

# Spectrum ASA 3rd Quarter Results 2009



seismic data processing



multi-client services



acquisition

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## **Q3 2009 Summary**

	<u>Q3 09</u>	<u>Q3 08</u>
Revenue	US\$8.08m	US\$14.10m
EBITDA	US\$3.26m	US\$0.45m
% EBITDA/Revenue	40.3%	3.19%
Cash flow from operating activities	US\$23.1m	US\$(0.6)m
Cash Balance	US\$11.5m	US\$4.6m

- US\$5.67m (08: US\$0.16m) investment in multi-client libraries during Q3
- Repair Issue of 982,027m shares raised US\$0.3m (net of total costs of repair issue and private placement )
- Repaid Acquisition debt to Global Geo Services ASA of US\$ 7.84m recognising a non-recurring gain of US\$14.58m in July 09
- Provisional impairment charge of US\$9.22m was made against goodwill and multiclient libraries ahead of the independant review during Q4
- Received Pre-funding stage payments of US\$3.77m for *Big Wave* Phase 2
- Early Multi-client revenue of US\$4.84m recognised helping Multi-client division record 81.9% of Group revenue

### YTD 2009 Summary

	<u>YTD 09</u>	YTD 08
Revenue	US\$33.45m	US\$14.10m
EBITDA	US\$8.19m	US\$0.45m
% EBITDA/Revenue	<i>24.5%</i>	3.19%
Cash flow from operating activities	US\$30.2m	US\$(6.84)m
Cash Balance	US\$11.5m	US\$4.6m

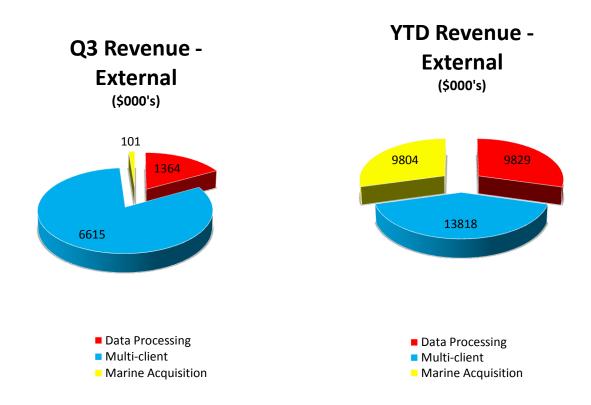
- US\$8.73m investment in multi-client libraries during 09 increasing the 2D library by 35,000km 17.5%
- Issued share capital increased to 19,088,479 shares raising US\$7.96m (net of costs)
- GGS Atlantic completed outstanding obligations to GGS/Reliance Industries before mobilising to Gulf of Mexico
- Successful completion of on-board data processing contracts during Q2
- Investment in tangible assets of US\$1.0m together with redeployment of on-board processing hardware increases processing capacity significantly
- Headcount reduced by 16% since Dec 08

#### THIRD QUARTER REPORT FOR SPECTRUM ASA

Spectrum has three operating segments, seismic data processing, the planning, compilation and licensing of multi-client seismic surveys and marine seismic data acquisition.

### **PROFIT AND LOSS**

Group revenue (external) for the third quarter was US\$8.08m (08:US\$14.10m) which matched management expectations although down on the preceding quarters (US\$11.78m). This was as a direct result of the seismic vessel, GGS Atlantic being deployed internally for the **Big Wave** multi-client project. Multi-client revenue achieved a quarter on quarter increase of US\$2.93m (79.3%) to US\$6.61m (08:US\$5.0m) assisted by early sales revenue of USD4.84m. Data Processing revenue dropped from US\$4.51m (08:US\$2.34m) to US\$1.36m as expected following the completion of the on-board processing contract in June 09.



Group EBITDA for Q3 of US\$3.26m (08:US\$4.22m) was up by 23.9% on Q2 despite the reduction in revenue with year to date EBITDA of US\$ 8.19m (08:US\$0.45m). Operating costs of US\$4.82m are in line with management's expectations with costs relating to the GGS Atlantic being capitalised in accordance with accounting policies for time spent on acquisition of **Big Wave** Phase 2.

On 3<sup>rd</sup> July Spectrum completed the repayment of the acquisition loan to Global Tender Barges ASA and realised a non-recurring gain of US\$14.58m. In addition and ahead of the Group's annual impairment review of goodwill and other intangible assets, Spectrum has recorded provisional impairments and depreciation of US\$9.22m in Q3. Goodwill and software were reduced by US\$3.3m, specific multi-client libraries were provisionally impaired by US\$3.48m with the balance being an additional depreciation charge of US\$2.44m relating to the GGS Atlantic. These reduced book values will be incorporated in the Group's annual Impairment review.

A breakdown of the Q3 Consolidated Income statement is shown below identifying the extraordinary items.

	Provisional &				
	Non-recurring				
(US\$000's)	Trading	items	Q3		
Revenue	8,080	-	8,080		
Operating expenses	4,821	-	4,821		
EBITDA	3,259	-	3,259		
Depreciation / amortisation	(5,389)	(9,221)	(14,610)		
EBIT	(2,130)	(9,221)	(11,351)		
Interest expense, net	(5)	-	(5)		
Foreign exchange profit / (loss)	1,612	-	1,612		
Share of profit / (loss) from associates	(16)	-	(16)		
Other financial items	-	14,578	14,578		
Profit before tax	(539)	5,357	4,818		

### **BALANCE SHEET**

The total assets of the company are US\$48.5m split between intangible assets of US\$21.7m, tangible assets of US\$2.36m, financial assets of US\$1.4m and current assets of US\$23.0m, these are funded by equity of US\$31.2m, long term liabilities of US\$7.1m and current liabilities of US\$10.3m.

In the period there were additions to the multi-client library of US\$5.67m relating to **Big Wave** Phase 2 and the completion of some smaller data sets offset by amortisation of US\$6.99m. Tangible assets received an investment of US\$0.5m as computer software and office refurbishments were added but depreciation of US\$3.02m resulted in a closing balance of US\$2.36m.

During Q3 there has been a reduction in accounts receivable of US\$5.86m to US\$ 6.31m as cash has been proactively collected.

The full and final settlement of the loan to GTB in July has reduced the current liabilities to US\$10.3m and total interest bearing debt of the group, made up of finance leases, to US\$1.9m.

The group has an unrestricted cash balance of US\$11.5m and continues to consider that it has sufficient liquidity to meet its ongoing operational obligations.

Other long term liabilities of US\$4.2m include accruals for the GGS Atlantic dry docking scheduled under the planned maintenance programme, elements of this may be advanced into the dry docking scheduled in early 2010. The short term liabilities are US\$10.3m representing accounts payables and accruals.

On 17<sup>th</sup> July 2009 Spectrum issued 982,027 shares at a price of NOK 5.0 through a repair share Issue raising MNOK5.0 and MNOK1.39m after costs for both the private placement and subsequent share issue were accounted for. The total number of shares in issue after the transaction as recorded in the Company certificate is 19,088,479.

#### **SEGMENTAL UPDATES**

#### SEISMIC DATA PROCESSING



Seismic data processing services are provided from processing centers in UK, US, China, Egypt and on board seismic vessels. 2D and 3D processing is undertaken for a range of National and International oil companies in both time and depth. One of the core strengths of Spectrum is the experience of the processing geophysicists. Spectrum's seismic processing technology is based on carefully selected third party software complemented by Spectrum's SPA production processing platform, which is constantly being enhanced with new processing techniques. During Q3 the centers in both Houston and Cairo had large increases in processing capacity brought on line. All centers are

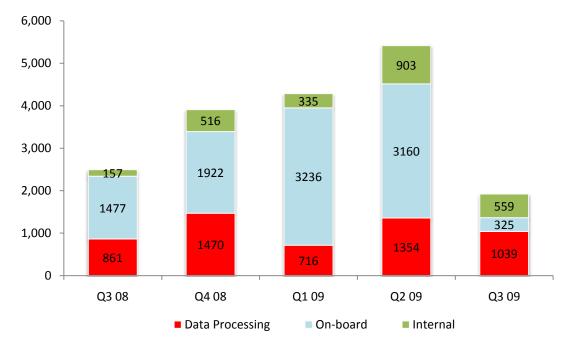
connected by a high speed Virtual Private Network which facilitates continuous support and new processing techniques from the primary computer centre in Houston.

External data processing revenue continues to be effected by the downturn in exploration activity. There is some increase in the level of bid activity, however there remains intense pressure on prices. Spectrum continues to increase its profile in all geographic markets and raise awareness of technical abilities both through internal resources and technical strategic partnerships.

The seismic data processing division contributed US\$1.36m (08:US\$2.3m) of revenue in the quarter, the reduction predominately due to the loss of on-board processing revenues as expected. In addition a number of internal projects were processed for the multi-client team which had a market based internal revenue equivalent to US\$0.6m (08:US\$0.2m)..

The profitability of the seismic data processing division continues to be unsatisfactory. The management and the board have intensified the attention to the underperformance in data processing and will continue to look for cost reductions, efficiency improvements but most importantly to increase the capacity utilization. A combination of more aggressive and systematic marketing and an expected moderate improvement in the seismic market should lead to profitability again during 2010.

# Data Processing Revenue - Gross (\$000's)



### **MULTI-CLIENT SERVICES**



Spectrum's multi-client library is composed of data and reports from many of the major oil producing and frontier regions of the world. The library includes newly acquired data as well as reprocessing of existing surveys. The library is comprised of more than 40 surveys with a total in excess 235,000km of 2D data together with an extensive geoscan library. The *Big Wave* programme in the Eastern Gulf of Mexico now extends to cover 52,000km. These libraries are replenished and continually enhanced with the addition of new projects and the reprocessing of older components and have increased by over 25% in the last 12 months. There is currently 38,000km of 2D data being

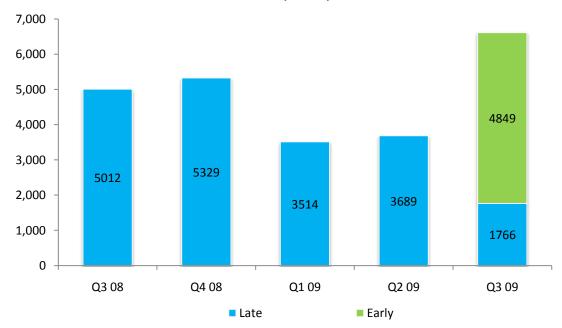
processed within Spectrum's data processing centers. The reprocessing of 15,800 km of North West Australian shelf data, extending from Exmouth Plateau to the Browse Basin, was completed in October. Spectrum's multi-client teams are based in UK, US and Singapore.

On 23<sup>rd</sup> July the GGS Atlantic started the acquisition of Spectrum's *Big Wave* Phase 2 multi-client survey in the eastern Gulf of Mexico further expanding library coverage in this frontier region. The data processing sequence includes both Kirchhoff and Wave Equation pre stack depth migration (PSDM). The data was initially processed on-board GGS Atlantic and then by Spectrum's Houston data processing centre for delivery starting towards the end of 2009 and Q1 2010. This project has enabled Spectrum to book early multi-client sales revenue for the first time with US\$4.84m being recognised which reflects the anticipated acquisition schedule during Q3. The third quarter is historically poor for multi-client late sales due to seasonal effects. In Q3 2009, late sales reached US\$1.77m (08:US\$5.0m) which were slightly disappointing as certain opportunities did not close in the period and are expected to close during Q4 2009.

Revenue from Multi-client sales compromised 82% of total Spectrum Revenue in Q3 2009. The management of Spectrum expects multi-client revenue to continue to grow as the company continue to invest and develop the multi-client data library.

Spectrum invested US\$5.67m in the MC library during 3q 2009 and US\$8.73m accumulated for year to date in 2009. We expect a total investment of between US\$12-13m in 2009 and the company is planning for over 50% growth in the level of data investments during 2010.

# Multi-client Revenue - Gross (\$000's)



### Accounting principles -

The revenue recognition on Pre-commitment (early sales) when Spectrum obtains pre-funding from customers before a seismic project is completed, the customer is normally entitled to a discounted price and/or is granted the opportunity to provide input into the project parameters. Early sales revenue is then recognized as the services are performed on a percentage progress basis provided all other revenue recognition criteria have been satisfied

The multi-client library comprises completed seismic surveys and projects under development that can be licensed to a number of customers. The multi-client library is capitalised at cost less accumulated impairment losses and amortisation. Amortisation is a percentage of the book value by comparing the value of actual revenue in the period to the total forecast revenue of each project. In addition, the Group has a minimum amortisation policy where the carrying amount one year after completion is at a maximum 60% of cost. This maximum level is reduced by 20 percentage points for each of the three subsequent years.

In accordance with its accounting practices Spectrum has started the annual review of its intangible assets and data libraries with effect of 30th Sept 2009 and, as reported above, an additional impairment provision in the quarter of US\$3.48m on specific libraries was provided.

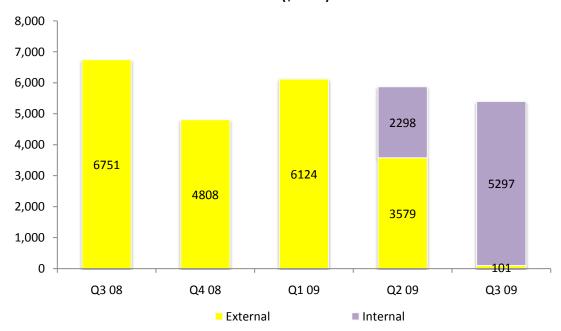
#### MARINE ACQUISITION



The GGS Atlantic commenced the acquisition of Spectrum's **Big Wave** Phase 2 programme and the associated Well Tie surveys on 23<sup>rd</sup> July 2009. This followed an uneventful transit from the east coast of India. Despite some initial mechanical issues with the GGS Atlantic, Spectrum were able to acquire data ahead of management's expectations. As a consequence of acquiring an internal multi-client project in Q3 only US\$0.1m (08:US\$6.75m) of external marine acquisition revenue recognised. This was advised in the Q2 earnings release. The internal charge to Multi-client capitalised in accordance with Spectrum's accounting policies.

Spectrum recognises that despite an overall reduction in global seismic fleet capacity there is continued price pressure in the 2D Marine acquisition market with rates having fallen from the highs of Q4 2008. However there are some external projects being investigated and additional multi-client projects are being designed that should utilise the GGS Atlantic in 2010.

# Marine Acquisition Revenue - Gross



On 20<sup>th</sup> October 2009 an Extraordinary General Meeting passed a resolution by which The Board of Directors were granted a power of attorney pursuant to the Public Limited Liability Companies act section 10-14 to increase the share capital of the Company with up to NOK 9,500,000 through one or more increases in the share capital. The power of attorney may be utilised in connection with issuance of shares as complete or partial settlement for, or financing, of mergers or in connection with acquisition of companies, businesses or assets. The power of attorney may also be used for the purpose of strengthening the financial ability of Spectrum to accomplish such transactions, and for the purpose of investments in Multi Client seismic studies.

An agreement to reprocess approx. 6,000km of seismic data from offshore Madagascar, covering the Cap Ste Marie, Ile Ste Marie and the Morondava / Majunga basins, situated to the south, east and west of the island, was signed during October. This data will be added to Spectrum's Multi Client library when the reprocessing is completed in Q1 2010.

On 12<sup>th</sup> November 2009 Spectrum incorporated a 100% subsidiary in Singapore, demonstrating its long term commitment to this important geographic region. It is expected that the company will become fully operational during Q4 and making positive contributions from Q1 2010.

Following a failure and subsequent damage to the starboard main engine the GGS Atlantic had to return to port for extensive repairs. Spectrum took this opportunity to complete the majority of the work previously scheduled for Q1 2010, as a result The GGS Atlantic has been given her class certification. This will have no material effect on completing the acquisition of **Big Wave** Phase 2 during Q4.

Tsunami PSDM software has been selected as a key component of Spectrum's data processing software. This high end imaging software will expand the range of products available on the multiclient data libraries and provide a higher quality imaging service for contract processing.

### **FUTURE PROSPECTS**

There seems an increasing level of activity in the seismic sector but even with a number of key factors remaining in a state of uncertainty, management remains cautiously optimistic for Q4 and early 2010. The increase in the price of oil has produced favourable indicators that the seismic market is beginning to recover.

It remains Spectrum's long term strategy to develop its expertise in its core areas with continued investment in the identification of high quality data libraries, which increases both the depth of data library and geographical coverage together with enhancements to the data processing software and processing centers. In addition to the new projects already announced there are a number of opportunities reaching latter stages of evaluation, while some existing re-processing projects will be completed during Q4 adding to Spectrum's extensive worldwide library.

The capital raised at the beginning of Q3 and subsequent debt repayment has given Spectrum a strong balance sheet. However current market conditions dictate that a focus on cost controls and cash flow be maintained. The prevailing market conditions continue to be uncertain, however Spectrum have identified a number of strategic opportunities that should enable the company to gain added value within the seismic service market.

A Letter of Award has been received for a 5,450km offshore acquisition and data processing project to following the completion of acquisition of **Big Wave** Phase 2. This is subject to contract which is expected to be signed during Q4 09.

With its expertise in evaluating targeted Multi-client opportunities and the short and medium term focus of securing additional projects for both data processing and the GGS Atlantic, the Board of Directors have reviewed the prospects for Spectrum and continue to adopt a cautious but positive outlook for the Group's future activities.

These condensed consolidated interim financial statements are prepared in accordance with the rules and regulations of the Oslo Axess Stock Exchange and International Financial Reporting Standard (IFRS) IAS 34, 'Interim Financial Reporting'. The accounting principles adopted in the preparation of these interim financial statements are consistent with those followed in the preparation of the Group's annual financial statements. They are unaudited.

All statements in this earnings release other than statements of historical fact are forward-looking statements which involve known and unknown risks, uncertainties and other factors which may cause Spectrum's actual results, performance or achievements to be materially different from any future results, performances or achievements expressed or implied by the forward-looking statements.

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## CONDENSED INCOME STATEMENT (UNAUDITED)

# Spectrum ASA Group Consolidated Income Statement

(US\$000's)	Quarter ended 30.09.09	Quarter ended 30.09.08	YTD 30.09.09	period ended 30.09.08
Revenue	8,080	14,101	33,451	14,101
Operating expenses	4,821	13,650	25,262	13,650
EBITDA	3,259	451	8,189	451
Depreciation / amortisation	(14,610)	(11,362)	(19,525)	(11,362)
EBIT	(11,351)	(10,911)	(11,336)	(10,911)
Interest expense, net Foreign exchange profit / (loss)	(5) 1,612	(670) 4,827	(710) 1,428	(670) 4,827
Share of profit / (loss) from associates Other financial items	(16) 14,578		(291) 14,554	
Profit before tax	4,818	(6,754)	789	(6,754)
Tax expense	6	-	(518)	-
Net profit to equity holders	4,812	(6,754)	271	(6,754)
Earnings per share Diluted earnings per share	0.25 0.25	(0.08) (0.08)	0.02 0.02	(0.08) (0.08)
Basic shares outstanding average Diluted shares outstanding average	18,939,040 18,939,040	8,106,452 8,106,452	11,756,995 11,756,995	8,106,452 8,106,452

# Spectrum ASA Group Consolidated Statement of Comprehensive Income

(US\$000's)	Quarter ended 30.09.09	Quarter ended 30.09.08	9 months ended 30.09.09	period ended 30.09.08
Net profit / (loss)	4,812	(6,754)	271	(6,754)
Exchange differences on translation of foreign operations	(17)	-	582	-
Comprehensive income for the period net of tax to equity holders	4,795	(6,754)	853	(6,754)

# CONDENSED BALANCE SHEET (UNAUDITED)

# Spectrum ASA Group Consolidated Balance Sheet

(US\$000's)	30.09.09	30.09.08	31.12.08
Assets			
Non-current assets			
Intangible assets			
Goodwill	7,909	11,411	10,926
Software	3,847	4,863	4,657
Order Backlog		1,140	-
Multi-client library, net	9,986	17,332	12,803
Total intangible assets	21,742	34,746	28,386
Tangible assets	2,359	4,648	5,324
Financial assets			
Investment in joint ventures	1,428	1,505	1,695
Other investments	-	533	-
Total financial assets	1,428	2,038	1,695
Total non-current assets	25,529	41,432	35,405
Current assets	•	•	
Inventory	2,673	2,703	1,554
Accounts receivable	6,314	9,105	13,567
Other receivables	2,484	4,514	291
Total receivables and inventory	11,471	16,322	15,412
	44.500		4.040
Cash and cash equivalents	11,539	3,939	4,613
Total current assets	23,010	20,262	20,025
Total assets	48,540	61,693	55,430
Shareholders' Equity and Liabilities			
Shareholders' equity			
Share capital	3,310	1,595	1,595
Share premium reserve	23,645	24,497	21,638
Retained earnings	4,812	-	-
Other equity reserves	(589)	-	(1,171)
Total equity	31,176	26,092	22,062
Liabilities			
Long term liabilities			
Deferred tax liability	2,770	3,438	2,770
Long term debt	2,770	26,472	22,143
Other liabilities	4,281	188	991
Total long term liabilities	7,051	30,098	25,904
Current liabilities	7,001	23,000	20,004
Short term debt	1,853	1,966	636
Payable tax	-	87	29
Other liabilities	8,459	3,450	6,799
Total current liabilities	10,312	5,503	7,464
		·	
Total shareholders' equity and liabilities	48,540	61,693	55,430

# CONDENSED CASHFLOW STATEMENT (UNAUDITED)

# Spectrum ASA Group Consolidated Cash Flows Statement

(US\$000's)	Quarter ended 30.09.09	Quarter ended 30.09.08	9 months ended 30.09.09	period ended 30.09.08
Cash flows from operating activities:				
Profit / (Loss) after tax	4,812	(6,754)	271	(6,754)
Depreciation and amortisation	14,610	11,362	19,525	11,362
Interest expense, net	5	670	710	670
Share of loss of associated undertakings	16	-	291	-
Working capital changes	3,635	(4,975)	8,222	(4,975)
Net cash flow from operating activities	23,078	303	29,019	303
Cash flows from investing activities:	<u> </u>			
Acquisition of subsidiaries – cash	-	-	-	1,181
Acquisition of subsidiaries –Intangibles	-	-	-	(41,287)
Acquisition of Joint Ventures & Investments	-	-	-	(1,695)
Investment in multi-client library - new	(5,670)	(158)	(8,725)	(158)
Investment in tangible assets	(539)	(701)	(964)	(4,844)
Proceeds on sale of tangible assets	-	25	-	25
Net cash flow from investing activities	(6,209)	(834)	(9,689)	(46,778)
Cash flows from financing activities:				
Issued share capital	784	-	8,467	29,539
Equity transaction costs	(507)	(64)	(507)	(1,608)
Acquisition loan	(22,982)	(21,455)	(22,982)	21,648
Acquisition of subsidiaries – Deferred tax	-	-	-	495
Acquisition of subsidiaries – Long liabilities	-	-	-	2,770
Interest paid (net)	(5)	(670)	(710)	(670)
Net cash flow from financing activities	(22,710)	(22,189)	(15,732)	52,174
Net change in cash and cash equivalents	(5,841)	(22,720)	3,599	5,699
Net foreign exchange diff (unrealised)	(7)	(465)	3,326	(1,760)
Cash & cash equivalents @:start	17,385	27,124	4,613	-
Cash and cash equivalents @ end	11,537	3,939	11,537	3,939

# EQUITY RECONCILIATION (UNAUDITED)

# Spectrum ASA Changes in Group Consolidated Equity

(US\$000's)	Issued Capital	Share Premium	Retained Earnings	Other Capital Reserves	Total Equity
(0000003)	Oapitai	1 TCTTTIGTT	Larrings	110301103	Equity
Balance @ 31 Dec 08	1,595	21,638	-	(1,171)	22,062
Profit for period	-	(731)	-	-	(731)
Other comprehensive income	-	` -	-	(51)	(51)
Balance @ 31 Mar 09	1,595	20,907	-	(1,222)	21,280
Share Issue	1,559	6,237	-	-	7,796
Profit for period	-	(3,618)	-	-	(3,618)
Other comprehensive income	-	-	-	650	650
Balance @ 30 Jun 09	3,154	23,526	-	(572)	26,108
Share Issue	156	626	-	-	782
Equity Issue costs	-	(507)	-	-	(507)
Profit for period	-	-	4,812	-	4,812
Other comprehensive income	-	-	-	(17)	(17)
Balance @ 30 Sep 09	3,310	23,645	4,812	(589)	31,178

# Segmental Reporting

	Quarter	Quarter	9 months	period
	ended	ended	ended	ended
(US\$000's)	30.09.09	30.09.08	30.09.09	30.09.08
Revenue – Gross				
Seismic Data Processing	1,923	2,495	11,626	2,495
Multi-Client	6,615	5,012	13,818	5,012
Marine Acquisition	5,398	6,751	17,399	6,751
	13,936	14,258	42,843	14,258
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Revenue – Net				
Seismic Data Processing	1,364	2,338	9,829	2,338
Multi-Client	6,615	5,012	13,818	5,012
Marine Acquisition	101	6,751	9,804	6,751
	8,080	14,101	33,451	14,101
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EBITDA				
Seismic Data Processing	(1,021)	(853)	(1,447)	(853)
Multi-Client	4,844	3,820	7,623	3,820
Marine Acquisition	(564)	(2,517)	2,013	(2,517)
·	3,259	450	8,189	450
EBIT				
Seismic Data Processing	(3,568)	(3,723)	(5,422)	(3,723)
Multi-Client	(4,180)	(3,644)	(4,553)	(3,644)
Marine Acquisition	(3,602)	(3,544)	(1,360)	(3,544)
	(11,350)	(10,911)	(11,335)	(10,911)

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