

getech

# H1 2023 Interim Results & Business Outlook

Investor Presentation & Roadshow

# 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:

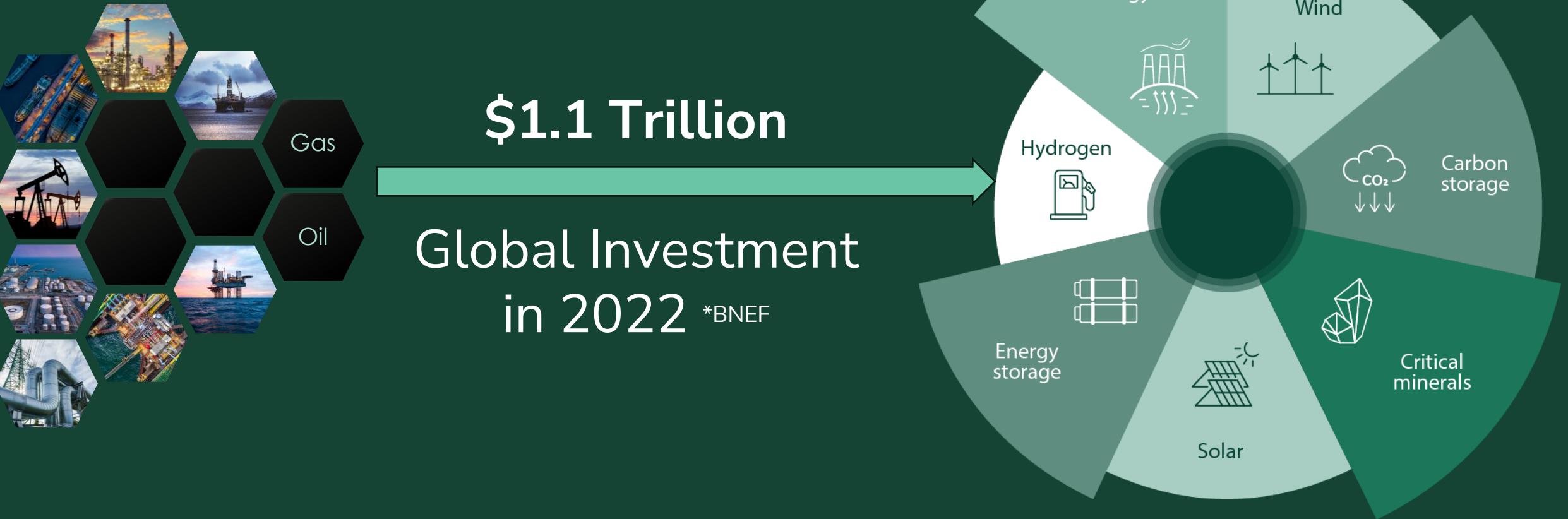
**Ticker: :GTC.L**

ISIN: GB00B0HZVP95

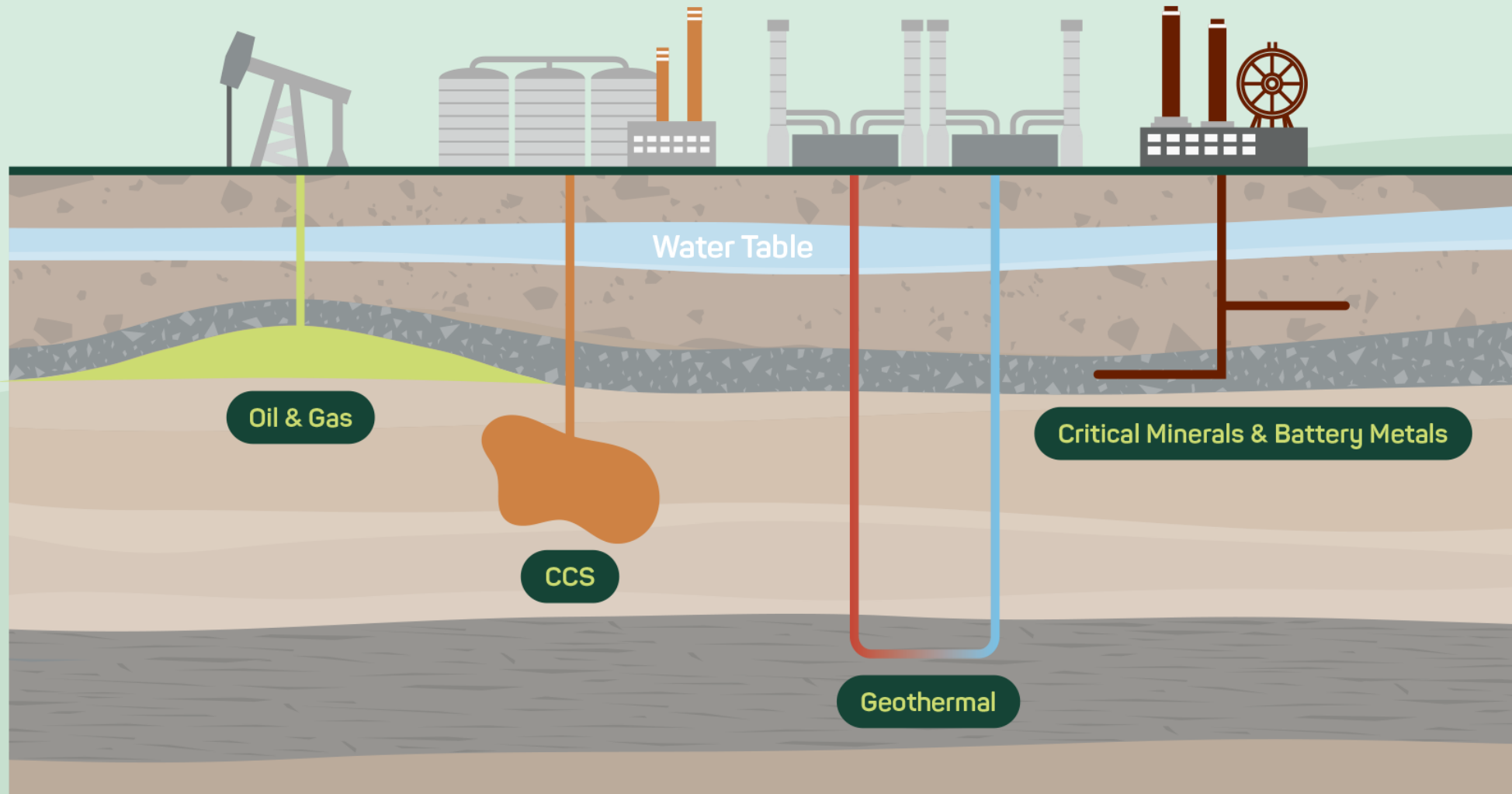


# The Energy Transition

From fossil fuels to low-carbon and renewable energy

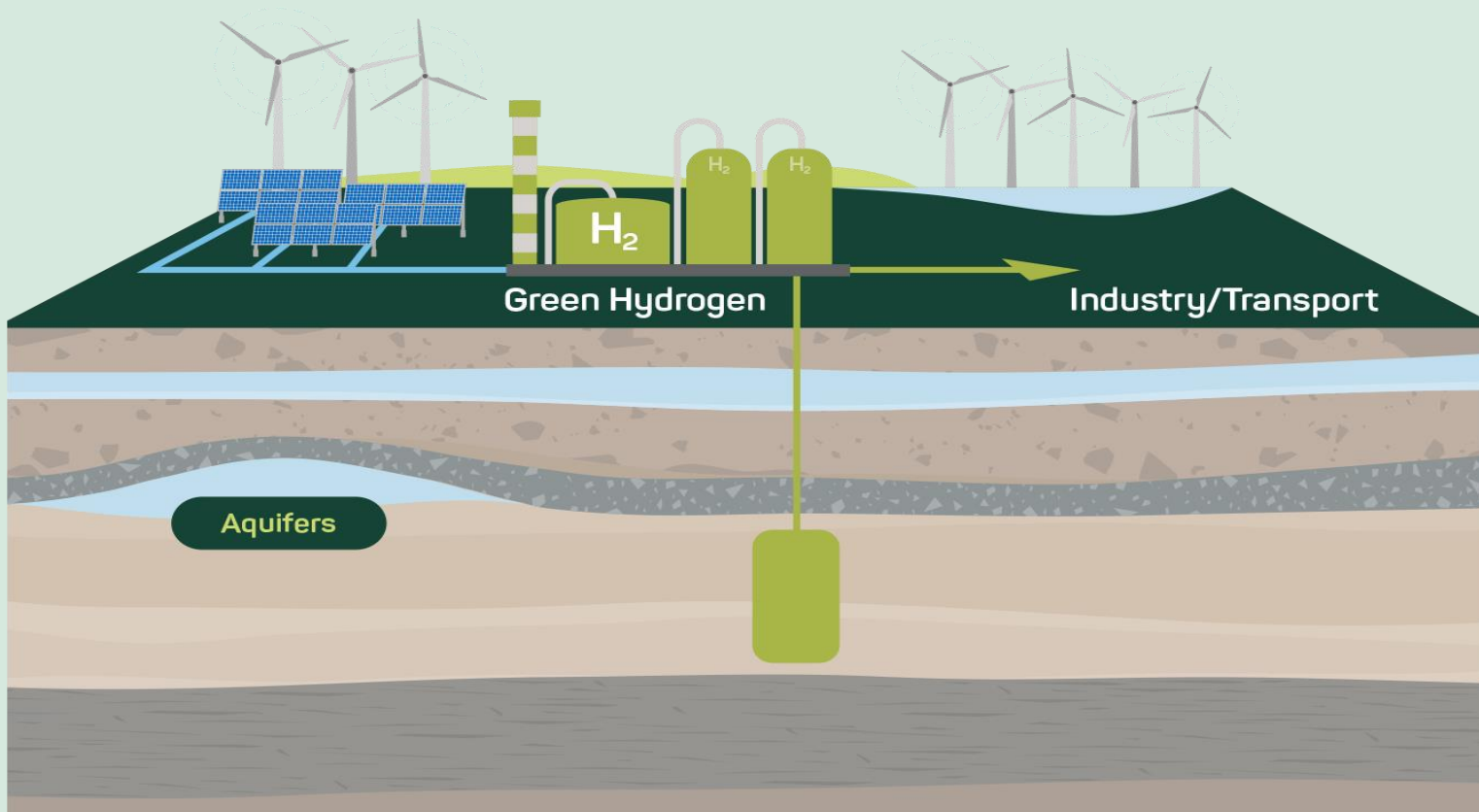


# Finding Subsurface Resources Vital to the Energy Transition



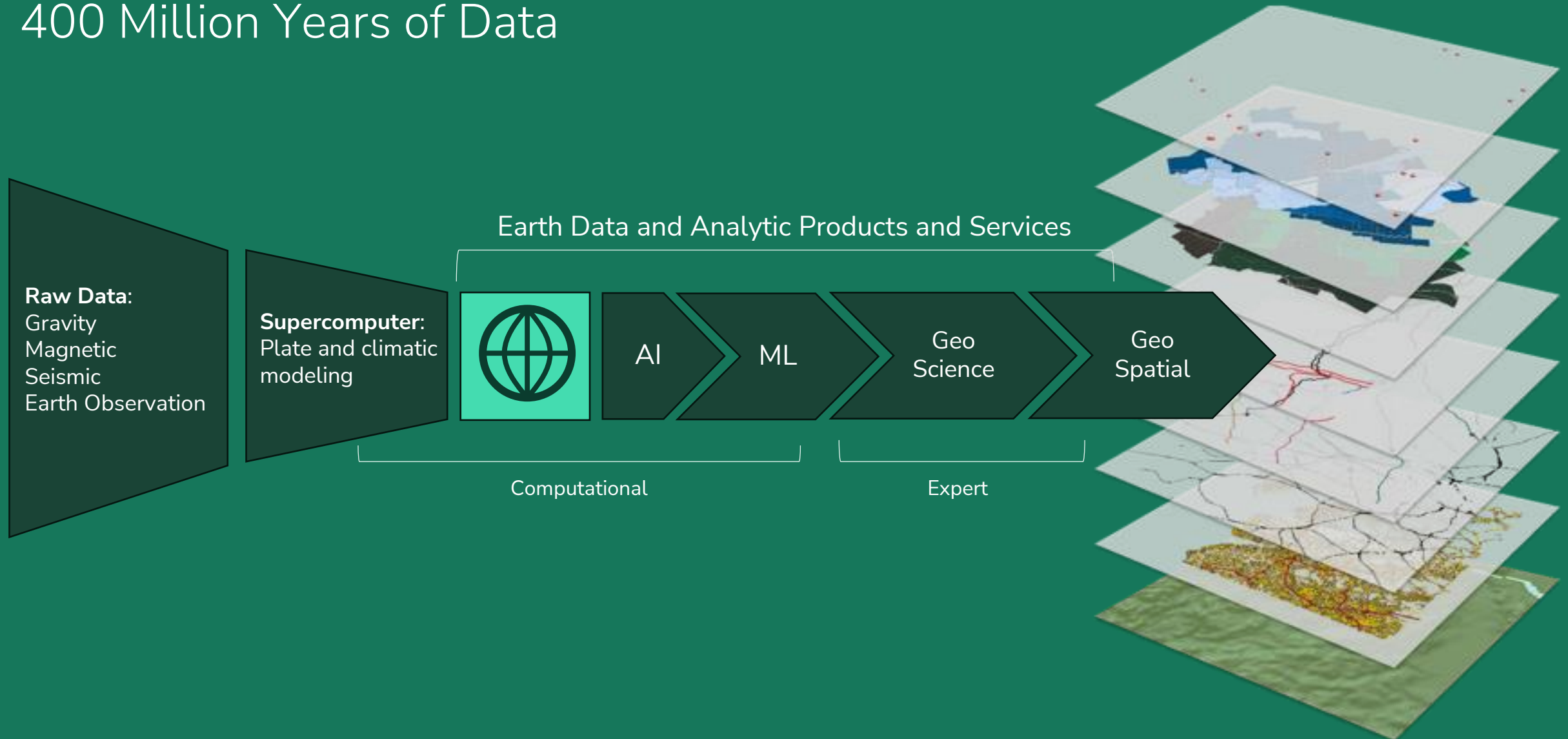
# Energy Storage and Green Hydrogen

(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

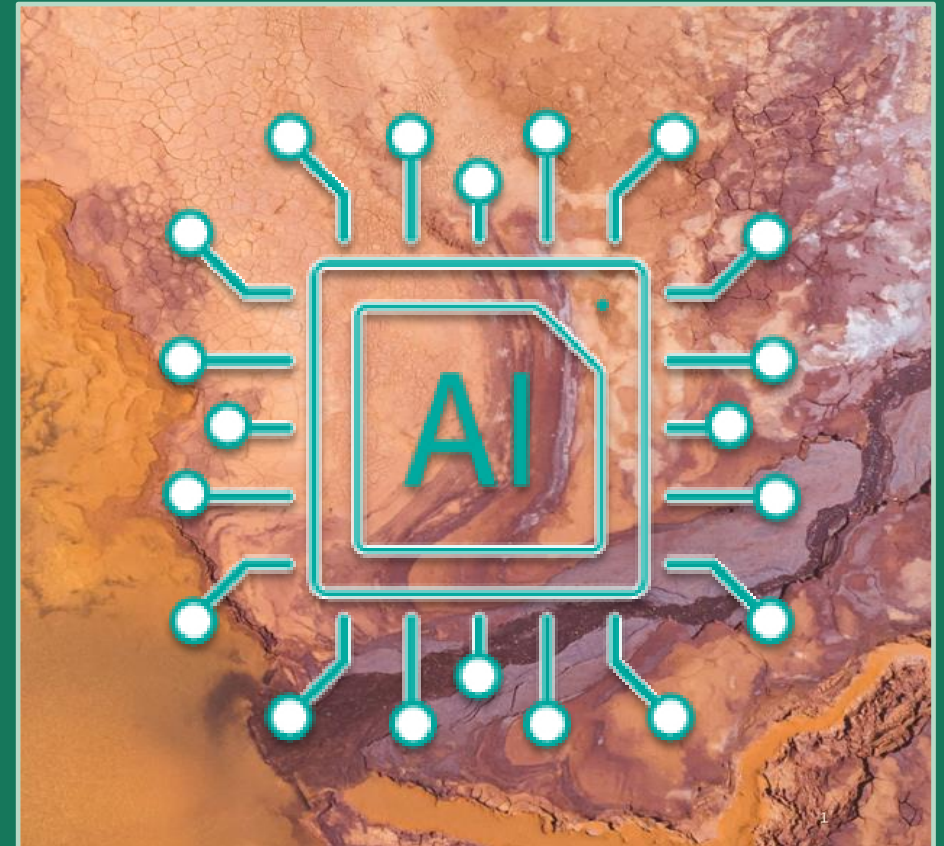
- Technical Geoscience Data
- Earth Observation

## 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





# 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



woodside



PETRONAS



Marathon Oil

ExxonMobil



North Sea  
Transition  
Authority



GLENCORE



NITTETSU MINING

# Revenue from Decarbonisers

Unlocking the subsurface potential to decarbonise at scale

## Global Screening

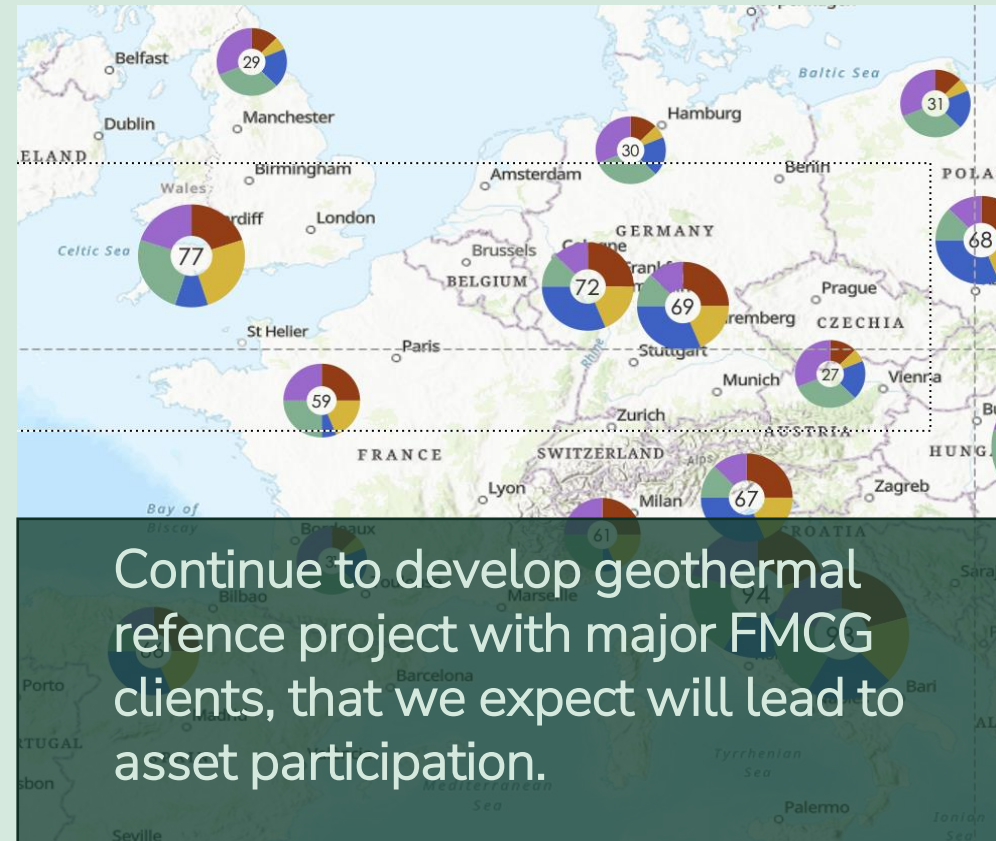
- Geothermal
- Carbon Capture and Storage
- Critical Minerals
- Green Hydrogen

## Feasibility

- Economic Viability
- Feasibility
- Pre-FEED/FEED

## Implementation

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



# 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

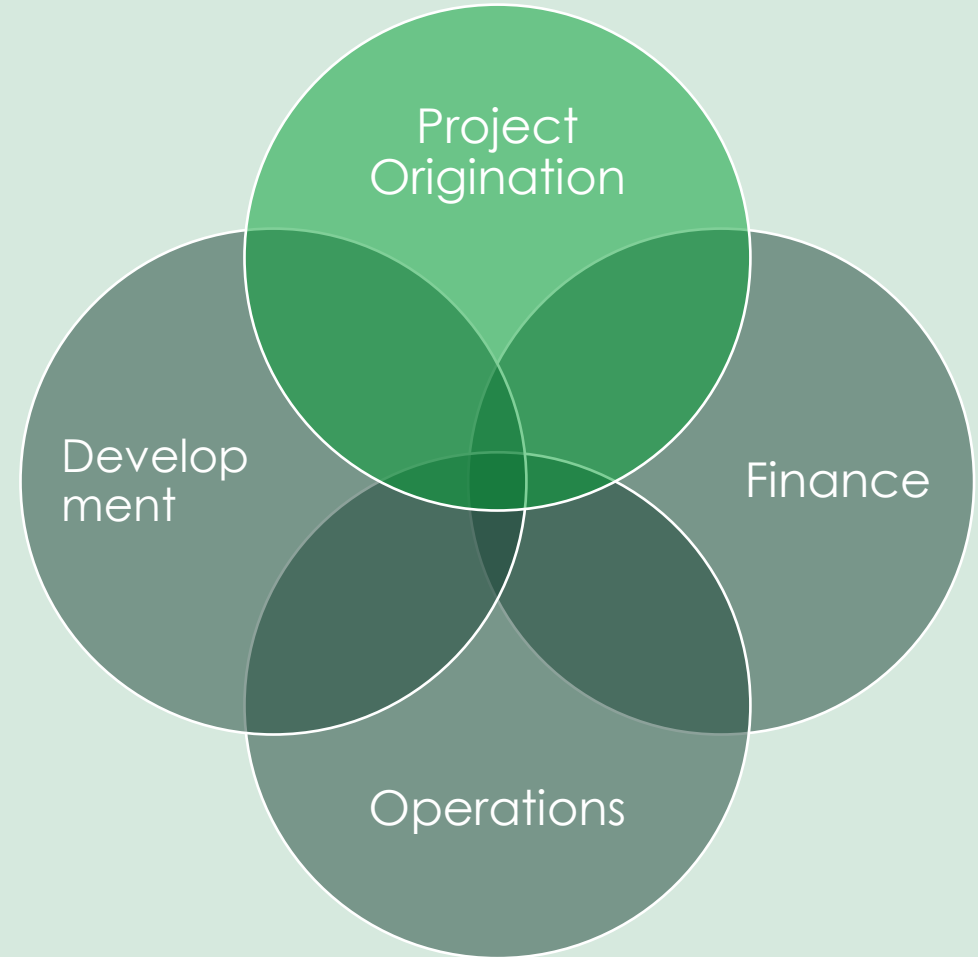
- Provide Heat as a Service (HAAS)

## Getech Minerals

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

## Getech Lithium

- Locate and de-risk exploration; lithium projects



# Interim Results

H1 2023

# Business Highlights

## Getech: Moving to a pure focus on the subsurface

- Strategic review of the business completed over the last 6 months, resulting in targeted objectives to:
  - Re-focus the Company on the core business of locating subsurface resources
  - Extend Globe's capabilities to identify a wider range of assets (Natural Hydrogen, Zinc, Lithium and Phosphates)
  - Reduce cost base by c. £2 million and switch to developing H2 Green's assets in partnership
  - Generate future revenues from subscription sales and solutions coupled to asset participation in large scale projects where appropriate
  - Become cashflow positive in the near term
  - Increase and target marketing and sales activity towards the \$1 trillion Energy Transition market
- Significant progress has already been made on all of the strategic priorities set out above
  - Richard Bennett, appointed agreed to become Acting Chief Executive Officer of the Group
  - Michael Covington, currently Non-Executive Director, to be Chairman Designate

# Financial Information

£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 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)
  - 1 new Globe customer in H1
  - 5 new software customers in H1
  - 2 additional new software customers in H2 to date


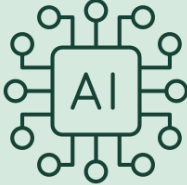

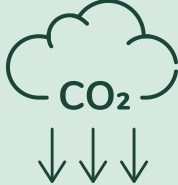



# Outlook

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>

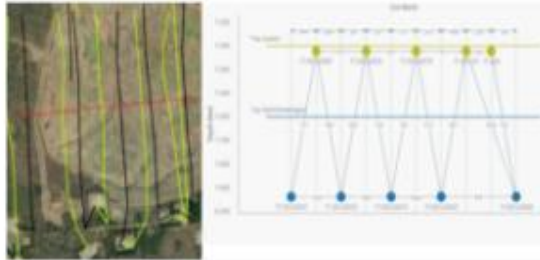
# IR / Press Coverage

## 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 bring 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, Executive Chairman.  
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