



Welcome to North Invent

Leading provider of high quality customized display solutions to maritime industries

Corporate Presentation 2011/12



Vision Statement

- Significant provider of high quality industrial display solutions to the marine industry at effective cost
- We will achieve this by applying our knowledge in a modular approach to offer flexible and tailored solutions
- Core competencies are R&D know-how and Sales & Marketing experience providing access to markets



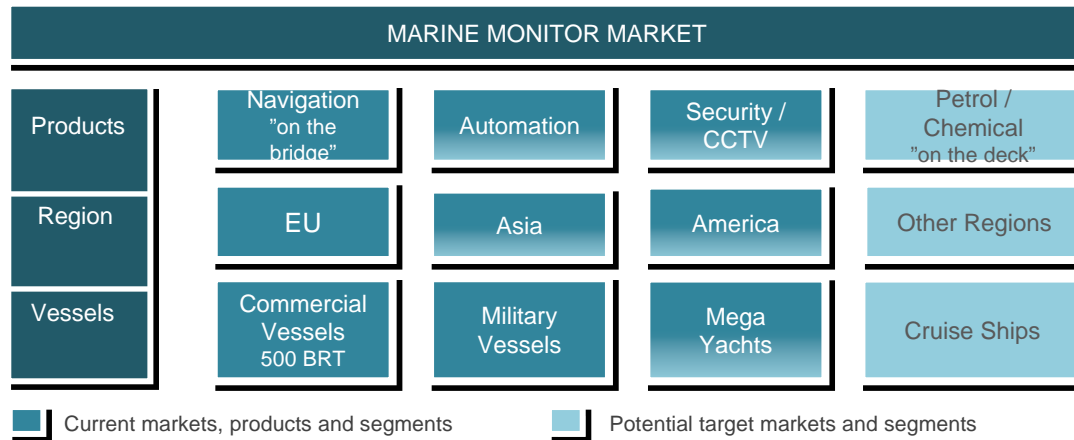
About North Invent

- Established in April 2004
- Flexible supplier of display solutions to the maritime markets
- Turnover in 2011: DKK 21 millions
- Majority shareholder is North Design (Ex Ante 50% and Nordberg 50%)
- Type Approvals on all products
- In-house R&D and Sales & Marketing services
- Sourcing and production partners in Denmark and Thailand



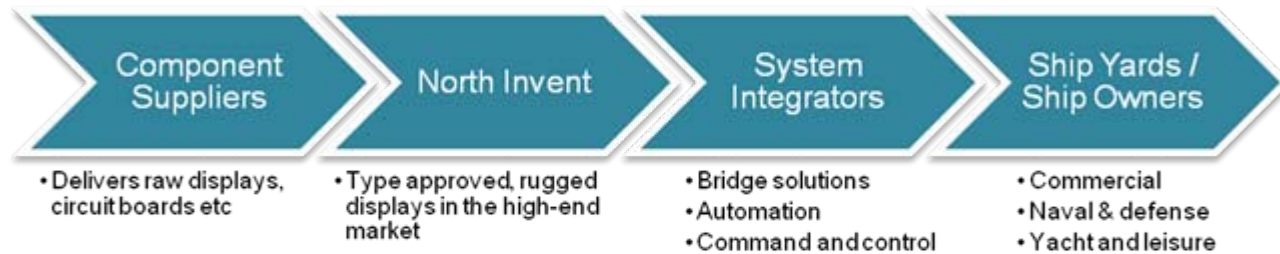
Market Overview

- North Invent's traditional core market has been high-end navigation monitors on commercial vessels
- Our goal is to capture 30 % of this segment while expanding our impact to other parts of the market





North Invent in the supply chain



Mutual Requirements

- Strict quality
- Strict regulations
- Type approvals needed
- Professional installation and maintenance
- Long term life-cycle management



Product Test and Approval Process

Our products are subject to strict quality testing performed both internally and by independent classification bodies.





Product Range



Standardized Solutions

SEA LINE MK3

15", 19", 21,3" and 23,1"

SEA LINE MK3 – 5000

19", 22", 23,1" and 26"

O'SEAN LINE

15", 19", 22 and 26"

Accessories

Customized Solutions

We offer our experience and know-how to provide the best solutions in mutual North Invent
– Customer partnerships



Sales and Marketing

North Invent has a proven record on customer relations with several long term partnerships established and more than 8.000 units sold.

Direct Sales

- Collaboration and solutions oriented sales process
- Focus on the medium to high volume System Integrators and Ship Yards
- Key Success Factor is our experience and specialist know-how

Distributors

- Worldwide presence through our distributors – sales, service and aftersales
- Focus on retrofit and low to medium volume projects
- Key Success Factor is “Quality before Quantity”



Research & Development

- Focus on customer problem solving
 - R&D team involved in sales process
- Every R&D project is driven by an identified and assessed Market need
- High quality R&D process established
- Vast in-house experience combined with strong sourcing network
- Proven track record on approvals and certifications



Sourcing and Production Partners

M-Comp AS (www.m-comp.dk)

- Affiliated company co-located in Hedensted, Denmark
- 1 200 square meters production plant
- In process of being ISO-9001: 2000 approved

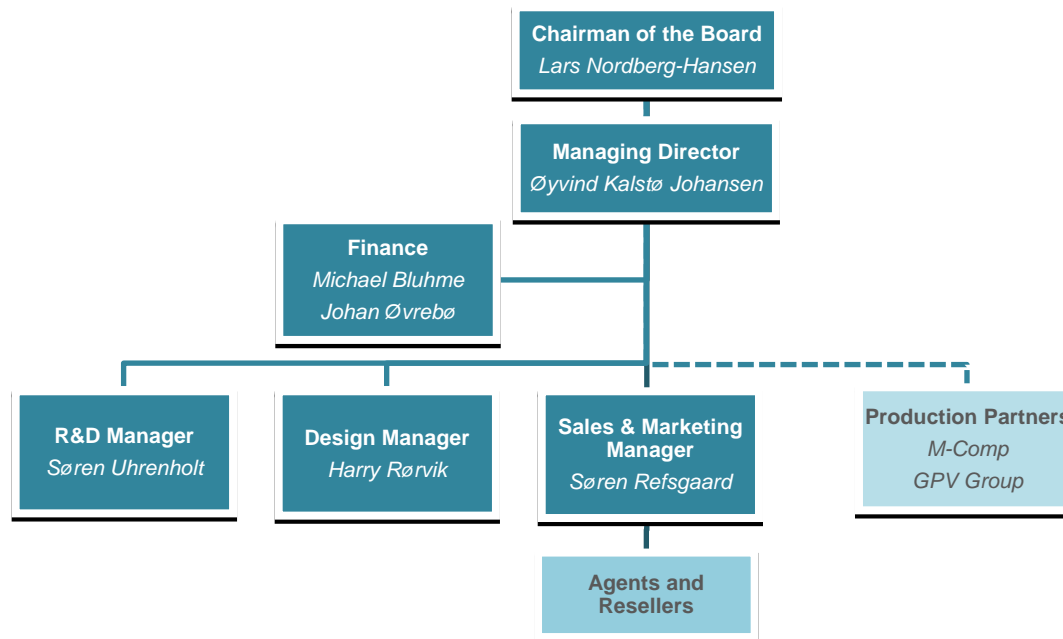
GPV Group (www.gpv-group.com)

- Proven high-quality production partner in Bangkok, Thailand
- Focused on high technology and complex production in low to medium volume
- ISO-9001 / ISO-14001 approved, in addition to other relevant approvals



Management

- Slim and network oriented organization – “Fast Movers”
- Key personnel with significant experience from the marine displays industry





Why Choose North Invent

- High service level – We aim for Service Excellence
- Specialist know-how applied in customer partnerships
- High quality modular products which are easily scalable and adaptable
- Short delivery time, easy retrofit and maintenance
- A proven record on customer relations
- Certifications and approvals



North Invent

North Invent is a flexible supplier that can easily adapt to customer requirements, and still provide high quality products at competitive pricing, delivery terms, service level, customer support and long term life cycle management on products.