



Q4

INVESTOR PRESENTATION

Fourth Quarter Fiscal Year 2024

November 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

NASDAQ: GEOS



**SHARES
OUTSTANDING**

12.7MM



**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.



OIL & GAS

60% of Revenue

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



ADJACENT

38% 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.

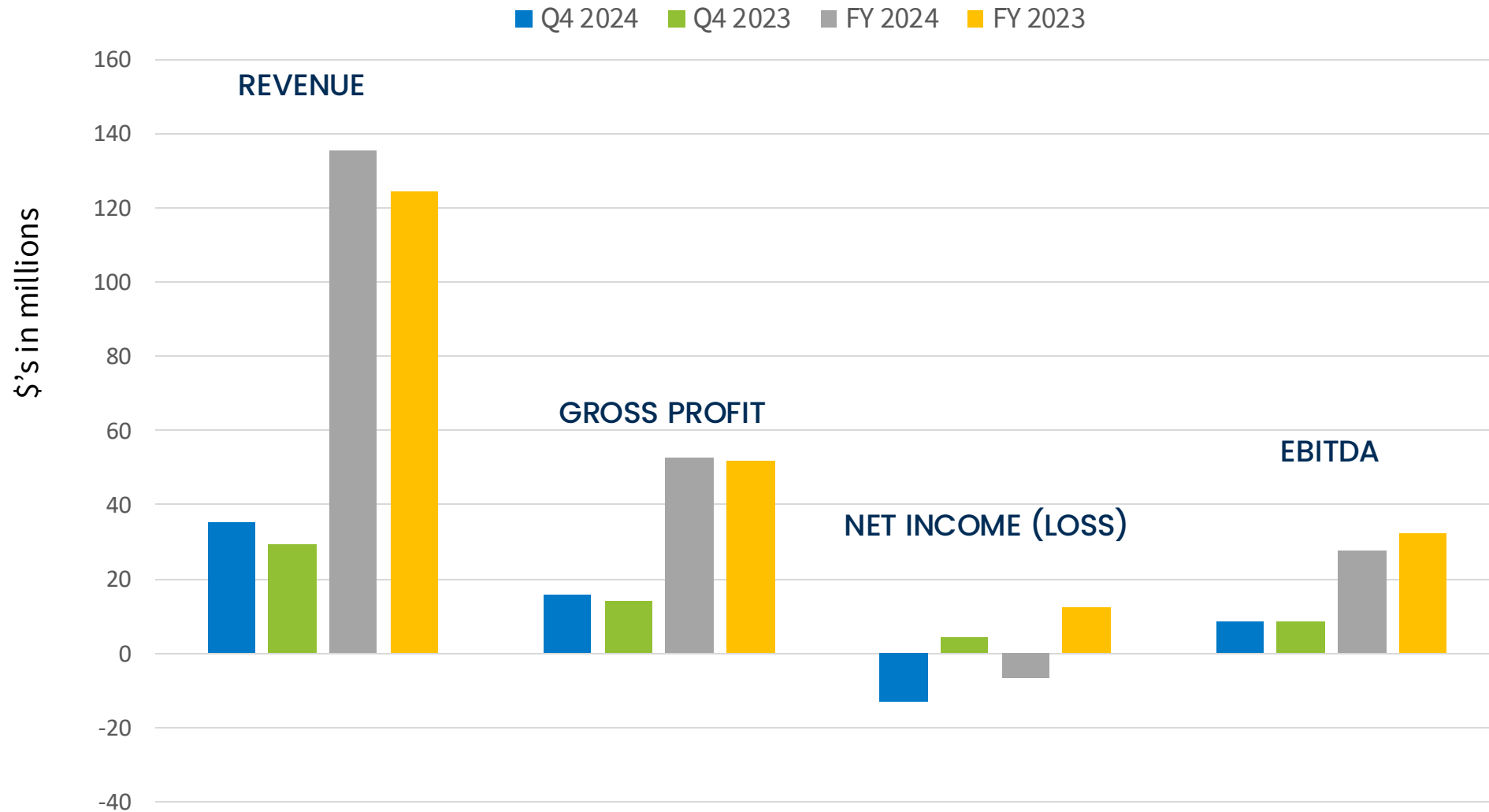
FINANCIAL OVERVIEW

OIL & GAS MARKET

ADJACENT MARKET

EMERGING MARKET

Quarter over Quarter & Year over Year Results



Segment Revenue



	Three Months Ended		Year Ended	
	September 30, 2024	September 30, 2023	September 30, 2024	September 30, 2023
Oil and Gas Markets segment revenue:				
Traditional seismic exploration product revenue	\$ 2,496	\$ 2,674	\$ 9,812	\$ 12,183
Wireless seismic exploration product revenue	14,768	14,928	67,059	60,848
Reservoir product revenue	261	152	584	962
	<u>17,525</u>	<u>17,754</u>	<u>77,455</u>	<u>73,993</u>
Adjacent Markets segment revenue:				
Industrial product revenue	14,568	7,609	43,060	36,859
Imaging product revenue	3,037	3,038	12,565	12,180
	<u>17,605</u>	<u>10,647</u>	<u>55,625</u>	<u>49,039</u>
Emerging Markets segment revenue:				
Border and perimeter security product revenue	<u>235</u>	<u>841</u>	<u>2,222</u>	<u>1,234</u>
Corporate	<u>73</u>	<u>73</u>	<u>296</u>	<u>243</u>
Total revenue	<u>\$ 35,438</u>	<u>\$ 29,315</u>	<u>\$ 135,598</u>	<u>\$ 124,509</u>

Segment Operating Income



	Three Months Ended		Year Ended	
	September 30, 2024	September 30, 2023	September 30, 2024	September 30, 2023
Operating income (loss):				
Oil and Gas Markets segment	\$ 4,008	\$ 5,939	\$ 13,134	\$ 15,759
Adjacent Markets segment	4,661	2,342	14,152	11,490
Emerging Markets segment	(3,769)	(736)	(6,193)	(4,003)
Corporate	(3,721)	(3,461)	(13,976)	(11,918)
Total operating income	<u>\$ 1,179</u>	<u>\$ 4,084</u>	<u>\$ 7,117</u>	<u>\$ 11,328</u>

Components of Adjusted EBITDA

(Non-GAAP metric)



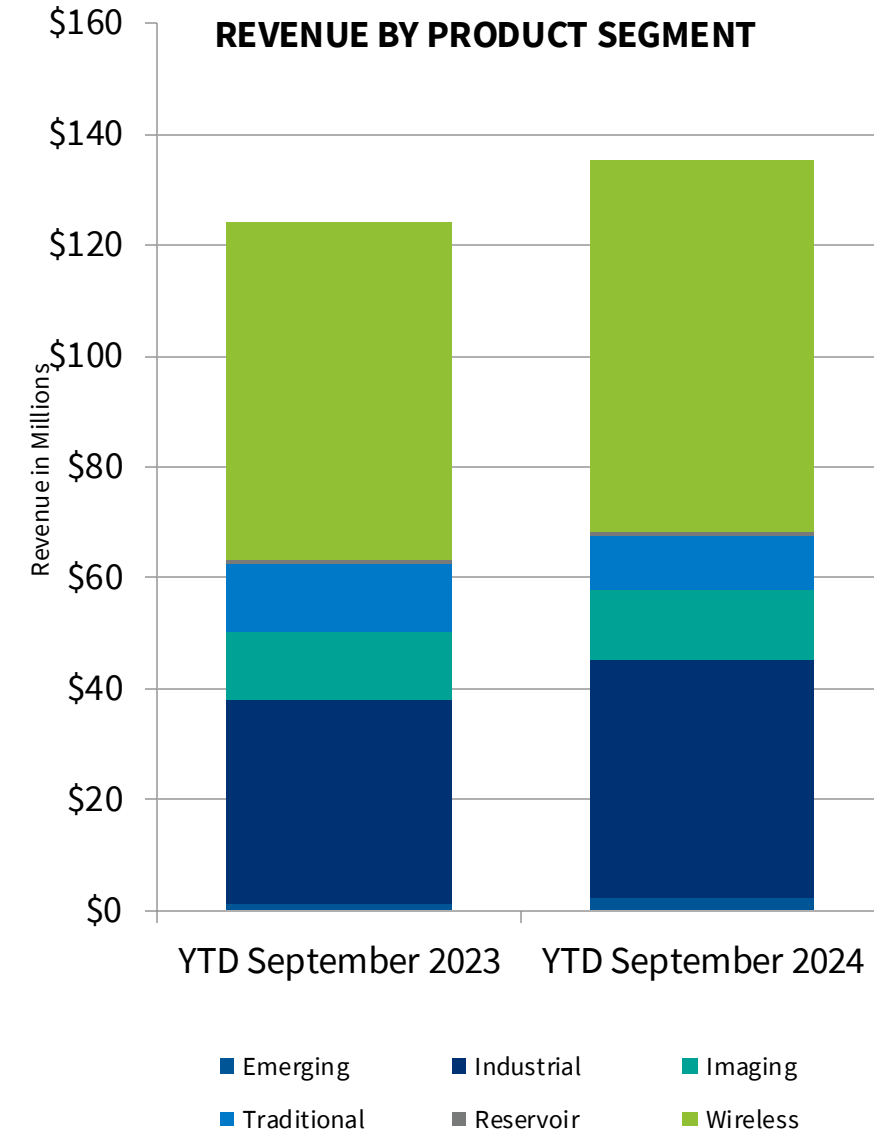
	Three Months Ended		Year Ended	
	September 30, 2024	September 30, 2023	September 30, 2024	September 30, 2023
Income (loss) before income taxes	\$ (12,855)	\$ 4,533	\$ (6,464)	\$ 12,569
Loss on Sale Of Subsidiary	14,539	—	14,539	—
Depreciation Expense	3,219	3,480	14,370	15,470
Impairment of intangible assets	2,761	—	2,761	—
Inventory Obsolescence	444	98	589	2,229
Stock Based Compensation	275	299	1,304	1,375
Amortization of intangible assets	96	145	395	768
Interest Expense	43	34	188	133
Adjusted EBITDA	\$ 8,522	\$ 8,589	\$ 27,682	\$ 32,544

Strengthening the Company & Stock

STOCK REPURCHASE PROGRAM REAUTHORIZED by Board of Directors. A stock repurchase program, which ran from May through early August 2024, resulted in the purchase of 655,000 shares.

LEADERSHIP TRANSITION COMPLETED as incoming President & CEO Rich Kelley succeeded longtime CEO Rick Wheeler, who will retire on December 31, 2024. Rich has moved forward to strengthen executive leadership in the Company with the recent notable hires of Todd Bushey as Senior Vice President and CTO as well as Gene Gradick as Senior Vice President of Sales & Marketing.

BUSINESS SEGMENT REALIGNMENT was announced and began on October 1, 2024. The new segments Smart Water, Energy Solutions and Intelligent Industrial align with the future growth plans of the Company.



Note: Geospace has a September 30 year end

Strong Balance Sheet & Liquidity



(\$ in millions, as of September 30, 2024)

Cash & Short-term Investments	\$ 37
Working Capital	\$ 72
Current Ratio	5.2X
Debt / Total Book Capitalization	0%
Stockholders' Equity	\$ 135

Debt Free Real Estate Holdings:

- Houston – owned buildings 387,000 sq. ft.
- International – 3 owned buildings 192,000 sq. ft.

FINANCIAL STABILITY and staying power

NO LONG-TERM DEBT with ability to borrow up to \$15M

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

60% Oil & Gas
38% Adjacent
2% Emerging

Highlights for Investors



RECAPPING A COLLECTION OF MILESTONES, ACHIEVEMENTS AND CONTRACT WINS.



PROFITABLE YEAR

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

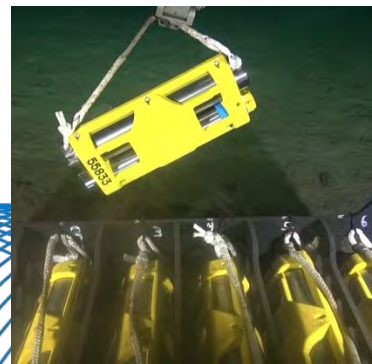
**2023
SEPTEMBER**



\$50M+ MARINER CONTRACT

First sale award for the newest seabed node product.

**2023
DECEMBER**



\$20M+ OBX CONTRACT

Closed two contracts valued over \$20 million for OBX-750E.

**2024
AUGUST**



ADJACENT MARKET SETS RECORDS

Consistent Year over Year Growth

2021 -20 23 20+%
2024 13%

**2024
SEPTEMBER**



CORE BUSINESS PROFITABLE

24-months consecutive adjusted net income

**2024
SEPTEMBER**

SEASONED & TRUSTED MANAGEMENT



RICH KELLEY

President & CEO

A seasoned executive leader with decades in leading operational excellence for technology and manufacturing organizations.



ROBERT CURDA

Vice President & CFO

A detailed oriented, hands-on financial executive focused on profitability, and fiscally conservative management.



TODD BUSHEY

Senior Vice President & CTO

Multi-dimensional engineering talent with extensive experience in product innovation and customer focused solution development.



GENE GRADICK

Senior Vice President

A superior leader with decades of experience selling complex technology to diverse markets with heavy emphasis on customer satisfaction.

Our Strategies & Perspective



DIVERSIFY
INTO NON-O&G
BUSINESSES



PRESERVE
BALANCE SHEET
STRENGTH



MAINTAIN
CORE FOCUS
ON INNOVATION

CEO QUARTERLY COMMENTARY

Richard J. (“Rich”) Kelley, President and CEO of the Company said, “We started the fourth quarter of fiscal year 2024 with significant contributions from our Oil and Gas Markets segment with more than \$20 million in sales and rental announcements for our OBX seabed nodes in August. This followed a trend for the fiscal year of multi-million-dollar contracts for this product line and contributed to an overall increase in revenue from the prior fiscal year.”

“In our Adjacent Markets segment we enjoyed a record-setting year for our Hydroconn[®] line of smart water meter cables . The market continues to recognize our leading technology and resulting growth outpaces the industry. We also had our first successful international sale of our Aquana products.”



FINANCIAL OVERVIEW

OIL & GAS MARKET

ADJACENT MARKET

EMERGING MARKET

Oil & Gas Market

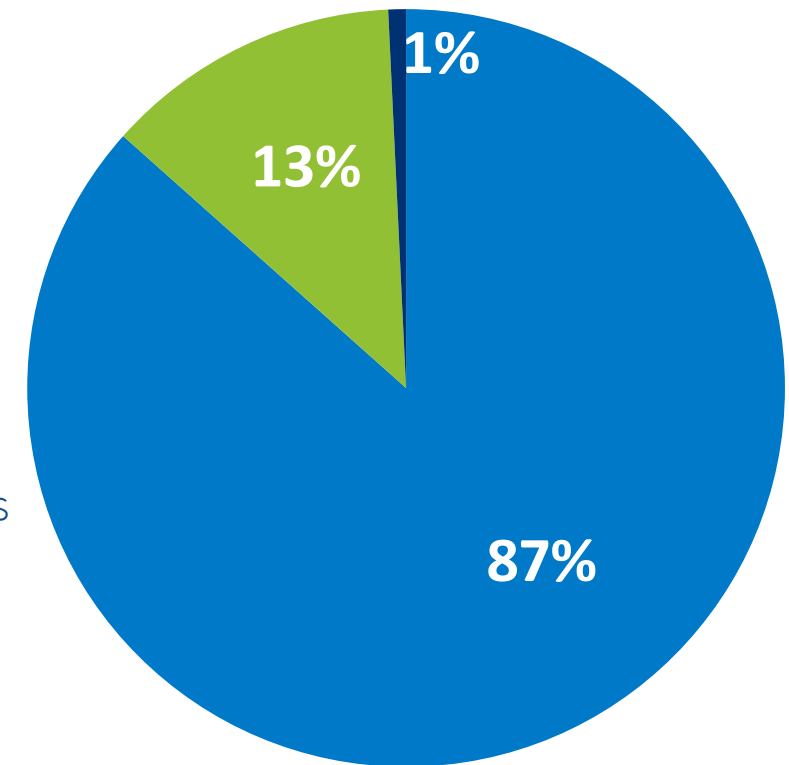


- 57% of LTM consolidated revenues
- O&G products reflect historical roots of Geospace
- Revenue derived from both product sales and rentals

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 \$77M



Ocean Bottom Node Demand Generates Profit

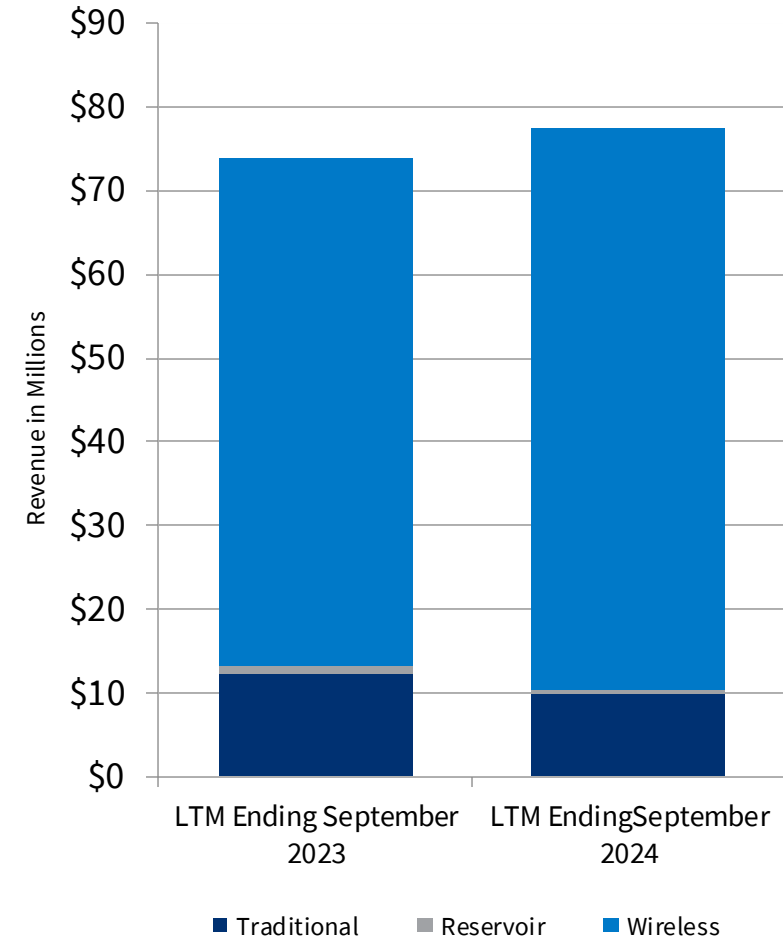


CLOSED MORE THAN \$20 MILLION IN OBX CONTRACTS for both rental and sales of the proven shallow water node, OBX-750E.

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



GEOSPACE[®]
Technologies

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ADJACENT MARKET

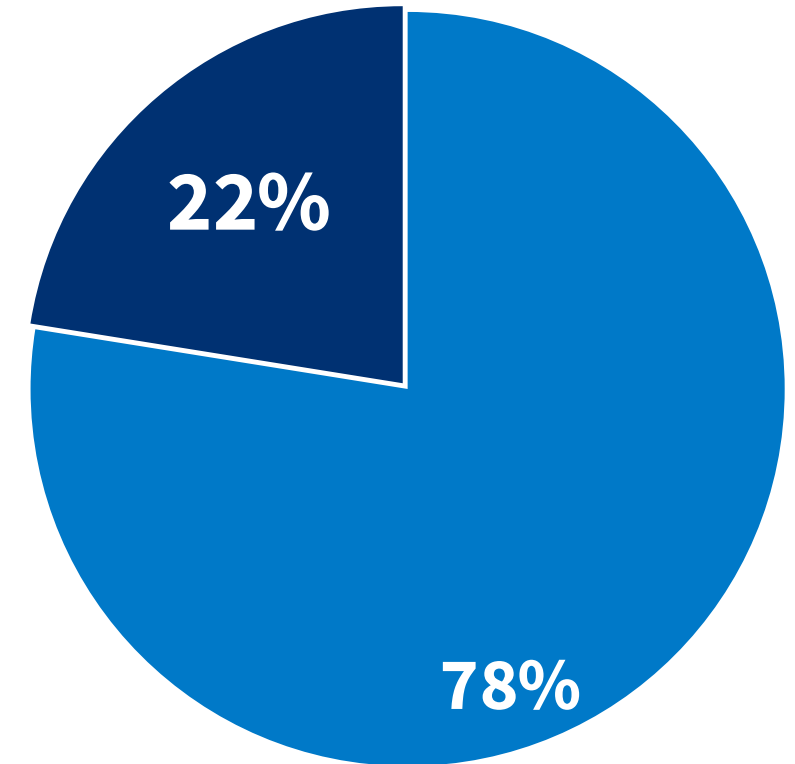
EMERGING MARKET



Delivering Decades of Specialized Manufacturing Expertise to Industry

- 41% of LTM consolidated revenue, 50% Q4 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)

LTM Revenue Contribution \$56M



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

 IMAGING
 INDUSTRIAL

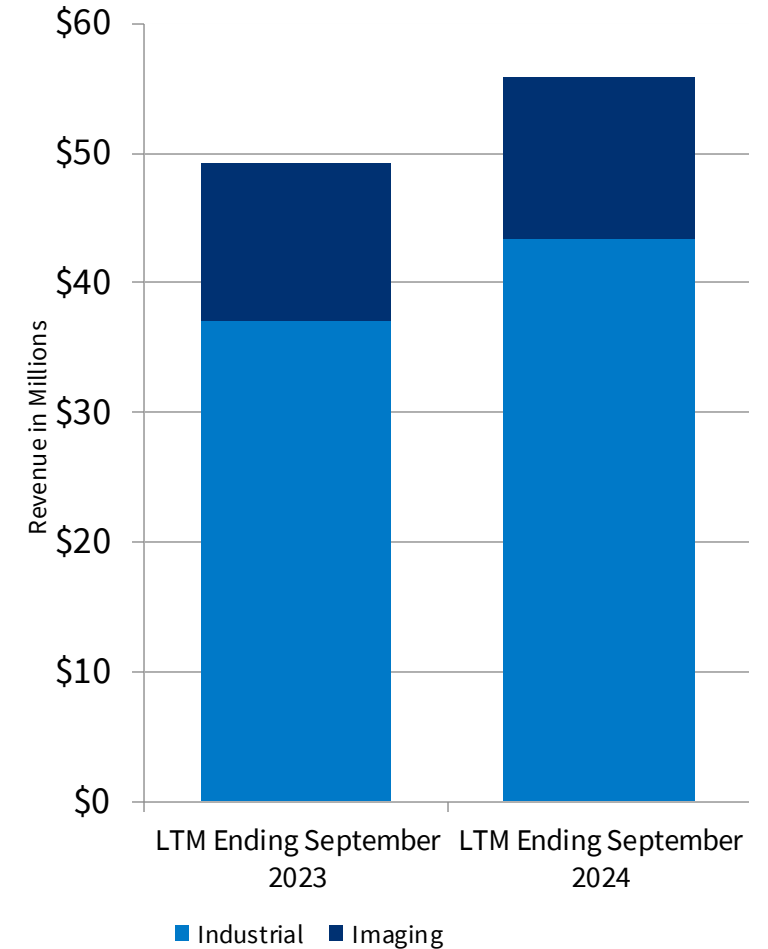
Reliable Revenue Contributor

HYDROCONN WATER METER CONNECTOR CABLES DROVE REVENUE for the Adjacent Markets. More than 15 million of these cables are in the U.S. market today. Continued proliferation of smart water meters will contribute to the growth in this market.

COMPLETED INTERNATIONAL SALE OF REMOTE WATER CONTROL VALVES highlighting the large growth potential of this market for the Company.

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

- The segment contributed meaningful revenue to the fiscal year of \$2.2 million, an increase of 80% over the prior fiscal year.
- Leveraging data analytics capability to apply to microseismicity monitoring in new energy application

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



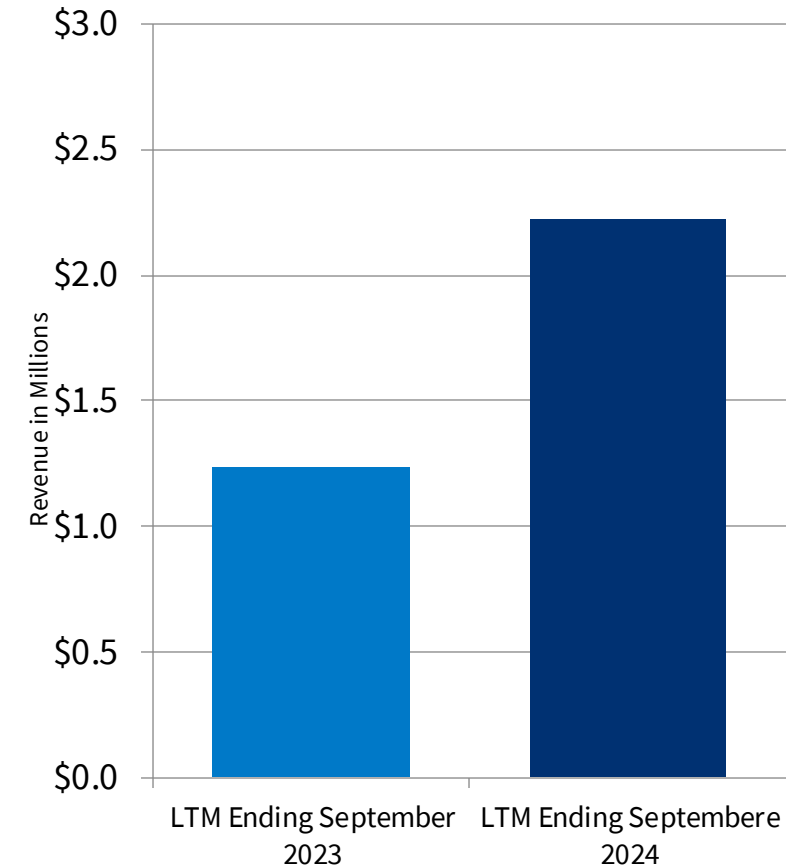
CUSTOMERS' REQUIREMENTS FOR REAL-TIME ANALYTICS

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