

# COMPANY UPDATE AND Q4 2019 RESULTS

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## Q4 2019 Highlights

#### **Operational highlights**

- Completed USD 24 million proprietary acquisition in South East Asia
- Safe and efficient operations in Mexico (Pemex contract)
- Backlog at end Q4 of USD 58.0 million, whereof USD 14.3 million is firm

#### **Financial highlights**

- Revenues of USD 37.2 million
- EBITDA of USD 24.8 million
- Adjusted EBITDA of USD 20.9 million
- Payment delay in connection with on-going acquisition contract continues

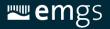
#### Subsequent events

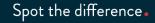
- Call-off (work order) for additional USD 3.4 million acquisition work
- Discussions, modelling and survey-planning for additional acquisition work under existing multi-year contract on-going



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## **Operations, Market and Outlook**



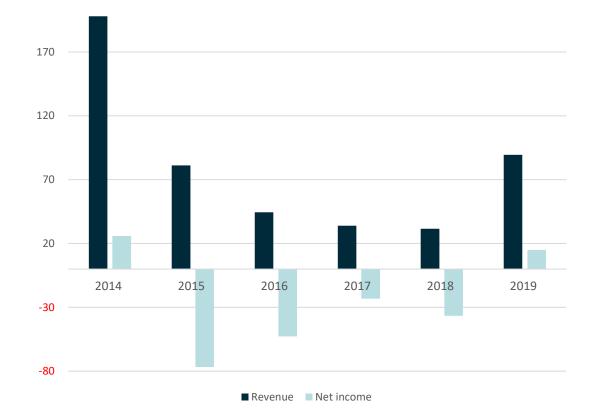


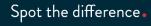
## 2019 lookback

- Strong financial performance and return to profitability
  - Revenue of USD 89.4 million (unaudited)
  - Adjusted EBITDA USD 33.3 million (unaudited)
  - Net income USD 15 million (unaudited)
  - 2019 compared to past years: revenue (8th), net income (2<sup>nd</sup>)
- Awarded 4<sup>th</sup> and 7<sup>th</sup> largest EM acquisition contracts ever
  - Pemex USD 73 million

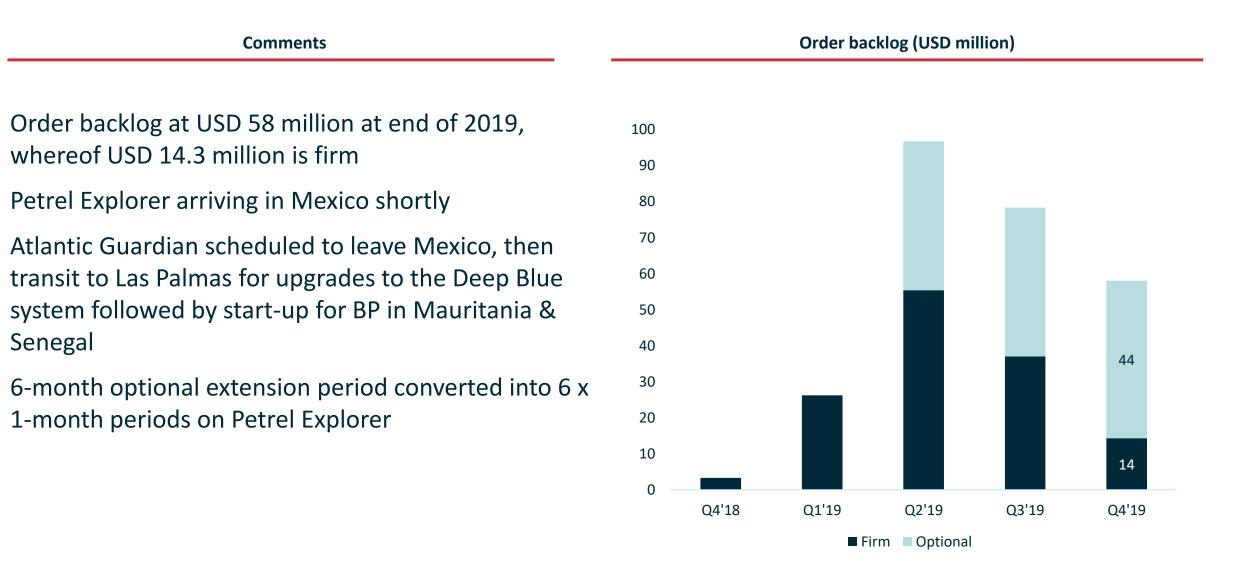
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- Petronas USD 24 million
- Full year Multi-Client revenue of USD 26 million, including:
  - USD 8 million Equinor agreement in Q1
  - USD 8 million agreement in Q4
- Acquired data offshore Borneo, Suriname, Mexico and in the Barents Sea and the Norwegian Sea





## Vessel Update and Backlog



Spot the difference.

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# 2020 vessel opportunities









#### Canada

• Planning and preparing for potential proprietary contract

#### Mexico

- Large campaign for Pemex ongoing
- Permitting Multi-Client campaign

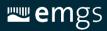
#### Africa

- Contract with BP in Mauritania & Senegal
- Campaign in Namibia including proprietary contract for Nabirm and likely Multi-Client project

#### Norway

• Secured prefunding for Martin Linge area Multi-Client project





## Fourth quarter 2019 performance I Increase in revenues and EBITDA

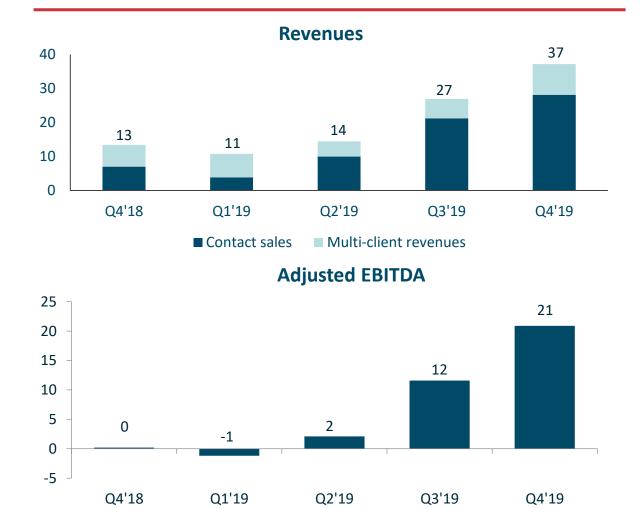
#### **Key financial metrics**

- Revenues
  - USD 37.2 million
  - Proprietary work in South East Asia and Mexico
  - Late sales and uplift settlement
- Vessel utilisation of 80%
  - Two vessels on charter
- EBITDA

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- USD 24.8 million
- Adjusted EBITDA\* of USD 20.9 million

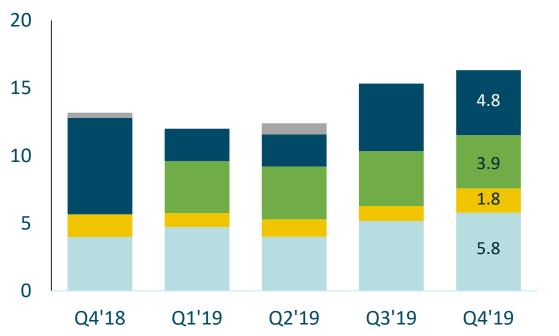
\*Adjusted EBITDA includes capitalised multi-client expenses and vessel and office lease expenses



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

#### Spot the difference.

### **Operational costs**



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

#### Comments

- Operational costs base in Q4 19 of USD 16.3 million
  - USD 1 million higher than Q3 2019
    - Legal fees related to Brazilian Municipal Service Tax (ISS) claim (USD 0.6 million)
    - Withholding taxes (USD 0.8 million)
- Cost control
  - Continued focus on cost optimisation

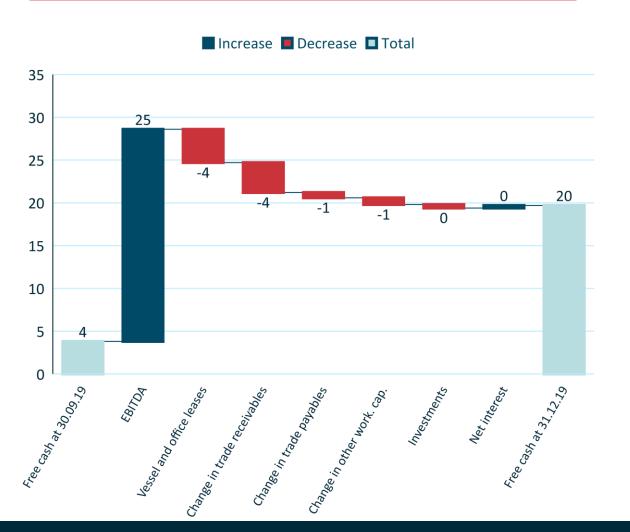
\*Cost base is defined as operational costs (charter hire etc, employee expenses, other operating expenses) plus MC investments and vessel and office lease payments presented as financial leases from 1 January 2019, restructuring charges and other extraordinary items

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

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#### Spot the difference.

## Increase in free cash in Q4 2019



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

#### Comments

- Net increase in free cash of USD 16.0 million to USD 19.7 million
  - Trade receivables increased by USD 3.5 million to USD 23.5 million
    - Continued delays in some of the payments under on-going contract
  - Adjusted EBITDA of USD 20.9 million
  - USD 1.7 million interest income related to Brazilian ISS verdict





## Summary

- Strong 4<sup>th</sup> quarter with revenues of USD 37.2 million and adjusted EBITDA of USD 20.9 million
- Full year revenue of USD 89.4 million (unaudited)
- Cash position continues to be adversely affected by delayed payments, but standing at USD 19.7 million at end of year.
- Order backlog at end of Q4 of USD 58 million, of which USD 14 million is firm

