

***THE*** EXPLORATION EQUIPMENT SUPPLIER<sup>®</sup>

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GHS 100 Energy Conference  
June 23, 2015

# Forward-Looking Statement

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Certain statement and information in this presentation may constitute “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. The words “believe,” “expect,” “anticipate,” “plan,” “intend,” “foresee,” “should,” “would,” “could,” or other similar expressions are intended to identify forward-looking statements, which are generally not historical in nature. These forward-looking statements are based on our current expectations and beliefs concerning future developments and their potential effect on us. While management believes that these forward-looking statements are reasonable as and when made, there can be no assurance that future developments affecting us will be those that we anticipate. All comments concerning our expectations for future revenues and operating results are based on our forecasts for our existing operations and do not include the potential impact of future acquisitions. Our forward-looking statements involve significant risks and uncertainties (some of which are beyond our control) and assumptions that could cause actual results to differ materially from our historical experience and our present expectations or projections.

For additional information regarding known material factors that could cause our actual results to differ from our projected results, please see our filings with the SEC, including our Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and Current Reports on Form 8-K.

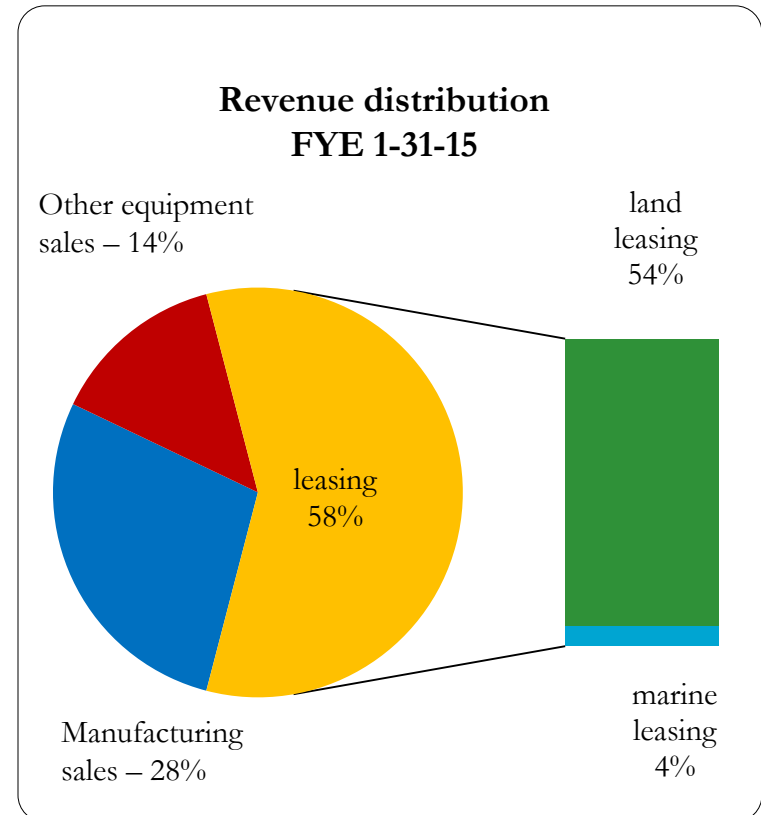
You are cautioned not to place undue reliance on forward-looking statements, which speak only as of the date hereof. We undertake no obligation to publicly update or revise any forward-looking statements after the date they are made, whether as a result of new information, future events or otherwise.



# Company Overview

## *Global provider of seismic exploration equipment*

- Founded in 1987
- Nasdaq: MIND
- Two business segments
  - Largest independent lessor of advanced seismic equipment
  - Designer and manufacturer of marine seismic equipment through Seamap business unit
- Nine worldwide locations provide global footprint



# Management Team

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## ■ Billy F. Mitcham, Jr.

### ■ President and CEO

- Over 35 years in seismic industry
- On medical leave of absence

## ■ Robert P. Capps

### ■ EVP, CFO, Co-COO

- Over 35 years financial experience, 9 years with Mitcham

## ■ Guy Malden

### ■ EVP – Marine Operations, Co-COO

- Over 35 years in marine seismic industry, 12 years with Mitcham

## ■ Significant bench strength

Sales – Operations – Engineering – Production - Financial

# Seismic Market

Company	Data Acquisition	Seismic Crews	M-C Data Library	Data Proc & Interp	Equipment Mfg	Leasing
<b>Mitcham</b>					√	√
Geokinetics	√	√	√	√		
Dawson	√	√		√		
PGS	√	√	√	√		
BGP	√	√		√		
CGG (Sercel)	√	√	√	√	√	√
WesternGeco (Schlumberger)	√	√	√	√	√	√
Global Geophysical	√	√	√	√	√	√
Seitel			√			
ION Geophysical			√	√	√	
INOVA					√	√
Bolt Technologies (Teledyne)					√	
Geospace Technologies					√	√
Wireless Seismic					√	
Fairfieldnodal	√	√		√	√	



# Longstanding Customer Relationships



■ International seismic contractors



■ Indigenous seismic contractors

TNG - group

■ National oil and gas companies



■ International service companies



HALLIBURTON



# World's Largest Equipment Lease Pool

*Extensive state-of-the-art equipment inventory deployed worldwide addresses market needs quickly and efficiently*

- **Land**
  - Over 290,000 recording channels
    - Approx. 55,000 stations of 3-component
    - Over 80,000 channels of wireless
  - Geophones
  - Heli-pickers
  - Other associated equipment
- **Marine, including Transition Zone**
  - Approx. 12 km of marine streamers
  - Streamer control equipment
  - Source equipment and controllers
- **Downhole or Vertical Seismic Profiling (VSP)**
  - 300 levels of downhole seismic tools



# The Leasing Advantage

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## *Why customers lease versus buy*

- **Better utilization of capital**
  - Lowers prospect of idle equipment between jobs
  - Reduces capital expenditures for new seismic equipment
  - Allows use of capital for equipment that is not available for lease or rent
- **Allows customers to supplement existing equipment inventories for specific job**
  - Respond to demand from oil and gas companies for higher resolution which requires higher channel count
- **Equipment on demand**
  - Ability to fulfill equipment needs on short notice





# The Mitcham Leasing Model

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*Unique business within seismic industry*

- Leasing seismic equipment provides a cost effective alternative for seismic contractors
- Volume leverage in the business model at minimal incremental costs
- Equipment “agnostic”
  - We support, not create, markets
  - Customers dictate make-up of rental pool
- Advantages through supplier relationships
  - Reliable, recurring purchaser of equipment
  - Complement OEM's



# Provider of Hydrographic and Oceanographic Equipment

*Australian subsidiary, SAP, acts as manufacturer representative for various products. Provides integration, training and support services.*

- Equipment mostly used in numerous non-seismic marine applications.
  - Hydrographic surveys.
  - Coastline and harbor monitoring.
  - Tidal surveys.
- Customers are often governmental entities or institutes.
- Strong market position in Pacific Rim.
- Potential area of expansion for rental and manufacturing operations.



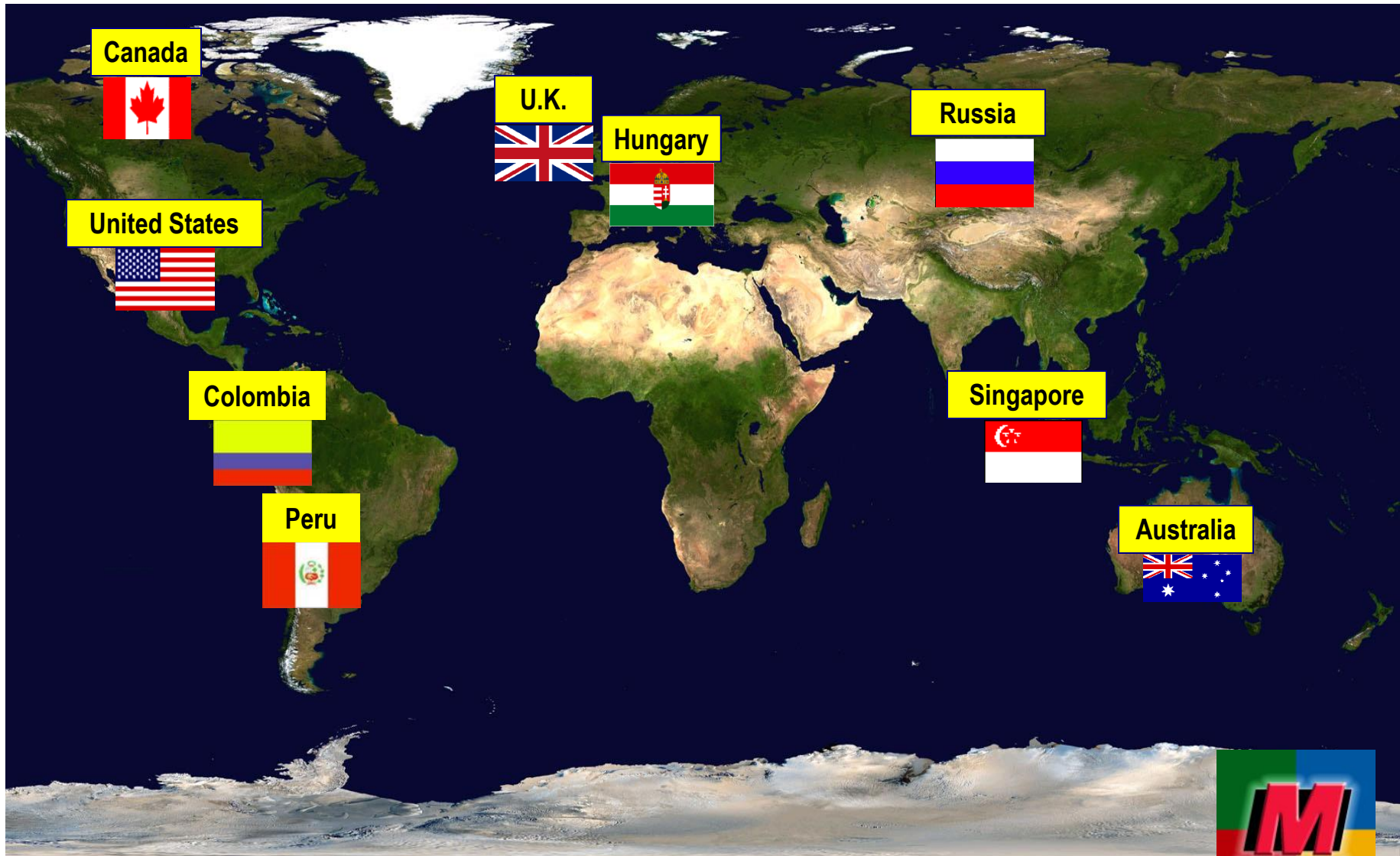
# Leading Manufacturer of Specialized Marine Seismic Equipment

*Seamap designs, manufactures and sells a variety of industry-leading products for marine seismic market*

- Dominant market position for energy source controllers with over 100 installations.
- BuoyLink RGPS systems are now the primary choice for streamer and source tracking.
- Streamer weight collars and other products.
- “Sleeve Gun” energy source.
- Replacement parts, engineering services, training, support and repair services.
- Significant engineering and manufacturing capabilities.
- Best in the business customer support.



# Extensive Global Footprint



# Global Seismic Market

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- Seismic industry is experiencing a dramatic decline in activity due to slow-down in exploration activity by oil and gas companies.
- Excess capacity currently exists in the market, both marine and land.
- Most industry participants are reporting very weak financial results. Some may not survive.
- Pockets of activity and opportunities do exist.
- Advanced technology remains a priority for contractors due to increased efficiencies.



# Demand for Our Services

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- Despite overall slowdown and reduction in total business, some activity is ongoing, particularly in certain geographic areas.
- Demand varies geographically.
- Trend is towards fewer, but larger, land projects.
- Inquires for marine rentals have recently ticked up.
- Seemap demand driven by move to newer, more effective technology.
- In recovery, leasing can be expected to return in advance of sales.
- Mitcham's strong balance sheet provides competitive advantage.
- Hydrographic – Oceanographic business largely immune from factors affecting energy industry.



# Mitcham Near-Term Strategy

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- **Response to current environment:**
  - **Reduce capex.**
  - **Control costs.**
  - **Refocus sales activities.**
  - **Further reduce leverage.**
  - **Rationalize and reposition investments in equipment.**
- **Position for inevitable industry recovery.**
- **Lever strategic advantages.**



# Mitcham Advantages

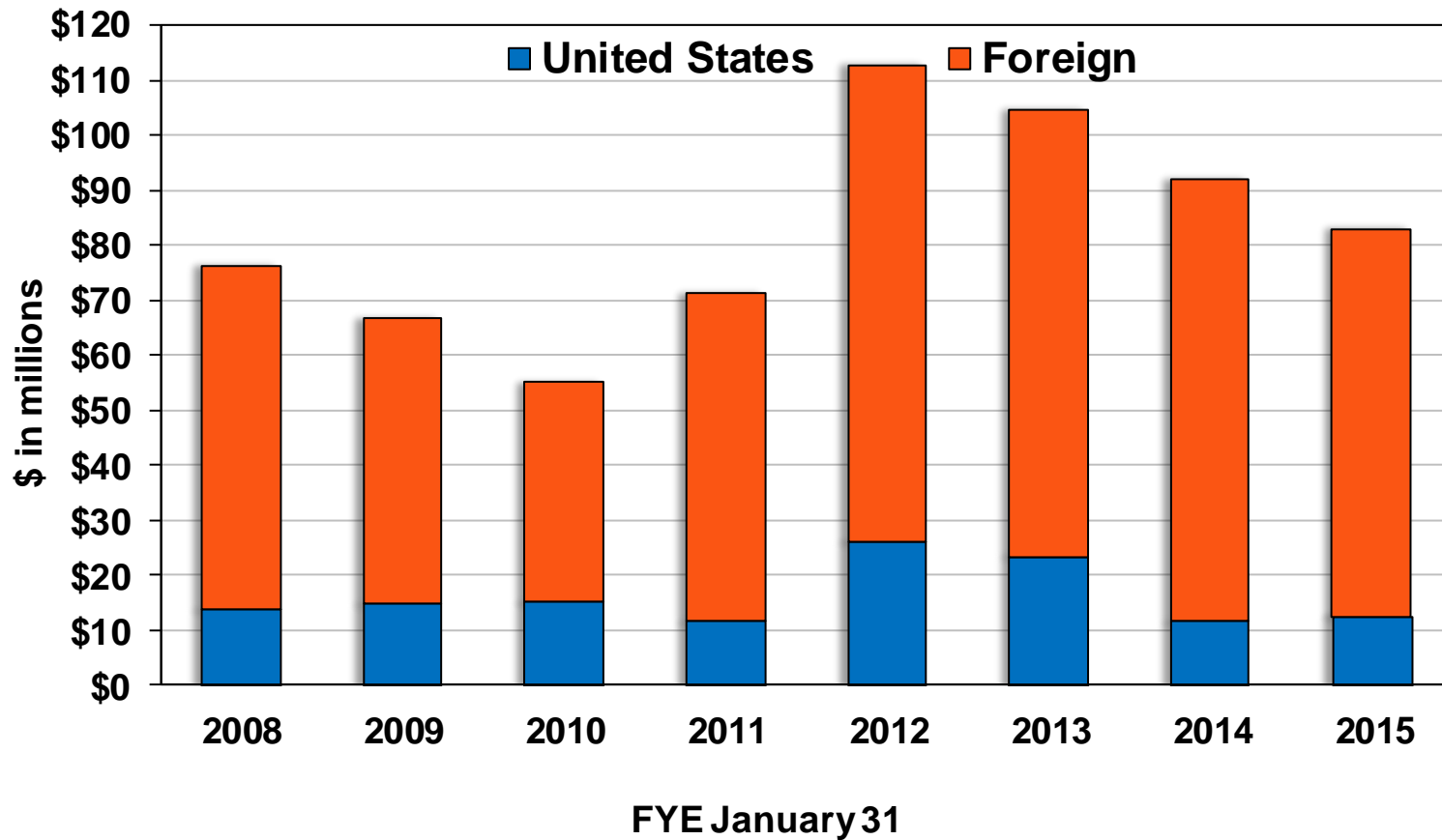
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- Broad geographic footprint.
- Capabilities in marine market
  - Engineering and support resources.
  - Manufacturing capabilities.
  - Domain knowledge
    - Seismic.
    - Hydrographic – Oceanographic.
- Industry-leading lease pool of state-of-the-art seismic recording equipment. Not tied to any one manufacturer.
- Financial strength and flexibility.
- Ability to quickly respond to opportunities.

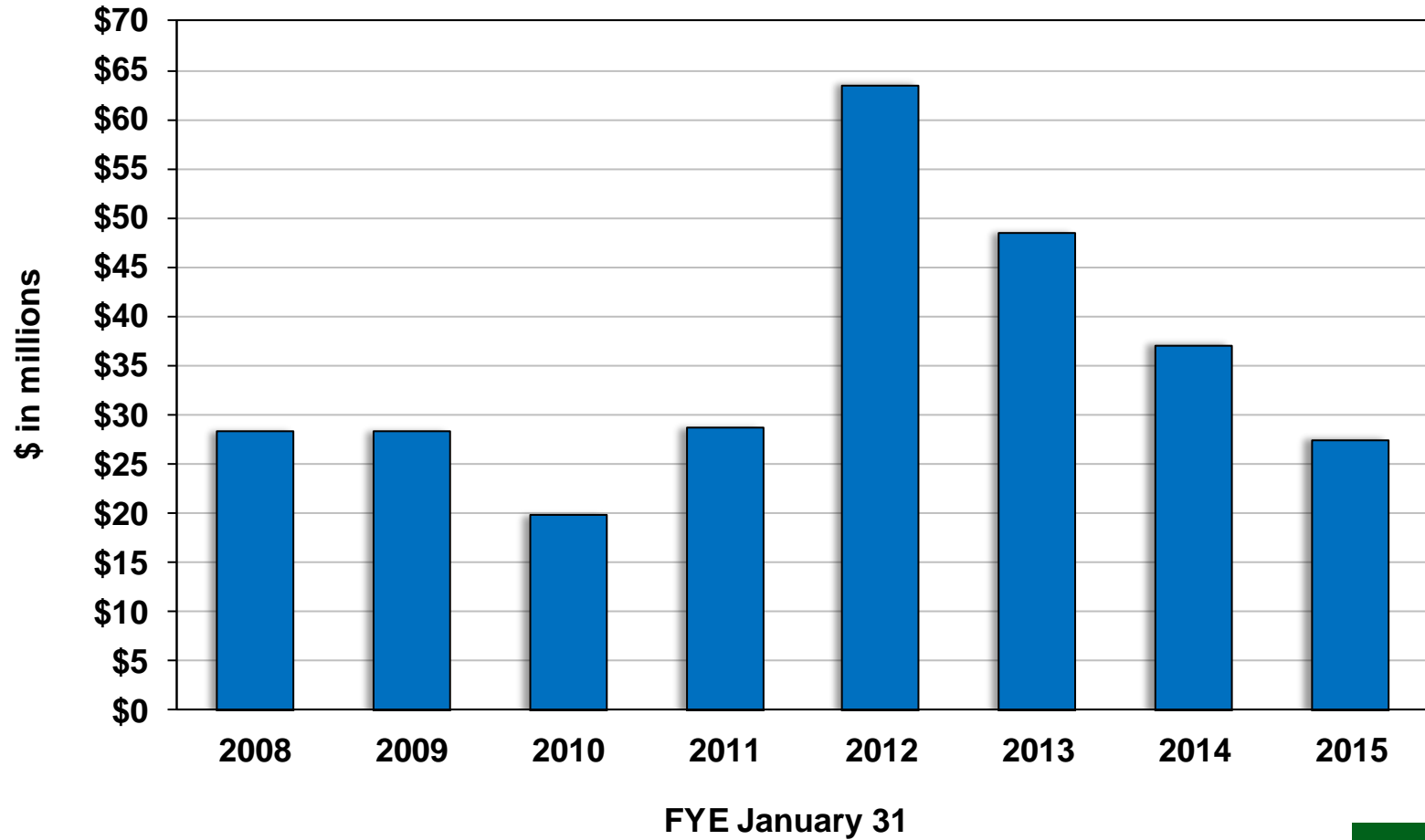




# Total Revenue



# EBITDA



See reconciliation of EBITDA to reported income in appendix.



# Solid Financial Liquidity

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**April 30, 2015**

(in thousands)

<b>Cash and short-term investments</b>	<b>\$5,175</b>
<b>Working capital</b>	<b>44,100</b>
<b>Outstanding credit facilities</b>	<b>26,200</b>
<b>Available line of credit</b>	<b>33,000</b>
<b>Tangible net book value per share</b>	<b>\$10.75</b>

**1 million share repurchase program  
authorized in January 2015**



# Investment Highlights

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- **Unique opportunity in seismic space.**
- **Scalable manufacturing operation.**
- **Leasing model provides superior margins compared to other segments of seismic industry.**
- **World-wide market presence and global operational footprint.**
- **Strong and flexible financial position.**



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# Appendix



# EBITDA Reconciliation

Fiscal Year Ended January 31,  
(in thousands)

	2008	2009	2010	2011	2012	2013	2014	2015
Net income	\$ 11,439	\$ 9,065	\$ 520	\$ 4,729	\$24,321	\$17,051	\$4,768	\$(9,192)
Interest	(479)	(350)	415	473	396	(11)	(10)	673
Depreciation and amortization	11,879	16,531	18,740	22,717	28,774	34,939	31,037	36,986
Taxes	5,488	3,090	119	2,065	10,009	(3,527)	1,258	(994)
Gain from bargain purchase	-	-	-	(1,304)	-	-	-	-
EBITDA	\$ 28,327	\$ 28,336	\$ 19,794	\$ 28,680	\$63,500	\$48,452	\$37,053	\$27,473

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