A large underwater scene showing a yellow ROV (Remotely Operated Vehicle) suspended by a cable from above. The ROV is positioned in the upper left quadrant. Below it, a series of smaller, circular objects are visible, possibly part of a cable or sensor array. The background is a dark blue, deep-sea environment. In the foreground, there is a colorful, multi-layered seabed or geological formation with shades of green, yellow, and red. Several small, dark objects are scattered across the seabed.

# Q4 2022 RESULTS

Oslo, 7th February 2023

Bjørn Petter Lindhom, CEO  
Anders Eimstad, CFO

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# Q4 2022

## Operational highlights for the quarter

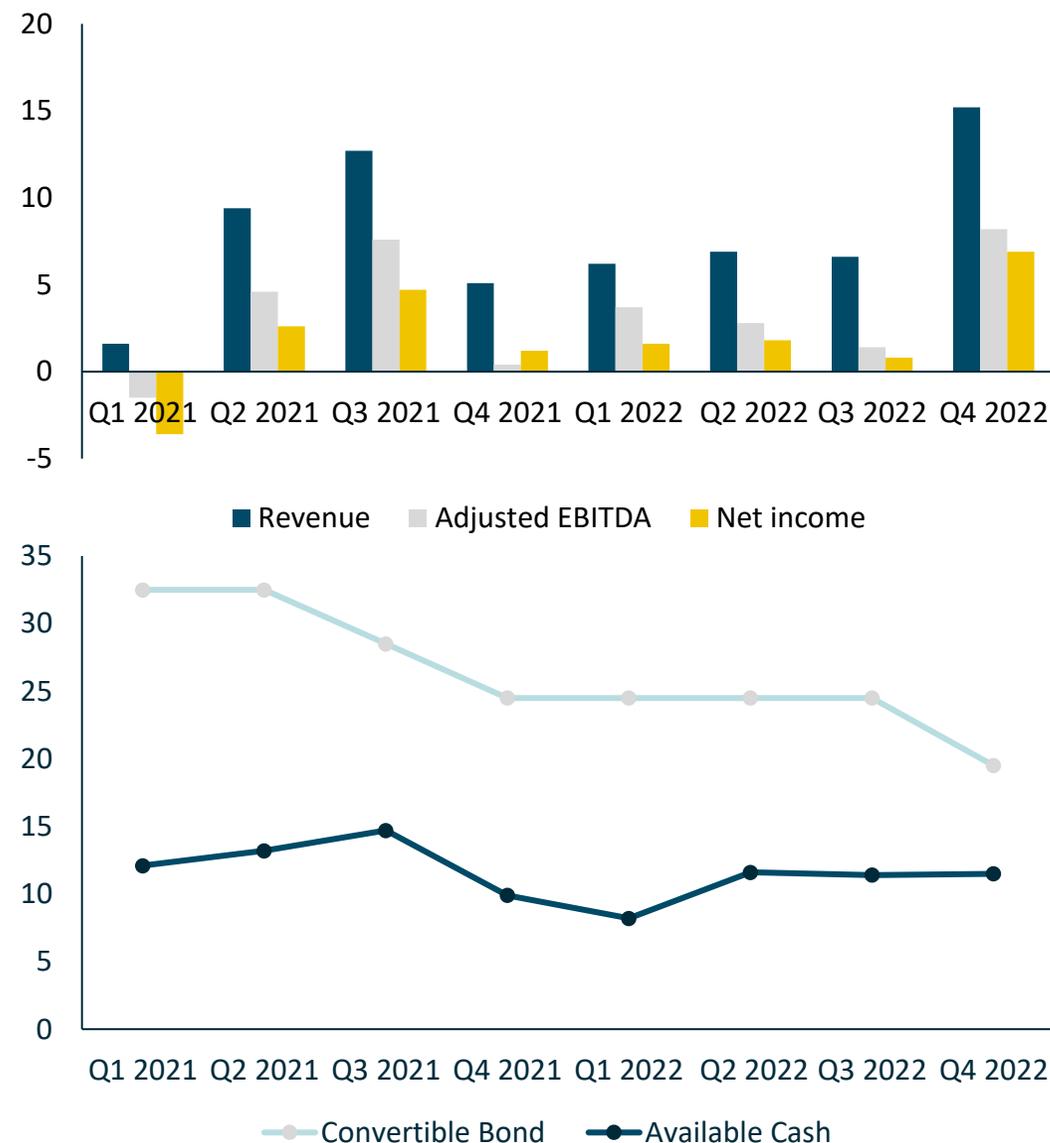
- Successfully completed proprietary survey for Woodside in Trinidad and Tobago
- Atlantic Guardian placed in warm-stack in Norway

## Financial highlights for the quarter

- Revenues of USD 15.2 million
- EBITDA of USD 10.3 million
- Adjusted EBITDA of USD 8.2 million
- Total available cash of USD 11.4 million
- Completed bond buy-back with an aggregate nominal value of USD 5.0 million
- 7<sup>th</sup> consecutive profitable quarter

## Subsequent events

- Secured USD 1.7 million late sale revenue in January 2023

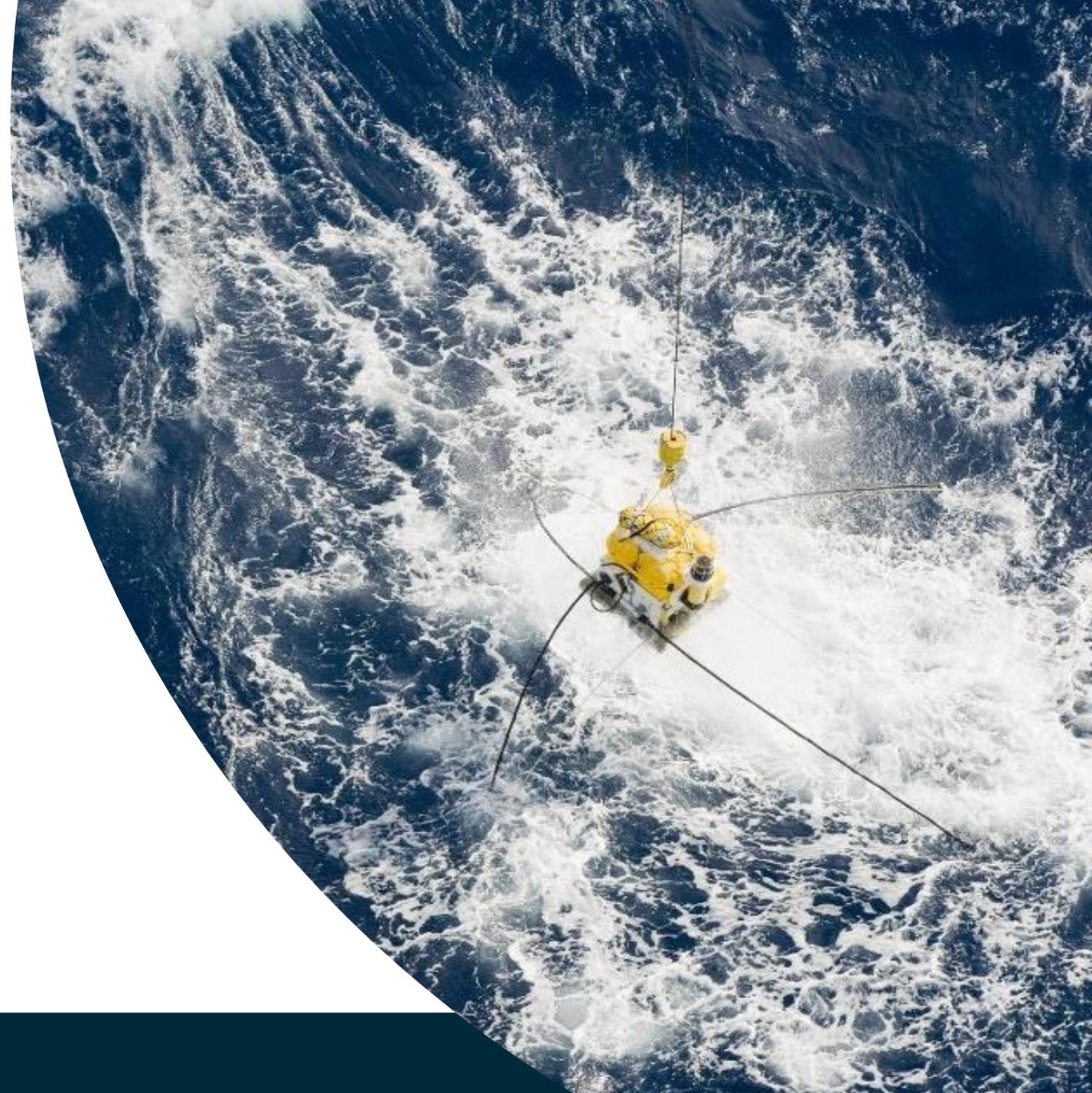




# Operations and Market

# 2022 Operational lookback

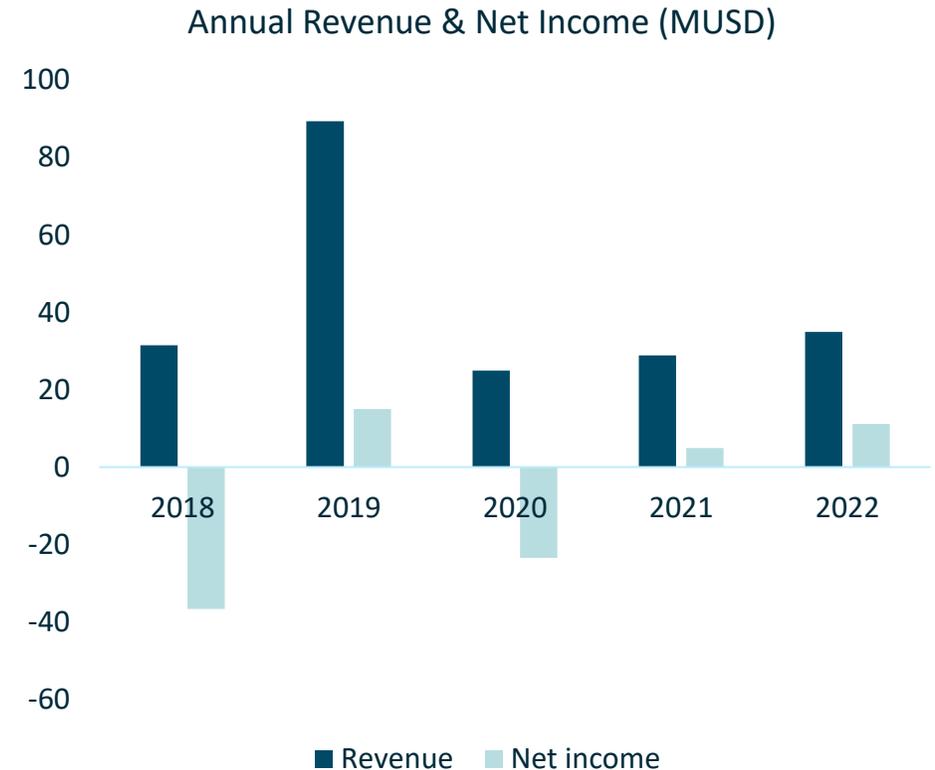
- 2<sup>nd</sup> year operating with the new flexible business model
- Completed 4 acquisition projects
  - Multi-Client campaign in Norway
  - Marine Mineral survey for the Atlab consortium
  - Multi-Client project in the Orphan Basin offshore Newfoundland, Canada
  - Proprietary acquisition for Woodside offshore Trinidad and Tobago
- Safe and efficient operations without safety incidents and with very low technical downtime
- Vessel utilization for 2022 at 22%
  - Warm-stack at beginning and end of year
  - Long transits



# 2022 Financial lookback

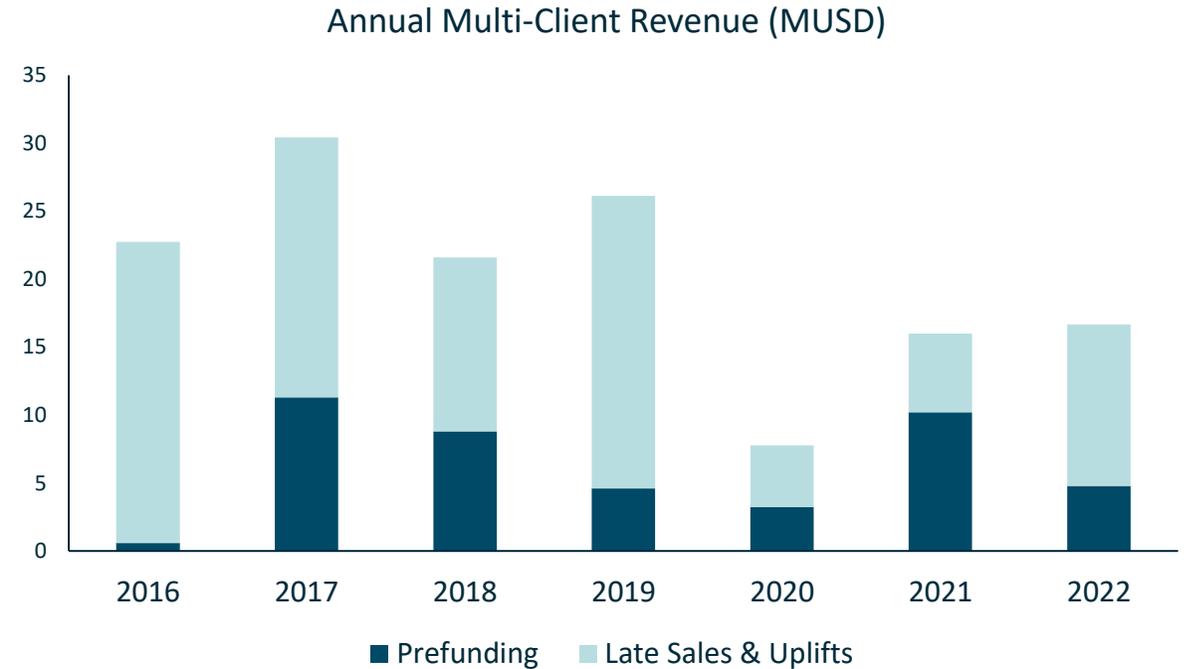
Significant improvement in financial results, and continuing the positive trend in revenue and net income started in 2021

- Revenue of USD 35.0 million (unaudited). Up from USD 28.9 million (audited) in 2021
- Full year adjusted EBITDA USD 16.1 million (unaudited). Up from USD 11 million (audited) in 2021
- Net income USD 11.2 million (unaudited). Up from USD 4.9 million (audited) in 2021



# 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 1.5 million
- 2022 full year Multi-Client revenue of USD 16.7 million including:
  - Multi-Client revenues from Norway and Canada
- EMGS will continue to invest in new multi-client projects on the Norwegian Continental Shelf and internationally





# Financial review

# Fourth quarter 2022 performance

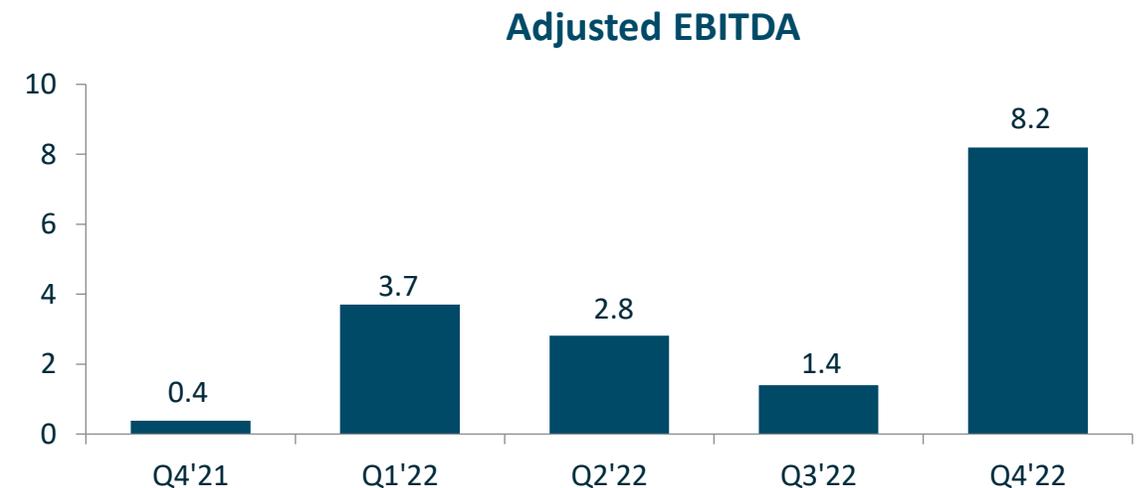
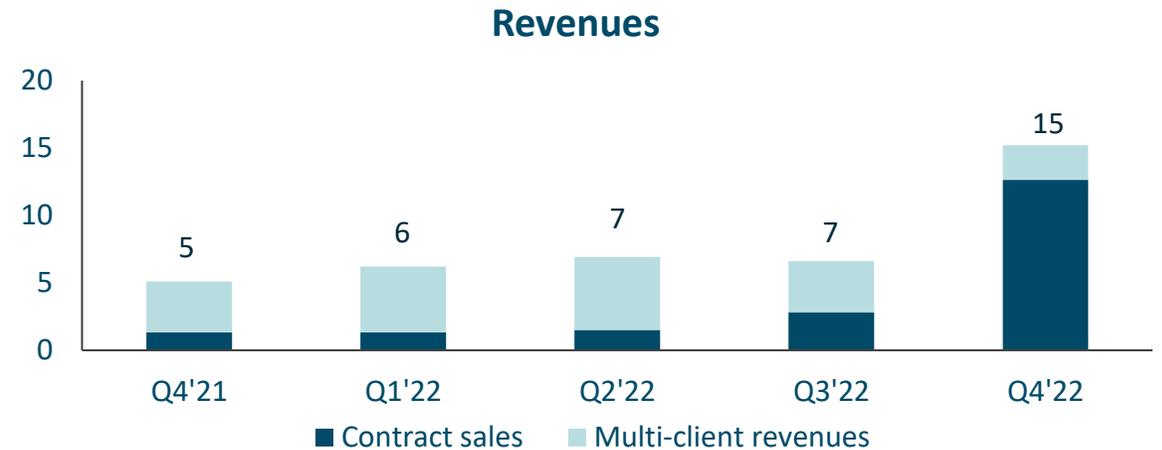
# I Development in revenues and EBITDA

## Key financial metrics

- Revenues
  - USD 15.2 million total revenue
  - USD 2.6 million in multi-client revenue
  - USD 11.6 million in contract revenue
  - USD 1.0 million other revenue
- Vessel utilisation of 46%
  - Atlantic Guardian completed the proprietary survey in Trinidad and Tobago and transited back to Norway
- EBITDA
  - USD 10.3 million
  - Adjusted EBITDA\* of USD 8.2 million

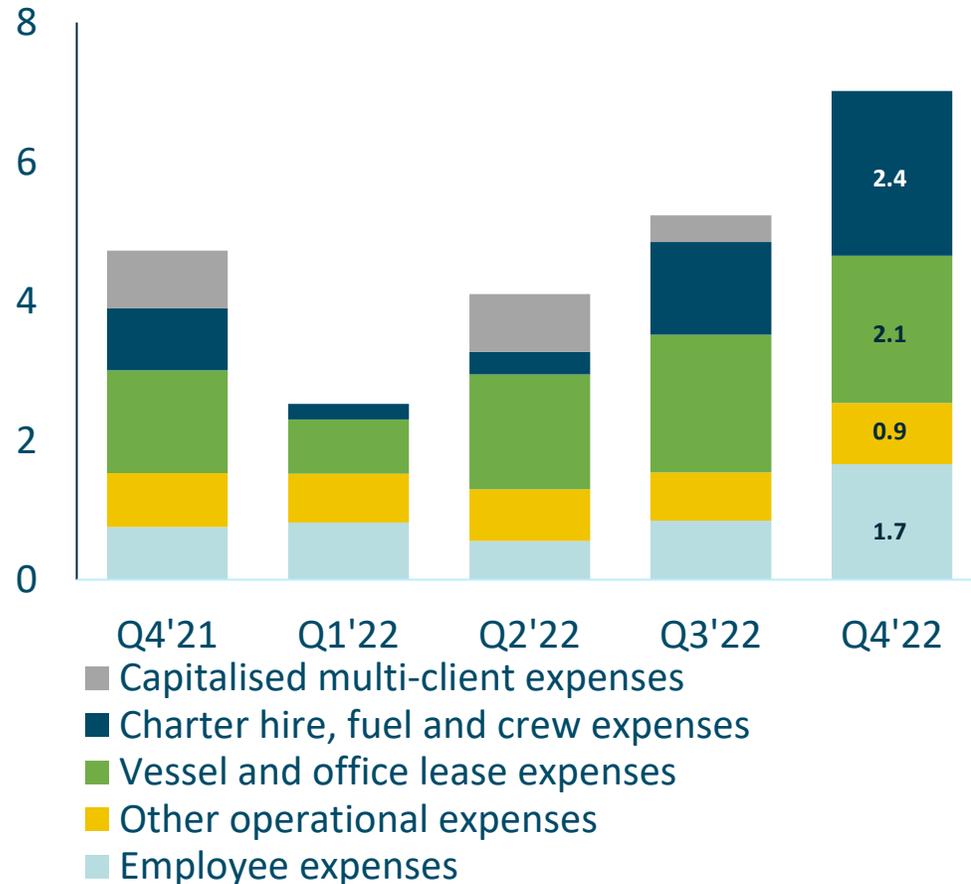
\*Adjusted EBITDA includes capitalised multi-client expenses and vessel and office lease expenses

## Quarterly development (USD million)



# Operational costs

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



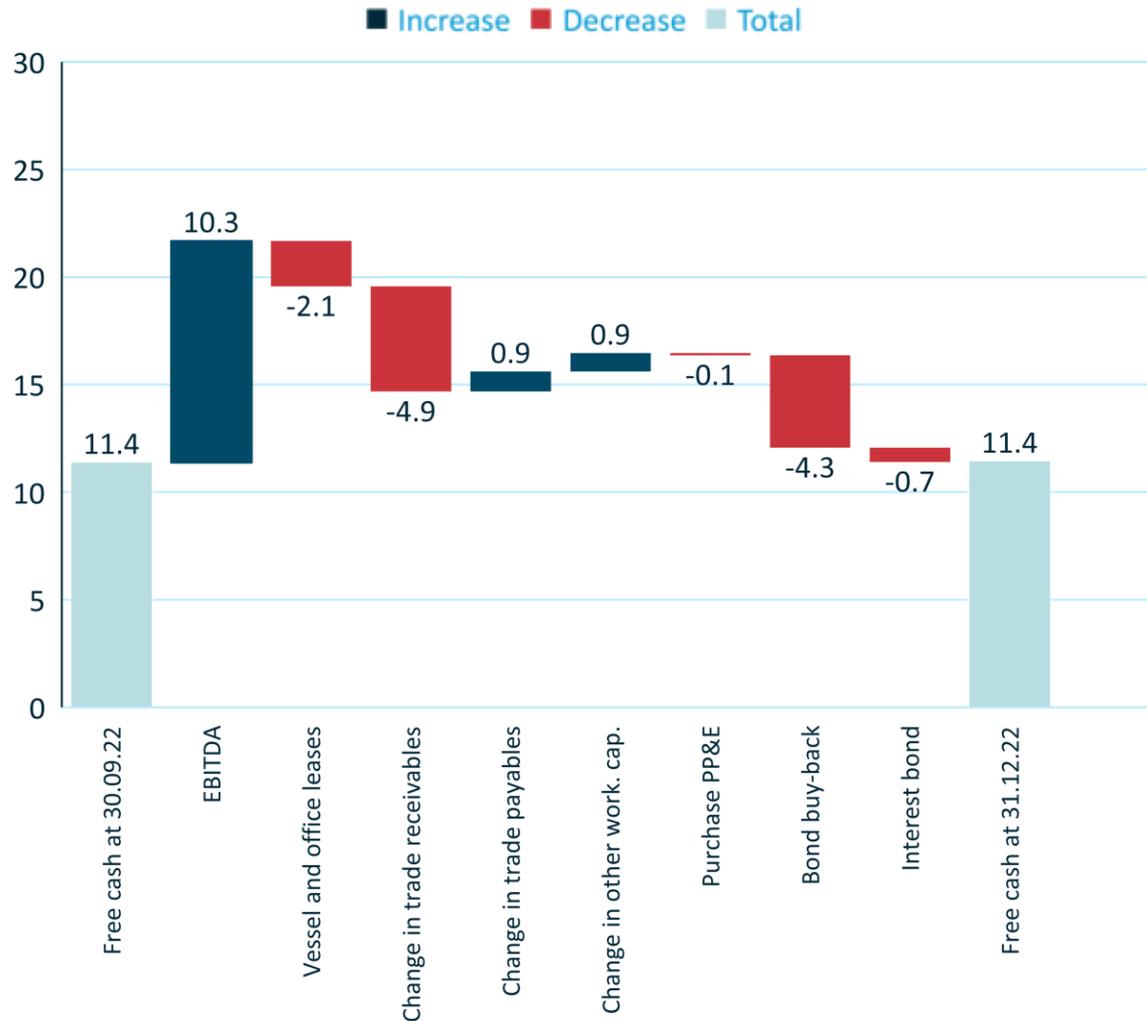
## Comments

- Operational costs base in Q4 22 of USD 7.0 million
  - USD 1.8 million higher than Q3 22
    - USD 0.7 million bonus accrued in employee expenses as part of the annual employee bonus programme
    - high charter hire, fuel and crew expenses as a result of vessel activity level and global transit
    - The Atlantic Guardian was on-hire, at the standard charter rate, for the entire quarter resulting in high vessel lease expense

\*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

# Increase in free cash in Q4 2022

Quarterly free cash development (USD million)



Comments

- Net increase in free cash of USD 53 thousand to USD 11.4 million
  - Positive Adjusted EBITDA of USD 8.2 million
  - Trade receivables increased by USD 4.9 million as compared to the previous quarter
  - Vessel and office leases USD 2.1 million
  - Bond buy-back of USD 4.3 million at 86.5 percent of par



# Q&A

# Q & A

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Please e-mail questions to: [emgs@emgs.com](mailto:emgs@emgs.com)

