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# AGS | Creating a leading Ocean Bottom Node seismic company with novel business and operating model

Business strategy and operations

- AGS is an OBN seismic company with a novel business and operating model
- Asset light setup primarily based on chartering of vessels and nodes, specialising in flexible and hands-on project management and executions
- Currently operates five high-quality vessels, of which four vessels are chartered<sup>1</sup>
- Proprietary technology-agnostic node handling system produced by Evotec



Contract and backlog

- Successfully completed 1,215 km<sup>2</sup> FF OBN project for ONGC over the Mumbai High area
  - EBITDA project margin ~20%
- Completed the largest OBN survey conducted in the North Sea prefunded by Aker BP and attracting co-investment from TGS
  - Survey extended in 2019 to cover new block awards
- 28 months LOI with large international player signed on 23 September
- Recognised Q2 revenue and EBIT of USD ~42m and USD 15m respectively

USD 70m Completed OBN projects over the Mumbai High area – USD 70m project





Working on the largest OBN survey conducted in the North Sea





# Excellent position with novel approach in a growing USD >1bn Ocean Bottom Seismic market



- 2 Solid management team: Track record of developing successful growth companies in the seismic industry
  - Strong customer value proposition: Fit-for-purpose seismic surveys designed in collaboration with clients, ensuring higher quality at lower cost
- Asset light business model: Flexible cost base linked to utilisation, enabled by proprietary node handling system fit for any node and any vessel
- Strong market fundamentals: Excellently positioned in the rapidly growing USD >1bn Ocean Bottom Seismic market with unique opportunity to achieve #1 market position over the next few years



# Contract award on the back of a successfully proven concept 28 vessel months Lol awarded with large international player

# AGS secures well funded additional work in collaboration with large international player

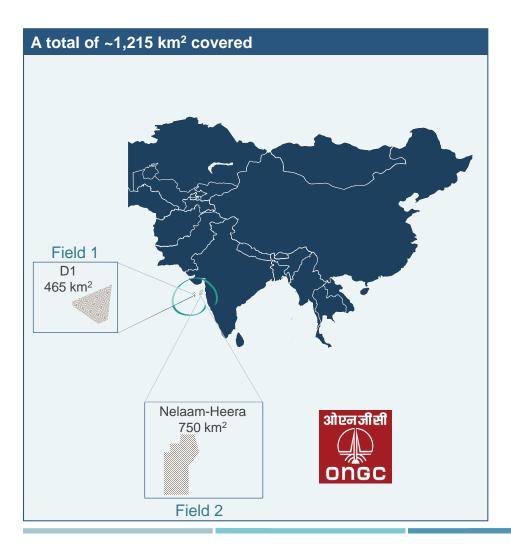
- On 23 September AGS announced a Letter of Intent (LOI) with a large international seismic player for the establishment of a long-term OBN multi-client partnership
- Upon formalization of the partnership, AGS expect to commence a large OBN Multi-Client survey in Q4-2019
- The planned multi-client survey has an estimated scope of 28 vessel months, utilizing two source vessels and two receiver vessels. The project is well pre-funded
- The LOI confirms AGS' ability to continue to be awarded non North Sea season work by utilising it's unique asset-light operational model coupled with best in class operational excellence demonstrated in recent campaigns by its dedicated crew personnel
- AGS is currently scheduling for mobilization following completion of the survey for Aker BP in the North Sea





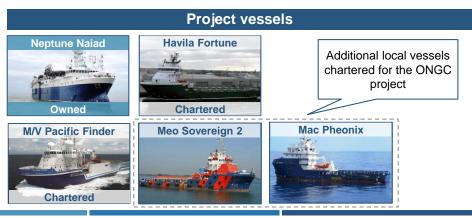


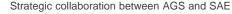
# Successfully proven model – India USD 70m ONGC project completed on schedule in India



# **Contract won in cooperation with SAExploration (SAE)**

- Consortium comprising 70% AGS and 30% SAE SAE fronting bid due to existing strong relations with the client ONGC¹
- AGS awarded USD ~70m of contract value on 28 August 2018<sup>2</sup>
- AGS responsible for the entire offshore acquisition operation, and SAE provides onshore data processing support, contract holding and client interface
- The survey comprises the first part of a larger 3 years acquisition program over the Mumbai High area – successful performance key for further contracts by ONGC
- Contracts for possible expansions expected to be awarded by October/November 2019





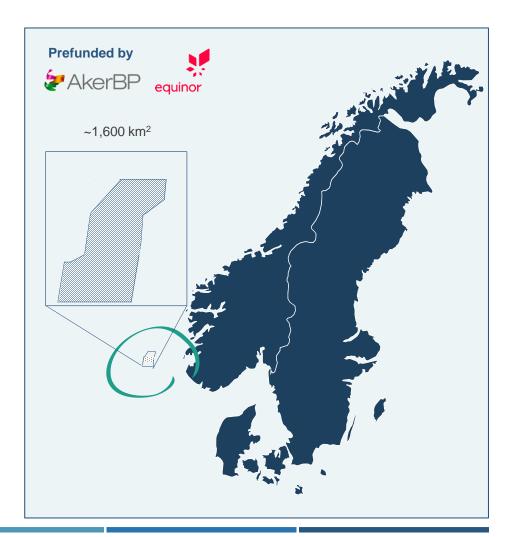
2) Total contract value of USD ~100m - AGS with 70% share



# Successfully proven model – North Sea **Executed major North Sea multi-client survey in '18/19**

# Seismic acquisition on Utsira in the North Sea

- New pre-funding model for multi-client survey for mature production areas and new nearby exploration plays
- Untendered, negotiated contract with high quality focus solid prefunding received
- Largest ever North Sea OBN survey, at ~1,500 km² originally
  - Survey extended in 2019 to cover new block awards
- During 2019, 5 vessel operation over existing acquisition; 2 node handling vessels + 3 source vessels
- Very high production during 2019 season overachieving estimates
- High-end data processing with DUG in London
- Significant interest in expanding or broaden survey with additional surveys in 2019 – 2021 potentially increasing capacity to 5,000 km<sup>2</sup> per season starting by using 2 crews from 2020 season on



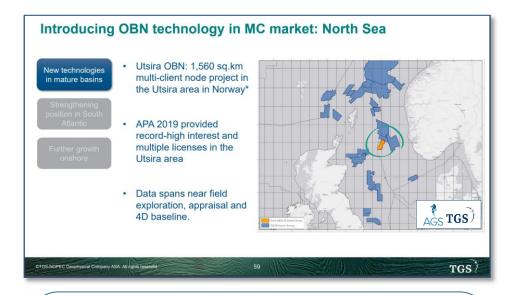


# Successfully proven model – North Sea TGS collaboration validating our North Sea approach

- Strategic collaboration between AGS and TGS for multi-client ("MC") OBN projects in the core part of the central North Sea
- Working as equal partners to develop new opportunities
- TGS co-investment in AGS' Utsira project for Aker BP validates AGS' assessment of the survey – 50/50 revenue recognition

## **AGS** benefits

- Providing and co-owning data from largest multi-client OBN program in the North Sea
- ✓ Building backlog of multi-client projects
- ✓ Building library with future 4D opportunities
- ✓ Balancing financial and business risk
- Accessing TGS' capabilities in geology & geophysics, data processing, and marketing/late sale



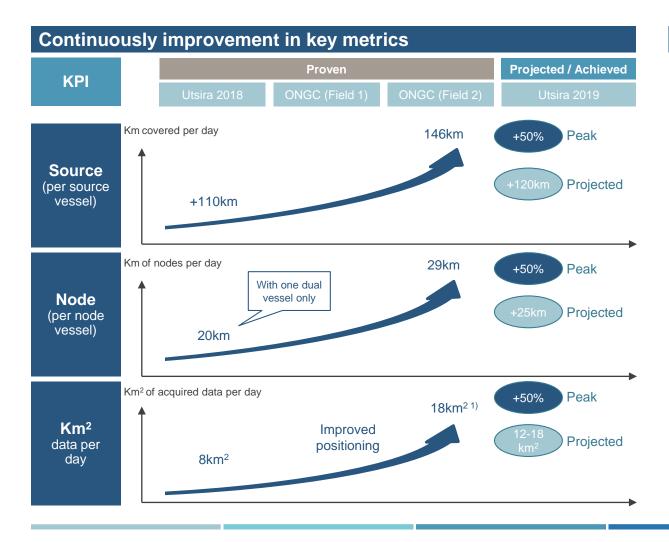
\*\*E&P companies have for a long time recognised that OBN can deliver a significant uplift in data quality.

Technology development and operational efficiencies are bringing costs down to a level where large-scale exploration node surveys are becoming an attractive option to support exploration and drilling decisions. This is TGS' second OBN announcement related to 2019 investments and we are excited by the momentum that we see in this market

CEO Kristian Johansen, TGS (12 November, 2018)



# Successfully proven model – North Sea and India Already proven metrics superior to all competitors



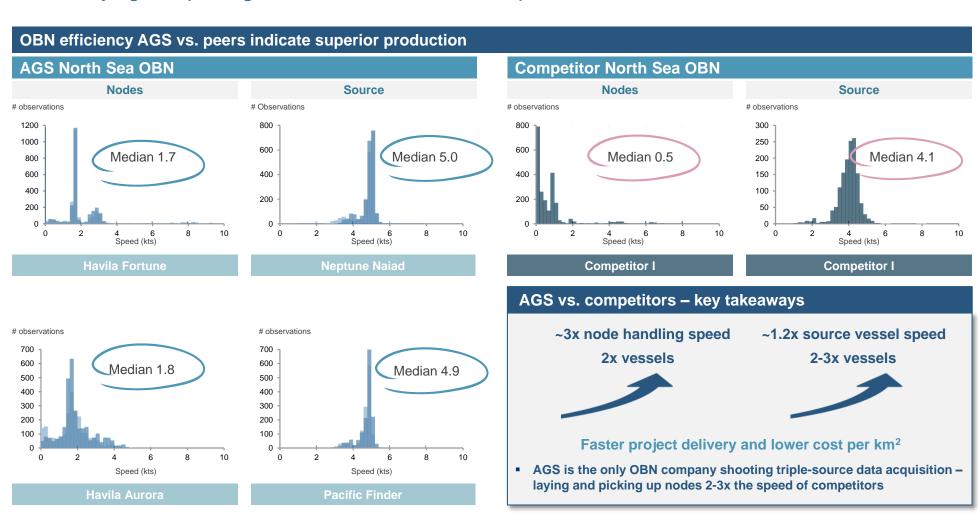
# Key takeaways

- Triple-source acquisition gives 50% efficiency gain compared to dual source
- >20% organic productivity increase compared to 2018
  - Improved receiver and source efficiency
  - Improved vessel efficiency
  - Handling system refinements and improvements over the past 12 months
  - Current nodal fleet more suited to task than in 2018



# Successfully proven model – Best in class operational efficiency AGS perform OBS surveys more efficiently than peers

AGS is laying and picking nodes 2-3x faster than competitors





# Successfully proven model – Q2 figures and growth opportunities Record Q2 and attractive opportunities in a growing market

Strong track record combined with long-term partnerships make AGS well positioned

# **Record Q2 figures**

**USD 42m** Q2-19 revenues **USD 16m** Q2-19 EBITDA **USD 15m** Q2-19 EBIT

- Following full operation and excellent efficiency, AGS successfully completed the OBN project for ONGC in Q2-19
- During the quarter, AGS achieved record operational results, outperforming competitors
- Achieved >700 km<sup>2</sup> Full Fold during Q2, equivalent to >350 km<sup>2</sup> / crew month in the North Sea



# AGS's proven model key for future growth

- Proven best in class metrics and close dialog with several major oil companies making AGS well positioned in the current OBN market
- No customer or regional dependence enabling growth where AGS sees best fit in terms of operation and profitability
- In addition to several proprietary tenders, AGS is seeing the possibility to gain a first mover advantage in the multi-client OBN market
- With its asset light model, core competence and proprietary technology, AGS has the necessary competitive edge to pursue exiting market opportunities





# Solid management team Management team with proven value creation

Management with more than USD 1bn in project revenues through more than 100 executed surveys

# Experience from establishing, developing and leading successful seismic ventures

## Management



## Lee Parker - CEO and co-founder

 >30 years of various leadership positions as an oilfield services executive. Co-founder of Axxis Geo Solutions and current president

## Selected experience





## Svein Knudsen - CFO

>11 years experience as CFO with EMGS and senior roles in the finance and treasury functions at PGS, as well as two years with Nordea Bank

# Selected experience **em**gs







# Rick Dunlop – EVP Operations and cofounder

 >35 years of broad global experience in the geophysical services industry in roles from Project Manager to Senior Vice President in a US company

#### Selected experience





## **Neville Mathers** – Global Operation Manager

 >34 years experience in the oil exploration industry worldwide across a varied range of exploration methods

# Selected experience



# **Board of Directors**



#### Rolf Ronningen – Chairman

 > 35 years of seismic industry experience and has held senior positions at GECO, PGS, Eastern Echo Ltd and Polarcus

#### Jogeir Romestrand - Board member and co-founder of Axxis Geo Solutions

>30 years in the oil service business, holding various senior positions which include several directorships



#### Fredrik Platou

 >15 years of international board and management experience, currently CEO in Arne Blystad AS



#### Nina Skage

 Managing Director at Norwegian School of Economics and business administration (NHH) and several board positions, including Havila Shipping



#### Nial Sævik

 >30 years of international board and management experience with Havila Shipping ASA and ODIM ASA



 >20 years' experience as a lawyer and is currently Head of Legal in Topaz Energy and Marine Limited



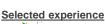
#### Vibeke Fængsrud

 Founder and CEO of House of Math and held various board positions in academia

#### Selected experience













#### Selected experience





## Selected experience



## Selected experience





#### Selected experience





#### Selected experience







# Strong customer value proposition Delivering seismic data matching customers' true demand

# Supporting customers as a one-stop-shop partner

# Optimised survey design

Speaking partner: feasibility studies, survey design, spread configuration etc.

# Flexible configuration

Complete
flexibility on
field
acquisition:
vessels,
nodes, design,
timing

# **Quality** seismic data

Delivering tailor-made (processed) seismic data

# **Enabled by a strong organisation**







Target: Delivering fit-for-purpose seismic solutions, in close collaboration with clients

Experienced people with extensive industry network, technical knowhow and engaged sales culture

Pool of industry experts available to complement in-house expertise based around asset light model – insourcing of competence which clients feel comfortable with



# Asset light business model Flexible cost base linked to utilisation

Expenses linked to utilisation – no cash burn on sunk invested capital

# Leasing overview – flexible setup and cost base easily adjustable in-line with market activity

## **Vessels**

 Flexible vessel capacity – combination of one owned vessel and multiple shortterm leases

- Abundant access to vessels any vessel, including PSVs, can carry AGS' proprietary node handling system
- Avoiding pitfalls of seasonal utilisation discrepancies in conventional marine acquisition

#### Nodes

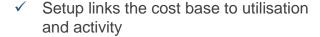
 Node agnostic handling system, no capex and R&D for own equipment – nodes currently leased from Geospace



 A simplified, low cost method for node deployment requiring limited investments

## Crew

 Seismic crew mainly on voyage contracts – Havila, Remøy Shipping and Sanco provide marine services



✓ Proven ability to rapidly adjust capacity, demonstrated by ramp-up of 150 crew members in a few weeks for the ONGC operation in India



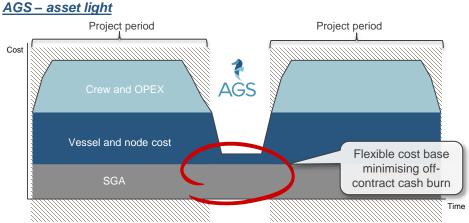




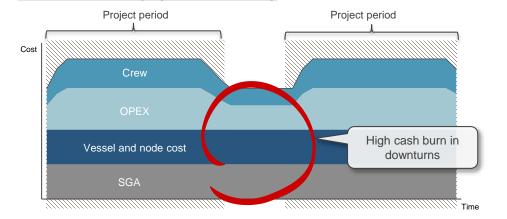


# Asset light business model Project organisation with proven ability for rapid ramp-up

# Illustrative cost cycles



# Traditional seismic players – asset heavy



# Combining operational excellence from land and marine

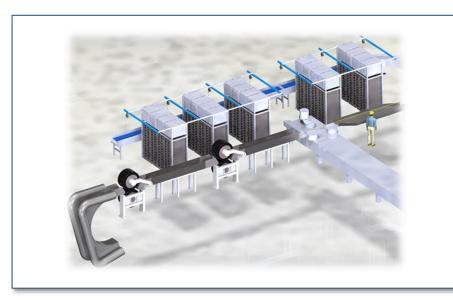
- "Exporting" land-based acquisition project culture to the marine market - ensuring quick ramp-up, high utilisation and cost flexibility
- Operating model proven at Aker BP operation; ~80 people added to base crew of 40 in a matter of weeks
- Project organisation procuring commodity vessel and crewing services from external suppliers





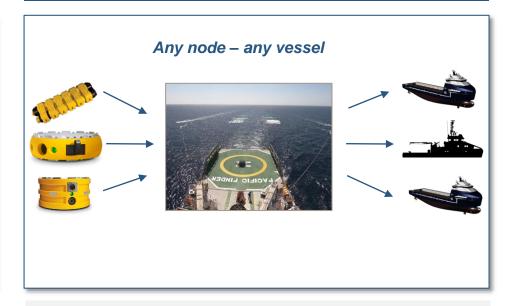
# Asset light business model High operational flexibility with minimal capex requirements

# Technology-agnostic system for attaching nodes on a rope



- Configured to hold the rope still while nodes are attached
- Solid and reliable operation
- Simple and low cost system which cost only USD ~2m to produce
- Nodes can be deployed in speeds up to 6 knots

# Easy to fit on vessels - low upfront capex requirements

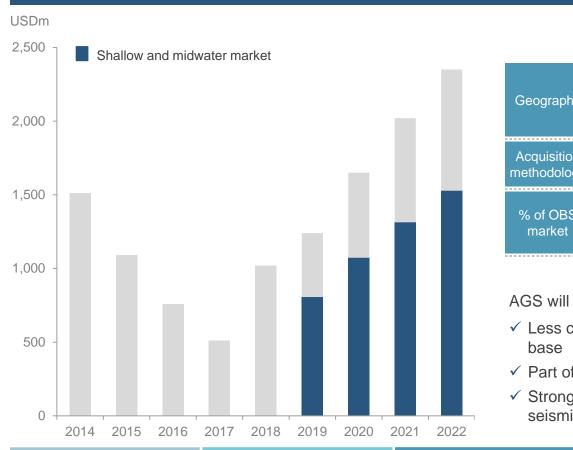


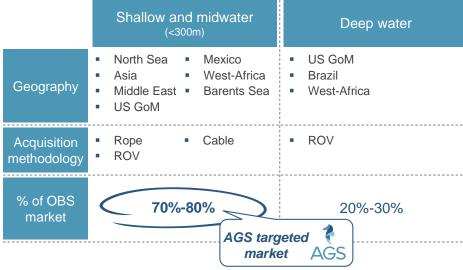
- Node agnostic handling system allows for flexibility in system choice
  - De-risks project scheduling issues
  - Allows adoption of emerging technologies quickly
- Handling system can be attached to any vessel, including PSVs
  - Requires minimal additional modifications on vessels



# The Ocean Bottom Seismic (OBS) market Large opportunities for brownfield projects in shallow and midwater areas

# Targeting shallow and midwater areas – constituting 60-70% of the OBS market



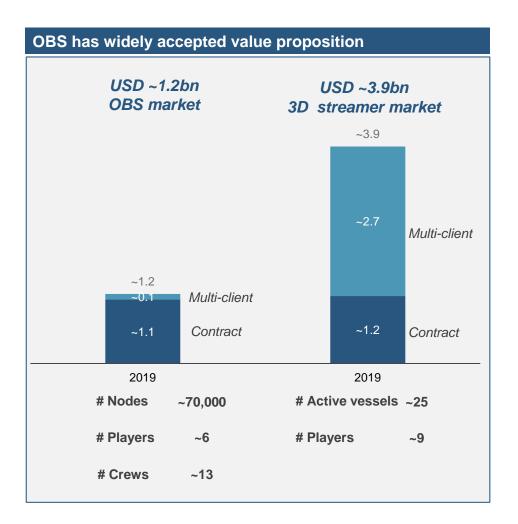


AGS will predominantly target brownfield projects

- Less cyclical than greenfield, with more diversified customer base
- ✓ Part of production budgets rather than exploration budgets
- ✓ Strong client demand operators realise high Rol on OBS seismic spending



# Attractive position First mover advantage in the emerging multi-client market

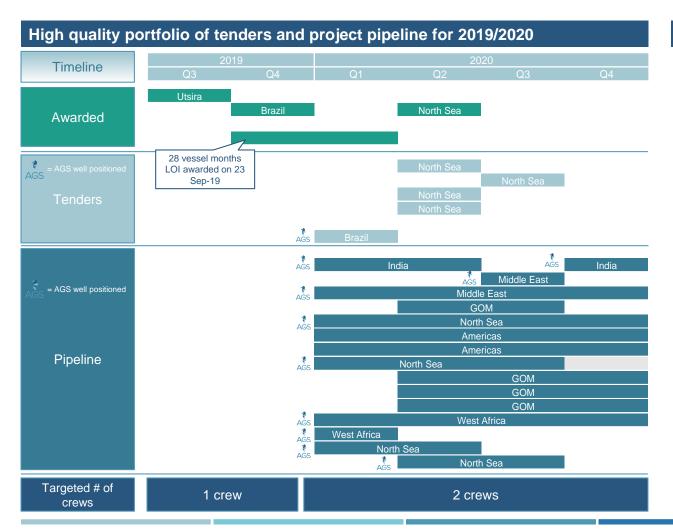




- First mover advantage in OBS multi-client market
  - Limited OBS multi-client data available
- Attractive channels for sourcing both contract and multi-client work:
  - Public tenders
  - Bilateral discussions with E&P companies, where AGS proposes survey designs for relevant assets



# Attractive position Strong tendering activity and project pipeline for 2019/2020



## **Attractive projects characteristics**

- Current tendering activity for 2019 demonstrates the attractive market growth prospects
- AGS in exclusive negotiations for 2 projects, of which one in North Sea and one in West Africa
- Several high-value tenders similar to the AkerBP contract
- Majority of tenders requires 4,000-8,000 nodes and a 2-4 vessel configuration
- Several contracts for H2-19 and 2020 to be awarded in the coming months
- Attractive regional diversification allowing for work outside North Sea during winter months
- Highly diversified group of customers
- In June 2019, AGS signed a Global Master Service Agreement with a Major International Oil Company
  - Received first contract for services in the North Sea. The company expects to execute on the work program during 2020 North Sea seasons



# **Appendix**

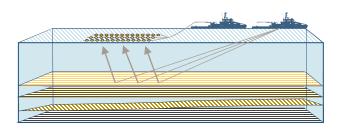


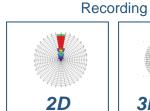


# Intro to OBS Overview of streamer seismic surveys vs. OBS

## **Traditional streamer seismic**

- P-waves (pressure waves) are reflected from the ocean bottom and recorded
- Conventional seismic where the receivers are towed behind a boat

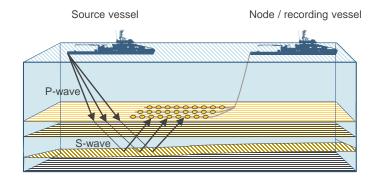






## Ocean bottom seismic

- Sensors/geophones are stationary on the seabed (cable or nodes)
- Both P-waves (pressure waves) and S-waves (shear waves) are recorded





# Advantages with ocean bottom seismic

- Much better picture of the underground (partly because receivers on the ocean floor are able to register a sound wave that does not travel through water, the so called S-wave, as opposed to only Pwaves, which travel through water
- The additional data from S-waves provides superior imaging quality and higher resolution data
- Quiet recording environment and avoids having the weather contaminate the seismic data
- Stationary sensors: Avoids the noise generated from conventional towing and receiver motion correction
- Full azimuth due to the possibility of having sources and receivers completely detached from each other
- Possible to collect data close to existing infrastructure



# Intro to OBS Overview of contract vs. multi-client seismic

## Contract projects – seismic data belongs to the client

- Contract work where relevant E&P companies enter into direct and sole agreements with the seismic company – opportunity for the E&P company to customize survey design
- Acquired seismic data belongs to the client
- One time sale of the acquired data with <u>pricing above acquisition cost</u> in order to create profit for the seismic company – lower project risk

# Seismic player One-time sale of seismic data One-time sale of seismic data One-time sale of seismic data

# Illustrative seismic players





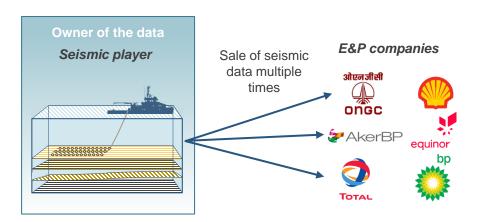






# Multi-client projects – seismic data belongs to the seismic player

- Multi-client projects are surveys that are done without a specific contract with a client but rather undertaken by the seismic survey companies on a speculative basis
- Acquired seismic data belongs to the seismic company (called multi-client library on the balance sheet)
- Sale of acquired data multiple times with <u>price per sale (usually) below</u> <u>acquisition cost</u> – higher project risk as one must sell the library several times in order to generate profit



## Illustrative seismic players













# Shareholder overview

Shareholders of AGS						
No	Investor	Share (%)	# of shares	Country		
1	Songa Investments As	15.95%	3,399,283	NOR		
2	Havila Holding As	14.81%	3,156,041	NOR		
3	Rome As	11.49%	2,449,257	NOR		
4	Bruheim Bjarte Henry	11.13%	2,371,657	NOR		
5	W2 Seismic As	8.29%	1,765,561	NOR		
6	Trh As	4.07%	866,839	NOR		
7	J.P. Morgan Securities Llc	3.30%	703,618	USA		
8	Johs. Hansen Rederi As	3.11%	663,012	NOR		
9	Ronja Capital As	3.02%	644,000	NOR		
10	Remco As	2.54%	540,854	NOR		
11	Alcides Shipping As	2.12%	450,712	NOR		
12	Ajea Invest As	2.08%	444,000	NOR		
13	Kjølås Stansekniver As	1.88%	400,000	NOR		
14	Stette Invest As	1.88%	400,000	NOR		
15	Abg Sundal Collier Asa Meglerkonto U	1.35%	288,455	NOR		
16	Bjørnulf A/S	1.22%	260,862	NOR		
17	Krefting As	0.85%	180,885	NOR		
18	Urbanium Gruppen As	0.85%	180,285	NOR		
19	Grant Invest As	0.56%	120,190	NOR		
20	Canomaro Shipping As	0.49%	104,627	NOR		
	Total top 20 shareholders	90.99%	19,390,138			
	Other	9.01%	1,919,799			
	Total	100.00%	21,309,937			

## **Comments**

- In the merger with Songa Bulk ASA, the shareholders of AGS received in total 1,029,636,885 of consideration shares, with 1.4 consideration shares per one (1) share of AGS
- Former shareholders of Axxis Geo Solutions constituted 96.6% of the combined entity after completion of the merger
- At the annual general meeting held on 16 May 2019, AGS resolved to carry out a 1:50 reverse share split.
  - Following the reversed share split, the number of outstanding shares was reduced to 21,309,937 (including the Consideration Shares)



# Solid management team Extensive international experience





# Strong customer value proposition In-house core capabilities + high quality partners

Legend
In house 3<sup>rd</sup> party

# In-house core capabilities + cooperation with renowned partners ensures sustained value creation

Deal origination

Survey design and feasibility study

Field acquisition

**Processing** 





Field acquisition competence AGS

Nodes: Partners

Marine & Crew: Partners

Vessels: Partners

**Partners** 

Deal origination and sales managed by experienced AGS team In-house competence supported by third parties depending on project demand

Core in-house field acquisition competence

Asset management partners

Multiple third party suppliers Strategic collaboration with TGS

# Asset light business model providing scalability and flexibility

## **AGS** organisation



Lean organisation, low overhead and limited fixed asset – offshore to onshore ratio of 15:11

## **Marine partners**









# **Node leasing**





+ Others

## Seismic data processing



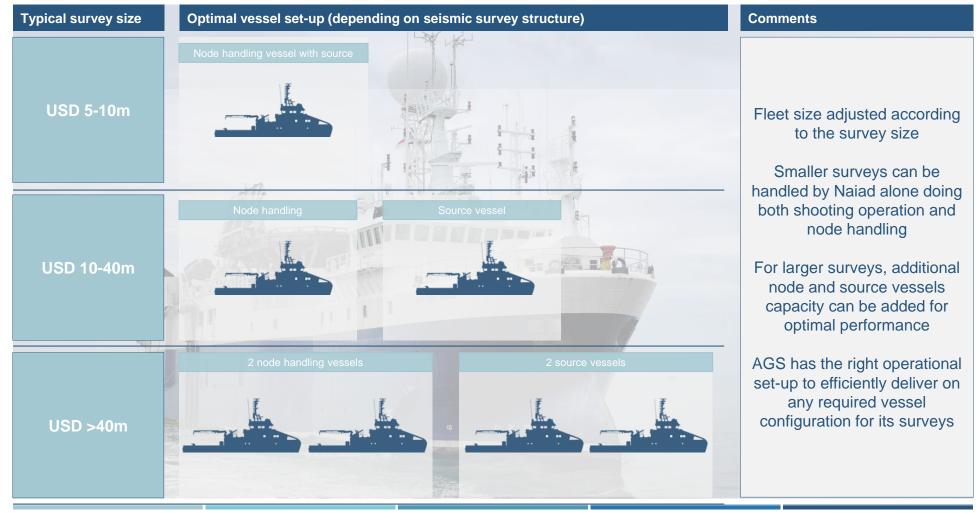








# Asset light business model Flexible fleet adapted to a wide range of vessel configurations





# Asset light business model Secure supply of nodes upon demand

# 9,000 nodes secured on "perpetual" lease...

- AGS leases 9,000 OBX nodes and associated ship based equipment from Geospace which had a minimum commitment of 6 months (terms agreed in 2018)
- As AGS is now past the 6 months minimum commitment period, AGS can either keep the nodes at its discretion or return the nodes at any point in time
- The lease agreement is based on attractive terms following on usage/non usage

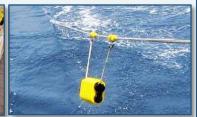
# ...and excess nodes available upon demand

- Access to first set of additional nodes with a 3 months lead time from order, followed by 500 nodes per week<sup>1</sup> to build additional nodes if not in inventory
- Minimum contract period of only 6 months
- As AGS is node agnostic, the company sees nodes as a commodity and does not expect to experience any shortage of access in the medium/long term



Geospace





- Once deployed, the nodes can collect seismic data continuously for up to 45 days
- During AGS' operation in the North Sea and India, the nodes achieved < 1% data failure</li>

>2,000 km<sup>2</sup>

of nodes on the seafloor during the India ONGC project



# The Ocean Bottom Seismic (OBS) market Ongoing technology shift substantially boosting OBS

# Strong market forces driving sustainable growth outlook for the OBS market



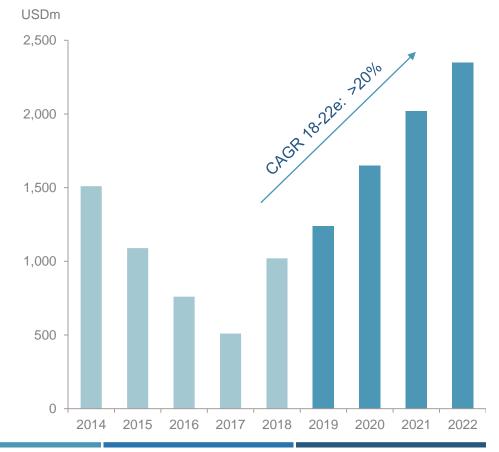
Oil companies require higher resolution data and increased illumination



Enhanced imaging increases reservoir understanding and IRRs in brownfield projects



Streamer seismic unsuitable around to existing offshore infrastructure



**Technology shift** 



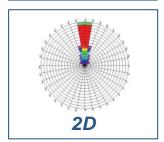
Quality to price ratio significantly improved on the back of enhanced technology

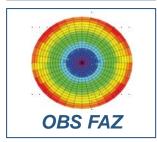


# Strong customer value proposition **OBS** - the next generation seismic

Superior imaging quality with up to 50x more data per km<sup>2</sup> compared to traditional towed streamer 3D seismic<sup>1</sup>

Seismic technology





3D NAZ

600GB

**OBS** creates more data

Gigabyte per km<sup>2</sup>

2GB

12GB

## Far superior image resolution

#### Illustration







# Key takeaways

- ✓ Superior imaging quality
- ✓ Full azimuth
- Less noise
- ✓ Multi-component data
- ✓ Accurate 4D repetition
- ✓ Less weather downtime
- Improved facility undershooting
- ✓ Costs are coming down
- Increased importance with more mature fields and more complex fields (no "easy" developments)



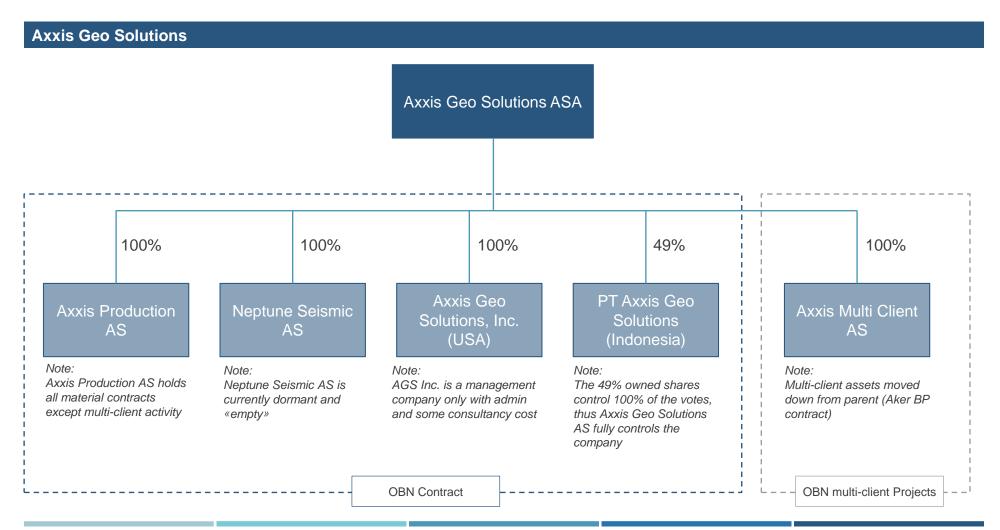
# Financial information – income statement and balance sheet

Consolidated income statement (USDm)							
P&L (segment reporting)	YE-18	Q1-19	Q2-19	YTD Q2-19			
Multi-client	15.4	0.0	0.0	0.0			
Contract	6.6	26.6	42.2	68.7			
Gross Revenue	22.0	26.6	42.2	68.7			
Vessel cost	-28.8	-12.1	-15.3	-27.4			
Crew & project management	-9.6	-4.7	-6.4	-11.1			
Seismic, source and node equipment	-17.6	-5.9	-7.2	-13.1			
Other operating expenses	-8.7	-3.7	-1.9	-5.6			
Mobilization (net)	3.4	-2.1	-1.4	-3.4			
Multi-client capitalization	26.7	3.2	9.6	12.7			
Joint operation share of costs	28.4	0.0	0.0	0.0			
Total cost of sales	-6.2	-25.4	-22.6	-47.9			
Personnel and other expenses	-5.2	-1.1	-3.1	-4.1			
EBITDA	10.5	0.1	16.5	16.6			
EBITDA-margin	47.9%	0.5%	39.1%	24.2%			
Depreciation & Amortization	-12.8	-1.1	-1.2	-2.4			
EBIT	-2.3	-1.0	15.3	14.3			
EBIT -margin	-10.3%	-3.8%	36.2%	20.7%			
Financial items	-1.6	-0.3	-1.6	-1.9			
Profit (loss) before tax	-3.9	-1.3	13.7	12.4			
Taxes	0.3	0.0	-2.9	-2.9			
Profit (loss) for the period	-3.6	-1.3	10.8	9.5			

Consolidated balance sheet (USDm)					
Assets	31.12.2018	30.06.2019			
Goodwill	2.0	1.9			
Multi-client library	26.7	38.3			
Deferred tax asset	4.9	1.9			
Property, plant and equipment	17.1	17.6			
Other non-current assets	0.1	0.0			
Total non-current assets	50.7	59.6			
Inventories	2.1	2.9			
Trade receivables	4.2	28.9			
Other current assets	6.9	14.0			
Bank deposits, cash in hand	8.2	0.6			
Total current assets	21.4	46.4			
Total assets	72.1	106.0			
Equity and Liabilities	31.12.2018	30.06.2019			
Share capital and other paid in capital	12.2	23.1			
Other reserves	-8.6	1.5			
Total equity	3.6	24.6			
Interest bearing debt	-	0.2			
Total non current liabilities	-	0.2			
Borrowings current	3.7	3.1			
Trade payables	22.2	25.1			
Contract liabilities	19.1	18.3			
Other current liabilities	23.5	34.7			
Total current liabilities	68.5	81.1			
Total liabilities	68.5	81.4			
Total equity and liabilities	72.1	106.0			

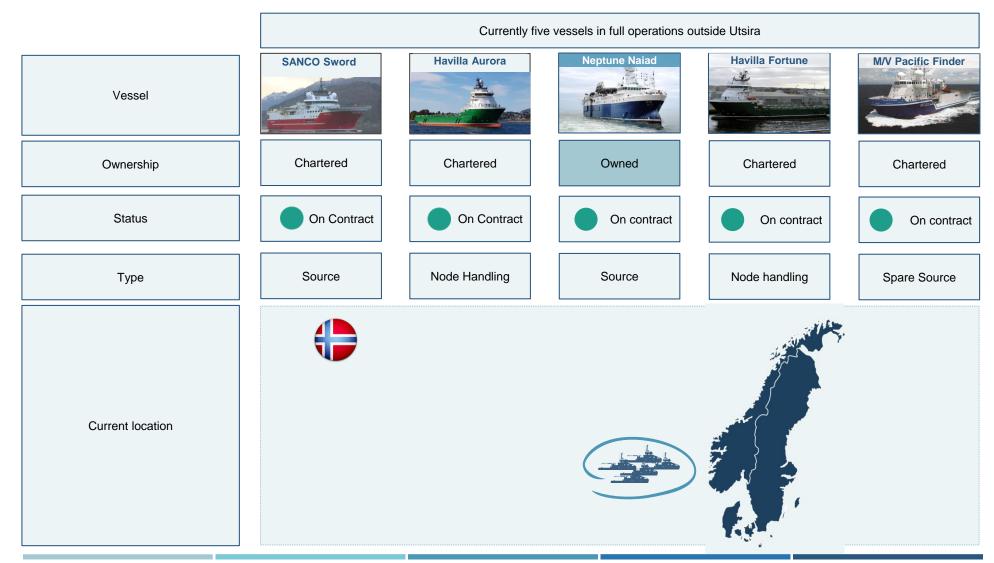


# **Current legal structure for AGS**





# Asset light business model Capable fleet of vessels chartered on attractive terms







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