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The International Association of Geophysical Contractors (IAGC) is the global trade association for the geophysical and exploration industry, the cornerstone of the energy industry.

Our membership includes onshore and offshore survey operators and acquisition companies, data and processing providers, exploration and production companies, equipment and software manufacturers, industry suppliers and service providers.

The IAGC works vigorously on behalf of its members to advance the industry’s freedom to operate. The IAGC engages governments and stakeholders worldwide on issues central to geophysical operations and exploration access, including:

- Prioritizing timely, accessible data acquisition throughout the life of the asset;
- Providing predictability & competition;
- Promoting regulatory & fiscal certainty;
- Promulgating risk- & science-based regulations; and
- Prolonging the life of the asset.

**IAGC Mission**

The IAGC optimizes the business and regulatory climate and enhances public understanding to support a strong, viable geophysical and exploration industry essential to discovering and delivering the world’s energy resources.

**IAGC Vision**

The IAGC’s vision is to be the most credible and effective voice for promoting and ensuring a safe, environmentally responsible and competitive geophysical and exploration industry.
I am honored to be the new Chairman of the Board for the IAGC. I have been a part of the IAGC for almost 20 years and its 2006–2007 Board Chairman and I have witnessed the evolution of the organization into one we, of which members can all be very proud to be a part.

As the new board chairman, my priority is to continue and strengthen our efforts within our four board-approved focus areas: protecting our freedom to operate, fostering industry alignment, accelerating exploration and advancing our position as a leading and influential organization. Through this, we will ensure our industry can position itself as a technology leader that is not only essential to global energy development, but also attractive to the new generation workforce. I ask that you join me in supporting these priorities.

The value of the geophysical industry extends beyond our role of helping to discover the world’s energy resources. The geophysical industry is indispensable to exploration and supports the overall oil and gas industry. There is no oil and gas exploration and development without the geophysical industry.

As the composition of our industry has changed, geophysical companies are becoming more specialized and our association now represents a wider breadth of explorers. This is a significant transformation for the association’s and industry’s sustainability. With these changes, we must remain focused on our core priorities and provide great value to our membership. This downturn has lasted longer, been deeper and more transforming than any other downturn in the past. Our association has been leading the exploration industry’s advocacy efforts through this period and has been a clear and vocal voice on behalf of the industry’s interests.

The IAGC’s work in recent years to ensure the industry’s freedom to operate and access opportunities not only supports the geophysical and exploration industry but undergirds the breadth of the oil and gas industry. Recognizing this critical role, our Industry Partners (Exploration and Production Companies) are joining the IAGC in record numbers. Our focus remains the same, but our voice is much stronger as we stand united as one voice, geophysical companies and E&P companies. In addition, under the Strategic Framework our board of directors recently approved, the IAGC will pursue accelerating exploration in producing countries and frontier regions in the years to come. In order to be successful, we need “all hands on deck” from Governing Members and Industry Partners to Contributing and Associate Members. We cannot do it without you.

Member support and active participation will be the key to our success as an industry and association. It is critical that we, as IAGC members, not only remain steadfast in our commitment to the association but that we continue to defend the value of our industry to the world and make our positive contribution to the environment known.

Health, safety, security and environment (HSSE) will always be paramount in our industry. Our people are our greatest asset. Our industry takes these issues most seriously and invests in mitigating risks to address them effectively. The IAGC will continue to be a standard-bearer for our industry, improving our HSSE Forums and promoting and sharing best practices to achieve continuous improvement in HSSE performance worldwide.

Finally, as an industry one of the challenges we must meet for the near future is attracting and retaining a skilled workforce. Although we have seen tremendous advances in technology in our industry, we are faced with an aging workforce and a shrinking pool of talent to fill critical positions. Many young people do not see a future in our industry, and we must do something to change that. We must find recruitment, retention and training solutions. This could be one of the most important business issues facing our industry.

These are exciting times for the geophysical and exploration industry. And, while there are many challenges before us, there are also many great opportunities. The IAGC has in Nikki Martin, a visionary and effective leader and a dedicated and knowledgeable staff. I am excited and proud to work with this most productive team. I also look forward to working with you to make sure we have a healthy and thriving geophysical and exploration industry for many years to come.

Magne Reiersgard
2019–2021 Chairman of the Board
PGS
Each year since its inception, the IAGC’s magazine, *The Voice*, has reflected on the year’s past successes and pursuits. Over time and the last three years in particular, the association has evolved greatly to better meet the needs of our members and the demands of engagement to ensure the geophysical and exploration industry’s freedom to operate around the world.

This year’s edition of *The Voice* will take a brief look back over the last year recapping the IAGC’s efforts to decrease regulatory burdens, streamline permitting, raise the visibility of our industry and promote efficiencies in contracting and safety. We have had many successes and remain unyielding in our commitment to defend your freedom to operate using a foundation of credible science, verifiable facts and proactive engagement on multiple levels.

This year’s edition of *The Voice* will also take a “future forward” look at how the association is building on its priorities and strengthening its efforts to be even more effective in ensuring and advancing access for our industry.

As an association, the IAGC has looked to address a few key questions:

1. What are the vulnerabilities to exploration access globally, and what can we do as an industry to reduce them?
2. How can the IAGC support better industry alignment for acquisition and acreage globally?

Based on your feedback and analysis of the issues we face around the world, the board of directors approved the IAGC Strategic Framework for what I believe will be effective in meeting our objectives.

The new IAGC Strategic Framework articulates how we intend to increase our effectiveness and influence to support a healthy exploration and geophysical industry, and includes four main programs:

**Freedom to Operate:**
Ensure increased access for acquisition & acreage globally

**Industry Alignment:**
Unite the global leadership of the exploration industry

**Accelerate Exploration:**
Promote exploration investment in producing countries and new frontiers

**Leading & Influential:**
Become the leading source for industry, media and governments globally on exploration access issues

The new Strategic Framework is the IAGC’s roadmap to continued success in promoting and expanding a healthy competitive geophysical and exploration industry. It moves us beyond responding to crises and addressing the many environmental and regulatory challenges to an emphasis on a broader vision of strengthening the industry’s presence and impact, which is critical to meeting global energy demand.

As a critical part of the new Strategic Framework, the IAGC is seeking to increase our Industry Partner input and participation in our organization in 2019 and beyond as we continue to strive to provide a more strategic and proactive global approach to regulatory and public engagement on behalf of the exploration industry. If we are to successfully defend access, it will require a united industry effort with commonality in approach and implementation and a leverage of resources.

I am excited to share this edition of *The Voice* with you which outlines the new Strategic Framework and our goals for 2019. I look forward to working with you for years to come in a healthy and thriving geophysical and exploration industry.
The Board of Directors sets our priorities to advance IAGC’s mission.

### 2018 Board of Directors

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<tr>
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<td>Maurice Nessim</td>
<td>WesternGeco</td>
<td>Chairman</td>
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<td>Magne Reiersgard</td>
<td>PGS</td>
<td>Vice Chairman</td>
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<td>Roger Keyte</td>
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<td>Past Chairman</td>
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<td>Huasheng Zheng</td>
<td>BGP Inc.</td>
<td>Member</td>
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<td>Marianne Lefdal</td>
<td>CGG</td>
<td>EAME Chapter Chair</td>
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<td>Colin Murdoch</td>
<td>CGG</td>
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<td>Brian Hanson</td>
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<td>Richard Price</td>
<td>Polarcus</td>
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<td>Katja Akentieva</td>
<td>TGS</td>
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<td>Shawn Rice</td>
<td>Fairfield Geotechnologies</td>
<td>Americas Chapter Chair</td>
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<td>Charles Davison</td>
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<td>Irene Waage Basili</td>
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<tr>
<td>Tana Pool</td>
<td>TGS</td>
<td>Secretary</td>
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<td>Rebecca Pitman</td>
<td>Shearwater</td>
<td>Treasurer</td>
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Maurice Nessim
2016–2018 Board Chairman
WesternGeco
If you were to take a random sample of people in Houston, the energy capital of the world, and ask them what seismic data is, how it is obtained and what its purpose is, I suspect the results would be somewhat disappointing. Imagine then, conducting that same survey in a less oil and gas savvy city than ours, and it would be no surprise to see even lower recognition.

Raising visibility, by which I mean positive engagement with national governments and local communities, is one of many challenges our seismic industry faces. It is a key goal for IAGC and one which I strongly support.

My first introduction to the seismic industry happened in the late nineties while working on a four-week rotation in the North Sea on the back deck of a seismic vessel. It soon became apparent that there was a big difference between learning about seismic and acquiring seismic. Twenty years later, and I am still learning, perhaps more now than ever.

This worthy goal of improving our industry visibility is very fulfilling. It is helping to shape the future prospects of the next generation, both those who will benefit from the economic development that can follow exploration success and those who may see exciting career opportunities in our industry. My son, who is six years old, asked me to come and be a “Mystery Reader” in his class. While I may not be bringing Oz Yilmaz’s book on seismic data analysis, I do plan to ensure that some fun knowledge is shared about seismic signals with this young audience!

Reflecting on my recent, personal experience of visiting Washington, D.C., as part of the IAGC initiative to accelerate issuance of seismic permits for the Atlantic U.S. coast, it reinforced the importance of the team approach. It made me feel very proud and privileged to be part of this team, seeing our IAGC staff in action. We met with Admiral Gallaudet, where Nikki Martin raised key scientific issues and garnered the Admiral’s commitment to follow-up.

Gail Adams successfully led the African Union Ambassador meeting and enlightened its audience, individual country ambassadors, about how seismic data can reveal their country resource potential. It was inspiring and incredibly powerful. The expert knowledge that this small but very capable team brings is extremely important to the success of our industry goal of improving its visibility which subsequently leads to our business growth.

We must be very cognizant of the fact that while IAGC members are expected to play an active role in IAGC activities, we also need to be the ambassadors in attracting E&P operators and current non-member seismic companies to the association. Having our industry partners, Equinor and ExxonMobil, engaged in our meetings in Washington in October, elevated the attention level.

At TGS, we are driven by results, passion and shared success. After working more closely with the IAGC staff experts, I feel we are completely aligned on those aspects. IAGC staff are industry experts who represent us on a daily basis. Their passion for their work is unparalleled, and their belief and deep understanding in what they do will drive our industry toward its goals. At TGS, we strive to build and maintain a balanced portfolio of multi-client seismic data around the globe. Positive interaction with governments and local communities, safety and environmental sustainability are key to our regional success strategy. These issues are common for all members of the IAGC association. We value our partnership with IAGC and look forward to raising our industry visibility to the next level.
Membership participation is an important key to the IAGC’s effectiveness. Our members are considered the leaders in the geophysical and exploration industry and operate in every hydrocarbon-producing country around the world.
Contributing Members

3D-GEO Pty Ltd.
Advanced Geophysical Technology, Inc.
Alphageo India Ltd.
Asia Oilfield
Asian Geos Sdn Bhd
Austin Exploration Inc.
Axxis Geo Solutions
Breckenridge Geophysical
Bridgeporth Ltd.
Dawson Geophysical Company
DMT GmbH & Co. KG
DUG (DownUnder GeoSolutions)
EDCON-PRJ, Inc.
EMGS - Electromagnetic Geoservices AS
ES Xplore LLC
Fugro
Geofizyka Torun SA
Geophysical - COSL
Geophysical Pursuit, Inc.
GeoTomo LLC
MagSeis ASA
MultiClient Geophysical AS (Geoex)
Orica USA Inc.
Orogenic GeoExpro Sdn Bhd
PetroMarker AS
PT Elnusa Tbk
PT QUEST Geophysical Asia
SAExploration
SeaBird Exploration Norway AS
Searcher Seismic Pty Ltd.
Sinopec International Petroleum Service Corp.
UZMA Engineering Sdn Bhd
Z-Terra, Inc.

STRENGTH IN NUMBERS

Our members are the power behind our collective voice to accomplish what no one company can do alone.

Associate Members

Africa Geophysical Services LLC
Alpha Seismic Compressors
Austin Powder Co.
Benchmark Geophysical Consulting Ltd.
Bertram Drilling Inc.
Bird Seismic Services
Clean Harbors Exploration Services Inc.
Ecology and Environment, Inc.
Energy Quest Sdn Bhd
EPI Group US, Inc.
GII - The Geophysical Institute of Israel
Hind Geonodes Private Limited
Hurricane Geo Inspection Survey Sdn Bhd
Low Impact Seismic Sources (LISS)
MARACQ
NCS SubSea Inc.
Omní Energy Services
Onyx Engineering Sdn Bhd
Poseidon Offshore (Safety & Health) Ltd. (POSH)
Remote Medical International
RPS Environmental
Sapura Geosurvey SDN BHD
Schlumberger WTA (Malaysia) Sdn Bhd
SEICHE Measurements
Sound Oceanics LLC
SWCA - Environmental Consultants
Trigstation Sdn Bhd
UnitedHealthcare Global
WGP Group Ltd
Ensuring Industry’s Freedom to Operate

The first pillar of focus and #1 priority for the IAGC is to protect and expand the geophysical and exploration industry’s freedom to operate globally. To this end, the IAGC engages in regulatory activities around the world to decrease unnecessary regulatory burdens, advance common-sense legislation and regulatory reform and maintain and increase industry access to commercial opportunities.

The association hosts and participates in conferences and workshops around the globe, providing information on geophysical operations. We interact with elected officials and regulators to promote and promulgate regulatory regimes that encourage oil and gas investment. The IAGC has been successful in elevating the seismic industry to the highest levels of government in the U.S., Brazil and other key countries.

ARGENTINA

Argentina is Latin America’s largest producer of natural gas and the region’s fourth-largest oil producer behind Brazil, Mexico and Venezuela. The country also represents another great frontier and is attracting global attention.

To support our members, the IAGC released a guide for permitting in Argentina. The report, “Onshore and Offshore Oil and Gas EHS Regulations and Permitting for Argentina Geophysical Surveys,” identifies national environmental, health and safety regulations and outlines the permitting process in areas under federal jurisdiction. It also includes information for key Argentine provinces.

AUSTRALIA

The IAGC’s work in Australia with the Australian Tax Office (ATO) Multi-Client Data Tax Regulation re-interpretation is essential to ensuring members and industry are represented as the ATO considers changes that could amount to an estimated $100 million USD tax liability. The ATO has sought to change the interpretation of multi-client data acquisition from a taxable expense to categorizing the data as a capital asset with a 15-year depreciating life.

Without significant changes, this new tax interpretation of existing regulation could have a substantial impact on the IAGC’s members’ ability to operate in Australia, costing millions of dollars. As a result of the IAGC’s engagement with the ATO, Treasury, the Australian Petroleum Production & Exploration Association (APPEA), Department of Industry and the Australian Prime Minister’s office, we have stalled final action and continue regular interactions with the ATO to argue that this interpretation should not be retroactive and only prospective with no actions on past tax filings.

An additional area of focus in Australia is advocating with the regulators for a final rule which would define multi-client acquisition as “exploration” under the law and include the previous verbal commitment barring retroactive application. We also continue to promote improved and science-based environmental permitting processes.
BRAZIL

The IAGC focused much of its attention on Brazil because of the potential commercial opportunities for our membership. Companies around the world are flocking to Brazil to take advantage of the prospects. To support the potential growth and improve efficiencies for geophysical and exploration permitting, the IAGC worked with Brazilian regulators to develop and implement key tools to meet regulator and industry goals.

The IAGC and its member companies created an Integrated Environmental Database and a Sensitivity Matrix both designed to provide solutions to streamline permitting in Brazil. The Environmental Database is a compilation of all available historical licensing data of oil and gas exploration phases. It enables companies to access this data in completing permit applications and avoid repetitive individual analysis of the same data. This database is also available to other industry sectors and academia.

The Integrated Environmental Database was launched and implemented with the Brazilian Institute of Environment and Renewable Natural Resources (IBAMA), the Brazilian National Agency of Petroleum, Natural Gas and Biofuels (ANP) and Prooceano. The launch took place at the American Chamber of Commerce Rio’s (AmCham – Rio) First International Seminar on Offshore Environmental Licensing.

The Environmental Sensitivity Matrix provides data on environmentally-sensitive areas in Brazil. The data includes specific information about these areas, including flora and fauna and other habitat information and calculates seismic operations’ potential level of impact considering a variety of variables, including social aspects, time periods, and localization.

Environmentally sensitive areas are considered to be environments that can be easily harmed and include landscape elements that are vital to long-term maintenance of biological diversity, soil, water, and other natural resources as they relate to human health, safety, and welfare within different geographical scales.

UNITED KINGDOM (UK)

The IAGC was successful in its consultation on increasing UK Data Release Terms in the government’s “Proposed Regulations for the Retention and Disclosure of Information and Samples.” The effort changed how geophysical data collected within the UK jurisdiction is released in the future. The IAGC was able to get an increase in disclosure for original processed data from 10 years after the completion date of processing and raw/field data to 15 years after the date of completion of processing, giving companies five additional years of commercially viable data. The regulation took effect mid-August 2018.

The IAGC is now working in the UK to ensure commercial term provisions are excluded from a UK Oil and Gas Authority updated guidance document that would negatively impact the industry. The IAGC is focusing efforts on securing the OGA’s commitment to previous agreements so that data libraries are not subjected to retroactive application of new guidance.
A LOOK BACK - 2018 SUCCESSES AT A GLANCE

UNITED STATES
The U.S. Energy Information Administration, in its Short-Term Energy Outlook, estimates that the United States is now the largest global crude oil producer projecting it will surpass Russia and Saudi Arabia. According to the agency, the U.S. will outpace other countries’ outputs through 2019.

If the U.S. is to stay on pace as a leader, significant changes will have to be made in the regulatory regime, including allowing exploration to take place on the U.S. Atlantic Outer Continental Shelf.

The granting of the U.S. Atlantic Incidental Harassment Authorizations (IHAs) by the National Marine Fisheries Service (NMFS) to five IAGC member companies (TGS, ION, WesternGeco, CGG and Spectrum) was a most significant step in the IAGC’s fight for seismic surveying in the region. This step only signifies the beginning of the battle.

The IAGC is now gearing up for the longer fight as extreme environmental groups and a number of Atlantic state Attorneys General have filed suit against NMFS and the U.S. Secretary of Commerce to halt survey activities. The states joined the lawsuit filed on 11 December by the South Carolina Coastal Conservation League, Center for Biological Diversity, Defenders of Wildlife, Natural Resources Defense Council, North Carolina Coast Federation, Oceana One Hundred Miles, the Sierra Club and the Surfrider Foundation.

The IAGC and the American Petroleum Institute have filed motions and all related documents to intervene in both of the Atlantic cases.

The IAGC is still calling upon the Bureau of Ocean Energy Management (BOEM) to expeditiously issue the necessary permits to allow seismic surveying to move forward on the U.S. Atlantic Outer Continental Shelf.

This issue highlights the need for improved government accountability regarding timelines and processes that are predictable, transparent and unbiased in the U.S.

Marine Mammal Protection Act Website and Resources
One important area of the IAGC’s work in the United States is the modernization of the Marine Mammal Protection Act (MMPA). The MMPA was enacted in 1972 in response to increasing concerns about the decline in some species of marine mammals. The Act was intended to help marine mammal species that were in decline as a result of human activities, such as overhunting, overfishing and unscrupulous trade.

Even though the MMPA was never designed to regulate marine sound and surveys, today the geophysical industry is heavily restricted by the Act. The industry does not seek to be exempt from the original intent of the Act, but rather it seeks to be treated equitably and have decisions rendered that are based on the best available science and not politics.

The MMPA has been co-opted by organizations that seek to use its ambiguity as a tool for curtailing offshore energy exploration and development. The goal of this exploitation has little to do with the protection of marine mammals but is intended to halt offshore energy exploration by using the MMPA to create restrictions to geophysical science and mapping.

The MMPA is the single most impactful law to the geophysical and exploration industry. This Act, as interpreted by the regulators and courts, not only poses challenges for the industry’s freedom to operate in the U.S. but also poses challenges in other countries as they try to emulate it and its misapplication.

The IAGC has developed numerous resources in pursuit of modernizing the Act, including our www.modernizemmpa.com website, fact sheets, Atlantic margin exploration infographic, best available science vs. precautionary model infographic, videos, reports and studies and MMPA news.

The IAGC has also made significant strides in calling attention to this issue and making changes to address the MMPA’s deficiencies.
Regulatory Engagement and Comment Actions
The IAGC is active wherever our members are located. In 2018, we engaged and did outreach to more than 130 countries on key geophysical and exploration issues.

Some of our key activities include the Mexico Permitting Workshop, focusing on the state of oil and gas exploration and production regulations and policies in the country. The workshop also outlined changes taking place regarding permitting and compliance policy and safety and environmental issues.

We presented testimony before the New Zealand Parliament to oppose the government’s legislation to ban any new exploration offshore New Zealand. We also outlined concern with the process by which the decision was made: in a vacuum and without prior consultation with or notification to the hydrocarbon exploration industry.

We also presented congressional testimony before the U.S. House of Representatives Natural Resources Committee, Subcommittee on Energy and Mineral Resources hearing, “Deficiencies in the Permitting Process for Offshore Seismic Research.” The testimony focused on the many shortcomings of the Marine Mammal Protection Act and the need to modernize it.

Our Washington, D.C. Annual Fly-In provided an opportunity for our Governing Members and Industry Partners to meet with key government officials, members of congress and African nation officials to address important geophysical permitting issues and exploration acceleration.

We produced more than 830 pages of comments on various regulatory actions around the world.

Global Regulations Comments
1. OSPAR Convention
2. UNESCO World Heritage Sites
3. Abidjan Convention
5. International Marine Contractors Association (IMCA) Diving Medical Advisory Committee (DMAC) 12 – Safe Diving Distance from Seismic Surveying Operations Guidance

Country-specific Comments
2. Mexico – Second letter to Secretary of Energy, regarding requirements made effective with the interpretation on Articles 100–117 of the Hydrocarbons Law
3. Mexico – First letter to Secretary of Energy, regarding requirements made effective with the interpretation on Articles 100–117 of the Hydrocarbons Law.
6. U.S. – Bureau of Land Management’s (BLM) proposed renewal of an Information Collection Request (ICR) for geological and geophysical (G&G) exploration on federal lands
7. U.S. – Science and Technology for America’s Oceans: A Decadal Vision
8. U.S. – Proposed Marine Mammal Incidental Take Regulations for Geophysical Surveys in the Gulf of Mexico
9. U.S. – Bureau of Ocean Energy Management’s (BOEM) proposed renewal of an Information Collection Request (ICR) for geological and geophysical (G&G) explorations of the Outer Continental Shelf
11. U.S. – U.S. Fish and Wildlife Service’s Candidate Conservation Agreements with Assurances (CCAs) Policy
13. Australia – Letter to Minister Canavan, regarding draft ruling be issued by the ATO to change the tax treatment of costs incurred by geophysical companies when producing multi-client seismic data
15. Australia – ATO Draft Taxation Ruling TR 2017/D11 Income tax - capital allowances expenditure incurred by a service provider in collecting and processing multi-client seismic data
16. New Zealand – Letter to Minister Ardern, regarding the government’s plan to end oil and gas exploration
Raise the Industry’s Visibility

The second priority pillar for the IAGC has been raising the industry’s visibility which includes the IAGC’s work to improve the perception of the geophysical and exploration industry within and outside of the oil and gas industry at large. We are committed to communicating accurate and factual information about the industry and promoting awareness about the benefits associated with the work we do in bringing affordable and accessible energy to the world.

The IAGC undertakes various education and communication initiatives to raise the visibility of the industry and improve the industry’s perception across multiple audiences. As part of our efforts to support member companies, the IAGC produces educational and awareness resources to educate stakeholders about the benefits of the geophysical and exploration industry and dispel misinformation about the nature of industry operations.

Access Granted

The IAGC website is the “go-to” for factual and credible information about the geophysical and exploration industry. The IAGC website has numerous resources for members and the general public. Resources include: fact sheets, past bi-weekly newsbriefs, past bi-monthly indepth newsletters, videos and animations. Members are kept “in-the-know” with real-time member alerts informing them of important announcements that could impact their ability to operate around the globe.
Collaboration is Power

The IAGC works with regional and international trade associations to leverage our resources and multiply the industry’s collective voice. We have increased our collaboration with organizations such as the American Chamber of Commerce – Rio, the African Energy Chamber, the Irish Offshore Operators Association, the Offshore Operators Committee and many others.
The year 2018 marked the IAGC going into new markets for promotion of our industry. The IAGC had an advertisement in the June 2018 edition of *Invest in Africa* magazine. The magazine is sponsored by the African Union Embassy in the U.S. and is distributed at African Union meetings, reaching the heads of state and their various ministries throughout the continent.

Over the past few years, the IAGC has built a solid reputation as a credible source for information. Whether it’s the media or general public, the IAGC is growing its base of those who are looking for accurate and up-to-date information about the geophysical and exploration industry.

The IAGC engages with media directly for correcting the record, outreach and education. In 2018, there were 1,387 articles printed that included IAGC quotes, mentions or features.

IAGC President, Nikki Martin was one of the women featured in the *USA Today*’s pull-out section entitled, “Women in Energy.” The national publication included women across the breadth of the entire energy sector.

We have also increased our digital media presence on LinkedIn and Twitter.
Ghost Net Initiative

Marine litter and ocean debris are a growing environmental issue. Six million tons of debris enter the world’s oceans every year. More than 100,000 marine animals die every year as a result of ocean debris and ghost fishing gear entanglement.

The IAGC’s Ghost Net Initiative (GNI) notes the work IAGC member companies do in being good stewards of our world’s oceans by retrieving that debris and properly disposing of it. It is important that people realize the effort of our members in helping to keep the world’s oceans clean and free of ghost fishing gear and debris which are among the greatest killers of marine life in our oceans.

Since 2016, reporting of debris retrieval to the GNI has steadily increased. In 2018, member companies made 47 submissions.

The Ghost Net Initiative is just one more way in which the IAGC communicates important aspects of our operations and how the industry contributes to the overall good of communities around the world.
A LOOK BACK - 2018 SUCCESSES AT A GLANCE

Strengthen the Health of the Geophysical & Exploration Industry

The third pillar priority in 2018 for the IAGC was strengthening the health of the geophysical and exploration industry. The IAGC works to optimize the business climate by advocating for access and acreage to stimulate and support market vitality and a competitive industry.

One of our most effective activities to support strengthening the health of the industry is the IAGC Industry Executive Forums. These forums provide a setting where the industry thought leaders gather to dialogue about important issues of the geophysical and exploration industry, including those that may restrict operations around the globe.

HSSE

Health, Safety, Security & Environment (HSSE) continuous improvement is foundational to strengthening the health of the industry. Our workforce is our most precious and valuable asset. HSSE is also essential to the industry’s corporate social responsibility.

The IAGC leads the way in HSSE on a range of topics from emerging issues to those that are the most pressing matters of the moment within the industry. The IAGC sets best practices for practical environmental protection and safety at work which are accepted and supported globally.

In 2018, the IAGC created a more focused, solutions-oriented HSSE remit with related initiatives enhanced data collection and reporting that includes ocean debris cleanup information.

Business Tools and Guidelines

Important accomplishments that support a healthy geophysical and exploration industry include:

- **Updated Statements of Principles (SOPs):** The updated SOPs were revised to include new topics such as treatment of data licenses in bankruptcy, confidentiality of data, derivatives, and third parties.
- **Updated Model Data Licensing Agreement (MLA):** The MLA was revised to incorporate analysis from a legal memorandum regarding treatment of seismic data licenses in bankruptcy.
- **Revised Support Vessel Guidelines:** The guidelines were first developed in 2016 to address issues and uncertainty regarding support vessel operators and the minimum requirements for them when operating on a seismic project. The revised Support Guidelines include a helpful checklist for support vessel operators as well as guidance to be used by our members when hiring support vessels.
- **Fishing Industry Interaction Checklist:** The checklist is created by the IAGC Global Fisheries Workgroup and provides steps for successfully working with fishing communities and fisheries the world over. It also provides some best practices to ensure successful interaction with fellow ocean users.
- **Contributions to six allied trade association’s guidance documents:** The IAGC collaborated with several other industry trade organizations on the updating and revision of those organizations’ guidance documents, offering clarification aspects of seismic survey operations.

Another important area in strengthening the health of the industry is being a source of credible science and legal analysis for regulators and providing success tools for our members. Some of the tools we have provided on our website for members include an up-to-date reference library with the latest research findings for various marine species. Additionally, we have new position pages which provide industry positions on key global seismic survey issues.
Advancing Credible Science for Informed Decision-Making

To maintain and expand our global reputation as a source for credible scientific information, the IAGC regularly attends and presents at some of the world’s most notable conferences and workshops. Tracking science with high-impact potential, our highly qualified in-house scientists also engage with regulatory bodies and other stakeholders to promote the use of credible science and risk-based regulatory decision-making that is consistent with existing best practices and proven to be effective and feasible.

2018 Conferences, Workshops & Scientific Activities
- An external independent advisor to the Australian Institute of Marine Sciences in Perth, Australia
- Acoustical Society of America conference in Minneapolis, MN
- OTC Session, “Ocean Sound & Marine Animals: Advancing the Geophysical Industry in a Complex Regulatory Environment” in Houston, TX
- SEG 2018 in Anaheim, CA
- Passive Acoustic Monitoring training
- UK Dolphin and Porpoise Conservation Strategy Workshop in Edinburgh, Scotland
- Beyond the Coast 2018: Joint Nature Conservation Committee’s (JNCC) conference on the future of our offshore marine environment
- North West Waters Advisory Committee (NWWAC) meeting (in conjunction with Irish Offshore Operator’s Association in Dublin, Ireland)

E&P Sound and Marine Life Joint Industry Programme (JIP)

The IAGC is intricately involved in work that addresses concern about sound from seismic survey operations. We participate in leadership roles with the E&P Sound and Marine Life Joint Industry Programme (JIP). The JIP supports research to help increase understanding of the effect of sound on marine life generated by oil and gas exploration and production activity. The research helps governments make regulatory decisions based on the best science, and the industry develops effective mitigation strategies to reduce potential impacts.

Launched in 2006, the JIP has supported 100+ research studies, funding $60 million USD to date. JIP-funded projects have resulted in more than 120 peer-reviewed publications.
Increase Depth & Breadth of the Organization

The fourth pillar of focus for the IAGC has been enhancing the sustainability and effectiveness of the association. Our priority has been working effectively with fewer resources and increasing offerings to our membership. To increase efficiency and effectiveness, we created a new committee structure. The new structure will enable IAGC committees to function in a way that is more inline with our board of directors’ priorities.

The IAGC updated its antitrust policy to further protect our members and the association.

Since amending the bylaws and expanding the membership to E&Ps as Industry Partners in 2016, we have had great success. Currently, the IAGC has 14 Industry Partners. This relationship with the end users has proven invaluable to the association as we are now able to get direct input from them on key international and multinational issues impacting the industry.

The IAGC has a very strong core group of members that provide the majority of support to the association. Our 12 Governing Members have persevered and remained committed to supporting the IAGC through one of the longest-running downturns in the industry. They have provided leadership and guidance to the organization.

The various changes we have made have allowed the IAGC to become a stronger and more sustainable organization that will provide leadership in the geophysical and exploration industry for decades to come.
Access to safe and affordable energy is not only essential in providing energy to power the world but is also critical to lifting the world’s citizens out of poverty. Although oil and natural gas will be needed for many decades to come to meet the global demand, there is an extreme eco-radical movement pushing regions and countries to permanently remove the opportunity to explore their lands and their shores.

For the industry to succeed in meeting the global energy demand, there must be exploration. For exploration to survive, there must be an increased fight for access. What will that fight look like, and what strategies will be employed?

As the IAGC moves closer to its 50th year of existence, this is an excellent time to assess where we have been, where we are headed and how we are going to achieve success. The IAGC has been leading the oil and gas industry’s efforts on exploration access issues, the push for regulatory certainty, efficient permitting and environmental review and the promulgation of science regarding potential environmental impacts.

Approved by the IAGC Board of Directors in 2018, the IAGC’s new Strategic Framework outlines four critical program areas to increase our effectiveness and significance to accelerate exploration access around the world and support a healthy exploration industry for decades to come. The framework also addresses the void in the industry for forming and implementing a global strategic approach to regulatory and public engagement on exploration access issues.

Our improved proactive approach also enable the IAGC to better assess the prospective areas, prioritize our engagement and work more collaboratively with governments and other stakeholders. A part of our proactive approach is our continued work to ensure consistency in the industry’s regulatory positions with the recognition that every country has the potential to set precedent that can affect the industry globally.

The Strategic Framework is also designed to drive alignment within the industry and amongst other industries that are connected to the geophysical and exploration industry. The IAGC plans to be the catalyst in this area, working with key regional trade associations, chambers of commerce and other business entities. We also plan to be the leader in facilitating a global strategy for global impact.

The IAGC will leverage our global presence, global engagement and global strategy to maximize our global impact. It is no longer just about forging new opportunities in frontier areas like the U.S. Atlantic, Mexico or Brazil but also defending continued access in areas where the industry has thrived like the U.S. Gulf of Mexico, Norway and Australia.

We are looking to develop new products and expand our reach and influence into new markets on behalf of our members. The Strategic Framework will enable the IAGC to predetermine how to respond to opportunities and challenges for access, whatever form they may take, and tackle them in a coordinated manner.

Finally, the IAGC Strategic Framework will keep the association laser-focused on the end goal and not distracted by the smaller hurdles that will occur, moving us from plan to action in four key program areas:

As your trade association, the IAGC is focused on better aligning our resources to maximize our success. It is our commitment to continue to maximize every dollar of member support, and increased resources will sustain our bolstered efforts to ensure the industry’s freedom to operate consistently with the Strategic Framework.
Many of the issues confronting the geophysical and exploration industry have little to do with seismic survey operations and everything to do with exploration access. Seismic surveying, the cornerstone of the energy industry, has become the lynchpin issue of environmental non-governmental organizations (eNGOs). These anti-oil and gas organizations have focused their attention on halting the oil and gas industry in general by moving to have seismic surveys and exploration banned the world over. Their efforts are influencing politicians, elected officials and regulators and challenging them to prove their allegiance by stalling and withholding required permits and acreage.

Freedom to operate is not just about reducing unnecessary regulatory burdens for our members. It is also about expanding from ensuring access for acquisition to access for acquisition and acreage. To that end, the IAGC Strategic Framework includes an action plan to advance global exploration access, which is critical for continued exploration in existing oil and gas markets and frontier markets as well. As the international trade association for the geophysical and exploration industry, the IAGC is uniquely positioned to be the leader in this effort.

Another threat against the geophysical and exploration industry is unnecessary or non-science-based regulations that not only restrain the industry’s freedom to operate but also prevent countries from attracting and maintaining oil and gas investment. Although it appears the oil and gas industry has weathered the storm of the downturn, it is still expected to have the greatest difficulty and greatest demand in the developing world. In addition to this hurdle, in many of these resource-rich nations, the geopolitical landscape continues to be riddled with fragility and instability.

With global presence and engagement, we are not only focused on working with countries on regulatory and policy issues as they arise; we are now being more proactive in working with countries in supporting them as they develop those regulations, policies and guidelines. Managing uncertainty is critical when deciding where to invest.

Alignment is perhaps one of the most critical elements for the oil and gas industry. This issue underpins the industry’s freedom to operate and with various regulatory challenges and negative public perception around the world putting access on the line, it is critical that the global leadership of our industry comes together: geophysical companies and exploration and production companies.

In order to meet future challenges, instead of fighting on "little battlefields," the industry must join forces and organize into collaborative action towards a few key priorities to ensure continued and even accelerated access for exploration. As the frontline issue for the industry, the IAGC has taken the initiative to be the catalyst for that alignment. The key areas of alignment include:

- Alignment in support
- Alignment in messaging
- Alignment for access

Long-term industry success requires a united effort for alignment in messaging, strategy and support—leveraging our resources in a way that best supports common long-term goals.

The IAGC will increase its engagement and promote alignment with regional oil and gas trade associations. We will also reach out to those industries that are connected to the geophysical and exploration industry to educate them and determine common issues in which we are able to work together.

There is no exploration without the geophysical industry, and no geophysical industry without exploration.

Our Partnership is Essential.
The geophysical and exploration industry operates within multifaceted global and national frameworks. Expansion into new frontier regions is an excellent opportunity for industry growth but also poses greater risk and uncertainty which can curtail energy investment. Ever-changing regulatory regimes and administration changes within countries present increased business uncertainty and underscore the need for implementing smart strategies in dealing with this business environment. Industry investment should not only consist of analyzing risk of entry but should also focus on lowering the risk in terms of engagement. From the first seismic to the first well drilled, stability is a necessity for maintaining investment (fiscal terms, local content, environment, etc.). Timely permitting, predictable lease rounds and unambiguous and clear regulations demonstrate a country commitment to consistency.

The IAGC’s Strategic Framework looks to shift the approach from defense to offense with proactive strategic engagement on new entry countries and those looking for “re-entry” to revitalize investment in exploration. Exploration flourishes where overall attractiveness of the geological play is confirmed and energy and fiscal policies are supportive. As a part of our Accelerate Exploration program area, we will work with countries to better understand our business model, advance the best available science regarding potential impacts of our operations and educate them on what it takes to attract a successful exploration industry. We will also collaborate with governments to design successful frameworks that attract and maintain energy investment.

We will also continue to push back on the irrational assertion of extreme eNGOs to shift public and government perception of acceptable risk for E&P projects from potential negligible impacts to absolutely risk free.

The new framework sets out to accomplish four goals in accelerating exploration:

- Prioritize timely accessible geophysical data throughout the life of the asset
- Provide regulatory & fiscal certainty
- Promote predictability, transparency & competition
- Promulgate risk- & science-based regulations

Promoting transparency, predictability and consistency for commercial success.
The new Strategic Framework focuses on continuing the IAGC’s work as the standard-bearer for the industry, partnering with global advocacy groups and expanding effective partnerships with governments.

The IAGC promotes and encourages best-practices for the industry and has a long-demonstrated commitment to Health, Safety & Security and the Environment (HSSE) as well as efficiency.

Our HSSE Forum has continued to evolve into a more practically meaningful meeting for the geophysical and exploration industry. It brings in the top professionals with a value-added agenda addressing lowering risk and increasing efficiencies.

The IAGC Strategic Framework supports uniting the global voice for the geophysical and exploration industry with a new focus on proven techniques to communicate the industry’s value proposition to the world and emphasize the essential nature of our work as well as highlight the indispensable benefits of energy.

A commitment to sustainability requires more than consideration of potential environmental impacts when the energy needed to lift three billion people out of poverty is more than the potential energy savings in the developed world. Most economic activity cannot be successful or is not even possible without the abundant, reliable and affordable energy that we safely discover and deliver. The reality is oil and gas have reduced world poverty and contributed to healthier lives and longer life expectancies. This part of our industry story must be told.

To maximize our efforts, the IAGC plans to partner with global advocacy groups to leverage regional advocacy efforts, expand pivotal partnerships and third-party validators within the science and academic communities, collaborate with reputable environmental organizations and increase effective partnerships with governments to improve regulatory frameworks. The IAGC is continually building strong networks and looks to strengthen and increase those relationships under our new Strategic Framework. It is now time for us to take that synergy to the next level.

Providing relevance and setting context to communicate purpose and drive action.
MEET THE STAFF

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