SEITEL INC Form 10-Q May 12, 2016 Table of Contents

UNITED STATES SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549

FORM 10-Q

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF $^\circ 1934$

For the quarterly period ended March 31, 2016

OR

..TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Commission File Number: 001-10165

SEITEL, INC.

(Exact name of registrant as specified in its charter)

Delaware 76-0025431

(State or other jurisdiction of incorporation or organization) (I.R.S. Employer Identification No.)

10811 S. Westview Circle Drive

Building C, Suite 100 77043

Houston, Texas

(Address of principal executive offices) (Zip Code)

(713) 881-8900

(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes " No ý

(Explanatory Note: The registrant is a voluntary filer and is therefore not subject to the filing requirements of the Securities Exchange Act of 1934. However, during the preceding 12 months, the registrant has filed all reports that it would have been required to file by Section 13 or 15(d) of the Securities Exchange Act of 1934 if the registrant was subject to the filing requirements of the Securities Exchange Act of 1934 during such timeframe.)

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

Yes ý No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting

company" in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer " Accelerated filer "

Non-accelerated filer ý Smaller reporting company "

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes " No ý

As of May 9, 2016, there were 100 shares of the Company's common stock outstanding, par value \$.001 per share.

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PART I—FINANCIAL INFORMATION

Item 1. FINANCIAL STATEMENTS SEITEL, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED BALANCE SHEETS

(In thousands, except share and per share amounts)

	(Unaudited) March 31, 2016	December 3 2015	1,
ASSETS			
Cash and cash equivalents	\$ 57,035	\$ 52,675	
Receivables			
Trade, net of allowance for doubtful accounts of \$241 and \$267, respectively	7,772	14,830	
Notes and other	1,694	1,318	
Due from Seitel Holdings, Inc.	1,167	1,156	
Seismic data library, net of accumulated amortization of \$1,131,126 and \$1,098,398, respectively	153,798	161,363	
Property and equipment, net of accumulated depreciation and amortization of \$15,758 and	0.442	2.602	
\$15,147, respectively	2,443	2,603	
Prepaid expenses, deferred charges and other	2,454	2,183	
Intangible assets, net of accumulated amortization of \$45,261 and \$43,232, respectively	4,553	5,528	
Goodwill	184,628	179,792	
Deferred income taxes	66	39	
TOTAL ASSETS	\$415,610	\$ 421,487	
LIABILITIES AND STOCKHOLDER'S EQUITY		•	
LIABILITIES			
Accounts payable and accrued liabilities	\$ 27,626	\$ 23,650	
Senior Notes	245,975	245,696	
Obligations under capital leases	1,721	1,661	
Deferred revenue	24,133	25,903	
Deferred income taxes	1,037	2,361	
TOTAL LIABILITIES	300,492	299,271	
COMMITMENTS AND CONTINGENCIES (Note G)	,	_,,_,	
STOCKHOLDER'S EQUITY			
Common stock, par value \$.001 per share; 100 shares authorized, issued and outstanding			
Additional paid-in capital	400,527	400,505	
Retained deficit		(258,766)
Accumulated other comprehensive loss	, , ,	(19,523)
TOTAL STOCKHOLDER'S EQUITY	115,118	122,216	,
TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY	\$415,610	\$ 421,487	

The accompanying notes are an integral part of these condensed consolidated financial statements.

SEITEL, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (Unaudited) (In thousands)

	Three Months				
	Ended				
	March 31,				
	2016	2015			
REVENUE	\$11,950	\$24,326			
EXPENSES:					
Depreciation and amortization	15,101	23,080			
Cost of sales	22	100			
Selling, general and administrative	5,959	6,314			
	21,082	29,494			
LOSS FROM OPERATIONS	(9,132)	(5,168)			
Interest expense, net	(6,356)	(6,307)			
Foreign currency exchange gains (losses)	173	(1,459)			
Other income	6	_			
Loss before income taxes	(15,309)	(12,934)			
Benefit for income taxes	(1,445)	(5,288)			
NET LOSS	\$(13,864)	\$(7,646)			

The accompanying notes are an integral part of these condensed consolidated financial statements.

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SEITEL, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE LOSS (Unaudited) (In thousands)

Three Months Ended

March 31,

2016 2015

Net loss \$(13,864) \$(7,646)

Foreign currency translation adjustments 6,744 (11,388) Comprehensive loss \$(7,120) \$(19,034)

The accompanying notes are an integral part of these condensed consolidated financial statements.

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SEITEL, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENT OF STOCKHOLDER'S EQUITY (Unaudited) (In thousands, except share amounts)

	Common		Additional Paid-In	Retained Deficit	Accumulated Other Comprehensi	
	Stock Share:	s Amount	Capital	Delicit	Loss	ive
Balance, December 31, 2015	100		\$400,505	\$(258,766))
Amortization of stock-based compensation costs	_		22	_	_	
Net loss				(13,864)	_	
Foreign currency translation adjustments					6,744	
Balance, March 31, 2016	100	\$ -	\$400,527	\$(272,630)	\$ (12,779)
The accompanying notes are an integral part of the	iese co	ndensed (consolidated	l financial sta	atements	

The accompanying notes are an integral part of these condensed consolidated financial statements.

SEITEL, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited) (In thousands)

	Three M Ended March 3 2016		2015	
Cash flows from operating activities:	2010		2018	
Reconciliation of net loss to net cash provided by operating activities:				
Net loss	\$(13,864	1)	\$(7,646	5)
Depreciation and amortization	15,101	-	23,080	,
Deferred income tax benefit	(1,445)
Foreign currency exchange losses (gains)	(173	-	1,459	,
Amortization of deferred financing costs	318	,	289	
Amortization of stock-based compensation	22		114	
Gain on sale of property and equipment	(6)		
Non-cash revenue	(1)	(179)
Decrease in receivables	6,734	_	30,856	
Increase in other assets	(232)	(273)
Decrease in deferred revenue	(2,098	-	(1,843)
Increase in accounts payable and other liabilities	6,333		4,582	,
Net cash provided by operating activities	10,689		45,065	
Cash flows from investing activities:				
Cash invested in seismic data	(6,386)	(22,900)
Cash paid to acquire property and equipment	(75)	(107)
Cash from sale of property and equipment	14			
Advances to Seitel Holdings, Inc.	(11)	(3)
Net cash used in investing activities	(6,458)	(23,010)
Cash flows from financing activities:				
Principal payments on capital lease obligations	(48)	(59)
Net cash used in financing activities	(48)	(59)
Effect of exchange rate changes	177		(1,065)
Net increase in cash and cash equivalents	4,360		20,931	
Cash and cash equivalents at beginning of period	52,675		59,175	
Cash and cash equivalents at end of period	\$57,035		\$80,106	5
Supplemental disclosure of cash flow information:				
Cash paid during the period for:				
Interest	\$116		\$106	
Income taxes, net of refunds received	\$ —		\$246	
Supplemental schedule of non-cash investing and financing activities:				
Additions to seismic data library	\$222		\$129	
The accompanying notes are an integral part of these condensed consol	idated fina	an	cial state	ements.

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SEITEL, INC. AND SUBSIDIARIES

NOTES TO CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS (Unaudited)

March 31, 2016

NOTE A-BASIS OF PRESENTATION

The accompanying condensed consolidated financial statements of Seitel, Inc. and its subsidiaries (collectively, the "Company") have been prepared in accordance with United States generally accepted accounting principles ("GAAP") for interim financial information and with the instructions of Regulation S-X. Accordingly, they do not include all of the information and notes required by GAAP for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring adjustments) considered necessary for a fair presentation have been included. In preparing the Company's financial statements, a number of estimates and assumptions are made by management that affect the accounting for and recognition of assets, liabilities, revenues and expenses. Operating results for the three months ended March 31, 2016 are not necessarily indicative of the results that may be expected for any other quarter of 2016 or for the year ending December 31, 2016. The condensed consolidated balance sheet of the Company as of December 31, 2015 has been derived from the audited balance sheet of the Company as of that date. These financial statements should be read in conjunction with the financial statements and notes thereto contained in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2015. Effective January 1, 2016, the Company adopted Financial Accounting Standards Board ("FASB") Accounting Standards Update ("ASU") No. 2015-03, "Interest - Imputation of Interest (Subtopic 835-30): Simplifying the Presentation of Debt Issuance Costs." The new standard changed the presentation of debt issuance costs from an asset to a direct deduction from the related liability. The Company applied the provisions of the new standard retrospectively, which resulted in a decrease of \$4.3 million in prepaid expenses, deferred charges and other assets and Senior Notes liability amounts in the consolidated balance sheet as of December 31, 2015. Other than the reclassification of the December 31, 2015 amount, the adoption of this standard did not have an impact on the Company's consolidated Statements of Operations or Statements of Cash Flows. In accordance with ASU No. 2015-15, "Interest - Imputation of Interest (Subtopic 835-30); Presentation and Subsequent Measurement of Debt Issuance Costs Associated with Line-of-Credit Arrangements," debt issuance costs related to the Company's revolving credit facility continue to be reflected in prepaid expenses, deferred charges and other assets and amortized over the term of the agreement using the effective interest method.

NOTE B-REVENUE RECOGNITION

Revenue from Data Acquisition

The Company generates revenue when it creates a new seismic survey that is initially licensed by one or more of its customers to use the resulting data. The payments for the initial licenses are sometimes referred to as underwriting or prefunding. Customers make periodic payments throughout the creation period, which generally correspond to costs incurred and work performed. These payments are non-refundable. Contracts which are signed up to the time the Company makes a firm commitment to create the new seismic survey are considered underwriting. Any subsequent licensing of the data while the survey is in progress or once it is completed is considered a resale license (see "Revenue from Non-Exclusive Data Licenses").

Acquisition underwriting revenue is recognized throughout the creation period using the proportional performance method based upon costs incurred and work performed to date as a percentage of total estimated costs and work required. Management believes that this method is the most reliable and representative measure of progress for its data creation projects. On average, the duration of the data creation process is approximately one year. Under these contracts, the Company creates new seismic data designed in conjunction with its customers and specifically suited to the geology of the area using the most appropriate technology available.

The Company outsources the substantial majority of the work required to complete data acquisition projects to third party contractors. The Company's payments to these third party contractors comprise the substantial majority of the total estimated costs of the project and are paid throughout the creation period. A typical survey includes specific activities required to complete the survey, each of which has value to the customers. Typical activities, that often occur concurrently, include:

permitting for land access, mineral rights, and regulatory approval; surveying; drilling for the placement of energy sources; recording the data in the field; and processing the data.

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The customers paying for the initial licenses receive legally enforceable rights to any resulting product of each activity described above. The customers also receive access to and use of the newly acquired, processed data.

The customers' access to and use of the results of the work performed and of the newly acquired, processed data is governed by a master license agreement, which is a separate agreement from the acquisition contract. The Company's acquisition contracts require the customer either to have a master license agreement in place or to execute one at the time the acquisition contract is signed. The Company typically maintains sole ownership of the newly acquired data, which is added to its library, and is free to license the data to other customers.

Revenue from Non-Exclusive Data Licenses

The Company recognizes a substantial portion of its revenue from licensing of data once it is available for delivery.

This revenue is sometimes referred to as resale licensing revenue, late sales or shelf sales.

These sales fall under the following four basic forms of non-exclusive license contracts.

Specific license contract—The customer licenses and selects specific data from the data library, including data currently in progress, at the time the contract is entered into and holds this license for a long-term period.

Library card license contract—The customer initially receives only access to certain data. The customer may then select specific data, from the collection of data to which it has access, to hold long-term under its license agreement. The length of the selection periods under the library card contracts is limited in time and varies from customer to customer.

Review and possession license contract—The customer obtains the right to review a certain quantity of data for a limited period of time. During the review period, the customer may select specific data from that available for review to hold long-term under its license agreement. Any data not selected for long-term licensing must be returned to the Company at the end of the review period.

Review only license contract—The customer obtains rights to review a certain quantity of data for a limited period of time, but does not obtain the right to select specific data to hold long-term.

The Company's non-exclusive license contracts specify the following:

that all customers must also have in place or execute a master license agreement that governs the use of all data received under the Company's non-exclusive license contracts;

the specific payment terms, generally ranging from 30 days to 12 months, and that such payments are non-cancelable and non-refundable;

the actual data that is accessible to the customer; and

that the data is licensed in its present form, as is, where is, and that the Company is under no obligation to make any enhancements, modifications or additions to the data unless specific terms to the contrary are included.

Revenue from the non-exclusive licensing of seismic data is recognized when the following criteria are met:

the Company has an agreement with the customer that is validated by a signed contract;

the sales price is fixed and determinable;

collection is reasonably assured;

the customer has selected the specific data or the contract has expired without full selection;

the data is currently available for delivery; and

the license term has begun.

Copies of the licensed data are available to the customer immediately upon request.

For licenses that have been invoiced for which payment is due or has been received, but have not met the aforementioned criteria, the revenue is deferred along with the related direct costs (primarily consisting of sales commissions). This normally occurs under the library card, review and possession or review only license contracts because the data selection may occur over time. Additionally, if the contract allows licensing of data that is not currently available or enhancements, modifications or additions to the data are required per the contract, revenue is

deferred until such time that the data is available.

Revenue from Non-Monetary Exchanges

In certain cases, the Company will take ownership of a customer's seismic data or revenue interest (collectively referred to as "data") in exchange for a non-exclusive license to selected seismic data from the Company's library and, in some cases, services provided by Seitel Solutions ("Solutions"). In connection with specific data acquisition contracts, the Company may choose to receive both cash and ownership of seismic data from the customer as consideration for the underwriting of new data acquisition. In addition, the Company may receive advanced data processing services on selected existing data in exchange for a non-exclusive license to selected data from the Company's library. These exchanges are referred to as non-monetary exchanges. A non-monetary exchange for data always complies with the following criteria:

the data license delivered is always distinct from the data received;

the customer forfeits ownership of its data; and

the Company retains ownership in its data.

In non-monetary exchange transactions, the Company records a data library asset for the seismic data received or processed at the time the contract is entered into or the data is completed, as applicable, and recognizes revenue on the transaction in equal value in accordance with its policy on revenue from data licenses or data acquisition, or as services are provided by Solutions, as applicable. The data license to the customer is in the form of one of the four basic forms of contracts discussed above. These transactions are valued at the fair value of the data received or the fair value of the license granted or services provided, whichever is more readily determinable. Fair value of the data exchanged is determined using a multi-step process as follows:

First, the Company considers the value of the data or services received from the customer. In determining the value of the data received, the Company considers the age, quality, current demand and future marketability of the data and, in the case of 3D seismic data, the cost that would be required to create the data. In addition, the Company applies a limitation on the value it assigns per square mile on the data received. In determining the value of the services received, the Company considers the cost of such similar services that it could obtain from a third-party provider.

Second, the Company determines the value of the license granted to the customer. Typically, the range of cash transactions by the Company for licenses of similar data during the prior six months are evaluated. In evaluating the range of cash transactions, the Company does not consider transactions that are disproportionately high or low.

Due to the Company's revenue recognition policies, revenue recognized on non-monetary exchange transactions may not occur at the same time the seismic data acquired is recorded as an asset. The activity related to non-monetary exchanges was as follows (in thousands):

Three Months Ended March 31, 2016 2015 \$222 \$129 — 17

162

Seismic data library additions

Revenue recognized on specific data licenses or selections of data —

Revenue recognized related to acquisition contracts 1

Revenue from Solutions

Revenue from Solutions is recognized as the services for reproduction and delivery of seismic data are provided to customers.

NOTE C-SEISMIC DATA LIBRARY

The Company's seismic data library consists of seismic surveys that are offered for license to customers on a non-exclusive basis. Costs associated with creating, acquiring or purchasing the seismic data library are capitalized and amortized principally on the income forecast method subject to a straight-line amortization period of four years,

applied on a quarterly basis at the individual survey level.

Costs of Seismic Data Library

For purchased seismic data, the Company capitalizes the purchase price of the acquired data.

For data received through a non-monetary exchange, the Company capitalizes an amount equal to the fair value of the data received by the Company or the fair value of the license granted or services provided to the customer, whichever is more

readily determinable. See Note B – "Revenue Recognition – Revenue from Non-Monetary Exchanges" for discussion of the process used to determine fair value.

For newly created data, the capitalized costs include costs paid to third parties for the acquisition of data and related permitting, surveying and other activities associated with the data creation activity. In addition, the Company capitalizes certain internal costs related to processing the created data and reprocessing existing data. Such costs include salaries and benefits of the Company's processing personnel and certain other costs incurred for the benefit of the processing activity. The Company believes that the internal processing costs capitalized are not greater than, and generally are less than, those that would be incurred and capitalized if such activity were performed by a third party. Capitalized costs for internal data processing were \$0.8 million for each of the three months ended March 31, 2016 and 2015, respectively.

Data Library Amortization

The Company amortizes each survey in its seismic data library using the greater of the amortization that would result from the application of the income forecast method subject to a minimum amortization rate or a straight-line basis over four years, commencing at the time such survey is completed and available for licensing to customers on a non-exclusive basis.

The Company applies the income forecast method by forecasting the ultimate revenue expected to be derived from a particular data library component over the estimated useful life of each survey comprising part of such component. This forecast is made by the Company annually and reviewed quarterly. If, during any such review, the Company determines that the ultimate revenue for a library component is expected to be significantly different than the most recent estimate of total revenue for such library component, the Company revises the amortization rate attributable to future revenue from each survey in such component. The Company applies a minimum amortization rate of 70%. In addition, in connection with the forecast reviews and updates, the Company evaluates the recoverability of its seismic data library investment, and if required, records an impairment charge with respect to such investment. See discussion on "Seismic Data Library Impairment" below.

The greater of the income forecast or straight-line amortization policy is applied quarterly on a cumulative basis at the individual survey level. Under this policy, the Company first records amortization using the income forecast method. The cumulative amortization recorded for each survey is then compared with the cumulative straight-line amortization. If the cumulative straight-line amortization is higher for any specific survey, additional amortization expense is recorded, resulting in accumulated amortization being equal to the cumulative straight-line amortization for such survey. This requirement is applied regardless of future-year revenue estimates for the library component of which the survey is a part and does not consider the existence of deferred revenue with respect to the library component or to any survey.

The actual aggregate rate of amortization depends on the specific seismic surveys licensed and selected by the Company's customers during the period and the amount of straight-line amortization recorded. The income forecast amortization rates can vary by component and, as of April 1, 2016, is 70% for all components. For those seismic surveys which have been fully amortized, no amortization expense is required on revenue recorded.

Seismic Data Library Impairment

The Company evaluates its seismic data library investment by grouping individual surveys into components based on its operations and geological and geographical trends, resulting in the following data library segments for purposes of evaluating impairments: (I) North America 3D onshore comprised of the following components: (a) Texas Gulf Coast, (b) Eastern Texas, (c) West Texas, (d) Panhandle Plays in North Texas/Oklahoma, (e) Southern Louisiana/Mississippi, (f) Northern Louisiana, (g) Rocky Mountains, (h) Utica/Marcellus in Pennsylvania, Ohio and West Virginia, (i) other United States, (j) Montney in British Columbia and Alberta, (k) Horn River in British Columbia, (l) Cardium in Alberta and (m) other Canada; (II) United States 2D; (III) Canada 2D; (IV) Mexico; (V) Gulf of Mexico offshore; and (VI) international data outside North America. The Company believes that these library components constitute the lowest levels of independently identifiable cash flows.

The Company evaluates its seismic data library investment for impairment whenever events or changes in circumstances indicate that the carrying amounts may not be recoverable. The Company considers the level of sales

performance in each component compared to projected sales, as well as industry conditions, among others, to be key factors in determining when its seismic data investment should be evaluated for impairment. In evaluating sales performance of each component, the Company generally considers five consecutive quarters of actual performance below forecasted sales to be an indicator of potential impairment.

The impairment evaluation is based first on a comparison of the undiscounted future cash flows over each component's remaining estimated useful life with the carrying value of each library component. If the undiscounted cash flows are equal to or greater than the carrying value of such component, no impairment is recorded. If undiscounted cash flows are less than the carrying value of any component, the forecast of future cash flows related to such component is discounted to fair value and

compared with such component's carrying amount. The difference between the library component's carrying amount and the discounted future value of the expected revenue stream is recorded as an impairment charge.

For purposes of evaluating potential impairment losses, the Company estimates the future cash flows attributable to a library component by evaluating, among other factors, historical and recent revenue trends, oil and gas prospectivity in particular regions, general economic conditions affecting its customer base and expected changes in technology and other factors that the Company deems relevant. The cash flow estimates exclude expected future revenues attributable to non-monetary data exchanges and future data creation projects.

The estimation of future cash flows and fair value is highly subjective and inherently imprecise. Estimates can change materially from period to period based on many factors, including those described in the preceding paragraph. Accordingly, if conditions change in the future, the Company may record impairment losses relative to its seismic data library investment, which could be material to any particular reporting period.

The Company did not have any impairment charges during the three months ended March 31, 2016 or 2015. NOTE D-DEBT

The following is a summary of the Company's debt (in thousands):

March 31, December 31, 2016 2015

9½% Senior Notes \$250,000 \$250,000

Credit Facility — — 250,000 250,000

Less: unamortized debt issuance costs (4,025) (4,304) \$245,975 \$245,696

9½% Senior Unsecured Notes: On March 20, 2013, the Company issued, in a private placement, \$250.0 million aggregate principal amount of 9½% senior notes (the "9½% Senior Notes"). As required by their terms, the 9½% Senior Notes were exchanged for senior notes of like amounts and terms in a publicly registered exchange offer in August 2013. The 9½% Senior Notes mature on April 15, 2019. Interest is payable in cash, semi-annually on April 15 and October 15 of each year. The 9½% Senior Notes are unsecured and are jointly and severally guaranteed by substantially all of the Company's significant domestic subsidiaries on a senior basis. The 9½% Senior Notes contain restrictive covenants which limit the Company's ability to, among other things, incur additional indebtedness, incur liens, pay dividends and make other restricted payments, engage in transactions with affiliates, and complete mergers, acquisitions and sales of assets.

From time to time on or before April 15, 2016, the Company may redeem up to 35% of the aggregate principal amount of the 9½% Senior Notes with the net proceeds of equity offerings at a redemption price equal to 109.50% of the principal amount, plus accrued and unpaid interest. The Company did not exercise this redemption option before it expired. Upon a change of control (as defined in the indenture), each holder of the 9½% Senior Notes will have the right to require the Company to offer to purchase all of such holder's notes at a price equal to 101% of the principal amount, plus accrued and unpaid interest.

Credit Facility: On May 25, 2011, the Company entered into a credit agreement (the "Credit Facility") with Wells Fargo Capital Finance, LLC (the "U.S. Lender") and Wells Fargo Capital Finance Corporation Canada (the "Canadian Lender," and collectively with the U.S. Lender, the "Lenders"). The Credit Facility provides a \$30.0 million revolving credit facility with a Canadian sublimit of \$5.0 million (Canadian), subject to borrowing base limitations based on the Company's seismic data assets and eligible accounts receivable, each as defined in the Credit Facility, calculated on a monthly basis. The Credit Facility matures on May 25, 2016. Each existing and future direct and indirect wholly-owned domestic subsidiary of the Company (collectively, the "U.S. Guarantors") is a guarantor of payment of the U.S. obligations under the Credit Facility, and Seitel Canada Ltd. ("Seitel Canada"), a wholly-owned subsidiary of the Company (such subsidiaries together with Seitel Canada, the "Canadian Guarantors") are guarantors of payment of the Canadian obligations under the Credit Facility.

The borrowings under the Credit Facility are secured by a perfected first priority lien and security interest (subject to certain exceptions) in favor of the U.S. Lender in all present and future assets and equity of the Company and each

U.S. Guarantor and 65% of the equity in Seitel Canada, and borrowings by Seitel Canada are secured by a perfected first priority lien and security interest (subject to certain exceptions) in favor of the Canadian Lender in all present and future assets of each Canadian Guarantor. U.S. borrowings under the Credit Facility bear interest at a rate per annum equal to, at the Company's option, either (a) the London Interbank Offered Rate ("LIBOR") plus 3.50% or (b) a base rate determined by reference to the highest of (i) the federal funds rate plus ½ of 1%, (ii) the three-month LIBOR plus 1% and (iii) the prime rate of Wells Fargo Bank,

National Association, plus 2.50%. Canadian borrowings under the Credit Facility bear interest based on a Canadian base rate, as defined in the Credit Facility, plus 2.50%.

The Credit Facility requires that the Company maintain minimum excess availability (as defined in the Credit Facility) of \$10.0 million or, if such excess availability is not maintained, then the Company's fixed charge coverage ratio (as defined in the Credit Facility) may not be less than 1.00 to 1.00. In addition, the Credit Facility contains affirmative and negative covenants, representations and warranties, borrowing conditions, events of default and remedies for the Lenders. The aggregate loan or any individual loan made under the Credit Facility may be prepaid at any time subject to certain restrictions. The Credit Facility is also subject to the payment of upfront, letter of credit, administrative and certain other fees. As of March 31, 2016, the calculated borrowing base was \$22.0 million; however, the availability was limited to \$12.0 million to allow for the minimum excess availability required as the fixed charge coverage ratio was below 1.00 to 1.00. No amounts were outstanding under the Credit Facility as of March 31, 2016.

NOTE E-FAIR VALUE MEASUREMENTS

Authoritative guidance on fair value measurements provides a framework for measuring fair value and establishes a fair value hierarchy that prioritizes the inputs used to measure fair value, giving the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 inputs) and the lowest priority to unobservable inputs (Level 3 inputs).

The Company uses valuation techniques that maximize the use of observable inputs and minimize the use of unobservable inputs. In measuring the fair value of the Company's assets and liabilities, market data or assumptions are used that the Company believes market participants would use in pricing an asset or liability, including assumptions about risk when appropriate. The Company's assets that are measured at fair value on a recurring basis include the following (in thousands):

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Fair Value Measurements Using

Quoted Prices

Other Unobservable

Observable Inputs
Inputs (Level 3)

(Level 2)

$56,599 $56,599 $ —$ —

$52,421 $52,421 $ —$ —
```

The Company had no transfers of assets between any of the above levels during the three months ended March 31, 2016 or 2015.

Cash equivalents include treasury bills and money market funds that invest in United States government obligations and a Canadian dollar investment account, all with original maturities of three months or less. The original costs of these assets approximate fair value due to their short-term maturities.

Other Financial Instruments:

At March 31, 2016: Cash equivalents

At December 31, 2015: Cash equivalents

At March 31, 2016, the carrying value of the Company's debt was \$246.0 million, net of \$4.0 million of unamortized debt issuance costs. At December 31, 2015, the carrying value was \$245.7 million, net of \$4.3 million of unamortized debt issuance costs. The estimated fair value of the debt was approximately \$166.9 million at March 31, 2016 and \$152.5 million at December 31, 2015. The fair value of the Company's 9½% Senior Notes is based on quoted market prices (Level 1 inputs).

NOTE F-STATEMENT OF CASH FLOW INFORMATION

Cash and cash equivalents at March 31, 2016 and December 31, 2015 included \$0.5 million of restricted cash related to collateral on seismic operations bonds and \$125,000 (Canadian) of restricted cash posted as security against Company issued credit cards for Seitel Canada.

The Company had non-cash additions to its seismic data library comprised of the following (in thousands):

Three Months Ended March 31, 2016 2015 \$222 \$131 Adjustment to prior year non-monetary exchange from underwriting of new data acquisition — (2 \$222 \$129

Non-cash revenue consisted of the following (in thousands):

Total non-cash additions to seismic data library

Non-monetary exchanges related to resale licensing revenue

Three Months Ended March 31. 201**6**015 \$1 \$162 Licensing revenue from specific data licenses and selections on non-monetary exchange contracts — 17 \$1 \$179

NOTE G-COMMITMENTS AND CONTINGENCIES

Total non-cash revenue

Acquisition revenue on underwriting from non-monetary exchange contracts

The Company is involved from time to time in ordinary, routine claims and lawsuits incidental to its business. In the opinion of management, uninsured losses, if any, resulting from the ultimate resolution of these matters should not be material to the Company's financial position, results of operations or cash flows. However, it is not possible to predict or determine the outcomes of the legal actions brought against it or by it, or to provide an estimate of all additional losses, if any, that may arise. At March 31, 2016, the Company has recorded the estimated amount of potential exposure it may have with respect to claims. Such amounts are not material to the financial statements.

NOTE H-RECENT ACCOUNTING PRONOUNCEMENTS

In May 2014, the FASB issued ASU No. 2014-09, "Revenue from Contracts with Customers (Topic 606)". The objective of the ASU is to establish a single comprehensive model in accounting for revenue arising from contracts with customers and will supersede most of the existing revenue recognition guidance, including industry-specific guidance. The core principle of the guidance is that an entity recognizes revenue to depict the transfer of goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. This ASU also significantly expands disclosure requirements concerning revenues for most entities. In August 2015, the FASB issued ASU No. 2015-14, "Revenue from Contracts with Customers (Topic 606): Deferral of the Effective Date" which deferred the effective date of ASU 2014-09 by one year. In March 2016, the FASB issued ASU No. 2016-08, "Principal versus Agent Considerations (Reporting Revenue Gross versus Net)", amending the principal-versus-agent implementation guidance set forth in ASU 2014-09. Among other things, ASU 2016-08 clarifies that an entity should evaluate whether it is the principal or the agent for each specified good or service promised in a contract with a customer. In April 2016, the FASB issued ASU No. 2016-10, "Identifying Performance Obligations and Licensing", which amends certain aspects of the guidance related to identifying performance obligations and licensing implementation. The Company is required to adopt the guidance set forth by these accounting standard updates on January 1, 2018. Early application is permitted, but not before January 1, 2017. Entities have the option of using either a full retrospective or modified approach to adopt the new

guidance. The Company anticipates adopting the new revenue recognition guidance effective January 1, 2018 and is currently evaluating the method of adoption and the effect on its consolidated financial statements and financial statement disclosures.

In February 2016, the FASB issued ASU No. 2016-02, "Leases (Topic 842)" with the objective of increasing transparency and comparability among organizations by requiring lessees to recognize assets and liabilities on the balance sheet for the present value of the rights and obligations created by all leases with terms of more than 12 months. The ASU will also require disclosures designed to give financial statement users information on the amount, timing and uncertainty of cash flows arising from leases. The amendments in this accounting standard update are to be applied using a modified retrospective approach and will be effective for the Company as of January 1, 2019, but early adoption is permitted. The Company is currently evaluating the impact of this new standard on its consolidated financial statements.

In March 2016, the FASB issued ASU No. 2016-09, "Compensation - Stock Compensation (Topic 718): Improvements to Employee Share-Based Payment Accounting." The amendments in this ASU simplify several aspects of the accounting for employee share-based payment transactions, including the accounting for income taxes, forfeitures and statutory tax withholding requirements, as well as classification in the statement of cash flows. This guidance is effective on January 1,

2017, with early adoption permitted. The Company is currently evaluating the impact of adopting ASU 2016-09, but does not expect that it will have a material effect on its consolidated financial statements.

NOTE I-SUPPLEMENTAL GUARANTORS CONSOLIDATING CONDENSED FINANCIAL INFORMATION On March 20, 2013, the Company completed a private placement of 9½% Senior Notes in the aggregate principal amount of \$250.0 million. The Company's payment obligations under the 9½% Senior Notes are jointly and severally guaranteed by substantially all of the Company's significant 100% owned U.S. subsidiaries ("Guarantor Subsidiaries"). All subsidiaries of the Company that do not guarantee the 9½% Senior Notes are referred to as Non-Guarantor Subsidiaries.

The indenture governing the 9½% Senior Notes provides that the guarantees by the Guarantor Subsidiaries will be released in the following customary circumstances: (i) upon a sale or other disposition, whether by merger, consolidation or otherwise, of the equity interests of that guarantor to a person that is not the Company or a restricted subsidiary of the Company; (ii) the guarantor sells all or substantially all of its assets to a person that is not the Company or a restricted subsidiary of the Company; (iii) the guarantor is properly designated as an unrestricted subsidiary or ceases to be a restricted subsidiary; (iv) upon legal defeasance of the 9½% Senior Notes or satisfaction and discharge of the indenture governing the 9½% Senior Notes; (v) the guarantor becomes an immaterial subsidiary or (vi) the guarantor is released from its guarantee obligations under the Credit Facility.

The consolidating condensed financial statements are presented below and should be read in connection with the condensed consolidated financial statements of the Company. Separate financial statements of the Guarantor Subsidiaries are not presented because (i) the Guarantor Subsidiaries are wholly-owned and have fully and unconditionally guaranteed the 9½% Senior Notes on a joint and several basis and (ii) the Company's management has determined such separate financial statements are not material to investors.

The following consolidating condensed financial information presents the consolidating condensed balance sheets as of March 31, 2016 and December 31, 2015, and the consolidating condensed statements of operations, statements of comprehensive income (loss) and statements of cash flows for the three months ended March 31, 2016 and March 31, 2015 of (a) the Company; (b) the Guarantor Subsidiaries; (c) the Non-Guarantor Subsidiaries; (d) elimination entries; and (e) the Company, the Guarantor Subsidiaries and the Non-Guarantor Subsidiaries on a consolidated basis. Investments in subsidiaries are accounted for under the equity method. The principal elimination entries eliminate investments in subsidiaries, intercompany balances, intercompany transactions and intercompany sales.

CONSOLIDATING CONDENSED BALANCE SHEET As of March 31, 2016 (In thousands)

	Parent	Guarantor Subsidiaries	Non- Guarantor Subsidiaries	Consolidating Eliminations	g Consolidated Total
ASSETS					
Cash and cash equivalents	\$ —	\$55,206	\$ 1,829	\$ <i>-</i>	\$ 57,035
Receivables					
Trade, net		6,680	1,092		7,772
Notes and other		7	1,687		1,694
Due from Seitel Holdings, Inc.		1,167			1,167
Intercompany receivables (payables)	(28,816)	31,533	(2,717)		_
Investment in subsidiaries	412,589	414,620	601	(827,810)	_
Net seismic data library	_	120,694	33,182	(78)	153,798
Net property and equipment	_	1,101	1,342	_	2,443
Prepaid expenses, deferred charges and other	145	1,943	366	_	2,454
Intangible assets, net	900	2,811	842	_	4,553
Goodwill	_	107,688	76,940		184,628
Deferred income taxes	_	66		_	66
TOTAL ASSETS	\$384,818	\$743,516	\$115,164	\$ (827,888)	\$415,610
LIABILITIES AND STOCKHOLDER'S EQUITY					
LIABILITIES					
Accounts payable and accrued liabilities	\$10,946	\$10,841	\$5,839	\$—	\$ 27,626
Senior Notes	245,975				245,975
Obligations under capital leases			1,721		1,721
Deferred revenue		21,997	2,136		24,133
Deferred income taxes			1,037		1,037
TOTAL LIABILITIES	256,921	32,838	10,733		300,492
STOCKHOLDER'S EQUITY					
Common stock		_	_	_	_
Additional paid-in capital	400,527				400,527
Parent investment		764,105	156,432	(920,537)	_
Retained deficit	(272,630)	(53,427)	(38,983)	92,410	(272,630)
Accumulated other comprehensive loss			(13,018)	239	(12,779)
TOTAL STOCKHOLDER'S EQUITY	127,897	710,678	104,431	(827,888)	115,118
TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY	\$384,818	\$743,516	\$115,164	\$ (827,888)	\$ 415,610

CONSOLIDATING CONDENSED BALANCE SHEET

As of December 31, 2015 (In thousands)

	Parent	Guarantor Subsidiaries	Non- Guarantor Subsidiaries	Consolidating Eliminations	g Consolidated Total
ASSETS					
Cash and cash equivalents	\$ —	\$51,192	\$ 1,483	\$ <i>-</i>	\$ 52,675
Receivables					
Trade, net	_	12,459	2,371		14,830
Notes and other		3	1,315		1,318
Due from Seitel Holdings, Inc.	_	1,156			1,156
Intercompany receivables (payables)	(29,144)	31,537	(2,393)		
Investment in subsidiaries	420,547	419,499	692	(840,738)	
Net seismic data library		125,253	36,180	(70)	161,363
Net property and equipment		1,273	1,330		2,603
Prepaid expenses, deferred charges and other	139	1,737	307	_	2,183
Intangible assets, net	900	3,613	1,015	_	5,528
Goodwill	_	107,688	72,104	_	179,792
Deferred income taxes	_	39			39
TOTAL ASSETS	\$392,442	\$755,449	\$ 114,404	\$ (840,808)	\$ 421,487
LIABILITIES AND STOCKHOLDER'S EQUITY					
LIABILITIES					
Accounts payable and accrued liabilities	\$5,007	\$13,253	\$5,390	\$—	\$ 23,650
Senior Notes	245,696		_	_	245,696
Obligations under capital leases			1,661	_	1,661
Deferred revenue		23,525	2,378	_	25,903
Deferred income taxes	_	_	2,361		2,361
TOTAL LIABILITIES	250,703	36,778	11,790		299,271
STOCKHOLDER'S EQUITY					
Common stock			_	_	
Additional paid-in capital	400,505	_			400,505
Parent investment		764,105	156,395	(920,500)	
Retained deficit	(258,766)	(45,434)	(34,102)	79,536	(258,766)
Accumulated other comprehensive loss			(19,679)	156	(19,523)
TOTAL STOCKHOLDER'S EQUITY	141,739	718,671	102,614	(840,808)	122,216
TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY	\$392,442	\$ 755,449	\$114,404		\$ 421,487