

# SECOND QUARTER 2015 RESULTS.

Oslo, 20 August 2015 CEO Bjarte Bruheim, CFO Svein Knudsen

Spot the difference.

### 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.

# Overview second quarter 2015

- Sales from multi-client data library in Barents Sea
- Cost reduction program implemented
- Letter of award in Malaysia
- Re-start work for Pemex
- Received permits for multi-client surveys in Mexico



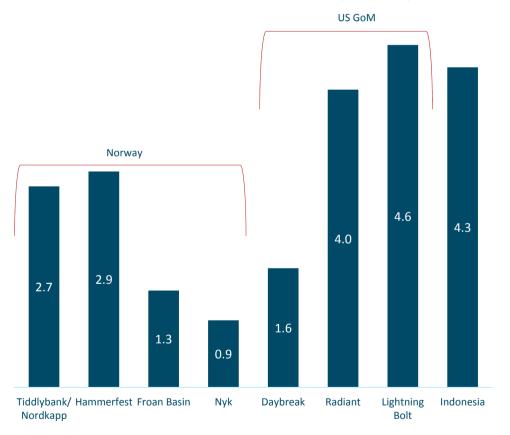
# Second quarter operational overview





### 2015 multi-client investments





- Tiddlybank/ Nordkapp
  - 50/50 cooperation with TGS
  - 2.6 USD million revenues YTD
  - Relevant for 23rd licensing round
- Hammerfest/ Froan/ Nyk
  - Prefunding/late sale of ~2.3 USD million YTD
  - Relevant for APA rounds
- Daybreak/ Radiant, western US GoM
  - Annual licensing round, close August
- Lightning Bolt, central/ eastern US GoM
  - Annual licensing rounds, close March
- Indonesia
  - Licensing round, close December



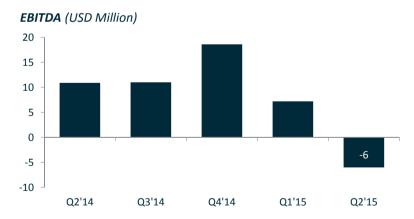
### Key financials

- 10.5 vessel months in Q2
- Utilisation of 68%, with 5% contract and 63% MC allocation
- Costs include provisions related to cost reduction measures
- Multi-client investment of USD 14.0 million in the guarter
- Impairment of goodwill re. OHM acquisition of USD 14.4 million



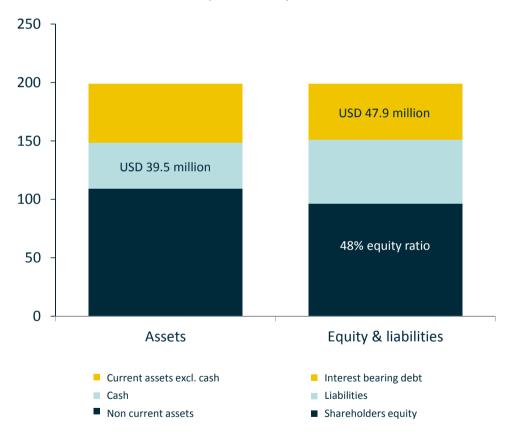
#### Revenues and revenues/costs per vessel month (USD Million)





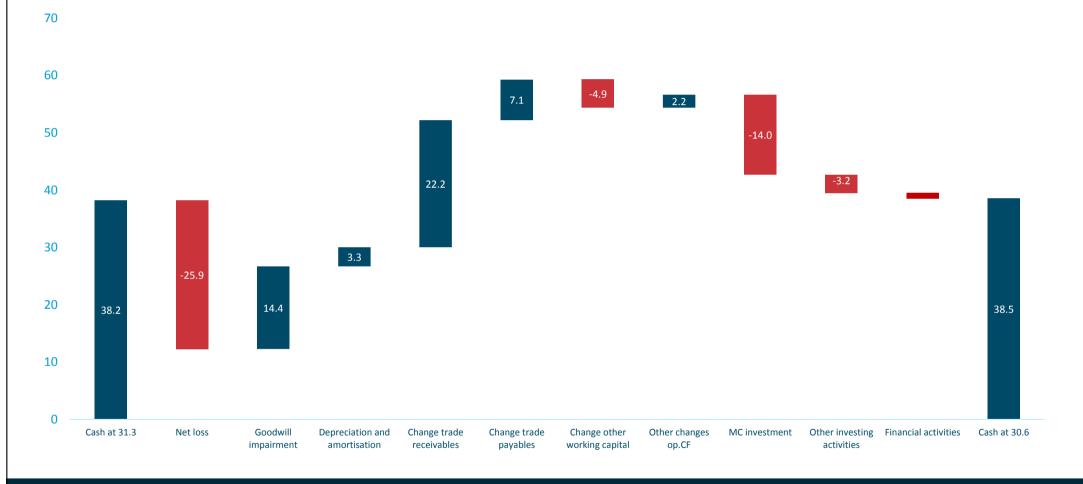
### **Capital Structure**

#### **Balance sheet as at 30.06.15** (USD million)



- Cash at USD 39.5 million, up from USD 38.9 million at 31 March
  - Trade receivables decreased by USD 22.2 million to USD 16.3 million
  - Trade payables increased by USD 7.1 million to USD 16.5 million
- Impairment of goodwill of USD 14.4 million
- Net book value of multi-client library of USD 51.2 million
  - MC investments of USD 14 million in Q2
- Financing
  - Bond loan re-classified to current liabilities
  - DNB overdraft facility of USD 10 million unused

# Cash development





### Cost reduction program implemented

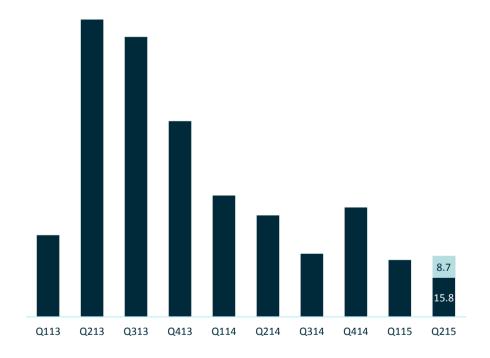
- Phase I of cost reduction program implemented in January
- Phase II implemented late June with key elements:
  - Reduction of global headcount (including consultants) by 20%
  - Reduction of vessel capacity from three to four vessels, EM Leader laid-up
  - Reduction of capital expenditures by appr 50 %
- All key elements implemented and progressing according to plan
- Annual cost savings of ~USD 35 million compared to 2014 cost level
- Charge/ provision booked in second quarter
  - Restructuring charge of USD 1.3 million (employee expenses)
  - Provision for onerous contract of USD 1.5 million (charter hire)
- Two charter agreements to expire next 12 months
  - Currently decided not to renew or extend charter agreements for BOA
    Thalassa and BOA Galatea to reduce fixed commitments and utilise flexibility





### Current market situation





#### Challenging market

- Contract negotiations delayed
- Catious spending from oil companies affects EM demand
- Low visibility in some regions
- Market outlook hard to predict, high uncertainty

#### • Progress on adoption

- Good response from oil companies, high interest challenged by reduced budgets
- Work program credits in Brazil
- Included in work program guidelines for licensing and APA rounds in Norway



### Contract opportunities and projects for 2H 2015





# Strategic multi-client library hubs





# Summary and outlook

- Increasingly exposed to the challenging market in Q2, resulting in lower utilisation and contract volumes
- Still, good progress on adoption with high interest from oil companies and authorities
- Multi-client projects expected to yield good return on investments
- Cost reduction program implemented and progressing according to plan, further measures evaluated
- Market outlook hard to predict and uncertainty high







**Appendix** 



Spot the difference.

### Income statement

| USD million                              | Quarter ending |            | Half year ending |            | Year ending |  |
|--|----------------|------------|------------------|------------|-------------|--|
|  | 30.06.2015     | 30.06.2014 | 30.06.2015       | 30.06.2014 | 31.12.2014  |  |
|  |                |            |                  |            |             |  |
| Contract sales                           | 4.8            | 35.5       | 26.9             | 82.0       | 137.2       |  |
| Multi-client sales                       | 7.3            | 7.0        | 17.4             | 21.9       | 60.8        |  |
| Total revenues                           | 12.1           | 42.5       | 44.3             | 103.8      | 198.0       |  |
| Charter hire, fuel and crew expenses     | 3.7            | 13.9       | 11.3             | 34.5       | 61.3        |  |
| Employee expenses                        | 9.3            | 12.1       | 22.4             | 27.8       | 55.2        |  |
| Other operating expenses                 | 5.1            | 5.6        | 9.4              | 10.1       | 22.5        |  |
| EBITDA                                   | (6.0)          | 10.9       | 1.3              | 31.4       | 59.0        |  |
| Depreciation and ordinary amortisation   | 3.3            | 4.2        | 6.5              | 8.6        | 16.3        |  |
| Multi-client amortisation and impairment | 1.5            | 4.5        | 4.8              | 7.8        | 14.6        |  |
| Goodwill impairment                      | 14.4           | -          | 14.4             | -          | -           |  |
| EBIT                                     | (25.2)         | 2.3        | (24.5)           | 15.0       | 28.1        |  |
| Net financial items                      | (0.7)          | (2.9)      | (2.6)            | (3.9)      | 3.1         |  |
| Profit /(loss) before tax                | (25 .9)        | (0.6)      | (27.1)           | 11.1       | 31.2        |  |
| Income tax expense                       | 0.1            | 1.9        | 0.1              | 5.3        | 5.3         |  |
| Net profit /(loss)                       | (26.0)         | (2.5)      | (27.2)           | 5.8        | 25.9        |  |



# Financial position

| USD million                   |            |            |            |
|-------------------------------|------------|------------|------------|
| ASSETS                        | 30.06.2015 | 31.03.2015 | 31.12.2014 |
| Goodwill                      | -          | 14.4       | 14.4       |
| Deferred tax asset            | 3.0        | 3.0        | 3.0        |
| Multi-client library          | 51.2       | 40.1       | 33.8       |
| Other intangible assets       | 4.6        | 3.0        | 3.2        |
| Property, plant and equipment | 14.3       | 16.8       | 19.2       |
| Assets under construction     | 34.0       | 33.2       | 31.2       |
| Financial assets              | 2.0        | 2.2        | 4.8        |
| Total non-current assets      | 109.1      | 112.8      | 109.6      |
| Trade receivables             | 16.3       | 38.5       | 65.5       |
| Other current assets          | 34.2       | 34.5       | 33.6       |
| Cash and cash equivalents     | 38.5       | 38.2       | 25.2       |
| Restricted cash               | 0.9        | 0.7        | 1.4        |
| Total current assets          | 90.0       | 111.9      | 125.7      |
| TOTAL ASSETS                  | 199.0      | 224.6      | 235.3      |
| EQUITY AND LIABILITIES        |            |            |            |
| Total equity                  | 96.3       | 122.4      | 126.2      |
| Total non-current liabilities | 16.8       | 62.4       | 62.2       |
| Trade payables                | 16.5       | 9.4        | 13.4       |
| Current tax liability         | 4.6        | 4.7        | 4.6        |
| Other short term liabilities  | 17.6       | 24.5       | 27.3       |
| Borrowings                    | 47.2       | 1.2        | 1.7        |
| Total current liabilities     | 85.9       | 39.9       | 46.9       |
| TOTAL EQUITY AND LIABILITIES  | 199.0      | 224.6      | 235.3      |



# Cash flow

| USD million                             | Quarter    | ending     | Half year ending |            |  |
|---|------------|------------|------------------|------------|--|
|   | 30.06.2015 | 30.06.2014 | 30.06.2015       | 30.06.2014 |  |
|   |            |            |                  |            |  |
| Net cash flow from operating activities | 18.4       | 10.7       | 46.6             | 10.1       |  |
|   |            |            |                  |            |  |
| Net cash flow from investing activities | (17.1)     | (17.1)     | (31.7)           | (26.8)     |  |
|   |            |            |                  |            |  |
| Net cash flow from financial activities | (1.0)      | (1.1)      | (1.5)            | 1.0        |  |
|   |            |            |                  |            |  |
| Net increase/(decrease) in cash         | 0.4        | (7.5)      | 13.3             | (15.7)     |  |



# Largest shareholders as of 19 August

|    | Shareholder                               | Shares     | Holding |
|----|---|------------|---------|
|    |   |            |         |
| 1  | SIEM INVESTMENTS INC                      | 22,926,866 | 11.48   |
| 2  | PERESTROIKA AS                            | 18,889,449 | 9.46    |
| 3  | Morgan Stanley & Co. MS & CO LLC MSCO CLI | 18,576,200 | 9.30    |
| 4  | ODIN OFFSHORE                             | 9,651,299  | 4.83    |
| 5  | CLEARSTREAM BANKING                       | 8,160,165  | 4,08    |
| 6  | ODIN NORGE                                | 7,522,609  | 3.77    |
| 7  | VERDIPAPIRFONDET DNB                      | 5,072,125  | 2.54    |
| 8  | SKAGEN VEKST                              | 5,029,207  | 2.52    |
| 9  | VERDIPAPIRFONDET DNB                      | 4,916,670  | 2.46    |
| 10 | STATOIL PENSJON C/O JP MORGAN CHASE       | 4,568,645  | 2.29    |
| 11 | J.P. Morgan Chase Ba SPECIAL TREATY LENDI | 2,672,385  | 1.34    |
| 12 | SUNDT AS                                  | 2,142,763  | 1.07    |
| 13 | DNB NAVIGATOR (II)                        | 2,013,212  | 1.01    |
| 14 | SPORTSMAGASINET AS                        | 2,000,000  | 1.00    |
| 15 | NORTHERN TRUST GSL C TREATY CLIENTS       | 1,460,000  | 0.73    |
| 16 | DNB LIVSFORSIKRING A                      | 1,426,596  | 0.71    |
| 17 | DnB NOR MARKETS, AKS DNB Bank ASA         | 1,425,442  | 0.71    |
| 18 | NHO - P665AK JP MORGAN CHASE BANK         | 1,408,887  | 0.71    |
| 19 | EM-SBL HOLDING AS                         | 1,223,000  | 0.61    |
| 20 | BRUHEIM BJARTE HENRY                      | 1,215,088  | 0.61    |



### Vessel charters

|              | BOA Thalassa  | BOA Galatea  | Atlantic Guardian  | EM Leader     |
|--------------|---------------|--------------|--------------------|---------------|
|              |               |              | ATLANTIC QUIETI    |               |
| Firm Charter | December 2015 | July 2016    | December 2017      | December 2016 |
| Options      |               |              | 3 x 1 year         | 2 x 1 year    |
| Vessel owner | BOA Offshore  | BOA Offshore | North Sea Shipping | Seatrans      |
| Rates        | Fixed         | Fixed        | Fixed              | Flexible      |