



Årsstämma

Solna, 2023-05-16

Ärenden på stämman / Förslag till dagordning

1. Bolagsstämmans öppnande
2. Val av stämмоорdförande
3. Upprättande och godkännande av röstlängd
4. Val av en eller två justeringsmän
5. Prövning av om stämman har blivit behörigen sammankallad
6. Godkännande av dagordning
7. Anförande av vd
8. Framläggande av årsredovisningen och revisionsberättelsen samt koncernredovisningen och koncernrevisionsberättelsen
9. Beslut om fastställande av resultat- och balansräkning, koncernresultaträkningen och koncernbalansräkningen
10. Beslut om disposition av bolagets resultat enligt den fastställda balansräkningen
11. Beslut om ansvarsfrihet för vd och styrelsens ledamöter
12. Fastställande av antalet styrelseledamöter samt antalet revisorer
13. Fastställande av arvoden till styrelse och revisor
14. Val av styrelseledamöter och styrelseordförande
15. Val av revisor
16. Beslut avseende valberedning
17. Beslut om bemyndigande till styrelsen att besluta om överlåtelse av egna aktier
18. Beslut om bemyndigande till styrelsen att besluta om nyemission
19. Stämmans avslutande



Malin Siberg, VD

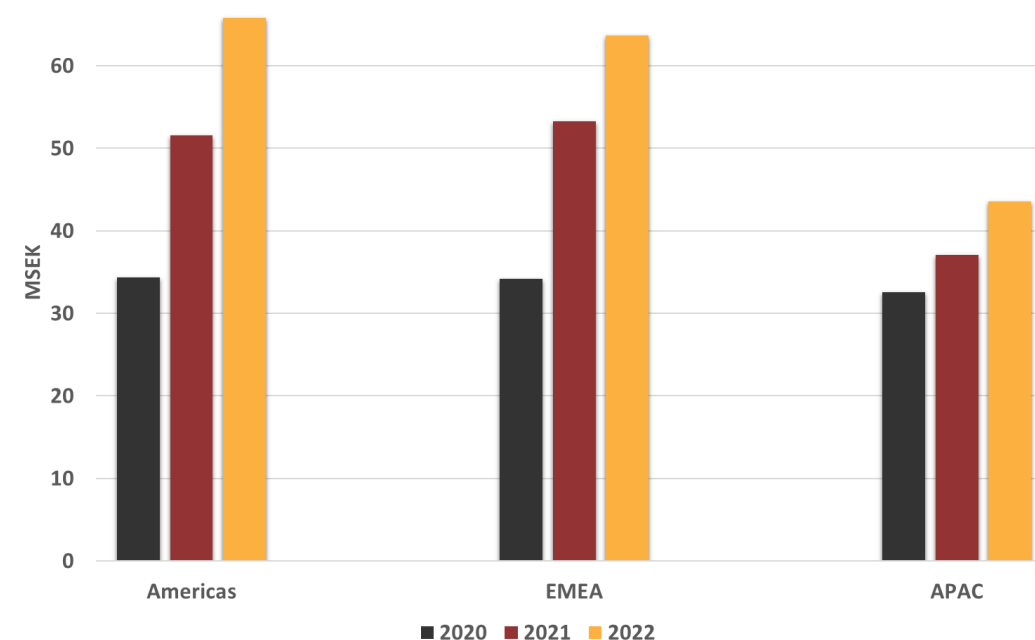
Innehåll

- Tillbakablick 2022
- Q1 2023
- Nya långsiktiga mål
- Frågor



2022 key financials

	2022	2021
Net sales, MSEK	173,2	141,9
Operating profit (EBIT), MSEK	7,0	-1,3
Operating margin	4,0%	-0,9 %
Net profit, MSEK	5,5	-1,4
Earnings per share, SEK	0,48	-0,12
Order intake, MSEK	156,6	149,6
Cashflow	6,4	-19,3



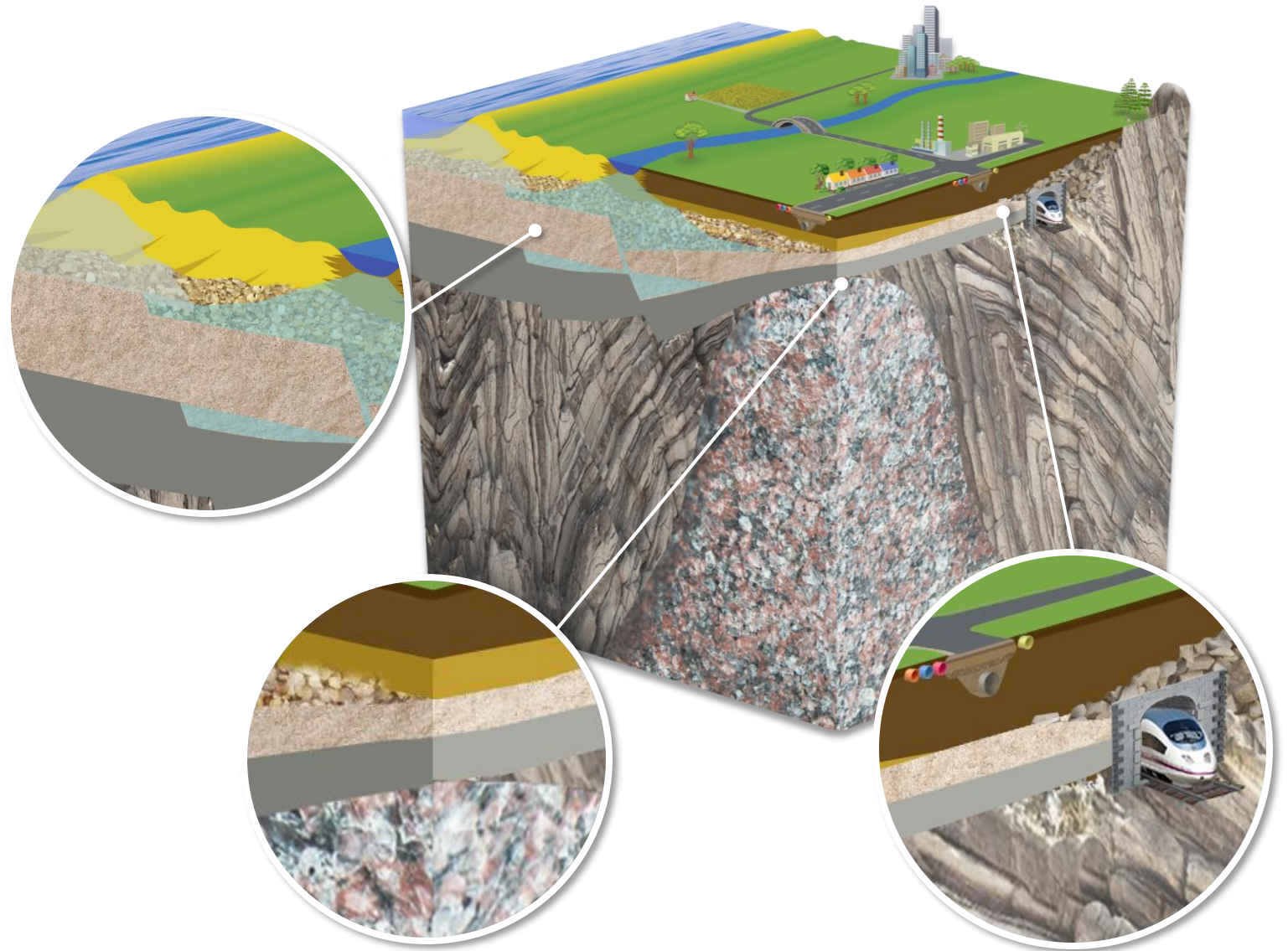
Growth applications and customers 2022

Growth applications

- Groundwater
- Ground investigations
- Utility locating

Customers

- Contractors and Consultants
- Governments
- Universities

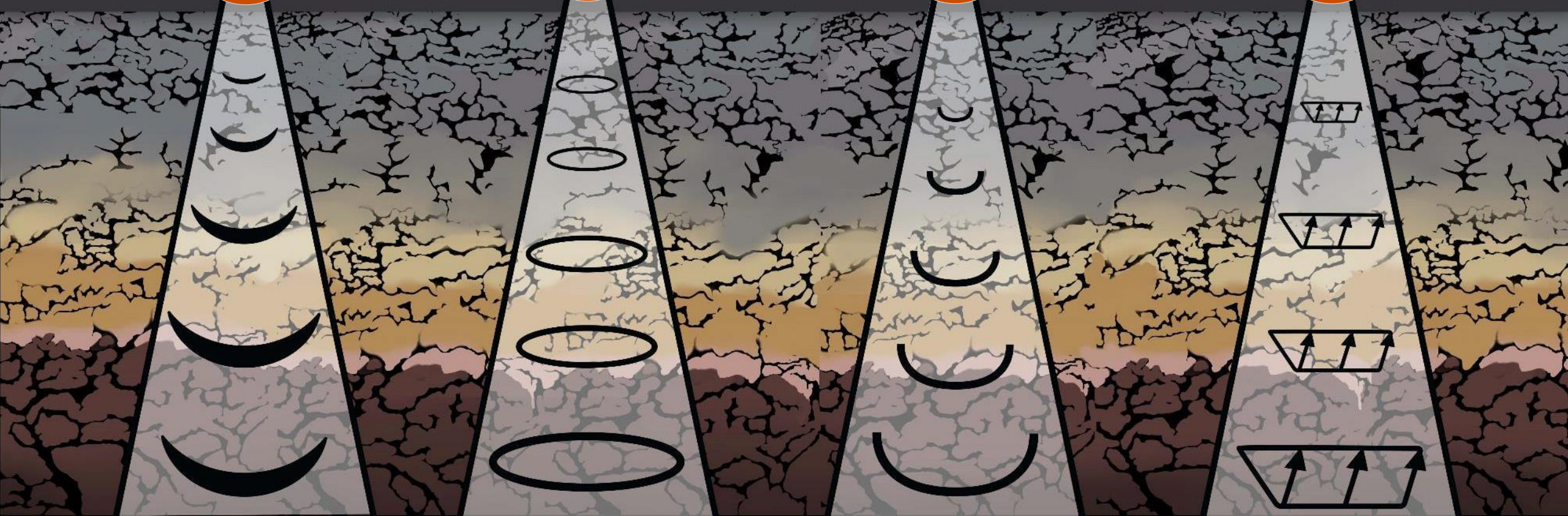
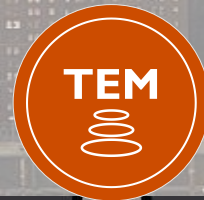


Guideline Geo in brief – 2023

- 2022 – strong financial year
- Increased focus and investment in sales development
- Continued investment in R&D has generated several product releases throughout the year
- New CEO, Malin Siberg, September
- New CFO, Jonas Nordstrand, August



Four geophysical technologies



Two market-leading brands



ABEM



MALÅ

Q1 2023

Q1 – Key financials

- Strong order intake
- Strong net sales
- Positive EBIT and cash flow – according to plan
- Q1 is historically a weak quarter

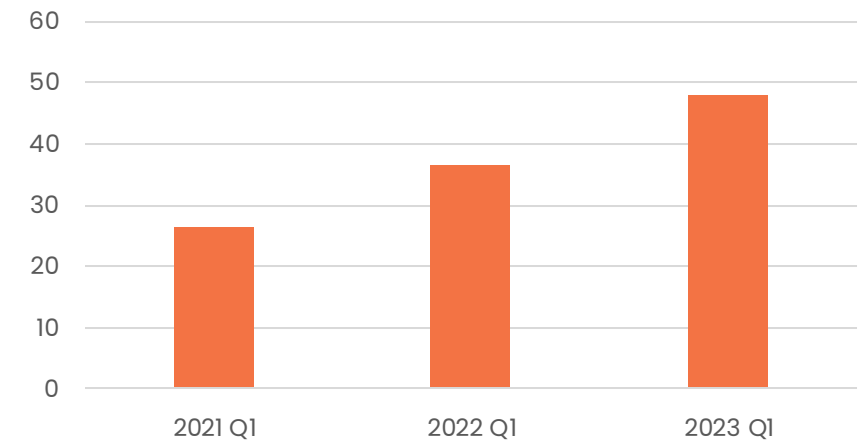
	Q1 2023
Order intake, MSEK	48,0 (+32%)
Net sales, MSEK	45,3 (+23%)
Operating profit (EBIT), MSEK	1,7 (-0,7)
Cash flow	1,7 (7,7)

Q1 – Strong Net Sales and Order Intake

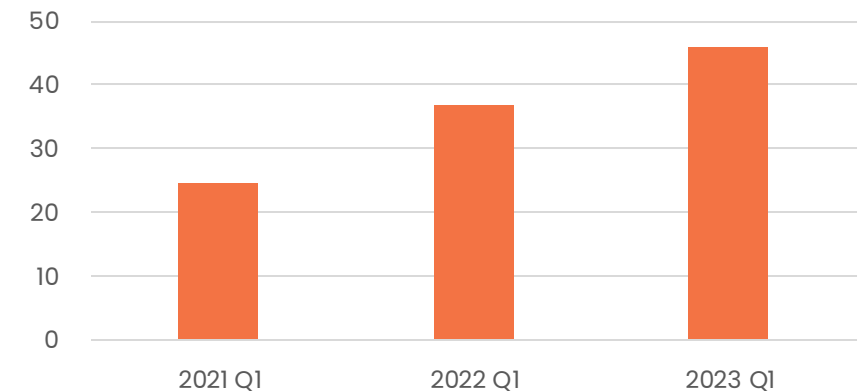
Q1 Comments on growth

- EMEA and APAC
- ABEM and MALÅ
- Volume products
- Public and private sectors

Order Intake Q1 2021-2023



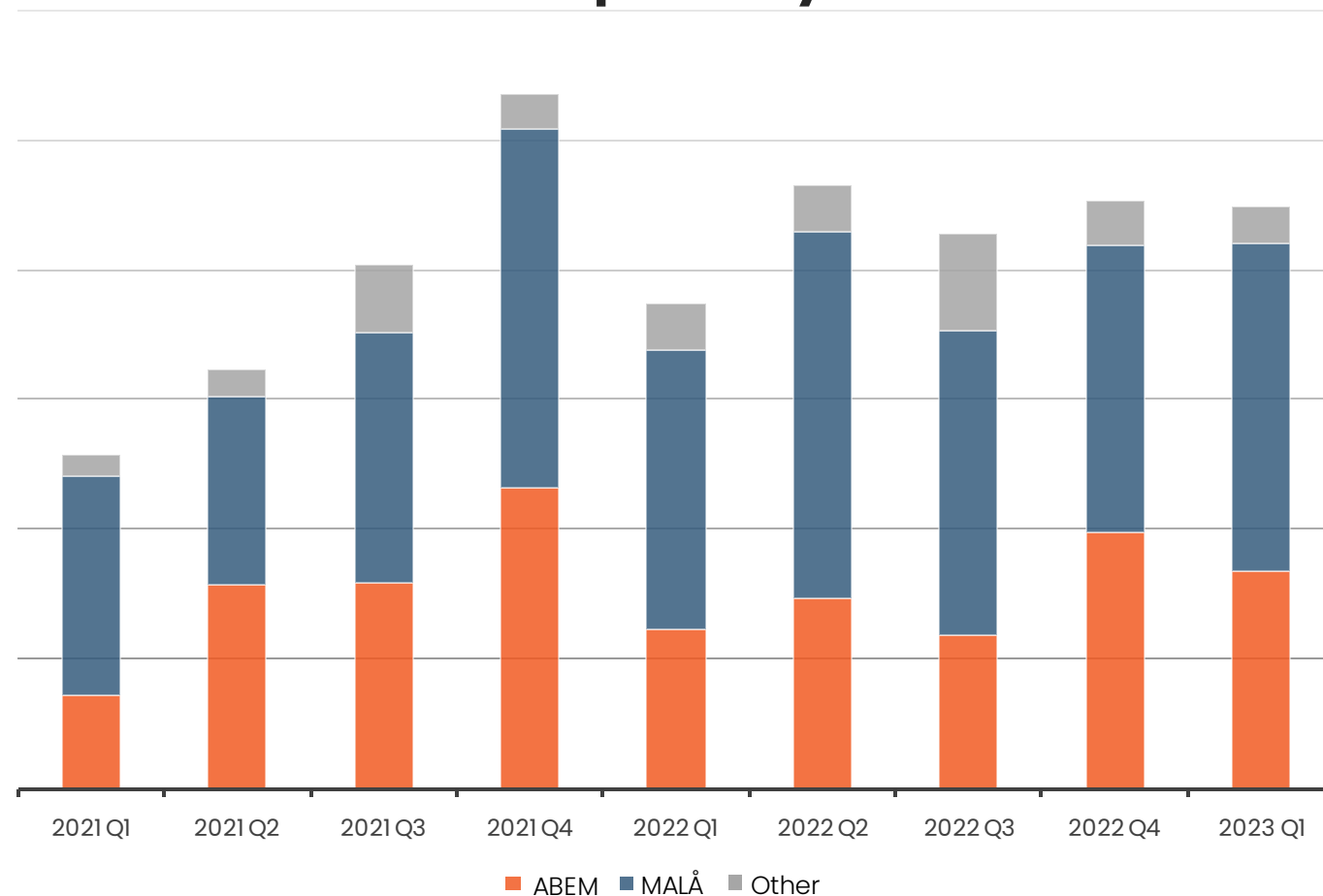
Net Sales Q1 2021-2023



Net sales per brand

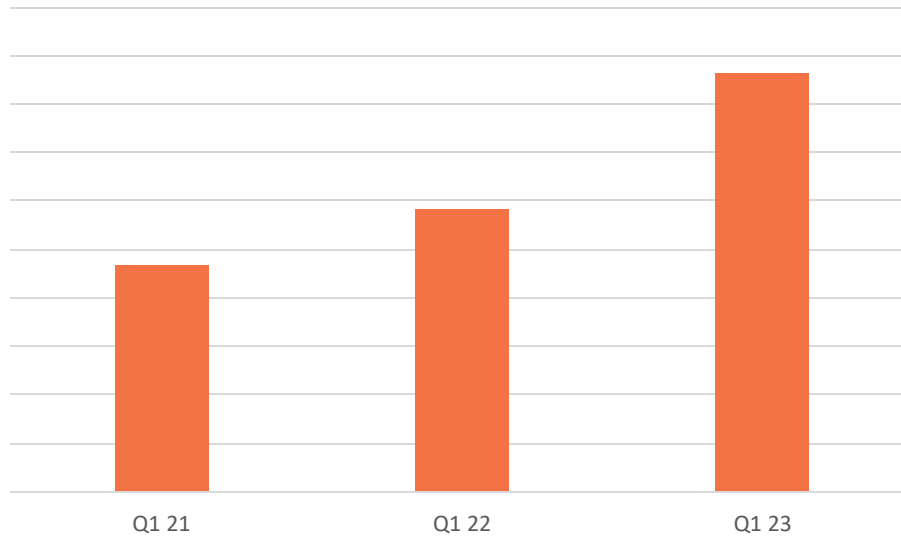
- Two equally important brands, ABEM and MALÅ
- Strong growth for both brands compared to same period 2022.

ABEM, MALÅ — quarterly 2021-2023



Terrameter LS 2 – largest ABEM product

Growth application ABEM– Water prospecting



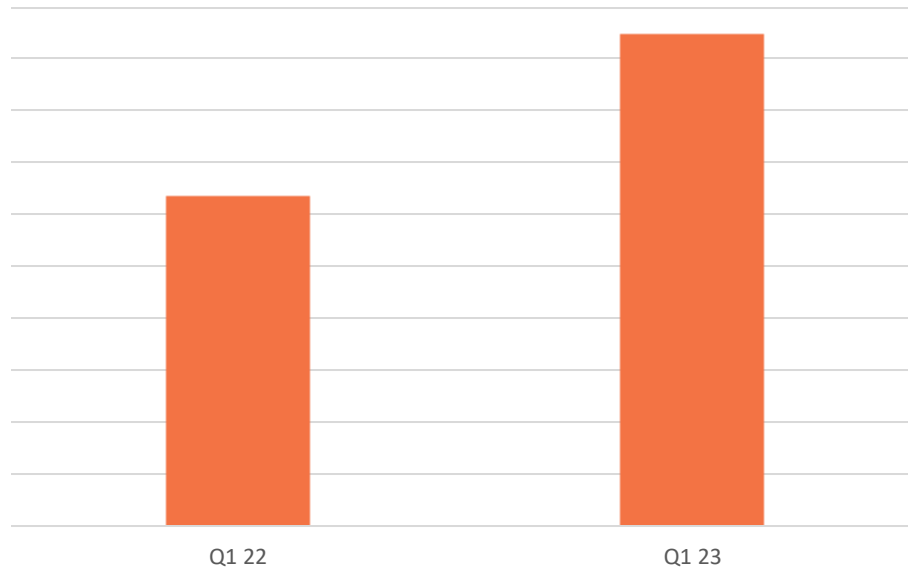
Q1 highlights

- Two large orders from universities in China
 - Dam leakage detection
 - Water pollution detection from landfills
- Strong interest and multiple orders for water prospecting in Africa



Easy Locator Core – largest MALÅ product

Growth application MALÅ – Utility locating



Q1 highlights

- First order to rental business – Gap Group, UK
- Step three in market adoption of geophysical instruments
 1. Single sales
 2. Multiple sales
 3. End customer rental business



Q1 Sales Channel Development

APAC

- Japan and India – moving from direct sales to sales channel development

EMEA

- Adding business developer

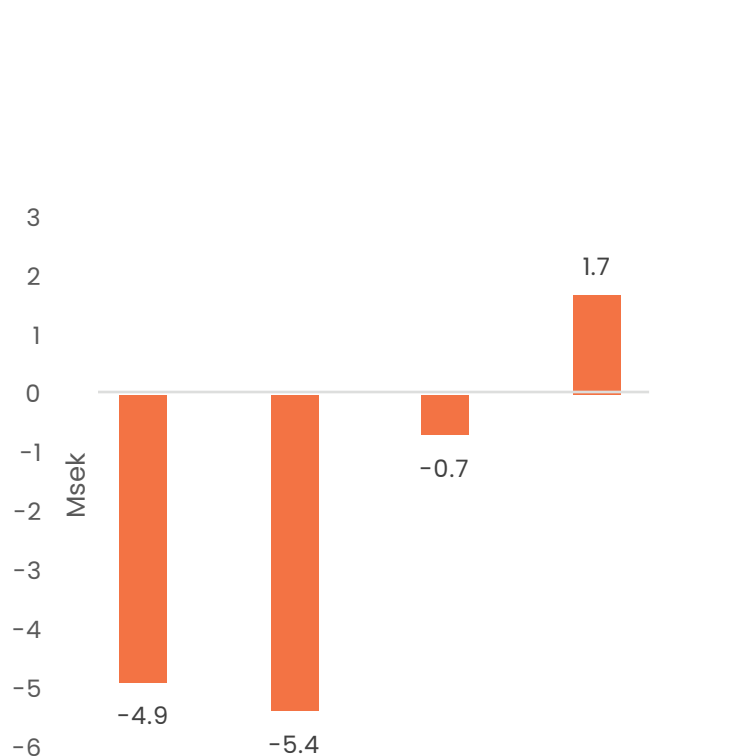
Americas

- Adding direct sales

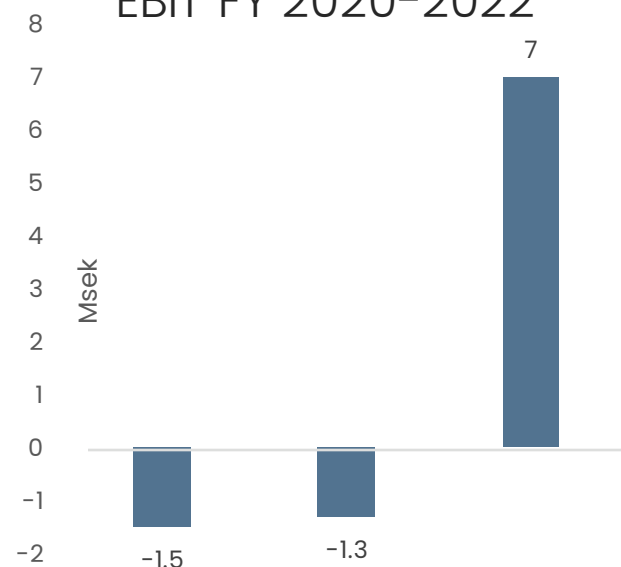


Positive EBIT – according to plan

EBIT Q1 2020-2023



EBIT FY 2020-2022



- Sales growth
- Contribution margin
- Yearly price list update
- Inflation and increased cost of components, transportation and services and personnel

Q1 – Key summary points

1. Strong Q1 order intake and net sales
2. Positive Q1 EBIT and cash flow – according to plan
3. Strategic transitioning to a stronger business focus



Strategic focus

Innovating the geophysics industry since 1923

1923



1936



Q1 Highlights

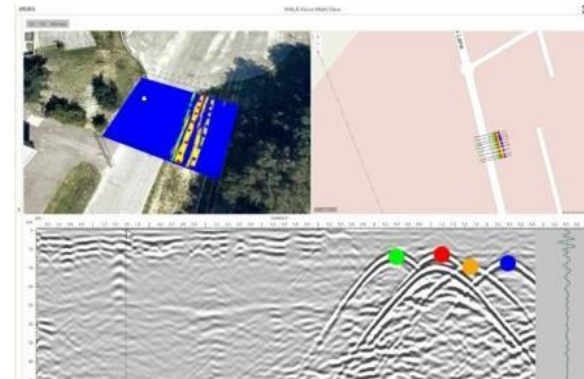
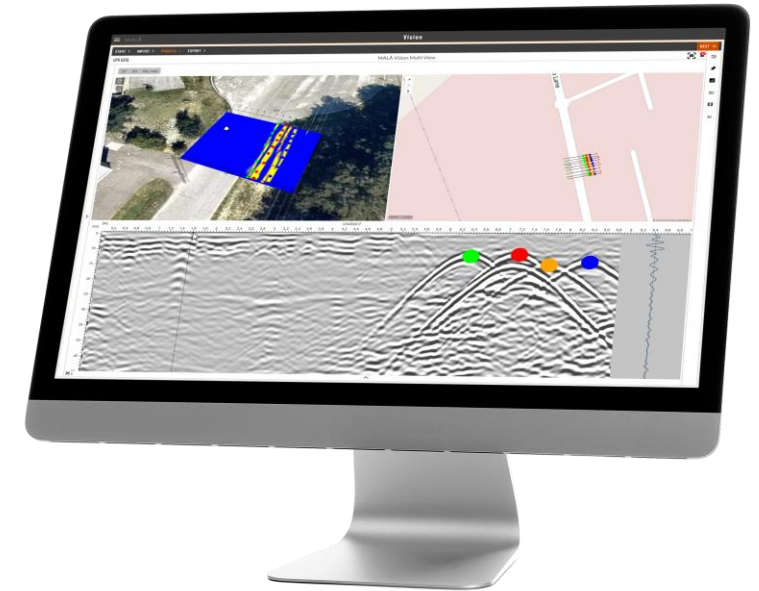
Innovation strategy

Three releases in Q1 – according to plan

- Active Guidance to ABEM Terrameter LS 2
- ABEM Power adapter
- MALÅ Vision: Multi View

Innovation concept release: Autonomous GPR

EU funded research project: AGRARSENSE



Q1 Highlights

Strategic transition – stronger business focus

People and organization

- Global Sales Director appointed in January
- Product Management function re-organized

Process and execution

- Sales channel development
- Portfolio management with increased business perspective
- Improved sales forecasting



Long term financial targets

Long term financial targets for profitable and sustainable growth

Guideline Geo publishes long term financial targets and updates strategy around how to get there.

Yearly double-digit Net Sales growth, mainly organically

- Net Sales growth 2022 was 22%.

Continuously improving EBIT and reach 8% latest 2027

- EBIT growth 2022 was 4,0%.

Positive and growing cash flow every year

- 2022 cash flow was 6,4 MSEK

We have an ambition to carry out acquisitions in line with the company strategy.

