



Digitizing the ocean space

Argeo company update June 2023

29 June 2023

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► Close to our customers

Argeo in brief

Argeo is an Offshore Service company with a mission to transform the ocean surveying and inspection industry by utilizing autonomous surface and underwater robotics solutions.

Services



SURVEY



INSPECTION



MAINTENANCE & REPAIR



MULTI CLIENT / DAAS

Markets



OIL & GAS



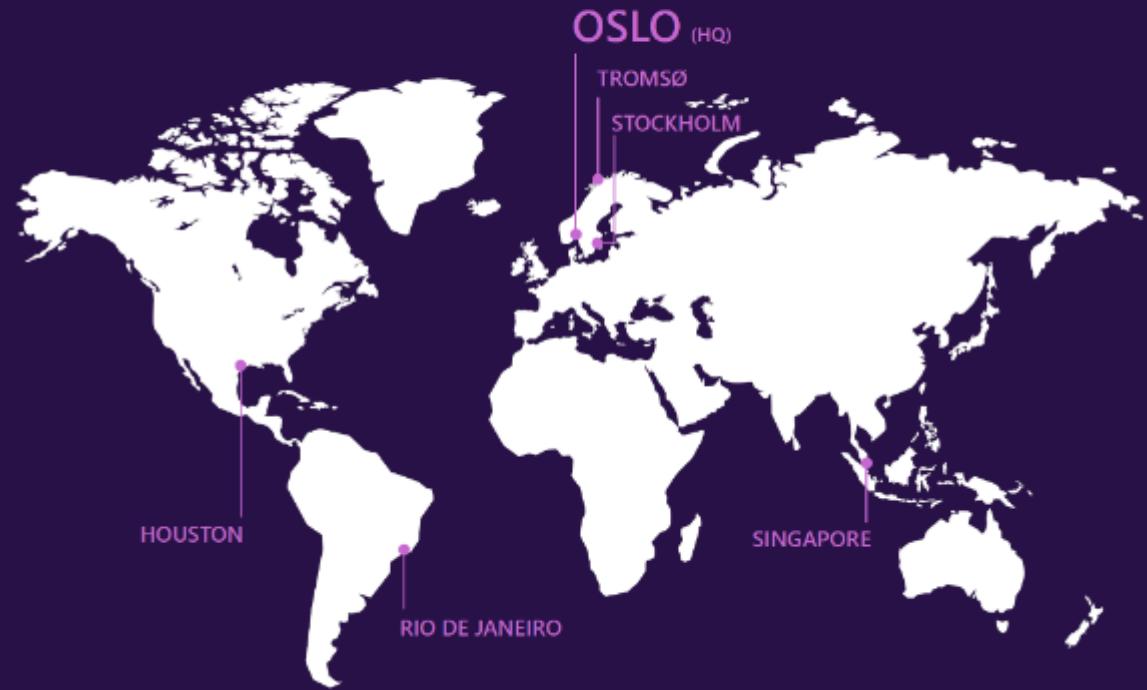
RENEWABLES



OFFSHORE
INSTALLATIONS



MARINE
MINERALS



LISTED
ON EUREONEXT GROWTH



Argeo

Highlights

Summary

"Argeo is an Offshore Service company with a mission to transform the ocean surveying and inspection industry by utilizing autonomous surface and underwater robotics solutions" combined with unique sensor technology and scalable SaaS digital data platform

- Argeo performs ocean surveys and inspections using autonomous and underwater robotics solutions, including AUV's and Work-Class ROV's
- Owns 4 autonomous underwater vessels (AUVs) operated from owned or chartered ships to perform subsea surveys of large areas
- Owns 1 ship used as operational basis, and charters in additional vessel capacity
- IP rights for Electromagnetic sensors used in O&G, Deep Sea Minerals (DSM) and Offshore Wind (OWS)
- Argeo's unique digital data platform Argeo SCOPE for efficient data management and analysis in all Argeo's markets and data types
- Our clients include:
 - Offshore wind companies; survey and inspection relating to building of offshore wind farms
 - Oil & Gas companies; Inspection, Maintenance, Repair and Survey (IRMS)
 - Marine Minerals/ G&G Institutions; Survey and Resource estimation and Environmental
 - Selected seismic companies and seabed OBN operations

Agenda

- Summary and introduction
- ▶ **Operational update**
 - Commercial & Market
 - Argeo operations
 - Outlook

Highlights



Operational update

- Q2'23 was characterized by the completion of Argeo's first marine minerals project and mobilization for Norwegian Petroleum Directorate Knipovich project. The Stromar project scope of work has increased and therefore requires launch of a second spread vessel to complete the project in mid-July.
- Q2'23 outlook:
 - Revenues around NOK 25-30 million
 - EBITDA NOK minus 10-15 million
- Q3'23 outlook:
 - Revenues expected around NOK 70 million, where NOK 15-20 in contracts is pending
 - EBITDA NOK 10-15 million¹
- Our current fleet capacity defends revenues of around NOK 70 million per quarter with cost of sales around NOK 40² million per quarter.
- Argeo is targeting additional growth to obtain economies of scale and a profitable size

¹For the Stromar project a second (temporary) spread will be mobilized using a vessel on charter contract which slightly reduces EBITDA for Q3

²Excludes S, G&A on approx. NOK 8 per quarter

Highlights

Financial update

- Current spread revenue run-rate of NOK ~280 million per year
- Secured revenues of NOK 130 million for 2023 including;
 - Polish Geological Institute in the Mid-Atlantic
 - Contract with Stromar Offshore Wind Farm
 - Global multi-client player for world first multi-client marine minerals survey
 - Contract with Norwegian Petroleum Directorate for minerals survey in Norway
 - Several other good project leads (O&G, DSM and OWS) in discussion with clients with over NOK 1.3b in current tender fase
- Expect positive EBITDA in Q3 based on execution of announced projects, new awards and spreads
- Exploring further growth opportunities to obtain required scale

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Why did we adjust our strategy

AUV/Robotics

Argeo 2021

NO SHIPS



What has changed ?

HIGH DEMAND
UNDER SUPPLY
HIGHER RATES

Full scale subsea services

Argeo 2023 onwards

Several spreads & Subsea vessels



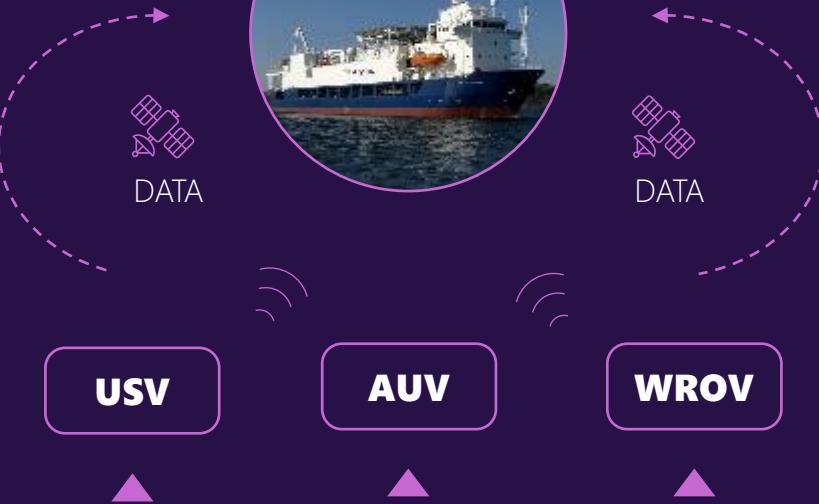
Argeo uniqueness

Technology enabled
operational uniqueness
ready for scale-up and
expansion

All assets are to have
Argeo sensor technology
embedded



AR GEO SCOPE



Rapid data transfer
from ship to shore
via Argeo SCOPE

ARGEOS' UNIQUE AND IP PROTECTED SENSOR TECHNOLOGY

AR GEO LISTEN + AR GEO WHISPER

High-capability valuable assets with complimentary abilities



SeaRaptor AUV

- Depth rated to 6,000m
- Up to 50 hours battery capacity
- Light and very scalable
- Autonomous
- Low CO2 footprint



Hugin AUV

- Depth rated 1000 - 6,000m
- 18-60 hours battery capacity
- Wide range of available sensor integrations
- Custom sensor integration possible
- Navigation sensors and acoustic aiding



Argeo Argus USV

- Flexible aft deck for multiple payloads
- Configurable moonpools (2x)
- Independent propulsion systems (2x)
- Integrated geophysical / hydrographical sensors
- Stabilizer for improved data and communication quality
- Remote operated from Onshore Mission Control



Argeo Searcher

- AUV's Up to 2x SeaRaptor 6000
- ROV: 1x WROV/Observation/Survey (option)
- Instrumentation and acoustic positioning (SON/HIPAP)
- Dedicated instrument/operations room
- Computerized onboard data processing center
- MarlinkVSAT/Starlink communication

Proven strategic adjustment

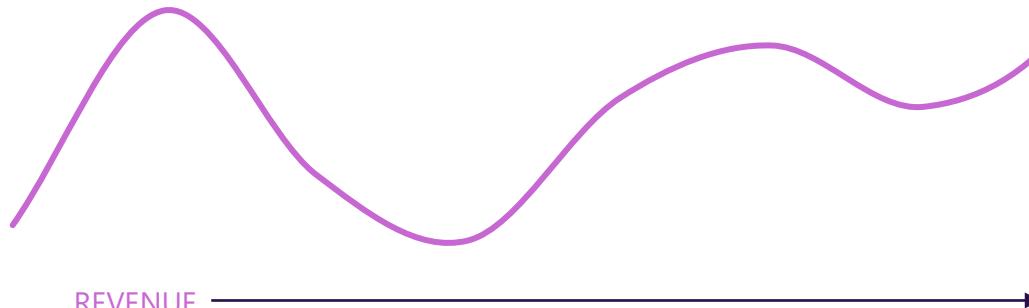
TO MEET GLOBAL DEMAND IN THE SUBSEA SECTOR

Containerized focused strategy

► Complete package strategy



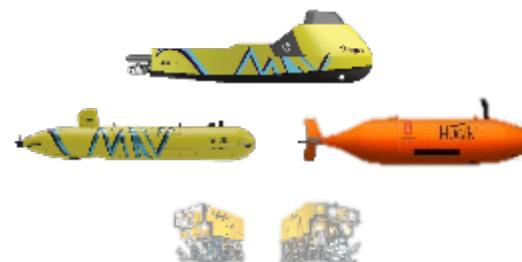
AUV-based (containerized) operations with vessel-of-opportunity



Complete package of vessels and assets for the global market

Full scale subsea services

Larger scope-of-work for clients



2021

2022

2023

Q2e

Strong revenue growth and order book with current spread

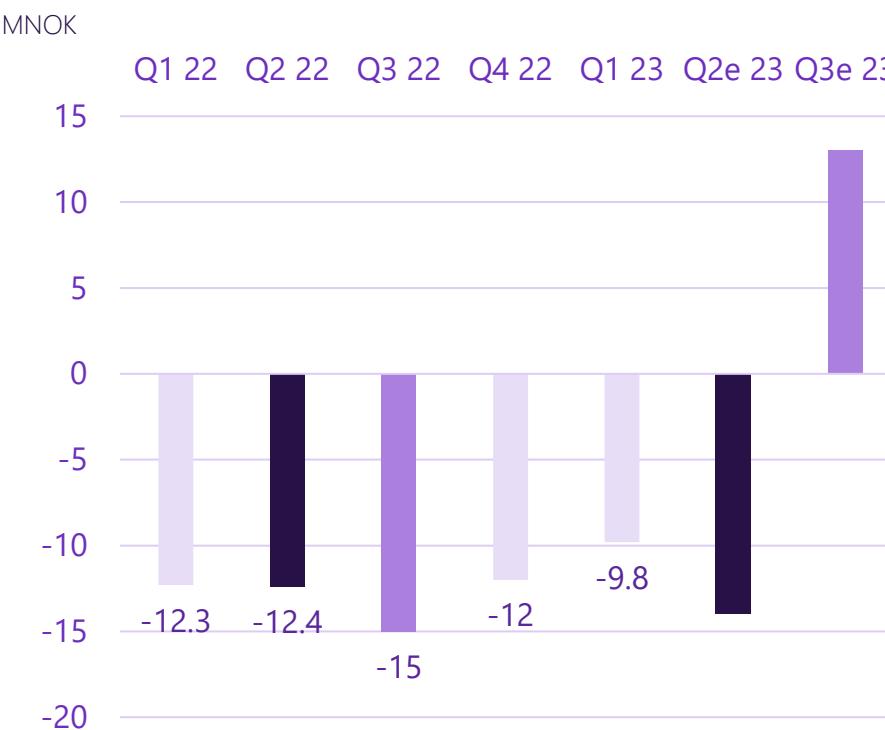
REVENUES Q2e and Q3e

Steady revenue growth expected



*For Q3e revenues, NOK 17 millions is not signed

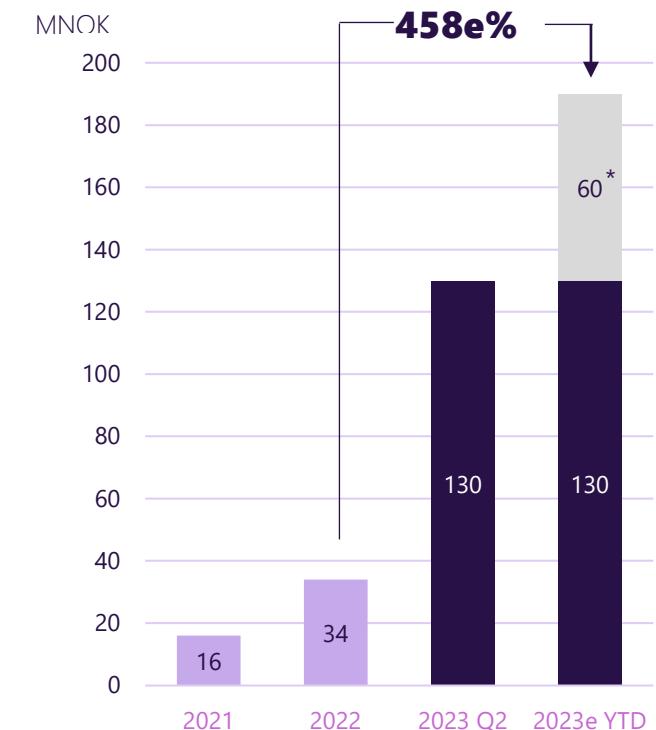
EBITDA Q2e and Q3e



Positive EBITDA expected from Q3

ORDER BOOK 2023

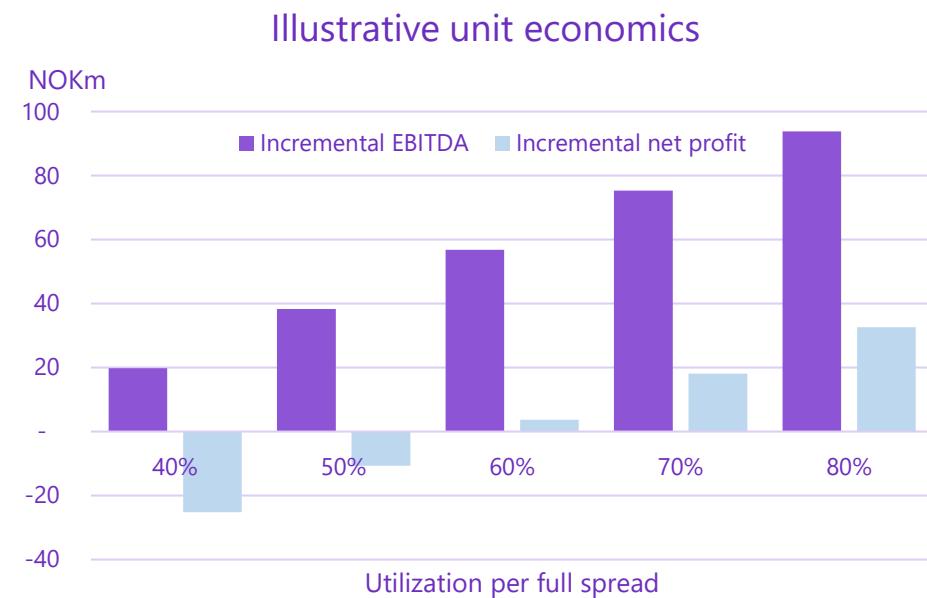
130 secured in Q2
190 estimated for 2023



*NOK 60 million in expected revenue is not yet signed, but in tender

Attractive unit economics

- Argeo targets 80% commercial utilization for full spreads
- This implies EBITDA of NOK +100 million per spread per year
(depending on financial structure for next vessel)
- We are reviewing expansion opportunities with indicative capex requirement of NOK 250-300 million per full spread
- EV/EBITDA less than 3x at 80% utilization
- Net profit impact above NOK 30 million per additional spread assuming 50% debt



Key assumptions:

- NOK 270 million capex
- Financed 50% by debt at 8%
- Depreciated over 7 years
- 22% tax

Scale is key to profitability

- Argeo currently has one full spread operational
 - In addition to two stand-alone AUVs and one temporary second spread expected to start operations in 2H 2023
- Target of 80% utilization implies annual EBITDA per full spread of close to NOK 100 million per year*
- Implies unit-level net profit contribution of more than NOK 30 million (before SG&A and fixed costs)*
- Current SG&A cost budget of NOK ~32 million is expected to increase with 20% for additional unit
- One unit can cover the full SG&A
- Additional units are required to obtain the desired profitability

Illustrative economies of scale

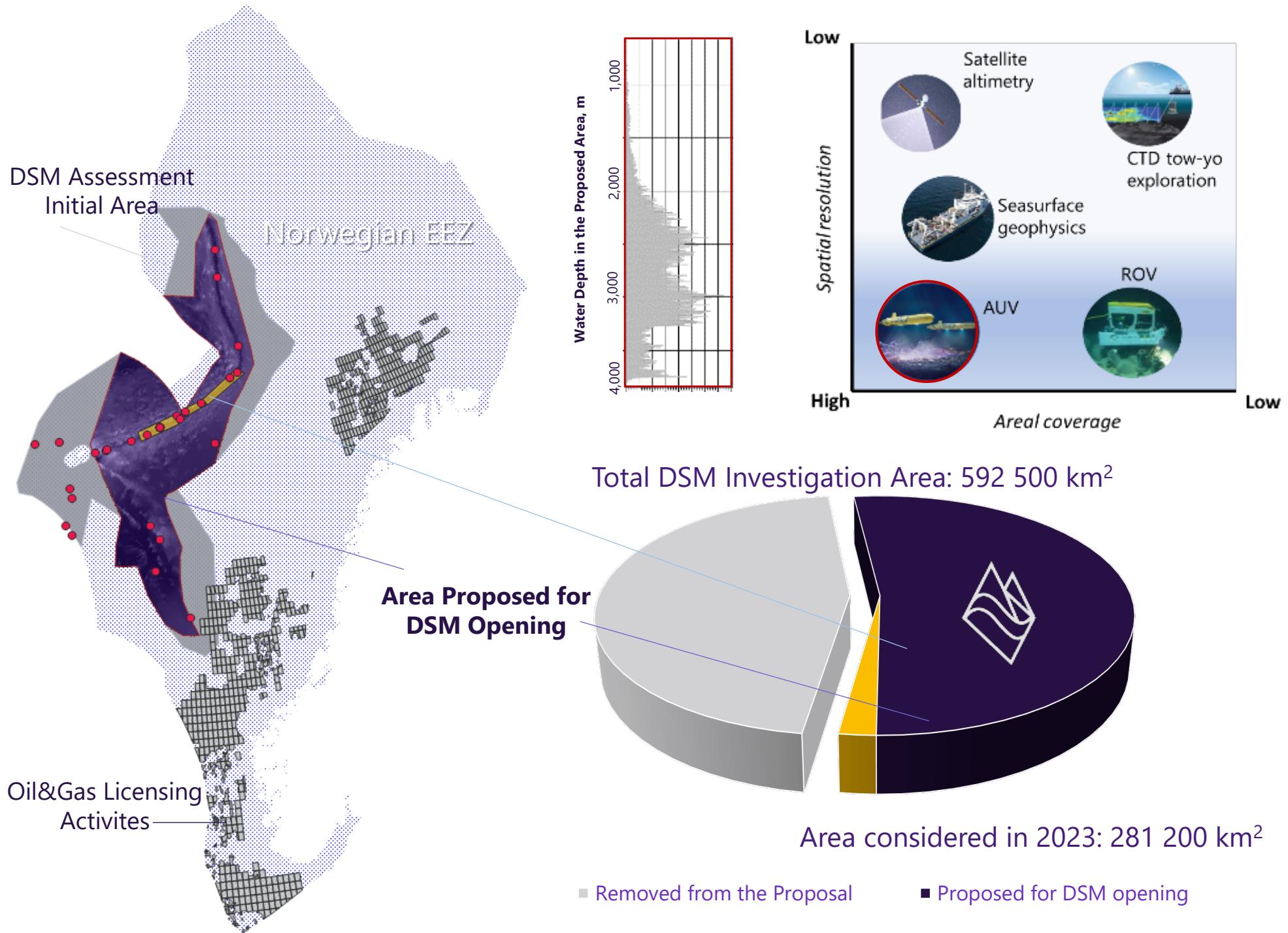


* Key assumptions:

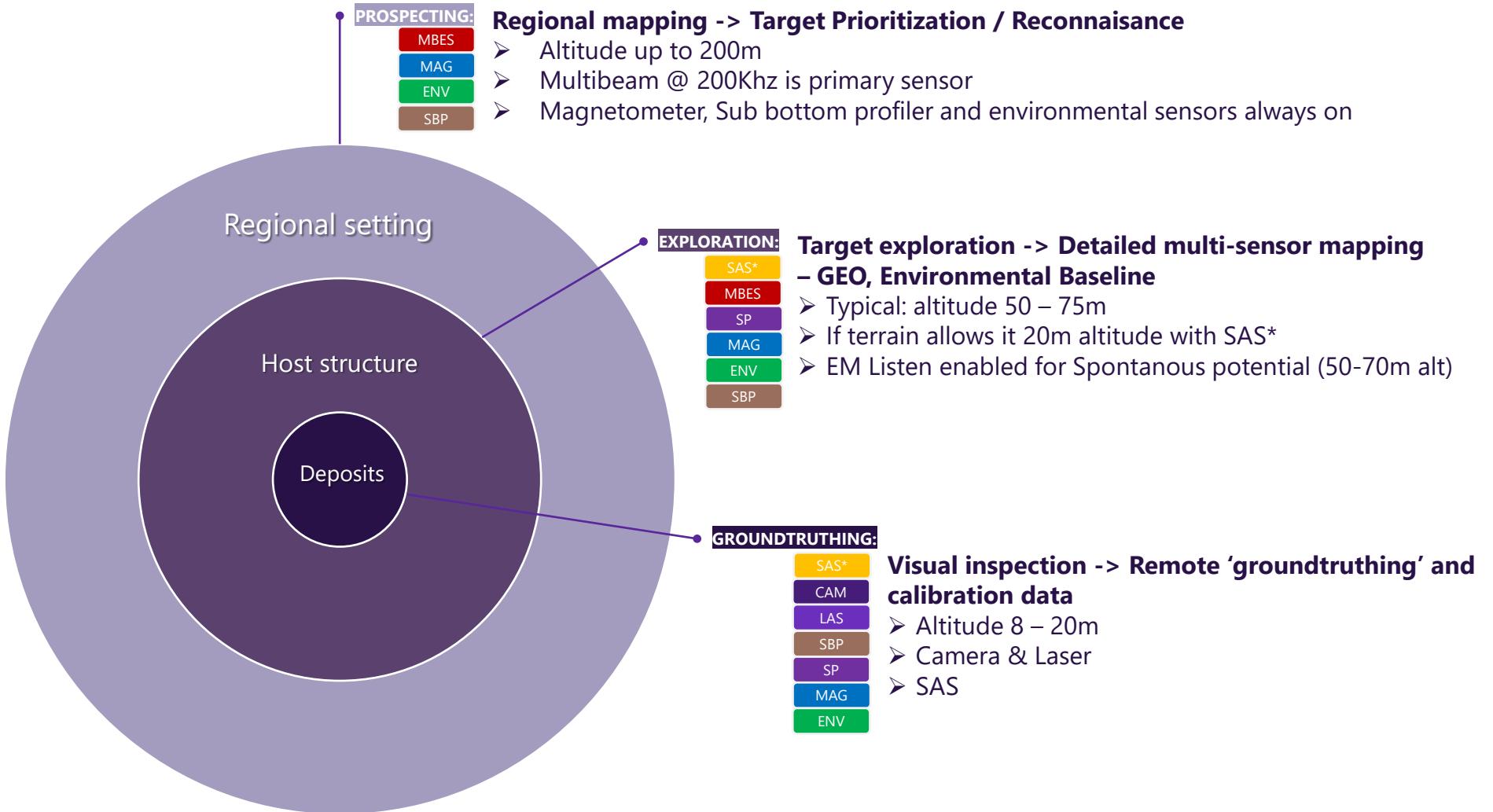
- NOK 270 million capex
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- 22% tax

Deep Sea Minerals

Status
Norway

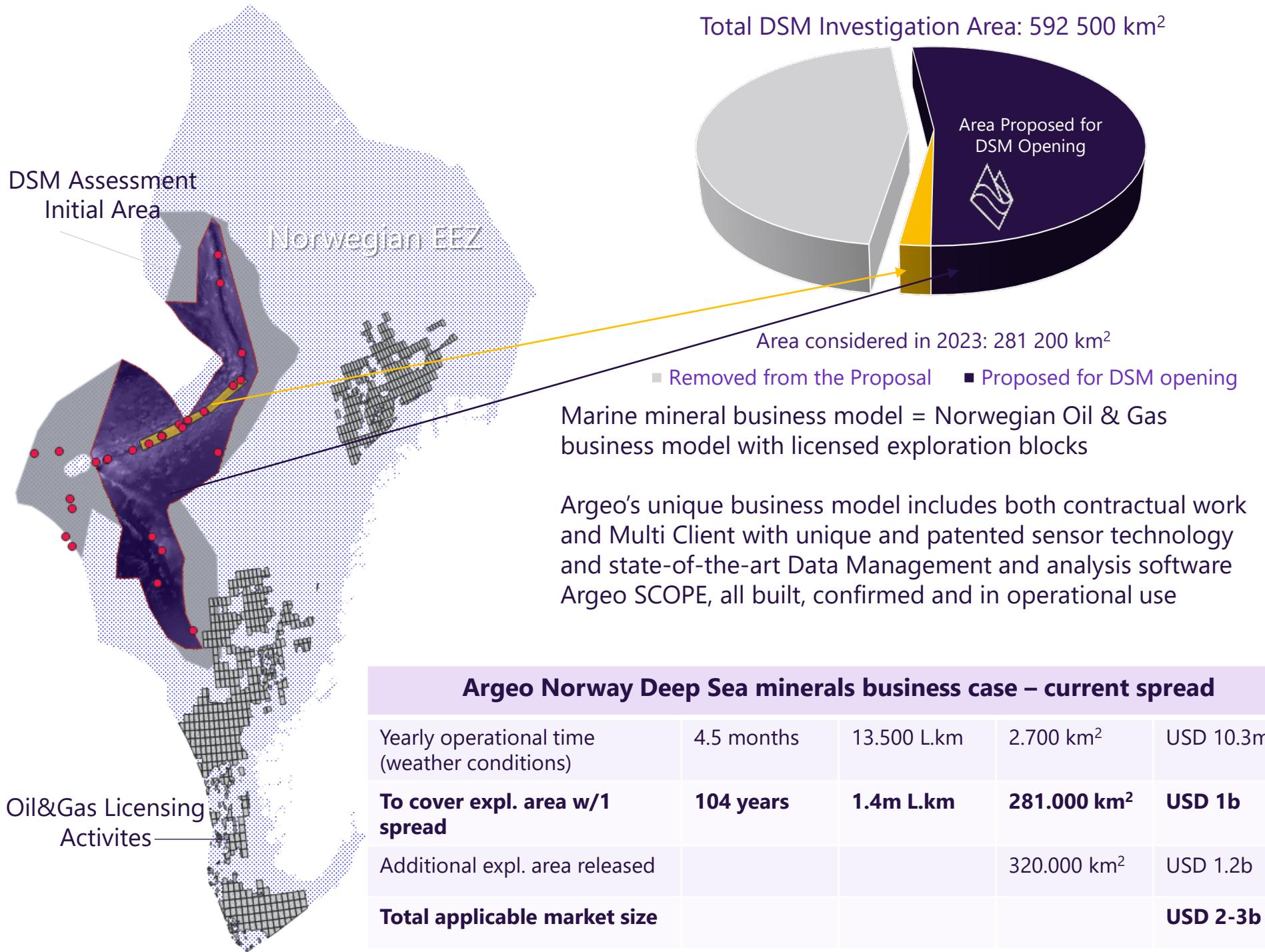


► Deep sea mineral projects generic strategy



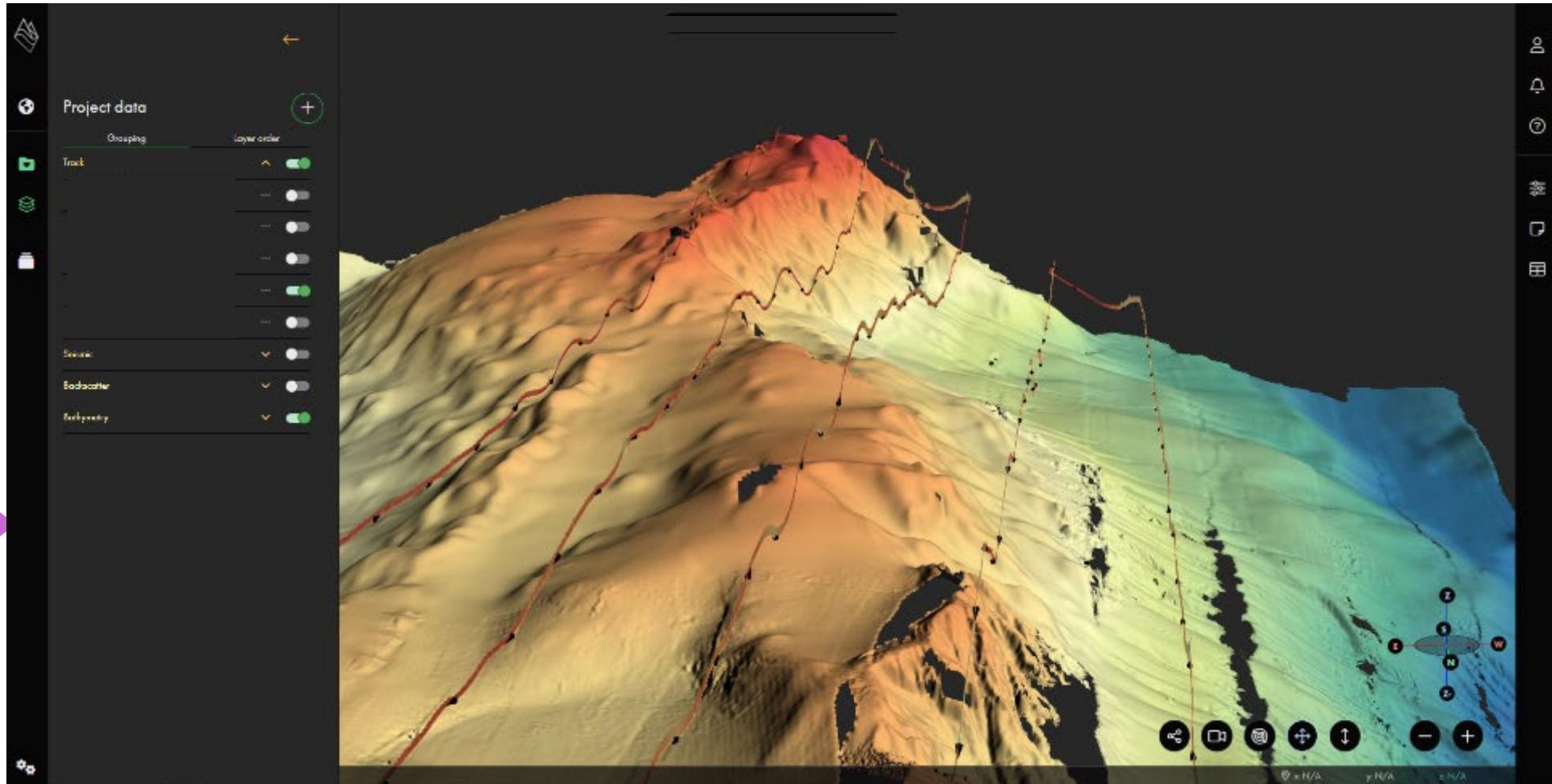
Deep Sea Minerals

Argeo business case Norway



Deep Sea Minerals

Argeo SCOPE in full use



200m altitude (flight height above seafloor) track lines and Argeo Electromagnetic sensor data in very rough terrain at 3000-4000 meter water depth visualized and managed through Argeo SCOPE data platform (ship-to-shore)

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- Trading update
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- **Argeo operations**
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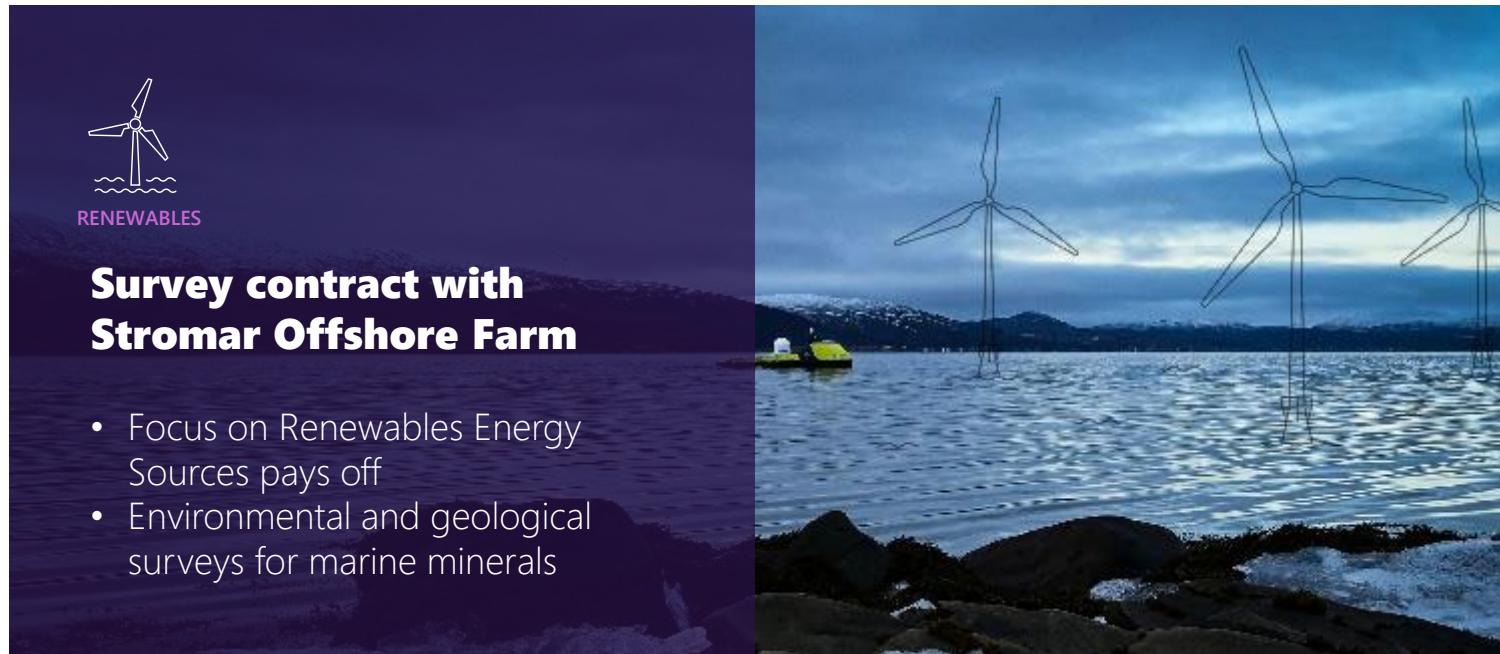
Increased order intake

Confirming strategic direction and commercial demand



Marine Minerals contract

- Multi-sensor data acquisition with AUV for the Polish Geological Institute – National Research Institute (PGI-NRI), Multi Client and Norwegian Petroleum Directorate (NPD)



Survey contract with Stromar Offshore Farm

- Focus on Renewables Energy Sources pays off
- Environmental and geological surveys for marine minerals



MARINE
MINERALS

World's first Multi-Client survey in DSM

The first ever MC data collection
at the Atlantic Ridge for DSM

- Collaboration project with long standing multi-client partner
- Used to identify potential deep-sea mineral occurrences
- Enables early access to cost effective data



“

Having a global collaboration partner onboard with us on this project means that we can leverage our joint expertise to enable better decisions for our clients with high-quality data and data products. (Trond Crantz, CEO Argeo)

SUBSEQUENT EVENT

NOK 37 million deep-sea contract with Norwegian Petroleum Directorate

Multi-sensor data acquisition with AUV to further evaluate mineral resource potential in the northern part of the Mid-Atlantic Ridge (Knipovich Ridge).

- 8 weeks duration in total
- Argeo Searcher VESSEL
- SeaRaptor AUVs
- State- of-the-art SENSORS
- Argeo SCOPE delivery
- Potential expansion



“

Advanced sensor technology delivering actionable data is key for enabling the development of the emerging marine minerals industry.

CEO Trond Crantz

Launch and Recovery

Permanent system on Argeo Searcher with two Searaptors

- SeaRaptor launch and recovery from a customized Henriksen Stinger system installed on a purpose-built rail system
- Climate controlled AUV hangar for storage, maintenance and repair.
- Operational sea state: 5



Argeo Searcher

- DP (Dynamic Positioning) II vessel
- 200 days endurance
- ROV: 1 x WROV/Observation/Survey (option)
- 65 person Pax
- Certified helicopter deck, ICE 1A1 class
- Instrumentation and acoustic positioning (Sonardyne Ranger2/Gyro USBL)
- Dedicated instrument/operations room
- Onboard data processing center
- VSAT/Starlink communication



Argeo Robotics

Argeo Robotics is a technology & engineering company delivering unique and innovative solutions for ocean subsea surveying and inspection.

Argeo SCOPE

Fast and performant 3D visualization of ocean space data in the cloud, supporting a collaborative data sharing and interpretation workflow.



- Unique and highly scalable Software-as-a-Service (SaaS) solution that is poised for a global sales rollout to a substantial customer base
- Argeos' cutting-edge sensor systems are now available for commercial use in Autonomous Underwater Vehicles (AUV) and Remotely Operated Vehicles (ROV).
- Argeos' technology company Argeo Robotics have an annual cash cost of NOK 20 million
- Significant annual potential revenues from equipment and software sales from 2024 ->

Argeo sensor technology



Argeo's Electro-Magnetic system

Passive and Active EM systems

- Passive EM system (Listen) installed on both Searaptor AUV's
- Low power CSEM system (whisper) installed on one Searaptor
- High power CSEM system (Discover) under development

Passive

Deep sea minerals exploration - SP



50 sq km/day @ 6,000 m

Non-contact
Cathodic Protection measurement

3x the speed of ROV

Active (CSEM)

Efficient UXO identification

**More than 4x the
speed of current
acquisition**

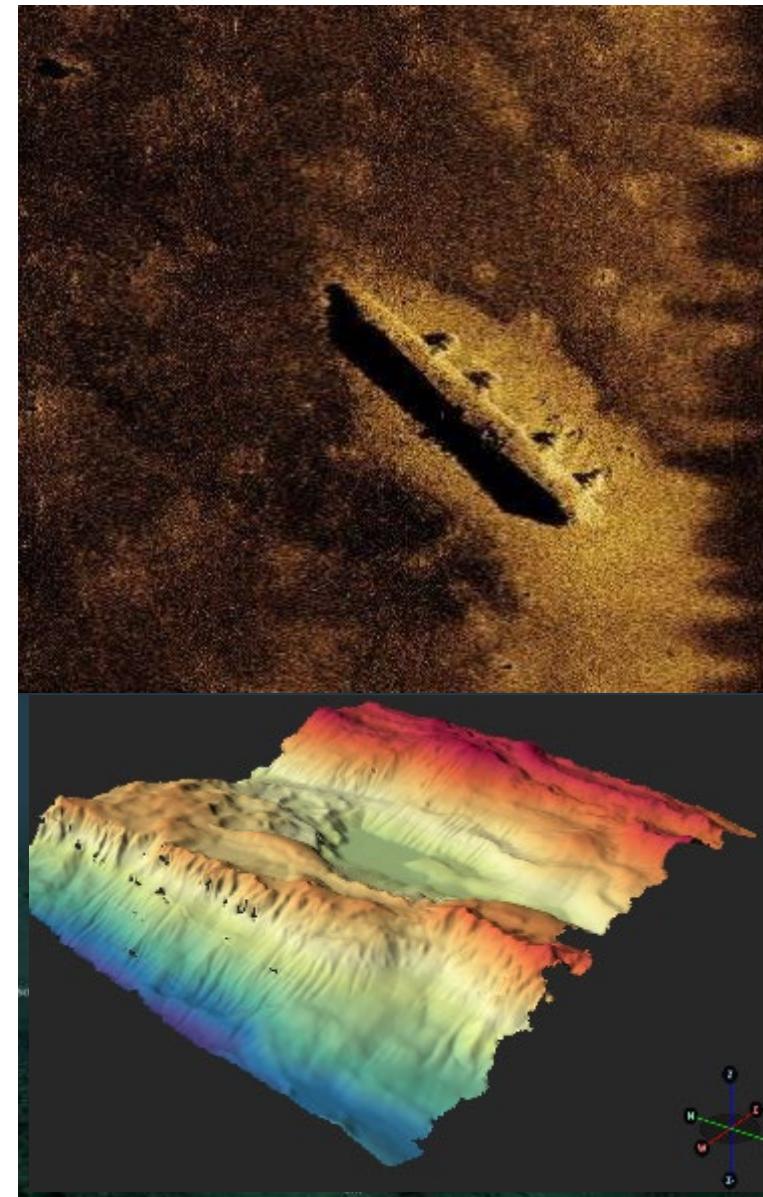
Fast cable & pipeline tracking
on the seabed and buried

**Flying height: 10 m
Speed: 4 knots**

Data examples from AUV Installed sonar

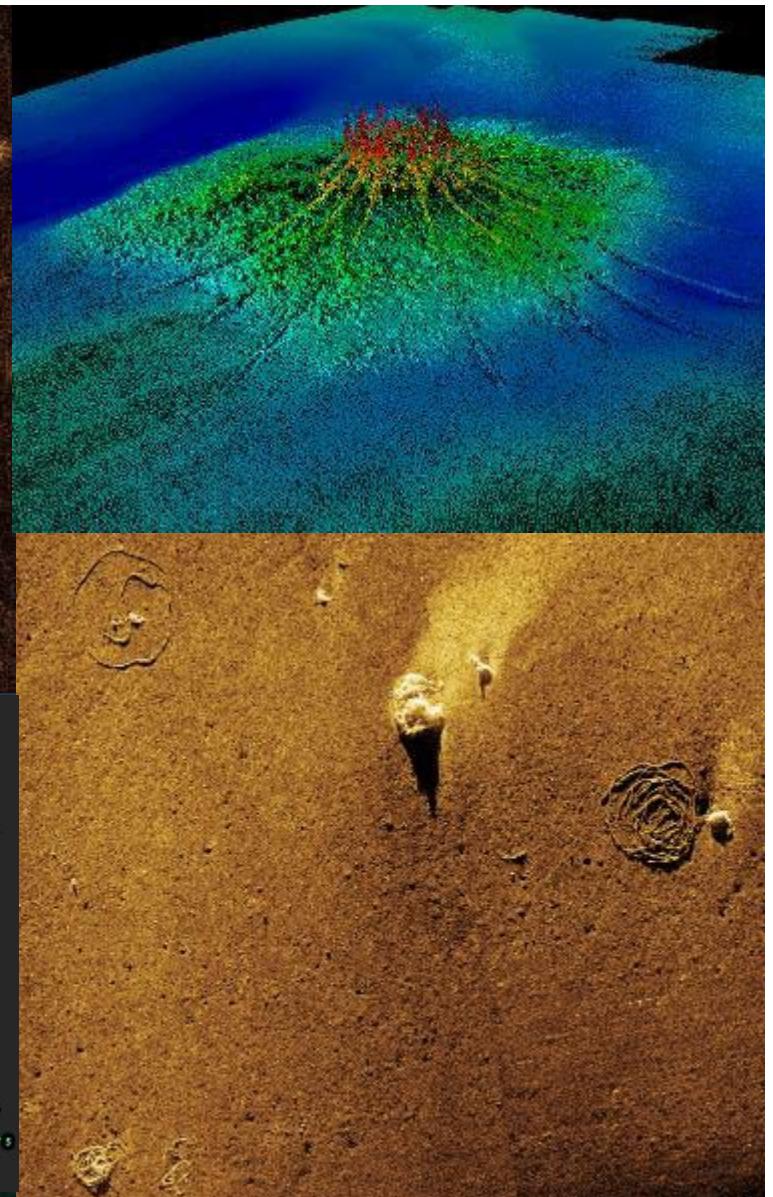
- High-resolution seafloor imaging – up to 2x2 cm over entire coverage area (337Khz)
- Real-time SAS processing onboard
- Simultaneous bathymetry – up to 6x6 cm
- Bathymetry from SAS typically requires higher SNR causing reduced swath
- Optimal altitude 20m
- Sensitive to terrain

B24 airplane



Bathymetry coverage

Anchor chains from Multibeam



Ropes and chains

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Outlook

- Completing PGI marine minerals Mid-Atlantic project
- Starting NPD marine minerals “Knipovich ridge” project
- Starting Stromar offshore wind project medio-July with estimated completion in August
- Completing NPD marine minerals project medio August
- Estimated project backlog for Argeo Searcher in Q4 of NOK 60 million
- Aggressive tender activity ongoing for longer-term projects for Argeo Searcher in 2024
- Exploring options for scale through next spread (subsea vessel) with estimated closure late Q3-2023 - alternative funding sources being investigated including various debt arrangements