



Årsstämma

Solna, 2023-05-16

Ärenden på stämman / Förslag till dagordning

1. Bolagsstämmans öppnande
2. Val av stämмоordförande
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 Guideline Geo

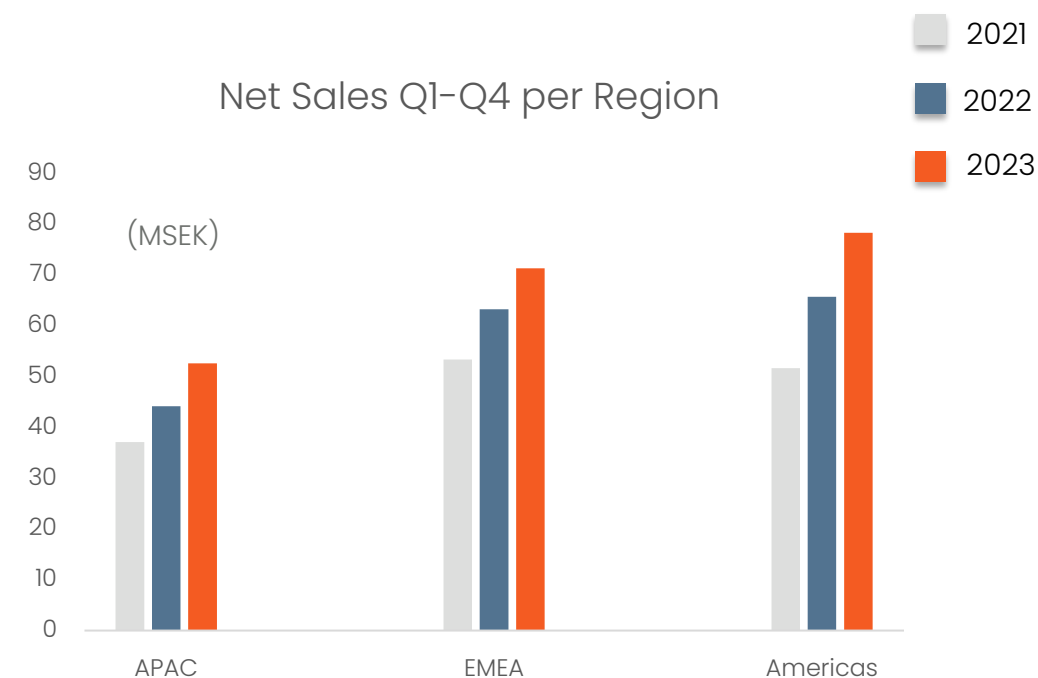
Innehåll

- Tillbakablick 2023
- Var står vi idag och hur ser vår strategi ut framåt
- Q1 2024
- Frågor

Highlights

2023 was a record year

	Q4 2023	Q1-Q4 2023
Net sales, MSEK	63,5 (+35%)	201,4 (+16%)
Order Intake, MSEK	55,3 (+31%)	203,9 (30%)
EBITDA margin, %	15,6 (12,9)	14,6 (13,1)
Operating profit (EBIT), %	11,4 (1,0)	9,4 (4,0)
Cash flow, MSEK	5,7 (1,7)	3,9 (6,4)



Strategic update

Your guide to the subsurface

The basics

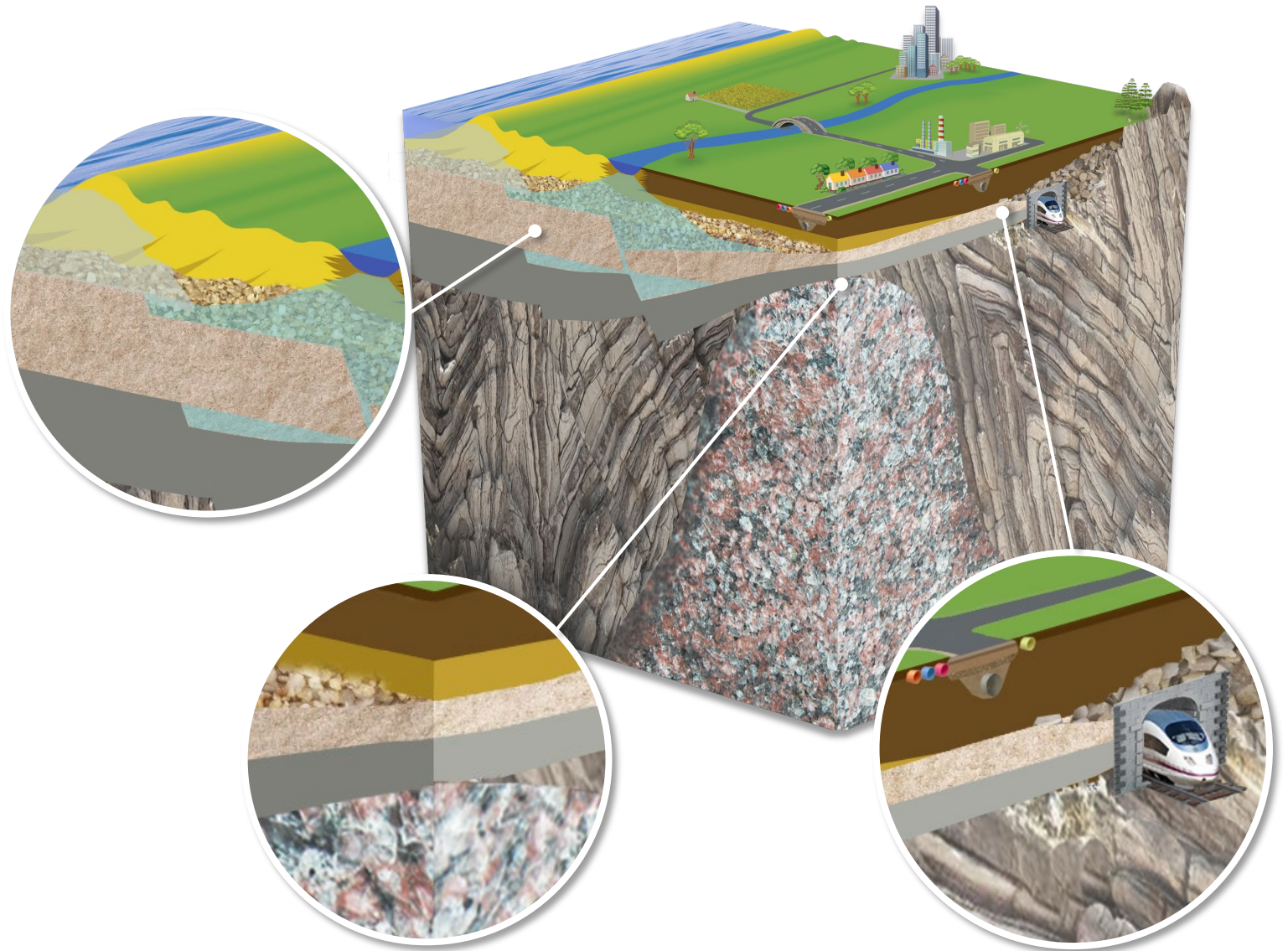
- Non-destructive geophysical methods
- Down to 1000m

Main applications

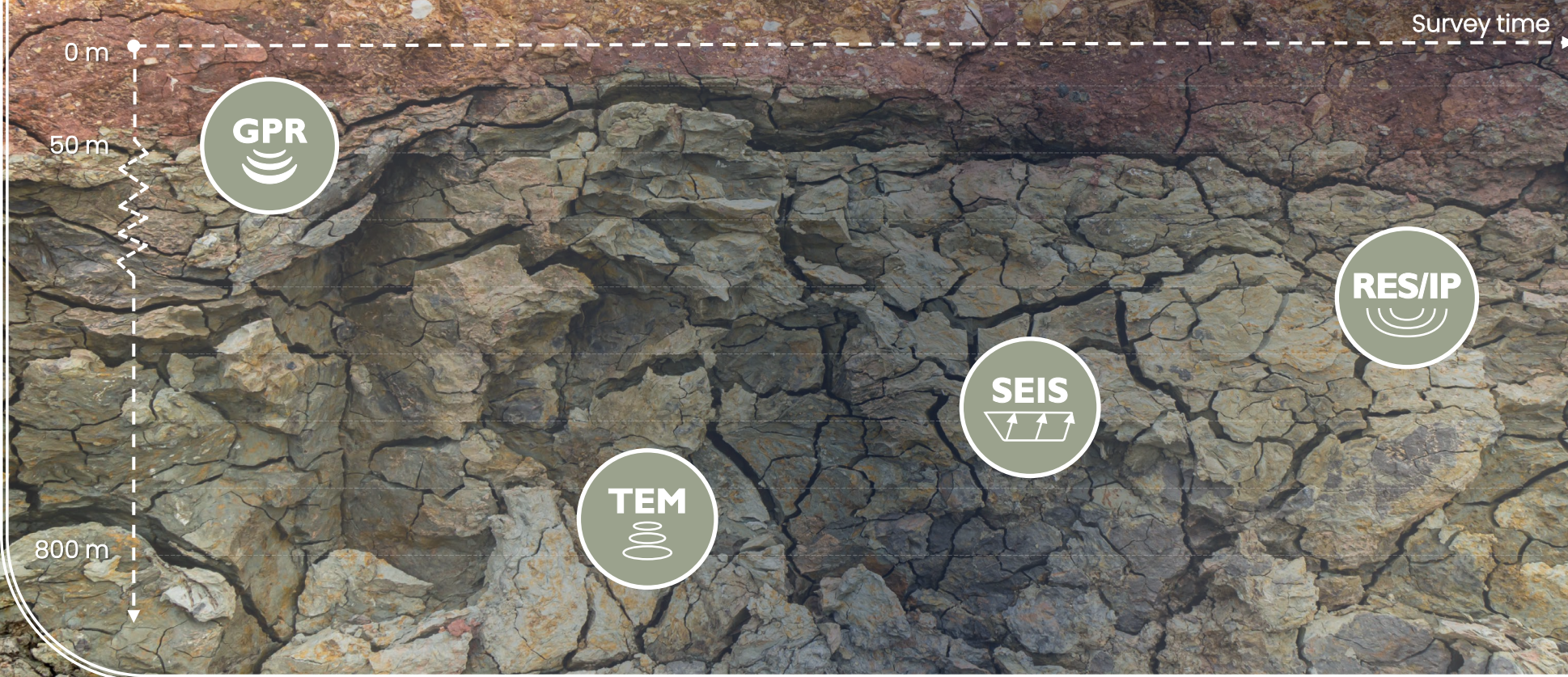
- Groundwater Management
- Ground Investigations
- Utility Locating

Customers

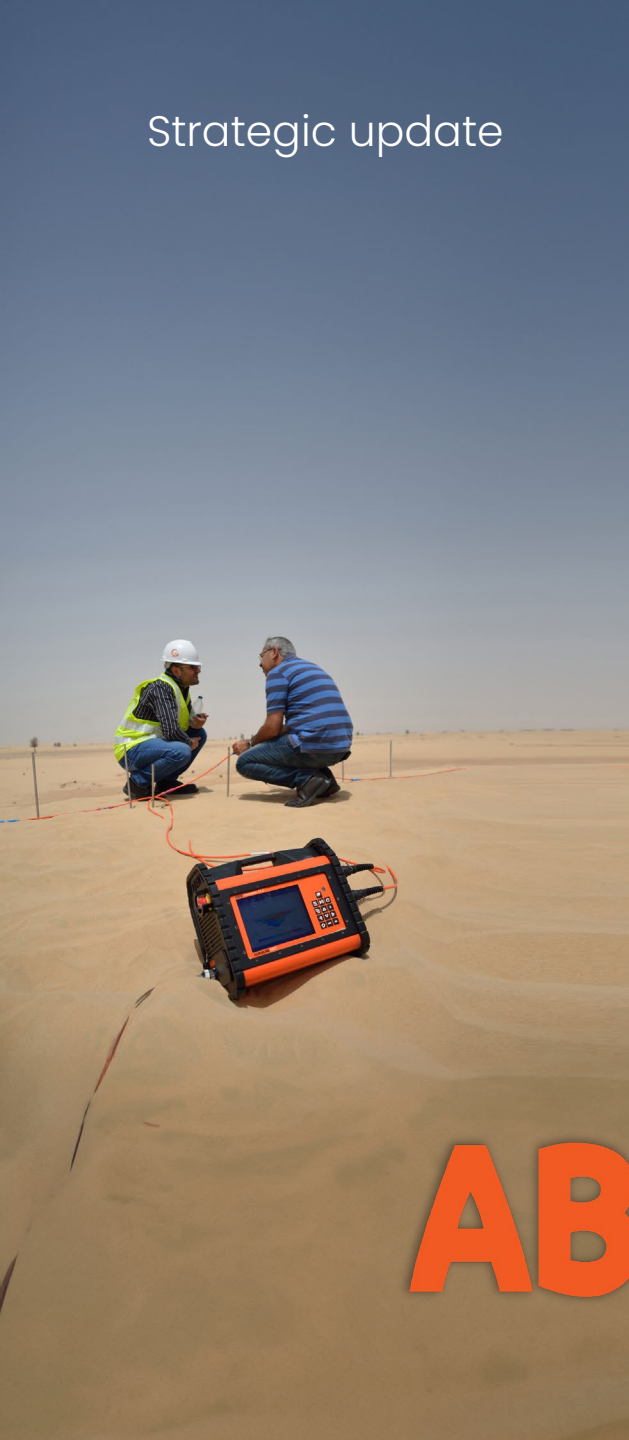
- Contractors and Consultants
- Governments
- Academia and Research



FOUR GEOPHYSICAL METHODS



Strategic update



ABEM



MALA



GUIDELINEGEO

Business strategy

Transition to a stronger business focus

People and organization (2023)

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

Process and execution (2023)

- Portfolio management with increased business perspective
- Improved sales forecasting
- Sales channel development – 8 new distributors



Sales strategy

Sales Channel Development

- 2023: Partner conference in June 2023
- 2024: Regional Partner conferences
 - Asia
 - Latin America



Acquisition strategy

Acquisition of our distributor in Australia

- Agreement signed in December 2023
- Acquisition completed January 15th, 2024
- Gudeline Geo Australia Pty Ltd



Innovation Strategy

MALÅ MIRA Compact

High-speed, one-pass 3D GPR solution in a compact format

Solution includes:

- MIRA Compact
- MIRA Controller (SW)
- MALÅ Vision Desktop (SW)

Applications

- Utility Locating
- Ground investigations

Launch 2023

- Internal launch in June
- External launch September
- Shipment from December



Innovation Strategy

Strategic OEM agreement with Danish TEMcompany

Increase the use of TEM methods in the ground water sector

Complementary products

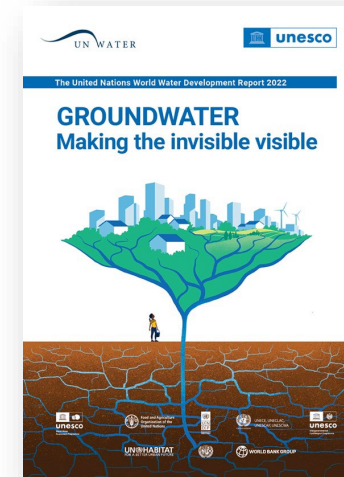
- Complement and strengthen our existing product portfolio

Private labelling

- TEMcompany will design and manufacture TEM products for Guideline Geo who will market, sell, support and service globally

Highlights

- Agreement signed in November 2023
- External launch of ABEM GroundTEM i5 and i10 February 29th
- Positive response



Q1 2023 and recent highlights

Q1 was a weak quarter

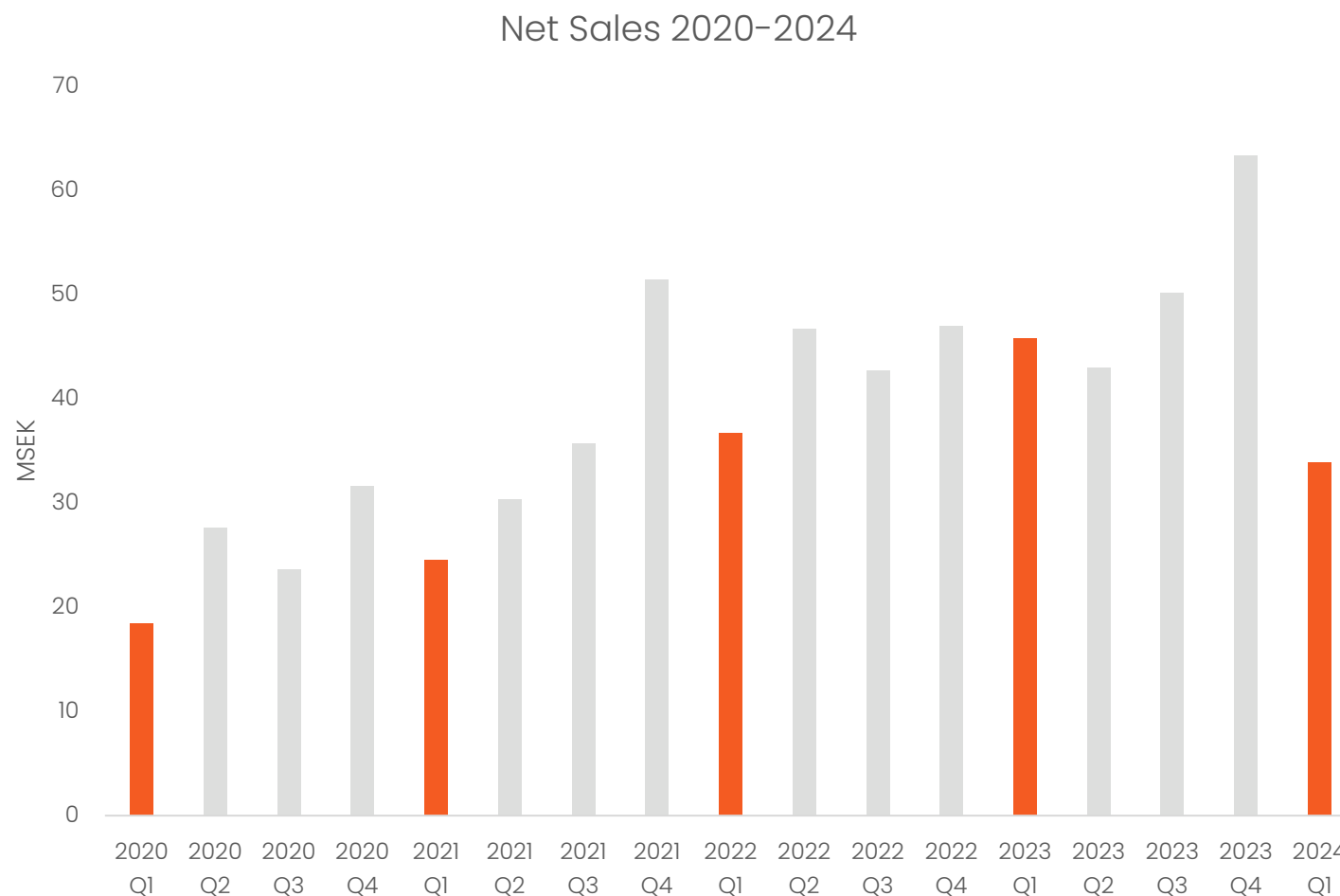
- Sales and order intake was weak
- Seasonal variation in our industry
- Q1 2023 was very strong
- Weak sales impacts EBITDA/EBIT

	Q1 2024	Q1 2023
Net sales, MSEK	34,1	45,3
Order intake, MSEK	36,4	48,0
EBITDA, MSEK	-5,1	4,1
EBIT, MSEK	-8,8	1,7
Cash flow, MSEK	1,7	1,7

Seasonal variation – Net Sales

Driving factors

- Public tenders
- Cold season typically not suitable for subsurface surveys
- End of year push
- Price increase



Recent Innovation highlight

EU funded research project – GEOheat

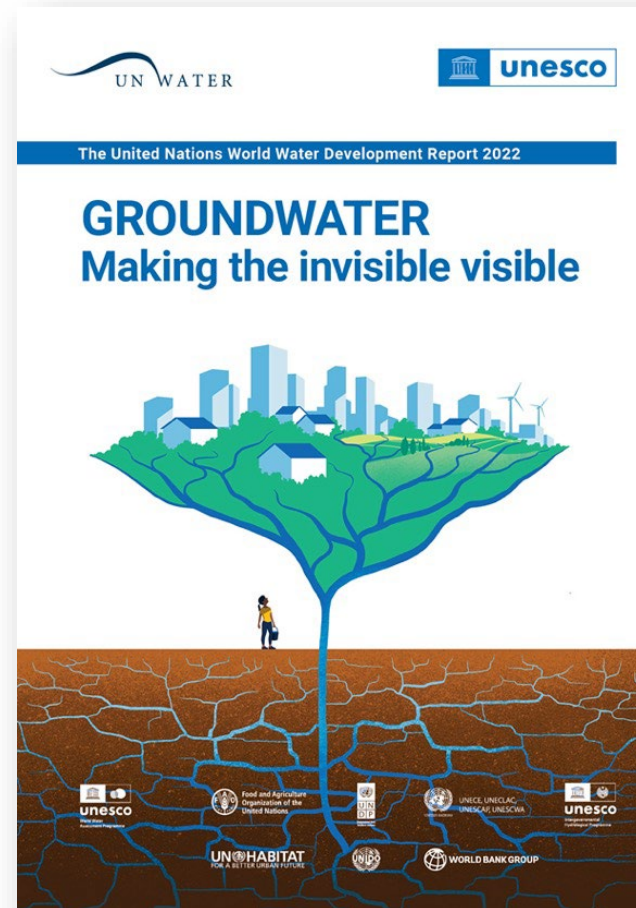
- Guideline Geo is a selected partner and has received 11 MSEK in EU funding.
- Pan-European consortie of industry, acadelmia and authorities.
- Research project to make geothermal energy more accessible and affordable as an energy solution in Europe
- Research area for Guideline Geo; GPR in deep boreholes



Recent Sales highlight

8 MSEK order from Water Ministry in Tanzania

- 9 geophysical systems, incl training and support
- ABEM Terrameter LS2
- Ground water exploration and monitoring
- To be delivered in Q2 and Q3



Key take-aways

- Weak start of the year.
- We have a clear strategy, are doing the right things and we are on the right path.



Questions?