# Refocused

## **Barclays High Yield Conference 2018**

Colorado Springs, May 21-22

**Gottfred Langseth** EVP & CFO

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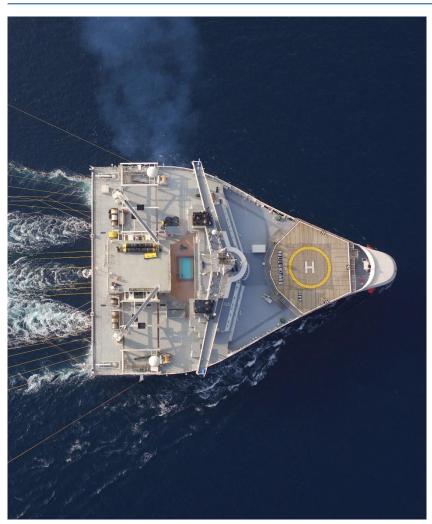
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The Company and its subsidiaries have implemented the new revenue recognition standard, IFRS 15, as the Company's external financing reporting method. This change impacts the timing of revenue recognition for MultiClient pre-funding revenues and related amortization. PGS will for internal management purposes continue to use the revenue recognition principles applied in previous periods, which are based on percentage of completion, and use this for numbers disclosed as Segment Reporting. See Note 15 of the Q1 2018 earnings release for definitions of terms. See Note 16 of the Q1 2018 earnings release for a description of the change in revenue recognition resulting from the implementation of IFRS 15. PGS will not restate prior periods.

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## Agenda



- PGS in Brief
- Market Overview
- Company Highlights
- Financial Review

• Q&A



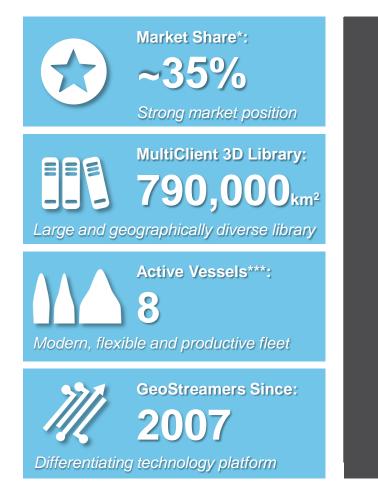




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## PGS in Brief A Leading and Fully Integrated Marine Seismic Player





\* Based on number of active streamers.

\*\* Revenues and EBITDA are in USD and are based on the LTM as of Q1 2018. Market capitalization as of May 17, 2018 and USDNOK rate of 8.110; number of employees as of March 31, 2018.

\*\*\* Operates 8 active vessels during the summer season and plan to operate 6 during the winter season.

## A Global Marine Geophysical Company



Revenues\*\*: USD 885.3m

EBITDA\*\*: USD 436.3m

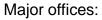
Market Cap\*\*: USD 1,741m

Employees\*\*: **1,298** 

## PGS in Brief The World of PGS





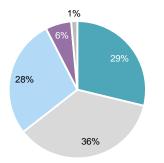




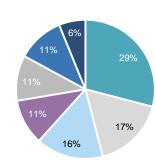
by geography

#### **Diversified Revenue Streams\***



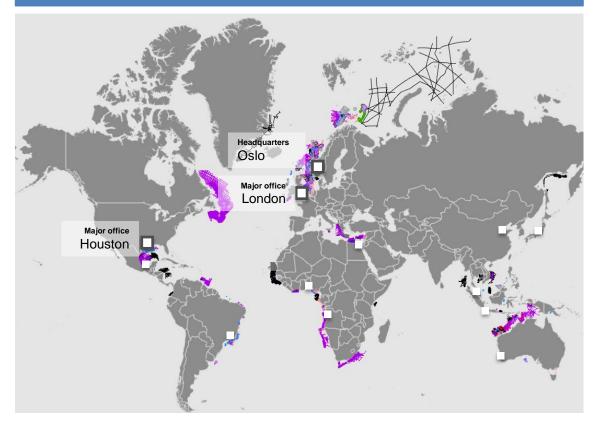


- Marine Contract
- MultiClient Pre-funding
- MultiClient late sales
- Imaging
- Other



- Europe
- Africa
- Asia Pacific
- Canada
   Brazil
- Brazii
   Other
- Other
   Americas (ex. Brazil and Canada)

## Diversified MultiClient Library in major offshore hydrocarbon basins





- Market is trending towards more MC and 4D
- Improved imaging of subsurface will be increasingly important for customers
- Premium data and service quality key as "easy oil" has been found
- Cost focus will always be important, our fleet provides efficiency benefits and superior technology

	A full service offering is the best way to take benefit of the market going forward		
	Business Model Flexibility	<ul> <li>Focusing on client needs         <ul> <li>Flexible offering of MC and contract services or a combination</li> <li>Tailored survey design and imaging</li> </ul> </li> </ul>	
	Meet Client Needs	<ul> <li>Meet needs on all aspects of marine seismic         <ul> <li>2D, 3D, 4D, reprocessing, processing, timing, survey design etc</li> </ul> </li> </ul>	
	Continued Technology Development	<ul> <li>Capacity for continued technology development to improve subsurface understanding</li> <li>Production seismic requires high resolution</li> </ul>	
	Value Chain	Control all aspects of seismic value chain and offering	

**Full Service Offering** 

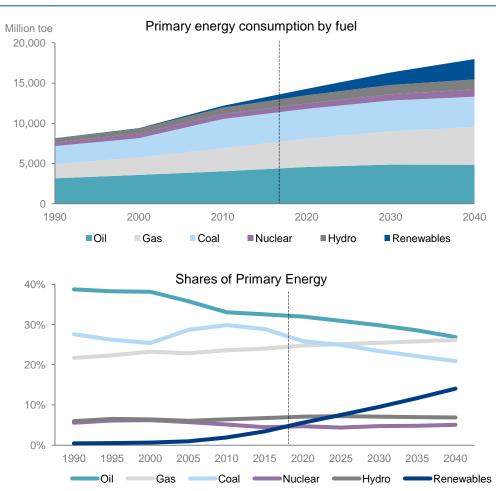
Acquisition - MultiClient - Imaging Solutions - Interpretation - R&D

## **Market Overview**



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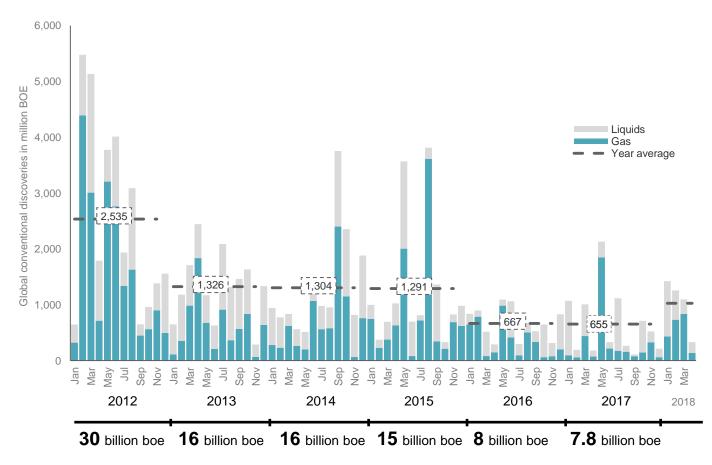
## Market Overview Energy Demand will Increase – Fossil Fuels Remain the Dominant Energy Source



- Energy demand will continue to grow owing to increased world GDP
  - Driven by emerging markets
  - Projected 1.2% annual growth 2020-2040
- Renewables are the fastest growing energy source, but fossil fuels remain the dominant source of global energy supplies
- Decline rates from producing field is significant and increased shale production is in the Company's view not enough to compensate
  - Offshore exploration and production has to increase

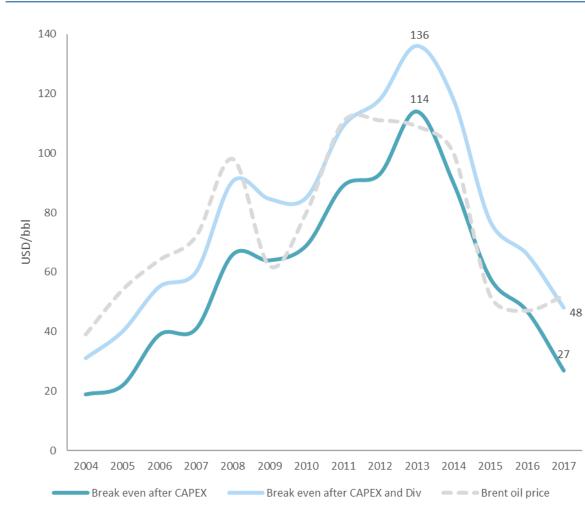
## Market Overview At the Same Time, Discovery of Fossil Fuels Continues to Decline



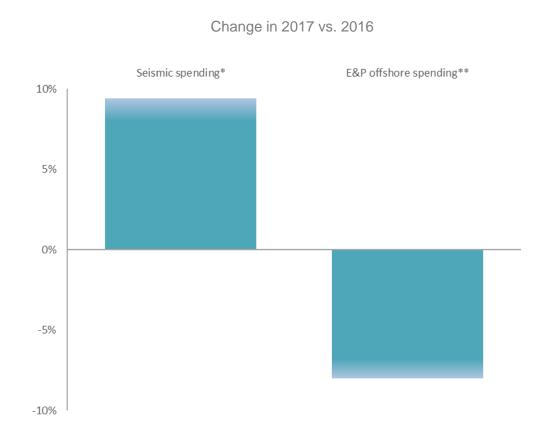


- Discoveries of 7.8 billion boe in 2017 (versus 30 billion boe in 2012)
  - The 2017-level is the lowest level seen since 1947
- Exploration spending and drilling have been significantly reduced
- Oil discovery levels are in the Company's view unsustainable to meet future demand

## Market Overview Integrated Oil Companies are Cash Flow Positive and Improving



- Integrated oil companies became cash flow positive after capex and dividend in 2017
- With oil price above USD 50 per barrel they are generating significant cash flow
  - Brent Blend currently trading between USD70-80 per barrel
- Integrated oil companies are well positioned to increase spending



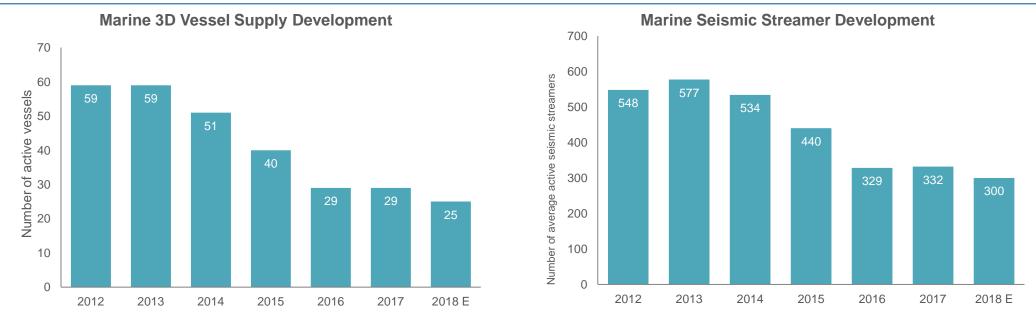
 Seismic spending increased by 9% in 2017 compared to 2016, while offshore spending declined by 8%

Historically seismic has been an early cycle indicator

<sup>\*</sup> Seismic spending are actual revenues from PGS, CGG, WesternGeco, Polarcus, Spectrum and TGS. \*\* According to IHS.

## Market Overview Marine Seismic Supply Outlook



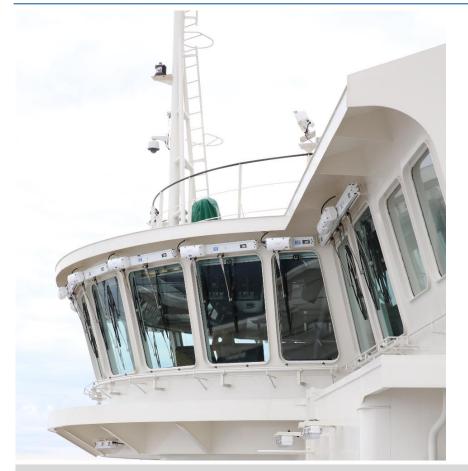


- Company estimates that average streamer capacity in 2018 is close to 50% lower than average streamer capacity in 2013
  - All major seismic vessel operators have reduced capacity through retiring and cold-stacking vessels
  - Schlumberger's planned exit from the seismic acquisition market may reduce supply further in the short term

### Lower supply should benefit market balance in 2018

## Market Overview **Summary**





- Higher oil price, improved cash flow among oil companies and unsustainable reserve replacement ratios are expected to benefit marine 3D seismic market fundamentals going forward
- Continued strong MultiClient sales in Q1 indicates an improving market sentiment in 2018
- Continued risk related to timing and strength of recovery in the contract market
- PGS plans for a flat market
- A centralized, simplified and streamlined PGS is well positioned to achieve positive cash flow in 2018

### PGS is uniquely positioned to capitalize on future market opportunities

## **Company Highlights**

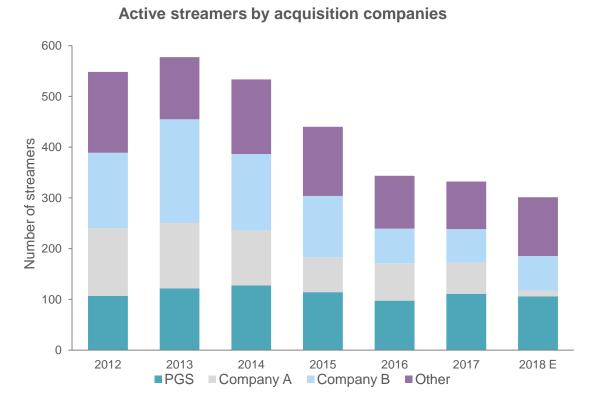


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## **Company Highlights**



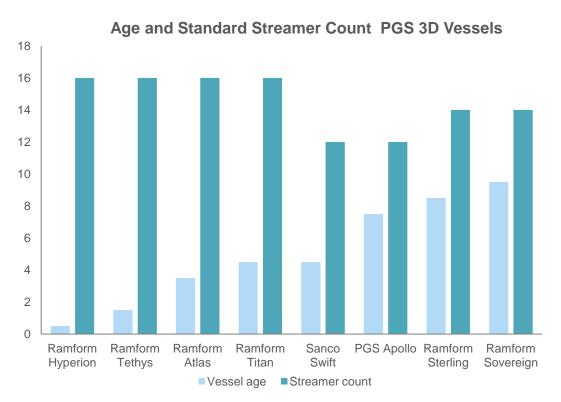
## **1** PGS Fleet: A Differentiated Market Leader



- A market leader with market share of ~35% in 2018
- The only fleet fully equipped with the latest technologies
  - Multicomponent streamers
  - Source steering
  - Streamer steering
  - 12+ steamer count
- Operates an active fleet of eight 3D vessels, of which two are used selectively
  - Address seasonal demand swings
  - On average, active vessel capacity in 2018 will be newer and more efficient than 2017

### Maintaining a strong market position

## **1** PGS Active Fleet Is the Youngest



- Ramform Titan-class and Ramform S-class vessels are:
  - Superior for large exploration surveys
  - Superior for any survey with high streamer count
  - Competitive on all 4D surveys and conventional 3D surveys
- The conventional vessels in the PGS fleet are competitive for both exploration 3D and 4D
- Lowest average age of active fleet in the industry

## A world class fleet:

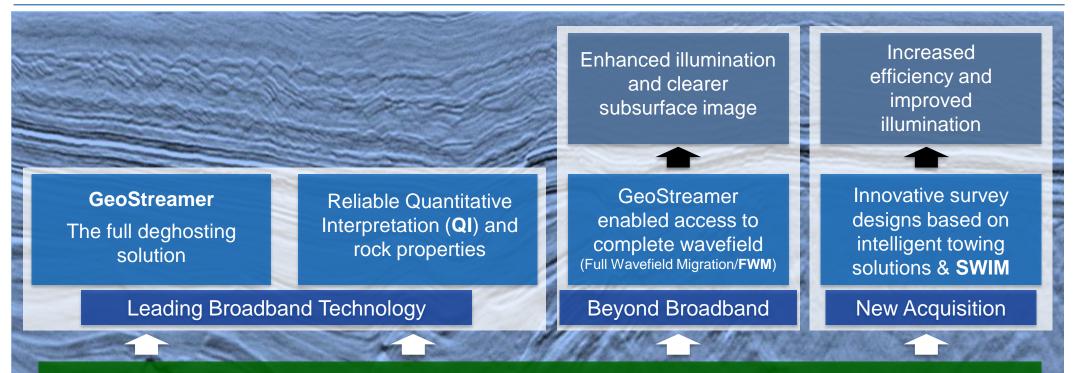
Average active vessel age of 5 years (Dec. 2017) and average streamer count 14.5

### Competitive Advantage

2

## GeoStreamer and Enhanced Imaging Capabilities



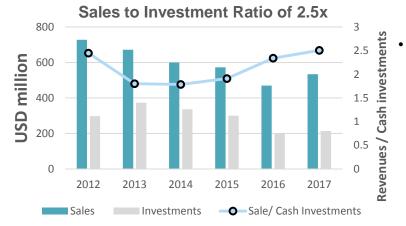


### **GeoStreamer – PGS Business and Technology Platform**

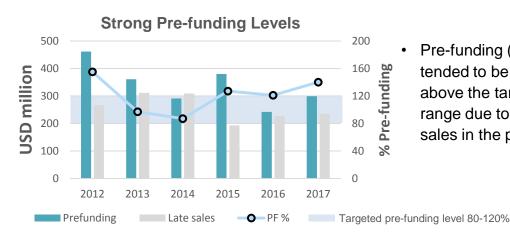
- Enhanced resolution, better depth imaging and improved operational efficiency
- Enables the best sub-surface image for reservoir understanding and well placement

## **3** Robust MultiClient Operations





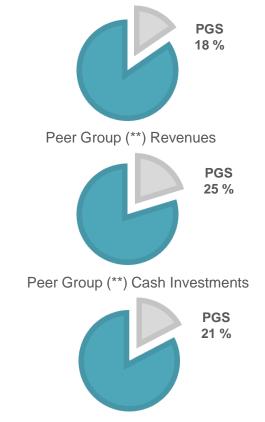
2017 MultiClient cash investments of USD 213.4 million with a pre-funding level of 140%



Pre-funding (\*) has historically tended to be in the high end or above the targeted 80-120% range due to incremental sales in the processing phase

#### A Leading MultiClient Library Generating Relatively High Revenues

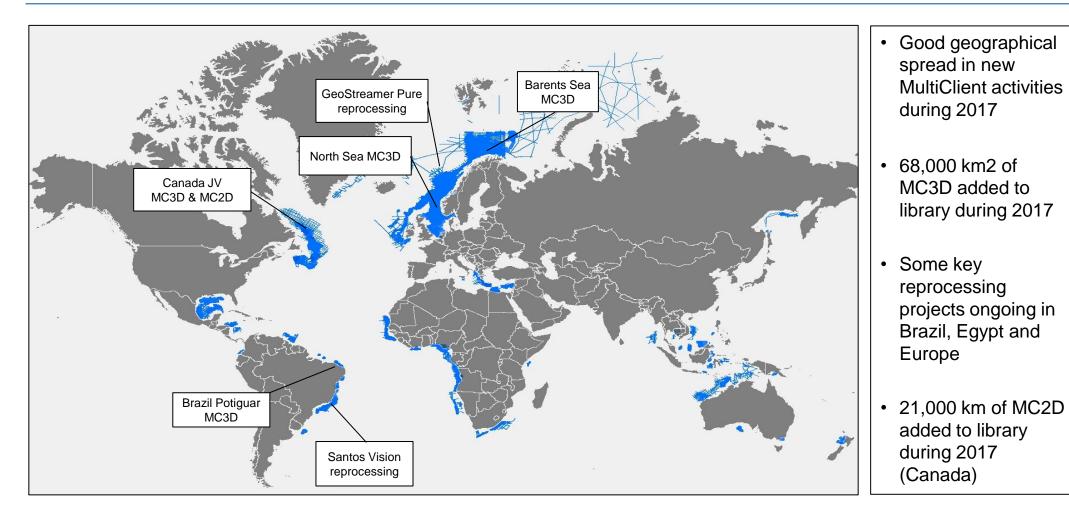
Peer Group (\*\*) Net Book Value



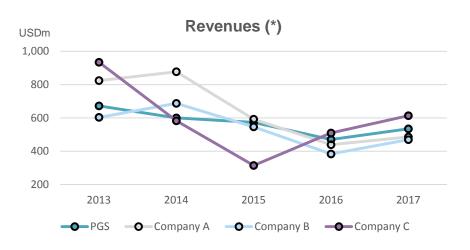
\* Calculated by dividing the MultiClient pre-funding revenues by the cash investment in MultiClient library.
\*\* Peer Group – WG, TGS (consensus), CGG (consensus), PGS.



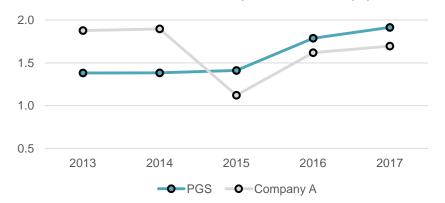
## **3** Industry Leading MultiClient Performance



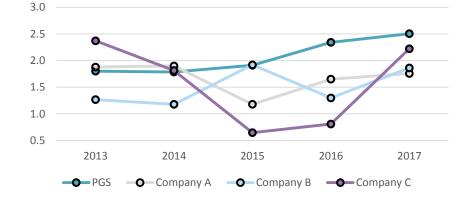
## **3** Industry Leading MultiClient Performance



**Revenues / Full Capitalized Cost (\*\*)** 



Revenues / Cash Investments (\*)



- The highest sales to investment ratio
  - Both measured on capitalized cash investments and full capitalized costs
- Conclusion: Stable, strong performance for the PGS MultiClient library

\* PGS estimates, limited to three largest peers. Reported / consensus revenues and MC investments. No consistent industry definition of MultiClient (cash) investments Revenues / cash investments: Can not be compared in absolute terms - relative variations from year to year for each player.

\*\* PGS estimates, limited to three largest peers. Cost capitalized to library less interest. Revenues / full capitalized cost: Can be compared in absolute terms.



## **4** A Flexible Fleet – Throughout the Cycle



**RAMFORM** Hyperion



RAMFORM Tethys



RAMFORM Atlas



RAMFORM Titan



RAMFORM Sterling



RAMFORM Sovereign



PGS Apollo

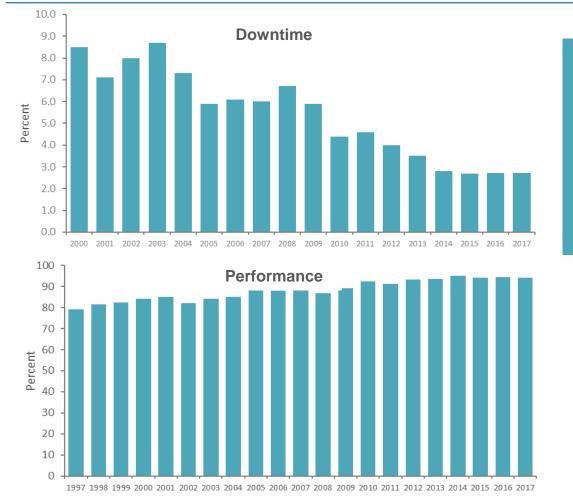


SANCO Swift

- PGS will have eight 3D vessels ("the active fleet") fully equipped at all times, but during the low season we plan only to run six of these vessels
- The cost base of the fleet is adjusted to six vessels as contract/part time crew will be used for the additional two vessels, providing a flexible element to the base cost
- Six cold-stacked vessels position PGS well to take advantage of the next up cycle

## PGS

## Maintaining Industry Leading Performance



## Sharp focus on planning and risk mitigation

### Continuous effort to reduce unproductive time

PGS "Best in Class" fleet performance ensures consistent operating strength at every point in the cycle

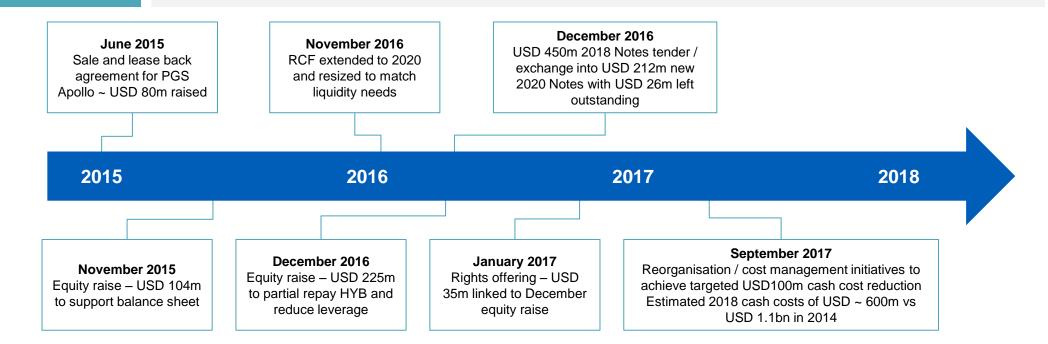
Performance = actual production of seismic in % of available production time



## **5** A Proactive Approach to Managing Financial Risks



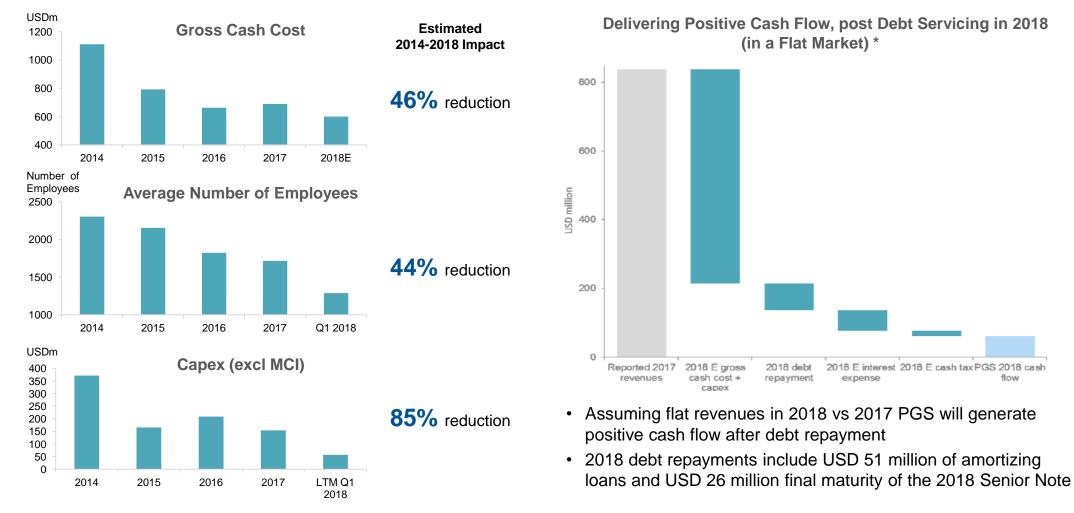
- PGS is continuously looking for measures to pro-actively manage debt maturities and maintain tight control on costs
  - Track record of successful balance sheet and cashflow management in a challenging market backdrop



Steps taken resulted in improved balance sheet flexibility and increased long term financial visibility

## A Focus on Cashflows





\* Overview from PGS Capital Markets Day based on prior guiding on cost

## **Financial Review**



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## Financial Review Q1 2018: A Good Start for Achieving Positive 2018 Cash Flow

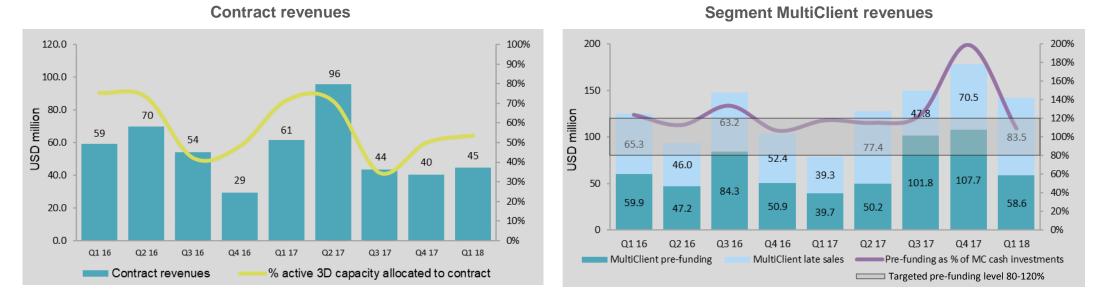




- Segment Revenues of USD 197.8 million, ahead of plan
  - Segment EBITDA USD 92.3 million
- Strong Segment MultiClient performance:
  - Total MultiClient revenues of USD 142.0 million
  - Strong late sales of USD 83.5 million
  - Sales-to-investment of 2.6 times
  - Pre-funding level of 109%
- Marine contract market still challenging with a weak winter season
- Total Leverage Ratio below 3.0:1
- First quarter operating under the new organizational structure
- 2018 gross cash cost estimate adjusted upwards to reflect higher activity, FX changes and higher fuel prices

## Financial Review Q1 2018 Operational Highlights

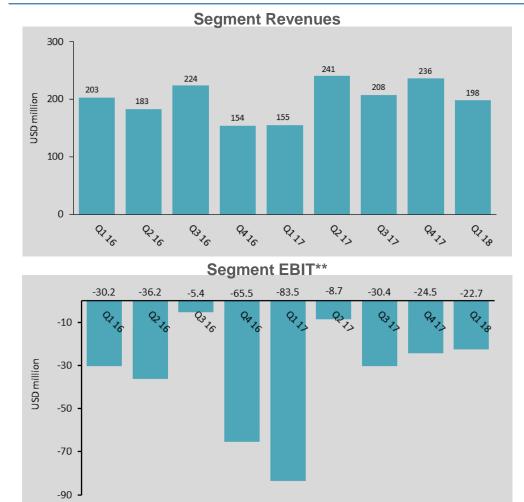




- Total Segment MultiClient revenues of USD 142.0 million, driven by higher MultiClient activity
  - Pre-funding revenues of USD 58.6 million
  - Pre-funding level of 109% on USD 53.7 million of MultiClient cash investment
  - Late sales revenues of USD 83.5 million
- Marine contract revenues of USD 44.5 million

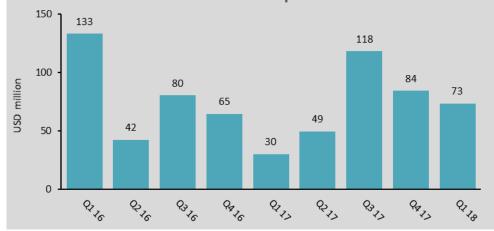
## Financial Review Financial Summary





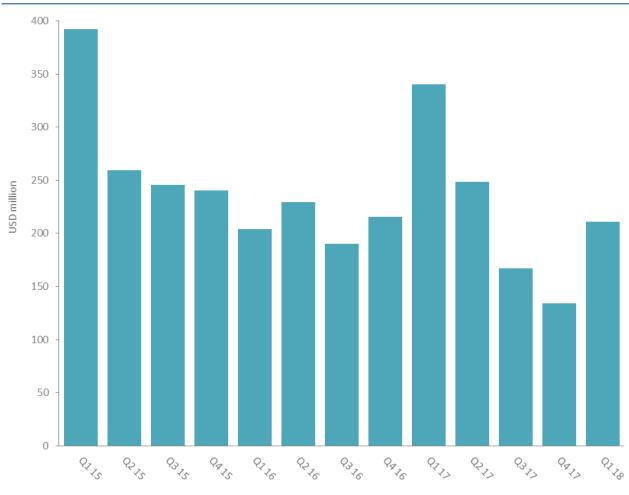
#### **Segment EBITDA\*** 150 123 113 113 109 100 92 USD million 80 69 53 50 30 0 9116 0216 Q316 P#16 Q115 PHI 8311 PRIJ Q118

Cash Flow from Operations



\* EBITDA, when used by the Company, means EBIT excluding Other charges, impairment and loss/gain on sale of long-term assets and depreciation and amortization as defined in Note 15 of the Q1 2018 earnings release . \*\* Excluding impairments and Other charges.

## Financial Review Order Book





- Order book of USD 211 million by end Q1 2018
- 3D vessel booking for 2018 of 45 vessel months\*
  - Q2: 24 vessel months
  - Q3: 19 vessel months
  - Q4: 2 vessel months
- Plan to operate eight vessels during summer season -*Ramform Sovereign* mobilized early March

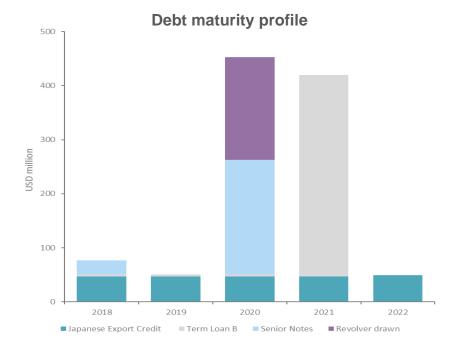
Order book estimates are based on a number of assumptions and estimates (including in relation to foreign exchange rates, proportionate performance of contracts, valuation of assets, amounts to be received as payment under certain agreements and timing of performance for day rate contracts). \* As of April 20, 2018.

## Financial Review **Summary of Debt and Drawing Facilities**



Debt and facilities as of March 31, 2018

Long-term Credit Lines and Interest Bearing Debt	Nominal Amount	Total Credit Line	Financial Covenants
USD 400.0m TLB, due 2021 Libor (minimum 0.75%) + 250 bps	USD 384.0m		None, but incurrence test: total leverage ratio ≤ 3.00x*
Revolving credit facility ("RCF"), due 2020 Libor + margin of 325-625 bps (linked to TLR) + utilization fee	USD 205.0m	USD 400.0m**	Maintenance covenant: total leverage ratio 4.75x Q4-17; 4.25x Q1-18, thereafter reduced by 0.25x each quarter to 2.75x by Q3-19
Japanese ECF, 12 year with semi-annual instalments. 50% fixed/ 50% floating interest rate	USD 404.5m		None, but incurrence test for loan $3\&4$ : Total leverage ratio $\leq 3.00x^*$ and Interest coverage ratio $\geq 2.0x^*$
December 2020 Senior Notes, coupon of 7.375%	USD 212.0m		None, but incurrence test: Interest coverage ratio ≥ 2.0x*
December 2018 Senior Notes, coupon of 7.375%	USD 26.0m		None



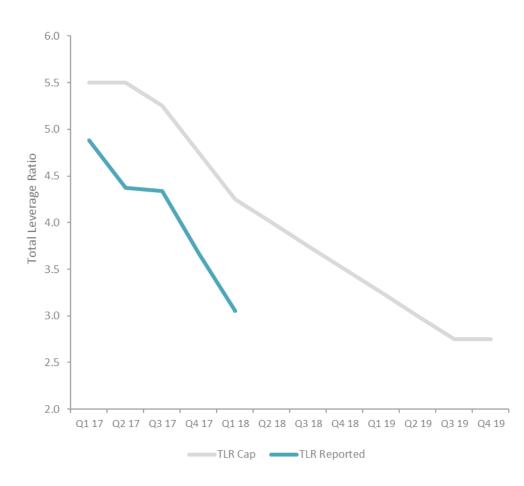
Rating Agency	Rating	Outlook
Moody's	B3	Stable
S&P	CCC+	Positive
Fitch	В-	Positive

\* Carve out for drawings under ECF and RCF.

\*\* Reducing to USD 350 million in September 2018.

## Financial Review Rapid Deleveraging with Good Headroom to Maintenance Covenant





- Substantial reduction of Total Leverage Ratio ("TLR") during 2017 and Q1 2018
  - Significant headroom to required level
- Total leverage ratio of 2.99:1 as of March 31, 2018, compared to 3.67 as of December 31, 2017
- Company expects to be in compliance going forward

## Financial Review **Key Financial Policies**



- Policy of refinancing debt at least 12-18 months before maturity
- Net debt / EBITDA target of 1x-2x\*
- MultiClient pre-funding levels targeted at 80-120% of MC cash investments
- Minimum liquidity target of USD 200m, including Revolving Credit Facility
- Dividend intended over time to be 25-50% of Net Income
  - BUT, priority will going forward be given to debt reduction to reach target level before resuming dividend payments.

### Concluding Remarks Solid MultiClient Performance – Good Start to Achieve Positive 2018 Cash Flow





- Delivered the first quarter with new organization
- Solid MultiClient revenues from continued market recovery
- Still uncertainty regarding strength and timing for contract market recovery
  - Encouraging bid pipeline for 2018
- Improving visibility

Positive 2018 cash flow after debt service remains key financial target





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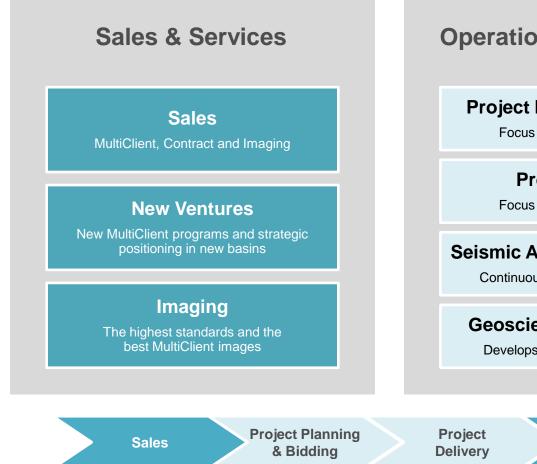
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- Following the Company's reorganization with effect from Q1 2018, PGS now has only one operating segment. Because the previous segments, Marine Contract and MultiClient, satisfied the aggregation criteria under IFRS 8 operating segments, this change in segments does not result in a change to the segment reporting for previous periods
- Following the implementation of the new accounting standard for revenues, IFRS 15, MultiClient pre-funding revenues are no longer recognized under the previously applied percentage of completion method. Instead, all such revenues are recognized at delivery of the final processed data, which is typically significantly later than the acquisition of the seismic data
- PGS management has, for the purpose of its internal reporting, continued to report according to the
  principle applied in 2017 and earlier years, where MultiClient pre-funding revenue is recognized on a
  percentage of completion basis, and the related amortization of MultiClient library based upon the ratio of
  aggregate capitalized survey cost to forecasted sales. Reference is made to Note 16 of the Q1 2018
  earnings release for further information
- The quarterly numbers in this presentation relates to both as reported in accordance with IFRS and Segment Reporting unless otherwise stated

## Appendix Our Organization





### **Operations & Technology**

#### **Project Planning & Bidding**

Focus on efficiency & delivery

#### **Project Delivery**

Focus on efficiency & delivery

#### **Seismic Acquisition & Support**

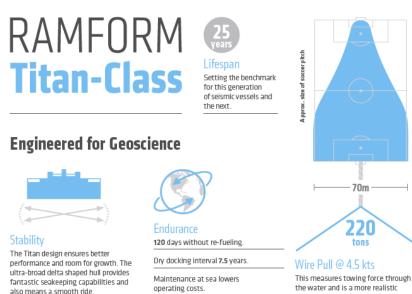
Continuous efficiency improvements

#### **Geoscience & Engineering**

Develops differentiating technology

Imaging

- Prioritizes profitability, service and quality
- Lean structure with focused contact points for responsive service
- Flexible vessel and imaging capacity
- Efficient project planning and delivery
- Subsurface expertise directs
   data library expansion
- Technology development aligned with client needs





#### Redundancy

3 propellers, each with 2 motors – fully operational with 2 propellers.

2 engine rooms, each with 3 generators fully operational with 1 engine room



Widening the weather window and extending the seasons in northern and southern hemispheres without compromising HSEQ.



Fuel Capacity

Providing flexibility and endurance.



Power Additional power enables more in-sea and onboard equipment.

#### Performance Results

104m

representation of towing capability

than bollard pull (300 tons)

Space = Flexibility

Towing & Handling

24 reel and streamer capacity and back

deck automation provides flexibility.

rapid deployment and safe retrieval.

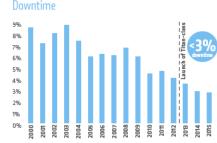
Three times larger than modern

conventional vessels, the Titans offer

a highly efficient work environment

with ample space for equipment.

maintenance and accommodation.



Ramform Titan - Zero maritime downtime and only 2.7% seismic downtime to date. Total so.km acquired by Titan-class vessels is 89,712 sq. km

#### Records Rapid Deployment

16 streamers (each 8.1 km) safely deployed in just 73 hours.

#### Large Spread

13.75 sq. km fan spread with 18 streamers (each 7.05 km) x 100 m separation (130 m at tail end).

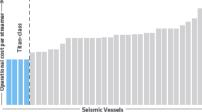
#### Fast Acquisition

Highest production 175 sq.km in a day (average for this survey = 139 sq. km/day).

Stable platform minimizes

Space to work, redundancy

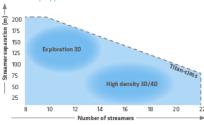
risk of fatigue, trips and falls.



Ultra high capacity seismic vessels are more cost effective.

#### All Survey Types

Cost/Streamer



Titan-class vessels cover all the bases from highly efficient reconnaissance exploration surveys to the detailed resolution required for 4D production seismic

#### **HSEQ**

Layout supports One Culture operations improving all aspects of HSEQ.



Health in power and propulsion. Social zones, gym, stability -2 stern-launched workboats. rested crews perform better. back-deck automation.



Larger spreads and faster

turnaround mean fewer days on each job and leaves a smaller environmental footprint. DNV GL Clean Design - max SO<sub>X</sub> content of < 2.5%. Reactive catalysts reduce NO<sub>x</sub> emissions by 90%





GeoStreamer, Equipped with streamer and source steering.

Superior platform to deploy the best dualsensor technology - 100%

40

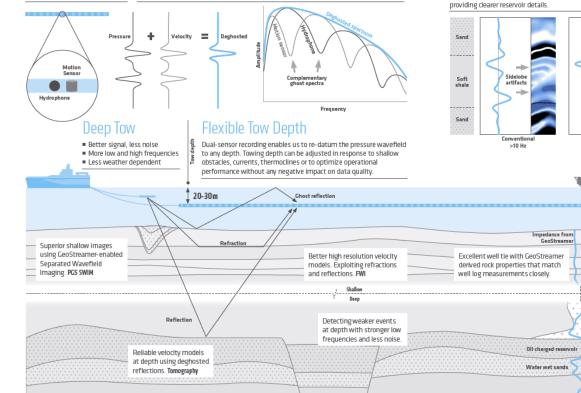


#### More Measurements - Fewer Assumptions - Better Decisions

#### **Dual Sensors**

#### Prestack Deghosting — More Options

Complementary recordings facilitate deghosting by wavefield separation at all water depths. Deghosting using dual-sensor measurements with their complementary ghost spectra eliminates frequency gaps, and provides access to separate wavefield components for advanced processes like PGS SWIM, FWI and Reflection Tomography.



#### De-risking with Precise Rock Properties

PGS

vessels

100%

GeoStreamer

Broader Bandwidth

Sharper Boundaries

Rich low frequency content reduces sidelobe artifacts,

4 Million

Genuine

GeoStreamer

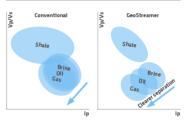
>2.5 Hz

Impedance

rom well los

meters of active streamer

GeoStreamer prestack deghosting provides reliable attributes for better understanding of rock and fluid distribution. Improved attribute computations reduce uncertainty and enable more precise estimation of reserves.



#### Monitoring Reservoir Changes

Wavefield reconstruction enables high repeatability for both legacy surveys and future 40 monitoring independent of sea-state. This reveals more subtle production-related changes.

#### Proven in all Play Types

SUB-SALT Improved signal recovery and amplitude characterization.

SUB-BASALT Clearer sub-basalt imaging and intra basalt layer definition.

CLASTICS Reliable reservoir properties without the need for well control.

CARBONATES Detailed mapping of internal structures and better porosity prediction.

INJECTITES Resolution of complicated geometries and identification of true geological impedance boundaries.

Experience that counts 450 000 KM<sup>2</sup> acquired worldwide Aug 2016

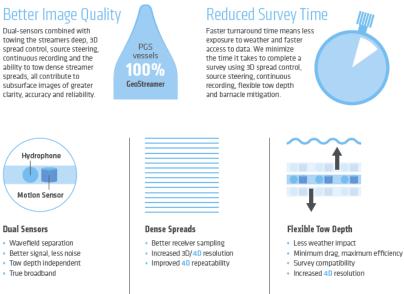


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## ACQUISITION SOLUTIONS

#### **RAMFORM + GEOSTREAMER = EFFICIENCY + QUALITY**

The unique combination of GeoStreamer® technology and Ramform® vessels delivers a premium imaging product to locate and derisk your prospect





#### 3D SpreadControl

- Infill management Efficient deployment & recovery
- Improved 4D repeatability

(SLO)

Multi

Azimuth

(MAZ)

#### Survey E 200 175 Versatility 150 Exploration 3D 125 Our fleet is capable of covering all the 100 Titan-class S-clar bases from highly 75 efficient exploration High density 3D/4D 50 surveys to detailed 25 4D production 10 12 14 16 18 20 22 Number of streamer

#### Leading the Industry

















Source Steering

Improved 4D repeatability



#### Infill management

- Improved source sampling Efficient deployment & recovery Increased vessel speed
  - Flexible record length

**Continous Recording** 

REC

## **Define Challenge and Select Technology**

Tailored acquisition geometries make it easier to solve imaging challenges. Subsurface complexity and geophysical objectives determine the acquisition and imaging solutions to produce the best quality images in the most effective way

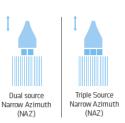
\*

#### Coverage Options

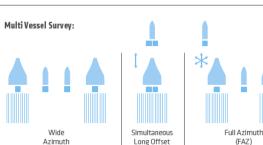
From single sail line to the ultimate full azimuth coverage. Target illumination increases with each additional pass and direction.

#### Single Vessel Survey:

seismic.



(WAZ/WATS)





EM

and

seismic

FAZ=WAZ+MAZ+SLO

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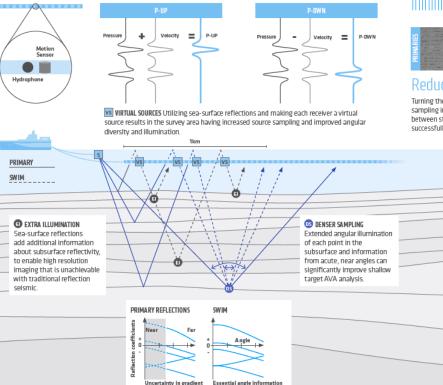


## PGSSWIM

#### **Extending Illumination and Angular Diversity**

#### GeoStreamer data and SWIM imaging

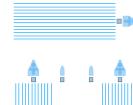
Separated Wavefield Imaging (SWIM) is an innovative depth-imaging technology that uses both up- and down-going wavefields, recorded by GeoStreamer® dual hydrophone and motion sensors.



available for accurate AVA

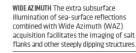
and intercent

#### SWIM + Survey Geometries



enables the design and use of cost effective acquisition geometries such as super-wide tow. For narrow azimuth surveys in shallow water SWIM yields better sampled data in the angle domain.

NARROW AZIMUTH TO WIDE TOW SWIM



#### **Reduce Acquisition Footprint**

Turning the receiver spread into virtual sources vs and receiver arrays reduces source sampling in the crossline direction from the distance between sail lines to that between streamers. Using SWIM in shallow water fills in gaps in near-surface coverage successfully reducing the acquisition footprint (AF).

#### **Further Uses**

#### OCEAN BOTTOM DATA SWIM has been successfully applied to seabed data such as ocean bottom node and cable recordings. SWIM can increase the shallow image area of the

seabed and the underlying sediments by up to 700%.

IMPROVED MULTIPLE REMOVAL SWIM enables the generation V/V of detailed shallow overburden images that are a requirement for some data-driven 3D SRME

multiple removal methods.

**REDUCING DRILLING RISK** Superior illumination of the overburden using SWIM provides highresolution images suitable for shallow hazard work, helping to identify drilling risks

Æ AF Æ SWIM coverage Conventional coverage ENHANCED IMAGING OF DEEPER TARGETS High-resolution stack images and well-sampled angle gathers are essential to advanced workflows such as CWI. This enables the generation of high resolution velocity models, PGS removing shallow model and imaging uncertainty. analysis away from well data