

# SB1 Energy Conference

Carel Hooijkaas – CEO

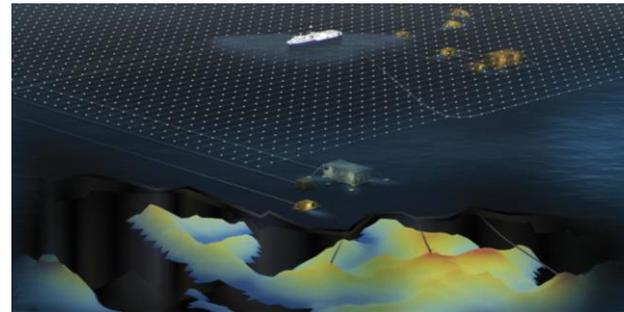
17 February 2021



# Magseis Fairfield well-positioned for the new market environment

Clients committing to Energy Transition

Focus on value and cash from already explored assets



Commitment and growth in Renewables



Global market leader in Ocean Bottom Seismic

- Acquire data to provide subsurface imaging solutions
- Asset-light
- Global presence aligned with Energy customers
- Performed 98 OBN surveys

Leading Ocean Bottom Node technology platform

- In-house R&D and engineering
- Z and MASS node technologies with ~30 000 nodes
- Fully modular system: 0 -3000 meters

# Magseis Fairfield Investment case

1

Completed company turnaround

2

Asset-light and differentiated technology

3

Improving market outlook

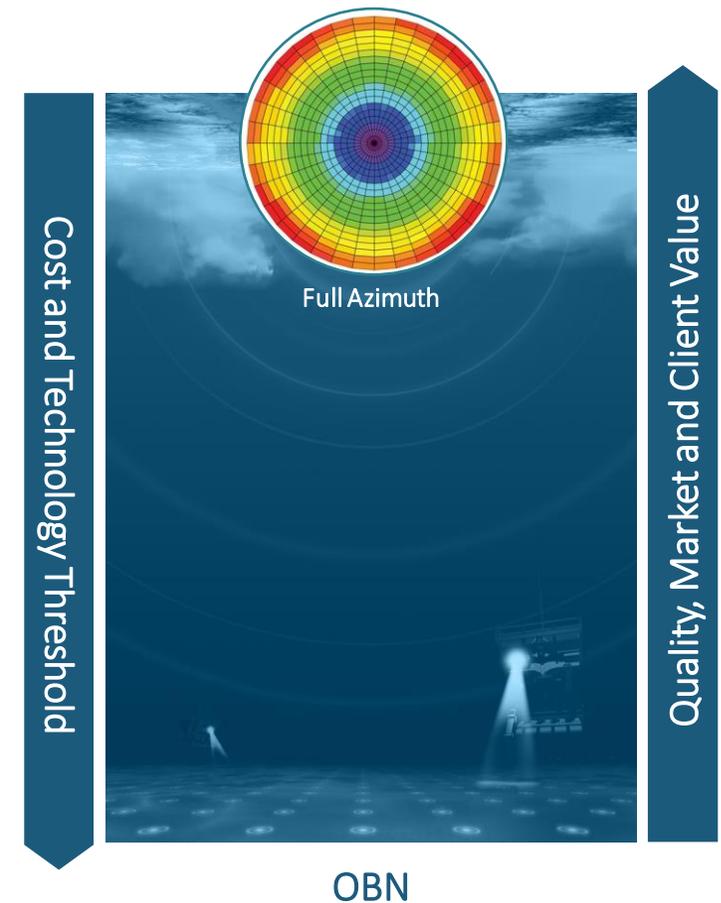




# Offering differentiated technology

Continued investments in Technology to:

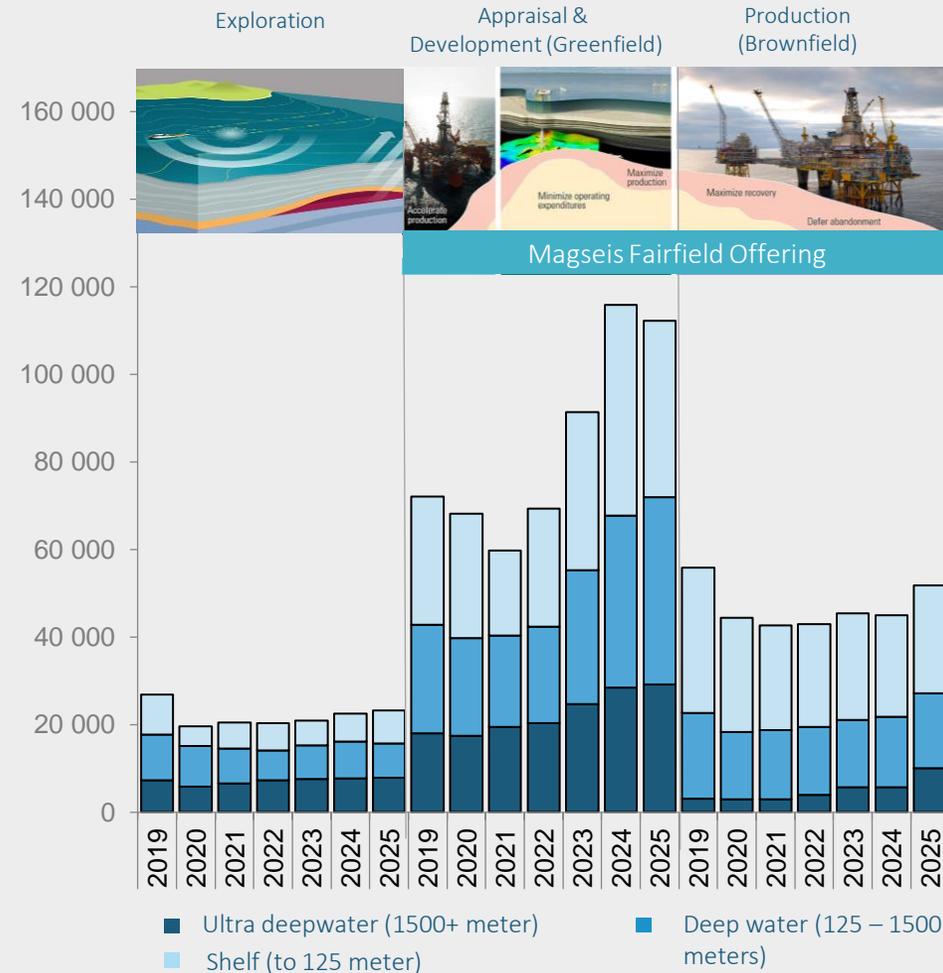
- Reduce project cost and thereby increase total accessible market
- Differentiated modular and asset-light solutions
- Provide data acquisition solutions for 4D and sparse node acquisition
- Provide data driven solutions for field developments
- Deploy our technology into new markets (such as Renewables)



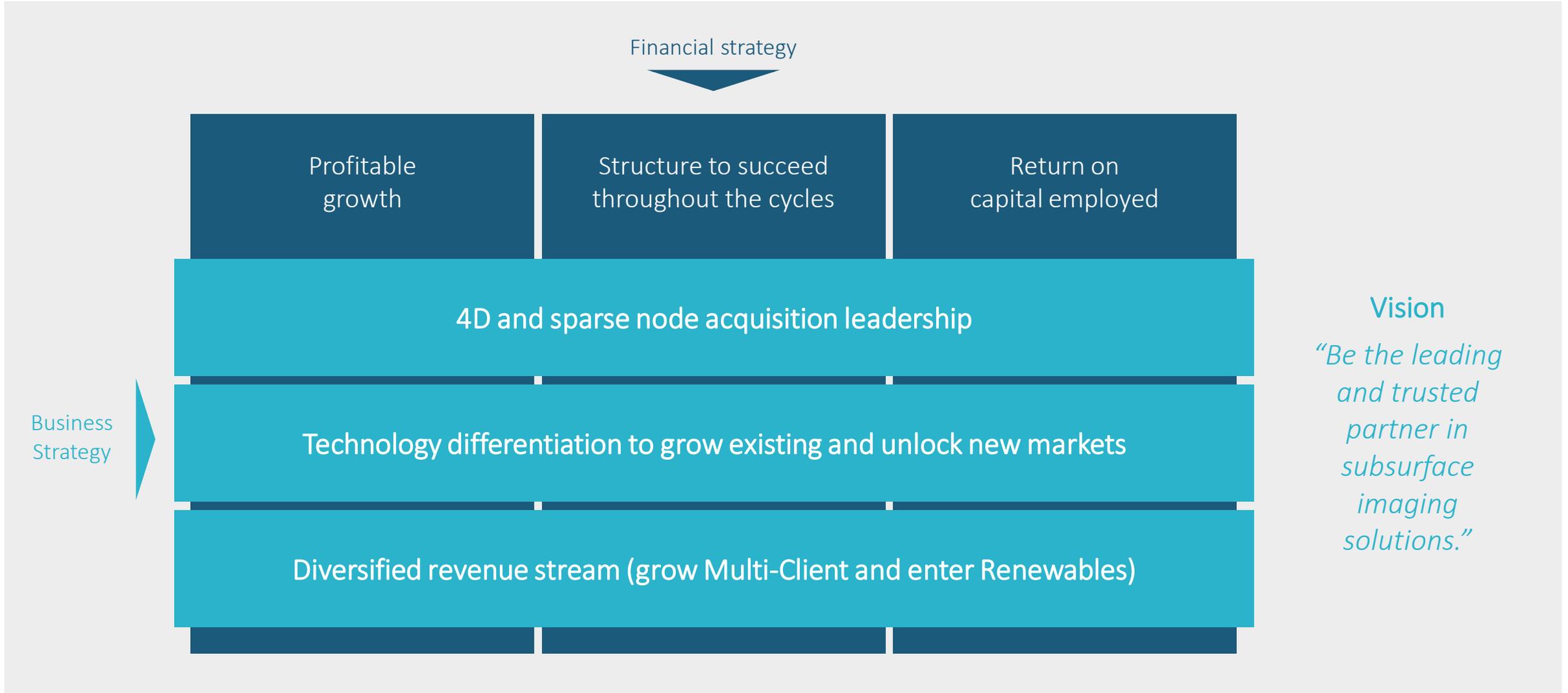
# Improving market outlook

- Sharp recovery for Greenfield and Ultra-deep Brownfield
- Backlog lifted by 20% in 2020 to USD 198m
- Tender activity for OBN picking up in 2021
- Added USD 65m to the 2021 backlog so far in Q1

Global offshore upstream capex by exploration/field-type, by water depth  
USD billion



# Clear strategic direction



# Attractively positioned in improving market

Asset-light  
technology leader  
well-positioned for  
the new market  
environment

- Permanent market shift towards value and cash generation from already explored fields and growth in renewables as part of the energy transition
- Completed company turnaround
- Offering differentiated technology
- Improving market outlook
- Securing contracts #1 priority – good start in 2021 with USD 65m added to backlog so far



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# Appendix



# Income statement (unaudited)

USD thousands	Q4 2020 (unaudited)	Q4 2019 (unaudited)	Full year 2020 (unaudited)	Full Year 2019 (audited)
<b>Revenues and other income</b>				
Revenues and other income	48 446	74 394	193 391	459 625
<b>Operating expenses</b>				
Cost of sales	(33 140)	(80 116)	(130 616)	(374 308)
General and administrative costs	(6 037)	(17 889)	(27 317)	(63 812)
Depreciation	(12 460)	(12 141)	(39 406)	(56 686)
Amortization	(2 181)	(1 877)	(8 719)	(8 960)
Impairment	(1 940)	(11 014)	(1 940)	(106 245)
Total operating expenses	(55 758)	(123 037)	(207 998)	(610 011)
Operating profit/(loss)	(7 312)	(48 642)	(14 607)	(150 386)
<b>Finance income and costs</b>				
Finance income	2 904	8 367	6 647	14 394
Finance costs	(3 460)	69	(9 833)	(7 373)
Net finance income/(costs)	(556)	8 436	(3 185)	7 021
Net profit/(loss) before tax	(7 868)	(40 205)	(17 793)	(143 365)
Income tax expense	60	(5 759)	(1 857)	(8 176)
Net profit/(loss) and total comprehensive income	(7 808)	(45 964)	(19 650)	(151 541)
<b>Earnings per share</b>				
Basic (USD)	(0.03)	(0.25)	(0.08)	(0.82)
Diluted (USD)	(0.03)	(0.25)	(0.08)	(0.82)

# Balance sheet (unaudited)

USD thousands	31-Dec 2020 (unaudited)	31-Dec 2019 (audited)
<b>Non-current assets</b>		
Property, Plant and Equipment	150 075	172 091
Multi-client library	20 906	-
Other intangible assets	57 689	65 406
<b>Total non-current assets</b>	<b>228 669</b>	<b>237 496</b>
<b>Current assets</b>		
Cash and cash equivalents	54 829	53 432
Trade receivables	38 141	24 353
Inventories	7 711	18 928
Other current assets	15 253	22 310
<b>Total current assets</b>	<b>115 933</b>	<b>119 021</b>
<b>Total assets</b>	<b>344 602</b>	<b>356 518</b>
<b>Equity</b>		
Share capital	1 578	1 167
Share premium	407 662	382 148
Other equity	(216 767)	(198 721)
<b>Total shareholders' equity</b>	<b>192 473</b>	<b>184 594</b>
<b>Non-current liabilities</b>		
Lease liabilities	8 784	10 707
Interest bearing liabilities	30 624	15 824
Non-interest-bearing liabilities	5 118	4 263
<b>Total non-current liabilities</b>	<b>44 526</b>	<b>30 794</b>
<b>Current liabilities</b>		
Trade payables	17 179	29 003
Current tax payable	5 455	7 895
Current portion of interest-bearing liabilities	2 293	16 667
Current portion of lease liabilities	19 361	16 195
Other current liabilities	63 315	71 369
<b>Total current liabilities</b>	<b>107 603</b>	<b>141 129</b>
<b>Total liabilities</b>	<b>152 129</b>	<b>171 923</b>
<b>Total equity and liabilities</b>	<b>344 602</b>	<b>356 518</b>

# Cash flow (unaudited)

USD thousands	Q4 2020 (unaudited)	Q4 2019 (unaudited)	Full Year 2020 (unaudited)	Full Year 2019 (audited)
<b>Cash flows from operating activities</b>				
Profit / (loss) before tax	(7 868)	(40 206)	(17 793)	(143 364)
Income tax paid	(1 130)	(1 107)	(2 803)	(4 332)
Depreciation, amortization and impairment	16 581	25 033	50 066	171 892
Share-based payments expense	257	634	1 712	2 540
Finance expense	3 460	(69)	9 833	7 373
Finance income	(2 904)	(8 367)	(6 647)	(14 394)
Cost of sales of nodes	-	(1 264)	-	29 058
Other non-cash effects	-	-	-	-
(Increase)/decrease in current assets	(3 021)	51 533	17 116	91 961
Increase/(decrease) in current liabilities	(11 425)	3 257	(31 001)	4 007
<b>Net cash from operating activities</b>	<b>(6 050)</b>	<b>29 443</b>	<b>20 481</b>	<b>144 740</b>
<b>Cash flows from investing activities</b>				
Interest received	22	156	99	735
Investment in multi-client library	3 375	-	(12 026)	-
Investment in other intangibles	(39)	-	(1 001)	-
Acquisition of equipment	(345)	(19 089)	(12 304)	(91 204)
Investment in subsidiaries	-	-	-	(22 170)
<b>Net cash used in investing activities</b>	<b>3 013</b>	<b>(18 933)</b>	<b>(25 232)</b>	<b>(112 639)</b>
<b>Cash flows from financing activities</b>				
Down payments of interest-bearing liabilities	-	-	(3 333)	(22 374)
Net proceeds from new loan	-	-	3 568	-
Payment of finance lease liabilities	(4 062)	(5 154)	(17 731)	(18 775)
Net proceeds from issue of share capital	-	-	25 513	(2)
Interest paid	(735)	(1 064)	(3 326)	(5 629)
<b>Net cash from financing activities</b>	<b>(4 797)</b>	<b>(6 218)</b>	<b>4 691</b>	<b>(46 780)</b>
Net change in cash and cash equivalents	(7 834)	4 292	(60)	(14 679)
Currency effects on cash	865	-	1 457	-
Cash and cash equivalents at period start	61 798	49 140	53 432	68 110
Cash and cash equivalents at period end	54 829	53 432	54 829	53 432

# Overview of largest owners

Rank	Investor	Number of shares	% of total	Type	Country
1	FAIRFIELD MS LLC	48,262,582	18.09 %	Comp.	USA
2	MORGAN STANLEY & CO. LLC	38,521,286	14.44 %	Comp.	USA
3	AS CLIPPER	11,283,402	4.23 %	Comp.	NOR
4	DB LONDON (INV. SERV.) NOMINEES LT	8,500,000	3.19 %	Nom.	GBR
5	WESTCON GROUP AS	8,156,291	3.06 %	Comp.	NOR
6	ANFAR INVEST AS	7,373,326	2.76 %	Comp.	NOR
7	CACEIS BANK	7,203,200	2.70 %	Nom.	NLD
8	VERDIPAPIRFONDET KLP AKSJENORGE	6,446,448	2.42 %	Comp.	NOR
9	GEO INNOVA AS	5,814,852	2.18 %	Comp.	NOR
10	STRAWBERRY CAPITAL AS	4,563,616	1.71 %	Comp.	NOR
11	MERRILL LYNCH PROF. CLEARING CORP.	3,900,000	1.46 %	Nom.	USA
12	SOBER AS	3,862,606	1.45 %	Comp.	NOR
13	REDBACK AS	3,578,289	1.34 %	Comp.	NOR
14	JPMORGAN CHASE BANK, N.A., LONDON	3,532,643	1.32 %	Nom.	GBR
15	BARRUS CAPITAL AS	3,304,410	1.24 %	Comp.	NOR
16	BAKKEJORD SINDRE	2,947,407	1.10 %	Priv.	NOR
17	VERDIPAPIRFONDET PARETO INVESTMENT	2,340,000	0.88 %	Comp.	NOR
18	SEB CMU/SECFIN POOLED ACCOUNT	2,099,602	0.79 %	Comp.	SWE
19	SKANDINAVISKA ENSKILDA BANKEN AB	2,035,220	0.76 %	Nom.	LUX
20	DEUTSCHE BANK AKTIENGESELLSCHAFT	1,487,120	0.56 %	Nom.	GBR
<b>Total number owned by top 20</b>		175,212,300	65.68 %		
<b>Total number of shares</b>		266,770,592	100 %		

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