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# FOURTH QUARTER 2017 RESULTS.

Oslo, 8 February 2018 CEO Christiaan Vermeijden, CFO Hege A. Veiseth

Spot the difference.

## Revenues and costs down

### **2017 Full Year Financials**

- Revenues of USD 35.9 million (down USD 44.5 million FY 2016)
- EBITDA of USD 2.1 million (up from negative USD 8.9 million FY 2016)
- Reduction of OPEX to USD 52.7 million (USD 89.6 million in FY 2016)

### **2017 Sales & Operations**

- Dominated by multi-client revenues in Norway
- First commercial project with the new source (DeepBlue)
- Multi-client sales, reprocessing and consultancy revenues in the Americas
- Announced prefunded multi-client surveys in AsiaPacific

## **2017 Market Development**

- Increase in oil price supportive of future growth
- Caution required as no significant change to backlog recorded







# Financial review

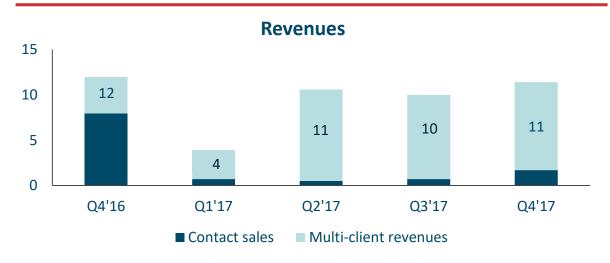
Spot the difference.

# Fourth quarter performance

### **Key financial metrics**

- Revenues
  - USD 11.3 million
  - Mainly multi-client revenues in Norway and Canada
- EBITDA
  - USD 0.4 million
- Vessel utilisation of 13%
  - Two vessels on charter
  - Pre-funded multi-client survey in Canada
  - Mobilisation is not included in utilisation rate

### **Quarterly development (USD million)**

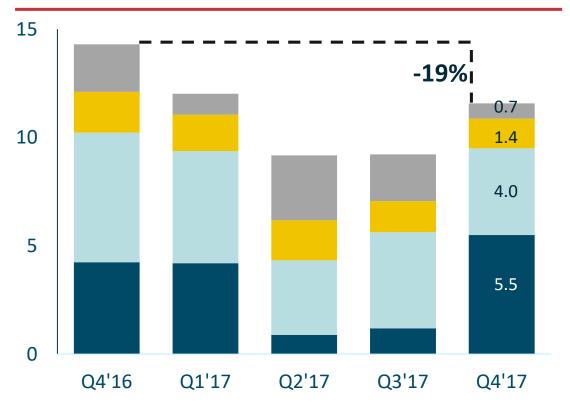






# Operational costs

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



- Capitalisation of multi-client and JIP test costs
- Other operational expenses
- Employee expenses
- Charter hire, fuel and crew expenses

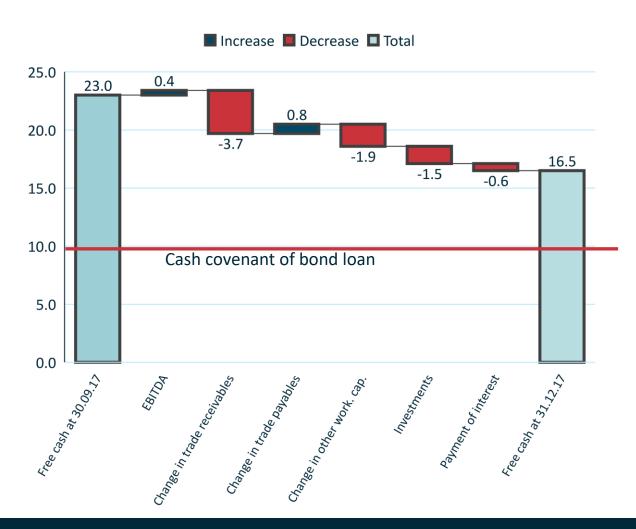
### **Comments**

- Operational costs base in Q4 of USD 11.6 million
  - Thalassa back on charter 1 October 2017
  - Capitalised multi-client and JIP mobilisation expenses of USD 0.7 million
  - Cost control
    - Reduction of yearly operational cost base to USD 42.0 million (USD 63.1 million in 2016)
    - Target the 2018 cost base around USD 50 million, subject to operational activity

<sup>\*</sup>Cost base is defined as Operational costs (charter hire etc, employee expenses, other operating expenses) plus MC investments, less provision for onerous contract, restructuring charges and other extraordinary items

## Decrease in free cash in Q4

### **Quarterly free cash development (USD million)**

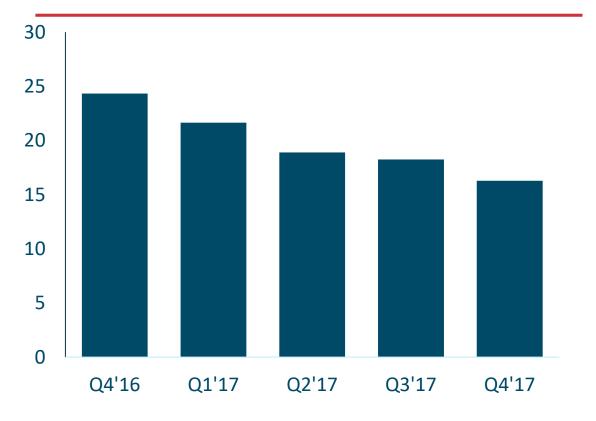


#### **Comments**

- Net decrease in free cash of USD 6.5 million to USD 16.5 million
  - Trade receivables increased by USD 3.7 million to USD 11.1 million
  - USD 0.6 million in interest-payment on interest bearing debt of USD 30.6 million
  - Total investments of USD 1.5 million

## Multi-client book value of USD 16.3 million

### Multi-client library – NBV (USD million)



### **Comments**

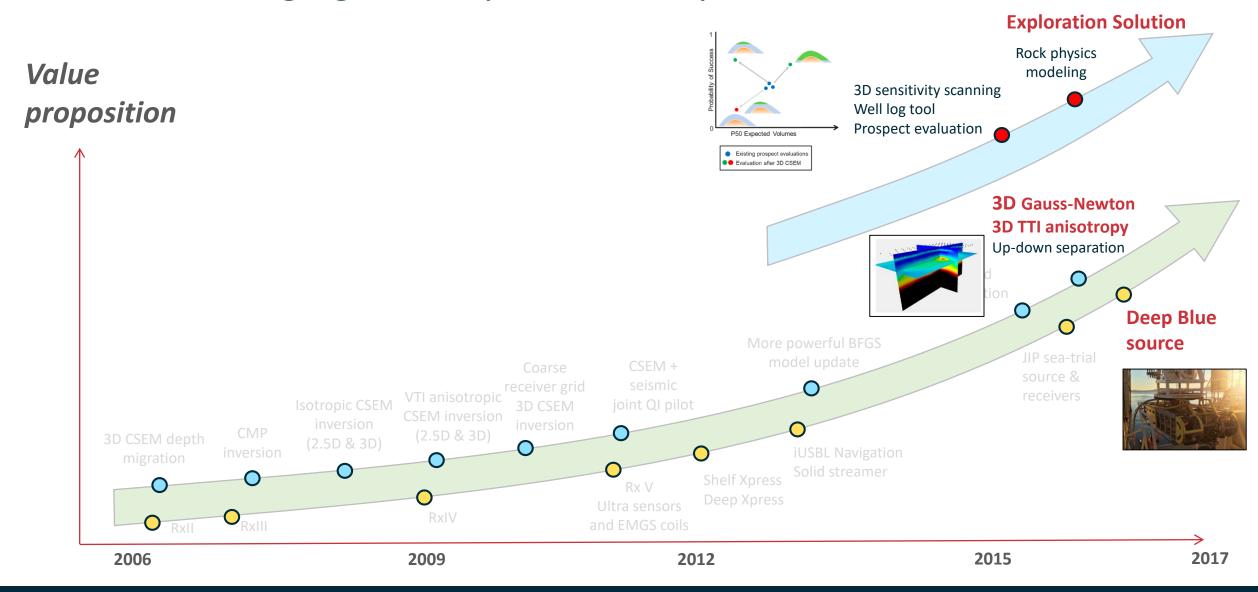
- Reduction of book value from USD 18.2 million previous quarter to USD 16.3 million
- Investments of USD 0.3 million
  - Barents Sea
- Amortisation of USD 1.9 million
  - Straight-line amortisation
- Impairment of USD 0.4 million



# Operations, Market and Outlook

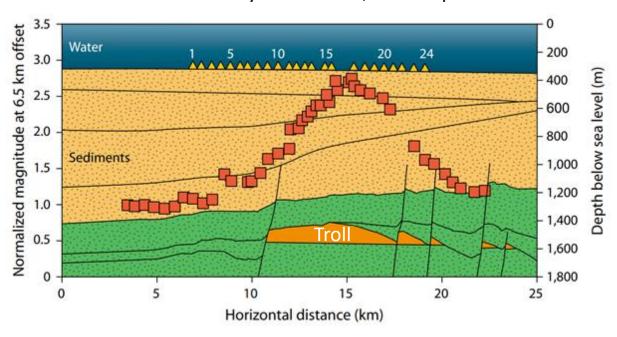
Spot the difference.

# Hardware, Imaging & Interpretation improvements

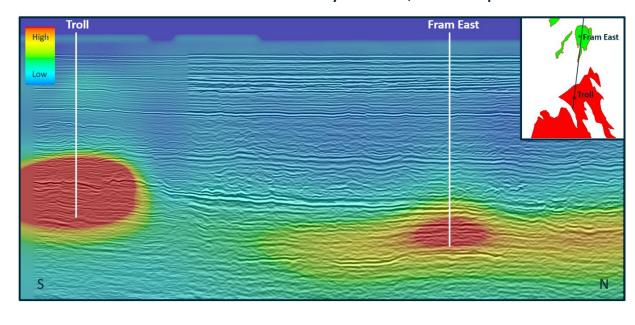


## Troll & Fram: CSEM data acquired in 2005 vs 2014

2005: Troll 2D survey with the 1,000 amp source

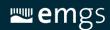


2014: Troll & Fram 3D survey with 7,200 amp source

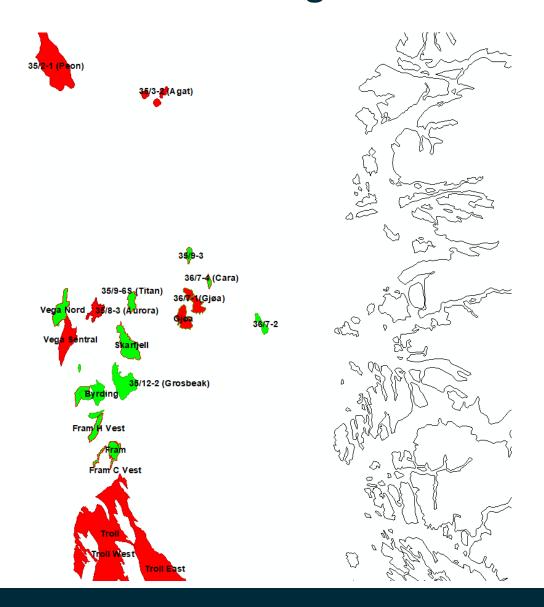


Represents CSEM Data and the bump is the EM anomaly

CSEM data overlaid 3D semsic data. High temperature color represent EM anomalies



# Are there more CSEM anomalies hiding here?



## Operations and selection of current opportunities



### Norway:

- CSEM part of several work commitments following the APA awards
- Upcoming event: 24th round awards in Q2 2018
- DeepBlue providing the potential to open up new markets for CSEM

#### **Global:**

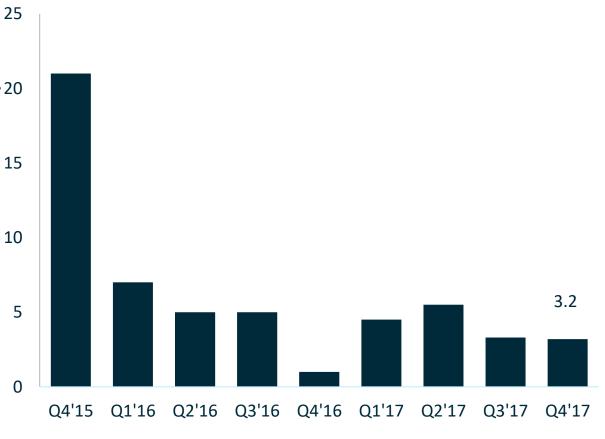
- Thalassa committed in Indonesia through mid February
- Leads and proposals pursued to improve utilization for both Thalassa and Atlantic Guardian
- Good traction and prospect development in the Americas and Africa

# Market update | Continued limited visibility

#### **Comments**

### Order backlog - limited earnings visibility

- Work awarded in Q4 2017 will keep the Thalassa busy through the middle of Q1 2018
- Prospects being developed in- and outside of Norway<sup>20</sup> to keep the vessels utilized
- Some early signs that MC market will shift back to proprietary work in 2018
- Backlog remains under pressure
- The Company expects market fundamentals to improve slightly going into 2018 with an oil price between USD 60-70 per barrel.



## Revenues and costs down

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# **Consolidated Income Statement**

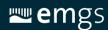
	Q4 2017	Q4 2016	2017	2016
Amounts in USD 1 000	Unaudited	Unaudited	Unaudited	Audited
Operating revenues				
Contract sales	965	7,953	2,583	21,797
Multi-client pre-funding	2,787	579	13,256	579
Multi-client late sales	6,869	3,438	19,132	22,151
Other revenue	667	0	886	0
Total revenues	11,287	11,970	35,858	44,527
Operating expenses				
Charter hire, fuel and crew expenses	5,491	6,228	10,331	18,176
Employee expenses	4,007	5,985	17,057	25,097
Depreciation and ordinary amortisation	2,072	1,956	6,779	7,677
Multi-client amortisation	1,858	2,827	8,613	11,244
Impairment of long-term assets	460	8,058	3,626	17,286
Other operating expenses	1,368	1,882	6,334	10,137
Total operating expenses	15,256	26,936	52,740	89,617
Out and the same field the same	2.000	44.055	46.003	45.000
Operating profit/ (loss)	-3,969	-14,966	-16,882	-45,090
Financial income and expenses				
Interest income	65	54	193	217
Interest expense	-1,014	-715	-4,088	-3,273
Net gains/(losses) of financial assets and liabilities	-1,144	-2,300	2,143	-6,297
Net foreign currency income/(loss)	-112	3,036	-3,292	1,512
Net financial items	-2,206	75	-5,043	-7,841
Income/ (loss) before income taxes	-6,175	-14,892	-21,926	-52,931
Income tax expense	-281	215	-394	-100
Income/ (loss) for the period	-5,893	-15,107	-21,532	-52,831
	5,033	15,107	21,002	32,031



## **Consolidated Statement of Financial Position**

Amounts in USD 1 000	31 December 2017 Unaudited	31 December 2016 Audited
ASSETS		
Non-current assets		
Multi-client library	16,280	24,332
Other intangible assets	1,559	2,457
Property, plant and equipment	36,281	13,901
Assets under construction	3,112	28,255
Total non-current assets	57,233	68,945
Current assets		
Spare parts, fuel, anchors and batteries	7,200	7,854
Trade receivables	11,075	8,534
Other receivables	5,957	7,080
Cash and cash equivalents	16,548	14,038
Restricted cash	6,521	4,841
Total current assets	47,301	42,347
Total assets	104,534	111,292

	31 December 2017	31 December 2016
Amounts in USD 1 000	Unaudited	Audited
EQUITY		
Capital and reserves attributable to equity holders		
Share capital, share premium and other paid-in equity	336,764	319,283
Other reserves	-1,617	-1,608
		•
Retained earnings Total equity	-306,508 <b>28,639</b>	-284,975
Total equity	20,039	32,700
LIABILITIES		
Non-current liabilities		
Provisions	20,670	19,140
Financial liabilities	2,993	4,668
Borrowings	30,288	31,636
Total non-current liabilities	53,950	55,444
	,	,
Current liabilities		
Trade payables	6,882	6,672
Current tax liabilities	5,549	5,853
Other short term liabilities	9,223	10,372
Borrowings	290	251
Total current liabilities	21,944	23,148
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Total liabilities	75,894	78,592
Total equity and liabilities	104,534	111,292



# Largest shareholders as of 7 February

# Shareholder	Shares	Holding
1 SIEM INVESTMENTS INC.	21,869,450	23.92
2 PERESTROIKA AS	20,560,847	22.49
3 MORGAN STANLEY & CO. LLC	18,074,938	19.77
4 BÆKKELAGET HOLDING AS	3,010,00	3.29
5 SPORTSMAGASINET AS	2,575,001	2.82
6 ROSENFONN INVESTERING	1,500,000	1.64
7 KRISTIAN FALNES AS	1,000,000	1.09
8 NHO - P665AK JP MORGAN CHASE BANK	902,932	0.99
9 NORDNET LIVSFORSIKRING	817,999	0.89
10 DNB NAVIGATOR (II)	711,279	0.78
11 STATOIL PENSJON	701,458	0.77
12 RYGG, JAN WIGGO	417,146	0.46
13 HAAV HOLDING AS	400,000	0.44
14 JACKWITZ, SVEIN-ERIK	351,832	0.38
15 GALTUNG, LARS OTTO	350,000	0.38
16 ØVERLAND, JARLE	340,000	0.37
17 J&J INVESTMENT AS	340,000	0.37
18 RAGE, PER EGIL	300,000	0.33
19 PEDERSEN, FINN BIRK	285,000	0.31
20 NORDEA BANK AB CLIENTS ACCOUNT	283,491	0.31

