



4th Quarter and Full-Year 2013 Financial Results

All results are presented before Non-Recurring Items linked to Fugro (NRFI) and before impairment & write-off, unless stated otherwise

Passion for Geoscience



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.



2013 Key achievements

■ Industrial

- Successful integration of Fugro Geoscience's assets and people
- 92% fleet production rate - a record high level

■ Technology

- Launch of Sercel 508^{XT}, new land equipment acquisition system and Sentinel MS multi-sensor streamer
- BroadSeis breakthrough confirmed with more than 100 surveys recorded to date

■ Commercial

- Successful awards of 5 out of 7 large marine projects (Brazil, Mexico, Angola)
- Backlog as of January 1st was \$1.35bn

■ Financial Performance

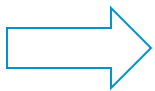
- Sercel at 28% EBIT margin
- GGR at 24.5% EBIT margin
- Multi-Client Capex 69% pre-funded
- Positive cash generation (before NRFI)



2013: Challenging market conditions

- A strong H1 driven by:
 - Good level of equipment sales, especially in Russia
 - Strong marine operational performance and improved pricing conditions
 - High multi-client revenue
 - Solid Subsurface Imaging activity worldwide

- A new context in H2:
 - Shift of Middle East land high-channel-count / mega crew projects
 - Softer marine market conditions, with sequentially lower prices
 - Very depressed winter season for land acquisition in North America



New Strategic Phase
Launch of a 2014-2016 Cash & Profitability Plan



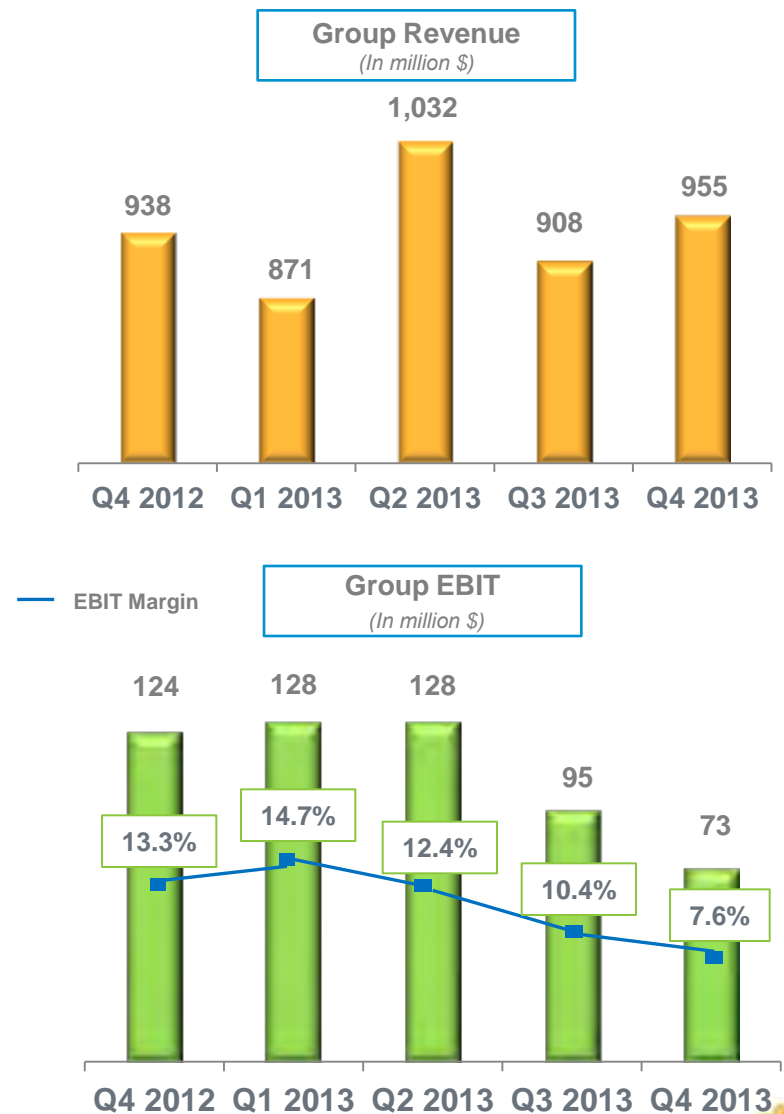
Q4 2013

- **Group Revenue at \$955m, up 2% year-on-year**
 - Equipment at \$317m, up 10%
 - Acquisition at \$459m, down 9%
 - GGR at \$371m, up 28%

- **EBIT at \$73m, down 41%, and a 7.6% margin**
 - Equipment at \$102m, up 26%
 - Acquisition at \$(61)m
 - GGR at \$86m, up 38%

- **Net Income* at \$(17)m**

- **Positive \$179m Free Cash Flow**

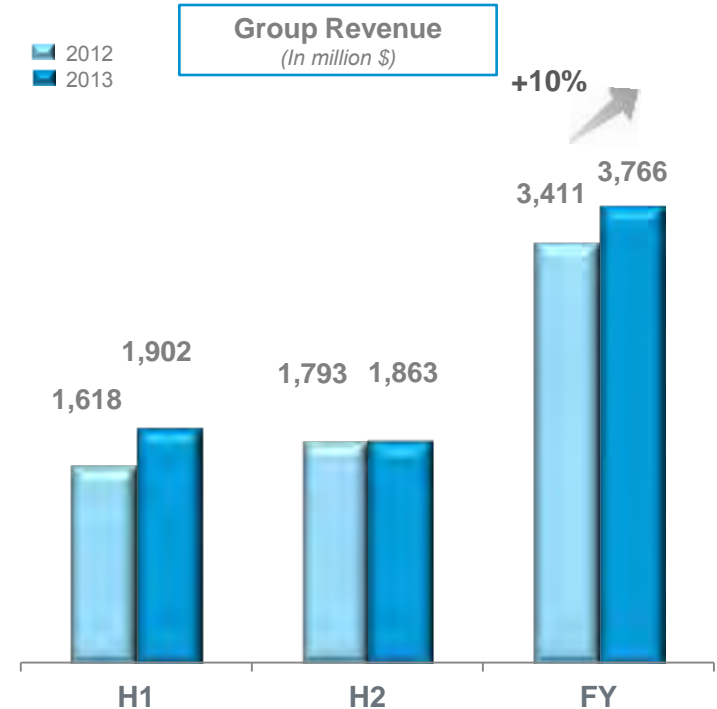


*Presented after \$(20) million NRFI and before \$(793)m one-off linked to Acquisition impairment & write-off post tax



2013: Revenue growth in a contrasting year

- Group Revenue at \$3.8 bn, up 10%
 - 17% positive impact of Fugro Geoscience
 - (4)% negative impact of the SWOBS carve-out
 - (3)% on organic perimeter despite solid GGR revenue growth
- Lower Revenue growth due to:
 - 1/3 to Equipment market
 - Marine: less favorable pricing, lower availability
 - Land: depressed market conditions (NAM, EAME)
 - 1/3 to Acquisition



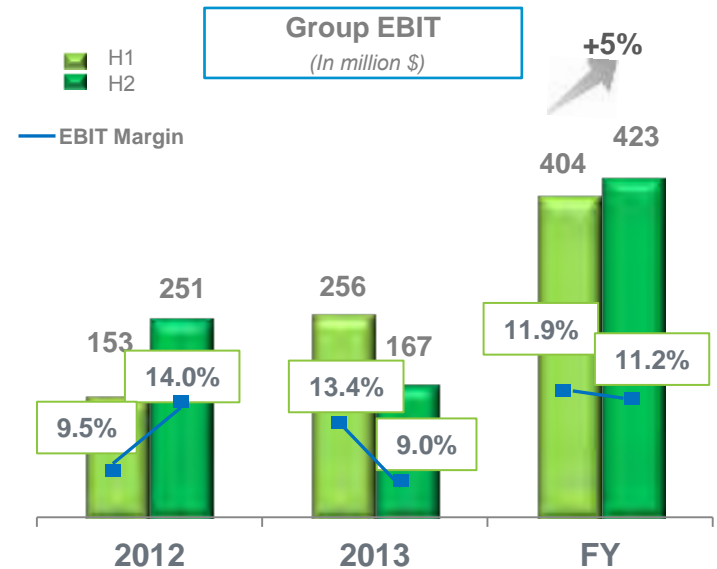
2013: Good resilience in a contrasting year

- EBIT at \$423m corresponding to a 11.2% margin
 - EBIT margin at 13.4% in H1 and at 9.0% in H2

- Non-recurring items :
 - NRFI \$(17)m related to the Fugro transaction
 - \$(800)m related to the impairment and write-off of Acquisition assets

- Cost of debt at \$(192)m of which the total amount of interest paid was \$(137)m

- Net income* at \$101m, EPS* at €0.40, up 11%



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2013 Operational Review

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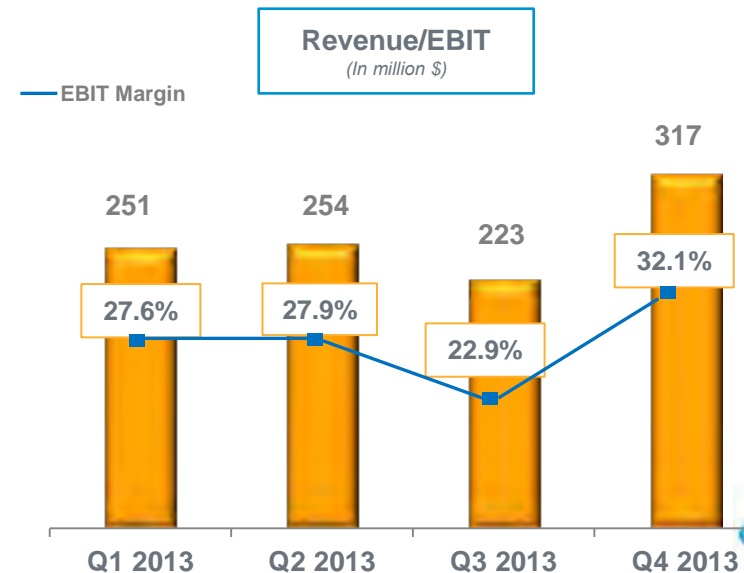
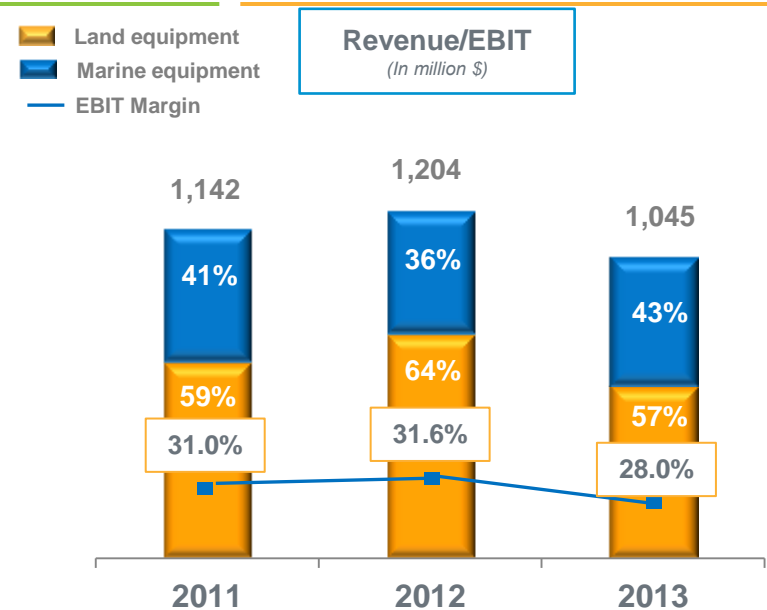


Equipment: Resilient despite lower revenues

- Total sales were \$1,045m, down 13%:
 - External sales at \$834m, down 13%
 - 57% land equipment and 43% marine equipment
 - No deliveries for mega crews in 2013
 - Record sales in Russia
 - R&D spending at high level, 5.6% of sales
 - Launch of new multi-sensor Sentinel MS streamer
 - Launch of new 508^{XT} land acquisition system

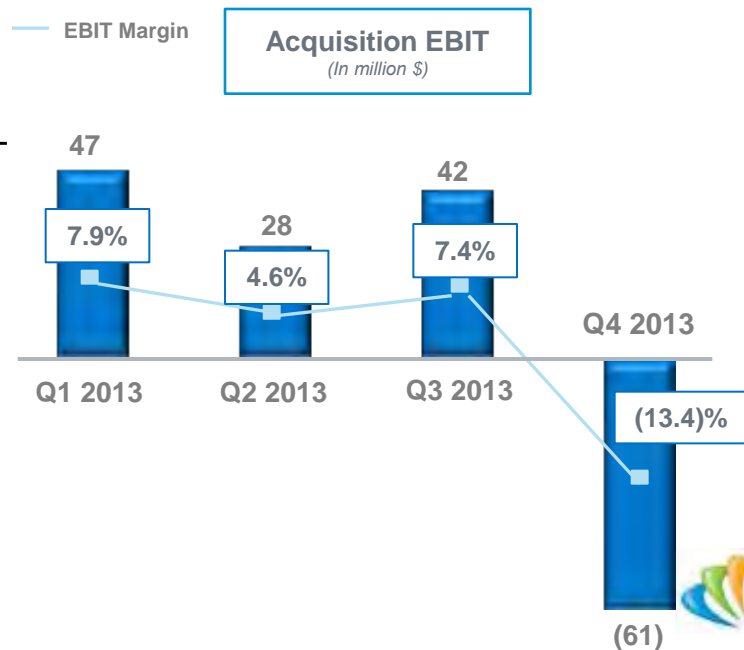
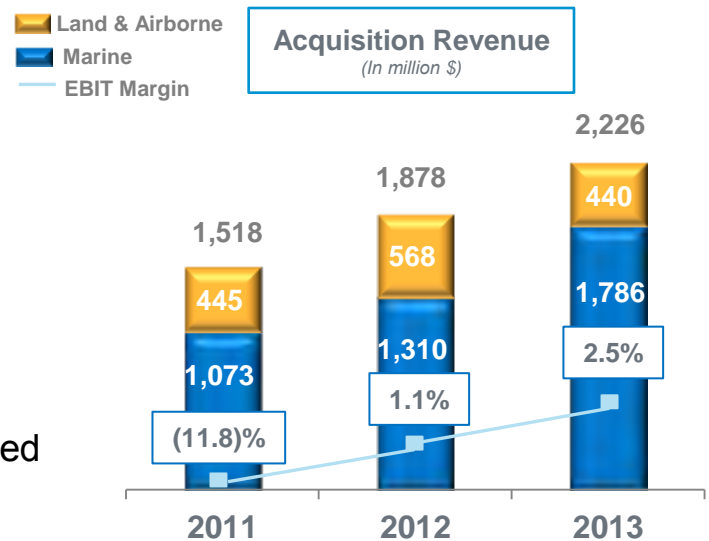
- EBIT margin at 28.0%

- Quarterly margins highly sensitive to volumes
 - Q4 sales up 42% sequentially at \$317m
 - 32% EBIT margin, 920 bps sequential improvement



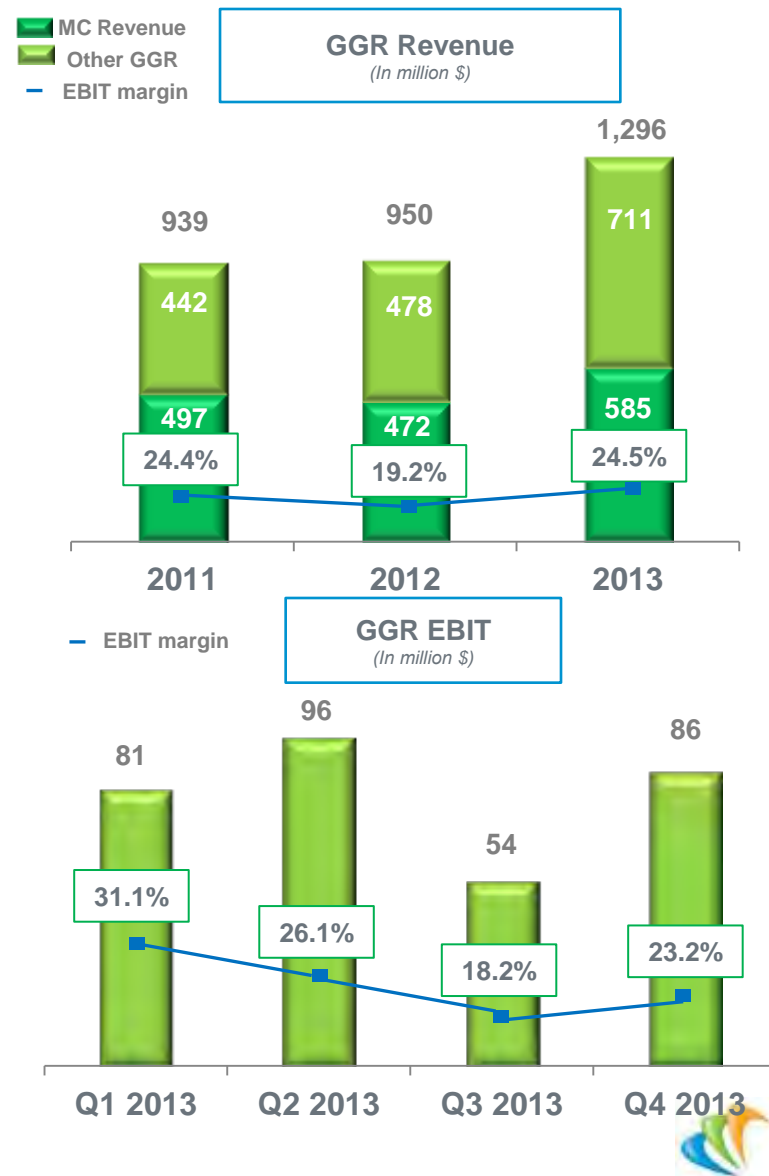
Acquisition: Challenging market conditions

- Acquisition revenue at \$2,226m, up 19%
 - External revenue at \$1,636m, up 9%
- Land & Airborne revenue at \$440m, down 23%:
 - \$146m impact of the SWOBS transfer
 - Land: weak H2 activity especially in North America
 - Airborne joined early September, impacted by depressed mining market
- Marine contract revenue at \$1,786m, up 36% y-o-y:
 - Strong operational performance by the fleet including ex-Fugro's vessels, 92% production rate
 - Flat prices in 2013
 - Q4 negative impact of Brazilian project delays
 - Geo Atlantic returned to its shipowner and Geo Barents converted into source vessel
- Acquisition EBIT at \$56m, a 2.5% margin



GGR: Solid and sustained profitability

- GGR revenue at \$1,296m up 36%
- Multi-Client at \$585m, up 24% with capex up 29% y-o-y:
 - Strong H1 multi-client sales
 - Lower than anticipated Q4 multi-client after-sales as some clients deferred spending decisions
 - Cash prefunding rate at 69% quasi stable y-o-y
 - Amortization rate back to 65%
- Subsurface Imaging (SI) & Other GGR at \$711m, up 49%, with sustained high profitability:
 - Subsurface Imaging: outstanding performance across our processing centers
 - Solid contribution from newly acquired ex-Fugro businesses
 - Large data management contract in awarded in Norway with the NPD
- GGR EBIT at \$317m, a 24.5% margin





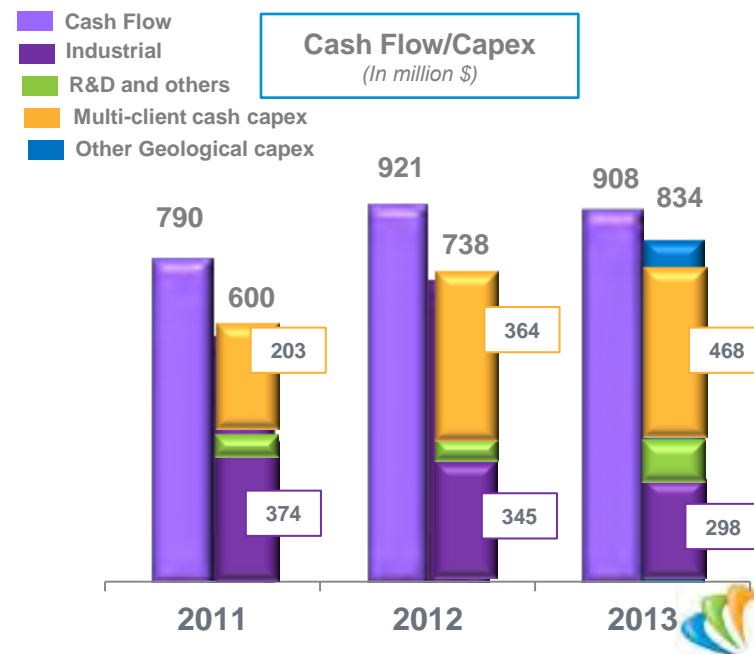
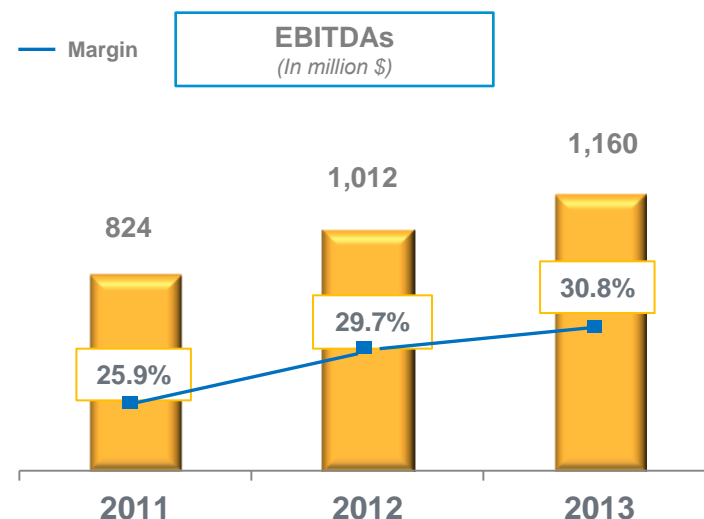
2013 Financial Review

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2013 Cash: In line with our target

- EBITDAs : \$1,160m, up 15% and a 30.8% margin
 - Equipment at \$339m, a 32.4% margin
 - Acquisition at \$369m, a 16.6% margin
 - GGR at \$780m, a 60.2% margin
- Cash Flow from Operations at \$908m, stable y-o-y
- Total Capex of \$834m, up 13%
 - Industrial Capex: \$298m
 - R&D Capex: \$57m
 - Multi-Client Cash Capex: \$468m, 69% prefunded
 - Marine Capex at \$405m, up 61% y-o-y, mainly related to our StagSeis program in GoM and to North Sea
 - Land Capex at \$64m corresponding to the completion of the Marcellus program
- Positive Free Cash Flow at \$5m before NFRl



2013 Balance Sheet and Acquisition impairment & write-off

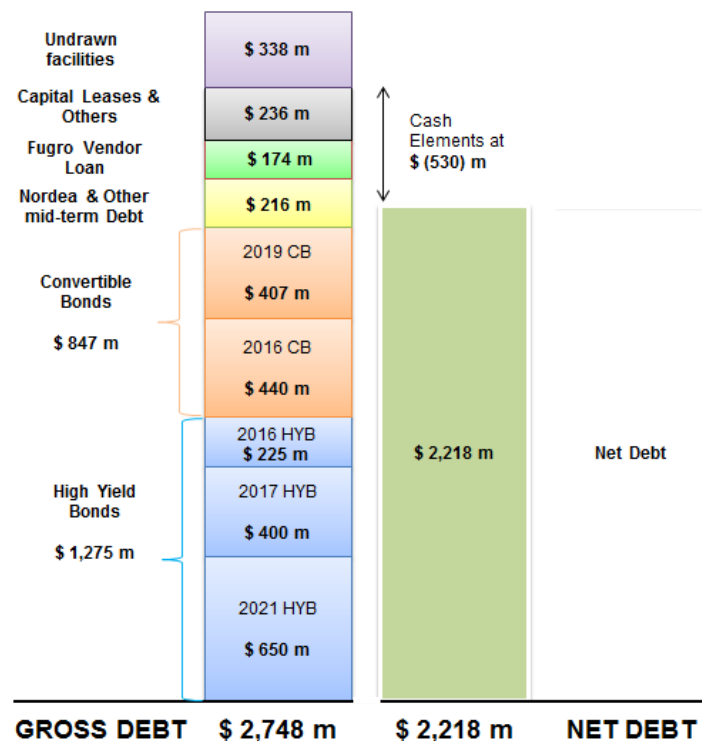
- Acquisition Impairment & write-off: \$800m
 - Land: \$79m as a result of overall more difficult market conditions
 - Marine \$721m
 - \$139m vessels fair value rebasement to reflect future utilization mode
 - \$582m goodwill impairment as a consequence of (25)% fleet downsizing and the change of market outlook

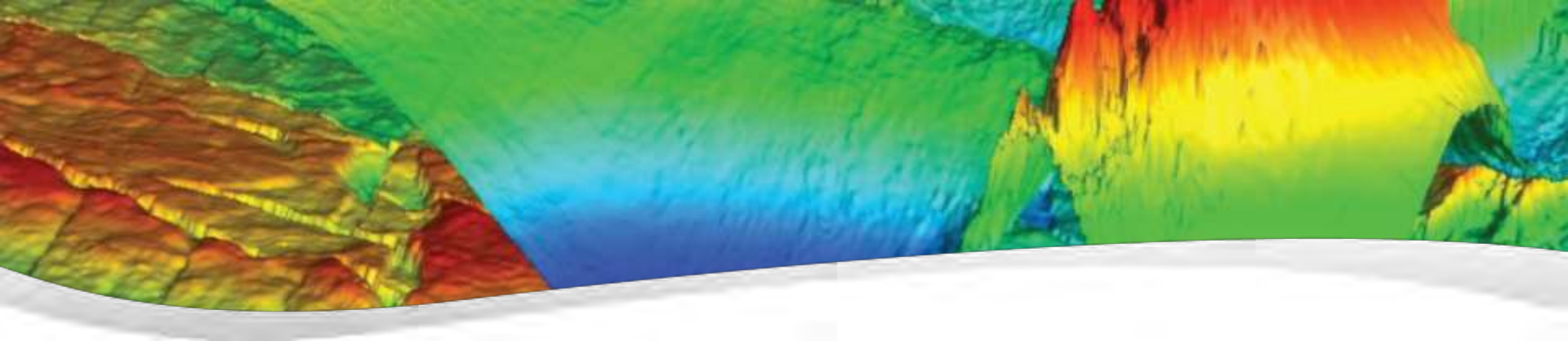
■ Capital Employed at \$6.1bn by end of 2013

- \$2.4bn for Acquisition post impairment
- \$2.8bn for GGR
- \$0.9bn for Equipment

■ Net Debt at \$2.2bn by end of 2013

- 58% Equity and 1.9x EBITDA
- 4.3 year average maturity on senior debt
- 4.9% average cash interest on senior debt





Outlook

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2013-2016: Business context remains favorable for our unique integrated Geoscience Group

Exploration

- New frontier exploration
- Complex geological pattern
- Need for enriched imaging
 - broader frequency range
 - wider azimuth, etc.

Development

- De-risking
- Reserve evaluation

Production

- Aging fields:
 - need for higher density
 - 4D
- Geosciences

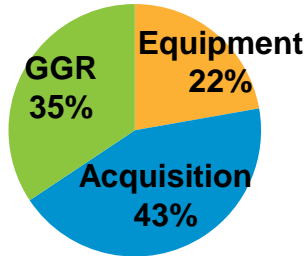
Move
To
Geoscience

- Unique expertise in Geology
- Equipment leadership cutting edge
 - High-end and flexible fleet of 13 vessels
 - Land acquisition focused on highly productive crews and partnerships
- CGG ranked n°1 in Subsurface Imaging by clients
- Successful partnerships with NOC's
- Global Geoscience expertise
- Integrated workflow from Seismic to Reservoir
- Reinforced partnership with Baker Hughes



2013-2016: Rebalancing portfolio

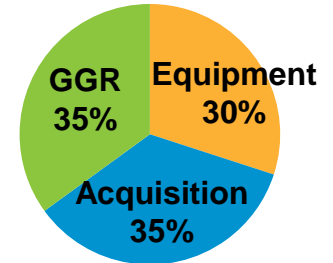
2013
\$3.8bn Revenue



Main Drivers

- Strong organic growth for Equipment
 - (25)% reduction in marine fleet capacity
 - GGR growth despite reduced MC capex
- *At unchanged market conditions*
▪ *Revenue before intra-group eliminations*

2016
>\$4.0bn Revenue



Equipment

- Revenue: \$1,045m
- Ebit margin: 28.0%
- Capital Empl. \$0.9bn

- 508^{XT} & high-channel-count / mega crews
- New generation of streamers

- Revenue: \$1.2-1.3bn
- Ebit margin: >28%

Acquisition

- Revenue: \$2,226m
- Ebit margin: 2.5%
- Capital Empl. \$2.4bn

- High-end and flexible fleet & reduced costs
- Land & Airborne successful turnarounds
- Strengthened partnerships / JV

- Revenue: \$1.6-1.8bn
- Ebit margin: 8%-10%

GGR

- Revenue: \$1,296m
- Ebit margin: 24.5%
- Capital Empl.: \$2.8bn

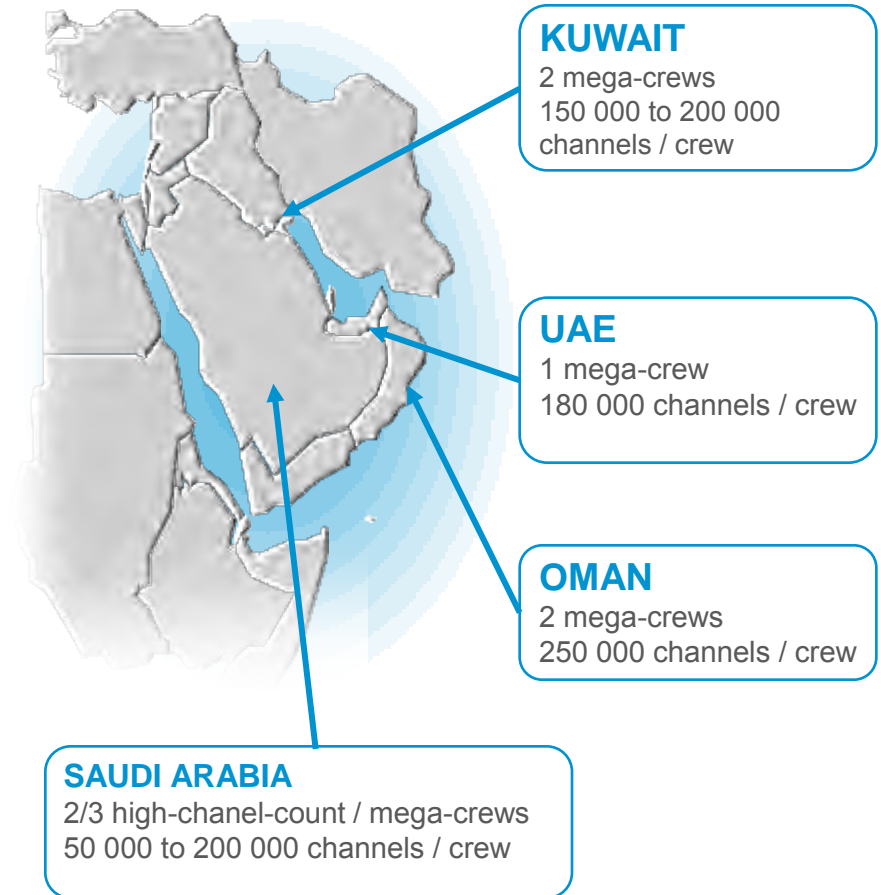
- 2016-2017 GoM lease sales
- Continued leadership in Subsurface Imaging
- Integrated Geosciences offerings & workflows

- Revenue: \$1.5-1.6bn
- Ebit margin: 20%-25%



Strategic Roadmap: New Land Acquisition set up

- Strengthened presence in Middle East
 - Historical long-term partnership with TAQA in the Middle East
 - CGG holding 49% of the new ARGAS
 - Strategic supplier agreement with Sercel, well positioned to benefit from the high-channel-count/mega crew awards
- Ongoing restructuring in North America
- Ramp up of the Seabed Geosolutions activity



Strategic Roadmap: Marine down-sizing

17 vessels on the open market

HIGH-END CAPACITY 12-20 streamers



Oceanic Sirius
20 Tow Points



Oceanic Vega
20 Tow Points



Geo Coral
16 Tow Points



Geo Caspian
16 Tow Points



Oceanic Endeavour
16 Tow Points



Alizé
16 Tow Points



Geo Caribbean
14 Tow Points



Oceanic Phoenix
14 Tow Points



Oceanic Champion
14 Tow Points



Viking Vision
14 Tow Points

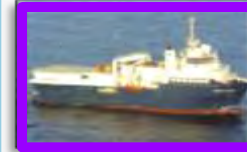


Geo Celtic
12 Tow Points



Oceanic Challenger
12 Tow Points

MID-END CAPACITY 8-12 streamers



Geowave Voyager
12 Tow Points



Viking Vanquish
12 Tow Points



Vantage
10 Tow Points



Viking
10 Tow Points



Symphony
12 Tow Points



Viking II
8 Tow Points

- Used as source vessel
- De-rigged

1st
step

- CGG Symphony de-rigged from mid February 2014
- 2 vessels temporarily converted into source vessels: Geo Voyager & Vantage
- Confirmation of the down-sizing of our fleet to 13 high-end vessels by 2016



2014 Management priorities

- Focus on commercial performance in market conditions expected to remain stable with a low Q1
 - CGG backlog as of January 1st: \$1.35bn
 - Marine fleet coverage: 100% booked in Q1, 75% in Q2, 35% in Q3
- Focus on cost reduction and operational efficiency
- Positive cash generation and active debt management
 - 2014 Industrial Capex: \$275-300m
 - 2014 Multi-client Cash Capex: \$500-550m
 - Prefunding level above 70%
- Implement 2014-2016 strategic roadmap
 - Target 400 bps EBIT improvement in 2016
 - Rebalance portfolio
 - Operational & commercial efficiency
 - Cost reductions
 - Tight cash management





Thank you

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