

## Q4 2021 RESULTS

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## Q4 2021

#### **Operational highlights for the quarter**

- Atlantic Guardian completed fully funded multi-client project in the North Sea
- Vessel utilisation for the fourth quarter 2021 was 44% compared with 0% in the corresponding quarter in 2020
- Vessel entered warm-stack mid-November

#### Financial highlights for the quarter

- Significant improvement in financial results, and turning negative profitability in 2020 to positive in 2021
- Revenues of USD 5.1 million, up 27% from USD 4.0 million in 4Q 2020
- Operating profitability during the quarter resulted in EBITDA of USD 2.7 million, up 65% from the same quarter in 2020
- Adjusted EBITDA of USD 0.4 million is down 46% from 4Q 2020 given higher operational activity. YTD for the full year (unaudited)
  Adjusted EBITDA was USD 11 million, up from negative USD 3.3 million in 2020
- 2<sup>nd</sup> Bond buy-back with an aggregate nominal value of USD 4.0 million, reducing the outstanding bond to USD 24.5 million
- Year end free cash balance of USD 9.9 million

#### Subsequent events

- Several licenses offered in Norway's 2021 APA License round with EM commitments
- Proposal to extend Senior Unsecured Convertible Bond (EMGS03) by 24 months to May 2025, sent to bondholders and is expected to be approved, given indicated support by major bondholders





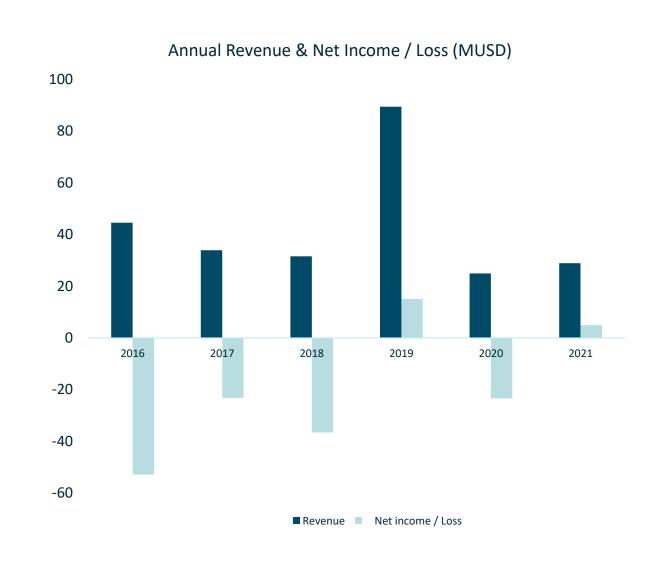
## 2021 Operational lookback

- First full year operating with the new flexible business model
- Completed 3 acquisition projects
  - Mexican Ridges fully funded Multi-Client project with recognized revenue of USD 7.2 million
  - Southeast Asia proprietary project with both exploration and appraisal objectives and USD 7.3 million in revenue
  - Utsira High fully funded Multi-Client project with USD 2.7 million in revenue
- Safe and efficient operations without safety incidents and with very low technical downtime despite implementing new flexible crew model
- No delays in vessel operations due to Covid-19
- Vessel utilization for 2021 at 32%
  - Warm-stack at beginning and end of year
  - Long transits



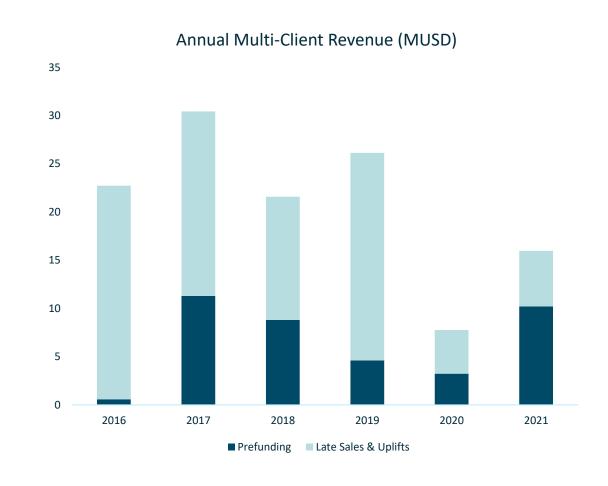
### 2021 Financial lookback

- Significant improvement in financial results, and turning negative profitability in 2020 back to positive in 2021
  - Revenue of USD 28.9 million (unaudited). Up from USD 24.9 million (audited) in 2020
  - Full year adjusted EBITDA USD 11 million (unaudited). Up from negative USD 3.3 million (audited) in 2020
  - Net income USD 4.9 million (unaudited). Up from negative USD 23.4 million (audited) in 2020
- Two separate bond buy-backs with an aggregate nominal value of USD 8.0 million
  - Reducing the Convertible Bond Loan from approx.
    USD 32.5 million to approx. USD 24.5 million
  - Significant improvement to the balance sheet in 2021
- Year end free cash balance of USD 9.9 million



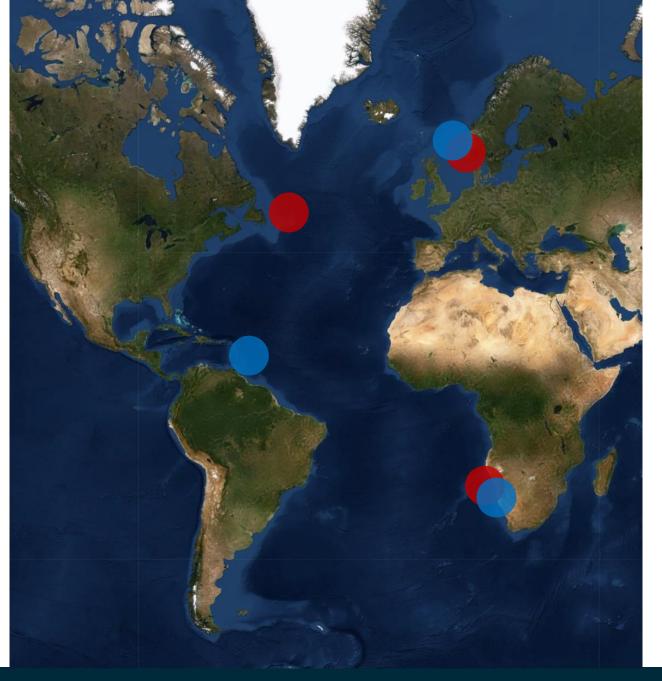
## Multi-Client Library continues to perform

- >150,000 km<sup>2</sup> 3D EM data in Norway, Mexico, Brazil, USA, Canada, Uruguay and Indonesia
- Current book value USD 2.4 million
- 2021 full year Multi-Client revenue of USD 15.9 million (up 106% YoY), including:
  - Multi-Client revenues from Norway, Mexico and Brazil
  - USD 5.8 million in Late Sales (27% YoY growth)
  - USD 10.2 million Prefunding (216% YoY growth)
  - EMGS will continue to invest in new multi-client projects on the Norwegian Continental Shelf and internationally



# 2021 vessel opportunities







Proprietary



Multi-Client

#### Norway

 Planning for several Multi-Client projects on the NCS

#### Canada

 Preparing for multi-client program offshore East-Canada.
 Environmental Impact Assessment initiated

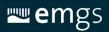
#### Caribbean/South America

• Opportunities for both exploration and appraisal surveys in deep water

#### Southern Africa

 Namibia proprietary/multi-client program





## Fourth quarter 2021 performance

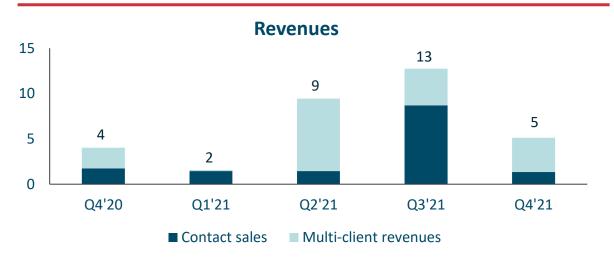
#### **Key financial metrics**

#### Revenues

- USD 5.1 million total revenue
- USD 3.8 million in multi-client revenue
- Vessel utilisation of 44%
  - Atlantic Guardian successfully completed fully funded multi-client survey in the North Sea before entering warm-stack in mid-November
- EBITDA
  - USD 2.7 million
  - Adjusted EBITDA\* of USD 0.4 million

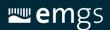
## Development in revenues and EBITDA

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



#### **Adjusted EBITDA**

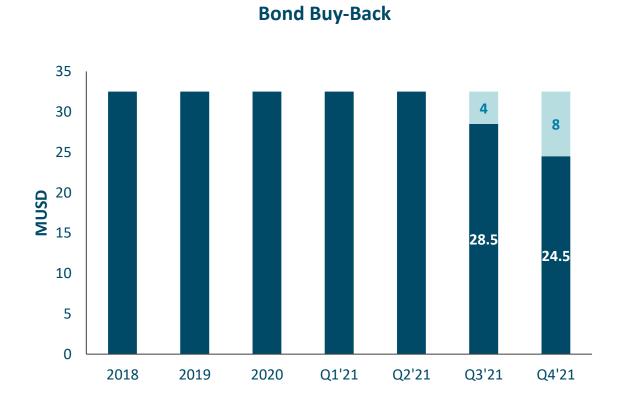




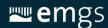
<sup>\*</sup>Adjusted EBITDA includes capitalised multi-client expenses and vessel and office lease expenses

## **Proposed Extension of Convertible Bond**

- EMGS has proposed to the bondholders to extend the maturity
  - 24 month extension from May 2023 to May 2025
  - Increase the interest margin by 100 bps from 5.5 per cent to 6.5 per cent
- Bondholders with a sufficient majority to approve the proposal have indicated they intend to vote in favour of the proposal



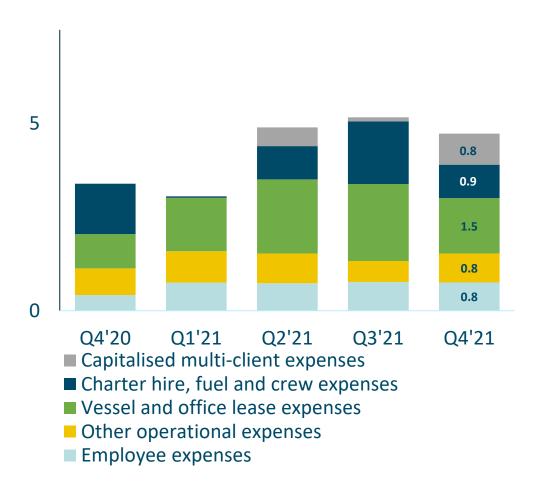
■ Oustanding Balance



Repurchased

## Operational costs

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



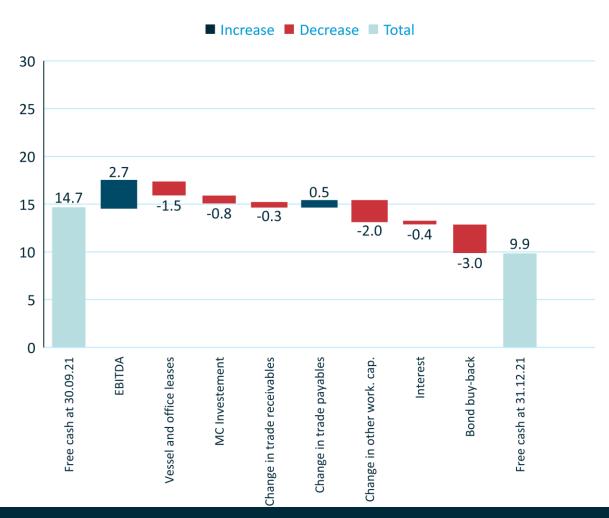
#### **Comments**

- Operational costs base in Q4 21 of USD 4.7 million
  - USD 0.4 million lower than Q3 21
    - Other operational expenses and employee expenses remain consistently low
    - Combined Charter hire, fuel and crew expenses and capitalised multi-client expense consistent with previous quarter
    - Vessel and office lease expense lower than the previous quarter due to reduced vessel lease during warm-stack
      - Atlantic Guardian warm-stacked mid-November

<sup>\*</sup>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 Q4 2021

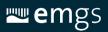
#### **Quarterly free cash development (USD million)**



#### **Comments**

- Net decrease in free cash of USD 4.8 million to USD
  9.9 million
  - Positive Adjusted EBITDA of USD 0.4 million
  - MC investment of USD 0.8 million in the North Sea
  - 2<sup>nd</sup> USD 3.0 million bond buy-back in 2021
  - Vessel and office leases USD 1.5 million





## Q & A

Please e-mail questions to: <a href="mailto:emgs@emgs.com">emgs@emgs.com</a>

