# EMGS ASA

Third quarter result 2008

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Hotel Continental 20 November 2008

Finding hydrocarbons<sup>™</sup>

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### **Group highlights Q3**

The world's largest multi-client EM survey in the Barents Sea completed

Late sales of approximately USD 10 million

USD 10 million contract awarded by large independent oil company

Shallow water contract worth USD 5 million awarded in Malaysia

3D EM products rapidly replacing 2D

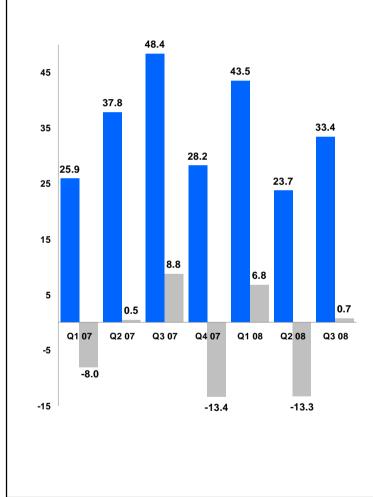
Successful rights offering



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## **Financial highlights Q3**



Revenues increased 40 per cent from previous quarter to USD 33.4 million

OPEX reduced by USD 3.2 million from Q2

CAPEX set to be cut to USD 10 million in 2009

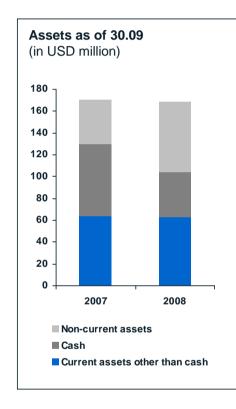
Capital increase of USD 42 million

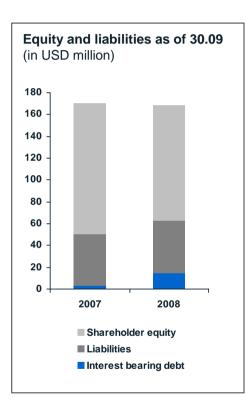
Liquidity reserve: Cash USD 40 million and credit facility USD 35 million

## Consolidated income statement

USD million	Quarte	erly	01.01 – 30.09	
	Q3 2008	Q3 2007	YTD 2008	YTD 2007
Revenues	33.4	48.4	100.5	112.1
Charter hire, fuel and crew expenses	17.0	25.3	55.8	68.9
Employee expenses	10.8	7.3	31.1	25.2
Other operating expenses	4.9	7.0	19.4	16.7
EBITDA *)	0.7	8.8	(5.7)	1.3
Depreciation and ordinary amortisation	5.8	3.6	16.4	9.2
Multiclient amortisation	6.4		15.8	
EBIT	(11.4)	5.2	(37.9)	(7.8)
Net financial items	4.9	(1.2)	0.2	(2.1)
Profit (loss) before tax	(6.6)	4.0	(37.7)	(10.0)
Тах	1.4	1.7	3.5	3.0
Net profit (loss)	(7.9)	2.2	(41.2)	(13.0)
EBITDA Multiclient investment	0.7 7.2	8.8	(5.7) 16.6	1.3
Adjusted EBITDA	(6.5)	8.8	(22.4)	1.3
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## **Capital structure**





Key investments in place

Comfortable cash position

Low interest-bearing debt

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#### A flexible business model

Capital spending cut on all levels

Downsizing of fleet and personnel

- 3 vessels in fleet
- Staff scaled down to new fleet level

Operational expenses approaching USD 30 million in Q1 2009

**Flexible operations** 

Further increase in operational efficiency



EMGS expects to generate cash on projected cost base in 2009

#### A more efficient fleet at lower cost



Two purpose built vessels in production. First will be launched in December 2008

More than 100 receivers on each vessel gives increased survey efficiency and ideal for 3D based surveys.



All vessels have Dynamic positioning DP class II.

Latest generations of receiver and source

Purpose-built handling equipment

High QHSE standards.





Vessel fleet with global presence



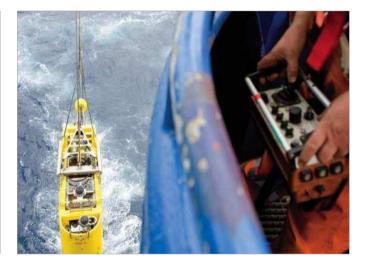
## High capacity equipment in place



Receivers and source – purposebuilt exclusively for EMGS

Large equipment base

Built-in redundancy All key equipment owned by EMGS



Navigation setup – based on commercial instruments adapted for EM imaging



Custom modified navigation package Exclusive right of design for all key systems



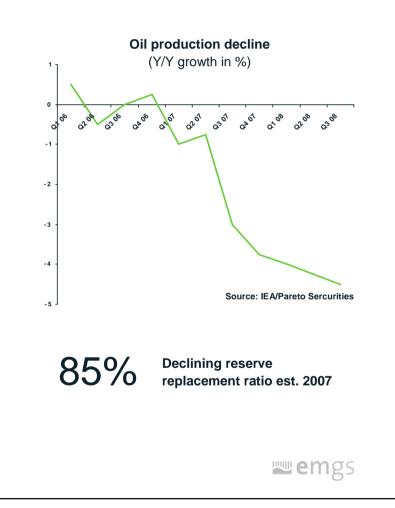


#### **Current energy trend**

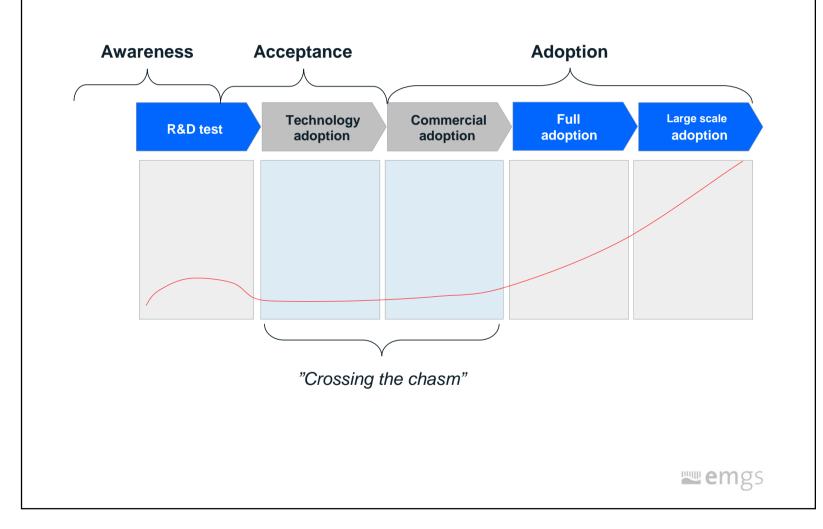
"A sea change is underway in the upstream oil and gas industry with international oil companies facing dwindling opportunities to increase their reserves and production"

"Even if oil demand was to remain flat to 2030, 45 mb/d of gross capacity – roughly four times the current capacity of Saudi Arabia – would need to be built by 2030 just to offset the effect of oilfield decline"

(World Energy Outlook 2008)



## Focus on triple A



#### **Increased commercial focus**

Increased resources in EAME Increased sales force in Stavanger More resources dedicated to Africa

Reorganisation of Houston office More resources Own network Prepared for focus on Gulf of Mexico

Improved sales performance in Asia One third of sales in Q3



Gulf of Mexico

EMGS will work smarter and more coordinated throughout the organisation

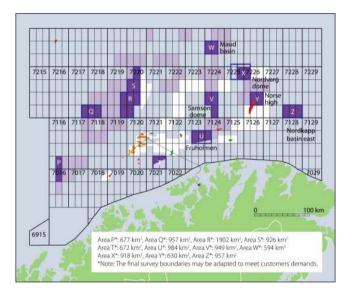
#### Successful multi-client model

Showcase MC survey in the Barents Sea

Extensive survey covering more than 9,000 km2 of arctic acreage

Seeking to apply the MC business model to other important oil regions

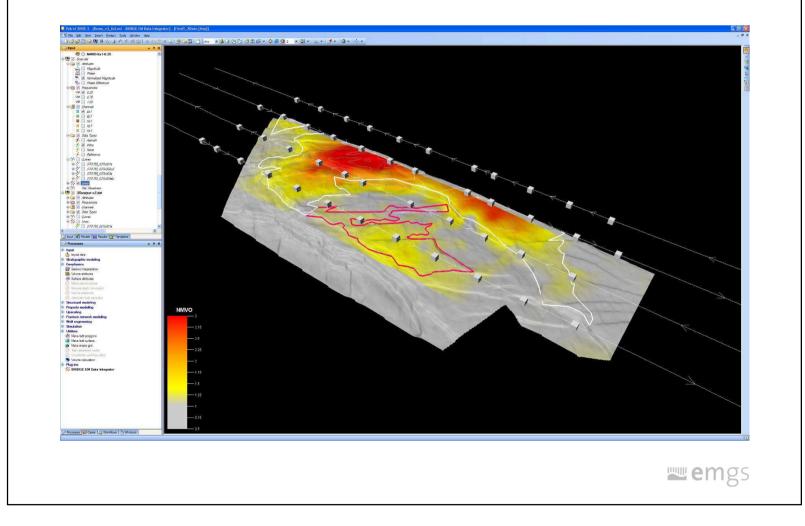
Relevant projects with major oil companies in strong financial position



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EMGS will develop the MC model further in 2009

## Product deliverable



#### Strong commercial base

In excess of 400 surveys and 10-vessel years of continuous operation

Staffed with the world's leading experts in EM

Customer base of more than 40 leading operators. Focus on "Group of ten"

Several customers with strong balance sheets and weaker on opportunities



#### The important role of oil authorities

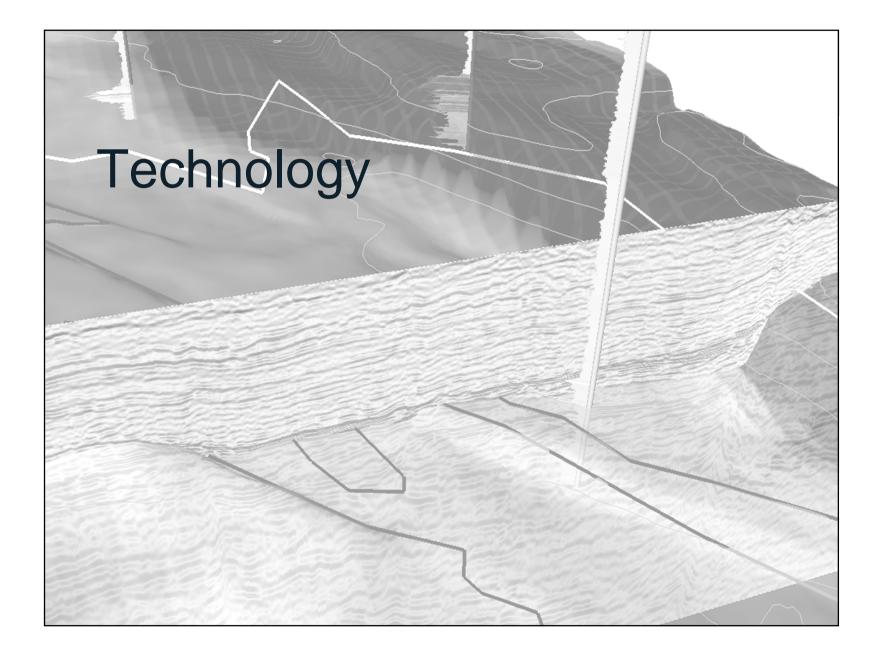
In addition to existing customer base EMGS is actively promoting technology to oil authorities

Actively encourage and credit the use of EM as part of the exploration programs

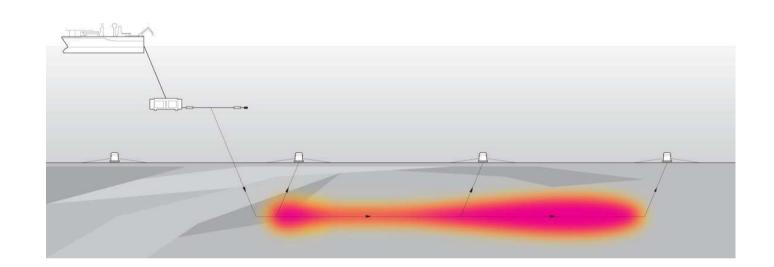
Use EM as part of the geophysical mapping

Investigate the use of EM as a tool prior to licensing rounds for hydrocarbon potential

Participate and encourage the development of EM in Enhanced Oil Recovery – seeing smaller targets



## The value of EM



A clearer, more complete understanding of the subsurface Better decisions, more quickly Reduced risk and finding costs per barrel

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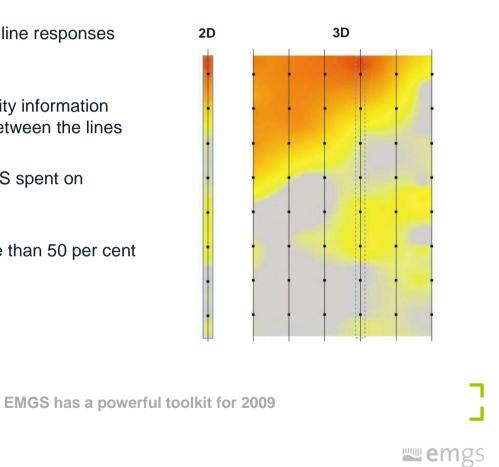
### **Technology development I**

Traditional 2D lines give inline responses over a limited area

3D EM gives areal resistivity information included azimuthal data between the lines

90 per cent of R&D i EMGS spent on developing 3D

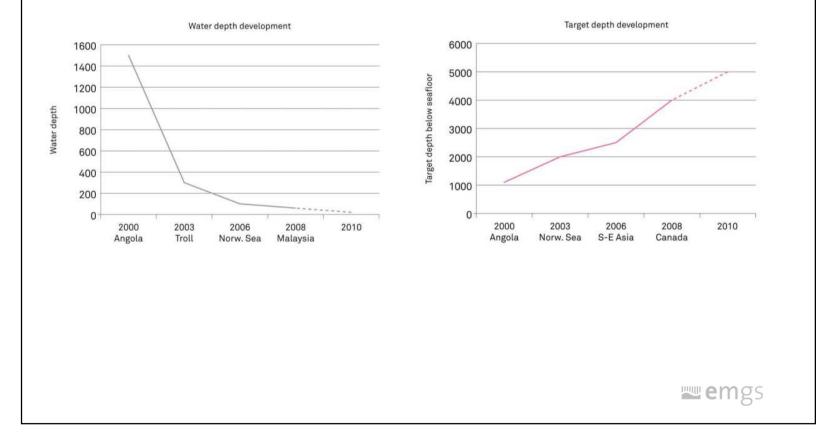
From zero in 2004 to more than 50 per cent of surveys in 2008



## **Technology development II**

#### Going shallow water

#### Seeing deeper targets



### Summary

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Important funding in place

A more streamlined business model

Successful multi-client survey in the Barents Sea completed

Advanced and effective 3D technology ready for large scale commercialisation

Important contracts awarded in Asia

Broad customer base with strong financial position

EMGS' strategic position strengthened during quarter

## Outlook

No need for funding in 2009

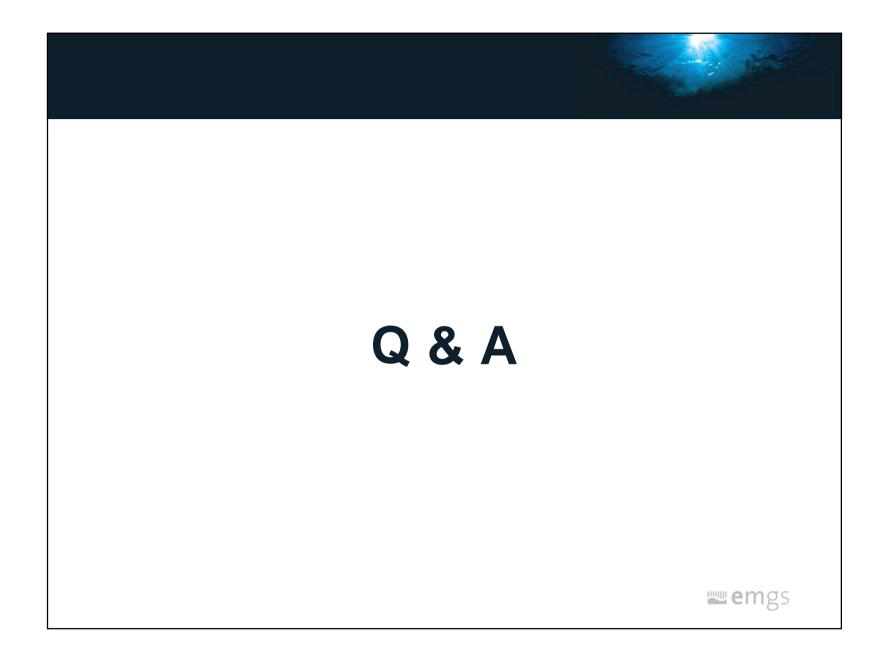
No need for substantial investments to maintain technology leadership

Important and advanced products already in place

Continued commercial focus

**Operational flexibility** 

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## **Condensed balance sheet**

USD million	As of 30 September 2008	As of 30 September 2007
ASSETS		
Cash and cash equivalents	40.9	66.2
Trade receivables	36.4	41.8
Other current assets	27.0	22.3
Total current assets	104.3	130.2
Intangible assets	4.9	3.3
Property, plant and equipment	46.4	36.8
Investment in joint venture	13.1	-
Total non-current assets	64.4	40.1
TOTAL ASSETS	168.7	170.3
LIABILITIES		
Trade payables	26.9	21.5
Borrowings	10.9	1.9
Current tax liability	5.1	6.2
Other short term liabilites	11.9	16.3
Total current liabilities	54.8	45.9
Total non-current liabilities	8.3	4.2
TOTAL LIABILITIES	63.0	50.0
EQUITY		
Total equity	105.7	120.3

## Condensed statement of cash flow

USD million		Nine months ended 30 September	
	2008	2007	
Net cash flow from operating activities	(12.1)	(13.2)	
Net cash flow from investing activities	(22.0)	(22.1)	
Net cash flow from financial activities	34.3	81.0	
Net profit (loss)	(41.2)	(13.0)	
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# Ownership (as of November 4)

	Shareholder	Shares	Holding
1	WARBURG PINCUS	61, 873,434	67.57%
2	BJARTE HENRY BRUHEIM	2,350,088	2.57%
3	JPMORGAN CHASE BANK	2,041,600	2.23%
4	UBS AG, London branch	1,888,900	2.06%
5	JPMORGAN CHASE BANK	1,829,219	2.00%
6	MORGAN STANLEY & CO INC	1,082,720	1.18%
7	SVEIN ELLINGSRUD	910,214	0.99%
8	TEJE EIDESMO	854,214	0.93%
9	KURT MARTIN STRACK.	563,011	0,61%
10	CITIBANK N.A. LONDON	546,646	0.60%
11	ERIK SKOGEN	472,881	0,52%
12	CREDIT SUISSE SECURITIES (USA) LCC	435,483	0.48%
13	STÅLE EMIL JOHANSEN	422,214	0.46%
14	JP MORGAN CHASE BANK	410,600	0.45%
15	STOREBRAND LIVSFORSIKRING	408,370	0.45%

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# **EMGS** experience and presence



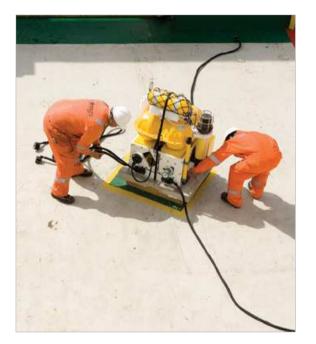
#### Patent status

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

