



# COMPANY UPDATE AND Q2 2019 RESULTS

Oslo, 25 July 2019

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# Q2 2019 Highlights

### **Operational highlights**

- Ongoing USD 24 million proprietary survey offshore Borneo for Petronas
- Two fully pre-funded multi-client surveys in Norway
- Acquisition contract awarded by Pemex with a contract value of USD
   73 million and a minimum value of USD 29 million
- Proprietary acquisition contract from BP of USD 6 million awarded
- Backlog of USD 97 million at the end of the quarter

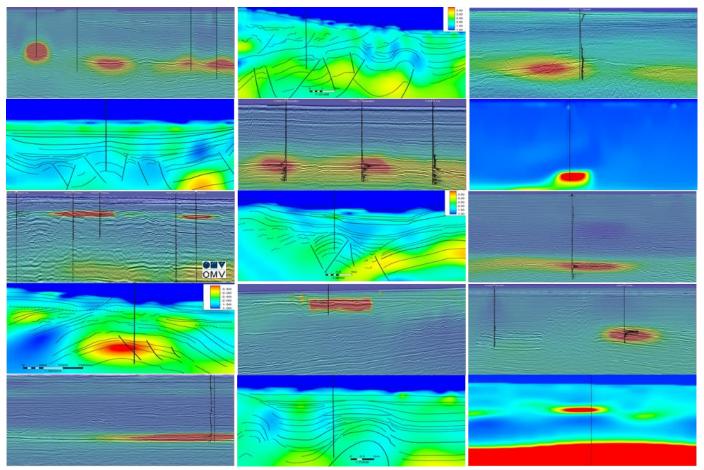
### **Financial highlights**

- Revenues of USD 14.5 million
- EBITDA of USD 6.8 million
- Adjusted EBITDA of USD 2.1 million



# Well calibration projects

- Key part of our strategy to establish CSEM as an integral part of the exploration workflow
- Good progress on well calibration projects for Equinor and un-named major
- Expect to sign up 3<sup>rd</sup> major
- Internal results points towards a prediction strength of around 80%



**Examples of CSEM responses:** 

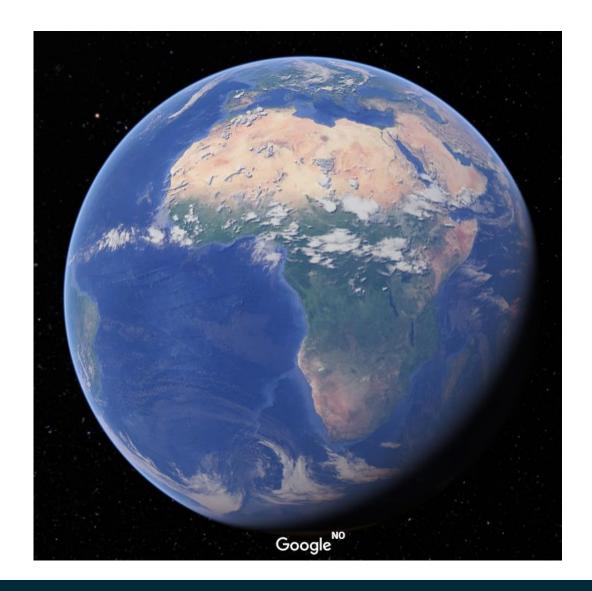
Significant discoveries with resistive anomaly: Troll, Fram East, Fram West, Askeladden, Bay du Nord, Wisting, Hanssen, Njord, Trion, Peon, Havis, Grane, Xerelete

Dry, shows and technical discoveries without resistive anomaly: 31/3-4, Mirus, Darwin, Melanocetus, 7120/8-4, Bjaaland, 7324/7-1S, Exploratus 101, 7219/9-1, Etzil-1



## Increased interest for EM in Africa

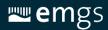
- Mauritania & Senegal cross-border survey for BP and partners
- Marks a return of CSEM to Africa and to the prolific MSGBC basin
- Will be first survey for BP in more than 10 years
- Start of acquisition planned for Q1 2020
- EMGS expects to acquire additional data in Africa during 2020



# Vessel Update and Backlog

**Comments Order backlog** 120 Order backlog at USD 97 million at end of Q2 2019 Atlantic Guardian arrived in Coatzacoalcos Mexico 100 22nd of July Data acquisition on the Pemex contract is expected to start today 60 96.7 Atlantic Guardian will acquire data in Mexico for the remainder of the year 40 Thalassa is currently acquiring data for Petronas 20 offshore Borneo Expect to move Thalassa out of Asia in Q4 0 Q2'18 Q3'18 Q4'18 Q1'19 Q2'19





# Second quarter 2019 performance I Increase in revenues and EBITDA

### **Key financial metrics**

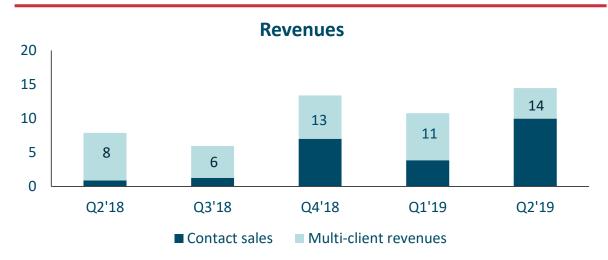
### Revenues

- USD 14.5 million
- Proprietary work in South East Asia and multi-client revenues in Norway
- Vessel utilisation of 73%
  - Two vessels on charter

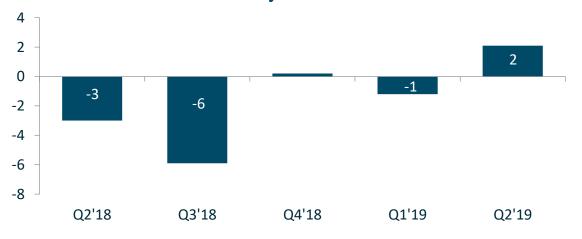
### EBITDA

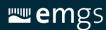
- USD 6.8 million
- Adjusted EBITDA\* of USD 2.1 million

### **Quarterly development (USD million)**



### **Adjusted EBITDA**

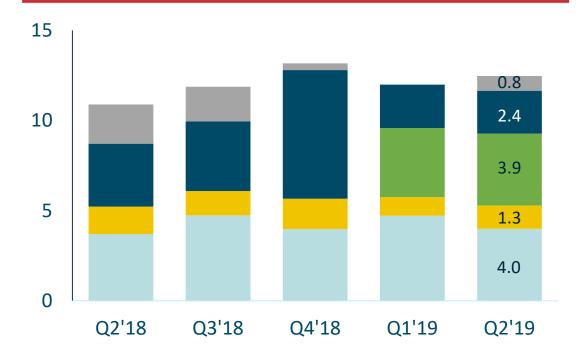




<sup>\*</sup>Adjusted EBITDA includes capitalised multi-client expenses and vessel and office lease expenses

# Operational costs

### Quarterly operational cost base\* development (USD million)

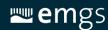


- Capitalised multi-client expenses
- Charter hire, fuel and crew expenses
- Vessel and office lease expenses
- Other operational expenses
- Employee expenses

### **Comments**

- Operational costs base in Q2 19 of USD 12.4 million
  - Higher than Q2 2018 and Q1 2019 as a result of higher activity level

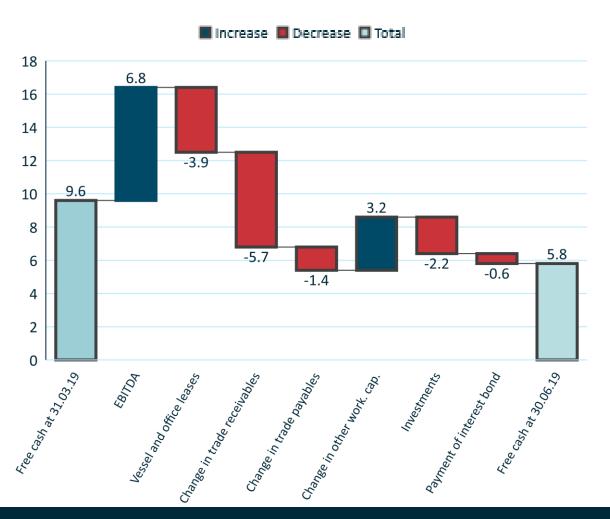
- Cost control
  - Strong focus on cost optimisation



<sup>\*</sup>Cost base is defined as operational costs (charter hire etc, employee expenses, other operating expenses) plus MC investments and vessel and office lease payments presented as financial leases from 1 January 2019, restructuring charges and other extraordinary items

# Decrease in free cash in Q2 2019

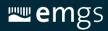
### **Quarterly free cash development (USD million)**



### **Comments**

- Net decrease in free cash of USD 3.9 million to USD 5.8 million
  - Adjusted EBITDA of USD 2.1 million
  - Trade receivables increased by USD 5.7 million to USD 7.9 million
  - USD 0.6 million in interest-payments on convertible bond
  - Total investments of USD 2.2 million





# Summary

- Second quarter 2019 revenues of USD 14.5 million and adjusted EBITDA of USD 2.1 million
- Vessel utilisation of 73%
- Atlantic Guardian has arrived in Mexico and data acquisition on the Pemex contract expected to start today
- Order backlog at USD 97 million at end of Q2 2019



Atlantic Guardian alongside in Coatzacoalcos Mexico