



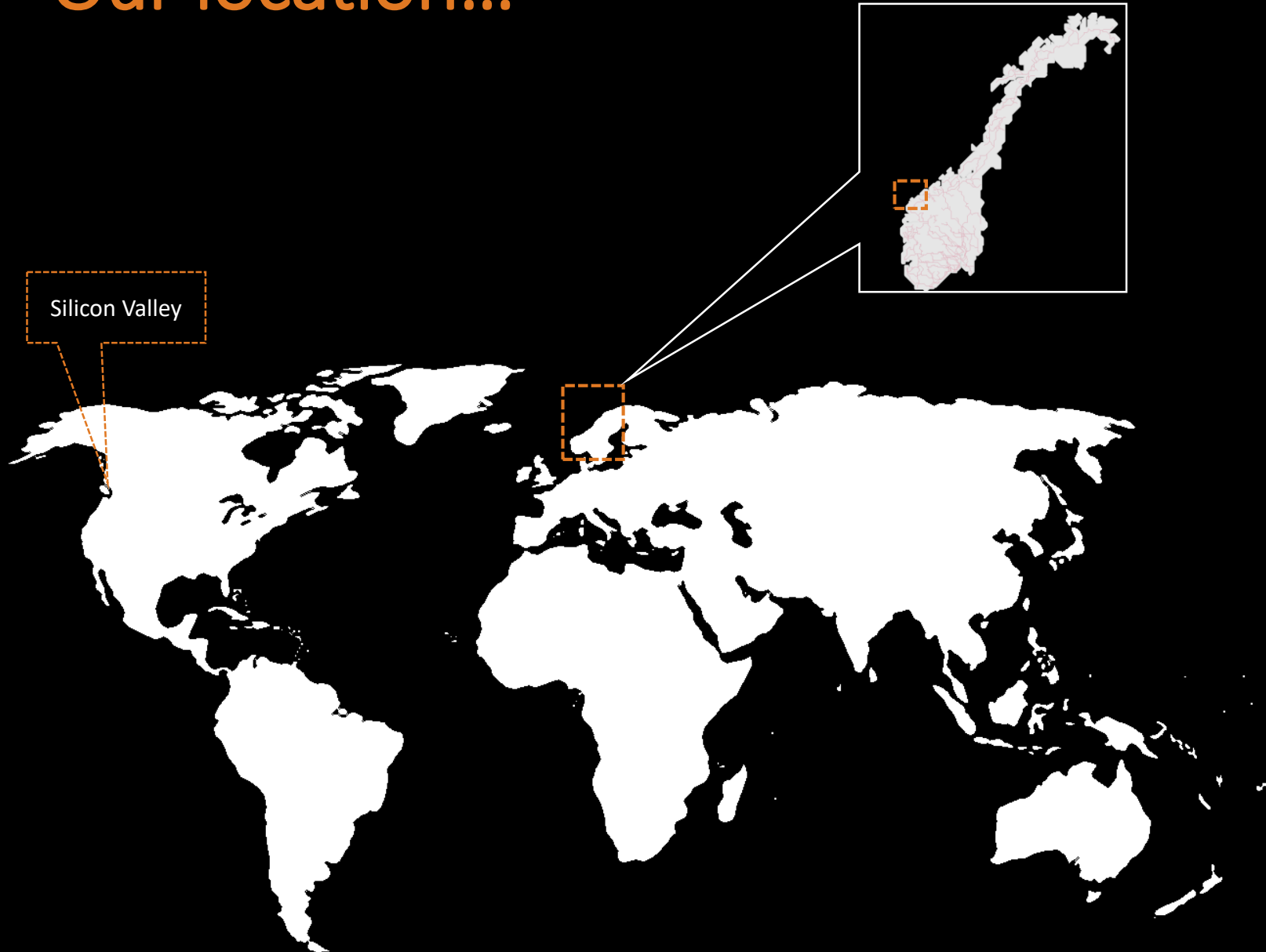
- MY JOURNEY -

BY

-HÅVARD NOTØY-



Our location...



Statement:

This small region on the north west coast in Norway, influences the global maritime industry similar as the Silicon Valley has influenced the global tech industry, for decades.

Fisheries in some of the most harsh environments on the planet, has been the foundation for todays advanced ship designs and equipment's used in the maritime industry world wide today.



F  **STECH**

Fostech Introduction...

- ❑ Fostech AS was established October, 2015 by Founder and CEO Håvard Notøy
- ❑ Håvard Notøy has a strong maritime background from Rolls-Royce Marine and Havyard Group. [Link to Havards LinkedIN profile.](#)
- ❑ Office locations in Fosnavaag and Aalesund
 - ❑ Sales Rep`s in Stavanger and Harstad
- ❑ Among the first in Norway to build on the Microsoft Hololens
- ❑ Turnover 2016/2017: 0,8 Mill NOK – 1,8 Mill NOK
- ❑ 6 full time employees – 4 part time workers – 3 professional board members
- ❑ Currently seeking a capital expansion in the range of 12 million NOK

Our business Idea...

In times where the maritime industry are pushing towards autonomy vessels, and therefore reducing onboard crew presence, the remaining crew need to be able to cover a wider range of equipment. This will require a higher level or a different type of product documentation.

Fostech develops augmented/ mixed reality solutions which adds value for our maritime customers. By adding value we mean improve quality, safety productivity or in any other way improve the customer profit.

Statement:

Current market size for the 2023 VR, AR and MR (global delivery of hardware and software) is in the range of 100-200 bn USD

VR and AR is currently one of the fastest growing industries globally.

Invests billion amounts into new IT investment: "Pokémon technology" is going to revolutionize the work place

After three years of a comprehensive efficiency program, Statoil boss believes his new IT initiative can help the company to become even more efficient, increase security and get more stable production.

[Link to E24 News Article...](#)



Statoil-sjef Eldar Sætre



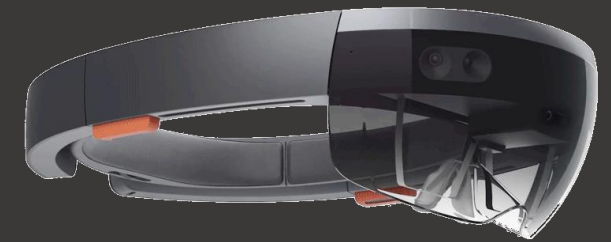
Products & Route to Market...

3 rd Party Products	Customer Projects	Own Products
XXX CAD directly to Hololens	SSS Air Compressors	Fostech RTC Realtime video/audio comm.
YYY Holographic Overlay	NNN Offshore Crane	Fostech Crane EDUCATION Theoretical education
ZZZ Measuring Device	NNHH Propulsion Systems	Fostech Fire Emergency Evacuation Sim/Training
<u>Unique & Disruptive</u>	The Maritime APP Store (for mixed reality solutions)	<u>Unique & Disruptive</u>
Customers (Shipping Companies)		

Mixed Reality Technology Definition:

Microsoft HoloLens is the first self-contained, holographic computer, enabling you to engage with your digital content and interact with holograms in the world around you.

Håvard Notøy – Founder & CEO



But the journey started much earlier



Headlines:

7 years old....problems going to school
15 years old...what should I become?
17 years old...start working at shipyard
25 years old...became yard supervisor
26 years old...joined Rolls-Royce Marine
36 years old...joined Havyard Group ASA
43 years old...started my own company

The Fostech journey....so far...

- ❑ Established October 2015
- ❑ Worked 50% for Havyard Group ASA the first 12 months.
- ❑ Employed the first employee in May 2016.
- ❑ Continued to work as IT consultant until June 2017. This enabled employee no. 3.
- ❑ Since June 2017, full focus on developing Fostech to what it is today.
- ❑ Currently 6 employees.

Instrumental partners:

I met Robert Voldnes at HoppID late 2015.

He and his colleagues in HoppID/ ÅKP has been very important for our journey so far.

- hoppid.no
- ÅKP (aakp.no)
- Blue Ocean Innovation Centre
- NMK2 (the facilities)
- Innovation Norway
- Sparebanken Møre
- Entrepreneur Network

The importance of having access to a network as listed above, is the difference between success and failure.

I am 100% sure that if we would not have been part of this network, Fostech would not have been in the position where we are today.

