

# Nordic Technology Group

NTG Company update

28 February 2025

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**This presentation covers the period 01.07.25.02.25. The financial statements are unaudited as of the date of this presentation.**

# NTG | Nordic Technology Group

## KEY HIGHLIGHTS

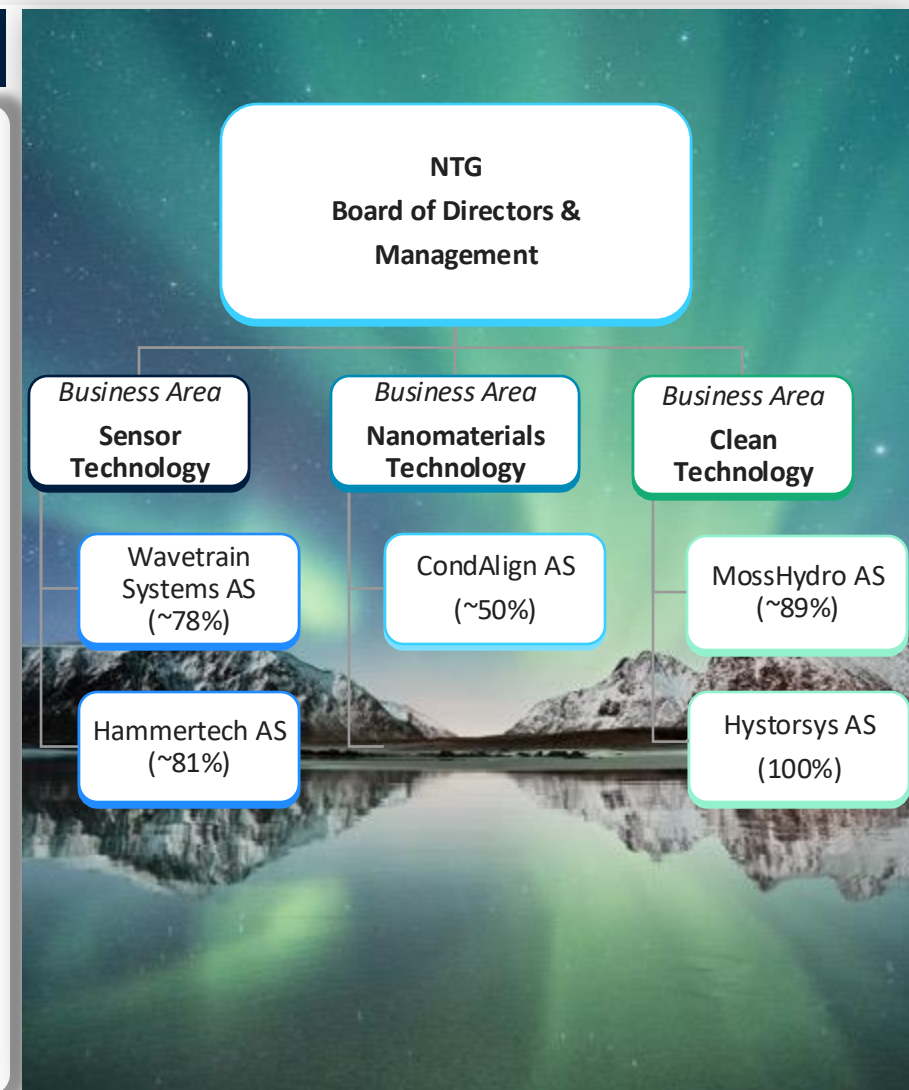
### Key financials

- NTG revenues 2024 (un-audited) NOK 49.6 million compared to NOK 27.3 million in 2023 with loss before tax of NOK 320.2 million of which NOK 231.5 million is related to depreciation, amortization and write downs of financial assets, compared to a loss before tax of NOK 143.4 million of which NOK 112.8 million was related to depreciation and amortization
- Net cash outflow from group operations was NOK 67.3 million compared to a net cash outflow of NOK 88.5 million in 2023. Net cash flow from financing (equity and loans) of NOK 94.7 million in 2024 compared to NOK 29.8 million in 2023

### Group companies

#### Hammertech AS

- Hammertech has increased revenues from NOK 11 million in 2023 to NOK 22 million in 2024. Hammertech secured orders of 10 AquaField meters to Accuflow in US for around NOK 5 million, secured a sale of one AquaField Mud Meter to Aerion in US for around NOK 0,6 million and secured an Offshore testing contract with FAPEPE in Brazil for over NOK 2 million
- Hammertech has successfully been technically approved and conducted vendor list audit by Saudi Aramco and ADNOC
- Net cash contribution in 2024 of NOK 42.6 million (equity NOK 23 mill, conv. loan NOK 15.6 mill)



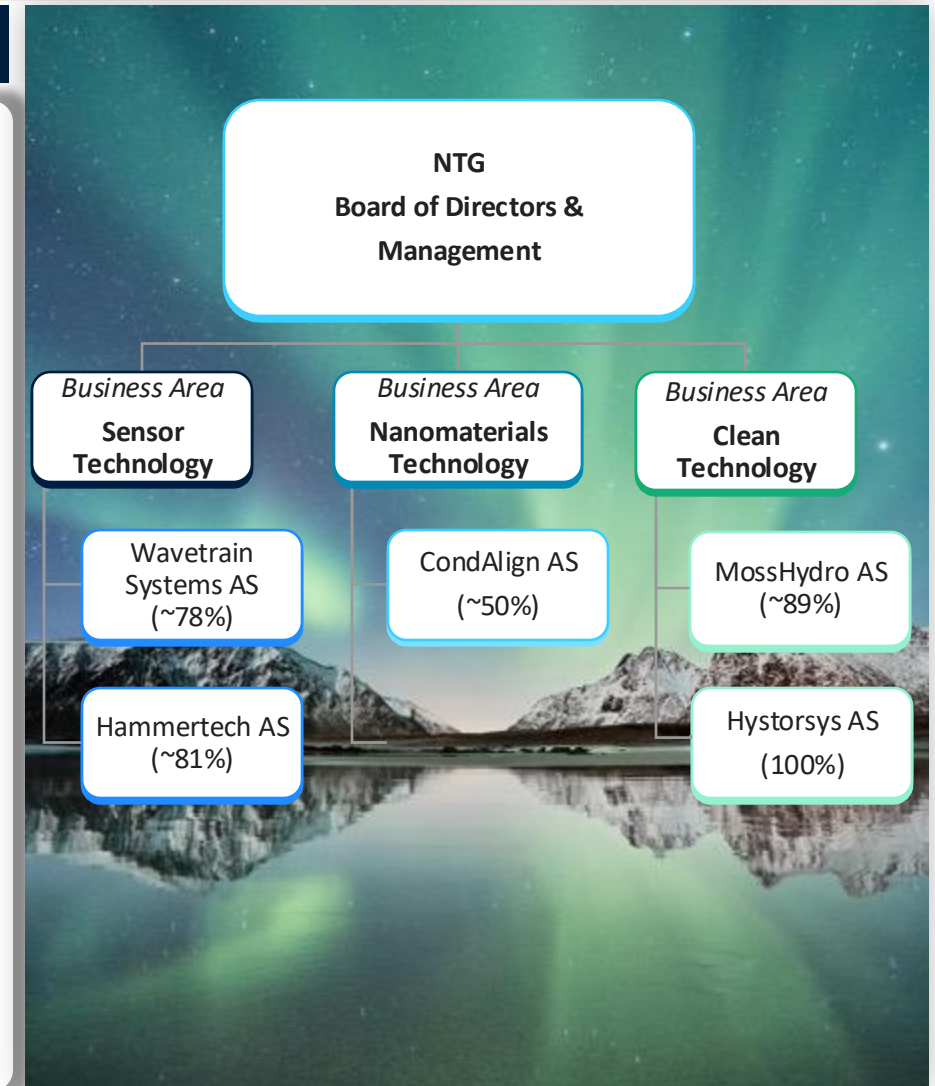
# NTG | Nordic Technology Group

## KEY HIGHLIGHTS

### Group companies

#### Wavetrain Systems AS

- Wavetrain has developed AI / Machine Learning algorithms that meets and exceeds the requirements from Network Rail (UK). Wavetrain has a significant library of actual recordings from multiple locations around the world which is used to train and verify the machine learning algorithms
- The plan is to complete system approval by June 2025. The plan is to close sales short-term of 3 new systems for operational trial and start roll-out on the NR infrastructure. Wavetrain is in dialogue with several of the routes that have shown great interest to identify sites for these systems
- In 2024 Wavetrain started sales activity outside the UK, attending conferences and having direct customer meetings focusing on large potential markets. As a result of this effort Wavetrain is now in direct dialogue with several countries such as Australia and Canada and its infrastructure owners about trial and local type approval
- Irish Rail has identified a trial site for Wavetrain and is now working with national regulators to determine the path of the type approval process
- Net cash contribution in 2024 of NOK 44.4 million (equity NOK 31 mill, conv. loan NOK 10.0 mill)





# NTG | Nordic Technology Group

## KEY HIGHLIGHTS

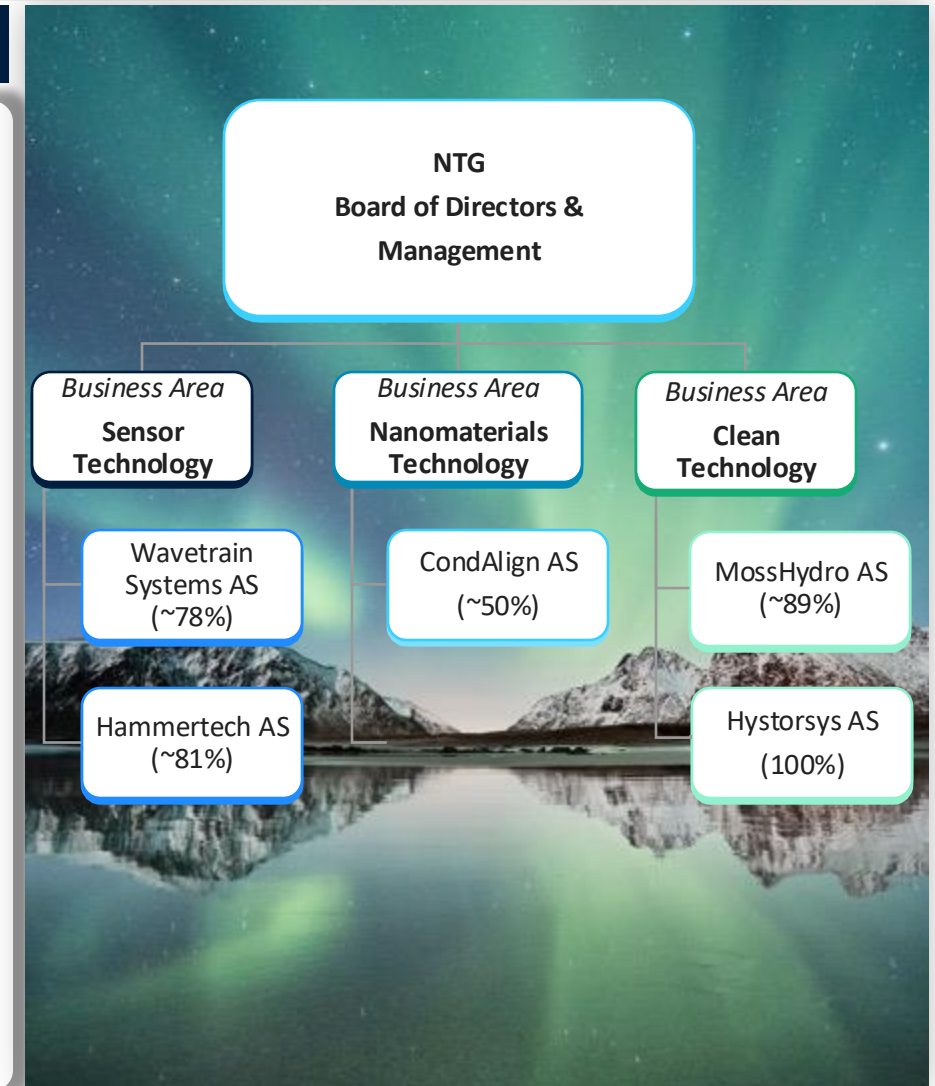
### Group companies

#### CondAlign AS

- CondAlign has launched multiple commercial products, including E-Align100, E-Align25, and E-Align100TR, and has engaged in several ongoing design-in and piloting processes
- CondAlign has established strong relationships with major international clients and is positioned for pilot series and high-volume orders
- CondAlign has approached potential strategic partners. The development is positive, and further progress is still contingent to internal processes and board/management decisions with the different candidates
- Net cash contribution in 2024 of NOK 51,4 million (equity NOK 20,8 mill, conv. loan NOK 10.4 mill), plus NOK 9.6 millions convertible loan in February 2025)

#### MossHydro AS

- MossHydro increased revenues from NOK 20.0 million in 2023 to NOK 26,3 million in 2024 with profitability
- MossHydro secures 2 purchase orders totaling NOK 5.7 million for delivery of circulation filter for wellboats
- Continuing process regarding sale of MossHydro AS (incl. Hystorsys AS) to Asian industrial company



# NTG | Share price vs Valuations

Nordic Technology Group AS					
No of shares issued 70 920 680					
	NTG % ownership	NTG Current book value 25.02.25	Adjusted 100% value based on NTG book value	100% Company valuation	NTG estimated value 25.02.25
Company					
Wavetrain Systems	77,7 %	261 540 000	336 602 317	477 399 000	350 501 908
Hammertech	80,7 %	215 374 000	266 882 280	413 014 000	327 975 468
Hystorsys	100,0 %	10 000 000	10 000 000	10 000 000	10 000 000
MossHydro	89,9 %	52 838 000	58 774 194	35 000 000	31 465 000
CondAlign	50,1 %	16 000 000	31 961 646	75 000 000	16 000 000
NTG CA-CL	100,0 %	4 290 000	4 290 000	4 290 000	4 290 000
Sum NOK		560 042 000	708 510 436	1 014 703 000	740 232 376
Sum NOK per NTG share		7,90			10,44
Current share price 15.02.2023	NOK	0,8		NOK	0,8
Discount compared to estimated NTG value per share		-90%			-92%

## Comments

- Book value includes NTG outstanding loans

# Nordic Technology Group

NTG group presentations:

Hammertech AS

Wavetrain Systems AS

CondAlign AS

28 February 2025



# Company Status Update NTG Board Meeting

February 28th, 2025



**Confidential**



# Hammertech AquaField

## Groundbreaking Multiphase metering – Oil & Gas



**HAMMERTECH**

# Hammertech AquaField™ – Value Proposition

Enhanced recovery, Production Optimization, Digitalization & CO2 reduction

## AQUAFIELD™ PER WELL



Online, continuous and  
real time monitoring of  
individual wells

## DIGITALIZATION



Supports remote well and reservoir management through  
real time transmittal of data from individual wells.

## OPEX AND CO2 REDUCTION



Remove need for traditional and  
periodic individual testing of wells by  
use of test separator and enable  
continuous production optimization:

- cost reduction
- no emissions
- enhance recovery

**Hammertech's AquaField – Simplifying Complexity – Innovation in Flow**



# Hammertech AquaField™ – Competitive Advantages

- Low cost USD ~50 000 pr. unit
- Easy setup, high reliability, self-calibrating
- PVT (Pressure, Volume, Temperature) independent  
Accurate measurements without reliance on PVT properties
- Easy physical installation
- Small size, low weight
- Enabling digitalization
- Non – radioactive
- Enhanced recovery rate and reduced CO2 footprint  
in the production phase



**AquaField™**  
Multiphase Fraction &  
Salinity Meter

# Environmental Benefits


## GHG (CO<sub>2</sub> & CH<sub>4</sub>) Emission Reduction

- **Reduced CO<sub>2</sub> & CH<sub>4</sub> emissions from mobile well testing**, eliminating:
  - Trucks / vessels (CO<sub>2</sub>) used to transport mobile well systems
  - Generators (CO<sub>2</sub>) to power systems
  - Flaring of gas (CH<sub>4</sub>) from test separators
- **Reduced CO<sub>2</sub> emissions from sampling**, eliminating:
  - **Vehicles / vessels** used to transport personnel to do sampling
- **Reduced water production** → Reduced water treatment → reduced water disposal → reduced energy consumption → **reduced CO<sub>2</sub> footprint**
- **HSE**
  - Less personnel in hazardous areas
  - Eliminate environment contamination during sampling and mobile well testing



# Large addressable market

AquaField is the first-choice for more than 250,000 on-shore wells<sup>1</sup>

	Total potential market	Target market	Core market
			
Market Size	<ul style="list-style-type: none"> <li>• 84 USDbn</li> </ul>	<ul style="list-style-type: none"> <li>• 18 USDbn</li> <li>• AquaField assumed to be most applicable</li> </ul>	<ul style="list-style-type: none"> <li>• 10 USDbn</li> <li>• AquaField assumed to be most applicable and likely to be implemented</li> </ul>
Market Drivers	<ul style="list-style-type: none"> <li>• 2.1 million total wells</li> </ul>	<ul style="list-style-type: none"> <li>• 450,000 wells</li> </ul>	<ul style="list-style-type: none"> <li>• 251,000 wells</li> </ul>
End Client Examples <i>(non-exhaustive)</i>	<ul style="list-style-type: none"> <li>• All well-operating E&amp;P-companies</li> </ul>	<ul style="list-style-type: none"> <li>• Saudi-Aramco, Petrobras, ExxonMobil, ADNOC, PDO, Majors</li> <li>• Anadarko, Apache, EOG, Pioneer, Devon, XTO, Qatar Petroleum, Occidental, Equinor, ENI, Hilcorp, Bapetco, Norpetco, Qarun, Agiba,</li> </ul>	<ul style="list-style-type: none"> <li>• Saudi-Aramco, KOC, ADNOC, PDO, Petrobras, ExxonMobil, Majors</li> <li>• Anadarko, Apache, Equinor, Petrobrel, Qatar Petroleum, ENI, Qatar Petroleum, Occidenta</li> </ul>

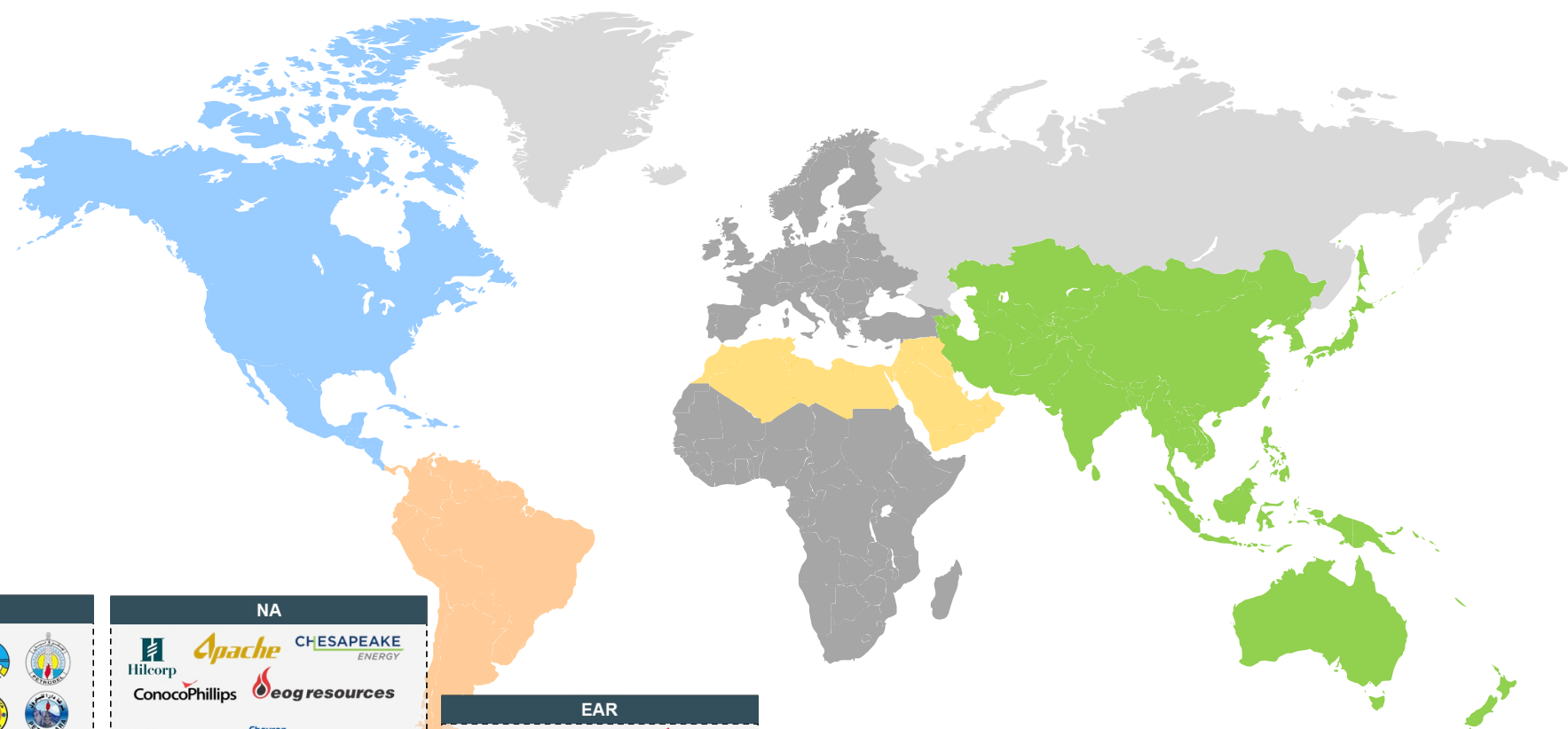
2025 prediction

Producing wells	1 610 000
New wells (-->2025)	510 000
<b>Total potential market</b>	<b>2 120 000</b>
Retrofit new gas wells	-107 000
Retrofit subsea	-6 000
Retrofit GoM	-16 000
Older onshore wells*	-1 345 000
Unconv. (Xtra HO, OS)	-201 000
<b>Target market</b>	<b>445 000</b>
Retrofit offshore*	-51 000
Reluctance smaller Ops*	-143 000
<b>Core market</b>	<b>251 000</b>

<sup>1</sup>) Rystad Energy Commercial due diligence report

Estimated market size of 84 USDbn, with a core market of 10 USDbn

# Hammertech current Global Client Interaction



**MENA**

Logos of client companies in the Middle East and North Africa region, including TATWEER PETROLEUM, PETROGAS, QARUN, and others.

**NA**

Logos of client companies in North America, including Apache, Chesapeake Energy, EOG Resources, and others.

**EAR**

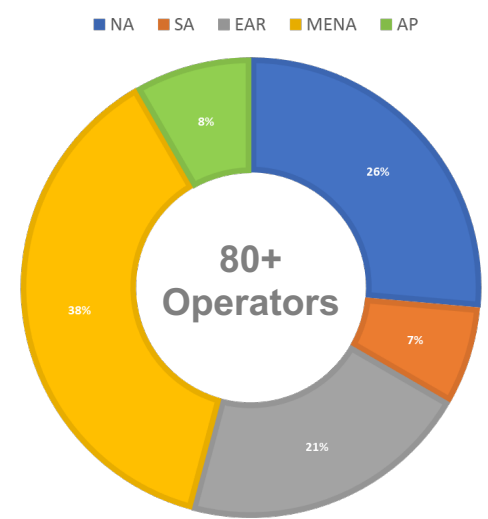
Logos of client companies in Europe, Africa, and Russia, including AkerBP, Equinor, Eni, and others.

**SA**

Logos of client companies in South America, including Petrobras, Pluspetrol, and others.

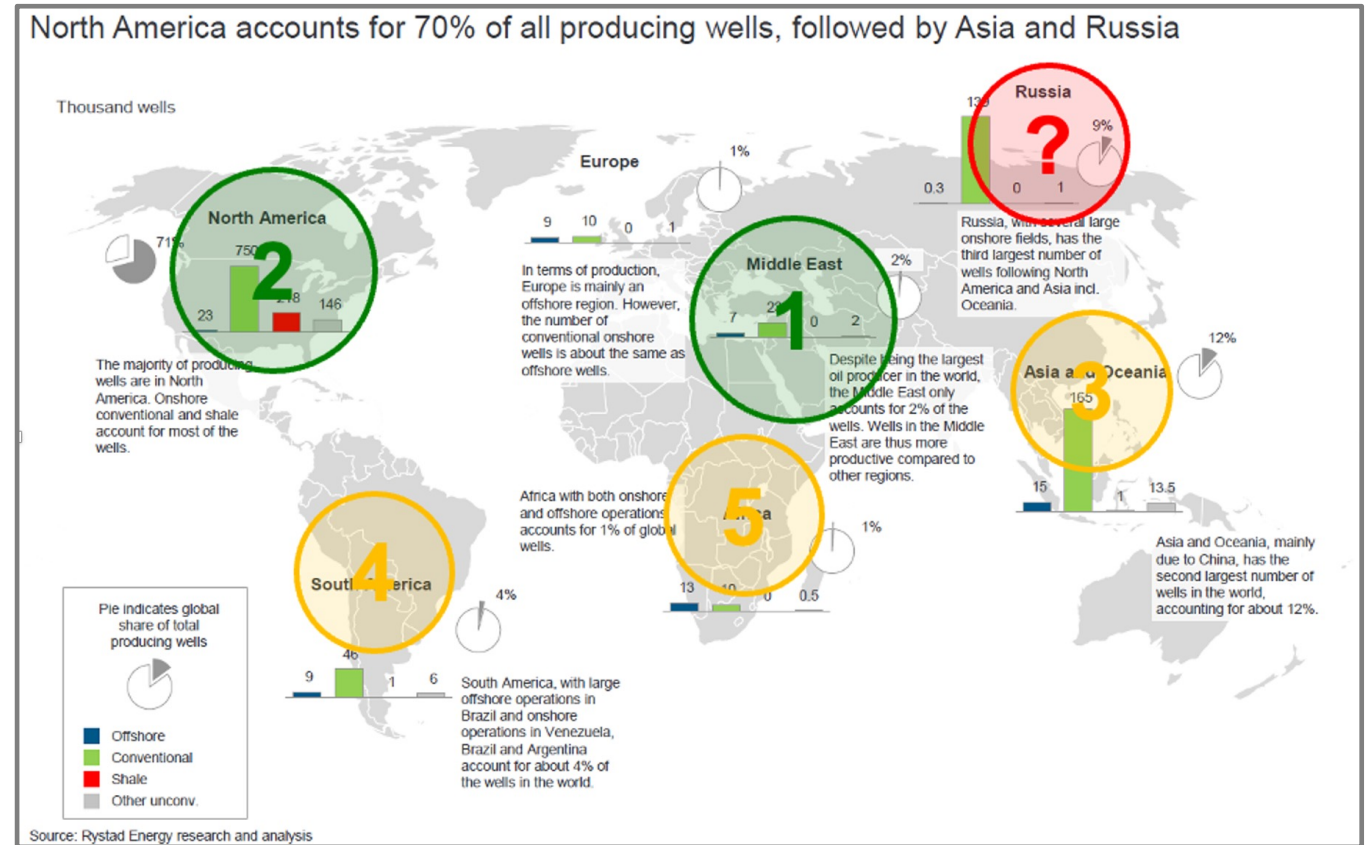
**AP**

Logos of client companies in Asia Pacific, including MOECO, Cairn, ONGC, and others.



# Focused Geomarkets

- Rystad report pinpoints the 4 most valuable geo-markets for AquaField:
  - North America (NA)
  - The Middle east
  - China
  - Russia
- Hammertech has decided to focus on North America and the Middle east.
- Main differentiators for these markets
  - The North American production is from shale wells
  - The North American market has some large operators combined with a large base of smaller operators
  - The Middle Eastern production is from conventional wells
  - The Middle East market is dominated by few and large operators with huge potential
- These markets require different approaches



# The Middle East

## Approach:

- The customer base consists of very large national corporations, and classical account management and presence is required to win in this market
- Hammertech has established an office in the region (Hammertech MENA DMCC), and the chosen location is Dubai in UAE

## MENA Big 4 currently pursued entry cases:

### 1. Saudi Aramco (Saudi Arabia)

- **Abqaiq** field: approx. **2 500 wells**, expected 5-year penetration **~70%**
- Roll out on all wells as part of Aramco's digital strategy

### 2. ADNOC (UAE)

- Pilot covering 4 main onshore assets: **South East, Bu Hasa, BAB & NEB** covering approx. **1 000 wells**, expected 5-year penetration **~50%** Roll out on all wells as part of ADNOC's digital strategy

### 3. PDO (Oman)

- **Replace** existing non-functional instruments **with AquaField**, expected 5-year penetration **~30%**
- Approx **1 500 units**

### 4. KOC (Kuwait)

- **South Ratqa** field development, expected 5-year penetration **~30%**
- 3 phases, total of approx. **3 000 wells**

Company	Wells	Penetration	AquaFields	USD
Aramco Abqaiq	2 500	70%	1 800	72 000 000
ADNOC SE-BH-BAB-NEB	1 000	50%	500	20 000 000
PDO replacements	1 500	30%	500	20 000 000
KOC South Ratqa	3 000	30%	1 000	40 000 000
<b>MENA Big 4</b>	<b>8 000</b>	<b>45%</b>	<b>3 800</b>	<b>152 000 000</b>



# North America

## Approach:

- The North American market has some large operators combined with a large base of SMB operators. The latter represents the largest near-term opportunity.
- Hammertech has established partnership with two experienced partners in the market to address the SMB customer base, while looking after the large enterprises directly.
- Hammertech will also establish an office in the US later to do account management and partner follow-up in the region.

## North America outlook

### 1. SMB

#### 1. Bakersfield and Permian

Bakersfield will be our entry market to the shale oil domain and will serve as reference as we expand to include other shale oil basins. The Permian basin represents 65% of all onshore wells in the US. Our US partners has established dialogues with several service & operating companies – including EOG, Devon, Summit Oil, and others – regarding AquaField deployment and we have received our first orders from this market for 12 AquaField units, escalating to another 40-80 units in 2025.

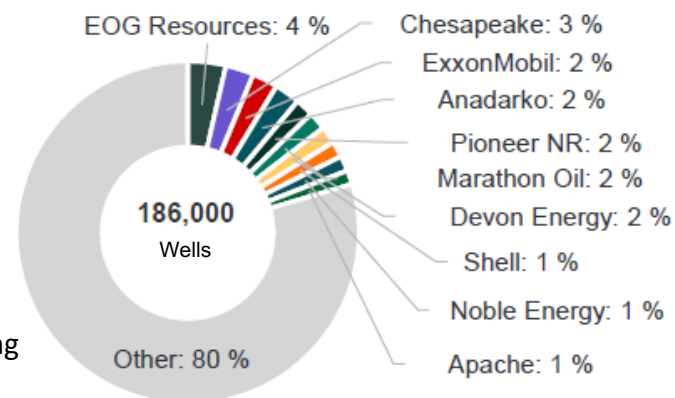
#### 2. Eagleford and Bakken

A successful rollout in Bakersfield and Permian will be followed by pursuits of the Eagleford and Bakken basins contributing to the sales numbers from 2025 onwards.

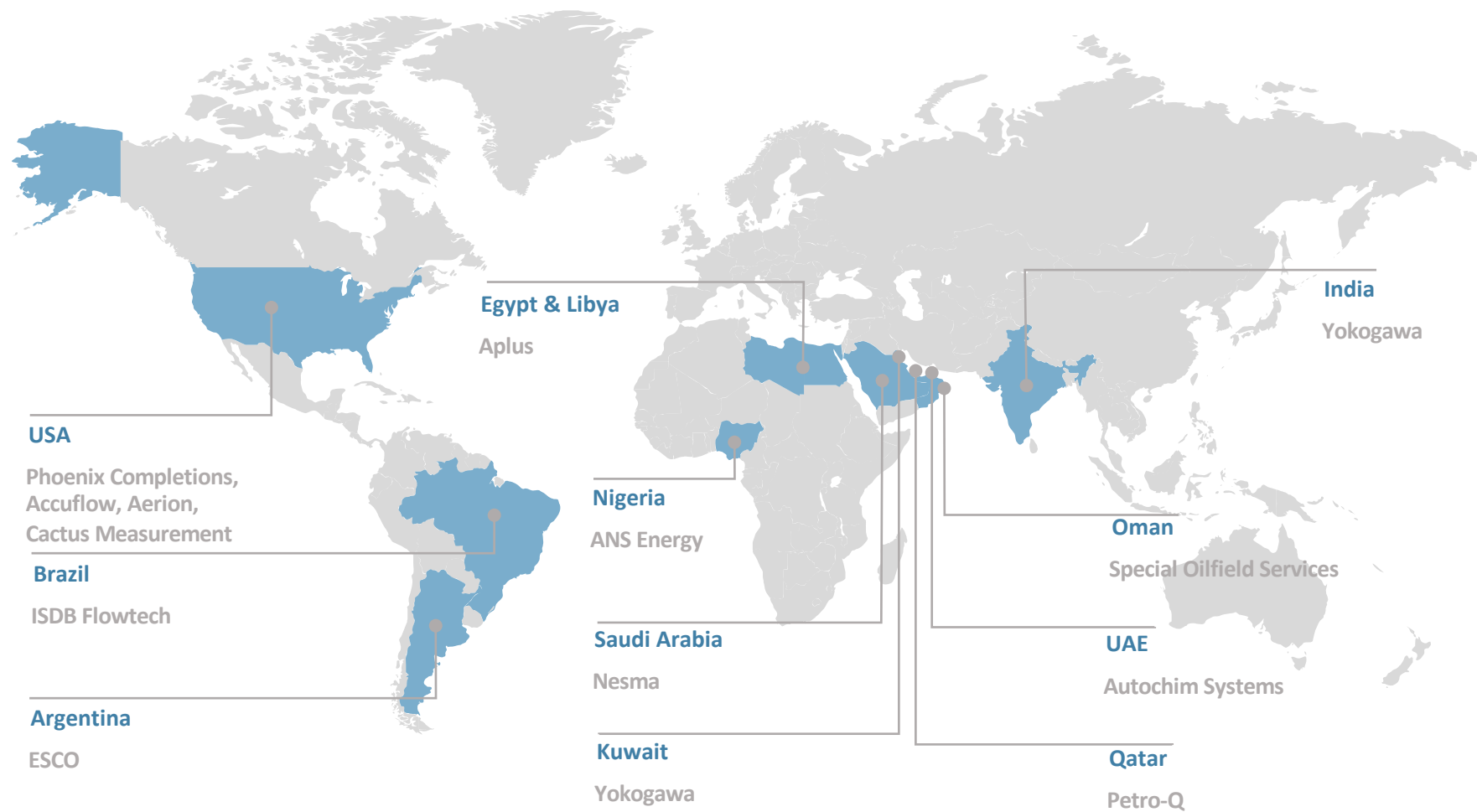
### 2. Large enterprises

Hammertech has established dialogue with several of the large enterprises – including ExxonMobil, Occidental, Chevron, Continental Resources, Shell, ConocoPhillips and others – regarding AquaField deployment. We do believe a successful rollout in the SMB market – addressed through local partners – will serve as a catalyst for business with larger enterprises

## Onshore shale wells by top 10 operators



# Network of Partners Globally



# Hammertech AquaField Product Roadmap

Same technology platform – different applications



Completed



In Progress



Market potential



# A Progress Report on Selected Hammertech Customer Cases



# 1. Saudi Aramco



## Approaching formal 9COM registration

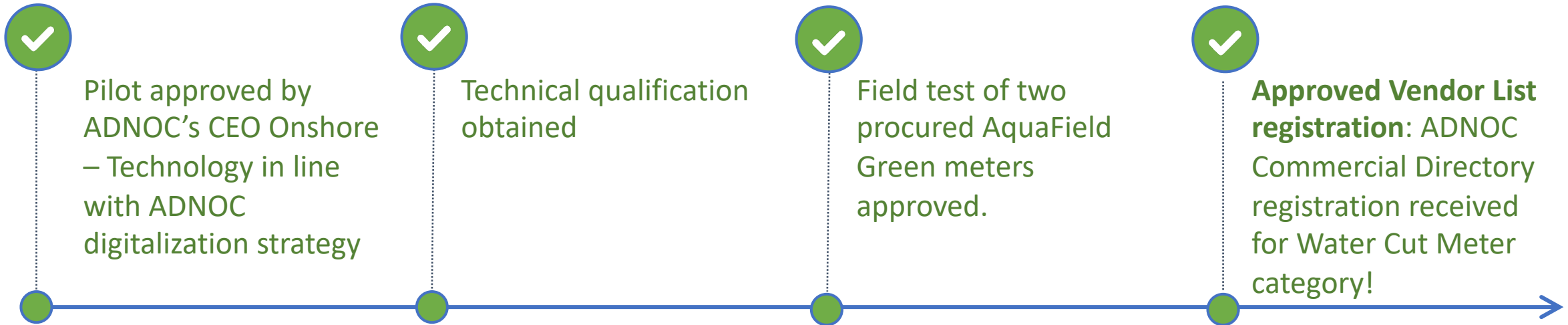


9COM QUALIFICATION  
أرامكو السعودية  
Saudi Aramco



## 2. ADNOC

### Achieved formal ADNOC Commercial Directory registration





### 3. TotalEnergies Qatar | KOC/Yokogawa | PDO

#### TotalEnergies Qatar

Successful extensive field testing of first sold and delivered AquaField Gold, Zone-1 meter.



#### KOC/Yokogawa

Field verification AquaField Green meter installed on South Ratqa field and test is ongoing. Positive remarks from both KOC and Yokogawa.



#### PDO in Oman

Long awaited customer approval for testing AquaField meter given, and test expected to be performed H1 / 2025.



شركة تنمية نفط عُمان  
Petroleum Development Oman

## 5. US: AERION | Cactus Measurement | AccuFlow

### AERION

First AquaField Mud meter delivered, and extensive testing positively concluded.

Will receive order for two more meters by March/25, with a potential for up to 5 more meters in 2025.



### Cactus

#### Measurement

First AquaField Gold meter delivered, and testing is ongoing.

Expect to conclude initial order of 10 meters by March/25 with volume agreement for 30 more meters to be agreed for delivery in 2025.



CACTUS MEASUREMENT

### Accuflow

Accuflow is an O&G multiphase flow measurement manufacturer based on separator systems and sees the potential to combine separation with MPFMs.

First volume agreement received for delivery of 10 meters in 2025.



## 6. US/global: Continental Resources | Chevron | ConocoPhillips

### Continental Resources

Continental Resources is among the top 10 independent oil producers in the U.S. It's the largest producer and leaseholder in the Bakken play (North Dakota and Montana) and also holds major positions in Oklahoma, Wyoming, and Texas.

Continental Resources has invited Hammertech to test its AquaField Gold meter, and test is scheduled to start mid February in North Dakota.



### Chevron

Chevron has invited Hammertech to test its AquaField Gold meter, and test will start in Houston early December. Chevron has recently acquired Hess, and is on the rise both in the US and globally.

First direct potential for AquaField in Nigeria, but also US potential expected to materialize in 2025.



### ConocoPhillips

ConocoPhillips has invited Hammertech to test its AquaField Gold meter along with two other vendors, and test is scheduled for July/25 in the US (location not decided). CoP has recently acquired Marathon and is through this acquisition becoming significantly larger in the US. Given successful test result, there is a direct opportunity for 75 meters in 2026.



## 7. US/global: Baker Hughes | Halliburton

### Baker Hughes

Cooperation with Baker Hughes within the automated drilling domain utilizing our AquaField Mud meters is continuing. Another initiative – utilizing AquaField Gold meters in fields controlled by BH's Leucipa platform has been initiated, and BH is in the process of ordering 3 more meters for test deployment with existing customer in the US.

**Baker Hughes** 

### Halliburton

Long planned field verification test of AquaField to happen with Sonatrach in Algeria. Test meter has been received and installed.

First identified business with Halliburton for 10 meters in 2025 both in the US and globally.

**HALLIBURTON**



# Hammertech Team

# Hammertech Team

The Hammertech Team has extensive industrial experience in **Multiphase Metering**, Research and Development, Fabrication, Testing, Field Installations, Technical Support and Services, Marketing and Sales

Hammertech HQ  
Bergen, Norway

Hammertech HQ



Hammertech  
MENA DMCC



Hammertech MENA DMCC  
Dubai, UAE



400 Years Combined Experience From The E&P Industry





# HAMMERTECH

Innovation in Flow





# Reduce Risks with AI Technology

Patented Solution for Protecting Level Crossings

- > 1 000 000 Level Crossings Around the World
- EURO 50 Billion Market

Investor Presentation | February 2025



# Threat

## Life & Material Risks at Rail Level Crossings



**50%** of Level crossings  
are **unprotected**



**200+** people/year  
**killed** in EU

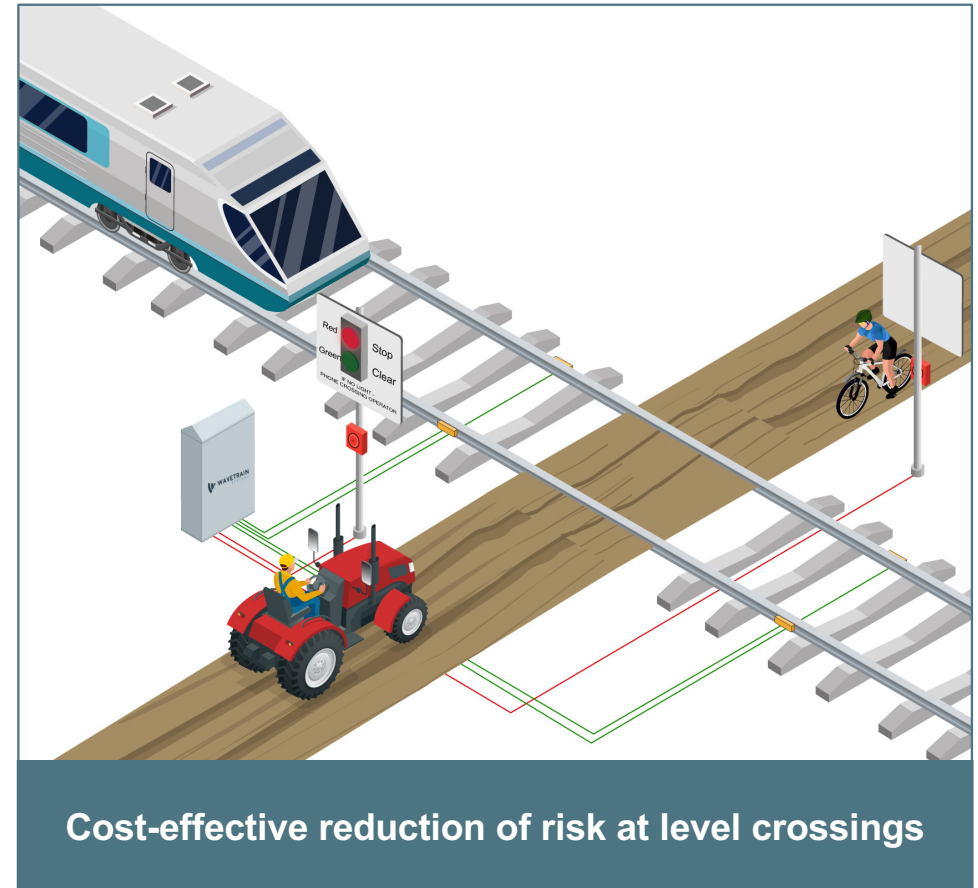


**27%** of EU level crossing  
**accidents** involve  
pedestrians

Source: [https://unece.org/sites/default/files/2022-02/S2.5%20GPotenza\\_Level%20crossing%20safety\\_Danube%20Region\\_ERA.pdf](https://unece.org/sites/default/files/2022-02/S2.5%20GPotenza_Level%20crossing%20safety_Danube%20Region_ERA.pdf)

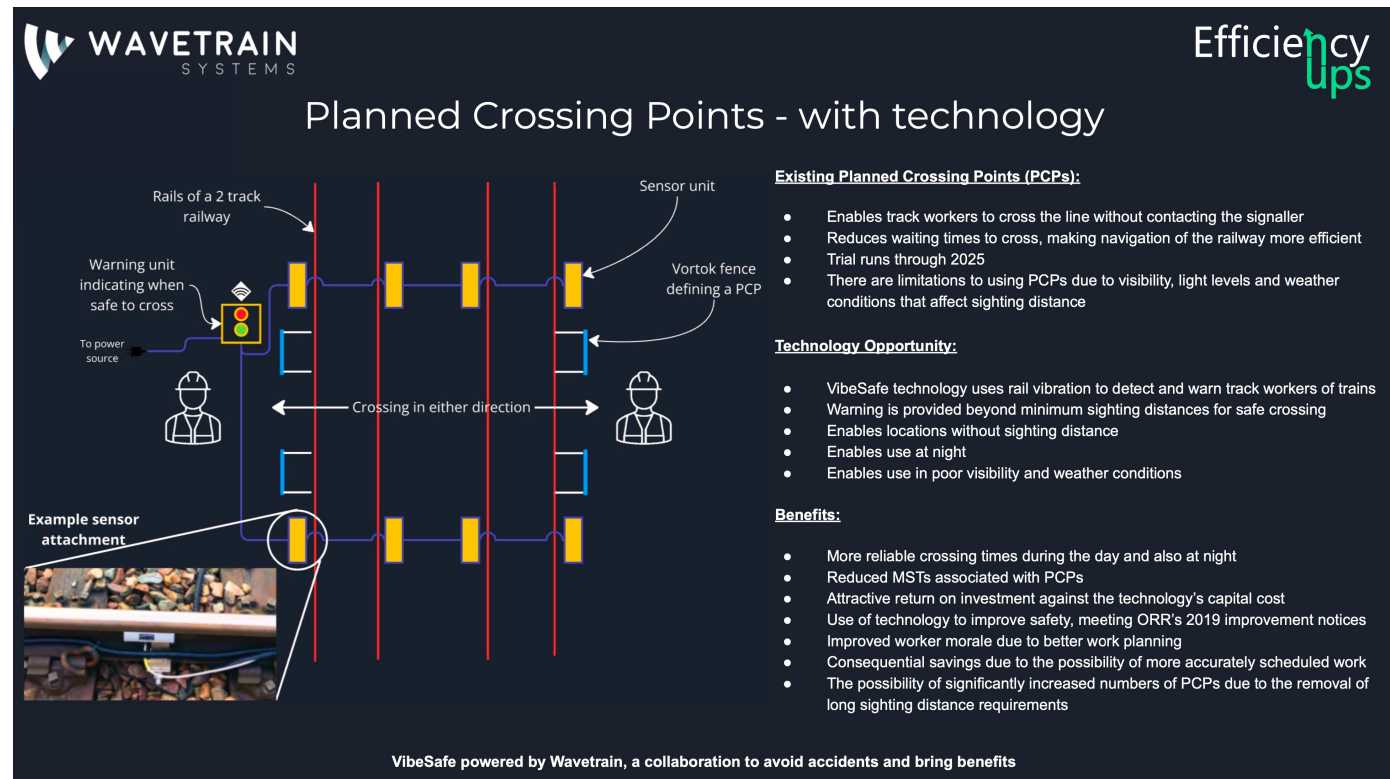
# Product & Application – Level Crossing Warning System (LCWS)

- System to detect trains through sound interpretation of acoustic signature in the rail
  - Four sensors for a single track, eight sensors for double track
  - Connected to a single control unit with advanced and proprietary software
  - Output drives warning measures (lights, sounders and barriers)
- CENELEC SIL2 certified (EN 50126, EN 50128, EN 50129)
- IEC 51608 certified
- Patented in more than 20 countries



# Product & Application – Track Workers Safety powered by Wavetrain LCWS

- Expand use of LCWS for Track Workers Safety and temporary crossings
- Unique opportunity to expand market for the LCWS
- Currently there are no viable technology solutions
- Partnership with UK based company to target this market



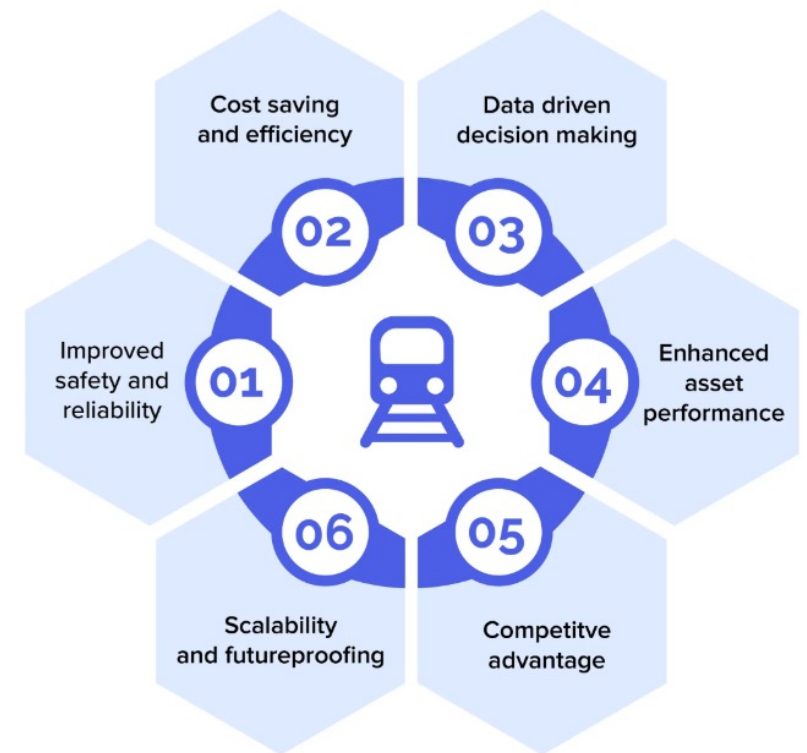


# Applying AI - Machine Learning on Wavetrain's unique data library enables further product development

- Based on Wavetrain's unique library of more than 1.3 million recordings (and growing) of train passings, new algorithms are developed and validated
- Recognizing customers' desire to fine-tune warning and strike-out times Wavetrain has developed a game-changing algorithm to analyze audio spectrum of approaching trains
- Level crossings is the first step and being commercialized in 2025. Other potential areas include;
  - Broken rail detection

Broken rails pose significant challenges in the railway industry, impacting safety, operations, and maintenance. Massive challenge in e.g. Australia
  - Condition-based monitoring

Damages to trains, e.g. flat wheels, represent a significant challenge in the railway industry due to their impact on safety, predictive maintenance, and operational efficiency





# Business Model

In-house development  
of core safety applications  
for the railway market

Selling train detection  
systems for level  
crossings, SW & HW

Manufacturing and  
assembly using  
certified suppliers

Local contractors or  
customer to install and  
maintain according to  
local requirements



# Wavetrain Now at an Inflection Point - Commercialization and roll-out in 2025

## R&D and system approval stage

- Proof of concept testing of the technology
- Tested on 4 continents, with all different types of rolling stock
- The leading railway nation (UK) engaged in testing and approval of technology

## System approval finalization

- Close partnership with Network Rail (UK) to perfect the technology and achieve required approvals and certifications
- Expect complete system approval from Network Rail (UK) in 1H 2025
- Strong demand from Network Rail (UK) routes

## Commercialization and roll-out

- Ramping up operational capabilities and capacity
- Initiate industrialized production
- Secure contracts and sales

2018 2019 2020 2021 2022 2023 2024 2025 2026 2027 2028

# Massive Addressable Market

Potential market is literally any country operating railroads



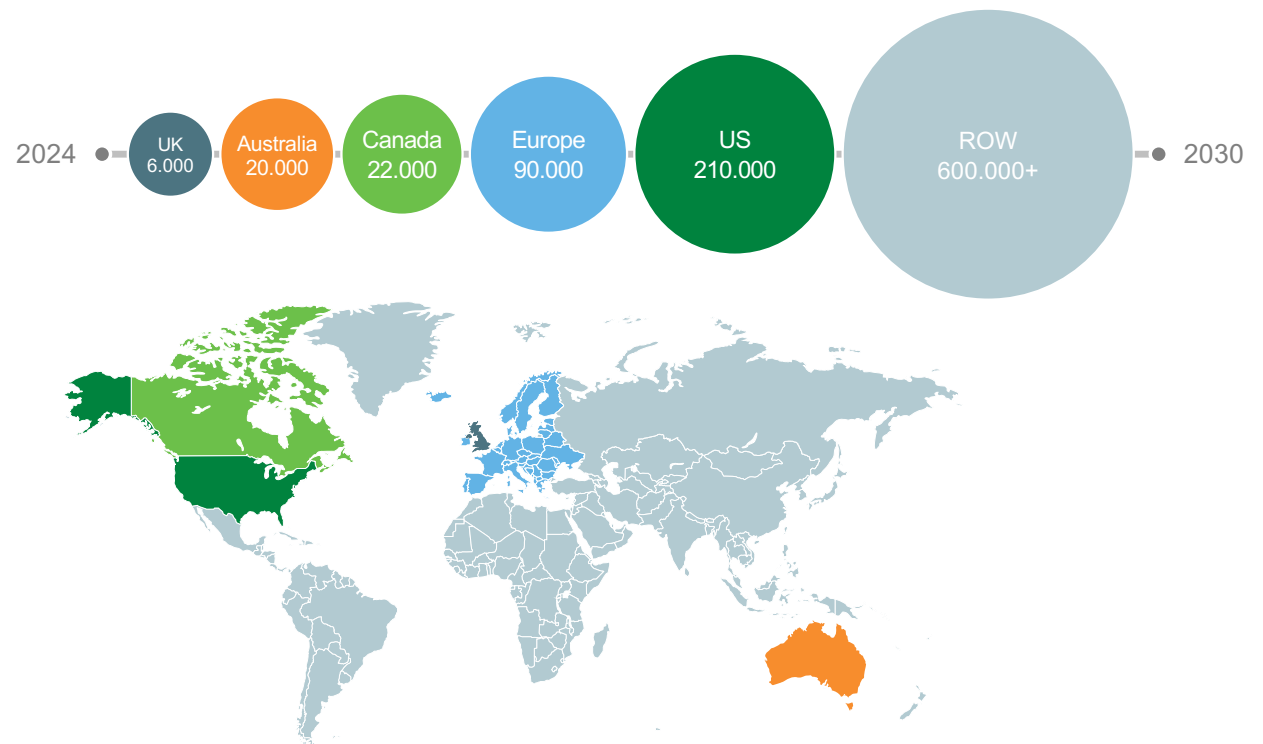
> **1 000 000** level crossings world-wide



Euro **50 billion**



Only CENELEC **SIL2 Certified** supplier



Source: Management analysis and management estimates





# Competitive Advantages

- Unique AI technology platform - data from 1.3m train passings
- Only CENELEC SIL2 Certified supplier of level crossing protection world-wide, which is a requirement in major markets
  - No known competitors at this certification level
- Significantly faster installation compared to competitors
  - Man-hours, no service interruption, low environmental footprint
- Significantly lower life cycle cost compared to competition
  - Cost advantage with fast installation and no maintenance
  - Autonomous, no integration with costly signaling system
- Type Approved (detection unit) for UK in 2022, operational system ready for rollout in the UK Q2 2025
- Type Approval from the UK to be cross accepted in other markets
  - Reduces time to market significantly

# Management Team



**Pål Bratlie**

CEO

**John Raaum**

Secondment from BoD

**Asle Vaskinn**

PhD Quantum  
Electrodynamics



**Erling Thiis**

CFO



**Per Mörlin**

CSO



**Ørjan Sommerseth**

DOD



**Karita Tjøstelsdatter Krogsrud**

CDO



Headquarters -  
Lysaker, Norway



Subsidiaries -  
UK & Australia



16 FTEs &  
Consultants



### **Disclaimer**

This document is not a replacement for a full review of the company's books, documents, certificates or accounts and is not a comprehensive review of the company's business. The document is solely made for the purpose of presenting the business plan.

Further, document is not, and should not be relied upon as, a legal opinion in relation to any matter referred to in it. This document is confidential and is privileged and otherwise protected by law as business secrets.





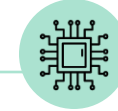
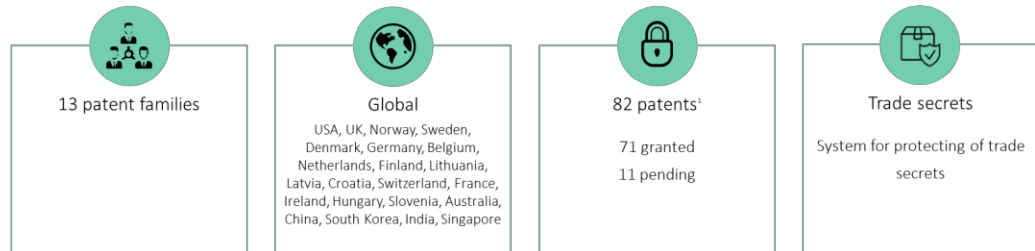
**Company introduction**

February 28<sup>th</sup> 2025

# This is CondAlign

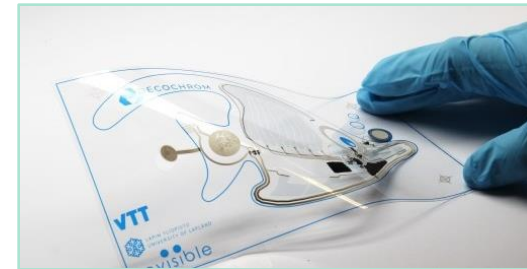
- Norwegian deep tech company with HQ in Oslo
- Groundbreaking technology, based on basic research at Institute for Energy Technology (IFE) at Kjeller, Norway
- Scalable and capital light business model with both product sales and technology licensing
- 22 highly skilled employees with strong business track record

## Strong IPR and trade secrets secure freedom to operate



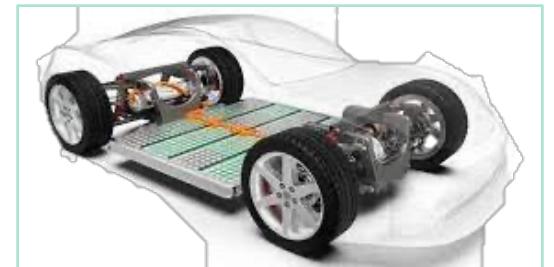
### Electric conductive films "E-Align"

Revolutionizing how electronics are assembled



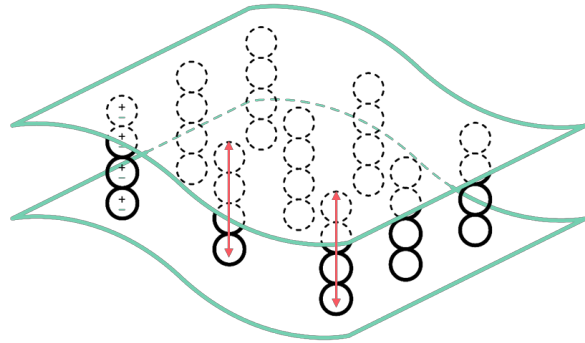
### Thermal Interface materials "TIM"

Radically improving the cost efficiency of thermal materials



# One technology

## Technology principle



Particles are arranged to obtain unique capabilities...

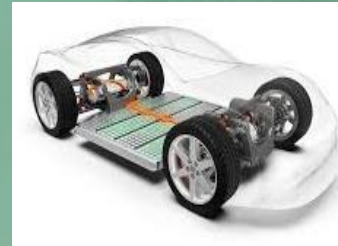
## Production principle



...with a process that is designed for large scale industrial manufacturing

# Multiple applications

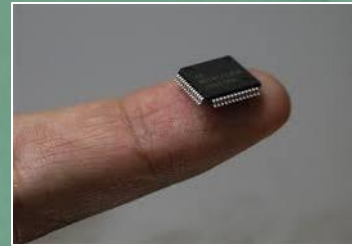
EV Power train



Flexible electronics



Microchip



RFID



Thermal management



Display



Smart label



LED



In-mold electronics





# Competitive advantages – CondAlign Products

## Reduces use of materials significantly

70% fewer particles required to achieve same thermal conductivity

## Better mechanical properties

CondAlign TIM have significantly better material properties due to lower particle loading

## Weight reduction

Significantly reducing weight of materials compared to traditional TIM materials

## Reducing Cost of Goods Sold

Production costs significantly reduced due more efficient use of costly particles and cost efficient R2R manufacturing

## Reducing assembly costs for end user

Reducing processing steps in assembly – no heat and no high pressure steps

## Connecting new materials

Enabling connection of sensitive materials by allowing for assembly that require no heat and no pressure<sup>3</sup>

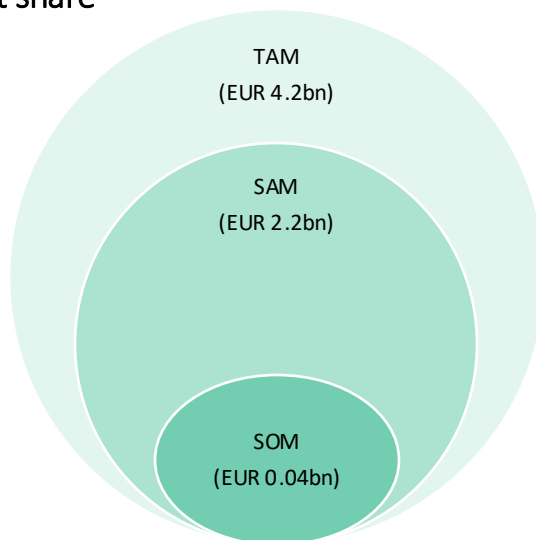
## Cost efficient scaling

Manufacturing process is easily integrated into existing R2R coating lines

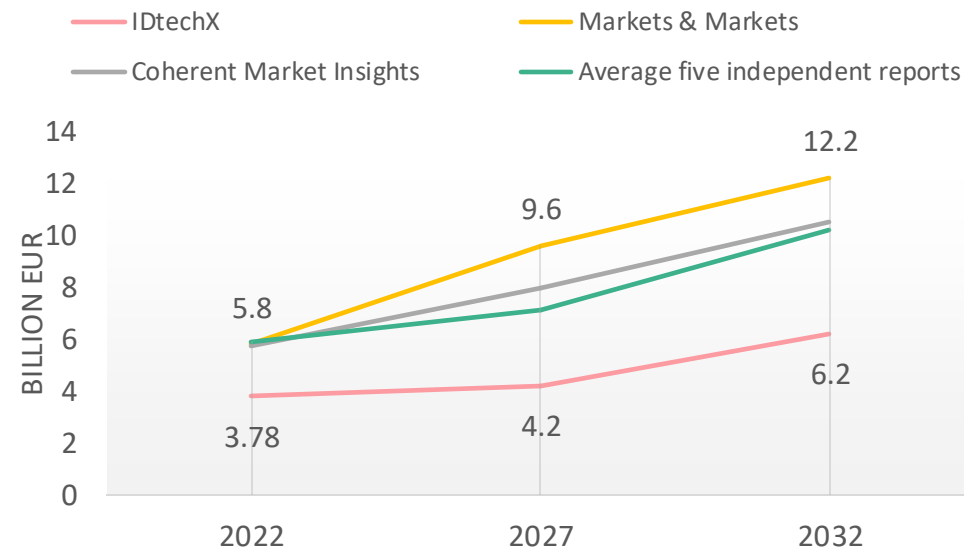


# Growing Markets for Electric and thermal Conductive materials

1. Conductive polymers market estimated to grow at a CAGR of 8-10 % in the period from 2022-2032.
2. Estimated market size 2032: TAM (2032) > EUR 6.2bn
3. CondAlign is offering a high value E-Align and Thermal Interface Material with solid profit margin:
  - Sales price : 30 - 125 EUR/m2
  - Solid margins: 50%-70%
4. CondAlign standalone case target a revenue of EUR 27m in 2027 representing less than 1% market share



Conductive Polymers market



# Strong commercial traction continues







Global leads distribution



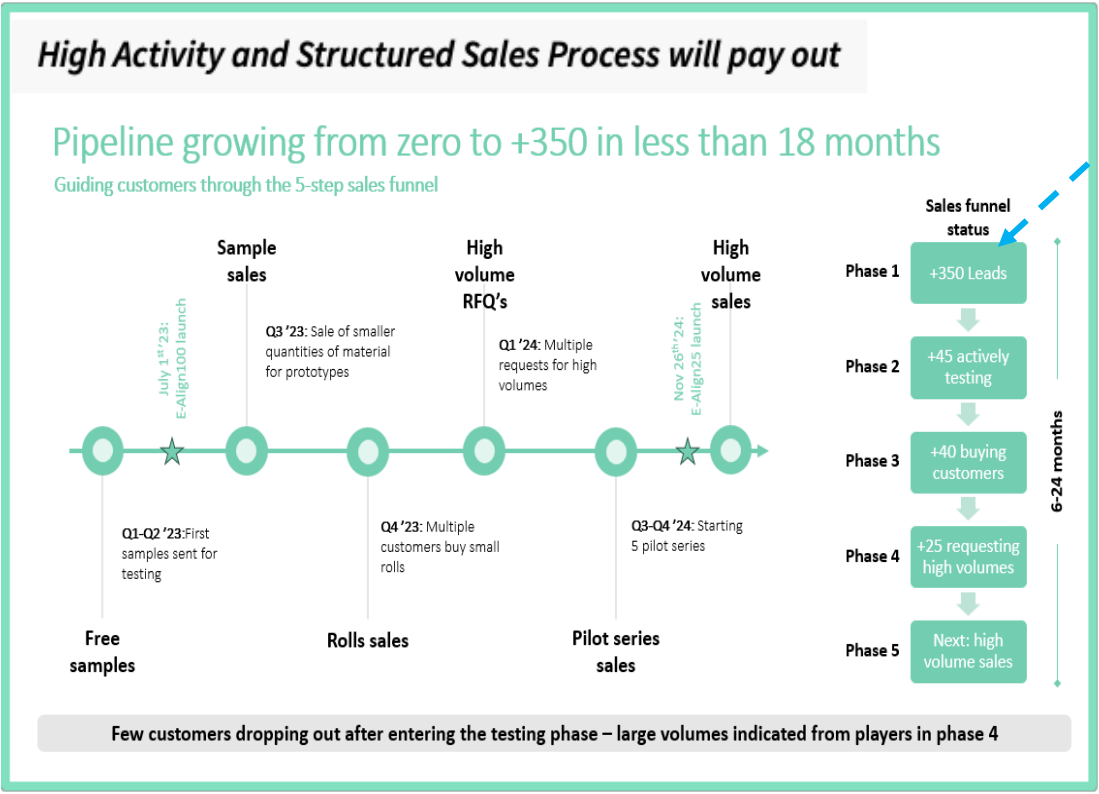
Testing to purchase conversion strong



# Targeting growing markets – focus on repetitive use cases

	<div>Smart Labels <i>Printed battery market</i></div> <div></div>	<div>Display/Photovoltaic <i>Included in future IOT</i></div> <div></div>	<div>Medical patches <i>Strong growth driven by Med. tech</i></div> <div></div>	<div>Smartcard <i>New functionality and cost savings</i></div> <div></div>	<div>Thermal transfer tape <i>Performance and cost savings</i></div> <div></div>	<div>Electronics <i>Performance and cost savings</i></div> <div></div>
Pilots in progress	2 clients	2 clients	2 clients	1 client	1 client	1 client
# of clients qualifying/scaling	+30	+15	+15	+5	+10	+15
Large volume clients in testing	+10 multi billion clients in Testing and Qualification					

# Maturing customer leads through a disciplined and structured process



Name	Email	Phone	Status
John Doe	john.doe@example.com	123-456-7890	Active
Jane Smith	jane.smith@example.com	987-654-3210	Lead
Bob Johnson	bob.johnson@example.com	555-111-2222	Lead
Alice Brown	alice.brown@example.com	444-333-2222	Lead
Charlie Davis	charlie.davis@example.com	333-222-1111	Lead
Diana Prince	diana.prince@example.com	222-111-0000	Lead
Frank Miller	frank.miller@example.com	111-000-9999	Lead
Grace Lee	grace.lee@example.com	000-999-8888	Lead
Henry Wilson	henry.wilson@example.com	999-888-7777	Lead
Ivy Clark	ivy.clark@example.com	888-777-6666	Lead
Jack Adams	jack.adams@example.com	777-666-5555	Lead
Karen White	karen.white@example.com	666-555-4444	Lead
Leo Green	leo.green@example.com	555-444-3333	Lead
Mia Black	mia.black@example.com	444-333-2222	Lead
Noah Gray	noah.gray@example.com	333-222-1111	Lead
Olivia Blue	olivia.blue@example.com	222-111-0000	Lead
Peter Red	peter.red@example.com	111-000-9999	Lead
Quinn Yellow	quinn.yellow@example.com	000-999-8888	Lead
Rachel Purple	rachel.purple@example.com	999-888-7777	Lead
Sam Brown	sam.brown@example.com	888-777-6666	Lead
Tina Green	tina.green@example.com	777-666-5555	Lead
Uma White	uma.white@example.com	666-555-4444	Lead
Victor Black	victor.black@example.com	555-444-3333	Lead
Wendy Gray	wendy.gray@example.com	444-333-2222	Lead
Xavier Blue	xavier.blue@example.com	333-222-1111	Lead
Yara Red	yara.red@example.com	222-111-0000	Lead
Zoe Yellow	zoe.yellow@example.com	111-000-9999	Lead

Prioritized companies

Priority	Company	Product	Status
1	Company A	Product X	Active
2	Company B	Product Y	Lead
3	Company C	Product Z	Lead
4	Company D	Product W	Lead
5	Company E	Product V	Lead
6	Company F	Product U	Lead
7	Company G	Product T	Lead
8	Company H	Product S	Lead
9	Company I	Product R	Lead
10	Company J	Product Q	Lead

Area	Owner	Status	Notes
Area 1	Owner 1	Open	Notes 1
Area 2	Owner 2	Open	Notes 2
Area 3	Owner 3	Open	Notes 3
Area 4	Owner 4	Open	Notes 4
Area 5	Owner 5	Open	Notes 5
Area 6	Owner 6	Open	Notes 6
Area 7	Owner 7	Open	Notes 7
Area 8	Owner 8	Open	Notes 8
Area 9	Owner 9	Open	Notes 9
Area 10	Owner 10	Open	Notes 10

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Area 7	Owner 7	Open	Notes 7
Area 8	Owner 8	Open	Notes 8
Area 9	Owner 9	Open	Notes 9
Area 10	Owner 10	Open	Notes 10

Comprehensive CRM system for Leads follow-up

Prioritization of Leads based on defined set of rules

Systematic follow up of prioritized leads

Materializing budget targets trough close dialogue with clients



# Highly experienced team with a strong track-record

## Management team



**Harald Wahl Breivik**

*CEO*

- 20+ years leadership experience from technology and manufacturing companies
- Previous MD at Presens AS (a Baker Hughes GE Company), Owner and Co-Founder of WellPartner AS,
- MSc in Mech. Engineering from NTNU



**Håvard Lien-Kvareng**

*CFO*

- 10+ years experience from M&A/Corporate Finance, strategy and business development
- Previous Director IB at Handelsbanken Capital Markets, M&A at Telenor ASA
- MSc in Finance & Strategic Mngt from CBS



**Arve Austad**

*CTO*

- 20+ years industrial experience from microelectronics and miniature drones
- Previous Chipcon, Texas Instruments, FLIR and Teledyne
- MSc. in Engineering Cybernetics from NTNU



**Aina Suphellen**

*COO*

- 10+ years experience with T&D, production and supply chain
- Previous GE and REC
- M.Sc. from NTNU in Applied Physics



**Salvatore Micali**

*CCO*

- 15+ years international experience from sales and business development of advanced technologies
- Previous GE, Aker Solutions and Sentech
- MSc. in Electrical Engineering, Catania University – Italy

- Experience from multiple successful start up's
- Strong international experience
- Proven commercial track record
- Comprehensive Industrial experience





CondAlign