



# FY25 Results & Business Outlook

Investor Presentation | April 2026



# Agenda



**Chris Jepps** | CEO  
Chief Executive Officer



**Simon Brown** | CFO  
Chief Financial Officer



**Max Brouwers** | CBDO  
Chief Business Development Officer

Overview & Highlights	3
Financial Review	6
Looking Ahead	8
Summary & Outlook	13
Q&A	14

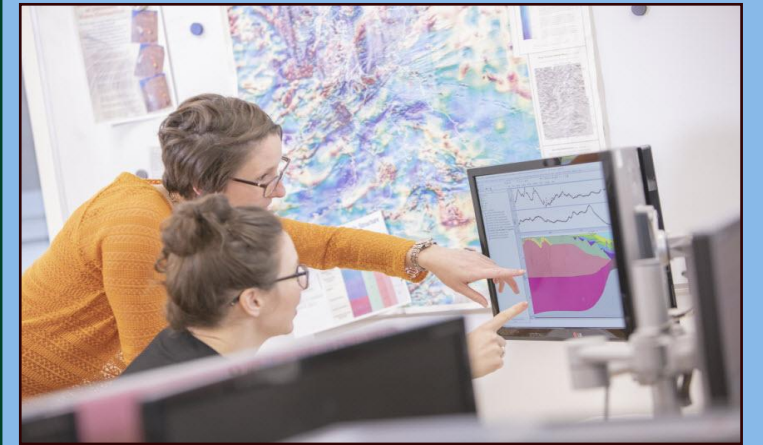
# Getech: Our USPs



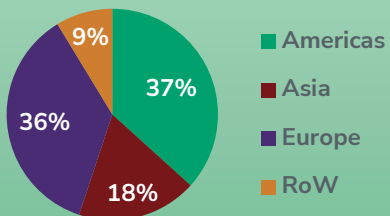
We enable organisations to find and manage the **subsurface resources** essential to the evolving energy system.



Our customers are **corporates, governments & regulators**, working across the **energy sector**.

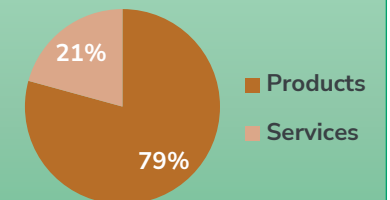


We help our customers to **reduce risk**, clarify **uncertainty** and **enhance project value** throughout the resource lifecycle.



Decades-long trusted brand Earth-science data (Globe & G&M) with + advanced analytics x geospatial

Getech is a product company Underpinned by ARR with valuable & unique proprietary IP



# Key Messages

## Returned Company to Positive EBITDA

- New Exec leadership team
- Reset cost base without adversely affecting delivery
- Improved sales capabilities
- Increased revenues as per plan for the year

## Re-aligned Strategy

- Refocused company on core markets and propositions
- Prioritising Oil & Gas market as best revenue opportunity
- Selective capital-light activity in low carbon sectors

## Focus on Growth and Cash Generation

- Key objective is ARR growth
- Large Globe opportunities in super-majors and NOCs
- Record low oil & gas reserves replacement rates & energy security concerns driving tailwinds

# Our Market: Subsurface Resources

**Geopolitical shocks are reshaping the sector:** customers prioritising technologies to reduce risk and improve economics

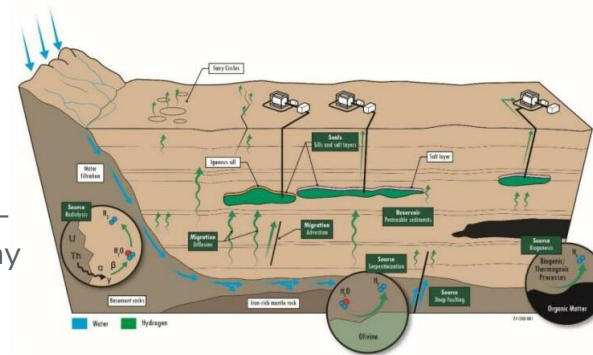
## Oil and Gas

Exploration back in focus: Increased emphasis on **reserve replacement** and security of supply are driving the need to increase exploration budgets, which in-turn increases demand for data-led subsurface insight and analysis.



## Natural Hydrogen

Gaining traction: Early-stage but expanding globally, with credible long-term upside, co-location play with **Helium** and emerging parallels to US shale.



## A Structural Shift in Demand?

Driven by Artificial Intelligence: Rising electricity demand is increasing focus on all key markets as well as reliable baseload power, supporting **geothermal** and energy storage, seen as part of the longer-term mix for achieving Net Zero.

## Critical Minerals

Sector stabilising: Margin pressures, but commodity price increases and supply gaps increasing focus on exploration for electrification metals; e.g. **copper**, cobalt, lithium & nickel.



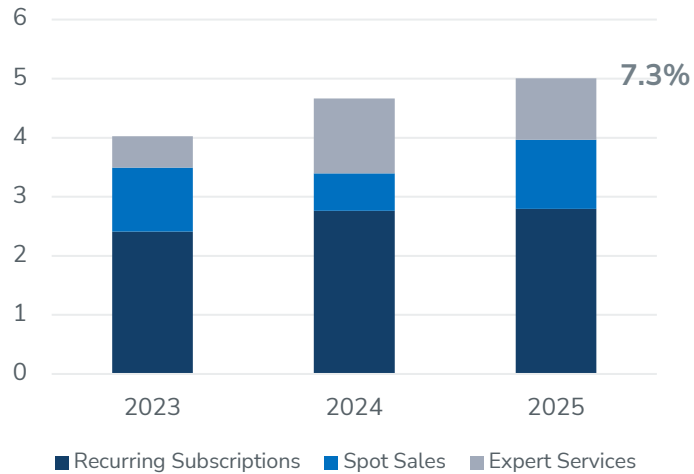
## Energy Transition

Slow progress: Held back by permitting delays, cost inflation, and inconsistent policy execution.

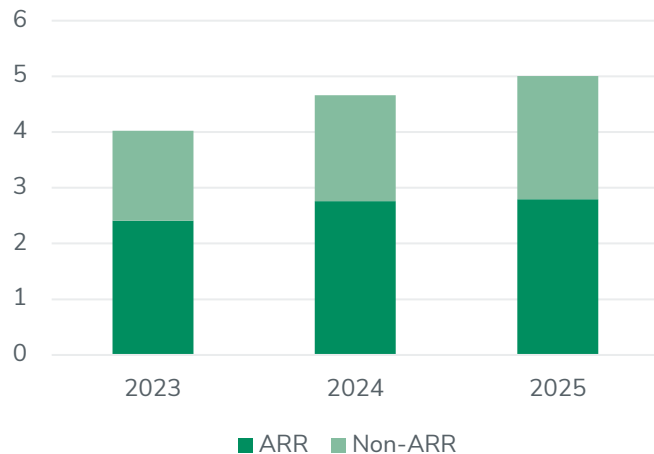


# FY2025 Financial Overview

Revenue by Type (£m)



Revenue by Nature (£m)



- **Revenue growth delivered** with 7.3% increase to **£5.0m** (2024: £4.7m)
- **EBITDA of £0.5m** (2024: £0.6m loss)
  - First positive result since 2019
- **Improved cash generation and liquidity**
  - Cash at bank £0.8m @ 31 March 2026
- **ARR of £2.8m** (2024: £2.9m)
  - Broadly stable vs PY, with pricing uplifts offset by FX headwinds
  - Key strategic aim is to increase ARR to cover cost base
- **Order book value of £3.8m** at year end
  - Since increased with major Globe renewals
  - Strong pipeline of contracted work with **£2.5m** expected to unwind into revenue in **FY26**

## Income Statement

- **Non-recurring revenue up 16%** largely driven by increased G&M data sales
- **Cost base** reduced by £1.0m equating to 20%, achieved without compromising customer delivery
- **Gross profit increased to 52%** (FY24: 35%), demonstrating operating leverage as revenues recovered on a leaner cost structure.
- **EBITDA improved by £1.1m** year-on-year, returning to positive territory following the Group's cost-base reset
- **Operating losses reduced by £0.9m**, with the remaining loss largely attributable to non-cash depreciation and one-off exceptional items.

Summarised P&L (£000)	FY25	FY24	YoY movement
Recurring revenue	2,793	2,762	31
Non-recurring revenue	2,211	1,900	311
<b>Revenue</b>	<b>5,004</b>	<b>4,662</b>	<b>342</b>
Recurring revenue %	55.8%	59.2%	(3.4ppt)
<b>Gross Profit</b>	<b>2,602</b>	<b>1,646</b>	<b>956</b>
Gross Profit %	52.0%	35.3%	16.7ppt
<b>EBITDA</b>	<b>515</b>	<b>(561)</b>	<b>1,076</b>
EBITDA %	10.3%	(12.0%)	22.3ppt
Less:			
Depreciation & amortisation	(807)	(817)	10
Exceptional costs	(303)	(139)	(164)
<b>Operating loss</b>	<b>(595)</b>	<b>(1,517)</b>	<b>922</b>

# Looking Ahead: Business Strategy

- Focused on our strengths
  - **Subsurface resources**
  - Prioritising the **Oil & Gas** sector and best revenue opportunities in **Mining & Natural Hydrogen**
  - Leverage our geoscience, geophysics, **Globe**, geospatial and AI/ML skills to provide unique solutions.
- Our IP underpins our value
  - **Globe | Software | G&M data holdings**
- Our ambition is to be the **world's most trusted source of subsurface and geospatial insight for the global natural resources sector.**



# Sustainable Cash Generation

**Right-sized cost base  
& enhanced sales**

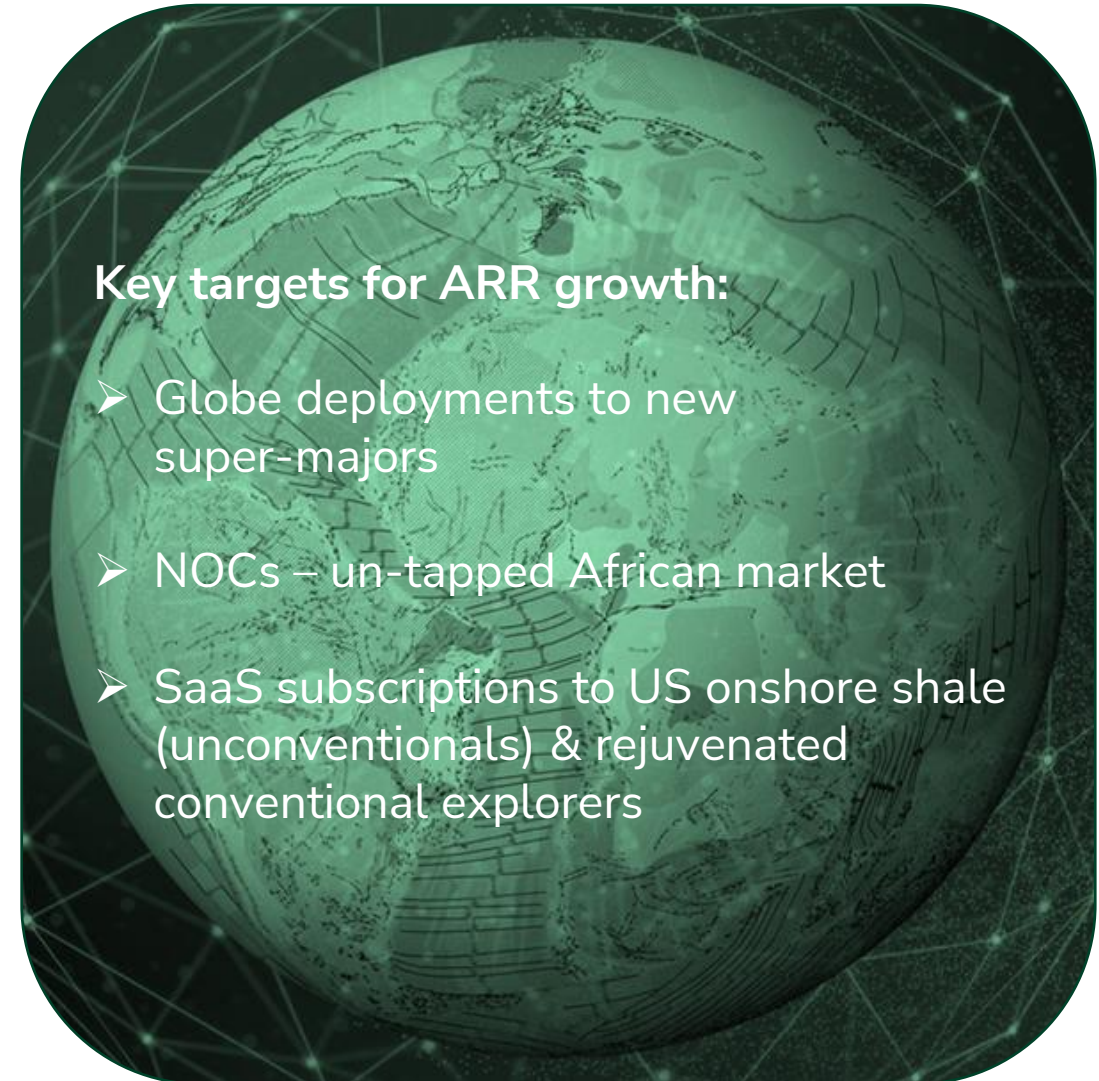
**FY25 revenues up  
& EBITDA +ve**

**Sales momentum  
carried into Q1 FY26**

**Expect to increase  
EBITDA in FY2026**

# Growing ARR to Cover Costs

- Core strategic priority
  - Supports longer-term scale
  - Underpins cash generation & business resilience
- Strong pipeline of **new client** opportunities
  - Independents & super-majors
  - National governments & energy companies
  - Globe
  - Unconventionals Analyst | Exploration Analyst
- Leverage existing customer base
  - **Contract value uplift** (recent renewal 28% increase)
  - Driven by product enhancements...
  - ...and **up-sell** of other Getech data, software & services



# Product Enhancement

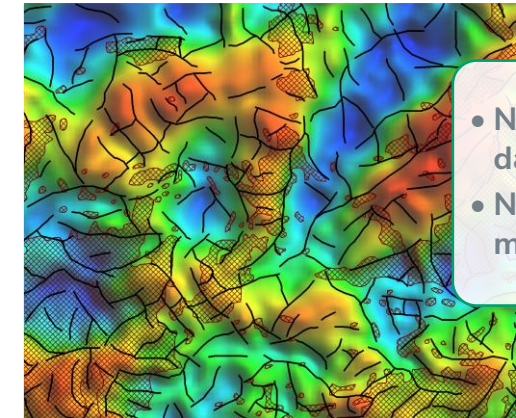
- Enhancing Globe to drive revenues
  - New data content
  - New delivery models
  - New functionality (AI/ML enabled)
- Expanding G&M data holdings
  - New products reflecting latest data integrations and leading geophysical science
  - Driving DaaS ARR revenue model potential (currently in R&D)
- Continued Unconventionals development
  - Enhanced well inventory and reserves mapping analytics
  - Expanding customer base in E&Ps and Financial organisations
- Use of AI and Machine Learning
  - In-house efficiencies
  - Product enhancements
  - Deepening key 'moats' to core propositions

## Globe



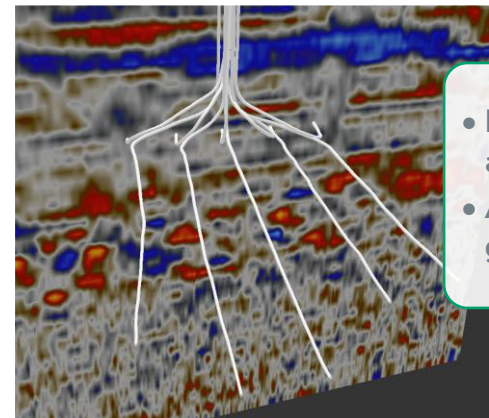
- New data & delivery
- AI/ML
- ARR growth

## G&M Data



- New datasets
- New ARR model

## Unconventionals Analyst



- Enhanced analytics
- ARR growth

## AI & ML



- Efficiencies
- Offerings
- Moats

# Selective Diversification

## Core markets remain the priority

Maintain focus on **cash-generative core** (O&G exploration & mining) while scaling selective diversification opportunities

### Non-exploration Oil & Gas

- Our solutions are applicable further 'downstream' in **Appraisal & Development**
- e.g. seismic interpretation, prospect volumes & risking, portfolio ranking and advisory services
- Provides strong revenue opportunity

### Rebuilding GIS revenues

- Global GIS market valued at around \$10bn, growing 15% annually
- Well-placed to scale via our Exprodat brand (GIS specialist subsidiary)
- Identified **new solutions** for launching in 2026
- Clear revenue upside potential

### Low carbon opportunities

- Leader in the emerging **Natural Hydrogen** sector - co-location with **Helium**
- Strong presence in the **geothermal** market
- Delivering **material service revenues**, in multiple global settings
- Selective **exploration joint venture** participation

# Summary & Outlook

**FY2025 EBITDA +ve**

**Revenues up > 7%**

**Sales momentum maintained: Q1 up vs. 2025**

**Market conditions increasingly favourable**

**Prioritising the Oil & Gas sector**

**Key mid-term focus to increase ARR**

**Targeting revenue growth and uplift in EBITDA**

The logo for 'getech' features a stylized graphic of three overlapping, wavy lines in shades of grey and white above the word 'getech' in a clean, white, lowercase sans-serif font.

getech

The text 'Thank You & Q&A' is displayed in a large, white, sans-serif font, centered in the lower half of the image. The background is a wide-angle photograph of a geothermal landscape with steam rising from the ground and snow-capped mountains in the distance.

Thank You & Q&A

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