

# **INVESTOR PRESENTATION**

June 2012





#### **Disclaimer**

- The content of this presentation has not been approved by an authorised person within the meaning of the Financial Services and Markets Act 2000 ("FSMA"). Reliance on this presentation for the purposes of engaging in investment activity may expose an individual to a significant risk of losing all of the property or other assets invested
- The information in this presentation is subject to updating, completion, revision, further verification and amendment without notice. The presentation refers to certain events having occurred which have not yet occurred but which are expected to occur prior to the issue of the new ordinary shares. No assurance is given by the Company that any treasury shares or new shares of the Company will be issued
- This presentation does not constitute, or form part of, any offer or invitation to sell or issue, or any solicitation of any offer to purchase or subscribe for, any shares in the Company, nor shall it (or any part of it) or the fact of its distribution, form the basis of, or be relied on in connection with, or act as an inducement to, enter into any contract or commitment thereto
- This presentation is only being distributed and made available to persons of the kind described in Article 19(5) (investment professionals) and Article 49(2) (high net worth companies, unincorporated associations, etc) of Part IV of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2001 ("FPO") and any investment activity to which this presentation relates is only available to and will only be engaged with such persons. Persons who do not have professional experience in matters relating to investment or who are not persons to whom Article 49 of the FPO applies should not rely upon this presentation
- No reliance may be placed for any purpose whatsoever on the information or opinions contained in this presentation or any other document or oral statement, or on the completeness, accuracy or fairness of such information and/or opinions therein
- No representation or warranty, express or implied, is made or given by or on behalf of the Company or any of its directors, or any other person as to the accuracy or completeness or fairness of the information or opinions contained in this presentation and no responsibility or liability is accepted by any of them for such information or opinions or for any errors, omissions, misstatements, negligent or otherwise, or for any communication written or otherwise, contained or referred to in this presentation
- Accordingly, the Company nor any of its directors, officers, employees, advisers, associated persons or subsidiary undertakings shall be liable for any direct, indirect or consequential loss or damage suffered by any person as a result of relying upon the statement or as a result of any admission in, or any document supplied with, this presentation or by any future communications in connection with such documents and any such liabilities are expressly disclaimed
- This presentation and its contents are confidential and should not be distributed, published or reproduced in whole or in part or disclosed by recipients to any other person. This presentation is not for distribution outside the United Kingdom and, in particular, should not be distributed to persons with addresses in Canada, Australia, Japan, Republic of Ireland, Republic of South Africa, or to persons with addresses in the United States of America, its territories or possessions or to any citizen thereof or to any corporation, partnership or other entity created or organised under the laws thereof. Any such distribution could result in the violation of Canadian, Australia, Japanese, Irish, South African or United States of America law. Prospective investors interested in investing in the Company are recommended to seek their own independent financial advice from a person authorised for the purposes of the FSMA



### **Presentation Contents**

- 1. Presentation Team
- 2. Company Overview
  - i. Recent Milestones
  - ii. Mission Statement
  - iii. Our Expertise
  - iv. Portable Modular Seismic Source (PMSS<sup>TM</sup>)
  - v. Life of Field Seismic
- 3. Current Activity
- 4. Financial Highlights
- 5. Industry Landscape
- 6. Market Opportunity
- 7. Market Drivers
- 8. Strategy
- 9. Summary
- 10. Appendices



#### **Presentation Team**

Mark Burnett, CEO, WGP Exploration: Mr Burnett has over 15 years' experience in the marine geophysical sector having worked initially offshore with Western Geophysical (now WesternGeco) and onshore in operational support and management functions within WGP. Mr Burnett holds a Bachelors Honours Degree from Liverpool John Moores University

**Matt Adey, Finance**: Mr Adey is a Chartered Accountant (ACA) who qualified at Moore Stephens in 1999. He has over 12 years' experience of working in financial services, most recently having held senior positions within Finance at Man Group and Credit Suisse. Mr Adey holds a BSc from the University of St Andrews



#### **Recent Milestones**

- Thalassa established to acquire and operate marine seismic equipment
- 2008 Admitted to AIM
  - PMSS™ equipment acquired and assembled for \$5.8m
- Oil price collapses from \$120 per barrel to \$34 per barrel. Energy industry capital spending freezes; operating rates collapse
  - Chairman lends Company \$1.2 million for investment purposes
  - Investments yield 109% return and help Company to survive recession
- Group receives first order for PMSS™ for the BP Vahall project, partners in which include Hess Norge AS, Norske Shell AS and Total Norge AS
  - Investing activities curtailed as economy and oil price recovers
- 2011 New contract win propels 501% increase in revenues; Thalassa registers initial profit from operations
  - Thalassa acquires operating partner WGP Exploration Ltd, consolidates seismic operating assets under newly formed WGP Group Ltd
- Group wins \$6.3 million turnkey contract from Russia's SMG to expand 2011 operation to map Arctic continental shelf
  - Thalassa makes partial offer for RSI
  - New joint venture announced with P-Cable 3D Seismic AS and contract awarded with Spring Energy Norway AS to provide data acquisition surveys using the P-Cable 3D seismic technology



#### **Mission Statement**

# **Exploration**

- Acquisition of data as part of exploration for new hydrocarbon resources
- Operating in niche challenging & frontier locations such as the Arctic, Africa, Russia, Brazil
- Creating bespoke solutions for individual challenges

# And Beyond...

- Providing geophysical solutions to help deliver enhanced oil recovery and optimised output
  - Life of Field Seismic (4D Seismic)
  - Portable Modular Source Systems (PMSS™)
  - Ocean Bottom Seismic (Permanent / Trenched)

Company's objective is to become an international provider of seismic solutions to the oil and gas exploration and production industry.



# **Our Expertise**

- WGP Exploration acquired by Thalassa in November 2011
- Provider of bespoke marine geophysical services and solutions since 1991
- Core Team of technical and operational personnel
- Development of Portable Seismic Source for BP (Valhall)
- Global operating experience, most recently: Russia, Burundi, Azerbaijan, Norway, China, South Korea
- Shift in the market from mature to frontier locations: Papua New Guinea / Libya / Greenland / Somaliland
- Development of Life of Field Seismic project for Enhanced Oil Recovery (EOR)
- Since 2006, management of the world's largest ongoing 4D/4C OBC (Life of Field) project Chirag
   Azeri Reservoir Seismic Project (CARSP)





## Portable Modular Seismic Source (PMSS™)

- The components of the PMSS™ comprise of modular units based on ISO sized containers, designed to be quickly installed for temporary use on vessels i.e. platform supply vessels
- Thalassa's 2 PMSS™ units are designed to be transportable for mobilisation worldwide
- The Company is able to provide a full service PMSS™, including layout, design, installation, operation and de-rig to meet individual client specification and requirements



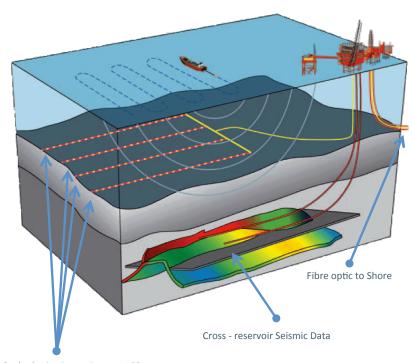






#### Life of Field Seismic

- Life of Field Seismic (LoFS) is a methodology used for reservoir monitoring
- The main purpose of reservoir monitoring is to extend the life and increase the yield of hydrocarbons extracted from a reservoir
- Sensor cables are deployed on the seabed above the reservoir and attached to a data acquisition system installed on the production platform. The PMSS™ is deployed to 'shoot' over the sea bed cables at intervals to provide an 'image' of the reservoir
- Repeated seismic data acquisition surveys, or "time lapse" surveys are performed at frequent intervals
- This allows data sets to be compared over time, enabling E&P companies to analyse the reservoir and assist with the extraction process. This methodology is also termed 4D Seismic



Seabed seismic receivers = LoFS



# **Current Activity 1/4**

- Thalassa and WGPE have been working with BP Norge AS on a permanent reservoir monitoring project for its Valhall Field in the Norwegian North Sea since 2010
- WGP working with BP since 2003 in utilisation of 4D seismic with the aim of improving field management and maximising ultimate recovery
- Valhall was the world's first at-scale permanent Ocean Bottom Cable (OBC) installation
- WGP was contracted to design the seismic source system to be used above the OBC. The source system was to be used to provide one to two surveys per year, taking one to two shoot each survey. Thalassa acquired the equipment in 2010
- Since 2003, 15 repeat LoFS surveys have been completed at Valhall. In 2010, WGP was contracted by BP to provide the precisely positioned source sub-arrays for the next seven surveys over three-and-a half-years. One survey was completed in 2010, two in 2011 and the company expects one during 2012

#### **BP Valhall**





#### May-Jun 2012

- 3.5 year (7 survey) contract commenced 2010
- Provision and operation of PMSS for Valhall LoFS
- Long term relationship with BP, dating back to 2003



# **Current Activity 2/4**



#### Jun-Oct 2012

- Installation of seismic equipment (PMSS™ and Streamer) on board Russian Ice Breaker vessel to conduct data acquisition in the Russian High Arctic
- Personnel & Management Geophysical Survey to delineate the Russian Continental Shelf







# **Current Activity 3/4**

#### Surestream Petroleum Ltd



- Provision of project management services
- Conversion of the "Tanganyika Explorer" (Burundi/Tanzania)
- Tanzania ship works (Sep 2012), Burundi seismic install (Sep/Oct 2012)

#### **Statoil**

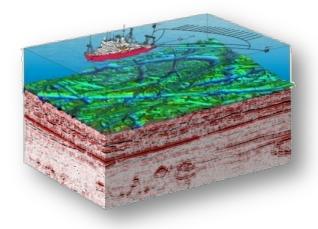


- **Consultancy Services**
- Review Statoil's fleet of available Platform Supply Vessels (PSV's) & Anchor Handling Tug Supply Vessels (AHTS), to determine which ones preferable to install a Portable Seismic Source, for use on Life of Field Seismic projects over Grane and Snorre fields in the Norwegian Sector of the North Sea
- Design Dual Modular Seismic Source



# **Current Activity 4/4**

#### **P-Cable**



- Joint Venture arrangement with P-Cable 3D Seismic AS to commercialise P-Cable's patented 3D seismic technology
- Benefits include
  - low cost high-resolution 3D seismic data
  - rapid deployment and retrieval from small vessels
  - high production rates (up to 25 sq Km/day)
  - ability to acquire data in shallow waters

#### **Spring Energy**



- Provision of seismic data acquisition surveys using the P-Cable 3D seismic technology
- Focused on mature and immature areas of the Norwegian Continental Shelf
- Jun Sep 2012



# **Financial Highlights**

- 2011 Revenue \$2.4m vs. \$0.4m for 2010, an increase of 501%.
- 2011 Operating Profit \$345k versus a loss of \$(191)k for 2010
- 2011 Net Profit was \$356k vs. a loss in 2010 of \$(100)k\*
- 2011 EPS \$0.04 vs. a loss of \$(0.01)\* for the same period in 2010 (2010: \$ 0.06 including gains on financial activities)
- Book value as at 31 December 2011 increased to \$9m an increase of 20.7% from \$7.5m
   as at 31 December 2010
- Cash as at 31 December 2011 was \$2.0m
- 2012 contracted revenues around \$15m as announced June 2012

<sup>\*</sup> From operations excluding income from financial investment activities of US\$ 646k



# **Industry Landscape**

Company	Quoted / Unquoted
WesternGeco	NYSE:SLB
CGGVeritas	NYSE:CGV / EPA:GA
PGS	OSL:PGS
Fugro	AMS:FUR
Polarcus	OSL:PLCS
Dolphin Geophysical	OSL:DOLP
RXT	OSL:RXT
Seabird Exploration	OSL:SBX
Fairfield	Private
EMGS	OSL:EMGS
BGP	Private (National Oil Co.)
COSL	HKSE:2883
Thalassa	LON:THAL
Octio	Private
Global Geophysical	NYSE:GGS
Geokinetics	NYSE:GOK
Gardline	Private
Nordic GeoServices	Private
Reflect Geophysical	Private
Sound Oceanics	Private
MAGE	Private (Joint Stock Co)
SMNG	Private (Joint Stock Co)
DMNG	Private (Joint Stock Co)
YMG	Private (Joint Stock Co)
SMG	Private (Joint Stock Co)
Total	

Marine Acquisition Services												
То	wed Strear	ner	n Cable	n Node	sottom able/ )	/ater	Zone	d Source ns	sssel	/ CSEM	nical	Data Processing
2D	3D	4D	Ocean Bottom Cable	Ocean Bottom Node	4D (Ocean Bottom Seismic (Cable/ Node))	Shallow Water	Transition Zone	Containerised Source Systems	Source Vessel	ElectroMag / CSEM	Geotechnical	Data Pr
15	13	6	8	3	5	4	7	2	2	5	6	13

Potential

Current



#### **Market Size**

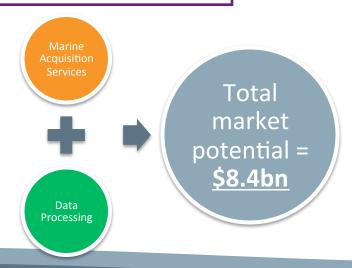
**Market Size: Geophysical Value Chain** 

Data
Processing
(8%)

Data Library Sales (12%) Marine Acquisition Services (40%) Land Acquisition Services (25%) Marine Equipment (9%) Land Equipment (6%)

#### **Total Geophysical market value = \$16-19bn**

Thalassa's market potential within the Geophysical value chain





# **The Market Opportunity**

#### **Exploration**

- High quality seismic considerably reduces exploration risk
- Shift in seismic exploration to frontier regions, with increased challenges requiring bespoke solutions
- Quality of equipment drives quality of seismic data

#### **Beyond (Production)**

- Need for Enhanced Oil Recovery (EOR) driving development of Life of Field Seismic
- Overall, Ocean Bottom Cables are forecast to increase significantly, signaling increased demand for marine seismic

According to WesternGeco, the current global seismic backlog is at its highest levels, suggesting strong demand, even during the current economic downturn

Source: epmag.com 07-Apr-2011



#### **Market Drivers**

#### 1. Increased global E&P capital expenditure

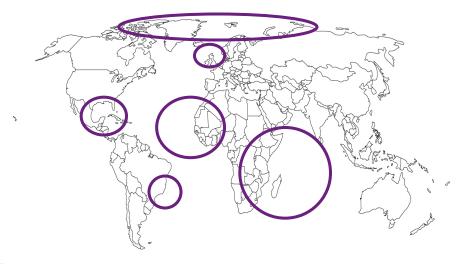
- E&P companies are increasing their capital expenditure budgets to develop existing reserves and re-investing to maximise the life and production of their existing assets
- Worldwide E&P spending for 2011/12 is forecast to increase by almost 10% from \$544,518m to \$598,523m

(\$ in Millions) North America	2011E	2012E	%Change
US Spending	111,735	122,444	10%
Canada Spending	36,076	37,260	3%
Total North America:	\$147,811	\$159,704	8%
International			
Supermajors (Int'l Spending)	88,750	97,500	10%
Latin America	63,261	76,453	21%
Africa	26,338	29,941	14%
Europe	36,187	40,976	13%
Middle East	21,548	24,220	12%
Russia	38,675	43,374	12%
India, Asia & Australia	90,565	97,243	7%
North American Indeps. (Int'l Spending)	20,402	20,971	3%
FSU/CIS	1,288	1,835	42%
Other	9,694	6,307	-35%
Total International:	\$396,707	\$438,819	11%
Worldwide E&P Spending	\$544,518	\$598,523	9.9%

Source: Barclays Capital

# 2. Complex and Challenging exploration opportunities

- The Arctic presents a challenging environment with a tremendous need for seismic data
- Deepwater & ultra deepwater
- Maturing reservoirs





## Strategy

#### Organic Growth

- New marine seismic contracts with existing and new global E&P partners
- Asset Acquisition: Seabed acquisition technology (Nodes/Cables) / Additional PMSS™ Units
- Charter, build or acquire one or more seismic vessels
- Increase & retain key personnel: Project Engineer (s) / HSSE Specialist / Multi-Client Specialist
- Focus on potential clients with major proven hydrocarbon reserves where significant capital and operational expenditure is expected (LoFS)
- Develop a cost effective solution for the LoFS market

#### Research & Development

- Develop use of Nodes for remote applications (lake seismic)
- Develop acquisition methods for Arctic exploration (3D)
- Develop reduced impact exploration methods

#### Diversification

- Acquire and/or form JVs with businesses across the geophysical value chain
- Within the oil services sector
- Integrate and develop these businesses alongside Thalassa's current operations
- To enhance current activity levels and/or expand future growth potential



## Summary

- Niche operator providing bespoke solutions
- Experienced management team in place
- Growing market with significant growth drivers
- Established customer base including major international oil companies
  - E.g. BP, Surestream, Statoil, Spring Energy contracts already signed
  - Recent contract announcements
- Strong pipeline of client enquiries
- Joint Venture with P-Cable allow the promotion and development of new technology



# **Appendices**

- Corporate Structure
- Key Management
- Key Statistics
- Financials:
  - Profit and Loss
  - Balance Sheet highlights
  - Earnings per share / Key ratios



## **Corporate Structure**



- Thalassa is a British Virgin Island ("BVI") international business company, incorporated and registered in the BVI on 26 September 2007
- Thalassa Holdings Ltd. quoted on the AIM of the London Stock Exchange on 29 July 2008, with symbol "THAL"
- WGP Group Ltd is a wholly owned subsidiary of Thalassa and owns the seismic operating assets of the Thalassa Group



## **Key Management**

**Duncan Soukup, Chairman**: Mr Soukup has over 25 years of investment experience. Having worked in investment banking for 10 years (1984-1994), latterly with Bear Stearns as managing director in charge of the company's non-US equity business, Mr Soukup set up his own investment management business in 1994. Mr Soukup is the Founding Shareholder and Chairman of Thalassa

Mark Burnett, CEO, WGP Exploration: Mr Burnett has over 15 years' experience in the marine geophysical sector having worked initially offshore with Western Geophysical (now WesternGeco) and onshore in operational support and management functions within WGP. Mr Burnett holds a Bachelors Honours Degree from Liverpool John Moores University

Claire Jennings, COO, WGP Exploration: Mrs Jennings has over 18 years' experience in the geophysical Sector, specialising in Financial Management. Starting her career in client liaison, and procurement, leading onto finance and Key Account Management. Mrs Jennings serves as a Director dealing with the commercial affairs and overall management of the subsidiary Company WGP Exploration

Matt Adey, Finance: Mr Adey is a Chartered Accountant (ACA) who qualified at Moore Stephens in 1999. He has over 12 years' experience of working in financial services, most recently having held senior positions within Finance at Man Group and Credit Suisse. Mr Adey holds a BSc from the University of St Andrews

Julian Henley-Price, Legal: Mr Henley-Price is a barrister with over 15 years' experience, who has held senior in-house counsel positions in a number of blue chip organisations including GE and British American Tobacco and, most recently as Company Secretary and General Counsel of AIM listed Baltimore Capital plc. He holds an MBA from London Business School and law degrees from King's College London and Université de Paris I, Panthéon-Sorbonne



# **Key Management:** *Non-Executive Directors*

John Duncan, Non-Executive Director: After 12 years' service as a marine engineer in the Marine Branch of the RAF, Mr Duncan joined the industry in 1979 and worked for Horizon Exploration before founding WGP in 1994. He supervised design, building and outfitting of both deep and shallow water seismic survey and oceanographic survey vessels. He has also bid for and managed seismic surveys in Europe, the Middle East, Russia, USA, Cuba, Australia and the Far East. Currently Chairman of the Board of the WGP Exploration Ltd

**Graham Cole, Non-Executive Director**: Mr Cole specialises in advising growth companies on public offerings, capital raising, merger and acquisition strategy. He has been involved in over 60 public flotations (in London, on the Official List and AIM, and in Europe, on EASDAQ - now NASDAQ Europe). Mr Cole qualified as a chartered accountant and was a partner at Deloitte Haskins & Sells before moving into corporate finance as a director of Beeson Gregory Limited (now Evolution Securities Limited) in 1995

David Thomas, Non-Executive Director: Mr Thomas is a geologist with 30 years experience in the oil and gas industry, mainly in North and West Africa. After five years of working in SE Asia and then in London for North Sea operations, Mr Thomas spent the late 1970s and early 1980s working in Libya for Occidental Petroleum, and then in Tunisia for Tenneco. Following a return to London as International Chief Geologist for the Kuwait Petroleum Corporation. In the late 1980s, Mr Thomas formed a consultancy, Thomas & Associates, offering a broad range of petroleum advisory services. Mr Thomas served most recently as managing director of AIM-quoted medOil PLC, a position he held for three years until the sale of the company to Cairn Energy plc in the fourth quarter of 2007



# **Key Statistics**

• Market AIM

Ticker symbol Reuters: THAL.L

Number of Shares in issue - Basic Bloomberg: THAL:LN 9.726.707

Number of Shares in issue - Basic 9,726,707
Number of Shares in issue - Diluted 11,851,707

Number of Shares held in treasury 1,462,000

Share Price – 52 week range £0.59 - £0.18

Current Share Price £0.57

Date of admission 29 July 2008

## **Significant Shareholders**

Holder	% O/S
Westland Geoprojects (Holdings) Limited	27.7%
HSBC Global Custody Nominee (UK) Limited	27.1%
Lynchwood Nominees Limited	19.9%
Securities Services Nominees Limited	10.1%
Vidacos Nominees Limited	5.4%



# **Income Statement**

	Period from 26 Sep 2007 to 31 Dec 2008	12 months to 31 Dec 2009 (A)	12 months to 31 Dec 2010 (A)	12 months to 31 Dec 2011 (A)	
	\$000's	\$000's	\$000's	\$000's	
Revenue	-	-	405	2,428	
Cost of Sales	-	-	-83	31	
Gross Profit	-	-	322	2,459	
Administrative expenses	-309	-476	-486	-1,217	
Operating Profit/(Loss) before Depreciation	-309	-476	-164	1,242	
Depreciation	-	-	-27	-399	
Impairment of Fixed Assets				-499	
Operating Profit/(Loss)	-309	-476	-191	344	
Interest Income	34	-	16	2	
Interest Expense	-22	-7	-17	-23	
Foreign Currency Gains / (Losses)	24	-13	92	31	
Investment Income	-	651	646	1	
Profit before tax	-273	155	546	355	
Tax	-	-	-	-	
Profit after tax	-273	155	546	355	



# **Balance Sheet Highlights**

	31 Dec 2008 (A) \$000's	31 Dec 2009 (A) \$000's	31 Dec 2010 (A) \$000's	31 Dec 2011 (A) \$000's
Non-current assets	φοσο 5	<b>4000</b> 3	<b>4000</b> 3	φοσο 5
Goodwill	_	_	_	369
Tangible fixed assets	5,757	5,783	7,723	7,019
Available for sale investments	34	•	-	-
Investment in associates	_	240	_	_
Total non-current assets	5,791	7,603	7,723	7,388
Current assets				
Loans and receivables	-	233	21	-
Trade and other receivables	87	217	66	558
Cash and cash equivalents	1,160	136	505	1,971
Total current assets	1,247	586	592	2,529
Current liabilities				
Trade and other payables	116	368	605	907
Shareholders' loan	-	702	247	0
Total current liabilities	116	1,070	852	907
Net current assets	1,131	-484	-260	1,622
Net assets	6,922	7,119	7,463	9,010
Shareholders Equity	6,922	7,119	7,463	9,010



# **Earnings per share / Key ratios**

	2008 (A)	2009 (A)	2010 (A)	2011 (A)
Earnings per Share				
Number of Shares in issue - basic	8,500,000	6,500,000	7,200,000	9,726,707
Proft/Loss per Share - Basic (\$)	-0.03	0.02	0.08	0.04
Proft/Loss per Share - Basic (£)	-0.02	0.01	0.05	0.02
Number of Shares - diluted	10,710,000	8,880,000	9,580,000	11,851,707
Proft/Loss per Share - Diluted (\$)	-0.03	0.02	0.06	0.03
Proft/Loss per Share - Diluted (£)	-0.02	0.01	0.04	0.02
Investment Valuation Ratios				
P/SIs	n/a	n/a	19.42x	3.43x
P/EBITDA	n/a	n/a	n/a	6.70x
P/EBIT	n/a	n/a	n/a	24.16x
P/E	n/a	n/a	n/a	23.42x
P/BV	1.00x	1.00x	0.81x	0.92x
EV/BV	1.00x	1.00x	1.10x	0.71x
Profitability Ratios				
ROE	(4.0%)	2.2%	7.3%	4.0%
ROA	(3.9%)	1.9%	6.6%	3.6%
Liquidity Ratios				
Current Ratio	10.76	0.55	0.69	2.79
Quick Ratio	10.76	0.55	0.69	2.79



www.thalassaholdingsltd.com www.wgp-group.com