

getech

# A Geoenenergy Business.

Investor Presentation + Q&A

# Board of Directors



**Michael Covington**  
Chairman Designate



**Dr Stuart Paton**  
INED



**Emma Parker**  
INED



**Richard Bennett**  
Acting CEO



**Andrew Darbyshire**  
CFO



**Chris Jepps**  
COO

## Getech Group Plc

[www.getech.com](http://www.getech.com)

Kitson House, Elmete Hall, Elmete  
Lane, Leeds LS8 2LJ, UK

Listed on the London Stock Exchange:

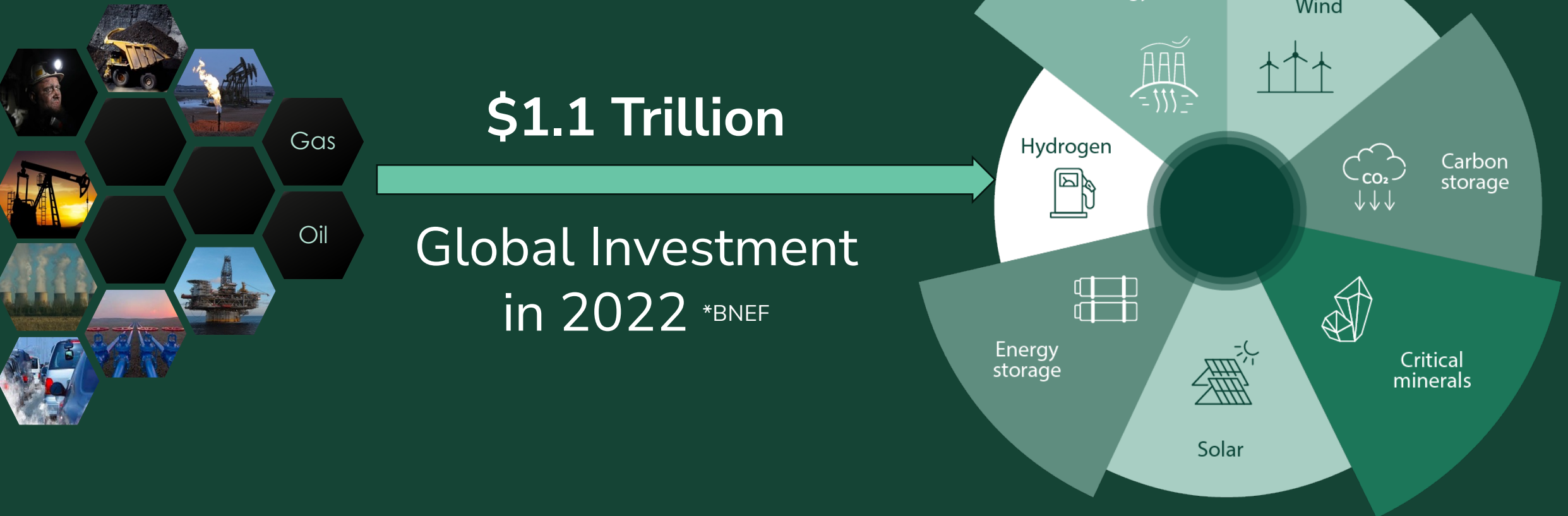
**Ticker: :GTC.L**

ISIN: GB00B0HZVP95

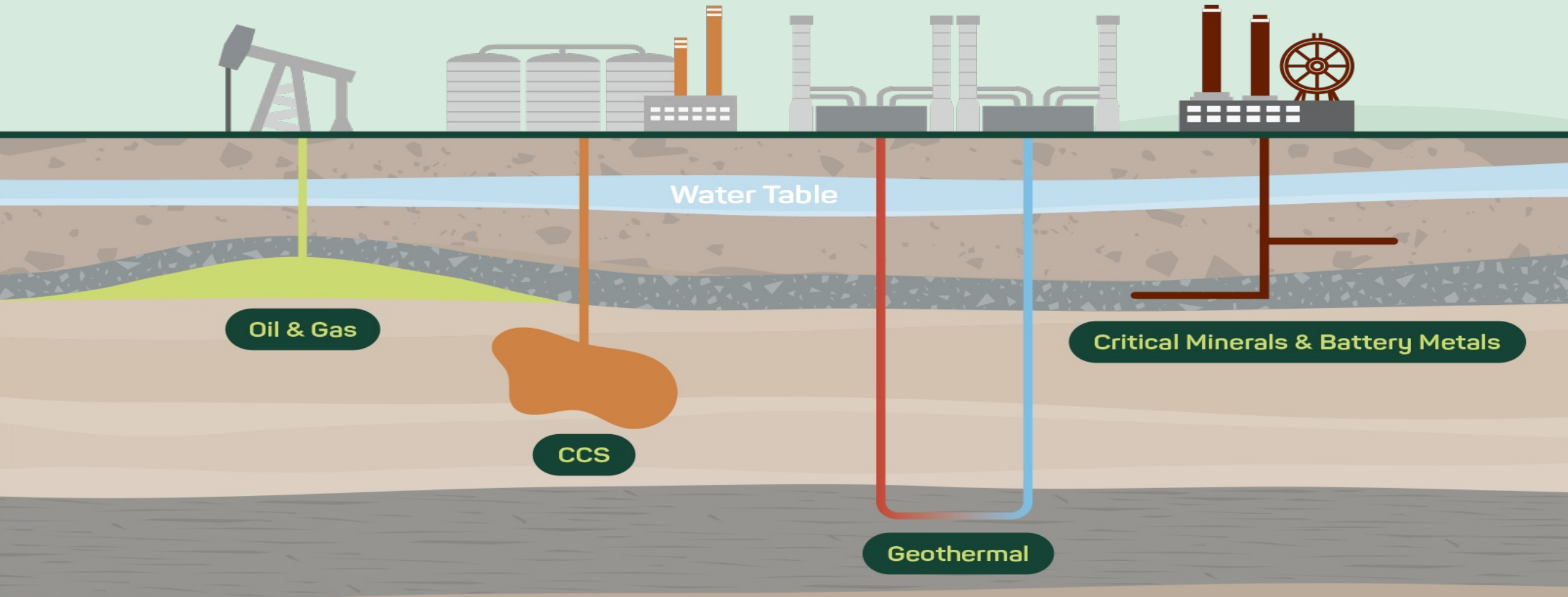


# The Energy Transition

From fossil fuels to low-carbon and renewable energy

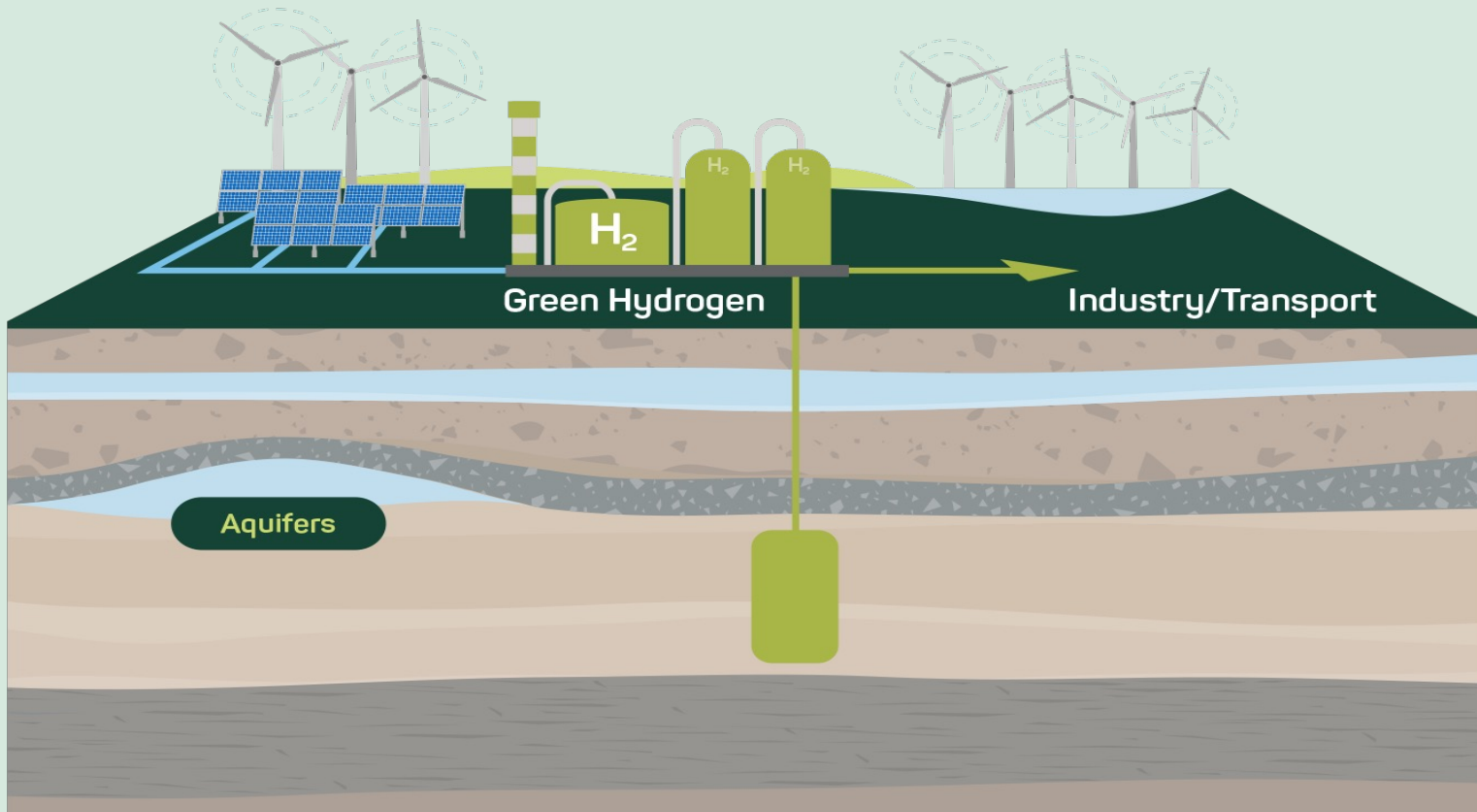


# Finding Subsurface Resources Vital to the Energy Transition



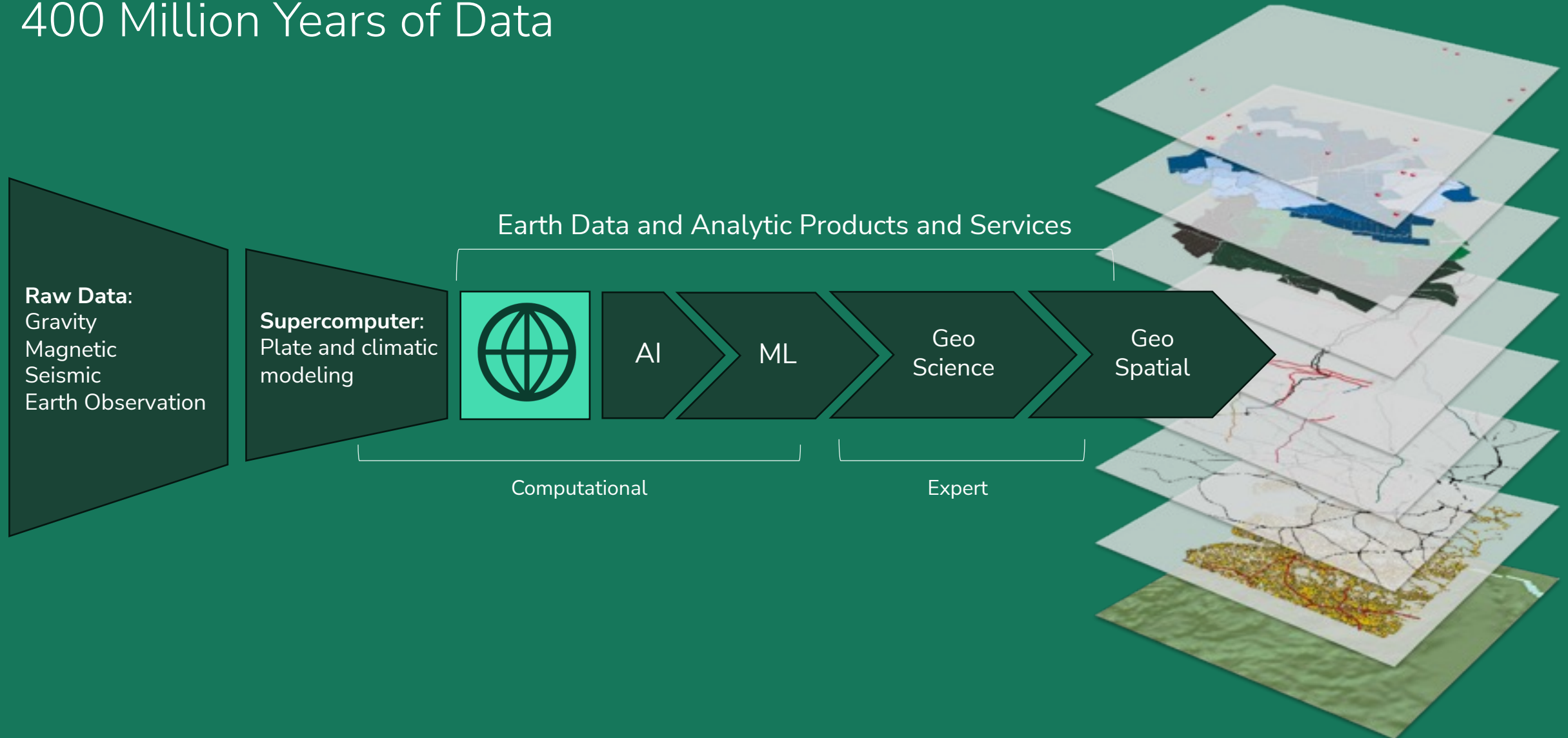
# Energy Storage and Green Hydrogen

(to be pursued through partnerships).



# Globe | Proprietary Digital Platform

400 Million Years of Data





# Research and Development

Continuous development of Globe geoscience platform

## 1. Acquire more data

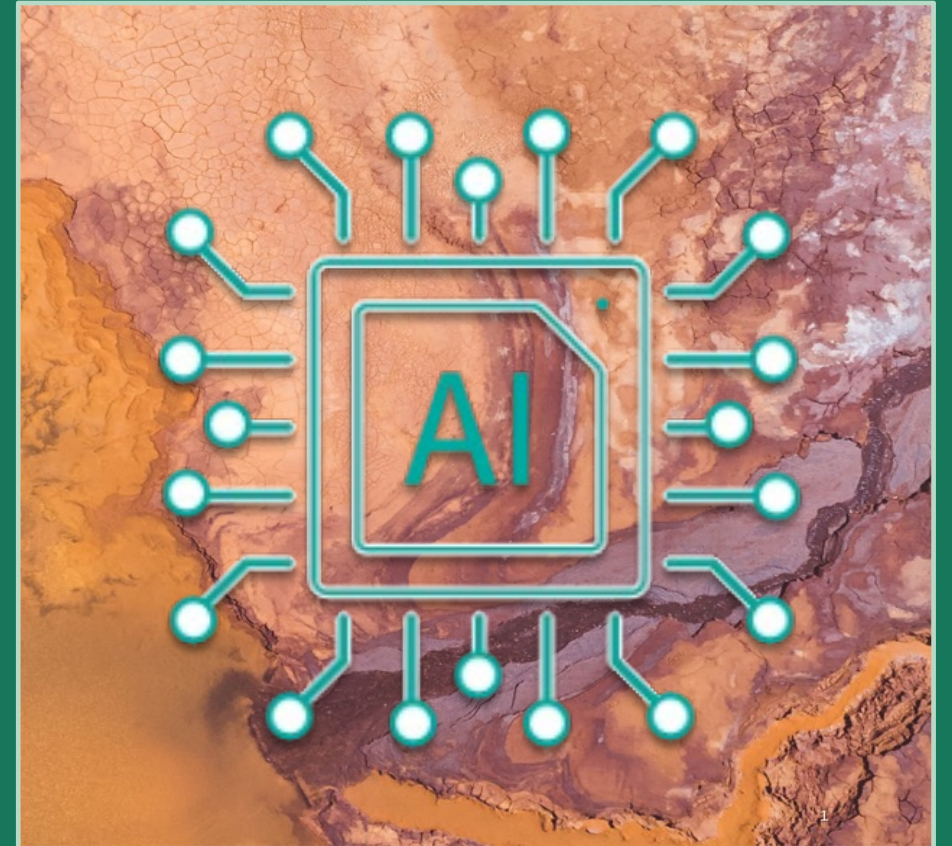
- Technical Geoscience Data
- Earth Observation

## 2. Make relevant to a broader market

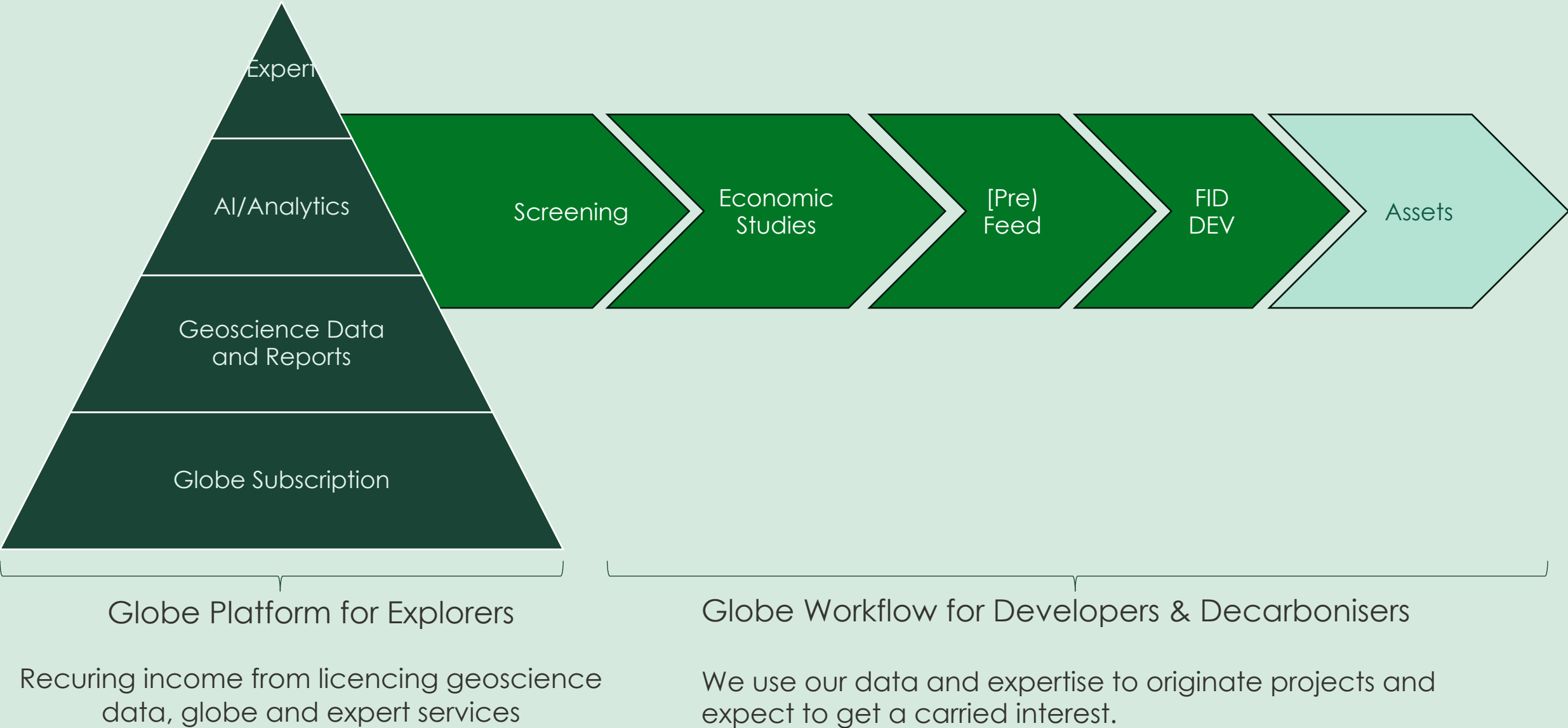
- Oil and Gas
- Unconventional Gas and Natural (white) Hydrogen
- Carbon Storage / Energy Storage
- Geothermal
- Critical Minerals (copper, lithium, cobalt, phosphates etc.)

## 3. Leverage data using Artificial Intelligence

- Machine learning



# Getech Business Model / Value Proposition





# Routes to Market

## Explorers

Energy, mining and clean technology companies that are seeking projects to develop.

Transitional Petroleum

Critical Minerals

Geothermal

## Decarbonisers

Municipalities, and industrial companies that need to reduce Scope 1, 2 and 3 emissions.

Renewable Heat

Carbon Storage

Supply Chain Security

Energy Storage

Green Hydrogen

## Assets

Supporting decarbonisers to implement renewable heat and energy storage projects.

H2 Green

*Getech Lithium*

*Getech Geothermal*

*Getech Minerals*

# Revenue from Explorers

Identify, de-risk and optimise geoenergy projects

## Geoscience Products

- Data Subscription
- Software Subscription

## Analytic Services

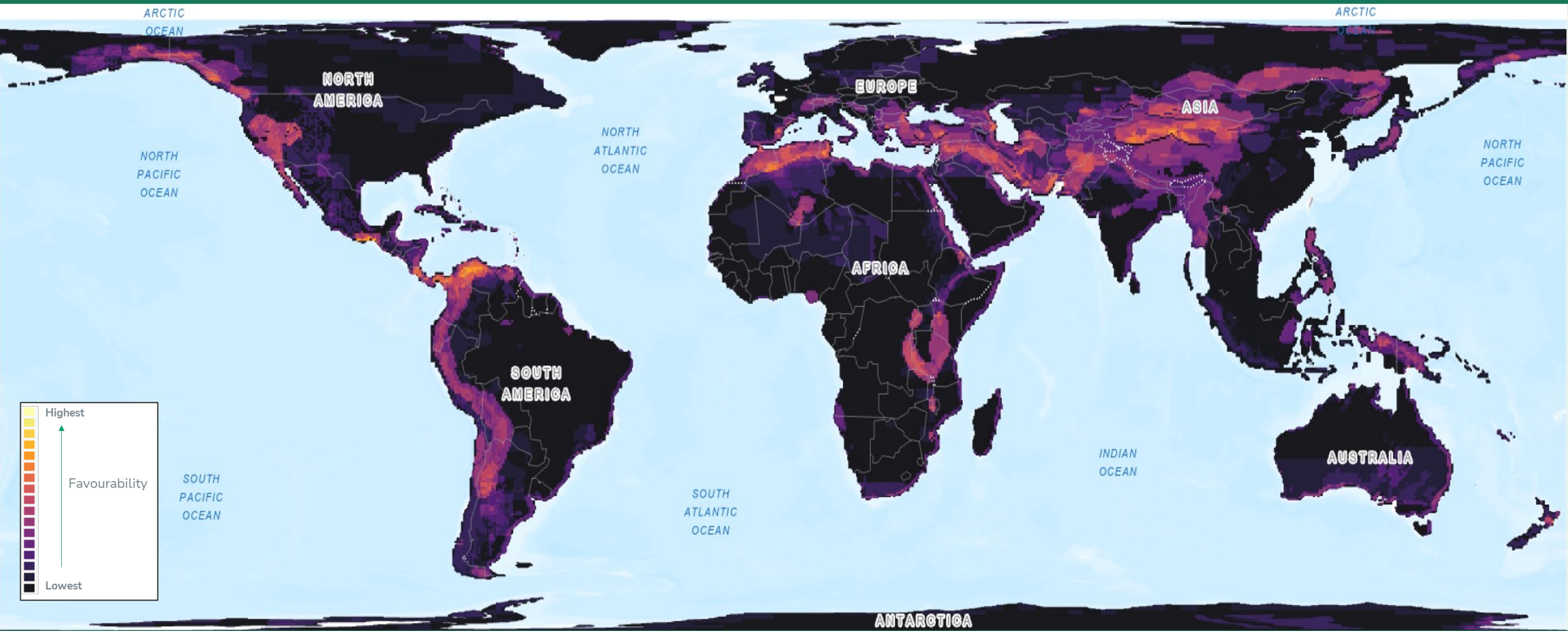
- Geoscience Services
- Geospatial Services

## Assets

- Asset Management
- Asset Participation

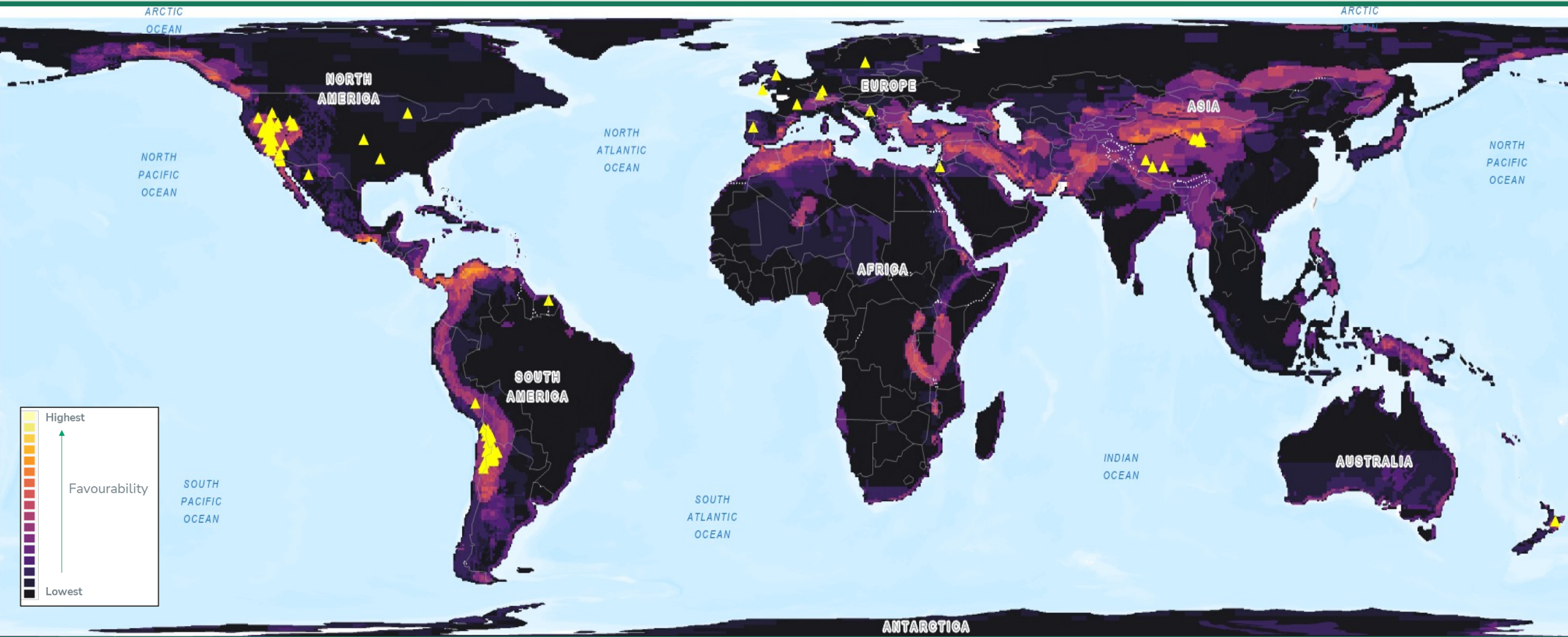


# Global Sedimentary Lithium Favourability Map



*Pleistocene shown. Also modelled for Pliocene, Miocene and Oligocene*

# AI Comparison to Refine Favourability Maps



▲ Known Sedimentary Lithium Occurrences



# Revenue from Decarbonisers

Unlocking the subsurface potential to decarbonise at scale

## Global Screening

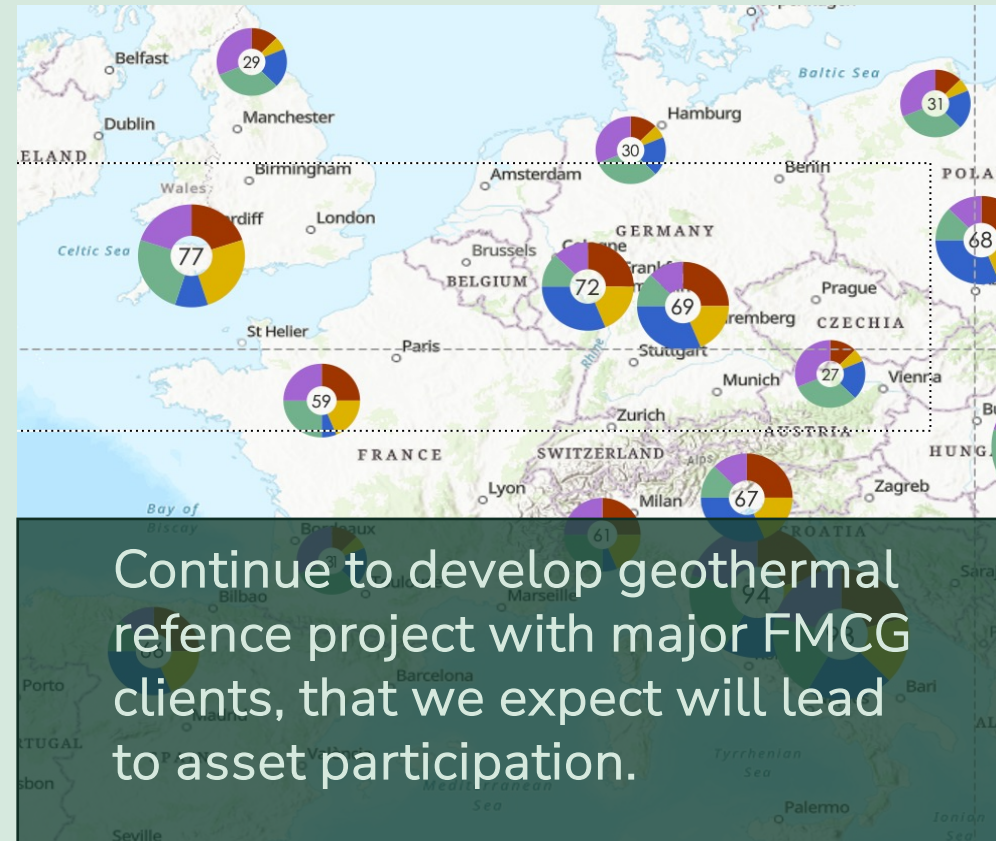
- Geothermal
- Carbon Capture and Storage
- Critical Minerals
- Green Hydrogen

## Feasibility

- Economic Viability
- Feasibility
- Pre-FEED/FEED

## Implementation

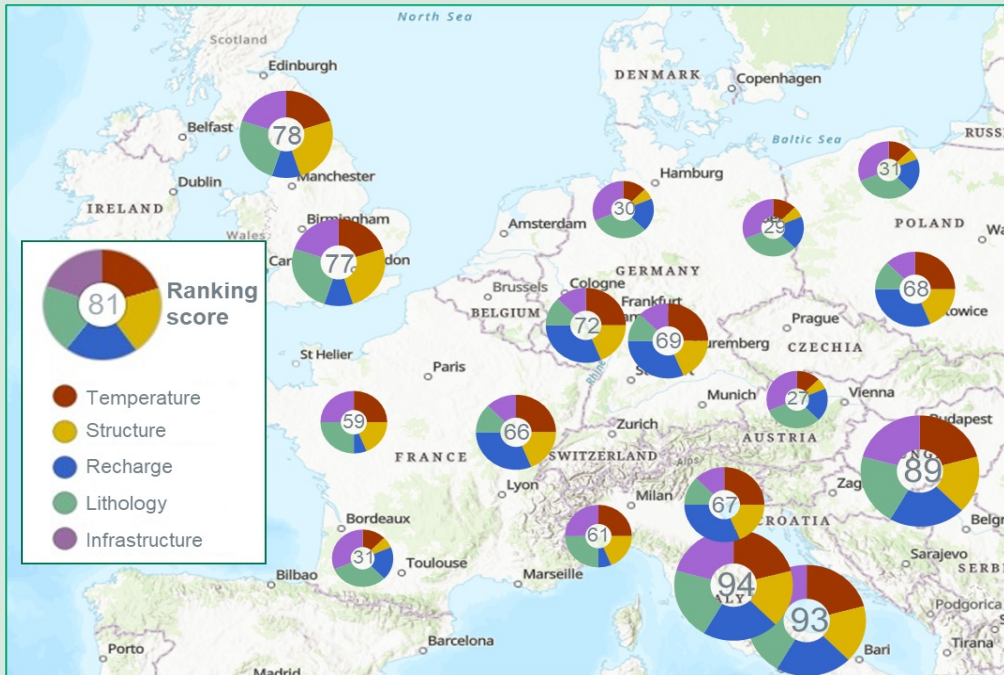
- Project Development (partners)
- Project Finance (partners)
- Asset Management



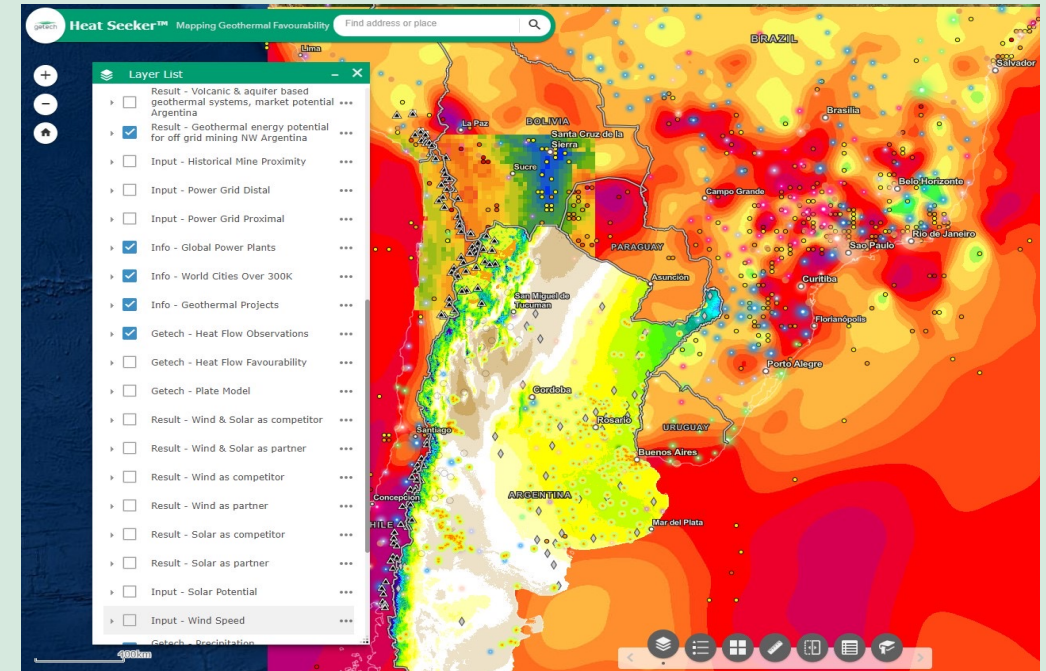
# Unique Geothermal Explortion Capability

Heat Seeker® uses machine learning to create favorability maps of geothermal suitability.

Heat Seeker® leverages our subsurface expertise, world-leading Gravity & Magnetics database, GIS and common risk segment mapping expertise.



Dummy example of an output figure





# Asset Development / SPVs

New equity participation model; projects to be implemented with strategic partners

## H2 Green

- Port of Shoreham
- Highlands Council
- SGN Inverness

## Getech Geothermal

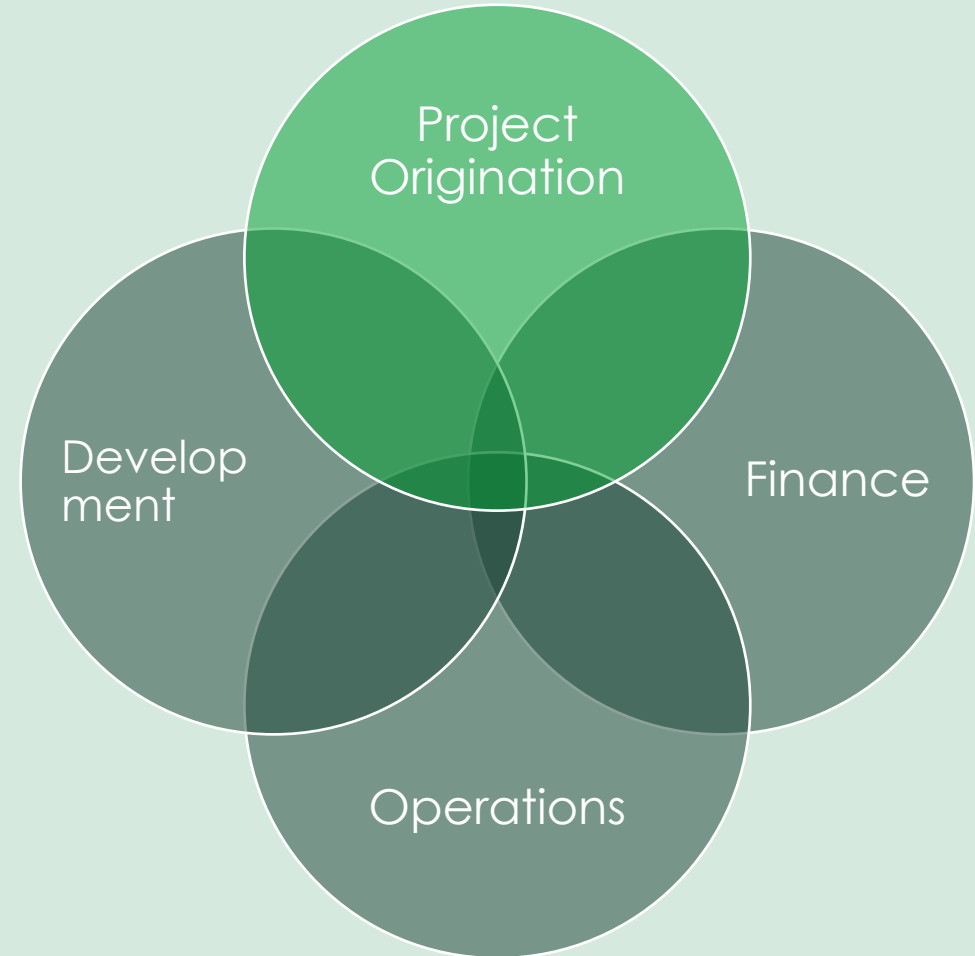
- Provide Heat as a Service (HAAS)

## Getech Minerals

- Locate and de-risk exploration; copper, nickel, cobalt, helium etc.

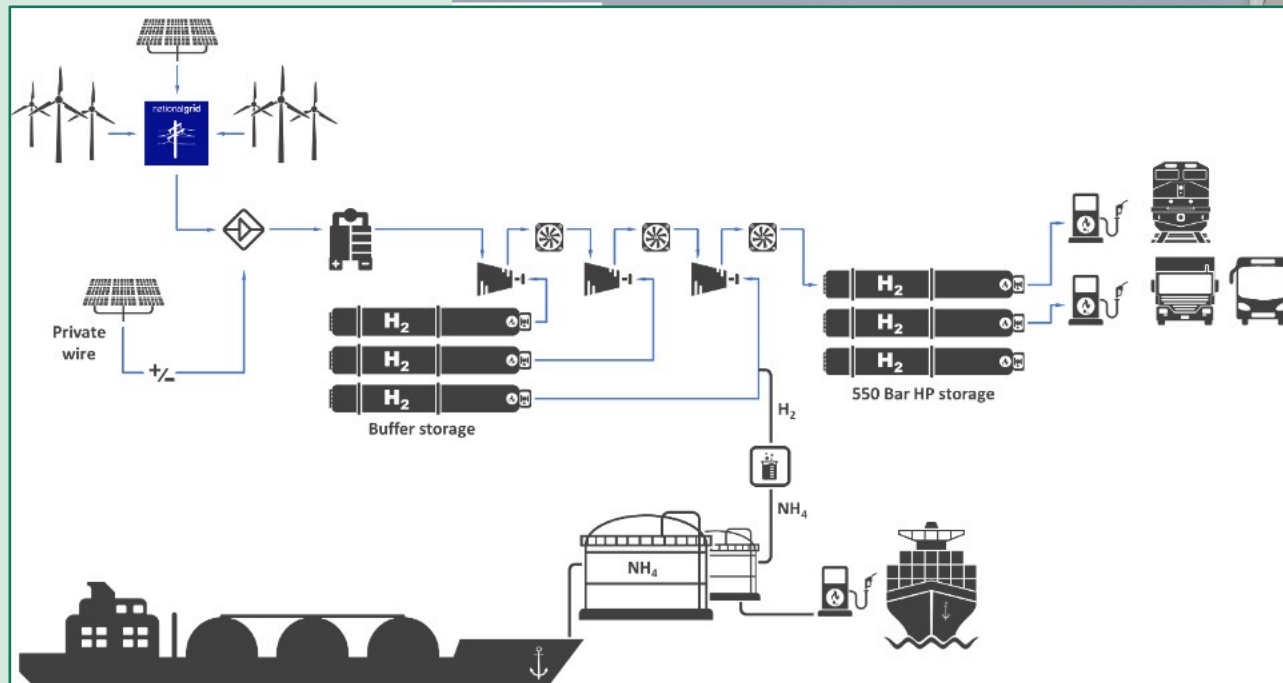
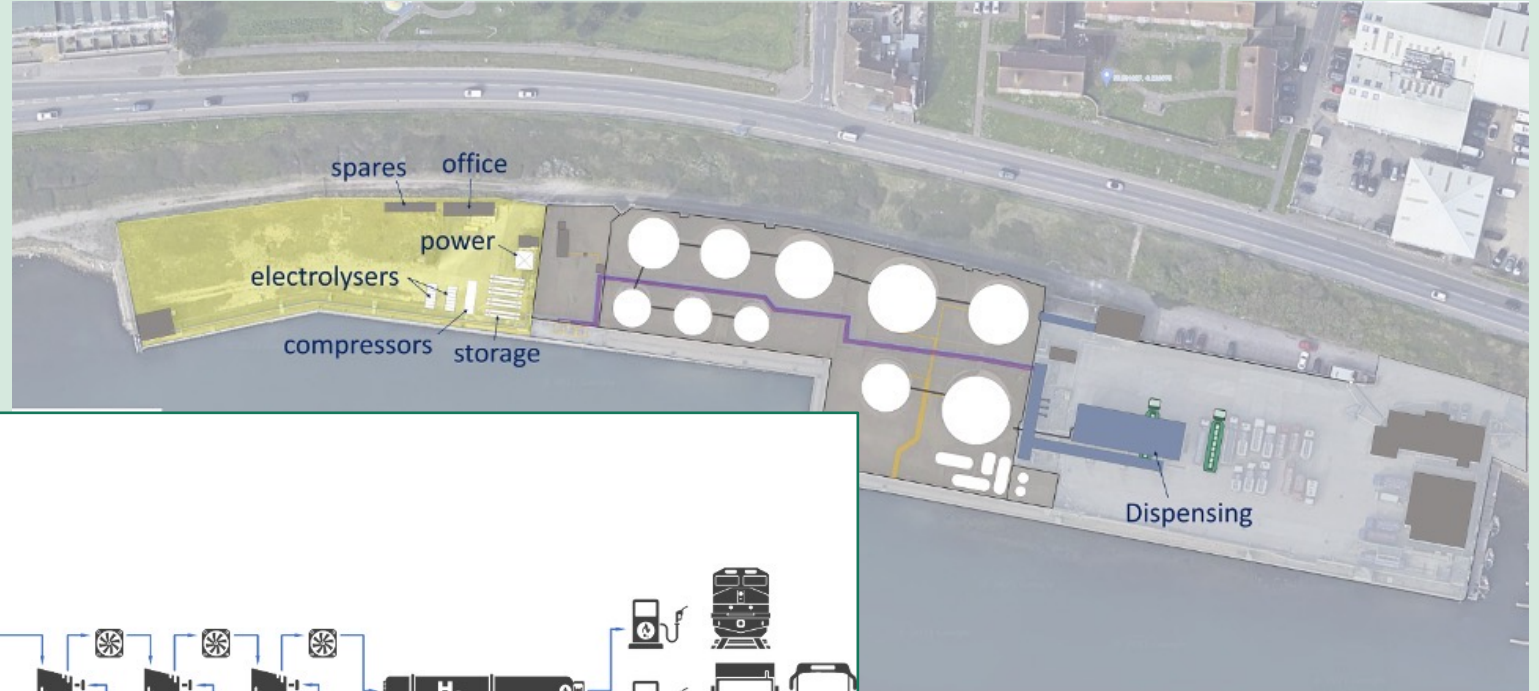
## Getech Lithium

- Locate and de-risk exploration; lithium projects



# SPV Shoreham: Green Hydrogen Hub

To be developed with partners in line with market demand for green hydrogen.



# Financial Information

# Financial Information – YE 2022

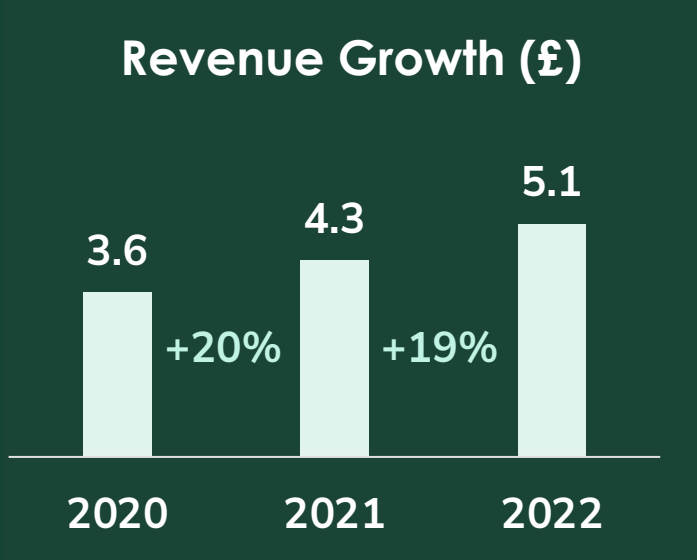
£5.1m      Revenue      ↑ 19 %

(£3.2m)      Loss      ↑ 10 %

£4.6m      Order Book      ↑ 39 %

£4.3m      Cash *(at 31 Dec. 2022)*

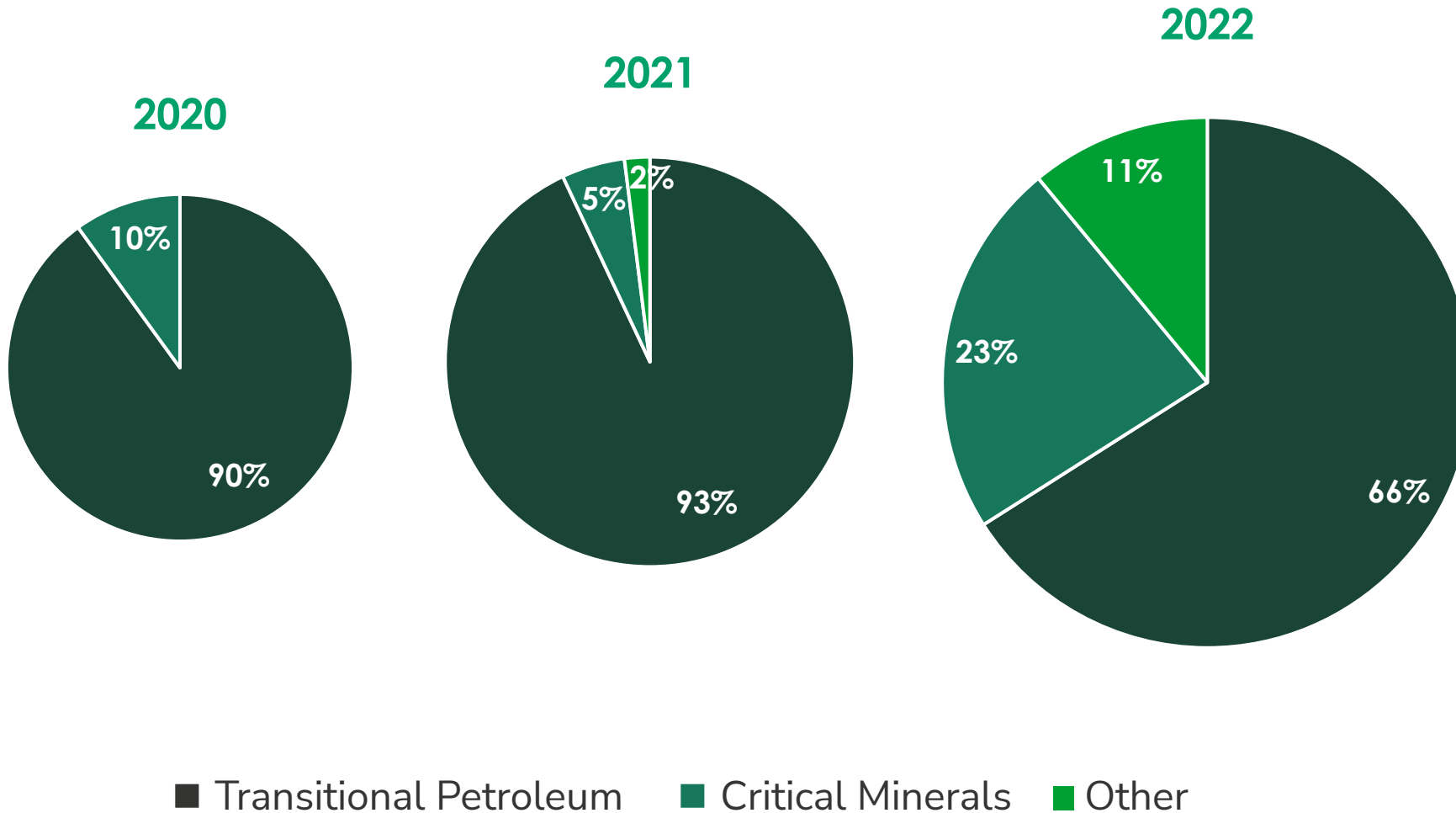
£2.1m      Kitson House *(under offer)*



# Revenue vs. OPEX and Investment



# Diversification of Revenue



Goal to achieve LSE  
Green Economy Mark  
(>50% Revenues from  
Renewables)



# Financial Information: Interim H1 2023

£1.9m

Revenue

2022: £2.7 million

(£2.7m)

Loss

2022: £0.7 million

(£0.7m)

Loss includes exceptional items, related to restructuring

c. £2m

Annualised costs removed from the business

£4.4m

Order Book

30 June 2022: £4.8 million

£2.2m

Cash (at 30 June. 2022)

+ Sale of Kitson House proceeding (albeit slowly)

# Orderbook and Annual Recurring Revenue (ARR)

## Orderbook

- £4.4m at 30 June 2023 (Dec-22: £4.6m, Jun-22: £4.8m)
  - £1.4m revenue in H2 2023
  - £1.5m revenue in 2024
  - £1.5m revenue beyond 2024

## Annualised Recurring Revenue


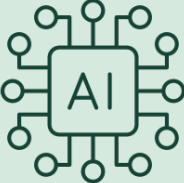

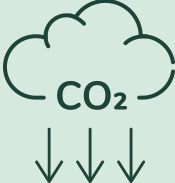

- £2.6m at 30 June 2023 (Dec-22: £2.4m, Jun-22: £2.2m)
  - 6 new Globe and software customers in H1
  - 2 additional new software customers in H2 to date

# Business Focus

H2 2023

# Strategic Goals

Focus on technology and business growth within the energy transition sector

| Business  | Technology   | Explorers   | Decarbonisers   | Assets   |
|---|--|---|---|--|
|    |   |    |    |     |
| <p>Cost control</p> <p>Sell Kitson House</p> <p>Invest in sales and marketing</p> <p>Increase news-flow</p> <p>Re-classify from “Oil &amp; Gas” to “Technology”</p> | <p>Increase data</p> <p>Re-run paleo climate model at Stockholm; increase relevance for:</p> <ul style="list-style-type: none"><li>- CCS</li><li>- Critical Minerals</li><li>- Geothermal</li></ul> <p>Use AI to leverage Globe’s data</p> | <p>Fulfil orderbook and maintain revenue from transitional petroleum business</p> <p>Focus business development activity on energy transition:</p> <ul style="list-style-type: none"><li>- CCS</li><li>- Critical minerals</li><li>- Geothermal</li></ul> | <p>Launch products and services for decarbonisers:</p> <ul style="list-style-type: none"><li>- Soft launch at Innovation Zero</li><li>- Continuous sales and marketing campaign</li></ul> <p>Delivery partners</p> <ul style="list-style-type: none"><li>- Technical</li><li>- Finance</li><li>- Operations</li></ul> | <p>New equity participation model to create value from projects that we originate.</p> |

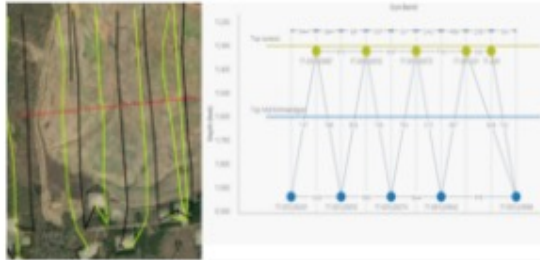
# IR / Press Coverage

## Increased Marketing and PR Activity



### Getech assists Nittetsu Mining in Copper Exploration in Peru

Getech, a world-leading locator of subsurface resources, has



### Unconventionals Analyst v3.1 Empowers Onshore Shale Operators to Lead the Industry with Cutting-Edge Insights

Exprodat, GIS experts for the energy sector, has released an enhanced version of its popular Unconventionals Analyst software used by oil and gas operators and is expected to play a significant



### Getech Releases Globe 2023 with New Capabilities for Resource Exploration

Getech, a world-leading locator of subsurface resources, has



### Getech to Unlock Natural Hydrogen Exploration Sites

Getech, a world leading locator of subsurface resources, has launched a solution to pinpoint sites rich in natural hydrogen. Combining knowledge of natural hydrogen's genetic systems with

getech

Thank you.

Richard Bennett, CEO.  
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