



Norway's premiere licensed UAV service provider

Brief company introduction - February 2018

Using **high-end, industrial drones** and **unique technology** Orbiton provides a **real-time assessment of property and valuable infrastructure**. We utilize licensed pilots, sensors, and proprietary backend data handling to provide our customers with deep insight into their properties.

We are currently servicing large customers such as **Statnett, Coca-Cola, Storebrand, and Statens Vegvesen**. The total cash value of our agreements reaches **10M NOK**. We currently have two Flagship Products:

Product 1: Orbitation™

Orbitation™ is a method to assess a building's exterior, find weak areas and identify future repair needs, prolonging the lifespan of roof lining and facade elements. The solution is highly accurate and has set a new standard for property management. It gives the client unique access to valuable insights in cost estimates on future repairs.

Customer Examples:

Orbitation™ was used to inspect a flare stack at a Norwegian oil refinery. As the flame tower does not have to be shut down during the inspection, the refinery saved both time and money as well as not having to expose personnel to dangerous conditions. With pre-analysis of work conditions, detailed data from photos and videos and continuous documentation, the inspection was highly successful.

Statens Vegvesen - Orbiton **will inspect 300 bridges** using drones on a yearly basis in Oslo, Akershus, and Østfold in the period 2015 - 2020. This is the first time Statens Vegvesen implements a systematic use of drones for inspecting their infrastructure - the project represents a groundbreaking and pioneering initiative in Norway.

Product 2: Inspection and Monitoring

Drones provide fast, accurate, and cost-effective (especially when compared to helicopters) surveying of large areas. For all offshore and onshore industries, drones represent a promising substitute for expensive, cumbersome and irregular human inspections.

Customer Example:

Orbiton assists **Lemminkäinen** in gathering precise geo-data from several of their large Norwegian quarries (steinbrudd) - data required by the government. Using drones, we deliver accurate measurements of the amount of material they have extracted, and the amount that has been transported away from the premises.

Team

CEO: Tomas Moss, Former chief of photography at the Headquarters Defense Command Norway

COO: Dan Richard Isdahl-Eng, Former insurance Underwriter, EASA certified pilot and UAV constructor.

CFO: Ola J. Heien, Former shipbroker, and aeronautical instructor.

R&D: Gonzalo Figueroa, Industrial inspector, and thermographer

Flight Operations: Kim Marthinsen, Defense sensory expert and UAV systems architect.

The Market

- Drone services have application across diverse industries for monitoring and inspection. The global drone data service market is expected to reach USD 8.15 billion by 2025, according to a new report by Grand View Research
- Growth is caused by growing need for information in operational and big data analytics. Big data generated by drones is of vital importance in multiple various sectors.
- Drone services have a big influence on the industrial market and will supersede traditional methods in the next 5+ years (cost saving & HSE as main accelerators).
- Regional investment in the sector is increasing

Summary of Competitive Advantages

Orbiton is the dominant private owned drone operator in Norway. Accumulating over 200 flight hours, surveyed in excess of 5 million sq.m. of property. We have a unique patentable solution with high client ROI. Our business model is highly scalable with clear international potential.

12-Month Short Step Plan

We are currently seeking funding of up to 10M NOK to further exploit our market-leading position by expanding our sales team, hence increasing our regional presence and rig our operations for the new EU cross-border legislation, opening the EU/EEC market.

Financial Projections

	2017	2018	2019
Revenues	1.75	7	21
Costs	1.5	5	10
EBITDA	0.25	2	11

(in Million NOK)

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