

NO MORE LOST LIVES AT SEA

Kapitaldag – Førde

September 2019

BREAKTHROUGH MONITORING SYSTEM



From the Viking Sky emergency evaluation:

“ Forbedringspunkter

.....

- Rutiner for kommunikasjon internt mellom aktørene kunne ha vært bedre, slik at alle var oppdatert på hva som var status i situasjonen til enhver tid.
- **Bedre rutiner for føring og ajourføring av evakuertlister. Dette ble utført manuelt, men var tungvint. En digital løsning nevnes som et bedre alternativ.**
- Det burde ha blitt opprettet et pressesenter. Både for å gi bedre informasjon ut i samfunnet, og for å avlaste innsatslederen. Evalueringen ble gjennomført av Møre og Romsdal politidistrikt i samarbeid med Fræna kommune, fylkesmannen i Møre og Romsdal og andre aktører. ”



Emergencies currently handled by poor manual systems



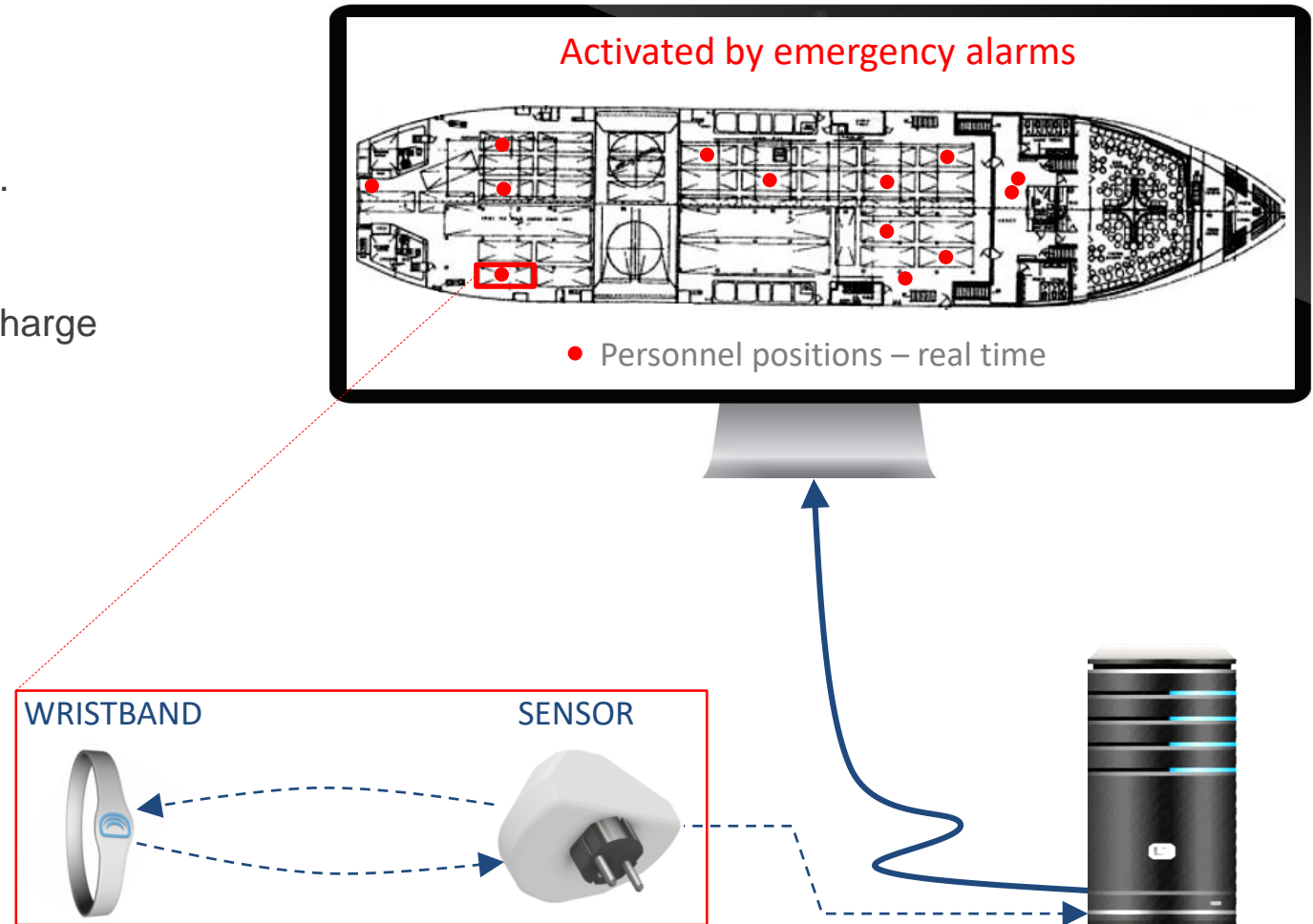
- Due to digital communication challenges in steel environments
 - Time consuming evacuations – difficult to locate missing personnel
 - No Man Over Board detection (MOB)
- Dimeq's founders have solved the technological challenges
 - Ronny Bakke – 12 years on seismic vessels / extensive IT expertise
 - Audun Bakke – 30 years as Captain on cruise / offshore vessels / HSE
 - Lars Johan Frigstad – extensive seismic / man. / fin. / bus. expertise



Real time wireless emergency monitoring system

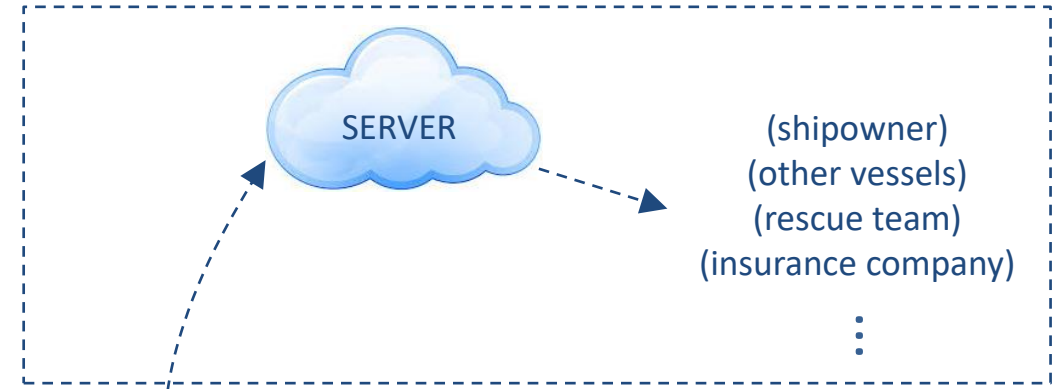


- 1. MOB detection
- 2. Instant POB-, payment- and door key functions...
- 3. Min 6 months battery life time (wristband) – no recharge



Scalable – easy to use – low cost

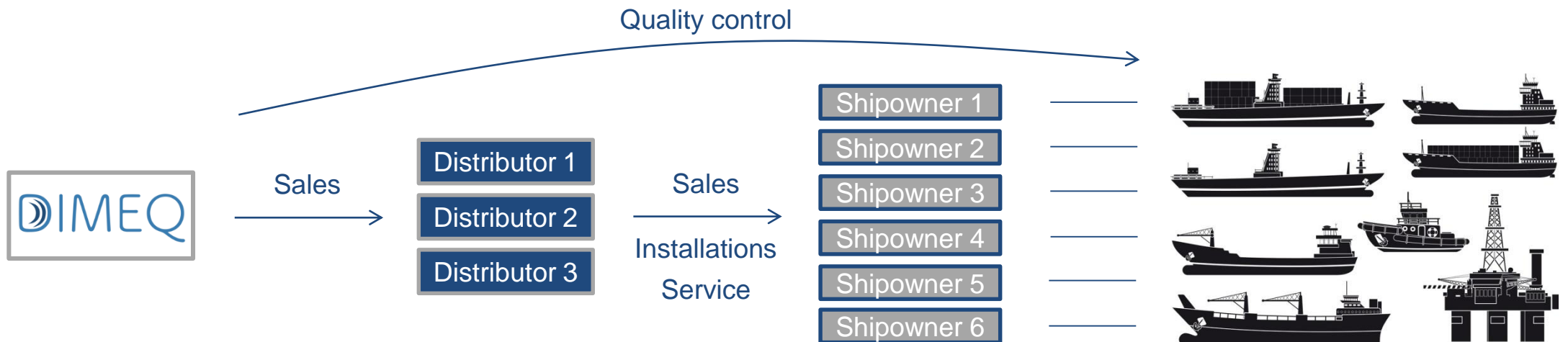
- System handles thousands of users
- The unique data allows valuable analysis



Simple business model – accelerated sales



- Installations – and then recurring license revenues
 - Sales and installations of HW
 - Licensing of SW
 - Maintenance and support
- Global sales distributors – installation & service



Powerful team – to launch Dimeq world wide



- Expertise: – technology – shipping – HSE – legal – startups – financing – listing



COB – Lars Johan Frigstad



BD – Svein-Olav Torø



BD – Thom Erik Borgen



CEO – Ronny Bakke



CTO – Slawek Rudawski



CMO/BD – Audun Bakke

Advisory Board



Roger Honningdal



Martin Holmin



Charlotte Knudsen



Per-Arne Ellefsen



Rune Lanton



Torstein Hernes Dybdahl













Finance Consultant – Per Arne Solberg

Powerful technical team through



- IT consultancy with 1,000 employees – a dedicated team for Dimeq
 - Provides SW development – HW design – HW production

 <p>Jacek Senior System Developer</p>	 <p>Marcelina Firmware / HW Developer</p>
 <p>Jakub Electronics Engineer</p>	 <p>Marcin R&D Specialist</p>
 <p>Szymon SW Developer</p>	 <p>Krzysztof Firmware Developer</p>
 <p>Mateusz Firmware / HW Developer</p>	 <p>Karol Firmware Developer</p>
 <p>Michal SW Developer</p>	 <p>Lucas Business Analyst</p>



Top ranked Web & Software Developers

- Provides SW and HW to European Space Agency (ESA)

Industrial innovation owner



- Extensive range of expertise

Powerful owners:



Comprehensive industrial network through “Kongsberg Klyngen”



First customer



– LOI with PGS



- LOI to provide a system for PGS' fleet with
 - MOB function
 - Cable free technology
 - Battery life time of > 6 months
 - Small user friendly wristbands
 - Low data volume



Close to market



Market launch

Main activities	2016	2017	2018	2019	2020
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Commercial installations

Installation / testing PGS vessel - NOKm 10+ financing - sales expansion

Test prototype on test vessel

HW & SW R&D for prototype new technology

Certain remaining technology R&D / NOKm 12.5 share issue

Innovasjon Norge - Innovation Contract

Specification SW & HW prototype

PoC test M/V Skulebas

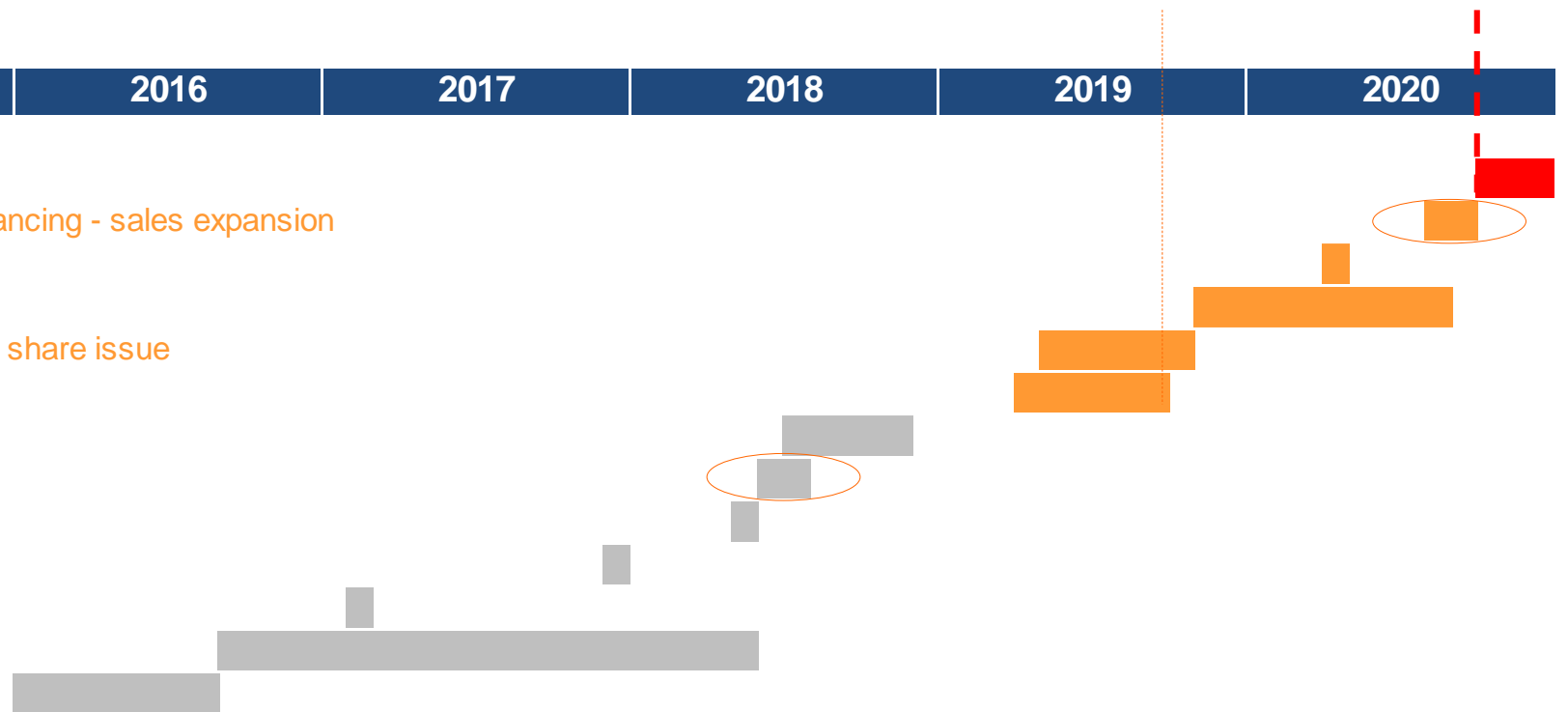
Installation on M/V Skulebas

Innovasjon Norge - Commercialization Grants

Innovasjon Norge - Establishment Grants

HW & SW R&D for PoC

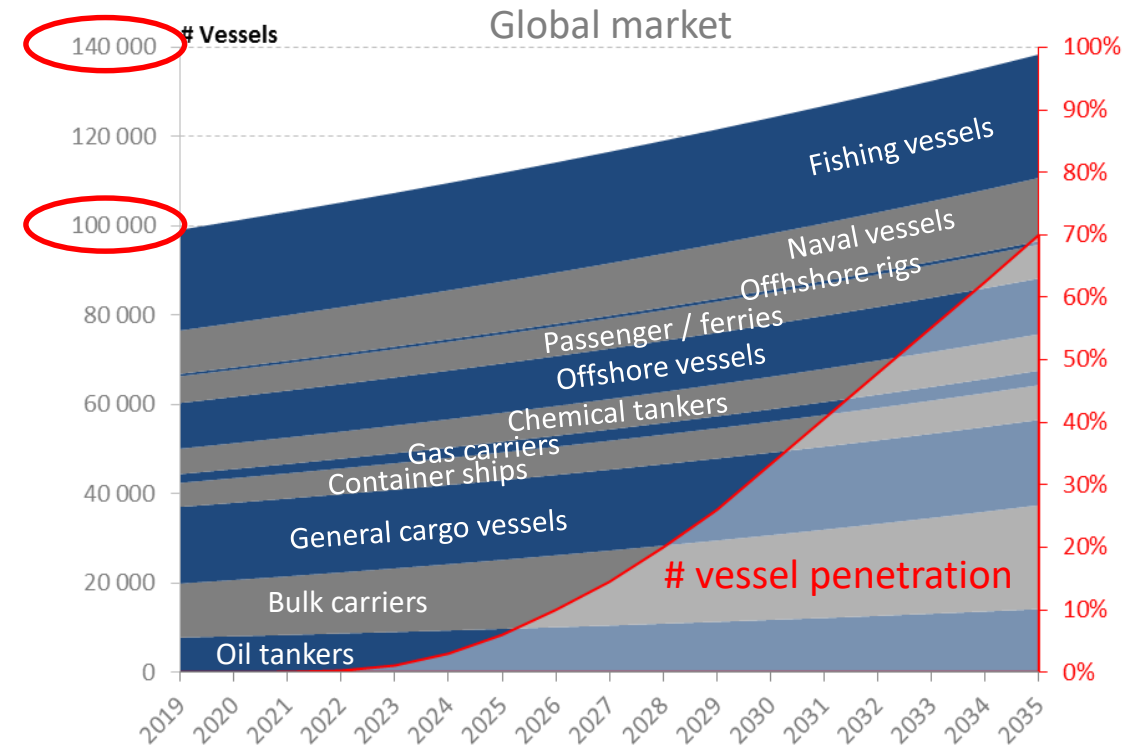
Concept planning



Huge market potential – Blue ocean > 100,000 vessels



- Vessel penetration reaching 70% – fuelled by
 1. Saved lives => huge cost savings
 2. Reduced OPEX
 3. Competitive HSE advantage towards customers (oil co's)
 4. Reduced insurance premiums
 5. Regulatory requirements (authorities / insurance co's / class societies)
 6. Comprehensive digitalization in the maritime industry



We target early break-even and limited future funding



new vessels - 2 25 86 221

- NOKm 3.1 equity funding completed in 2019
- Additional equity funding 2019 NOKm 15
- Estimated funding 2020 NOKm 10+
 - Equity
 - Loans
 - Grants

(NOK 1,000)	2019	2020	2021	2022	2023
Revenues - HW and installations	-	-	54,514	183,333	446,449
Revenues - SW licensing	-	-	23,476	116,160	355,104
Total revenues	-	-	77,990	299,493	801,553
EBITDA	-7,063	-19,963	2,374	41,633	183,985

Near term exit opportunities

- Exit alternatives
 - Listing with spread sales from 2021
 - Industrial take over / merger from 2022
 - Dividend payments from strong CF from 2023



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