

A red and white emgs ship is sailing on a calm blue body of water. In the background, there are snow-capped mountains under a clear blue sky. The foreground shows a dark, rocky shoreline with some green vegetation.

# COMPANY UPDATE AND Q3 2019 RESULTS

Oslo, 7 November 2019

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# Operations, Market and Outlook

# Q3 2019 Highlights

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## Operational highlights

- Ongoing USD 24 million proprietary survey offshore Borneo for Petronas
- Commencement of the Pemex contract in Mexico
- Backlog end Q3 of USD 78 million, whereof USD 37 million is firm

## Financial highlights

- Revenues of USD 26.9 million
- EBITDA of USD 15.7 million
- Adjusted EBITDA of USD 11.6 million
- Payment delay under on-going acquisition contract

## Subsequent events

- Multi-client sales of total USD 8.0 million
- Positive free cash effect of USD 3.7 million following final verdict in ISS litigation in Brazil

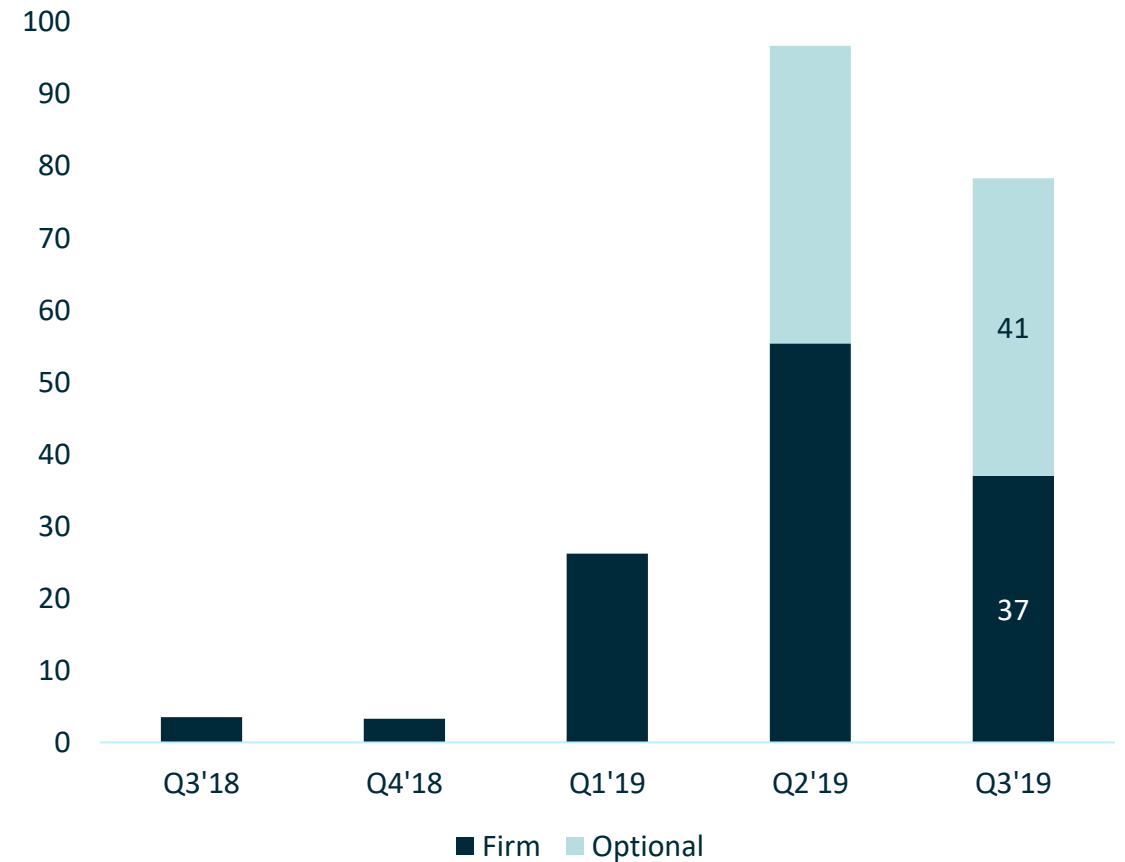


# Vessel Update and Backlog

## Comments

- Order backlog at USD 78 million at end of Q3 2019, whereof USD 37 million is firm
- Atlantic Guardian will acquire data in Mexico for the remainder of the year
- Thalassa is currently acquiring data for Petronas offshore Borneo
- Expect to move Thalassa out of Asia in Q4

## Order backlog (USD million)





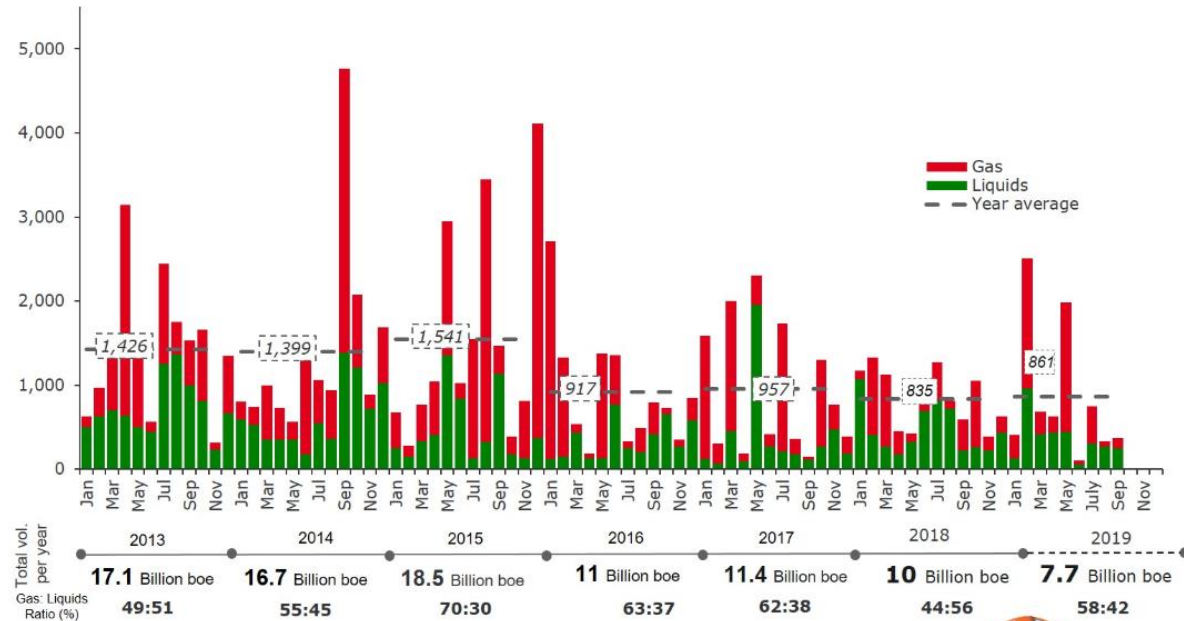
# Strong operational performance for both vessels

- Despite both vessels operating under challenging conditions, both are delivering outstanding operational performance
- The Atlantic Guardian has been operating in ultra shallow waters, with towing as shallow as 11 meters and Rx deployment as shallow as 18 meters
- The Petrel Explorer (BOA Thalassa) has been acquiring a regional 2D program, with line lengths up to 500 km



# Global exploration success is low

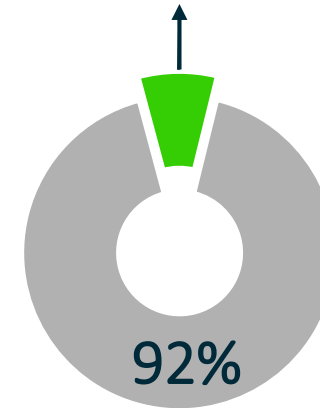
**Global conventional discoveries in 2019**  
Per 3Q19. Million barrels of oil equivalents (boe)



Source: Rystad Energy ECube, October 2019



Only 8% of 110 frontier wells in the Atlantic Margin were considered commercial (from 2007-2015)



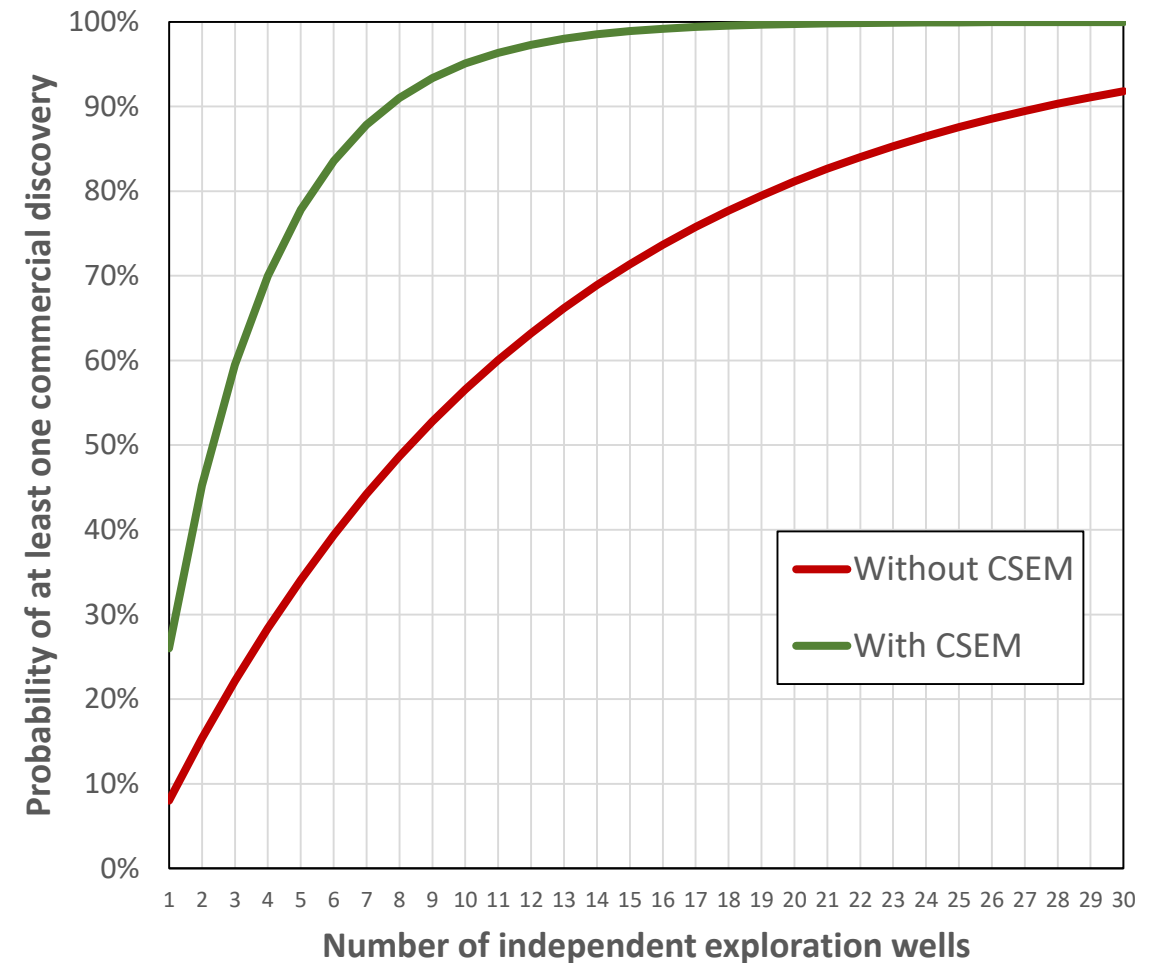
were non-commercial or dry

Atlantic margin

Source: Richmond Energy Partners / Westwood Group

# Value of CSEM in exploration

- EMGS internal, and previously published external, calibration studies estimate CSEM to be able to correctly predict large discoveries 8 out of 10 times, i.e. a prediction strength of around 80%
- Assuming an 80% prediction strength, the presence of a large CSEM anomaly would upgrade a frontier prospect from a theoretical 8% success rate to a theoretical success rate of 25%
- This means that the number of exploration wells a company must drill to have a 50% theoretical chance of making at least one commercial discovery **drops from 8 to 3**
- The Return on Investment (ROI) of using CSEM to de-risk frontier well is therefore significant





# Well calibration studies

*“Qualitative correlation with the well results approximately **support the 80% published success rates.**”*

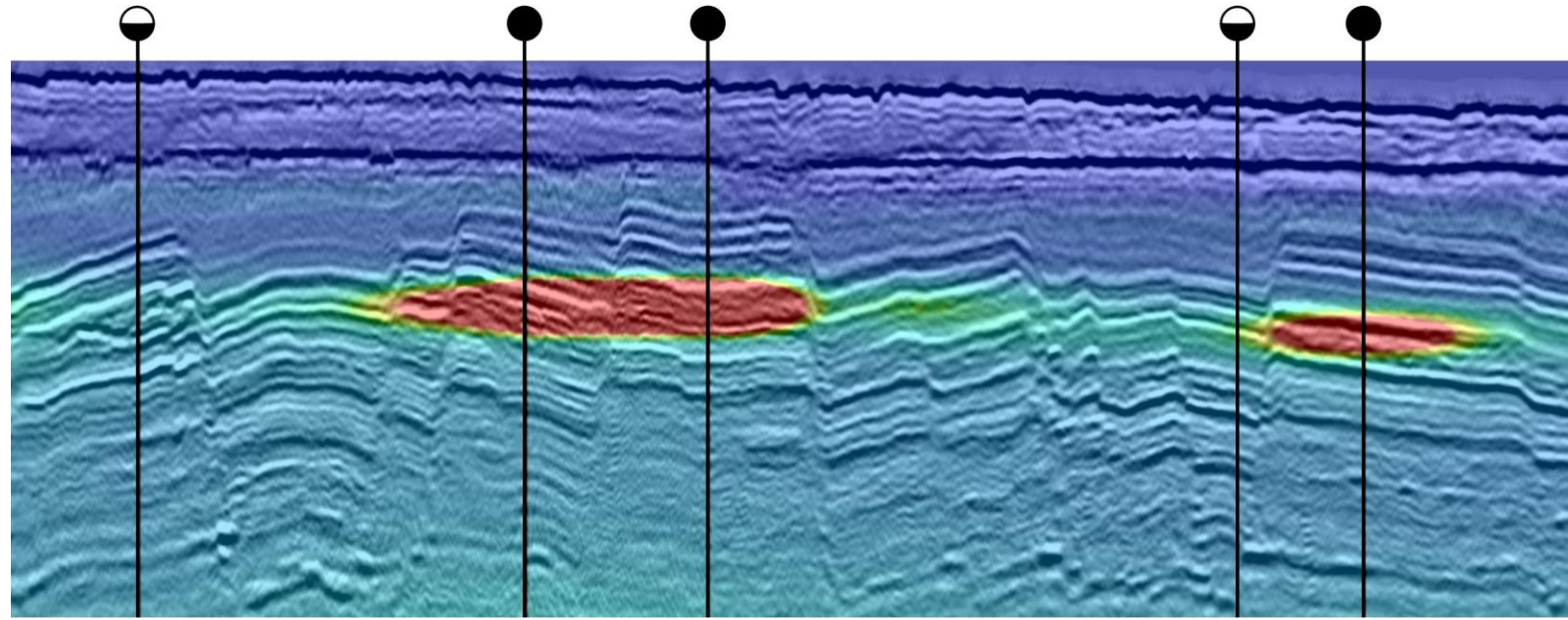



*“These results can clearly modify the **probability of success in an exploration context**”*



Building Confidence in CSEM for Exploration –  
Benchmarking

SEG 2019 – Antony Price (Total), Pål Gabrielsen,  
Claudia Twarz (EMGS)



Seismic data courtesy of  OMV

EMGS has now signed well calibration studies  
with Equinor, Total and one other super major



# Financial review

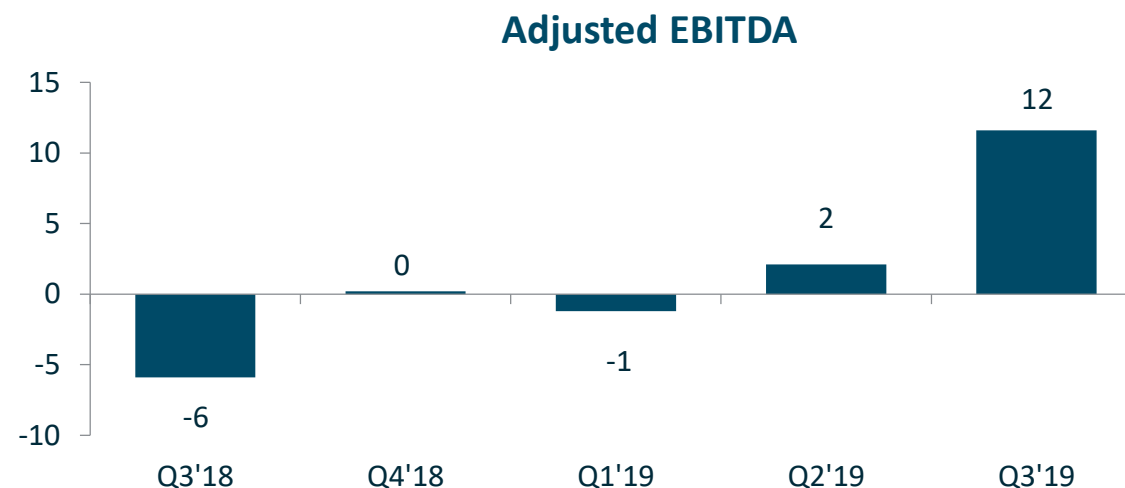
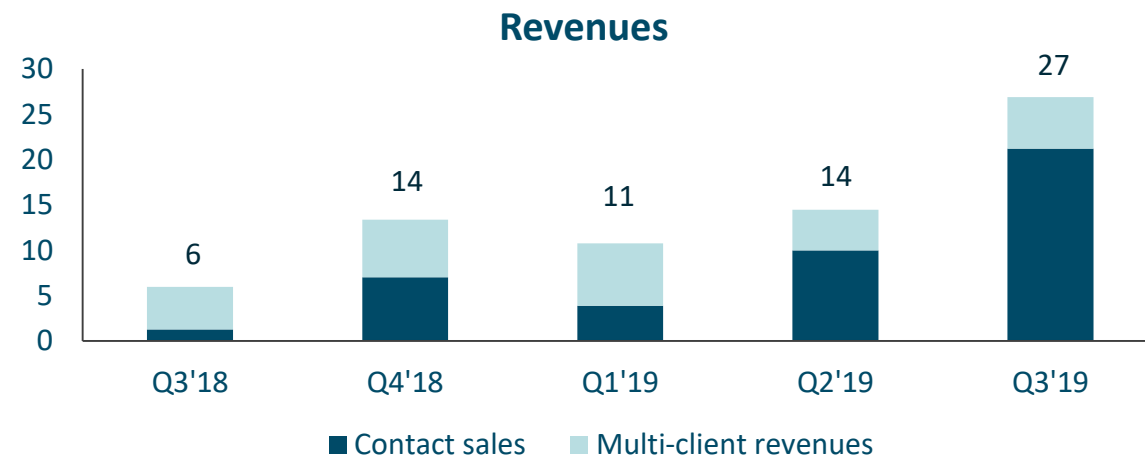
# Third quarter 2019 performance | Increase in revenues and EBITDA

## Key financial metrics

- Revenues
  - USD 26.9 million
  - Proprietary work in South East Asia and Mexico
- Vessel utilisation of 73%
  - Two vessels on charter
- EBITDA
  - USD 15.7 million
  - Adjusted EBITDA\* of USD 11.6 million
  - Significantly improved EBITDA margin

\*Adjusted EBITDA includes capitalised multi-client expenses and vessel and office lease expenses

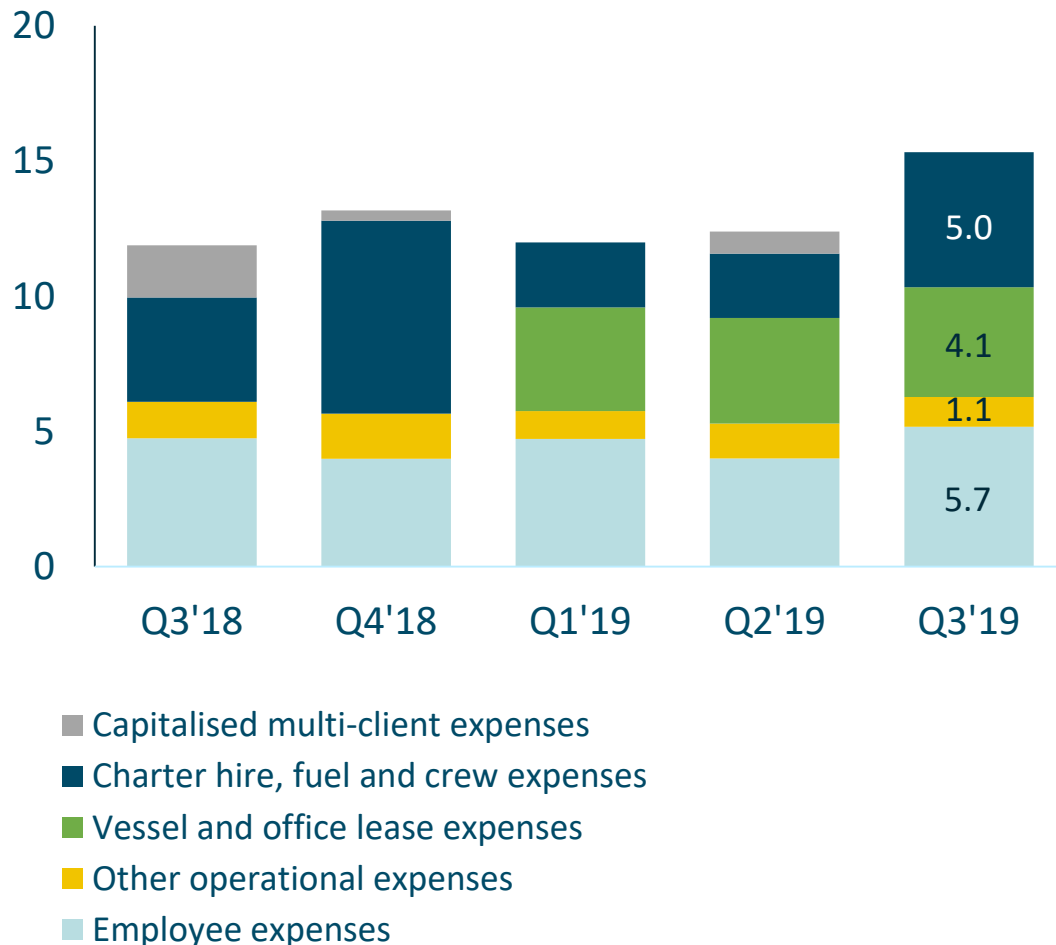
## Quarterly development (USD million)





# Operational costs

Quarterly operational cost base\* development (USD million)



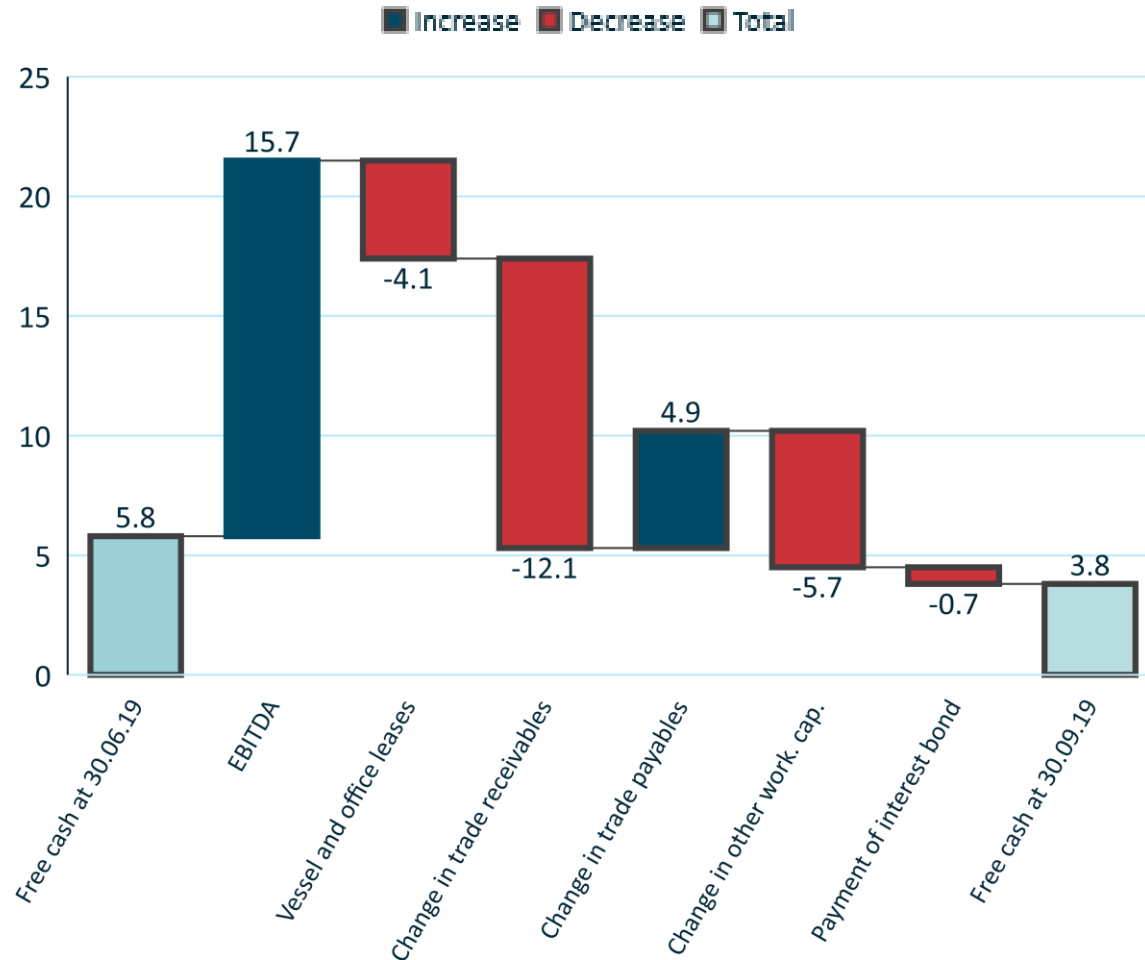
## Comments

- Operational costs base in Q3 19 of USD 15.3 million
  - Higher than Q3 2018 and Q2 2019 as a result of higher activity level
    - Supply vessels in Mexico and Malaysia (USD 0.7 million)
    - Withholding taxes (USD 0.6 million)
- Cost control
  - Strong focus on cost optimisation

\*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 Q3 2019

Quarterly free cash development (USD million)



Comments

- Net decrease in free cash of USD 2.0 million to USD 3.8 million
  - EBITDA of USD 15.7 million, with an adjusted EBITDA of USD 11.6 million
  - Trade receivables increased by USD 12.1 million to USD 20.0 million
  - Delayed payment under on-going contract
  - USD 0.7 million in interest-payments on convertible bond (maturity May 2023)



# Summary, Q&A



# Summary

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- Strong quarter with revenues of USD 26.9 million and adjusted EBITDA of USD 11.6 million
- Cash position adversely affected by delayed payments
- Order backlog at end of Q3 of USD 78 million, of which USD 37 million is firm

