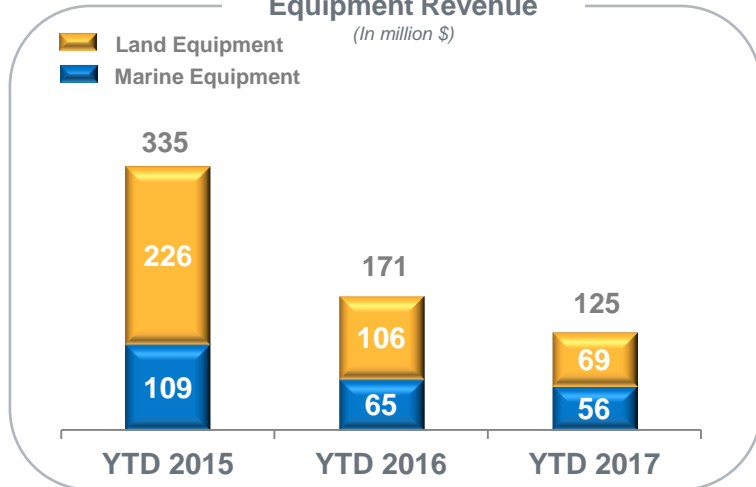
**Group Revenue**  
(In million \$)



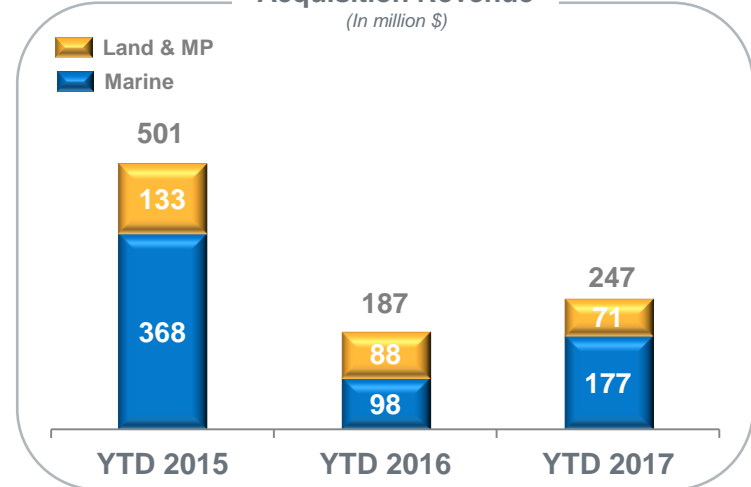
**GGR Revenue**  
(In million \$)



**Equipment Revenue**  
(In million \$)



**Acquisition Revenue**  
(In million \$)





## 2017 outlook unchanged

- 2017 outlook

- 2017 EBITDAs expected to be in line with 2016
- Multi-client cash capex expected to be at \$250-300m, with cash prefunding rate above 70% and Industrial & R&D capex at \$75-100m
- Cash generation expected to be lower in 2017 due to lack of positive change in working capital versus 2016

- Operational breakdown

- Multi-Client: sales supported by good positioning and recent & modern data library in key sedimentary basins
- Equipment: low volumes in a context of uncertain recovery horizon
- Data acquisition: competitive bidding environment for marine contract during winter season



# Key Milestones

## ▪ Achieved

- July 28, lenders' committee and bondholder general meeting approved the Safeguard plan
- Late September, impaired classes of creditors validated the Chapter 11 plan in the US
- October 16 approval from the Bankruptcy Court of the Southern District of New-York to implement the Chapter 11 plan
- Financial restructuring plan approved by the EGM on November 13, 2017

## ▪ Next steps

- French court assessment on November 20 of the Sauvegarde Plan and of the recourse launched by some convertible bondholders

**Financial restructuring plan approved by the EGM on November 13, 2017**







# Thank you

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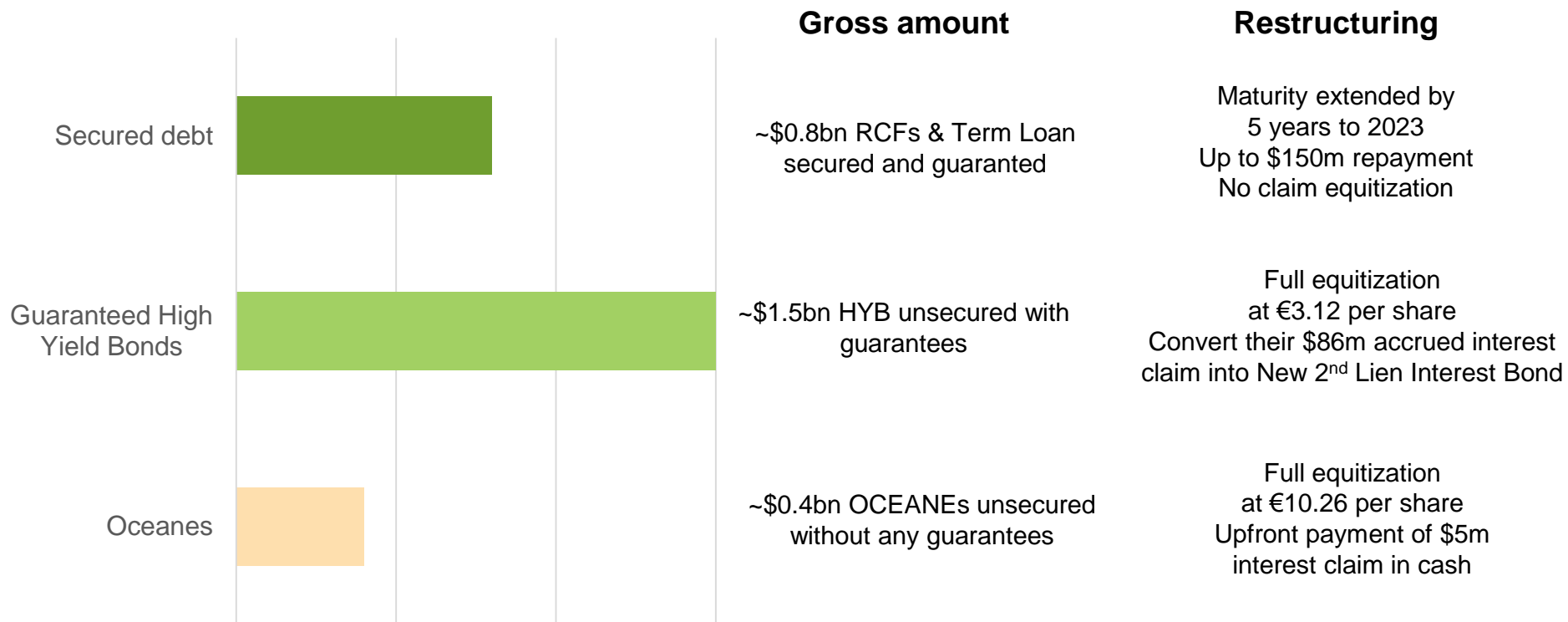




# Appendix

Main components of our financial restructuring plan

# Restructuring our debt while taking into account existing pledges and guarantees

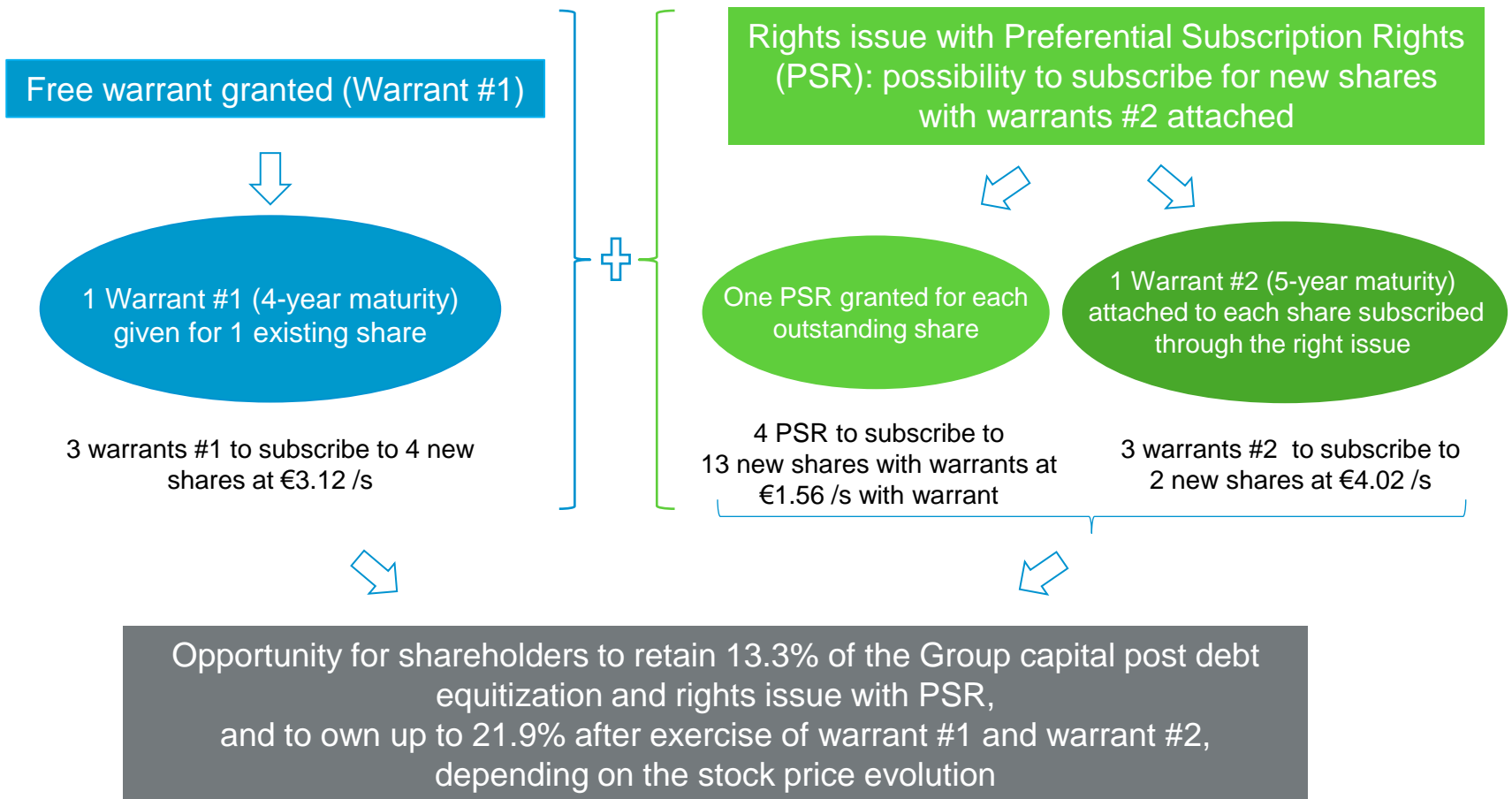


\$500m secured debt directly borrowed by an American company

15 foreign guarantor subsidiaries



# Shareholder to participate to the Company recovery



# Shareholding structure post financial restructuring

| Shareholding Pre New Money (Pre Penny Warrants) | Post Debt<br>Equitization | Including<br>Warrants 1 |
|---|---------------------------|-------------------------|
| Existing shareholders                           | 4.4%                      | 9.7%                    |
| Convertible bondholders                         | 7.0%                      | 6.6%                    |
| Senior Notes holders                            | 88.6%                     | 83.7%                   |
| <b>Total</b>                                    | <b>100%</b>               | <b>100%</b>             |

| Shareholding Post New Money          | Post Debt<br>Equitization | Including<br>Warrants 1 | Including<br>Warrants 2 |
|--------------------------------------|---------------------------|-------------------------|-------------------------|
| Existing shareholders                | 13.3%                     | 16.8%                   | 21.9%                   |
| <i>of which from Rights Issue</i>    | 10.2%                     | 9.8%                    | 15.3%                   |
| <i>of which from Existing shares</i> | 3.1%                      | 7.0%                    | 6.6%                    |
| Convertible bondholders              | 5.0%                      | 4.8%                    | 4.5%                    |
| Senior Notes holders                 | 81.7%                     | 78.4%                   | 73.6%                   |
| <b>Total</b>                         | <b>100%</b>               | <b>100%</b>             | <b>100%</b>             |

Note: Assuming a full take-up in the Rights Issue with PSR – and amount of unsecured debt taken into account as of December 20, 2017

