

# Q3 2020 RESULTS

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# Q3 2020

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## Operational highlights

- Atlantic Guardian cold stacked for the entire quarter
- Continue transition towards low-cost set-up

## Financial highlights

- Revenues of USD 2.1 million
- EBITDA of negative USD 0.2 million
- Adjusted EBITDA of negative USD 1.2 million

## Subsequent events

- Multi-client sales of USD 1.2 million
- OFG and EMGS enter into cooperation agreement



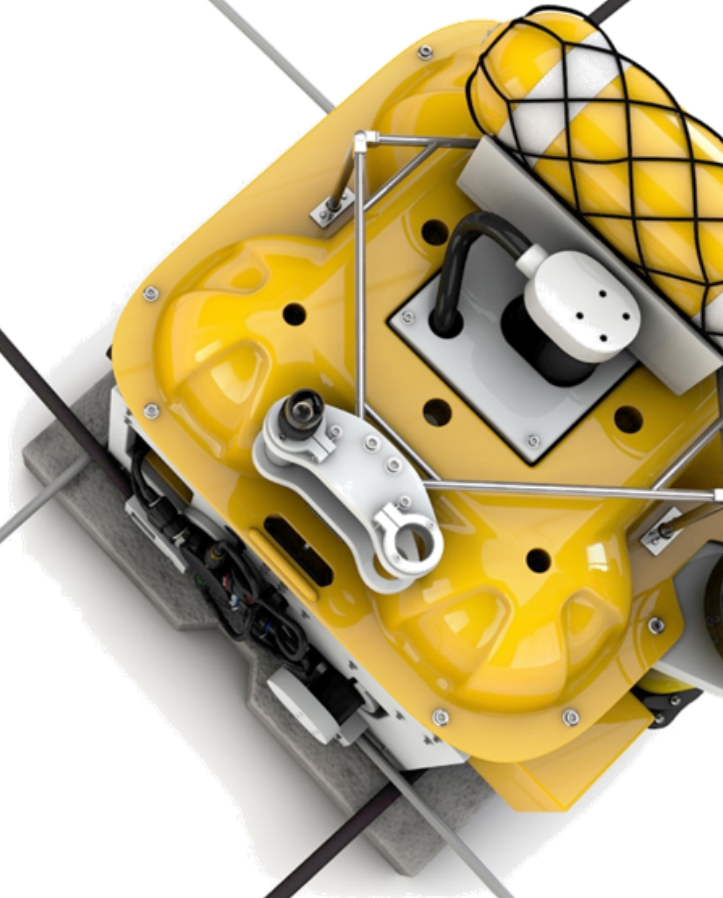




# Operations, Market and Outlook

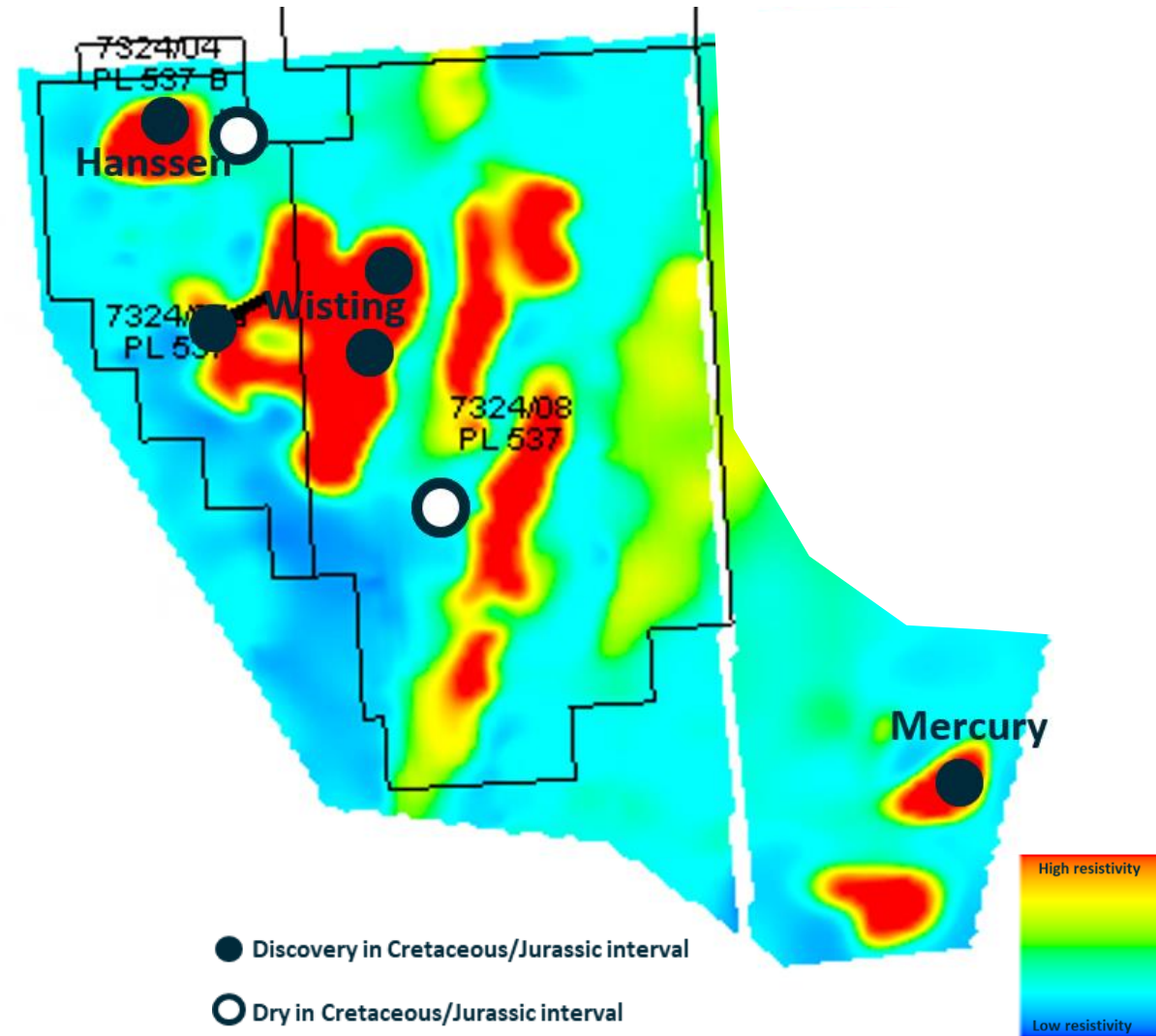
# Market outlook and industry collaborations

- CSEM market expected to remain challenging
- Transition to low-cost setup on schedule
- EMGS working towards restarting data acquisition in 2021
- EMGS signed a collaboration with Ocean Floor Geophysics (OFG) to collaborate on CSEM opportunities worldwide
- Collaboration with Time Lapse Geo (TLG) on reservoir monitoring
- Cooperation with TGS in the Hoop area of the Barents Sea



# Norwegian Multi-Client library and 25<sup>th</sup> License Round

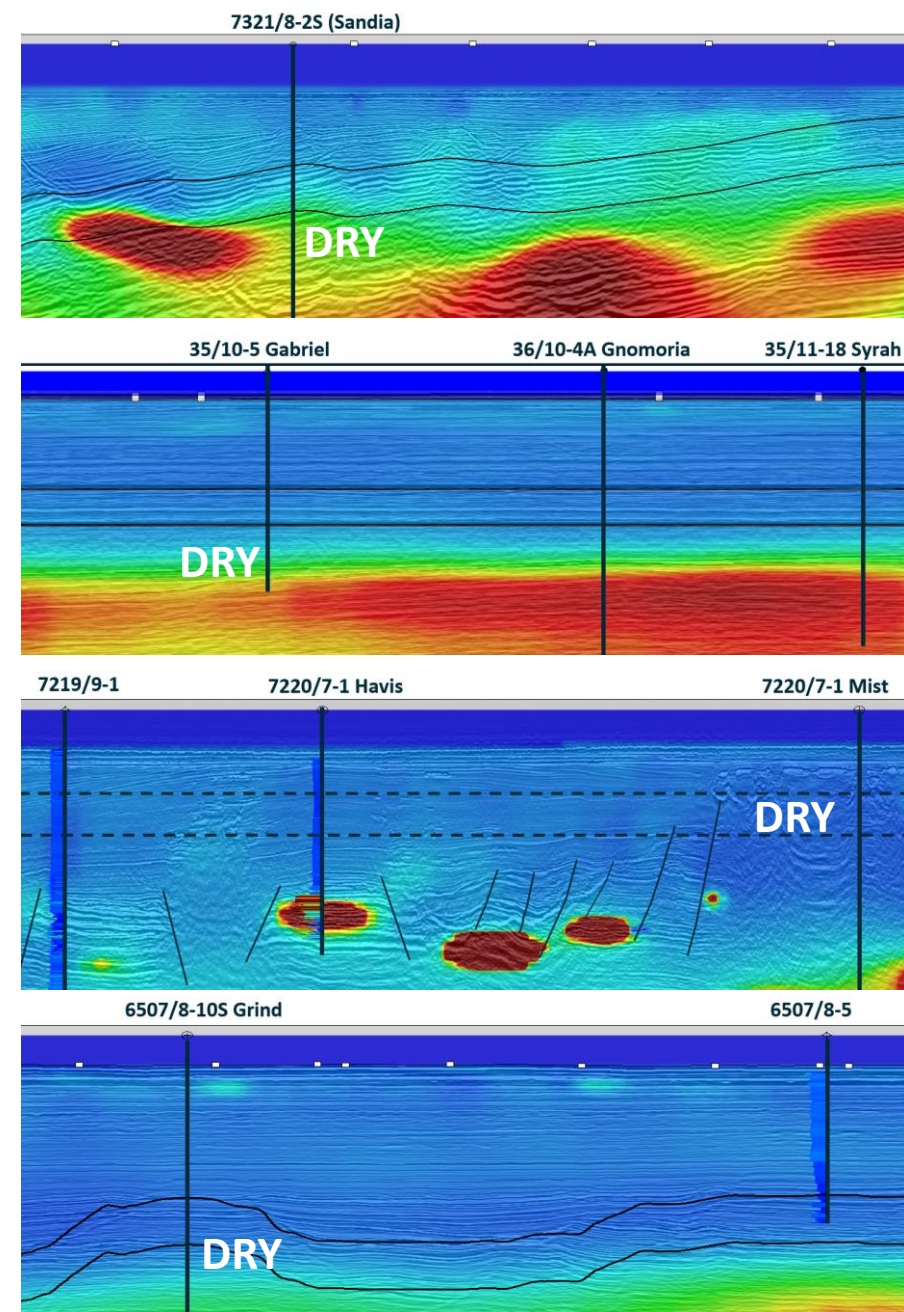
- Proposed areas for the 25<sup>th</sup> round includes 9 areas and a total of 136 blocks, of which 125 are in the Barents Sea and 11 in the Norwegian Sea
- EMGS expects that the round will generate both late sale and new acquisition opportunities
- EMGS, in collaboration with TGS, has extensive CSEM data coverage in the Hoop area north of the Wisting field





# Wells drilled this year

- A 4<sup>th</sup> well (Mist) has been drilled where EMGS has multi-client coverage
- It did not have a CSEM anomaly and was announced as dry
- All 4 wells were targeting prospects without any CSEM anomalies, and all came in unsuccessful (dry)
  - Grind (6507/8-10S) – Dry
  - Gabriel (35/10-5) – Dry
  - Sandia 7321/8-2S – Dry
  - Mist 7220/7-1 – Dry





# Financial review



# Third quarter 2020 performance

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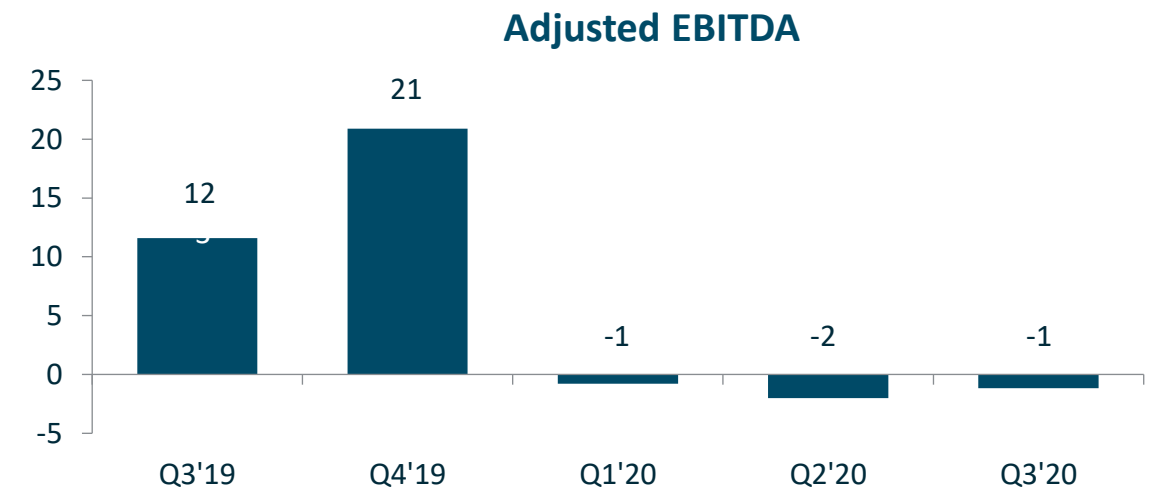
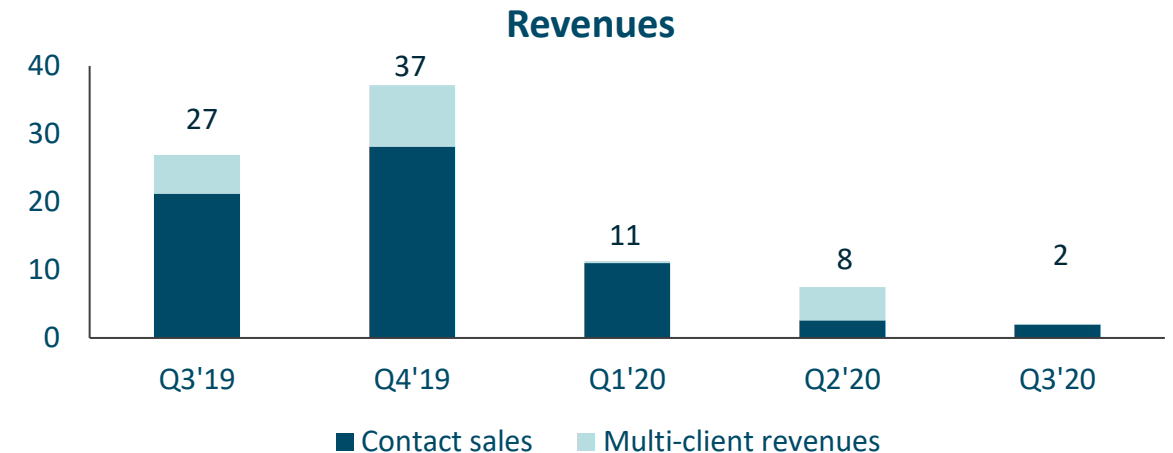
# Development in revenues and EBITDA

## Key financial metrics

- Revenues
  - USD 2.1 million total revenue
  - USD 0.6 million contract sales
  - USD 0.1 million late sales
- Vessel utilisation of 0%
  - Atlantic Guardian stacked for the entire quarter
- EBITDA
  - USD negative 0.2 million
  - Adjusted EBITDA\* of negative USD 1.2 million

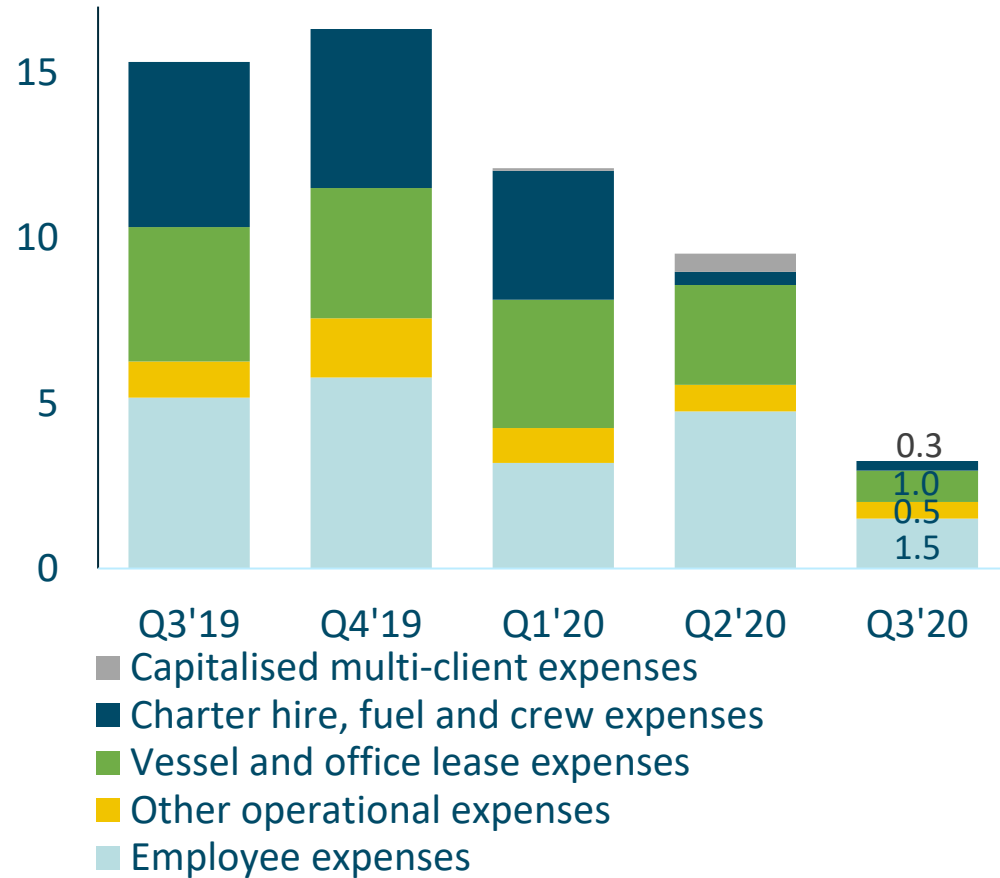
\*Adjusted EBITDA includes capitalised multi-client expenses and vessel and office lease expenses

## Quarterly development (USD million)



# Operational costs

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



## Comments

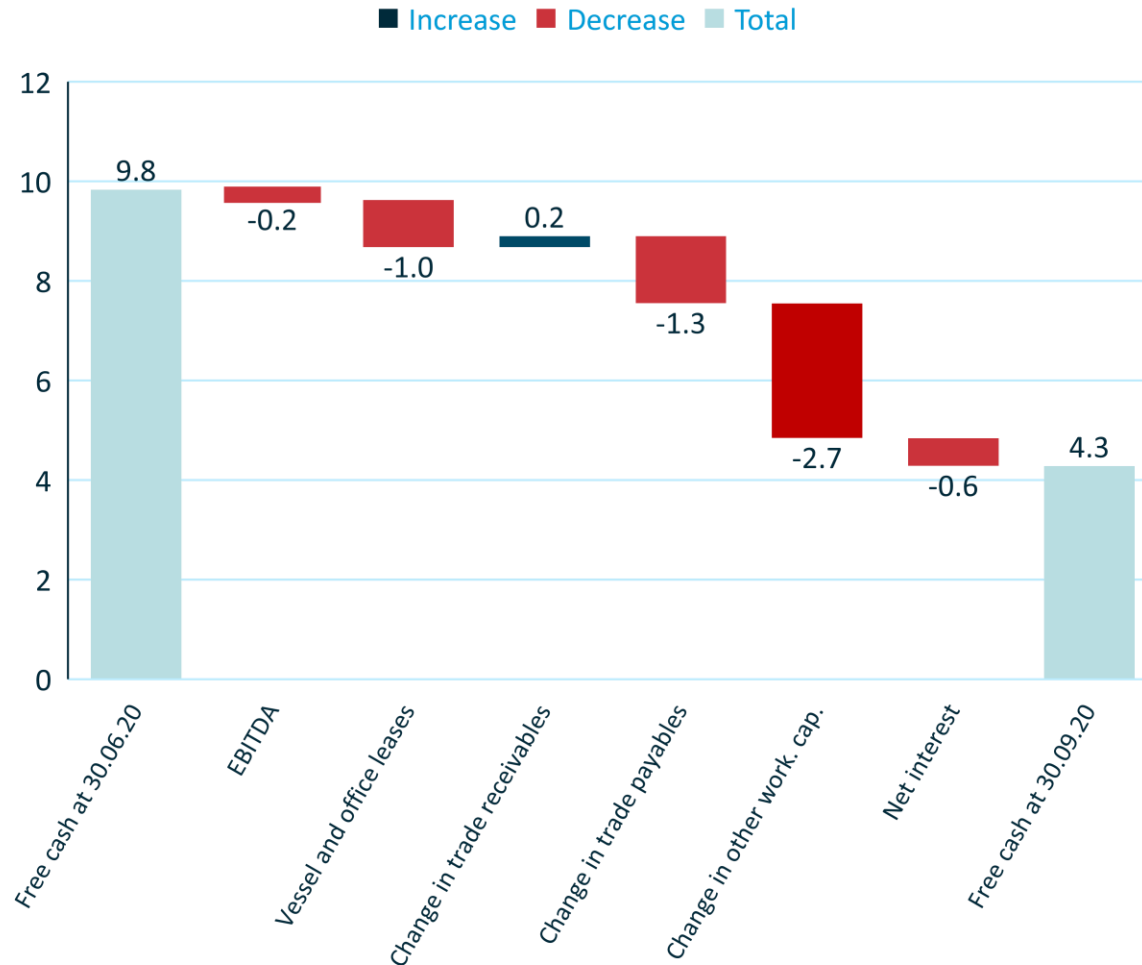
- Operational costs base in Q3 20 of USD 3.3 million
  - USD 6.3 million lower than Q2 20
    - Atlantic Guardian cold stacked the entire quarter at reduced rate
- Q4 operational cost base expected to be under USD 3.0 million target

\*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



# Decrease in free cash in Q3 2020

Quarterly free cash development (USD million)



Comments

- Net decrease in free cash of USD 5.5 million to USD 4.3 million
  - Trade receivables decreased by USD 0.2 million to USD 6.3 million
  - Continued payment delays under the completed Pemex contract
  - Adjusted EBITDA of negative USD 1.2 million



# Summary



# Summary

- Cost reduction program on schedule and on target
- The prediction strength of the CSEM method further documented with the Mist well
- Significant multi-client data coverage in the Hoop area of the Barents Sea (proposed included in Norway's 25<sup>th</sup> licensing round)

**Seeing Through the Mist**

Published on July 13, 2020

**Equinor's Gabriel Well Won't Blow Any Horns**

Published on July 8, 2020

**Blue light for the Grind prospect?**

Published on April 21, 2020

**Spirit Chasing Ghosts of Hydrocarbons Past?**

Published on June 3, 2020

EMGS has legacy CSEM data covering several wells in the Mist prospect in the Barents Sea. In addition to the Mist prospect, shown in Figure 1. The interpretation made in this article is made by EMGS based on data available in the public domain.

The conclusion of our analysis is that we are looking at yet another disappointing well drilled on a CSEM negative, and that the best possible outcome is a very small discovery.

Figure 1: Legacy survey location and receiver positions.

Figure 2: Calibration to dry well 7219/9-1 and discovery well 7220/7-2. Top: Conceptual geological model. Bottom: CSEM results as overlay. Dashed lines indicate receiver positions.

EMGS well predictions on LinkedIn