

# Q4 2023 RESULTS

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### Q4 2023

#### **Operational summary**

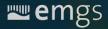
- The Atlantic Guardian was warm-stacked for the entire quarter
- Initial phase of renewable energy infrastructure acquisition project completed

#### **Financial summary**

- Revenues of USD 1.1 million
- Adjusted EBITDA of negative USD 1.7 million
- Total available cash of USD 10.3 million

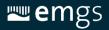
#### Subsequent events

- Secured USD 11.7 million fully prefunded multi-client survey for Petrobras
- Received Letter of Intent worth USD 2 million from Equinor for multiclient survey in the North Sea



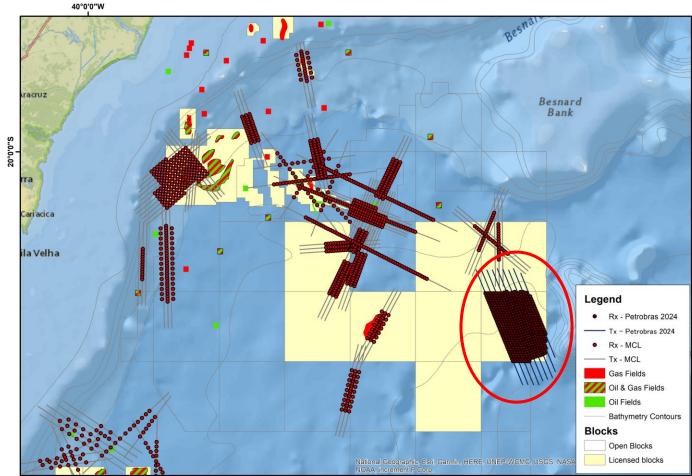
# **Operations and Market**

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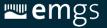
### **Brazil Project**

- EMGS will return to Brazil to acquire multiclient data for the first time in almost 10 years
- Approx. USD 11.7 million in prefunding for survey in Espirito Santo Basin offshore Brazil secured
- Survey expected to commence late April and will take about 2 months
  - 470 receiver drops
  - 426 towing km
  - 456km2



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### APA 2023 awards

- 10 new licenses with CSEM data in the work program
  - 6 new licenses with commitment to acquire CSEM data
- 16 licenses covered by existing 3D CSEM multiclient data

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Legend 2D CSEM Coverage MCL 3D CSEM Coverage MCL OLILUN awards with CSEM in workprograms APA 2023 awards INLAN Quadrants Blocks Sources: Esri, GEBCO, NOAA, National Geographic Garmin, HERE, Geographic Garmin, HERE, UNEP WCMC, USGS, NASA, ESA, METI, NRCAN **Open Blocks** Licensed blocks

NORRBOTTENS LAN

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ASTERBOTTENS LAN

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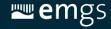
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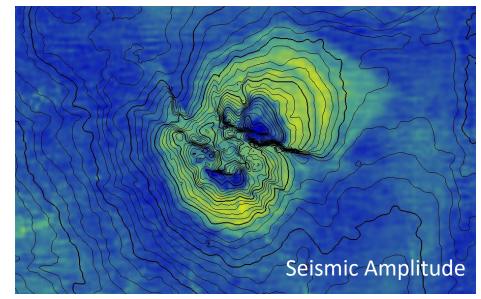
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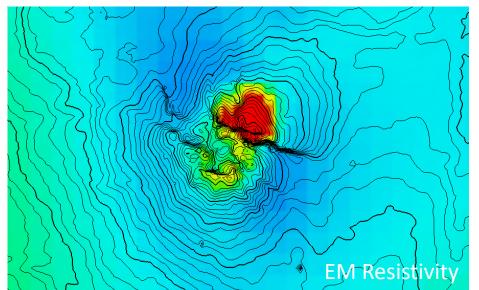
MURMANSKAYA OBLAST



## 2024 Norway Campaign

- Letter of Intent received for first of several projects offshore Norway
- Fully prefunded multiclient project in the North Sea covering newly awarded APA license PL1202S operated by Equinor
- Expected revenue of USD 2 million
- Survey will be acquired using the Atlantic Guardian prior to its departure to Brazil to avoid significant fishing activity later in the year
- We expect additional acquisition projects in the 2<sup>nd</sup> half of the year when the Atlantic Guardian returns to Norway from Brazil

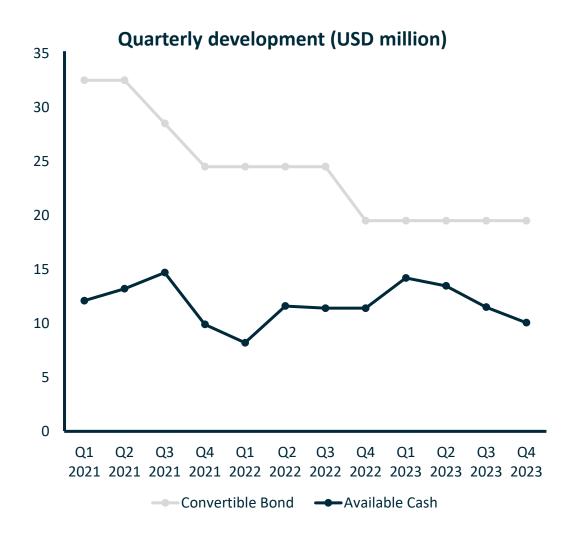






# Financial position remains strong

- Financial position remains strong despite a disappointing 2023
- Available cash at end of year was USD 10 million
- Convertible bond loan remains at approximately USD 19.5 million
- Book value of the multi-client library is USD 0.95 million
- Equity at USD 0.6 million







#### Fourth quarter 2023 performance

Key financial metrics
Revenues
USD 1.1 million total revenue
Vessel utilisation of 0%

- Atlantic Guardian warm-stacked for the entire quarter
- EBITDA

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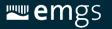
- Negative USD 1.0 million
- Adjusted EBITDA\* of negative USD 1.7 million

#### Development in revenues and EBITDA



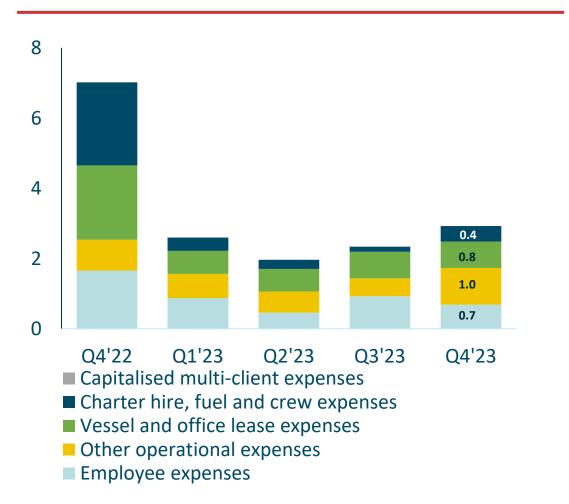
**Adjusted EBITDA** 10 8.2 8 6 4 2.4 2 0 -2 -1.8 -0.7 -1.7 -4 Q4'22 Q1'23 Q2'23 Q3'23 Q4'23

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



### **Operational costs**

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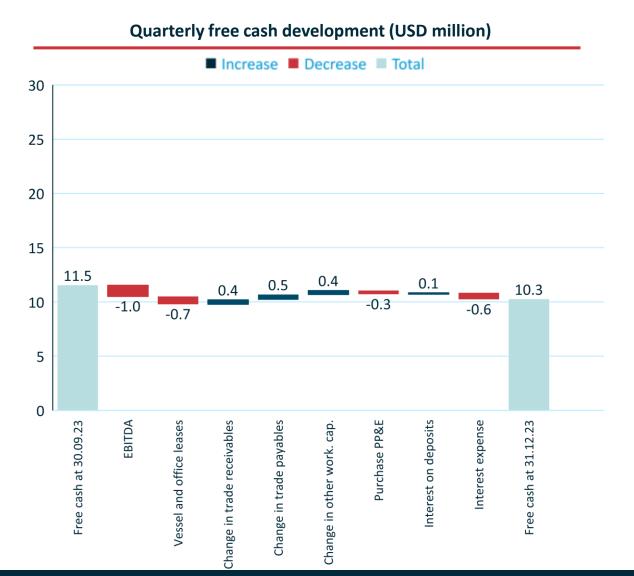
#### **Quarterly operational cost base\* development (USD million)**

#### Comments

- Operational costs base in Q4 23 of USD 2.9 million
  - USD 0.6 million higher than Q3 23
    - The Atlantic Guardian was warm-stacked for the entire quarter
    - Continued low charter hire, fuel and crew expenses as a result of low vessel activity level
    - Vessel and office lease remains low as a result of lower charter rate for the Atlantic Guardian while the vessel is warm-stacked

\*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 2023



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#### Comments

- Net decrease in free cash of USD 1.3 million to USD 10.3 million
  - Negative Adjusted EBITDA of USD 1.7 million
  - Trade receivables decreased by USD 0.4 million as compared to the previous quarter
  - Trade payables increased by USD 0.5 million
  - Vessel and office lease expense of USD 0.7 million
  - PP&E investment of USD 0.3 million



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Q & A

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

