# EMGS FIRST QUARTER

20 / 05 / 2010

emgs

# *HIGHLIGHTS FIRST QUARTER 2010*

**Important events in the quarter:**

· Total revenues at USD 10.7 million for the quarter

· EBITDA loss of USD 7.6 million

· EMGS awarded survey worth USD 5 million offshore West Africa

· Campaign in Norway worth USD 7 million awarded by Rocksource

· First joint EMGS-Fugro project completed

· New Executive Vice President Sales/Marketing and Business Development

**Subsequent important events:**

· Pre-funding from Statoil for Barents Sea multi-client campaign

· EMGS awarded contract worth USD 7.5 million

### *KEY FINANCIAL FIGURES*

| USD million (except per share data) | Q1 2010 | Q1 2009 | 2009 | Q4 2009 |
|---|---|---|---|---|
| Revenues | **10.7** | 5.8 | 59.0 | 7.0 |
| Operating profit/(loss) | **(13.2)** | (23.5) | (63.4) | (24.6) |
| Income/(loss) before income taxes | **(13.7)** | (24.7) | (81.4) | (31.9) |
| Earnings per share | **(0.11)** | (0.27) | (0.76) | (0.29) |
| Average number of shares outstanding (in thousands) | **123 577** | 91 567 | 106 572 | 106 572 |
| EBITDA | **(7.6)** | (17.6) | (39.7) | (18.7) |
| Multi-client investment | **0.8** | - | - | - |
| Adjusted EBITDA | **(8.4)** | (17.6) | (39.7) | (18.7) |

Information related to shares is for ordinary shares. The number of ordinary shares outstanding at March 31, 2010, was 125 580 261.

## FINANCIAL REVIEW

### Revenues and EBITDA

EMGS recorded revenues of USD 10.7 million in the first quarter of 2010 compared with USD 5.8 million in the first quarter of 2009, corresponding to an increase of 84 per cent. The revenues for the fourth quarter 2009 were USD 7.0 million, giving a quarter-on-quarter increase of 53 per cent.

Of total revenues, the company recorded USD 0.3 million as multi-client revenues in the first quarter 2010, compared with zero in the corresponding quarter 2009 and USD 3.4 million in the fourth quarter 2009.

Charter hire, fuel and crew expenses totalled USD 7.8 million in the first quarter 2010 compared with USD 12.2 million in the corresponding quarter in 2009, corresponding to a decrease of 36 per cent. The reduced cost is partly due to there being no significant charge for the vessels that are not in operation, as these costs were accrued under onerous contracts in the fourth quarter 2009. There was also a USD 2.3 million multi-client cost reduction due to capitalisation in connection with the joint EMGS-Fugro Multi-client survey over the Vema Dome area in the Norwegian Sea. Charter hire, fuel and crew expenses totalled USD 13.4 million in the fourth quarter of 2009.

Employee expenses decreased from USD 7.8 million in the first quarter of 2009 to USD 7.3 million in the first quarter 2010. The comparable amount for the fourth quarter 2009 was USD 8.5 million.

Other operational costs decreased by 9 per cent in the first quarter 2010 over the same period last year, from USD 3.4 million to USD 3.2 million. The decrease from 2009 to 2010 is related to reduced activity level and some residual effects of the cost reduction program. The comparable amount for the fourth quarter 2009 was USD 3.8 million.

### Depreciation and amortisation

Depreciation and ordinary amortisation was USD 5.2 million in the first quarter 2010, down from 5.8 USD million in the corresponding quarter in 2009 and USD 6 million in the fourth quarter 2009. The reduction is due to the reduced capital expenditure throughout 2009 to date, along with some assets becoming fully depreciated.

The USD 2.3 million capitalisation of multi-client costs was reduced by USD 1.5 million owing to cost-sharing funding received from Fugro. Of the remaining capitalised multi-client costs USD 0.3 million was amortisation in the first quarter 2010.

### Share of profit of joint venture

The share of profit in joint venture in the first quarter of 2010 amounted to USD 0.0 million. The corresponding figure for the first quarter 2009 was negative USD 0.2 million. In the fourth quarter 2009 the group recognised negative USD 2.2 million as share of profit in joint venture.

### Net financial items

Net financial items in the first quarter of 2010 amounted to an expense of USD 0.5 million, which includes a USD 1.5 million interest charge and a USD 0.9 million currency gain. Net financial items amounted to USD 1.5 million in the first quarter of 2009, while the comparable figure for the fourth quarter 2009 was an expense of USD 5.1 million.

### Result before income tax

EMGS recorded a loss of USD 13.7 million before income tax in the first quarter 2010, compared with a loss of USD 24.7 million in the corresponding quarter in 2009 and a loss of USD 31.8 million in the fourth quarter 2009.

### Income tax expense

Income tax expenses of USD 0.1 million were recorded in the first quarter of 2010, compared to USD 0.0 million in the first quarter of 2009 and income tax income of USD 1.1 million in the fourth quarter 2009. These taxes relate to profits earned in foreign jurisdictions.

**Net result for the period**
The net loss in the first quarter of 2010 was USD 13.8 million, compared with a loss of USD 24.7 million in the same period last year and USD 30.8 million in the fourth quarter 2009.

**Balance sheet and cash flow**
Cash and cash equivalents totalled USD 16.9 million at 31 March 2010, compared with USD 4.5 million at 31 March 2009. In the first quarter 2010 a subsequent offering (to the fourth quarter's private placement) was fully subscribed, and this resulted in gross proceeds of NOK 18 million (approximately USD 3 million).

Trade receivables were USD 7.6 million at 31 March 2010, down from USD 12.3 million at 31 March 2009.

Net cash flow from operating activities was negative by USD 12.7 million for the quarter ended 31 March 2010, compared with a negative net cash flow from operating activities of USD 21.9 million in the first quarter of 2009.

Cash applied in investing activities in the first quarter of 2010 amounted to USD 0.8 million, the majority of which was in the multi-client library. This compares to USD 1.0 million in 2009.

Cash flow from financial activities was positive USD 1 million in the first quarter of 2010 owing to proceeds from the subsequent offering. The comparable amount in the first quarter of 2009 was negative USD 0.7 million.

## *OPERATIONAL REVIEW*
EMGS defines 'utilisation' as vessel time spent on contracted or committed work, including paid mobilisation. The company's vessel utilisation in 2009 and 2010 were as follows:

| | Q1 | Q2 | Q3 | Q4 |
|---|---|---|---|---|
| 2009 | 46% | 47% | 32% | 27% |
| 2010 | 69% | - | - | - |

During the first quarter 2010 EMGS had two vessels in operation: BOA Galatea and BOA Thalassa. BOA Galatea spent most of the quarter on a 3D EM survey in the Caribbean, before transiting to West Africa to provide 3D EM data acquisition services in the second quarter of 2010. BOA Thalassa completed a multi-client survey over the Vema Dome area in the Norwegian Sea in cooperation with Fugro and subsequently embarked on campaign in Norway for Rocksource. The start-up of the survey in West Africa was somewhat delayed owing to government permitting issues, as was the Rocksource campaign in Norway. The latter was also affected by high sunspot activity in the northern parts of Norway.

Siem Sasha was subleased until its contracted lease period came to an end on 20 March. The vessel was subsequently returned to the ship owner and is consequently no longer part of EMGS's vessel fleet.

Atlantic Guardian was subleased for the whole of the period.

Siem Mollie was cold stacked for the whole of the first quarter of 2010.

## *EVENTS IN THE QUARTER*
On 5 January, EMGS announced that Dag W. Reynolds was appointed as New Executive Vice President for Sales, Marketing and Business Development. Mr. Reynolds has 20 years experience from the oil and gas industry, including two years as CEO for the seismic company SeaBird Exploration Ltd., and nine years for Petroleum Geo-Services ASA (PGS). Also, in 2007 Mr. Reynolds co-founded Spring Energy ASA, a Norwegian oil company.

The first joint EMGS – Fugro project was announced on 14 January. The 3D EM multi-client project in the Norwegian Sea was completed during the first quarter 2010.

On 13 January, the Company announced that the Subsequent Offering of 4 million shares at NOK 4.50 was completed. The Subsequent Offering, following the private placement in December, resulted in gross proceeds of NOK 18 million.

On 10 February, EMGS announced that it had signed a contract worth in excess of USD 7 million with Rocksource to provide data acquisition services for a number of areas on the Norwegian continental shelf, ahead of Norway's 21st and APA 2010 exploration licensing rounds. The surveys started after completion of the joint Fugro – EMGS multi-client project in the Norwegian Sea.

On 11 February, EMGS announced the launch of a major multi-client 3D EM campaign ahead of the 21st licensing round in Norway. This is a continuation of the highly successful Barents Sea project in 2008, which was the world's first large-scale multi-client 3D EM survey.

On March 8, EMGS received a Letter of Award from an oil and gas company to provide 3D EM data acquisition services worth approximately USD 5 million offshore West Africa. The company reported that the work program would be performed by the purpose-built vessel BOA Galatea in the second quarter of 2010.

## *RECENT EVENTS*

On 8 April, EMGS was awarded a contract worth USD 7.5 million to provide 3D electromagnetic (EM) data acquisition, processing and interpretation services for a repeat customer. The survey is expected to commence in the third quarter of 2010. This is the second part of a global 3D EM campaign for a major oil company, the first part of which was a Caribbean contract announced in mid-December.

On 19 April, EMGS announced that it has secured pre-funding from Statoil to start an extensive multi-client 3D EM survey in the Barents Sea, ahead of Norway's 21st exploration licensing round. The Company reported that the work program presently stands at more than 4 000 $km^2$, and could be expanded subject to additional industry commitments. EMGS's multi-client data library in the Barents Sea will upon completion of the campaign cover more than 14 000 $km^2$ of 3D EM data.

## *OUTLOOK*

EMGS is pleased to see that its strategy of focusing resources on targeted national and international oil companies has yielded tangible results. The company has initiated a global 3D EM campaign for a major oil company, the first part of which was a survey performed in the Caribbean. The second part is a previously announced USD 7.5 million contract to be performed in the third quarter. This survey is located in Asia and provides a strong foundation for a regional campaign which the company expects will extend through the first quarter of 2011.

Positive developments in negotiations with other key customers indicate that substantial campaigns will be awarded for 2010 and 2011. Furthermore, EMGS has, building on the successful Barents Sea multi-client campaign in 2008, initiated a substantial multi-client campaign ahead of the 21st licensing round in Norway.

EMGS is presently in the process of mobilising its third vessel crew. This is a result of the gradual improvements in backlog visibility and an increase in vessel utilisation levels. The containerised equipment set will be deployed on the vessel Siem Mollie and positions the company to capitalise on the marine EM market recovery.

As a result of the above factors, EMGS expects a significant improvement in revenues for the second half of 2010. The company maintains that operational profits are within reach for the financial year 2010.

Oslo, 19 May 2010
Board of Directors

# CONSOLIDATED INCOME STATEMENT

| Amounts in USD 1 000 | Q1 2010 Unaudited | Q1 2009 Unaudited | 2009 Audited |
|---|---|---|---|
| **Operating revenues** | | | |
| Contract sales | **10 379** | 5 812 | 39 593 |
| Multi-client sales | **310** | - | 19 385 |
| **Total operating revenues** | **10 689** | **5 812** | **58 978** |
| **Operating expenses** | | | |
| Charter hire, fuel and crew expenses | **7 819** | 12 189 | 55 211 |
| Employee expenses | **7 284** | 7 849 | 30 194 |
| Depreciation and ordinary amortisation | **5 223** | 5 819 | 23 707 |
| Multi-client amortisation | **345** | - | - |
| Other operating expenses | **3 200** | 3 409 | 13 308 |
| **Total operating expenses** | **23 871** | **29 266** | **122 420** |
| **Operating profit (loss)** | **-13 182** | **-23 454** | **-63 442** |
| Share of profit of joint venture | **-** | 185 | -10 746 |
| **Financial income and expenses** | | | |
| Interest income | **2** | 23 | 375 |
| Interest expenses | **-1 432** | -321 | -4 517 |
| Change in fair value of conversion rights | **-19** | - | 1 212 |
| Net foreign currency income/(loss) | **930** | -1 169 | -4 286 |
| **Net financial items** | **-520** | **-1 467** | **-7 217** |
| **Income/(loss) before income tax** | **-13 702** | **-24 736** | **-81 404** |
| Income tax expenses | **62** | 12 | -109 |
| **Income/(loss for the year** | **-13 765** | **-24 748** | **-81 295** |
| Basic loss per share (result for the period/average nr shares) in USD | **-0.11** | -0.27 | -0.76 |

*CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME*

| | Q1 2010 Unaudited | Q1 2009 Unaudited | 2009 Audited |
|---|---|---|---|
| **Income/(loss) for the period** | **-13 765** | **-24 748** | **-81 295** |
| Exchange differences on translation of foreign operations | **26** | 5 | 8 |
| **Total comprehensive income/(loss) for the period** | **-13 739** | **-24 743** | **-81 287** |

# CONSOLIDATED BALANCE SHEET

| Amounts in USD 1 000 | Quarter ended 31 March 2010 Unaudited | Quarter ended 31 March 2009 Unaudited | Year ended 31 Dec 2009 Audited |
|---|---|---|---|
| **ASSETS** | | | |
| **Non-current assets** | | | |
| Intangible assets | **2 892** | 3 757 | 2 862 |
| Property, plant and equipment | **27 399** | 42 598 | 32 117 |
| Assets under construction | **11 351** | 13 088 | 10 533 |
| Interest in joint venture | **3 015** | 13 225 | 3 015 |
| **Total non-current assets** | **44 657** | **72 668** | **48 527** |
| **Current assets** | | | |
| Inventories | **8 586** | 8 146 | 8 147 |
| Trade receivables | **7 606** | 12 335 | 9 930 |
| Other receivables | **8 755** | 8 473 | 6 924 |
| Cash and cash equivalents | **16 943** | 4 528 | 29 578 |
| **Total current assets** | **41 890** | **33 482** | **54 579** |
| **Total assets** | **86 547** | **106 150** | **103 106** |
| **EQUITY** | | | |
| **Capital and reserves attributable to equity holders of the Company** | | | |
| Share capital, share premium and other paid equity | **152 793** | 245 188 | 149 739 |
| Other reserves | **-192** | -221 | -218 |
| Retained earnings | **-138 545** | -187 068 | -124 780 |
| **Total equity** | **14 056** | **57 899** | **24 741** |
| **LIABILITIES** | | | |
| **Non-current liabilities** | | | |
| Employee benefit obligations | **4 933** | 4 642 | 5 462 |
| Borrowings | **3 603** | 6 067 | 4 263 |
| **Total non-current liabilities** | **8 536** | **10 709** | **9 725** |
| **Current liabilities** | | | |
| Trade payables | **13 463** | 17 785 | 14 570 |
| Current tax liabilities | **1 817** | 3 134 | 2 047 |
| Provisions | **3 154** | - | 6 718 |
| Other short term liabilities | **11 783** | 10 722 | 10 806 |
| Borrowings | **33 738** | 5 901 | 34 499 |
| **Total current liabilities** | **63 955** | **37 542** | **68 640** |
| **Total liabilities** | **72 491** | **48 251** | **78 365** |
| **Total equity and liabilities** | **86 547** | **106 150** | **103 106** |

# CONSOLIDATED STATEMENT OF CASH FLOW

| Amounts in USD 1 000 | Quarter ended 31 March 2010 Unaudited | Quarter ended 31 March 2009 Unaudited | Year ended 31 Dec 2009 Audited |
|---|---|---|---|
| **Net cash flow from operating activities:** | | | |
| Income/(loss) before income tax | **-13 677** | -24 738 | -81 404 |
| **Adjustments for:** | | | |
| Witholding tax expenses | **29** | 475 | 410 |
| Total taxes paid | **-321** | -189 | -1 090 |
| Depreciation and ordinary amortisation | **5 223** | 5 819 | 23 707 |
| Multi-client amortisation | **345** | - | - |
| Share of net (profit)/loss of joint venture | **-** | -425 | 2 643 |
| Impairment of disposal of property, plant and equipment | **-** | 3 | - |
| Non-cash portion of pension expenses | **-529** | 250 | 1 070 |
| Cost of share-based payments | **211** | 263 | 1 185 |
| Change in trade receivables | **2 324** | 1 588 | 3 993 |
| Change in inventories | **-439** | 1 393 | 1 392 |
| Change in trade payables | **- 1 107** | -1 729 | -4 944 |
| Change in other working capital | **-5 235** | -4 620 | 5 331 |
| Change in fair value of conversion rights | **19** | - | -616 |
| Currency effect on convertible loans | **-874** | - | - |
| Write down of investment in JV | **-** | - | 8 103 |
| Amortisation of interest | **1 298** | - | 4 861 |
| **Net cash flow from operating activities** | **-12 733** | **-21 910** | **-35 395** |
| **Investing activities:** | | | |
| Investment in joint ventures | **-** | - | - |
| Purchases of property, plant and equipment | **-46** | -573 | -4 940 |
| Purchases of intangible assets | **-11** | -467 | -2 507 |
| Proceeds from sales of assets | **-** | 34 | 119 |
| Investment in multi-client library | **-823** | - | - |
| **Cash used in investing activities** | **-880** | **-1 006** | **-7 328** |
| **Financial activities:** | | | |
| Financial lease payments-principal | **-1 306** | -867 | -2 578 |
| Proceeds from convertible loans | **-** | - | 27 364 |
| Proceeds from issuance of ordinary shares | **2 843** | - | 22 264 |
| Cost of rights issue | **-** | -36 | - |
| Proceeds of bank borrowings | **-** | 235 | - |
| Payment of interest on bonds | **-559** | - | -1 027 |
| Payment of bank borrowings | **-** | - | -1 834 |
| **Cash provided by financial activities** | **978** | **-668** | **44 189** |
| **Net increase in cash** | **-12 635** | **23 584** | **1 466** |
| Cash balance beginning of period | **29 578** | 28 112 | 28 112 |
| Cash balance end of period | **16 943** | 4 528 | 29 578 |
| **Increase in cash** | **-12 635** | **-23 584** | **1 466** |

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

| Amounts in USD 1 000 | Share capital, share premium and other paid-in equity | Other reserves | Retained earnings | Total equity |
|---|---|---|---|---|
| **Balance at 31 December 2008 (Audited)** | **244 961** | **-226** | **-162 319** | **82 416** |
| Currency translation differences | - | 5 | - | **5** |
| Loss for the period | - | - | -24 748 | **-24 748** |
| Total comprehensive income | - | 5 | -24 748 | **-24 743** |
| Cost of share-based payment | 263 | - | - | **263** |
| Cost of rights issue | -36 | - | - | **-36** |
| **Balance at 31 March 2009 (Unaudited)** | **245 188** | **-221** | **-187 067** | **57 900** |
| Currency translation differences | - | 14 | - | **14** |
| Loss for the period | - | - | -7 054 | **-7 054** |
| Total comprehensive income | **-** | **14** | **-7 054** | **-7 040** |
| Cost of share-based payment | 230 | - | - | **230** |
| Equity component of convertible loan | 163 | - | - | **163** |
| **Balance at 30 June 2009 (Unaudited)** | **245 581** | **-207** | **-194 121** | **51 253** |
| Currency translation differences | - | 3 | - | **3** |
| Loss for the period | - | - | -18 698 | **-18 698** |
| Total comprehensive income | **-** | **3** | **-18 698** | **-18 695** |
| Cost of share-based payment | 413 | - | - | **413** |
| Transfer of share premium to retained earnings | -118 834 | - | 118 834 | **-** |
| **Balance at 30 September 2009 (Unaudited)** | **127 160** | **-204** | **-93 985** | **32 971** |
| Currency translation differences | - | -14 | - | **-14** |
| Loss for the period | - | - | -30 795 | **-30 795** |
| Total comprehensive income | **-** | **-14** | **-30 795** | **-30 809** |
| Cost of share-based payment | 279 | - | - | **279** |
| Cost of private placement | -1 192 | - | - | **-1 192** |
| Proceeds from shares issued - private placement and options exercised | 23 492 | - | - | **23 492** |
| **Balance at 31 December 2009 (Audited)** | **149 739** | **-218** | **-124 780** | **24 741** |
| Currency translation differences | - | 26 | - | **26** |
| Loss for the period | - | - | -13 765 | **-13 765** |
| Total comprehensive income | **-** | **26** | **-13 765** | **-13 739** |
| Cost of share-based payment | 211 | - | - | **211** |
| Cost of private placement | -243 | - | - | **-243** |
| Proceeds from shares issued - private placement and options exercised | 3 086 | - | - | **3 086** |
| **Balance at 31 March 2010 (Unaudited)** | **152 793** | **-192** | **-138 545** | **14 056** |

## *NOTES TO THE FINANCIAL STATEMENTS*

### Accounting principles

The group has applied the same accounting standards and policies as in the group's financial statements at 31 December 2009, and has implemented standards, interpretations and amendments which were effective from 1 January 2010.

### Segment reporting

EMGS reports its sales revenue as one reportable segment. The sales revenues and related costs are incurred worldwide.

The amounts below show sales revenues reported by geographic region.

| Amounts in USD 1 000 | **Q1 2010** | Q1 2009 | 2009 |
|---|---|---|---|
| Americas | **5.0** | 0.2 | 21.0 |
| Asia | **-** | 4.8 | 5.1 |
| Europe | **5.7** | 0.9 | 29.6 |
| Africa | **-** | - | 3.3 |
| Australia | **-** | - | - |
| **Total** | **10.7** | **5.8** | **59.0** |

### Onerous contracts

EMGS has evaluated the vessel lease contracts on the vessels that are not used in production of the company's services any longer. According to IAS 37 the present obligation of a contract that is onerous should be recognised and measured as a provision. The company has calculated a best estimate of the net present value of the future rental obligation based on the net charge of unavoidable lease payments on the non-operating vessels. There has been no additional accrual in first quarter 2010.

### Statement of compliance

These condensed consolidated interim accounts have been prepared in accordance with IAS 34 and should be read in conjunction with the consolidated financial statements for the group for the year ending 31 December 2009. The group's financial statements are available upon request from the company's registered office in Trondheim or at emgs.com.

### Disclaimer for forward-looking statements

This quarterly report includes and is based, inter alia, on forward-looking information and statements that are subject to risks and uncertainties that could cause actual results to differ. Such forward-looking information and statements are based on current expectations, estimates and projections about global economic conditions, the economic conditions of the regions and industries that are major markets for EMGS ASA and its subsidiaries. These expectations, estimates and projections are generally identifiable by statements containing words such as "expects", "believes", "estimates" or similar expressions. Important factors that could cause actual results to differ materially from those expectations include, among others, economic and market conditions in the geographic areas and industries that are or will be major markets for the EMGS's businesses, oil prices, market acceptance of new products and services, changes in governmental regulations, interest rates, fluctuations in currency exchange rates and such other factors as may be discussed from time to time. Although EMGS ASA believes that its expectations and the information in this report were based upon reasonable assumptions at the time when they were made, it can give no assurance that those expectations will be achieved or that the actual results will be as set out in this report. EMGS ASA nor any other company within the EMGS group is making any representation or warranty, expressed or implied, as to the accuracy, reliability or completeness of the information in the report, and neither EMGS ASA, any other company within the EMGS group nor any of their directors, officers or employees will have any liability to you or any other persons resulting from your use of the information in the report. EMGS ASA undertakes no obligation to publicly update or revise any forward-looking information or statements in the report.

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EMGS uses its proprietary electromagnetic (EM) technology to support oil and gas companies in their search for offshore hydrocarbons. The company is the EM market leader and provides Clearplay, the world's first fully integrated EM system.

Three service offerings - Clearplay Find, Test and Evaluate - have been designed to assist operators in the exploration and production phase. Clearplay supports each stage in the workflow, from survey design and data acquisition to processing and interpretation. The services enable integration of EM data with seismic and other geophysical and geological information to give explorationists a clearer and more complete understanding of the subsurface. This improves exploration efficiency, and reduces risk and finding costs per barrel.

EMGS operates the world's first purpose-built 3D EM vessel fleet and has conducted more than 450 surveys to improve drilling success rates across the world's mature and frontier offshore basins. The company operates on a worldwide basis with main offices in Trondheim and Stavanger, Norway; Houston, USA; and Kuala Lumpur, Malaysia.

Please visit *EMGS.COM* for the latest news and in-depth information about EMGS and EM technology.


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