



Q2

INVESTOR PRESENTATION
Second Quarter Fiscal Year 2024

May 2024

Forward-Looking Statements



This presentation includes forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended, and Section 27A of the Securities Act of 1933, as amended. All statements other than statements of historical facts included herein, including statements regarding the Company's future financial position and results of operations, future product development initiatives, the Company's business strategy, the future mix of product revenues, future demand for the Company's products and general conditions in the energy industry, in general, and the seismic industry, are forward-looking statements. These forward-looking statements are often identified by terminology such as "may", "will", "should", "could", "intend", "expect", "plan", "budget", "forecast", "anticipate", "believe", "estimate", "predict", "potential", "continue", "evaluating" or similar words. Forward looking statements should be read carefully because they discuss our future expectations, contain projections of our future results of operations or of our financial position or state other forward-looking information. Examples of forward-looking statements include, among others, statements that we make regarding our expected operating results, the adoption and sale of our products in various geographic regions, our ability to diversify into non-O&G businesses, potential tenders for PRM systems, future demand for OBX systems, the completion of new orders for channels of our GCL system, the fulfillment of customer payment obligations, the availability of financing under our credit facility, the impact of the coronavirus (or COVID-19) pandemic, the Company's ability to manage changes and the continued health or availability of management personnel, volatility and direction of oil prices, anticipated levels of capital expenditures and the sources of funding therefore, and our strategy for growth, product development, market position, financial results and the provision of accounting reserves. These forward-looking statements reflect our current judgment about future events and trends based on the information currently available to us. However, there will likely be events in the future that we are not able to predict or control. The factors listed under the caption "Risk Factors" and elsewhere in our most recent Annual Report on Form 10-K, which is on file with the Securities and Exchange Commission, as well as other cautionary language in any subsequent Quarterly Report on Form 10-Q, or in our other periodic reports, provide examples of risks, uncertainties and events that may cause our actual results to differ materially from the expectations we describe in our forward-looking statements. Such examples include, but are not limited to, continued low oil and gas demand and price levels, the failure of new products to achieve market acceptance, delayed or cancelled customer orders, product obsolescence resulting from poor industry conditions or new technologies, bad debt write-offs associated with customer accounts, lack of further orders for our OBX systems, and infringement or failure to protect intellectual property. The occurrence of any of these events could have a material adverse effect on our business, results of operations and financial position, and actual events and results of operations may vary materially from our current expectations. We assume no obligation to revise or update any forward-looking statement, whether written or oral, that we may make from time to time, whether as a result of new information, future developments or otherwise.

BACKGROUND ON GEOSPACE

Founded in 1980 in Houston, Texas

Publicly Traded on NASDAQ - GEOS

Earned a reputation for paradigm-shifting approaches to seismic data acquisition

Known as an innovative force in the O&G industry's global search for energy reserves

Expanded to other markets including industrial sensing and IoT, smart water technologies and security and surveillance

400,000 SF of USA Manufacturing

WORLD RENOWNED INNOVATOR IN VIBRATION SENSING TECHNOLOGIES

We're a company of solution-minded engineers, real-time algorithmic trailblazers, and robust industrial manufacturers.

We're dedicated to creating smarter, socially relevant products that deliver a safer, more connected world.



Stock Statistics as of March 31, 2024



NASDAQ: GEOS



**SHARES
OUTSTANDING**

13.3MM



**INSTITUTIONAL
OWNERSHIP**

67%



YEAR END

Sept. 30



NET DEBT

\$0



**PUBLICLY
TRADED**

1997

We're Divided Into

THREE BUSINESS SEGMENTS

We boast a history of technology innovation and robust manufacturing with solid adoption in varied markets including oil and gas exploration, smart water, imaging, and security and surveillance.



ENERGY

63% of Revenue

Historically the core business of Geospace has been oil and gas exploration technologies on land and in sea.



ADJACENT

35% of Revenue

Derived from core tech and manufacturing capabilities, offerings range from smart water products to electronic pre-press equipment



EMERGING

2% of Revenue

Applying vibration sensing products to provide intelligence for security and surveillance applications.



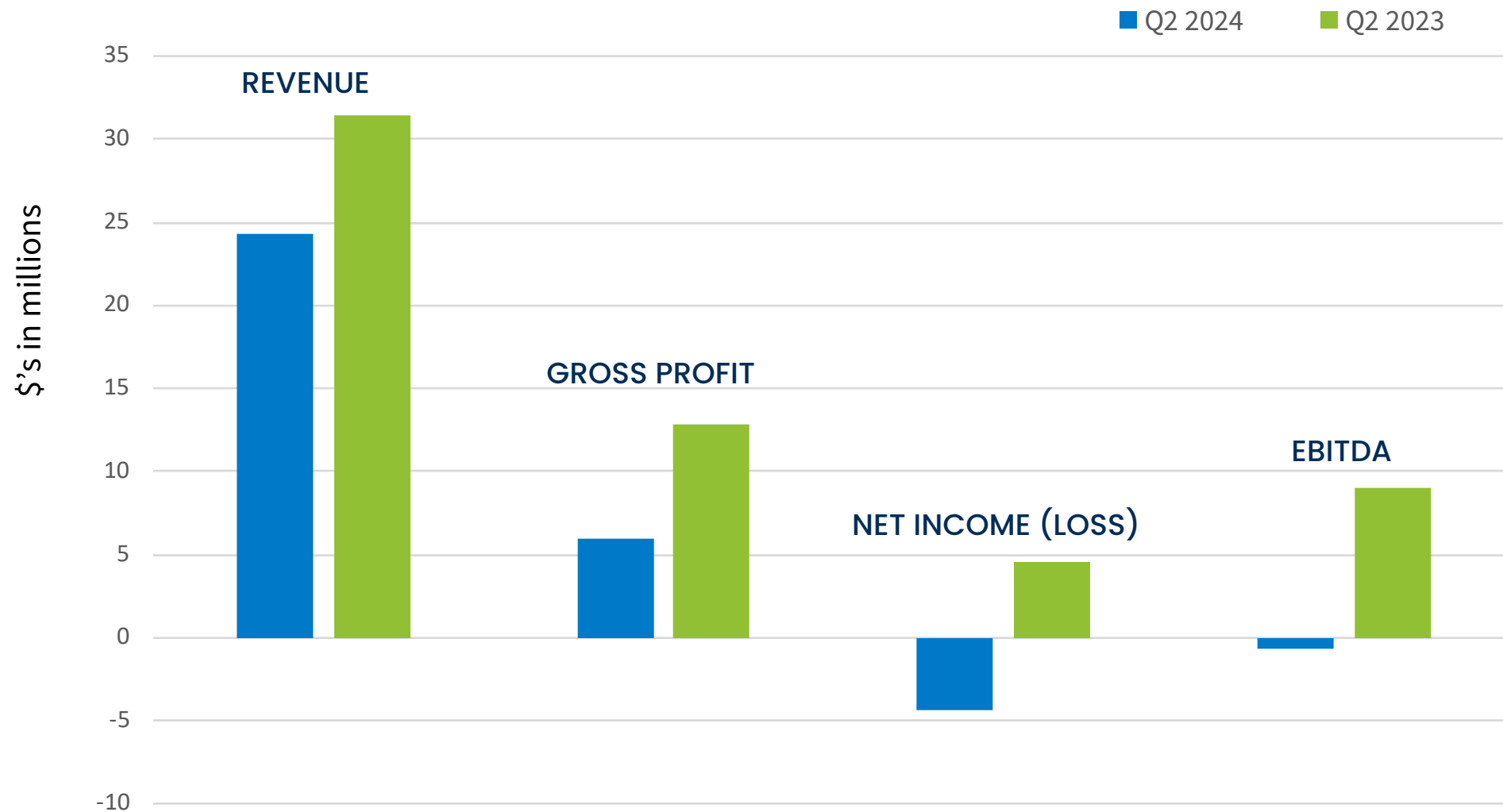
FINANCIAL OVERVIEW

OIL & GAS MARKET

ADJACENT MARKET

EMERGING MARKET

Quarter over Quarter Results



Segment Revenue



	Three Months Ended		Six Months Ended	
	March 31, 2024	March 31, 2023	March 31, 2024	March 31, 2023
Oil and Gas Markets segment revenue:				
Traditional seismic exploration product revenue	\$ 3,548	\$ 3,391	\$ 5,311	\$ 6,146
Wireless seismic exploration product revenue	7,240	14,896	45,313	32,134
Reservoir product revenue	59	132	132	287
	<u>10,847</u>	<u>18,419</u>	<u>50,756</u>	<u>38,567</u>
Adjacent Markets segment revenue:				
Industrial product revenue	9,024	9,642	15,467	17,572
Imaging product revenue	3,211	3,066	6,583	5,958
	<u>12,235</u>	<u>12,708</u>	<u>22,050</u>	<u>23,530</u>
Emerging Markets segment revenue:				
Border and perimeter security product revenue	<u>1,113</u>	<u>191</u>	<u>1,347</u>	<u>284</u>
Corporate	75	52	149	98
Total revenue	<u>\$ 24,270</u>	<u>\$ 31,370</u>	<u>\$ 74,302</u>	<u>\$ 62,479</u>

Segment Operating Income



	Three Months Ended		Six Months Ended	
	March 31, 2024	March 31, 2023	March 31, 2024	March 31, 2023
Operating income (loss):				
Oil and Gas Markets segment	\$ (3,135)	\$ 4,176	\$ 11,428	\$ 6,582
Adjacent Markets segment	2,796	3,055	4,830	4,802
Emerging Markets segment	(651)	(1,007)	(1,276)	(2,220)
Corporate	(3,516)	(1,847)	(6,651)	(5,066)
Total operating income (loss)	\$ (4,506)	\$ 4,377	\$ 8,331	\$ 4,098

Components of EBITDA (Non-GAAP metric)

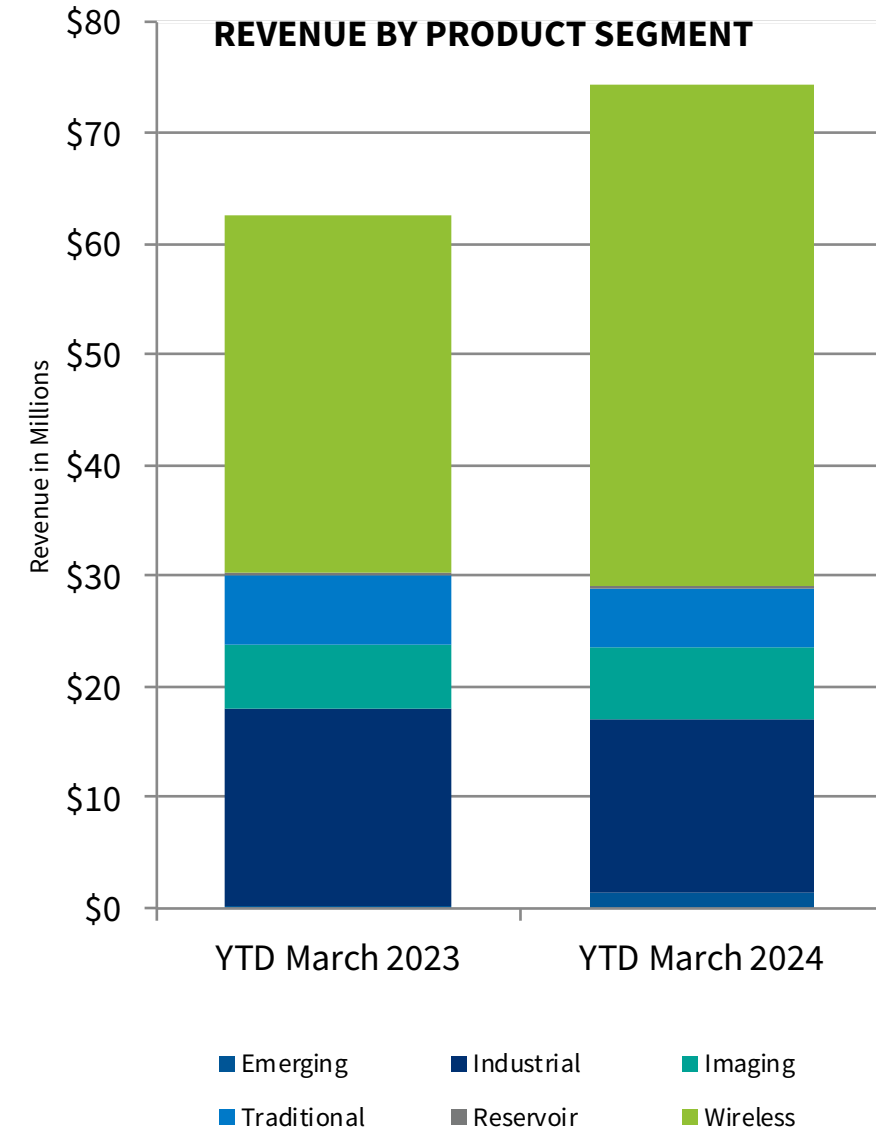


	Three Months Ended	
	March 31, 2023	March 31, 2022
Income (loss) before income taxes	\$ (4,316)	\$ 4,656
Depreciation Expense	3,574	4,074
Amortization of intangible assets	96	231
Interest Expense	44	39
EBITDA	\$ (602)	\$ 9,000

Strengthening the Company & Stock

STOCK REPURCHASE PROGRAM ANNOUNCED after our Board of Directors authorized the program under which the Company may purchase up to \$5 million of its outstanding common stock.

RICH KELLEY JOINS OUR MANAGEMENT TEAM AS EVP AND COO and brings an extensive executive background including seven years as President of Sercel, Inc. His accomplishments and experience bring a wealth of knowledge and leadership to Geospace that is highly aligned with all facets of our technology focused engineering, manufacturing, business development, and operations.



Note: Geospace has a September 30 year end

Strong Balance Sheet & Liquidity



(\$ in millions, as of March 31, 2024)

Cash & Short-term Investments	\$ 51
Working Capital	\$ 77
Current Ratio	6.1X
Debt / Total Book Capitalization	0%
Stockholders' Equity	\$ 142
Debt Free Real Estate Holdings:	
▪ Houston – owned buildings 387,000 sq. ft.	
▪ 17 acres of land available for expansion	
▪ International – 4 owned buildings 192,000 sq. ft.	

FINANCIAL STABILITY and staying power

NO LONG-TERM DEBT with ability to borrow up to \$11.3M

LONG-TERM TRACK RECORD of conservative cash flow management

Why Invest In Geospace Technologies?



Financially Solid

Conservatively run company with strong balance sheet, no debt.



Market Leader

History of technology innovation and robust manufacturing with solid adoption in varied markets.



Diverse Revenue Streams

63% Oil & Gas
35% Adjacent
2% Emerging

Highlights for Investors

RECAPPING A COLLECTION OF MILESTONES, ACHIEVEMENTS AND CONTRACT WINS.



STREAMLINING OPERATIONS

Sold Satellite Facility in our plan to increase efficiency & reduce expenses

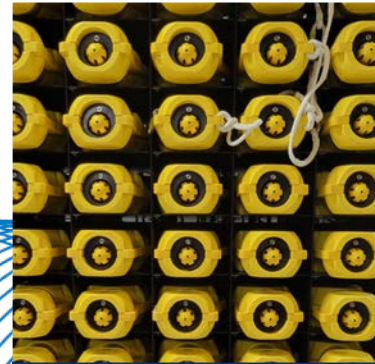
**2023
FEBRUARY**



NEW PRODUCT

Launched high temp, all optical downhole tool called Insight by Optoseis™

**2023
APRIL**



PROFITABLE YEAR

Revenue of \$124.5M, increase 40% prior year. \$12.2M net income in 1st profitable year since 2014

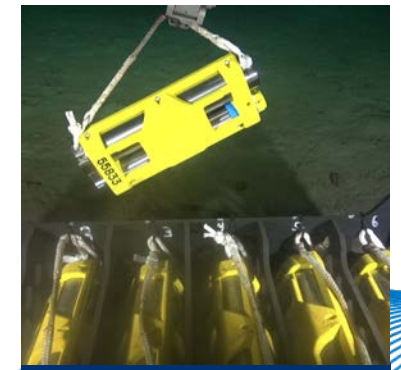
**2023
SEPTEMBER**



\$50M+ MARINER CONTRACT

First sale award for the newest seabed node product.

**2023
DECEMBER**



PROFITABLE FOR YTD FY24

Recorded positive net income of \$8.4 million, or \$0.62 per share.

**2024
MARCH**

SEASONED & TRUSTED MANAGEMENT



RICK WHEELER

PRESIDENT & CEO

Before being named CEO in 2014, Mr. Wheeler held leadership roles within Geospace including COO. He's a three-decade veteran of seismic engineering and the oil & gas industry.



RICH KELLEY

EVP & COO

Mr. Kelley is responsible for maximizing efficiency and effectiveness of business and manufacturing operations. Rich has an extensive background in operational management within manufacturing organizations.



ROBBIN ADAMS

SVP & CTO

Mr. Adams provides Geospace with nearly four decades of innovating engineering solutions to complex challenges.



ROBERT CURDA

VP & CFO

Prior to his role as CFO, he spent 15 years as Geospace's Operational Controller. Mr. Curda is a well-rounded senior finance executive with solid experience in small-cap, publicly held companies.

Our Strategies & Perspective



DIVERSIFY
INTO NON-O&G
BUSINESSES



PRESERVE
BALANCE SHEET
STRENGTH



MAINTAIN
CORE FOCUS
ON INNOVATION

CEO QUARTERLY COMMENTARY

Walter R. (“Rick”) Wheeler, President and CEO of the Company said, “With the first six months of fiscal year 2024 behind us, the company has achieved positive net income of \$8.4 million, or \$0.62 per share. This serves as strong indication that our strategic efforts to continue the profitability established last fiscal year remain on track. In addition, the longstanding strength of our balance sheet with no debt and \$51.2 million in cash and short-term investments remains firmly intact.”

“We’re delighted to add Rich as a well-balanced, experienced team member. He brings a wealth of knowledge and leadership to Geospace that spans all the elements of engineering, manufacturing, business development, and operations. As we prepare for the future, I believe Rich’s addition to the Geospace family will be instrumental in maintaining a solid course to advance our company to the next level.”



FINANCIAL OVERVIEW

OIL & GAS MARKET

ADJACENT MARKET

EMERGING MARKET

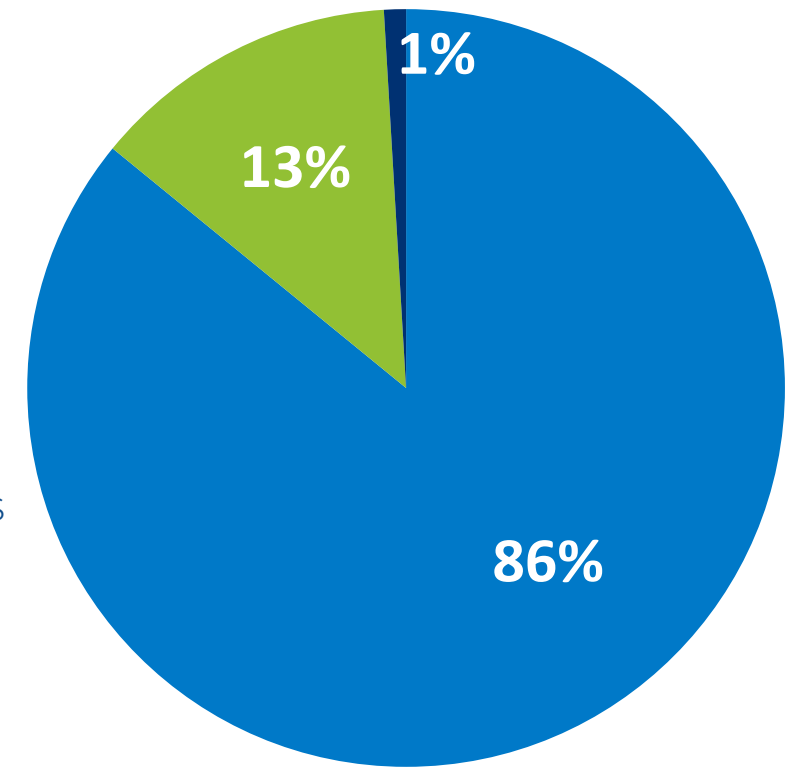
Oil & Gas Market

- 63% of LTM consolidated revenues
- O&G products reflect historical roots of Geospace
- Revenue derived from both product sales and rentals

Our Oil & Gas Products

- Products serve geophysical demands of E&P industry
 - Exploration-focused products
 - Wireless/Nodal products
 - ✓ OBX for marine nodal surveys (Mariner[®] & Aquanaut[™])
 - ✓ Newly released Pioneer and GCL/GSB for land nodal surveys
 - Traditional land and marine sensor and cabled products
 - Reservoir-focused products
 - Permanent reservoir monitoring (PRM)
 - OptoSeis[®] Technology, a Fiber Optic PRM solution
 - Borehole tools for monitoring hydraulic fracturing
 - Carbon Storage products
 - Insight[™] by Optoseis all optical, high temperature downhole tool
 - SADAR[®] Passive Seismic Arrays

LTM Revenue Contribution \$86M



Ocean Bottom Node Demand Generates Profit

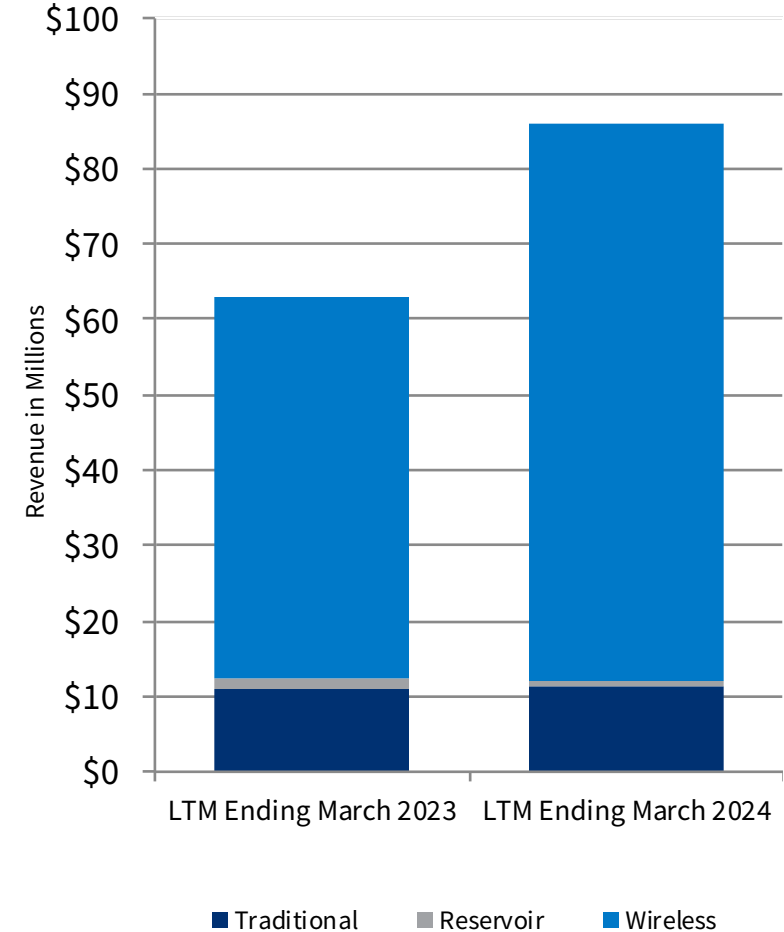


LARGEST SINGLE CONTRIBUTION TO BOTH REVENUE AND PROFITS for the second quarter came from sales and rentals of our ocean bottom nodes.

RELEASE THE FIRST NEW LAND SEISMIC PRODUCT IN FIVE YEARS, the *Pioneer* is an ultra lightweight all in one node designed for faster and more efficient large scale surveys.

MARINE NODAL PRODUCTS have been predominant revenue sources with deployments in Brazil, the Middle East, Far East, West Africa, the North Sea, and the Gulf of Mexico. In response, Geospace has innovated new shallow and deep water products to meet market demands.

LTM REVENUE COMPARISON BY PRODUCT SEGMENT



Note: Geospace has a September 30th year end



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OIL & GAS MARKET

ADJACENT MARKET

EMERGING MARKET

Delivering Decades of Specialized Manufacturing Expertise to Industry

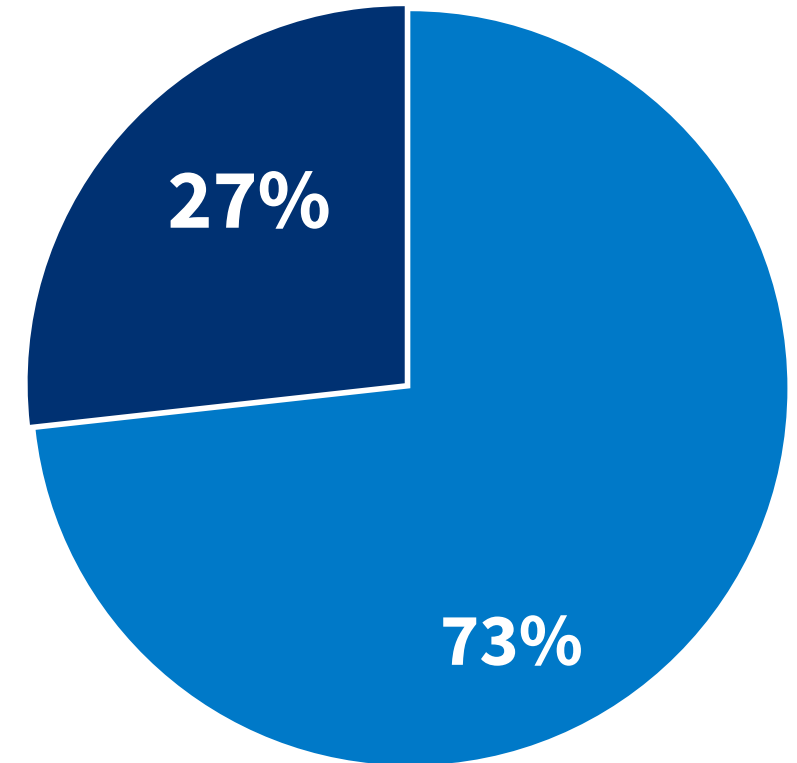
- 35% of LTM consolidated revenue
- Provides consistent, sustained revenue streams
- Utilizes engineering and manufacturing expertise to broaden product demand
- Exploring blend of vibration sensors with real-time analytics to capture market share in Industrial Internet of Things (IIoT)

Our Industrial Products

Some products originated from our seismic heritage.

- Industrial sensors
- Smart meter connectors, antennas and accessories
- Water utility IoT control, monitoring and data management
- Thermal imaging and electronic pre-press solutions
- Contract manufacturing
- Specialty cables

LTM Revenue Contribution \$48M



 IMAGING
 INDUSTRIAL

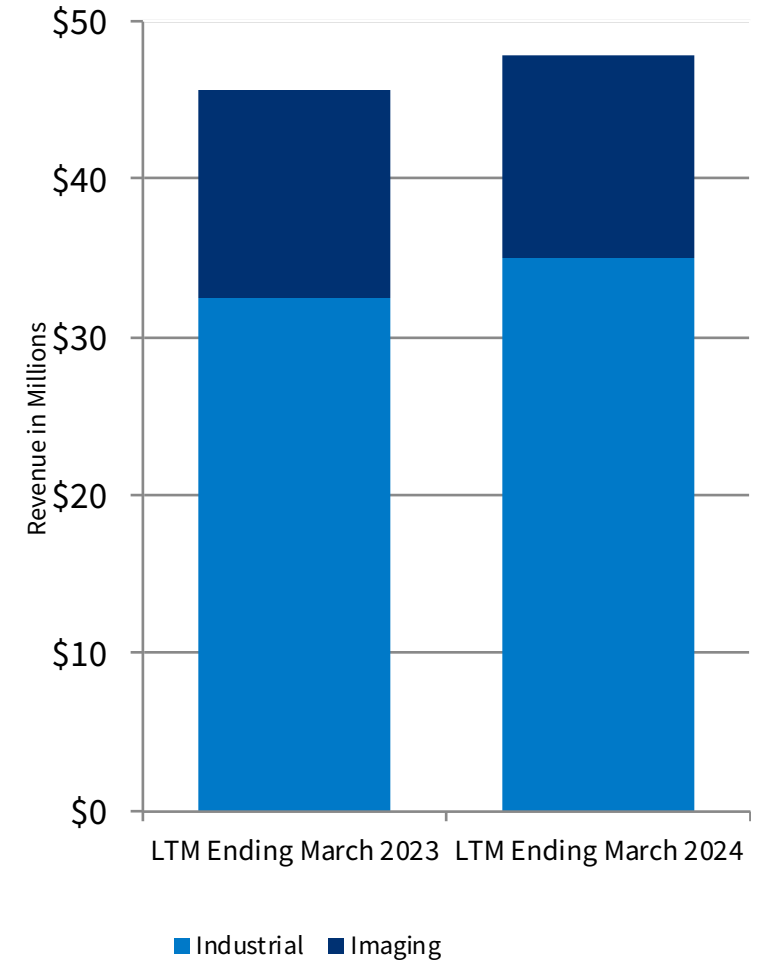
Reliable Revenue Contributor

GENERATED REVENUE OF \$12.2 MILLION, which represents the third best quarterly performance of this segment in the company’s history, almost matching the record setting amount of last year’s second quarter.

GAINING TRACTION IN REMOTE WATER CONTROL VALVES with increased number of pilot tests underway with domestic utilities and growing quoting activity for real estate applications.

10+ YEARS OF SUSTAINED ANNUAL REVENUE between \$10M-\$12M in imaging product sales to international commercial printing businesses.

LTM REVENUE COMPARISON BY PRODUCT SEGMENT



Note: Geospace has a September 30th year end



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Emerging Market Pushes into New Energy

- Contributed meaningful revenue in the second quarter, adding \$1.1 million to the three-month total
- Leveraging data analytics capability to apply to microseismicity monitoring in new energy applications
- 2023 Defense Advanced Research Projects Agency (DARPA) Contract for Marine Solutions

Our Persistent Microseismic Solution Products

Current revenue in this segment comes from government and commercial security and surveillance, but the segment seeks to address new energy applications

- Real-time Border Security & Surveillance
- Force Protection
- Critical Infrastructure & Strategic Asset Protection
- Carbon Storage Monitoring & New Energy Microseismic Surveys and Monitoring

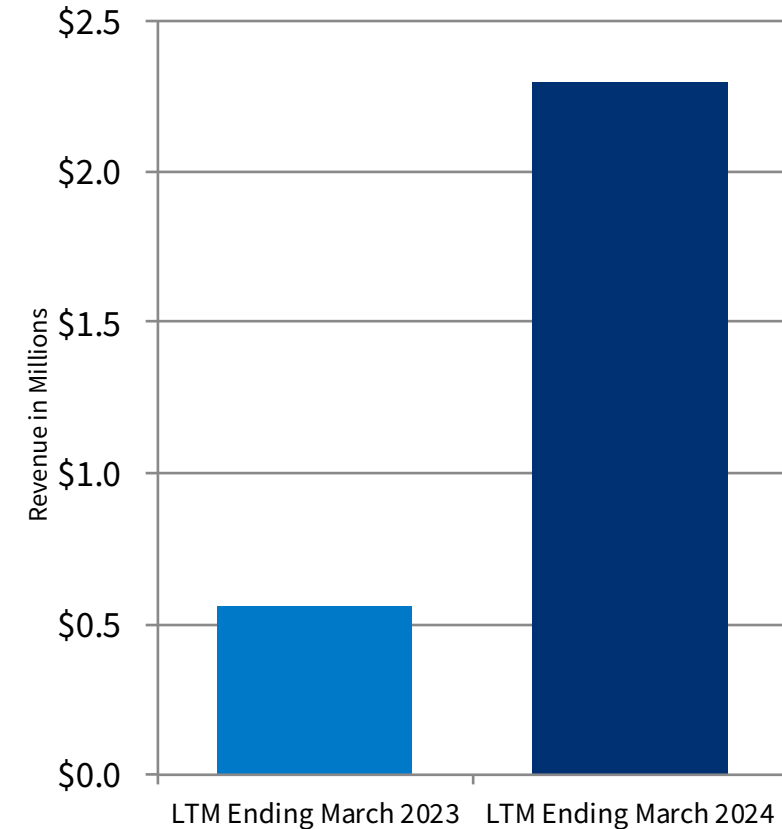
Expanding Reach in Defense & CCS Markets

DARPA PROGRAM advances state of the art for marine applications of coherent array processing technology.

CUSTOMERS' REQUIREMENTS FOR REAL-TIME ANALYTICS to detect, classify and locate targets drives demand for proprietary SADAR[®] product.

SADAR EVOLVED INTO A MULTI PURPOSE MICROSEISMIC OFFERING energy companies competitive advantage in long term, real-time passive monitoring as well as active subsurface imaging – all in one system.

LTM COMPARISON REVENUE



Note: Geospace has a September 30th year end



Investor Relations

For questions or conversation regarding this briefing,
please contact InvestorQuestions@geospace.com