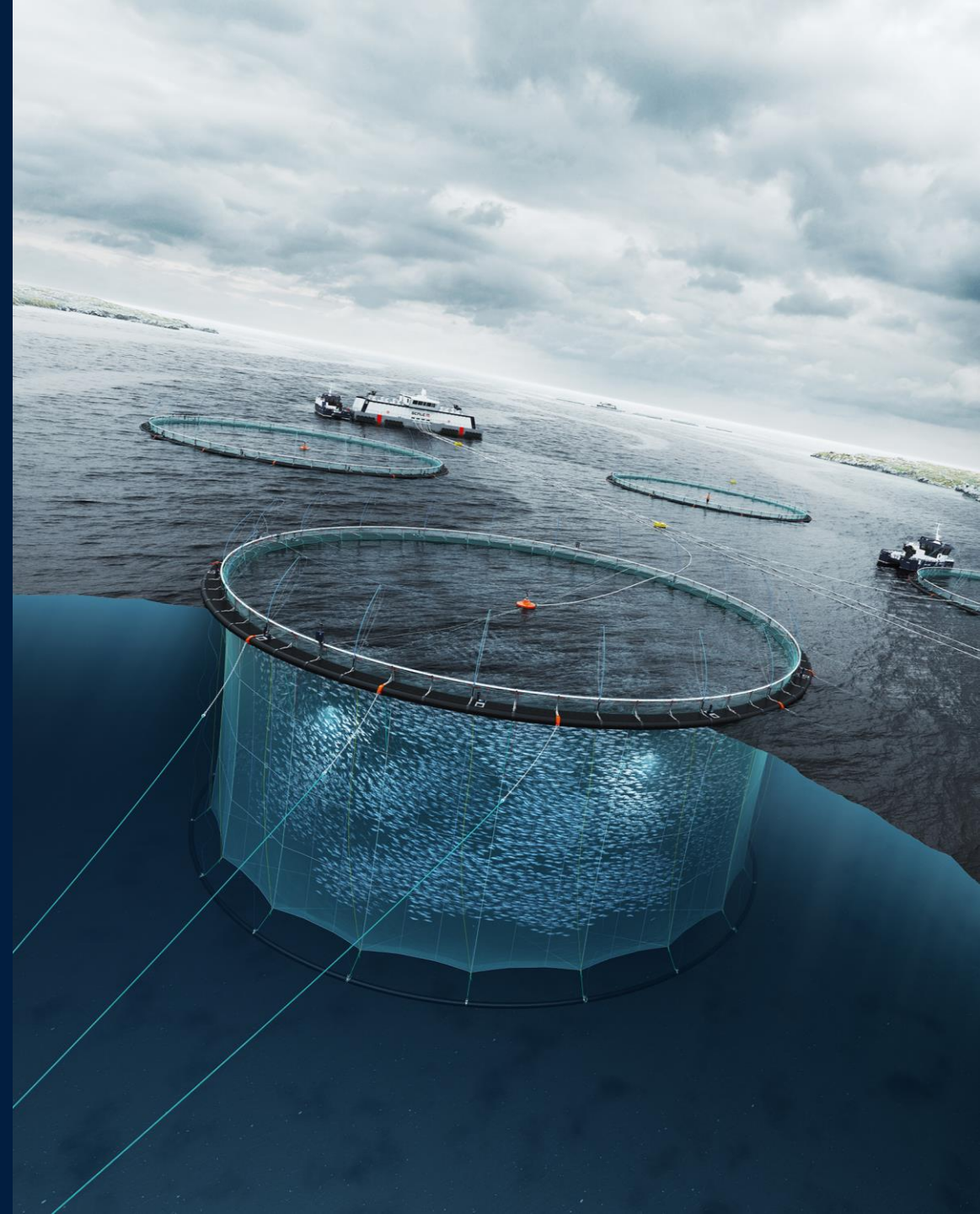


DynUG Høstkonferanse 2022

Finance and Operations

Customer Engagement - Sales

Customer Engagement - Field Service





En forenklet og sikker plattform som ivaretar hele verdikjeden.



Masterdata

X2

Dobbelregistrering



Innsikt og prognoser



Besparelser



Sikkerhet



Kultur

Historisk

SuperOffice.



Microsoft
Dynamics AX
Microsoft
Dynamics NAV



Microsoft Dynamics 365
for Field Service

Status qou

Microsoft Dynamics 365
Sales (CRM)



Microsoft Dynamics 365
Finance & Operations



Microsoft Dynamics 365
for Field Service



CE Sales + FO + CE Field Service i Scale AQ



  Relevant lagerbeholdning

  Tilbud til kalkulering

  Kalkulert tilbud til kunde

  Tilbud blir til prosjekt





  Prosjektstyring og gjennomføring

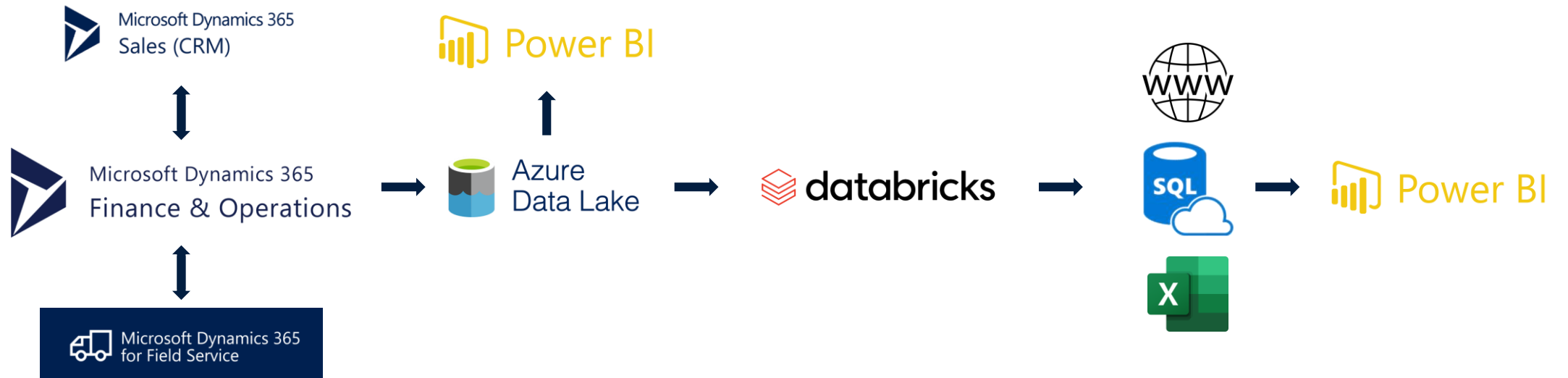
  Ny Asset fra prosjekt

  Service på Asset



Real-time rapportering på alle nivå i selskapet

-  Fleksibel rapportering
-  En sannhet og ingen dobbeltregistrering
-  Tidsriktig informasjon
-  Gir en datadrevet organisasjon





Rapporteringseksempler

Top 13 Customers this month compared to same month last year

Customer	2022	Customer	2021
Salmar Group	50M	Salmar Group	62M
Måseval AS	44M	Hofseth Aqua AS	33M
Salmonor AS	44M	Bremnes Group	32M
Lerøy Norway	32M	Lerøy Norway	26M
Mowi ASA	12M	Sinkberghansens AS	9M
Other	11M	Other	8M
Cermaq ASA	2M	Bjørnås AS	7M
Nova sea AS	2M	Mowi ASA	7M
Elingsen seafood AS	1M	Erviks Laks Og Ørret AS	4M
Bremnes seashore AS	1M	Osland havbruk AS	3M
Statt torsk ASA	1M	Kve-en AS	2M
Dnb Bank ASA	1M	Ballangen Sjøfarm AS	2M
Kobbvågslaks AS	1M	Salmonor AS	1M
NRS	1M	Tubilah AS	1M
Total	203M	Total	196M

Top 13 Customers Year to Date compared to last year

Customer	2022	Customer	2021
Mowi ASA	342M	Other	208M
Salmar Group	248M	Salmar Group	174M
Lerøy Norway	174M	Mowi ASA	121M
Norcod	146M	Lerøy Norway	94M
Other	145M	Hofseth Aqua AS	66M
Måseval AS	69M	Salmonor AS	44M
Sinkberghansens AS	60M	Wenberg fiskeoppdrett AS	43M
Grieg Seafood Group	53M	Stokkeneset reiarlag AS	42M
Bjørnås AS	49M	Grieg Seafood Group	41M
Salmonor AS	47M	Bremnes Group	32M
Cermaq ASA	39M	Egil kristoffersen & sønner AS	27M
Stokkeneset reiarlag AS	21M	North Salmon Service AS	27M
Ballangen Sjøfarm AS	16M	Sinkberghansens AS	26M
Artec aqua	15M	Cermaq ASA	26M
Total	1,423M	Total	970M



Pipeline

Quotation	Customer	Amount	Product	Seller	Status
Q00001623	Lerøy Norway	102.58M	Pens	Conor Foster	Sent
Q00001048	Salmonor AS	43.30M	Barge	Rune Blomstervik	Sent
Q00001481	Mowi ASA	18.29M	Pens	Conor Foster	Sent
Q00001050	Bremnes seashore AS	10.05M	Pens	Kristian Katla	Sent
Q00001014	Mowi ASA	8.73M	Camera	Conor Foster	Sent
Q00001062	Erko seafood AS	7.06M	Pens	Kristian Katla	Sent
Q00001486	Lerøy Norway	6.61M	Feeding system	Sigurd Grateide	Sent
Q00001208	Salmonor AS				
Q00001826	Mowi ASA				
Q00001862	Mowi ASA				
Total					

67	80	31
Open Quotations	New Quotations	Quotations Won
297M	169M	2.7M
Open Quotations	New Quotations	Quotations Won

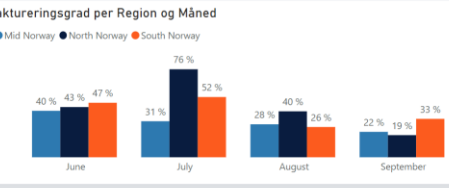
Faktureringsgrad Service

28 % Faktureringsgrad Midt

44 % Faktureringsgrad Nord

35 % Faktureringsgrad Sør

31 % Faktureringsgrad



Segment

- Service
 - Feeding & Camera Service
 - Group Service
 - Net Service
 - Notservice Bøteri
 - Notservice Hamarvik
 - Notservice Impregnering
 - Notservice Vask
 - Pen Service
 - Service
 - Service & Support

Ansatte

Ansatt	Totale timer	Effektive timer	Faktureringsgrad
Age Lorentzen	373.50		
Alf Magne Georgsen	641.25		
Alma Burbienne	495.00	372.50	75 %
Anders Olsen Amundsen	593.50	4.50	1 %
André Eiken	645.50		
Andre Frank Kunzle	725.50	434.50	60 %
Andreas Pedersen	811.50	636.50	78 %
Arild Ohm	799.50	529.50	66 %
Asmund Skjærvi	564.50	187.50	33 %
Aud Iren Opsahl	488.00	3.00	1 %
Benjamin Todal Johansen	271.00	202.50	75 %
Bente Iren Øyen	751.00	500.50	67 %
Bent-Einar Nordvik	586.00		
Bjørn Tore K. Holm	342.50	31.50	9 %
Total	66,756.25	20,939.75	31 %

Financial Performance

2022-11-03 14:47:39 **SCALE AS**

Period	2022-11-03 14:47:39
Responsible	All
Segment	<input type="checkbox"/> Select all <input checked="" type="checkbox"/> (Blank) <input checked="" type="checkbox"/> Admin/overhead <input checked="" type="checkbox"/> Digital <input checked="" type="checkbox"/> Operations <input checked="" type="checkbox"/> Products <input type="checkbox"/> Pens <input type="checkbox"/> Mooring <input type="checkbox"/> Nets <input type="checkbox"/> Barge <input type="checkbox"/> Feeding system <input type="checkbox"/> Thermolicer <input type="checkbox"/> Camera <input type="checkbox"/> CAS <input type="checkbox"/> Marine Engineering <input type="checkbox"/> Other <input type="checkbox"/> Projects <input type="checkbox"/> Production <input type="checkbox"/> Service

EBITDA

28,351,114 ! PY: 29,041,427 (-2%)

Revenue

157,105,941 ! PY: 172,779,809 (-9%)

Gross margin %

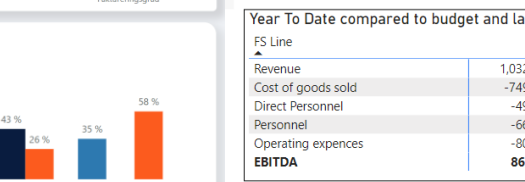
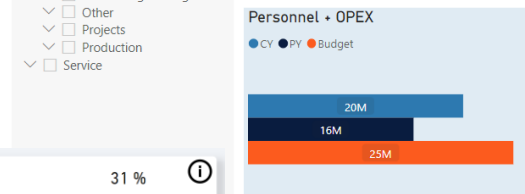
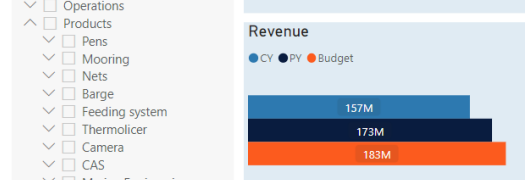
30.9 % PY: 26 % (+5.1 %)

Personnel

4,283,338 PY: 8,562,928 (-50%)

OPEX

15,928,214 ! PY: 6,985,571 (+128%)



EBITDA by Segment

	Admin/overhead	Digital	Operations	Products	Service
Total Revenue	1,605,665	1,006,821		140,538,081	13,955,374
Cost of goods sold	-1,655,466	-2,273	-629,778	-107,912,437	1,996,469
Direct Personnel	-4,029,215			-3,829,538	-1,485,650
Personnel	1,421,486	198,089	444,042	2,756,007	241,439
OPEX	-6,329,167	-2,319,202	-937,691	-3,867,158	-2,474,996
EBITDA	-8,986,698	-1,116,565	-1,123,427	27,684,955	12,232,636

Year To Date compared to budget and last year

FS Line	YTD CY	YTD Budget	YTD CY vs. Budget	in %	YTD PY	Change	in %
Revenue	1,032,106,879	1,011,571,405	20,535,474	2 %	888,767,052	143,339,827	16 %
Cost of goods sold	-749,468,041	-716,377,876	-33,090,165	5 %	-658,442,339	-91,025,702	14 %
Direct Personnel	-49,133,232	-30,961,041	-18,172,191	59 %	-28,334,130	-20,799,102	73 %
Personnel	-66,302,263	-95,776,369	29,474,106	-31 %	-79,800,969	13,498,705	-17 %
Operating expenses	-80,373,610	-74,895,786	-5,477,824	7 %	-67,340,134	-13,033,476	19 %
EBITDA	86,829,733	93,560,334	-6,730,601	-7 %	54,849,481	31,980,251	58 %



Takk for oppmerksomheten

Spørsmål?