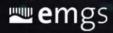
# EMGS ASA

Second quarter result 2008

CEO, Terje Eidesmo CFO, Svein Knudsen

Hotel Continental 21 August 2008

Finding hydrocarbons™



### Disclaimer

This quarterly presentation 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 Electromagnetic Geoservices ASA (EMGS) 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' 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 Electromagnetic Geoservices 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. Electromagnetic Geoservices 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 Electromagnetic Geoservices 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. Electromagnetic Geoservices ASA undertakes no obligation to publicly update or revise any forward-looking information or statements in the Report.



## **Group highlights Q2**

Solid pre-funding of multi-client 3D EM survey in the Barents Sea

Contract awarded by StatoilHydro

Successful launch of Bridge – tool for integrating EM data with other exploration data

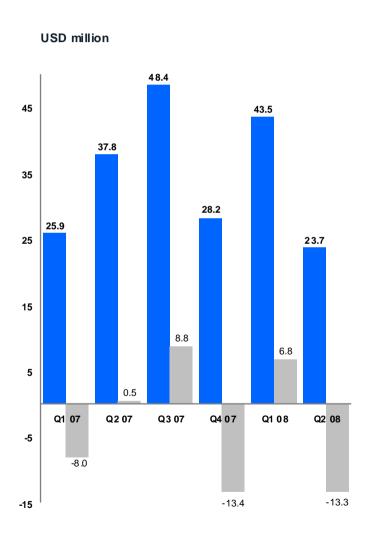
Favourable court ruling in Dutch patent dispute in April







## **Financial highlights**



Q2 revenues in line with performance update

Quarter to quarter fluctuations continues

Satisfying revenue mix

Successful generation of new multi-client market

Increased credit facility to USD 35 million

A share issue of NOK 250 million in Q3



## **Consolidated income statement**

| USD million                            | Qua     | Quarterly |          | Half year |  |
|--|---------|-----------|----------|-----------|--|
|  | Q2 2008 | Q2 2007   | YTD 2008 | YTD 2007  |  |
| Revenues                               | 23.7    | 37.8      | 67.2     | 63.7      |  |
|  |         |           |          |           |  |
| Charter hire, fuel and crew expenses   | 18.7    | 24.7      | 38.8     | 43.6      |  |
| Employee expenses                      | 10.1    | 6.7       | 20.3     | 17.9      |  |
| Other operating expenses               | 8.2     | 5.8       | 14.5     | 9.7       |  |
| EBITDA *)                              | (13.3)  | 0.5       | (6.5)    | (7.4)     |  |
|  |         |           |          |           |  |
| Depreciation and ordinary amortisation | 5.7     | 3.0       | 10.6     | 5.6       |  |
| Multidient amortisation                | 6.1     |           | 9.4      |           |  |
| EBIT                                   | (25.1)  | (2.5)     | (26.5)   | (13.0)    |  |
|  |         |           |          |           |  |
| Net financial items                    | (2.9)   | (0.1)     | (4.6)    | (1.0)     |  |
| Profit (loss) before tax               | (27.9)  | (2.4)     | (31.1)   | (14.0)    |  |
|  |         |           |          |           |  |
| Tax                                    | 0.9     | 0.6       | 2.1      | 1.3       |  |
| Net profit (loss)                      | (28.8)  | (3.0)     | (33.3)   | (15.3)    |  |
|  |         |           |          |           |  |
| EBIT DA                                | (13.3)  |           |          |           |  |
| Multiclient investment                 | 6.1     |           |          |           |  |
| Adjusted EBITDA                        | (19.4)  |           |          |           |  |

## **Condensed balance sheet**

| USD million                   | As of<br>30 June 2008 | As of<br>30 June 2007 |
|-------------------------------|-----------------------|-----------------------|
| ASSETS                        | "                     | •                     |
| Cash and cash equivalents     | 14.2                  | 89.5                  |
| Trade receivables             | 39.8                  | 41.8                  |
| Other current assets          | 30.5                  | 13.5                  |
| Total current as sets         | 84.6                  | 144.9                 |
| Intangible assets             | 3.5                   | 2.2                   |
| Property, plant and equipment | 51.2                  | 32.9                  |
| Investment in joint venture   | 13.2                  | -                     |
| Total non-current assets      | 67.9                  | 35.2                  |
| TOTAL ASSETS                  | 152.5                 | 180.0                 |
| LIABILITIES                   |                       |                       |
| Trade payables                | 30.6                  | 19.0                  |
| Borrowings                    | 20.6                  | 21.5                  |
| Current tax liability         | 4.1                   | 4.5                   |
| Other short term liabilites   | 15.4                  | 15.1                  |
| Total current liabilities     | 70.8                  | 60.1                  |
| Total non-current liabilities | 10.1                  | 3.0                   |
| TOTAL LIABILITIES             | 80.9                  | 63.1                  |
| EQUITY                        |                       |                       |
| Total equity                  | 71.6                  | 116.9                 |
| TOTAL EQUITY AND LIABILITIES  | 152.5                 | 180.0                 |





## **Operational highlights**

#### Operational activity influenced by:

- Delayed licensing round in Norway
- Contract challenges

#### Operational flexibility utilised:

- Yard stay for three vessels
- Mobilisation of two vessels in the Barents Sea

#### Operational focus:

Align production capacity with demand







## Fleet status

**M/V Relume**Charter expired
20 August

Demobilis ation



M/V Sasha
Approximately one
week yard stay in Q2

Charter expiration: March 2010



M/V Siem Mollie

Nearly one month yard stay in Q2

Charter expiration: March 2010



M/V Stad Angler
Approximately one
week yard stay in Q2

Charter expiration:
October 2008



M/V Atlantic Guardian

<u>Charter expiration</u>: January 2011



**BOA**Operational from Q4 2008

Charter expiration: Q4 2013





## World's largest 3D EM survey in the Barents Sea

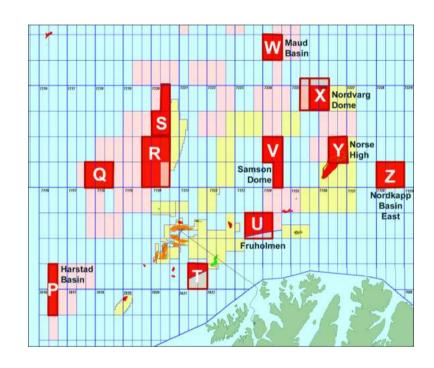
The world's largest multi-client 3D EM survey completed in August

Heavily pre-funded and covering more than 9,000 km<sup>2</sup>

A total of 30 blocks or all Barents Sea acreage in the Norwegian 20th exploration licencing round covered

Multi-client proved as a viable business model

Ability to efficiently produce resistivity maps over large areas



EMGS sees a global potential for 3D EM and multi-client



## Shallow water breakthrough in Malaysia

Shallow water contract worth USD 5 million awarded by repeat customer in Malaysia

Recently developed new technology will be used in water depths of 60 meters

EMGS will assist in both prospect ranking and estimating volumes in several prospects

Broadens EMGS's addressable market

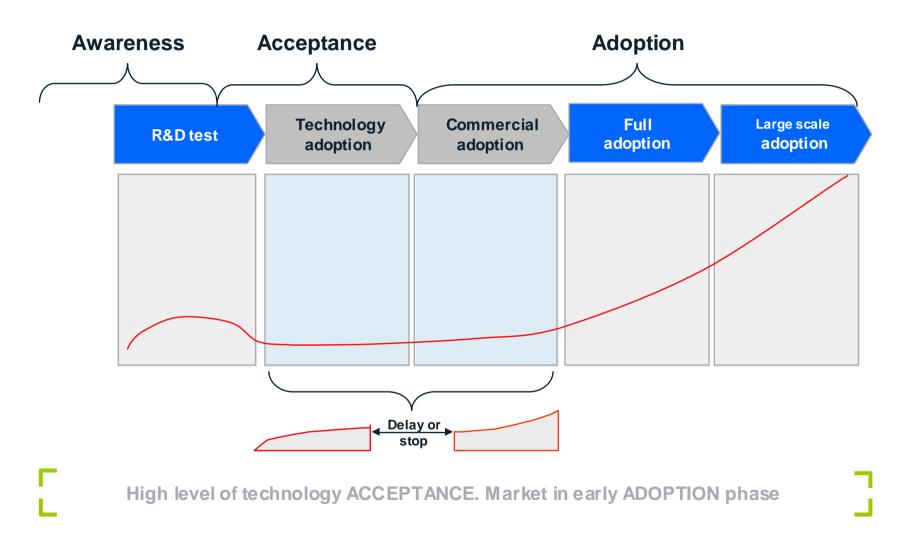


With latest shallow water technology EMGS can perform surveys at virtually any depth





## The main challenge



## Measures to enhance the commercial adoption

#### Strategy conclusion

"Fewer, larger and closer"

#### <u>Actions</u>

Strengthen business units

Showcases

Develop the right products

Train customers

Integration tools (i.e. Bridge)

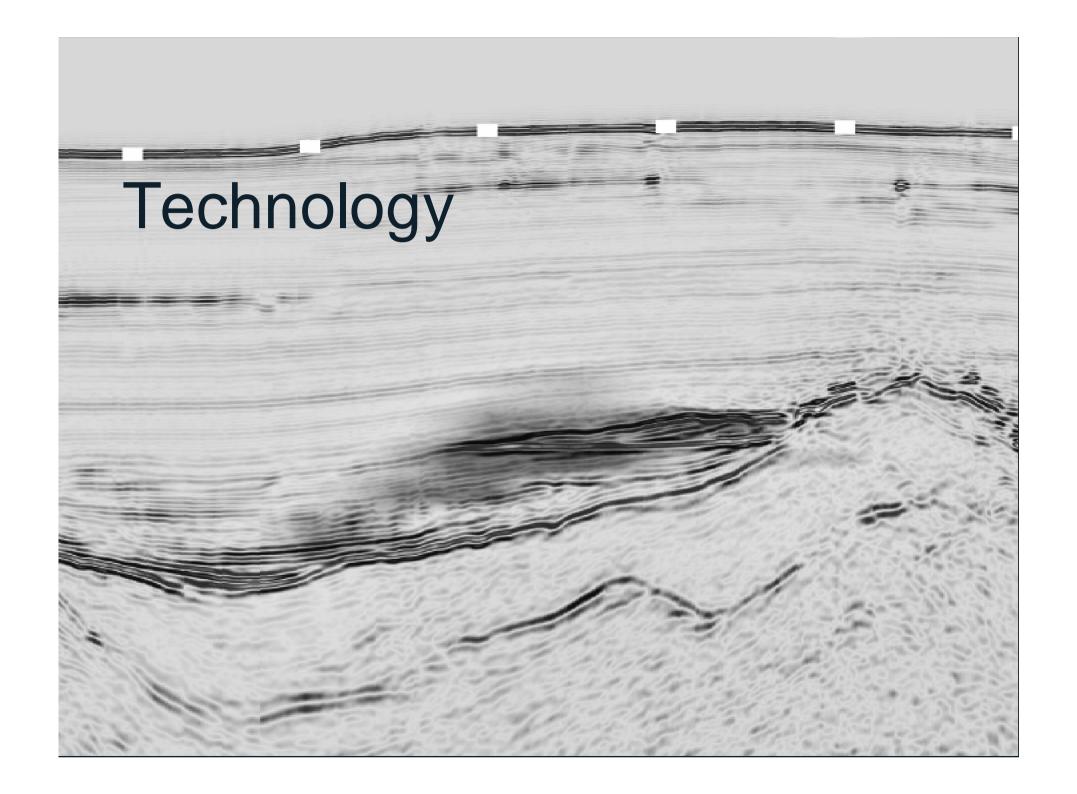


EMGS Business Units

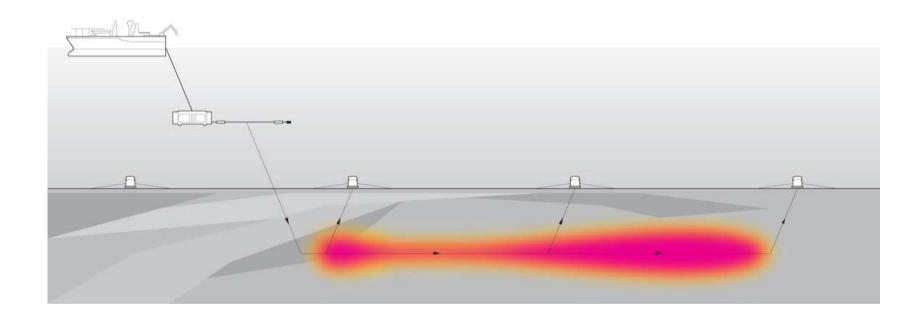


Strategic actions will increase ADOPTION further





## The pioneer and world leader in the EM market



Seismic maps structures and boundaries. EM maps what's inside the layers



## **Bridge: The EM data integrator**

Decision support tool for exploration professionals

EMGS data becomes an integrated part of a familiar work environment

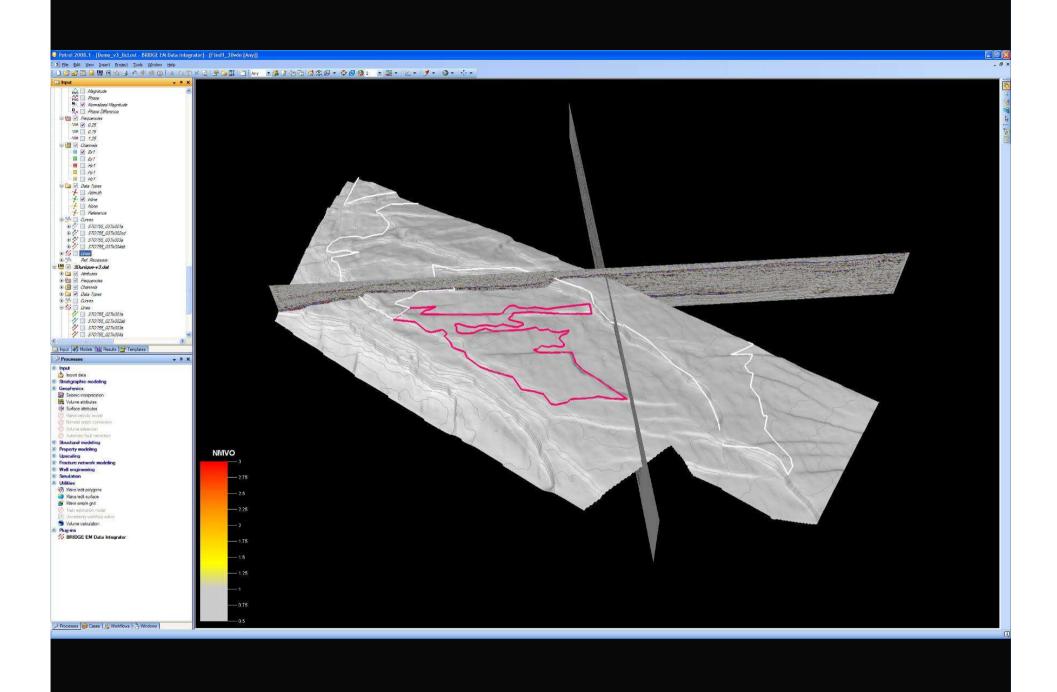
EM data are now available in the decision process

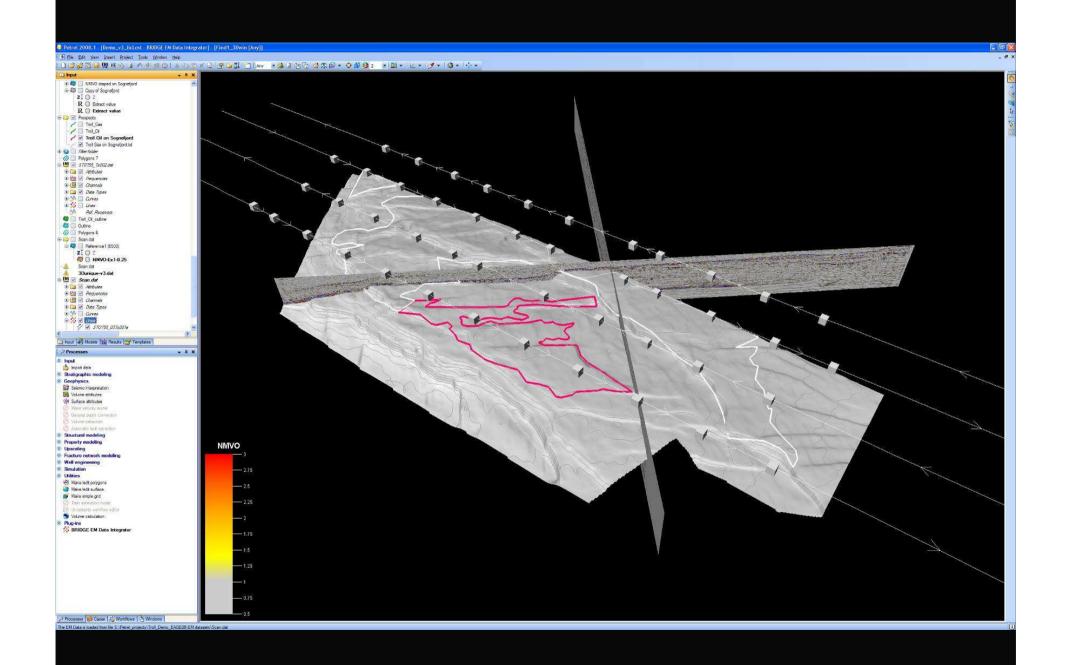
This will create increased demand for EMGS data

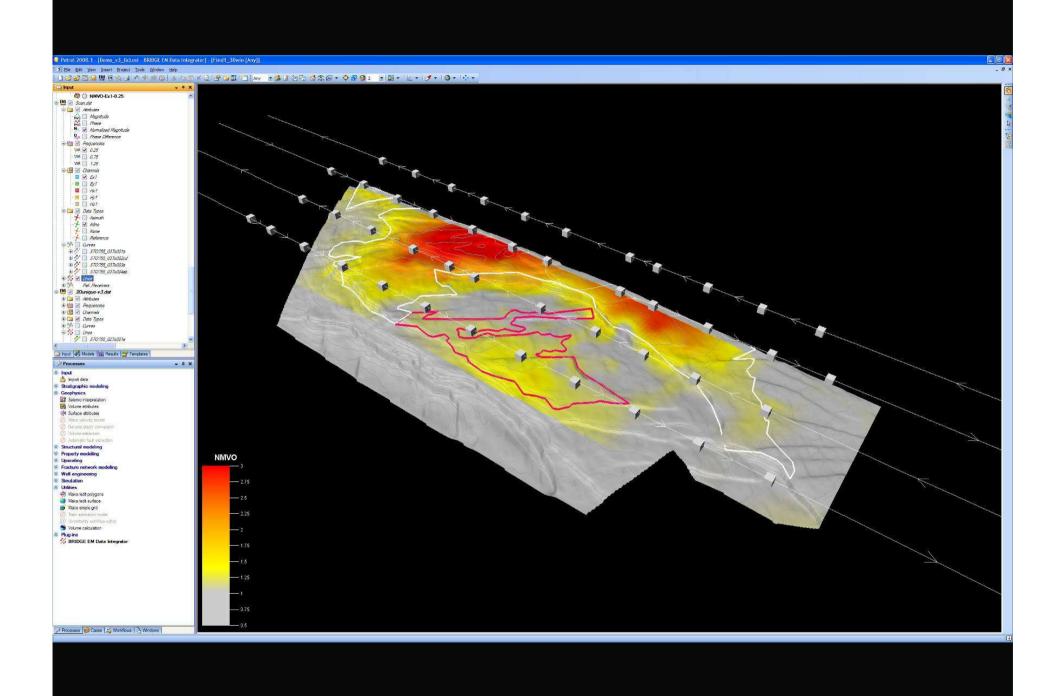


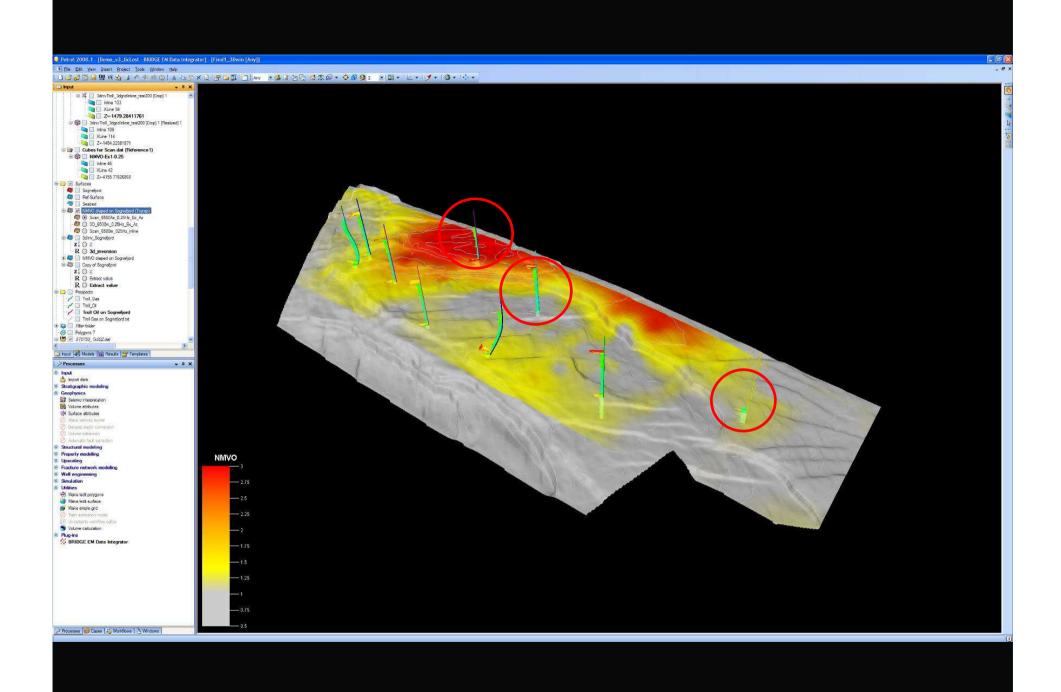
Supercharging an established workspace with EM

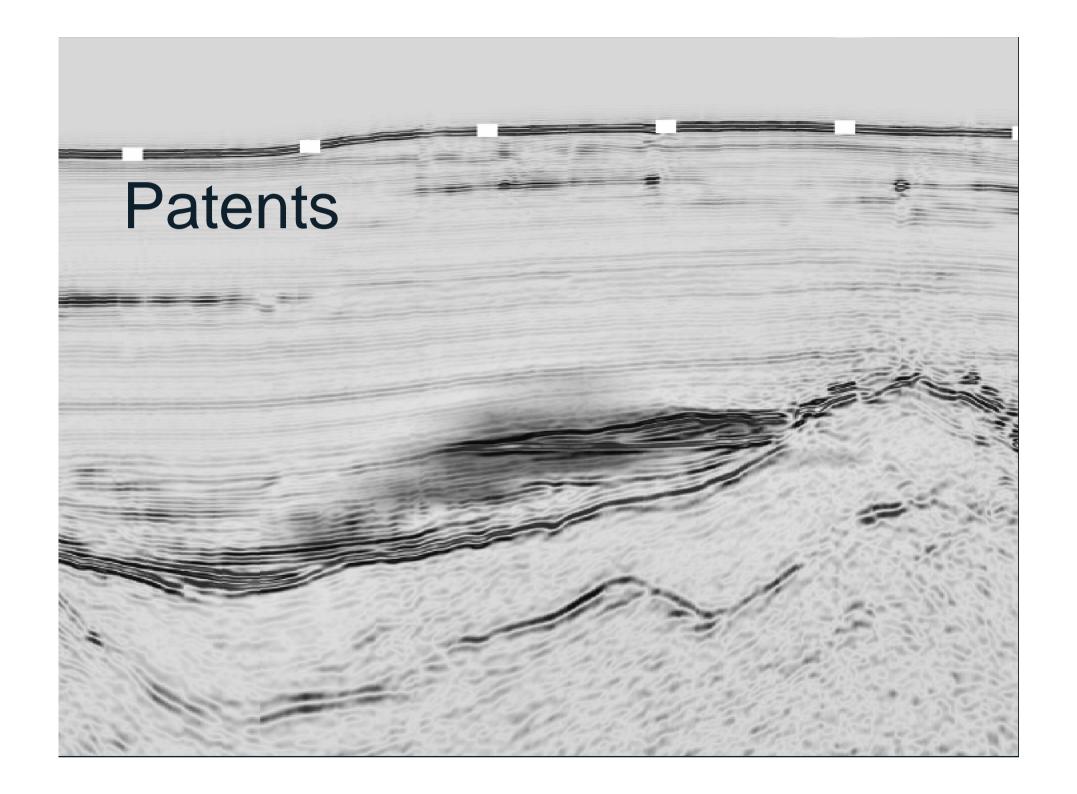












## Patent dispute decisions

The Dutch patent court ruled in favour of EMGS in April

Another patent hearing at the High Court in London in June/July

London patent court decision expected in Q4 2008



EMGS will continually protect its patent position in the interest of its shareholders



## **Summary**

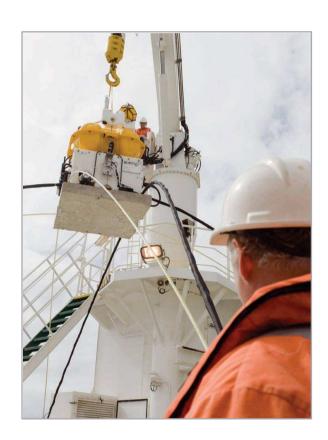
Acceptance of EM technology is strong

EM market still in early adoption phase

Adoption will pick up as more advanced EM technology is integrated with seismic and other exploration data

Multi-client proved to be a viable business model

Measures to increase operational efficiency and to enhance commercial approach are well under way





### Outlook

Share issue will secure our ability to execute growth plans

Advanced products like 3D and shallow water acquisiton key to future growth

Further develop the multi-client business model

Strong focus on international sales and efficient operations

Despite the quarterly market fluctuations we remain confident that this will be a profitable growth segment





# Q & A

# **Appendix**

## **Condensed statement of cash flow**

| USD million                             | First half |        |
|---|------------|--------|
|   | 2008       | 2007   |
| Net cash flow from operating activities | (18.6)     | (15.4) |
|   |            | •      |
| Net cash flow from investing activities | (14.1)     | (14.6) |
|   |            | •      |
| Net cash flow from financial activities | 6.3        | 99.0   |
|   |            | •      |
| Net profit (loss)                       | (33.3)     | (15.3) |



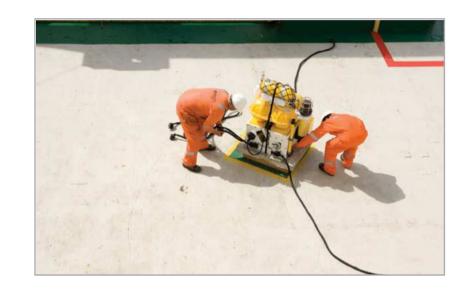
### **Patent status**

#### Current patent portfolio includes:

- Over 180 cases
- 19 patent families
- 70 patents granted or applications accepted for grant

EMGS has revoked or surrendered a number of patents throughout the years and expects to do so

The portfolio relates primarily to the method. Equipment and interpretation tools are trade secrets



Some patents are being challenged. So far all have been successfully defended



## Why a rights issue?

Meet EMGS' key objectives

- Secure EMGS the needed financing: Fully underwritten transaction
- Equal treatment of shareholders: Rights issue
- Flexibility and value preservation for shareholders: *Tradeable* subscription rights

Flexibility for the shareholders

- The chosen transaction structure gives existing shareholders the right to be allocated shares in the equity issuance (subscription rights) on a pro rata basis according to the shareholding on the record date
- The subscription rights may
  - a) be used to subscribe to new shares in the equity issuance; or
  - b) be fully or partly sold during the subscription period

Valueneutrality for the shareholders

- The issued subscription rights are expected to have an economic value
  - 20% discount to the VWAP in the period 21-27 August 2008
- The value of the subscription rights will depend on the subscription price for the rights issue and the share price of EMGS during the subscription period

# Ownership (as of June 2008)

|    | Shareholder                      | Shares     | Holding |
|----|----------------------------------|------------|---------|
| 1  | WARBURG PINCUS                   | 46,307,312 | 62.06%  |
| 2  | STATE STREET BANK AND TRUST CO.  | 3,672,105  | 4.92%   |
| 3  | JPMORGAN CHASE BANK              | 1,820,700  | 2.45%   |
| 4  | UBS AG, London branch            | 1,773,400  | 2.39%   |
| 5  | BJARTE BRUHEIM                   | 1,715,302  | 2.31%   |
| 6  | MORGAN STANLEY & CO INC          | 1, 622,564 | 2.18%   |
| 7  | JPMORGAN CHASE BANK              | 1,129,200  | 1.52%   |
| 8  | BANK OF NEW YORK, Brussel branch | 1,084,900  | 1.46%   |
| 9  | LBPB NOMINEES LTD.               | 954,096    | 1,28%   |
| 10 | JP MORGAN CHASE BANK             | 934,894    | 1.26%   |
| 11 | TERJE EIDESMO                    | 854,214    | 1,15%   |
| 12 | SVEIN ELLINGSRUD                 | 840,214    | 1.13%   |
| 13 | STOREBRAND LIVSFORSIKRING        | 687,170    | 0.92%   |
| 14 | STÅLE EMIL JOHANSEN              | 576,214    | 0.78%   |
| 15 | ERIK SKOGEN                      | 472,881    | 0.64%   |

