



Investor Presentation *July 2024*

Key People





A Successful IPO



Shares newly issued	8,000,000
Outstanding shares post-IPO	48,000,000*
IPO Date	22 May 2024
Issue Price (€)	6.25
Market Cap (€/M) @ IPO	290.625
Market	Euronext Growth Milan



The total amount of the placement reserved to primary institutional investors and qualified investors, both Italian and Foreign, is equal to € 57,500,000:

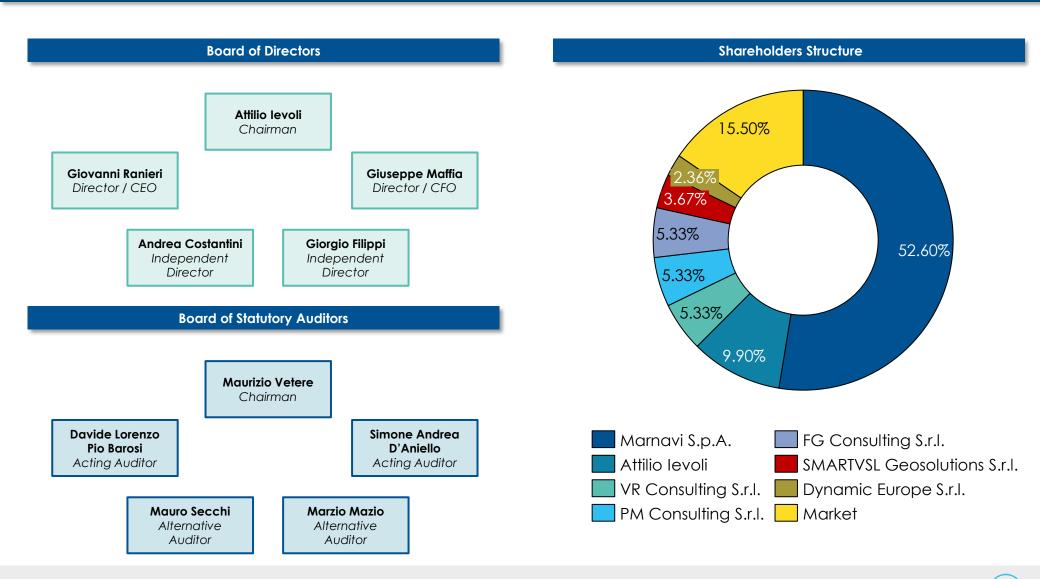
- **€ 50,000,000** (8,000,000 shares newly issued) in **capital increase**
- □ **€ 7,500,000** (1,200,000 shares) deriving from the exercise of the **Greenshoe Option** granted by the shareholders Dynamic Europe S.r.I., VR Consulting S.r.I., FG Consulting S.r.I., PM Consulting S.r.I..

On 11 June 2024, Alantra exercised in full, also on behalf of Intesa Sanpaolo S.p.A., Global Coordinator, the Greenshoe Option at a price set at € 6.25 per share, corresponding to the price established in the context of the placement of the Company's ordinary shares.

The Company's free float amounts to 16% of the ordinary shares.

Corporate Governance & Shareholders Structure



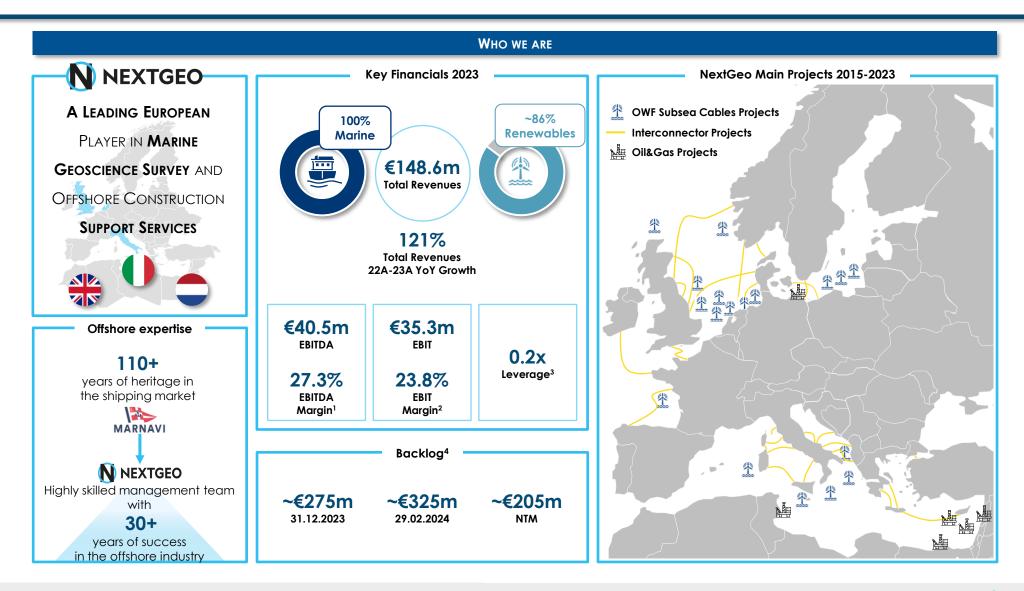


Source: Company Information



A Green-born Survey Company For Offshore Market Development





Derisking Subsea Infrastructure Projects...

provide high quality data and

technical assistance



NextGeo roject lifecycle

WHAT WE DO EPC, installation and **Operations & Concept & Planning Decommissioning** commissioning maintenance 4-10 2-3 20-25 1-2 **Years Years** Years **Years Client Capex Client Opex** ~93%1 **Design & Engineering Installation & Construction Concept Phase Asset in Service Decommissioning** ROV SUPERIOR (High Speed) OFFSHORE SUPPORT SERVICES Provision of a wide range of Marine onshore, nearshore and Offshore construction and Inspection, Support in latest stage of and repair integrated desktop studies and offshore preliminary survey installation support in order to maintenance services to project development ensuring survey services to assist in the activities are performed in the optimise costs and reduce risk ensure customers' projects full compliance with QHSE planning and efficient design & engineering phase to during this critical phase of experience minimal policies and environmental

the process,

downtime during operations

responsibilities

the project

execution of the next stages of

...by Analyzing Seabed and Marine Subsea Data...



Final report / Lab test

Data processing, analysis and interpretation of survey data to create **marine cartography**for project design & engineering

Desktop studies



End of **marine activities** and **removal** of marine spread release





Existing data review and information assessment on the marine site

UXO

Investigation, Identification and Clearance of unexploded ordnance objects present on the seabed



Mobilization



Set-up of the vessels with equipment and personnel

Geotechnics

Measuring of the mechanical **characteristics** of the **subsoil** with geotechnical drilling, coring and CPT



Environmental



Marine habitat characterization and/or environmental protection activities

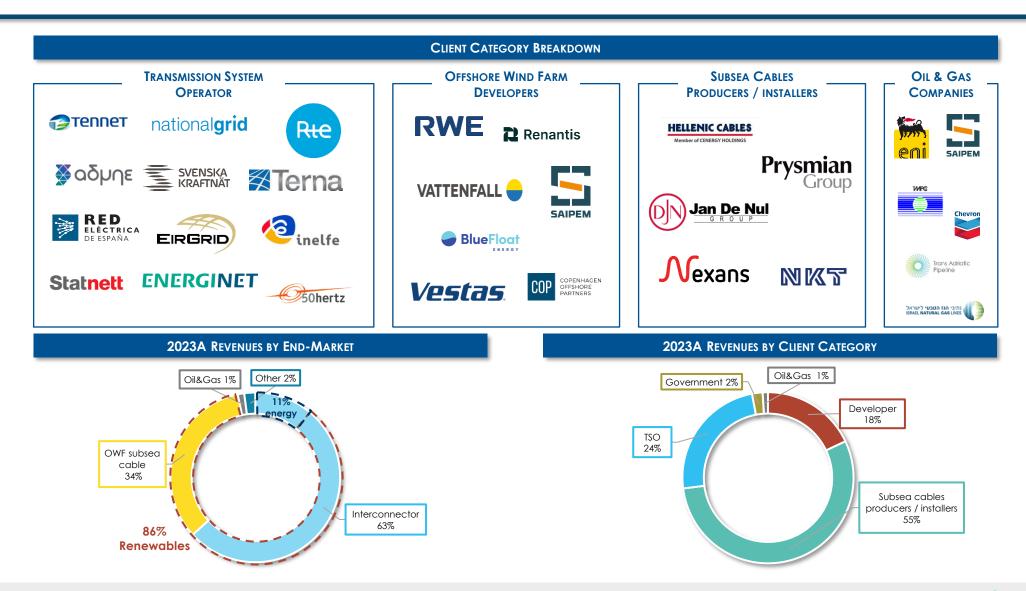
Geophysics



Marine survey activities for the bathymetry, morphology and stratigraphy of the seabed

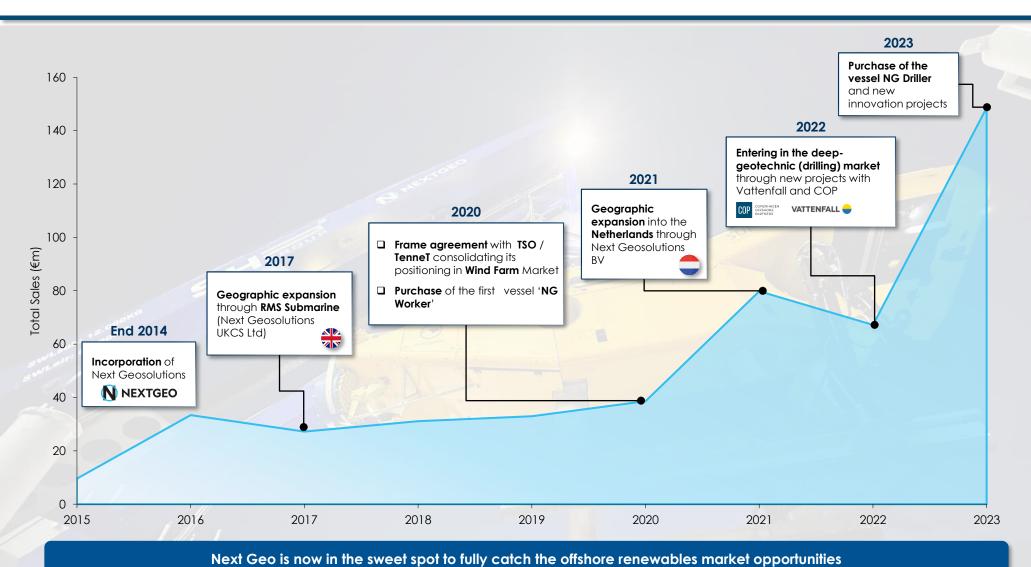
Mission Critical Partner of Primary Infrastructure Players





Explosive Growth Path Sealing Booming Market Momentum

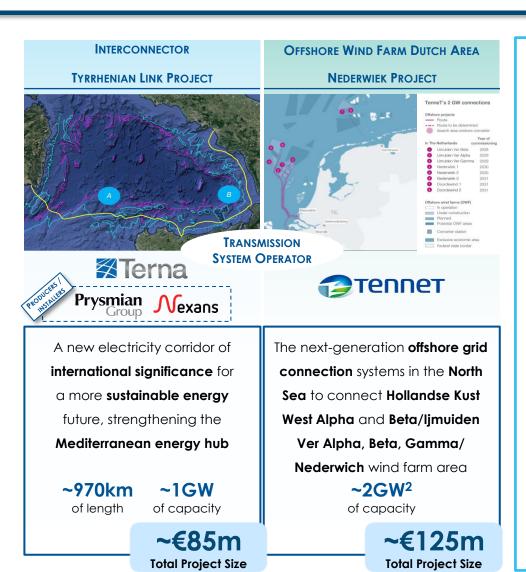


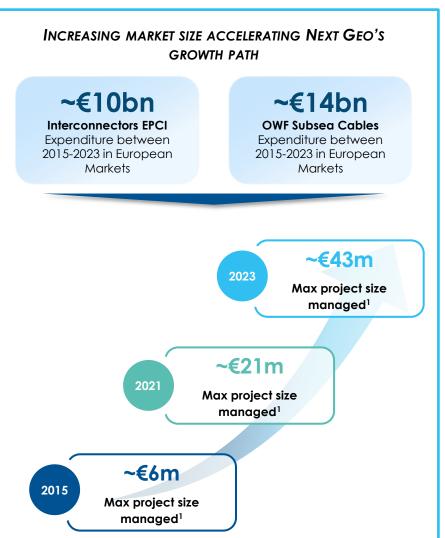


Source: Company information

Wildfire Geographic Expansion Driven by Ever Larger Projects





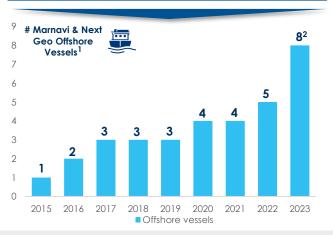


How Survey Activities are Delivered: Vessels, Equipment and People



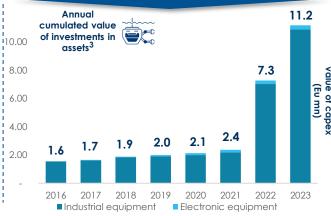


Next Geo has access to an extensive fleet of both owned and rented offshore vessels. This allows the company to gain flexibility in project delivery and focus on the marine service business





Next Geo owns and operates a large pool of in-house technical resources, including a comprehensive inventory (primarily ROV & ROTV) of positioning, geophysical, geotechnical, oceanographic, environmental and UXO survey equipment



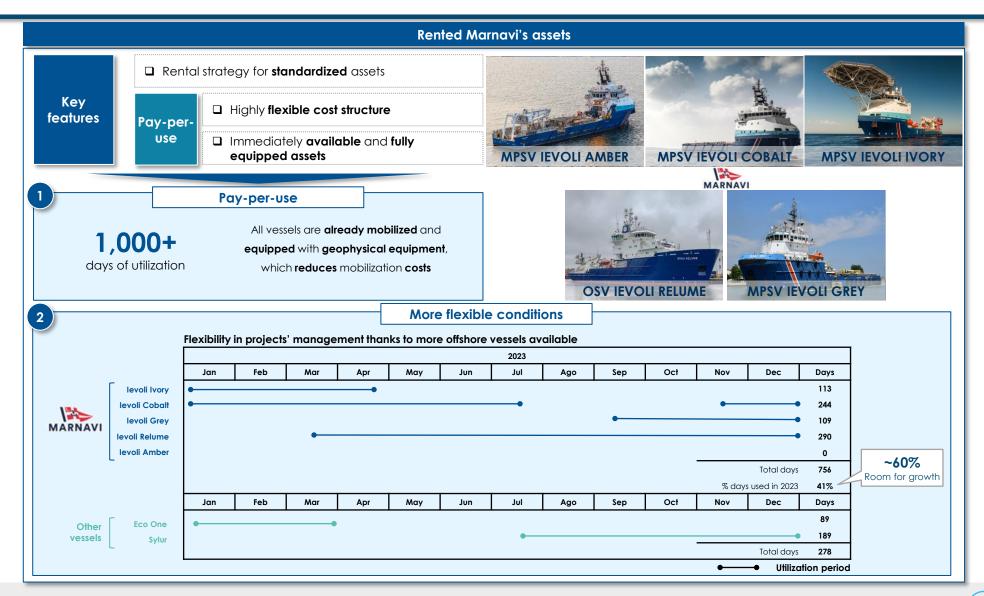


Next Geo's multi-national team of highly experienced professionals is one of its most valuable assets. Qualified personnel include geologists, geophysicists, geotechnics, data processors, CAD operators



An Asset Light Company Maximizing Operating Flexibility





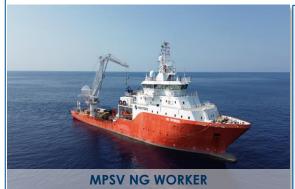
Source: Management accounts

Vessels: Detail of Owned Assets



Next Geo's proprietary assets

Owned vessels



Geophysical and geotechnical survey vessel

☐ **Year built**: 2009

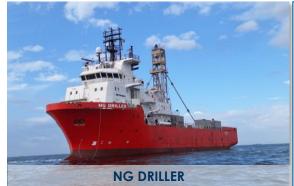
☐ Trial Speed: 12,00 knots

■ Owned: 80% NG – 20% Marnavi

☐ Deck space: 630sqm

☐ Length: 89m

Fully equipped with onboard WROVs and predominantly manned by inhouse marine, survey and ROV crews



Geotechnical survey drilling vessel

☐ **Year built**: 2009

☐ Trial Speed: 12,00 knots

☐ Owned: 100% Next Geo

□ **DWT**: 4000†

☐ Length: 73m

The vessel is equipped with a 70-ton drilling rig on the moonpool, installed

permanently

~€6M Book Value €31.5M

Market Value

66

Personnel on-board

€22M

Book Value

€31M

Market Value

45

Personnel on-board

The **NG Worker**, with DP2 classification and registered in the Port of Naples, **is a multifunctional vessel for geophysical**, **geotechnical**, **environmental**, **UXO**, **and construction support operations**, serving as a key asset for the company.

Equipped with an **ROV hangar** to facilitate sea launch and maintenance, it can accommodate **2 ROVs for simultaneous operations**, up to 5000 mt rated, especially in support of offshore infrastructure installation.

Additionally, it features a **50-ton offshore crane** with active heave compensation for various marine activities.

DETAILS



2 Rov

Simultaneously

1

Heavecompensated 50-ton offshore Converted into a "geotechnical drilling & survey vessel", the vessel has been refurbished to specialize in specific geotechnical activities. This highly specialized DP2 vessel is dedicated exclusively to the geotechnical field.

The **onboard drilling rig** is capable of reaching a combined drilling depth (water and borehole) of 1000 meters, with a maximum water depth capacity of 700 meters.

Additionally, the vessel is **equipped with an offshore laboratory**, **allowing geotechnical engineers to directly analyze** samples collected from the seabed and process **data in real-time onboard**.

DETAILS



UP TO 1000M

Drilling depth

OFFSHORE LABORATORY

Equipment: A Key Success Factor Providing Strong Specialization



Next Geo's proprietary assets

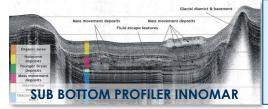
Equipment



Geotechnical survey

1x

The CPT analyzes seabed soil properties by driving a metal tip into the ground, key for geotechnical surveys.



Geophysical survey

4x

A towed instrument characterizes seabed layers and identifies sediments using acoustic waves.



Geophysical & UXO survey

8x

It's a complex system with various sensors that enables highly accurate marine bathymetry and seabed mapping.



Geophysical & UXO survey

4x

It's a sonar that uses acoustic waves to generate a three-dimensional image of the seabed morphology.



Geophysical & UXO survey

□ **Rated:** 3000m – 5000m

☐ Length: 5.5m

☐ Survey speed: Up to 6 knots

Remotely operated underwater vehicles, which are piloted from a ship's control room connected via an umbilical cable to the ROV.

ROV & ROTV DETAILS

2x ROV Schilling HD Work-Class Equipped with various instruments and sensors for multiple activities, including geophysics, construction support, and offshore installation

1x HSS-ROV Superior

A hydraulic ROV for deep-water survey up to 3000m, with a 220HP motor, speeds up to 6kn, and advanced sensors

1x ROTV MacArtney Focus 2-Extended

A geophysics ROV alternative, supporting essential seabed sensors (SSS, SBP, MBES); ROTVs lack propulsion and are towed by vessel

3x ROTV Katria Scanfish

The ROTV, used for UXO activities, is a "towed gradiometer" with 4 or 8 units, collecting magnetic data

€8M Total Book Value of Equipment

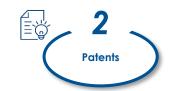
R&D Activity is Key to Deliver State-of-the-art Services



Continuous R&D research offering innovative and sustainable solutions and supporting energy transition







HIGH-SPEED SURVEY ROV



HSS-ROV

The HSS-ROV is a system capable of operating at depths of up to 3000 meters and capable of almost doubling the production speed achieved with similar underwater vehicle available in the market.

Main details

□ Up to 3,000m depth

speed

☐ More than doubled production

MARINE SEDIMENT SAMPLING SYSTEM



DRILLING RIG

A marine sediment sampling system reaches up to 1000 m deep and drills 60 m into the seabed, using cutting-edge technology to collect undisturbed samples and conduct precise geotechnical analysis, vital for optimizing construction engineering and drilling operations.

Main details

- Drilling capabilities up to 1,000m combined water and borehole depth (max water depth 700m)
- ☐ Innovative motion compensation systems
- ☐ Automation system

AUTONOMOUS SURVEY VEHICLE



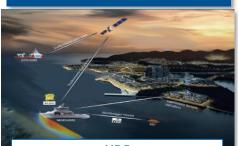
ASV

Autonomous Survey Vehicle is a surface platform capable of autonomously and safely carrying out the work plan while processing information about the external environment (GPS, AIS, RADAR).

Main details

- ☐ Mission planning
- □ Obstacles avoidance
- ☐ Remote control

NEXT DIGITAL FLEET



NDF

NDF is a system to collect and transmit from the ship to headquarter raw data, ROV video and ship status using custom compression algorithms to optimize the occupied radio communication bandwidth.

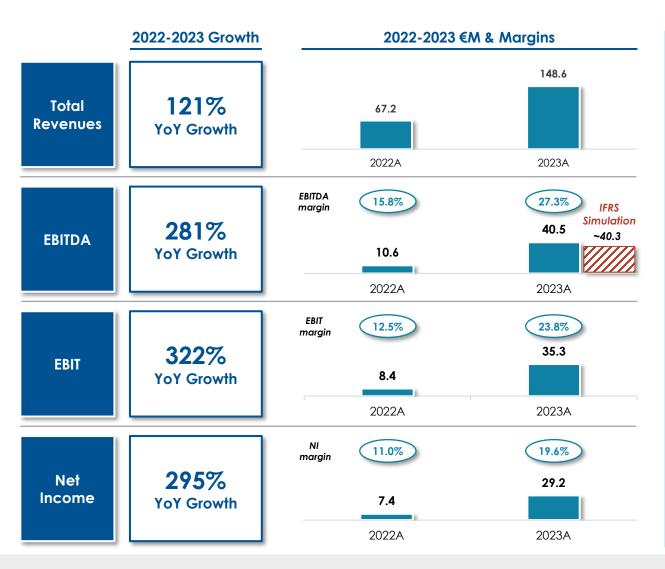
Main details

Transfer of up to 5 gigabytes per hour with a channel bandwidth of only 5 megabits per second



Strong Top Line Growth & Impressive Profitability of Asset Light Strategy





- □ Total revenues (incl. €64m of WIP) growth driven by:
 □ The ability to be awarded projects with higher size
 - ☐ Increased number of projects
 - ☐ Strengthening our position in the drilling market
 - ☐ Favorable market trends (both for Interconnector and OWF markets)
- ☐ Significant **margin improvement** thanks to:
 - ☐ Economies of scale from larger project size
 - ☐ Optimization of personnel costs
 - ☐ Efficient management of vessels reducing mobilization costs
 - New technologies (e.g. Fast Rov and Katria T frame system allow the acquisition data with 3 simultaneously magnetometers) and investments allowing further cost savings
- □ Asset light business model guaranteeing high-double-digit margin even at EBIT level



HARD BACKLOG

~€275m

31.12.2023

~€325m

29.02.2024

~€205m

NTM

2027

Last year covered

SOFT BACKLOG & PIPELINE

~€100m

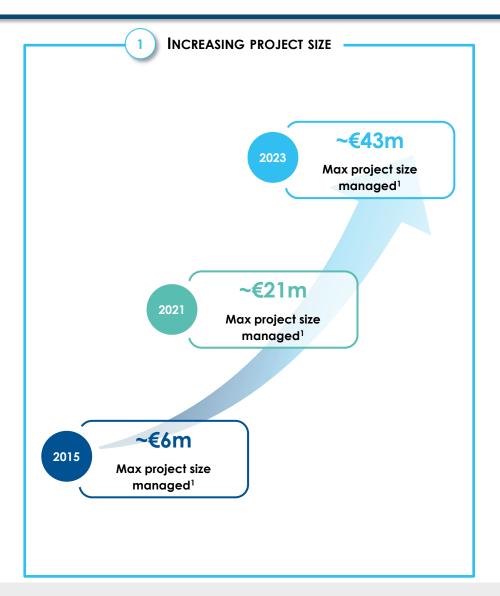
Soft backlog as of 29.02.2024

~€253m

Pipeline as of 29.02.2024

Margins Sustainability





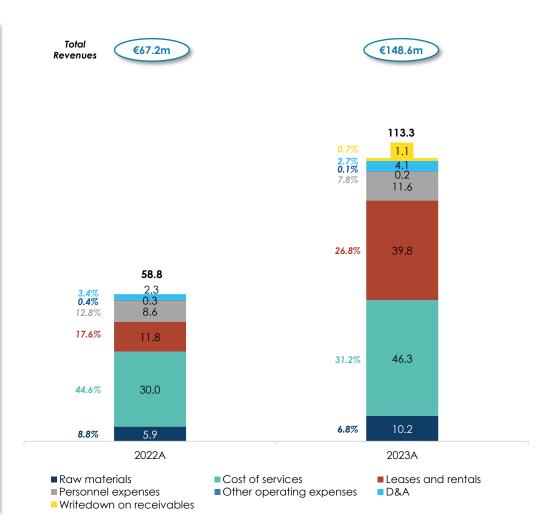
- 2 BID-TO-BID MECHANISM
- ☐ Thanks to the **long-lasting relationships** with its customers,

 NextGeo is increasingly obtaining new orders via **bid-to-bid mechanism**, i.e. a joint proposal with customers
- ☐ Bid-to-bid mechanism gives the Company room to better negotiate on project pricing and margins
- ☐ In 2023, **52**% of the revenue was generated through bid-to-bid mechanism
- □ 40% of the hard backlog of €275m at end-23 is attributed to bid-to-bid mechanism
 - 3 WIDER PRODUCT OFFERING
- □ Capability to manage the entire life cycle of the projects, carrying out marine onshore, nearshore and offshore activities and offering all the required services (geophysics, both superficial and deep geotechnics, UXO ID&C, environmental, etc.)
- □ Extra work activities

Highly Flexible and Efficient Cost Structure



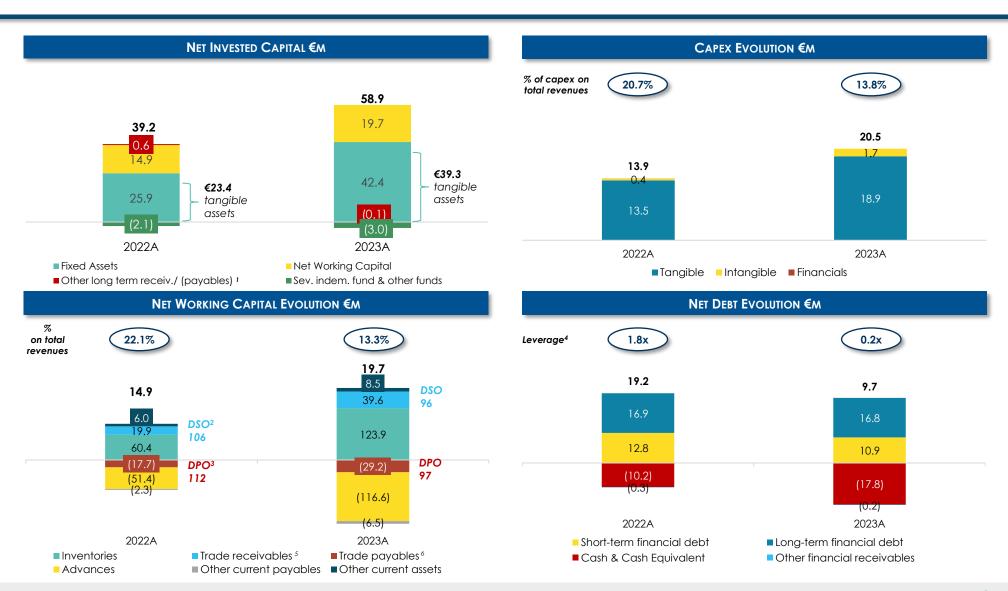




- □ Pay-per-use strategy guaranteeing
 high-cost flexibility and keeping the
 D&A costs relatively low (slightly higher in 2023E for the new vessel purchased)
- □ Around half of operating costs linked to services. In particular, they mainly refer to costs of services carried out by subcontractors (€11.2m in 2023) and external specialized personnel costs (€16.5m in 2023)
- Leases and rentals refer to vessels from third parties (€27.9m in 2023) and equipment. In 2023, the costs increased less than proportionally to the total revenues' growth
- **R&D cost** are mainly **capitalized** (86% in 2023)

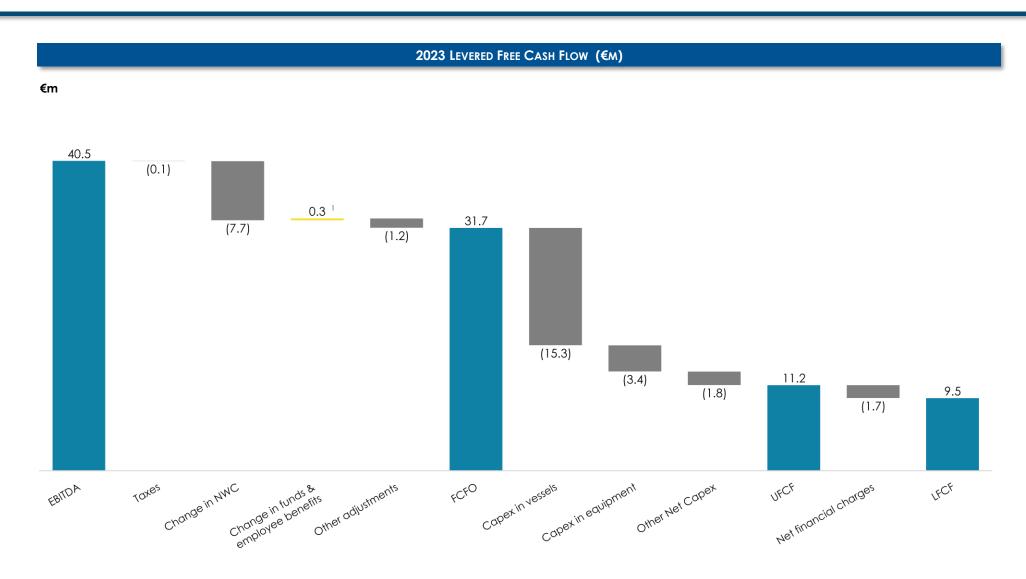
Sound Balance Sheet Paired with Solid Deleveraging





Superior Cash Generation Capabilities

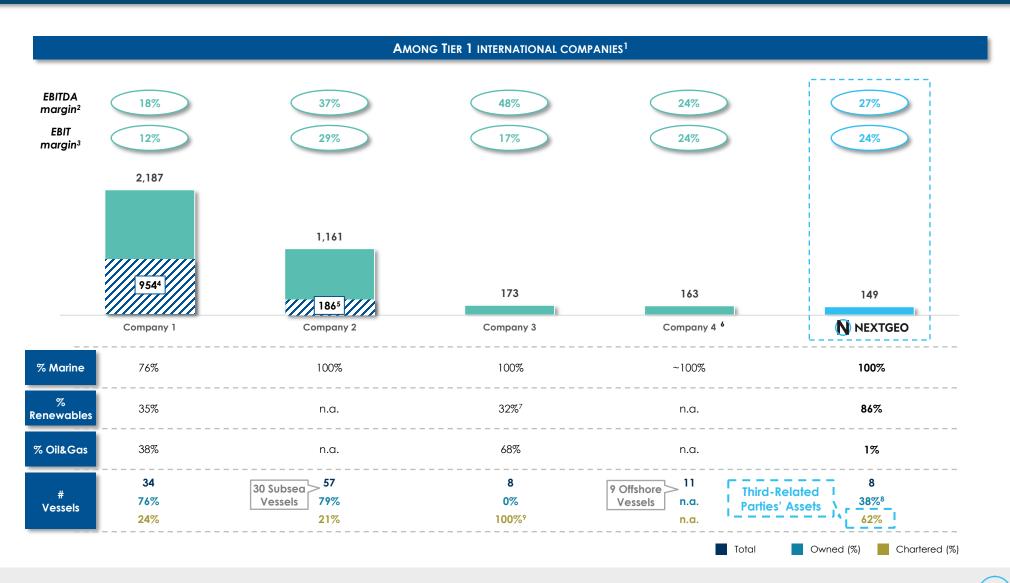






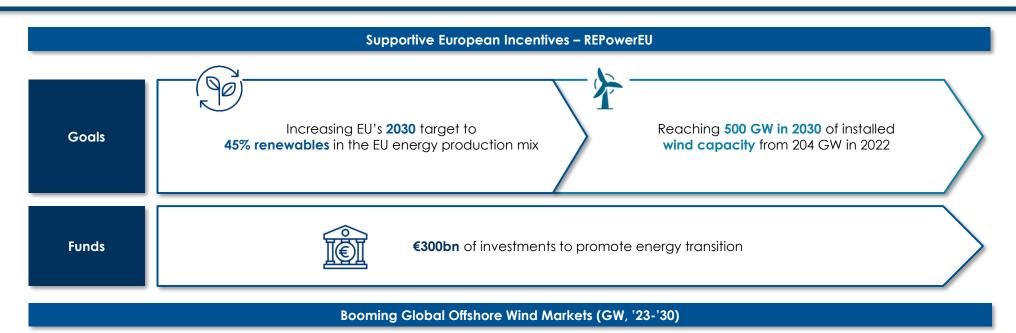
A Leading Position in North Sea and Med Area Energy-Infrastructure Projects





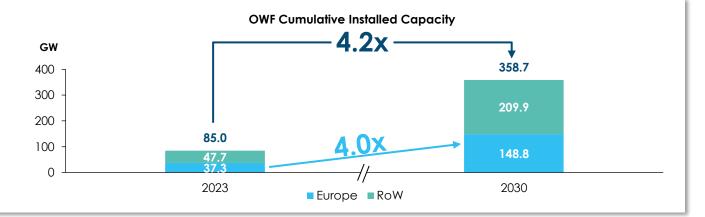
Explosive Offshore Wind Market Trends...







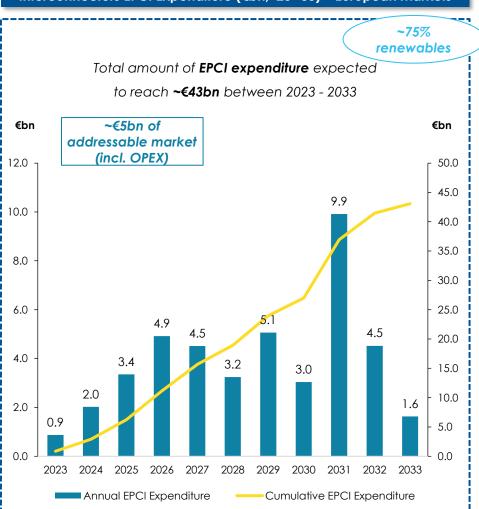
CAGR of 64.9%



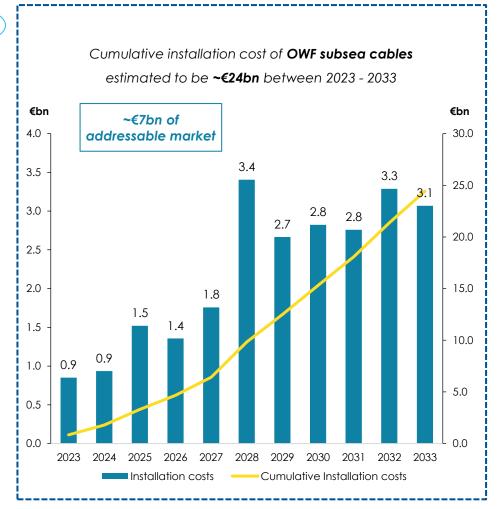
...Boosting Investments in All Energy Fields...





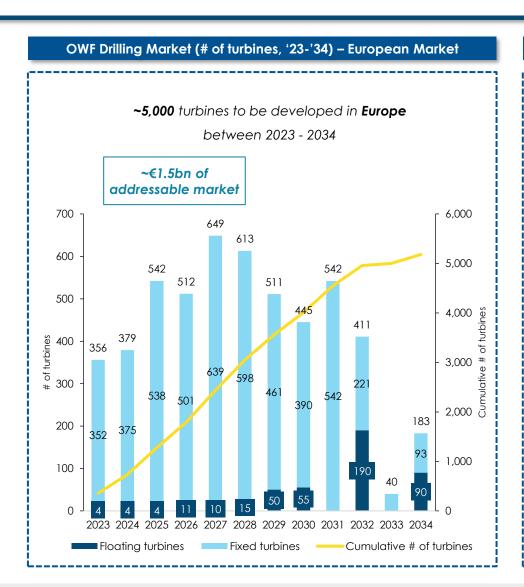


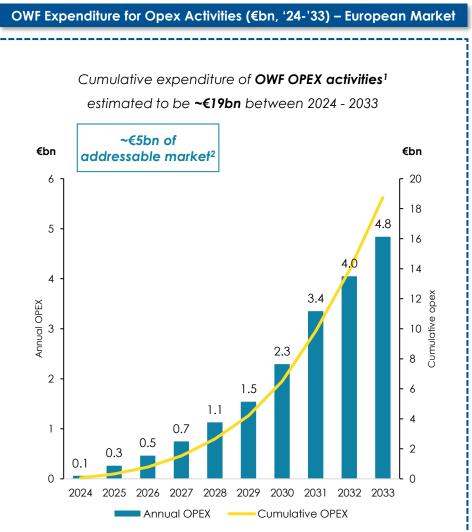
OWF Subsea Cables Expenditure (€bn, '23-'33) – European Market



...and Driving Strong Demand for Geo-Data Insights

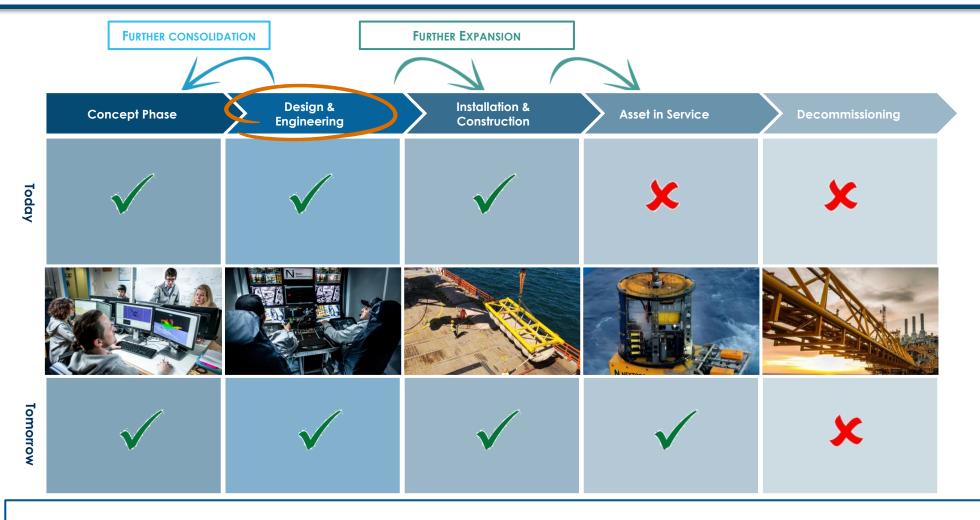






Value Chain Integration Widening the Spectrum of Services Offered



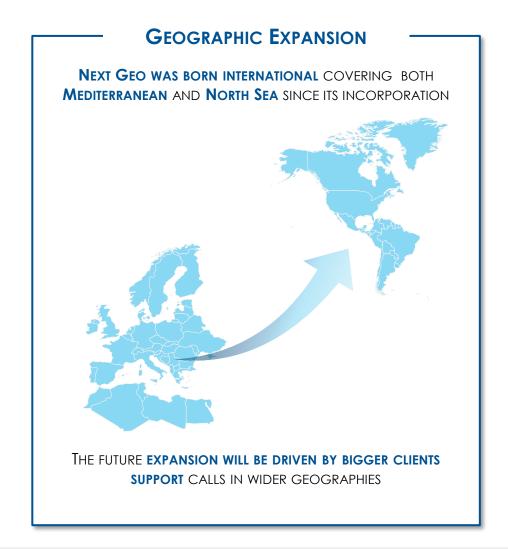


EXPANDING THE BUSINESS MODEL TO CATCH OTHER VALUE CHAIN SEGMENTS WILL SECURE NEXT GEO BACKLOG IN THE LONG-RUN

Fleet & Geographic Expansion Through Organic and Inorganic Growth







Next Geo Sustainability



Next Geo Agenda 2030

















Next Geo ESG Commitment

- Raising awareness of gender equality
- ✓ Scope 1: ongoing monthly monitoring extended to all vessels in operation on Next projects.
- Scope 2: ongoing monthly monitoring of GHGs from business travel, both for ITA and UK.

Ecovadis Certification: from Silver to Gold



UNI/PDR Certification



Agreement fo the water's supply in Tetrapak for Relume engaged on the Great Sea Link project



Income Statement



Income Statement	2022A	2023A
Operating revenues	52.6	79.9
Changes in contract work in progress	12.7	64.0
Other revenues	1.9	4.6
Total Revenues	67.2	148.6
Raw materials	(5.9)	(10.2)
Raw materials	(6.8)	(9.6)
Change in inventory of raw and consumable materials	0.9	(0.5)
Cost of services	(30.0)	(46.3)
Leases and rentals	(11.8)	(39.8)
Personnel expenses	(8.6)	(11.6)
Other operating expenses	(0.3)	(0.2)
EBITDA	10.6	40.5
EBITDA Margin %	15.8%	27.3%
D&A	(2.3)	(4.1)
Writedown on receivables	0.0	(1.1)
EBIT	8.4	35.3
EBIT Margin %	12.5%	23.8%
Interest (expense)/income	(0.6)	(1.7)
Foreign exchange gain / (loss)	(0.3)	(0.1)
Revaluations/Write downs of financial assets	0.0	0.0
ЕВТ	7.4	33.5
Taxes	(0.0)	(4.3)
	-1%	-13%
Net Income	7.4	29.2
Net Income Margin %	11.0%	19.6%

Balance Sheet



Balance Sheet	2022A	2023A
Tangible assets	23.4	39.3
Intangible assets	2.5	3.1
<u>Financial assets</u>	0.0	0.0
Fixed Assets	25.9	42.4
Inventories	60.4	123.9
Trade receivables	19.9	39.6
Trade payables	(17.7)	(29.2)
Advances	(51.4)	(116.6)
Trade Working Capital	11.2	17.7
TWC on Total Revenues	16.6%	11.9%
Other current assets	6.0	8.5
Other current payables	(2.3)	(6.5)
Net Working Capital	14.9	19.7
Net Working Capital on Total Revenues	22.1%	13.3%
Other long term receivables / (payables)	0.1	(1.2)
Deferred tax assets & tax receivables	0.5	1.0
Severance indemnity fund	(1.3)	(1.4)
Other funds	(0.8)	(1.6)
Net Invested Capital	39.2	58.9
Short-term financial debt	12.8	10.9
Long-term financial debt	16.9	16.8
Cash & Cash Equivalent	(10.2)	(17.8)
Other financial receivables	(0.3)	(0.2)
Net Debt	19.2	9.7
Net Debt/EBITDA (x)	1.8x	0.2x
Equity	20.0	49.2

Source: Financial Statements

Cash Flow Statement

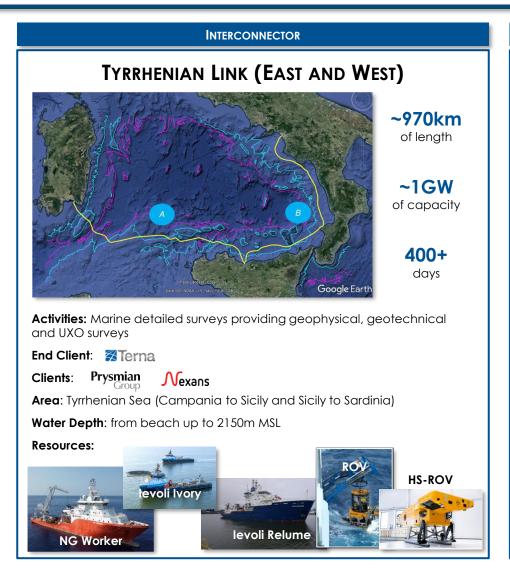


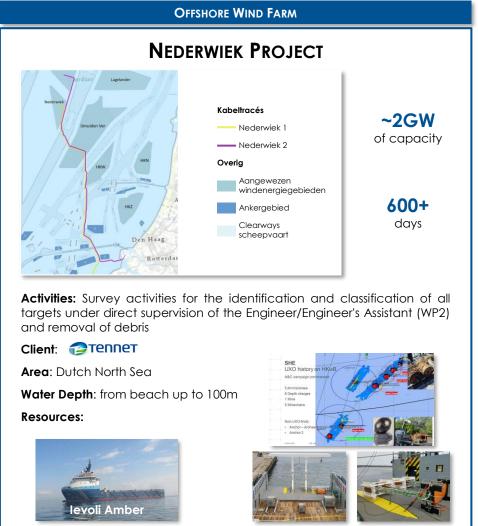
€m	2022A	2023A
A) Cash flow from operating activities		
Net Income	7.4	29.2
Taxes	0.0	4.3
Financial expenses (income)	0.7	1.7
1) Profit before income taxes, interest, dividends and capital gains / losses on disposal	8.1	35.2
Provision to funds	0.4	0.4
Depreciation of fixed assets	2.3	4.1
Other adjustments	0.0	7.1
2) Cash flow before changes in net working capital	10.7	39.6
y can non zone onangee m non nonung capma		
Decrease / (Increase) in inventories	(13.6)	(63.5)
Decrease / (Increase) in trade receivables	(2.6)	(19.8)
Increase / Decrease) in trade payables	(0.9)	9.1
Decrease / (Increase) in accruals and prepaid expenses	(1.4)	(0.5)
Increase / (decrease) in accruals liabilities and deferred income	0.2	0.2
Other decreases / (Other increases) in net working capital	21.8	66.7
Total changes in net working capital	3.4	(7.7)
3) Cash flow after changes in net working capital	14.2	31.9
Interest received / (paid)	(0.6)	(1.7)
(Taxes paid)	(0.3)	(0.1)
Dividends	0.0	0.0
Use of funds	(0.1)	(0.1)
Cash flow from operating activities (A)	13.2	30.0
B) Cash flow of investment activity		
(Investments) Tangible assets	(13.5)	(18.9)
(Investments) Intangible assets	(0.4)	(1.7)
Financial assets	0.0	0.0
Investments	(0.0)	(0.0)
Divestments	0.0	0.0
Non-fixed financial assets	0.0	0.0
Cash flow of investment activity (B)	(13.9)	(20.5)
C) Cash flow from financing activities		
Increase (decrease) in short term payables to banks	(4.9)	(2.6)
New debts	10.6	5.8
Reimbursement of debts	(2.0)	(5.1)
Capital Increase	0.0	0.0
Cash flow from financing activities (C)	3.7	(2.0)
Change in cash and cash equivalents (A \pm B \pm C)	3.0	7.5

Source: Financial Statements

Major Projects Across Different End-Markets

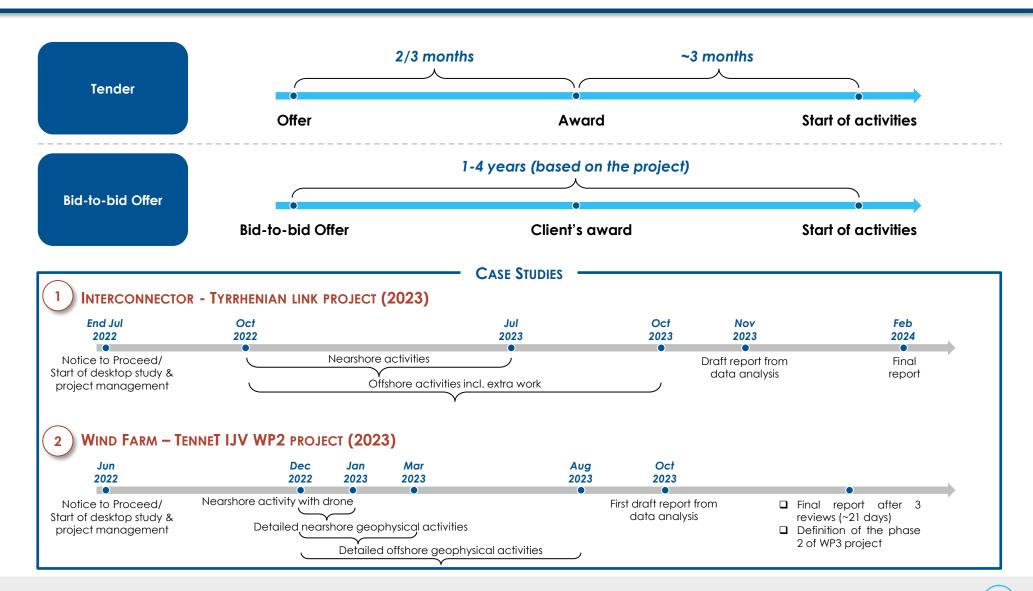






Indicative Project Timeline

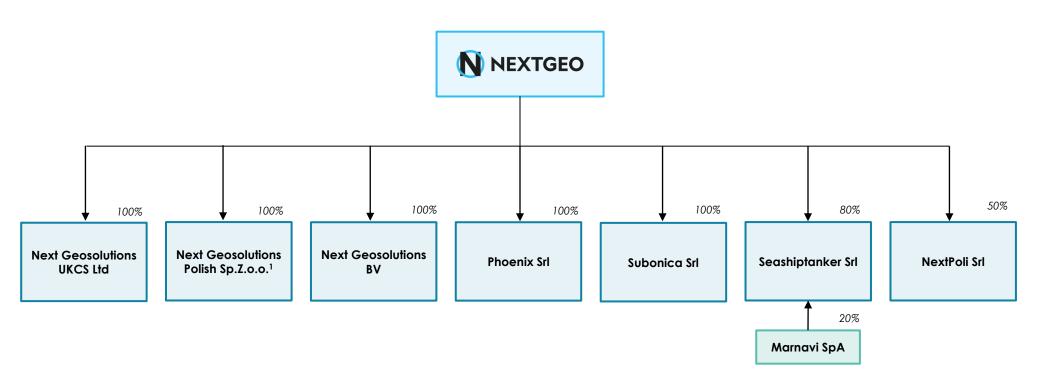




Source: Company Information 36

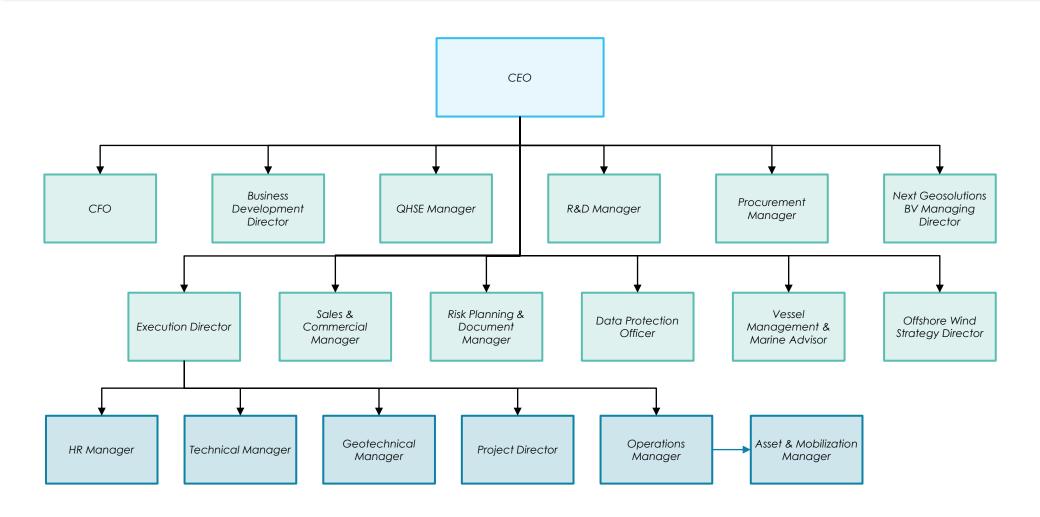
Group Structure





Organizational Structure





Source: Company Information 38

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