



OPTOSCALE

In the search for optimal production

Large dataset

Typically 10 000 – 20 000
measured fish every day

Precision weight estimation

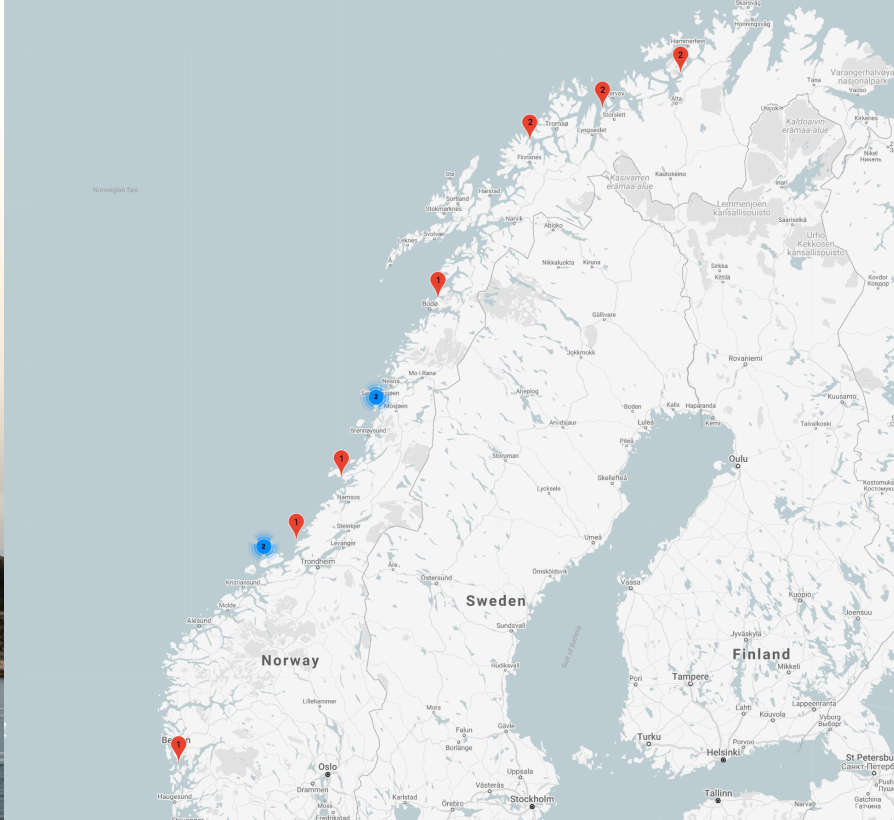
- Historically 1 - 3% abs deviation
from harvest results

Welfare indicators

Get real-time insight on wounds,
spots, maturation and more



Norway – then the world!



Customers

- SalMar
- Biomar
- NRS
- GIFAS
- Cermaq
- Letsea
- Ocean Farming
- Grieg Seafood
- Cooke Aqua

«I have tried many different methods and devices for biomass estimation, and can safely say: The BioScope, made by OptoScale, is no doubt the best solution for efficient and correct measurement of biomass.»

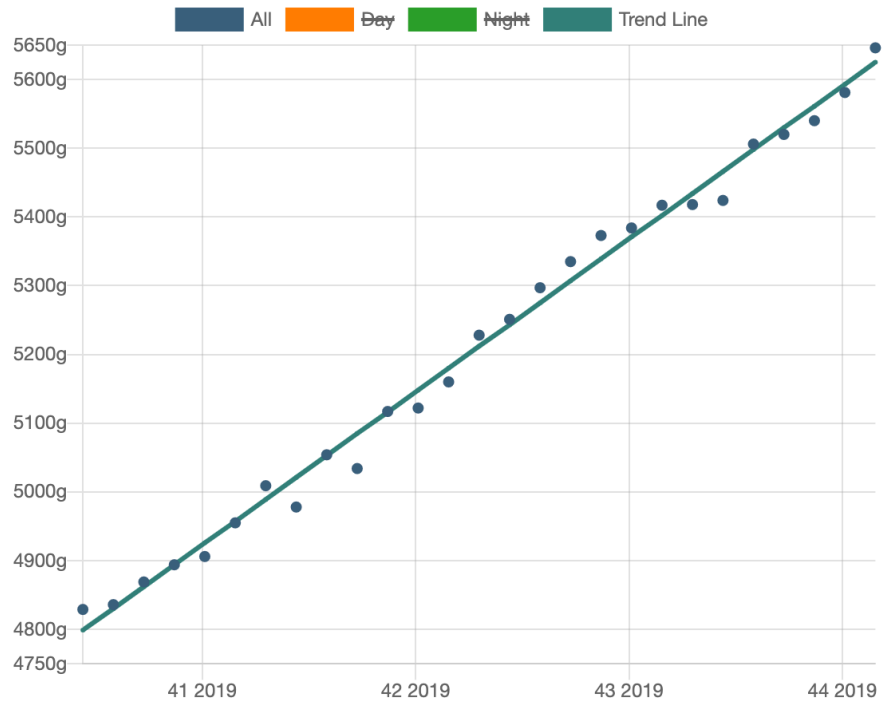
- Christer Johansen, Site Manager for SalMar



BIOMASS module:

- *We provide the Biomass speedometer*

Mean weight



Weight and growth

Weight

5639 g

Growth

31.8±0.95 g/day

CV

17.46 %

SGR

0.61 %

K-factor

1.33

← The precise weight of the fish «now»

← Growth of the fish

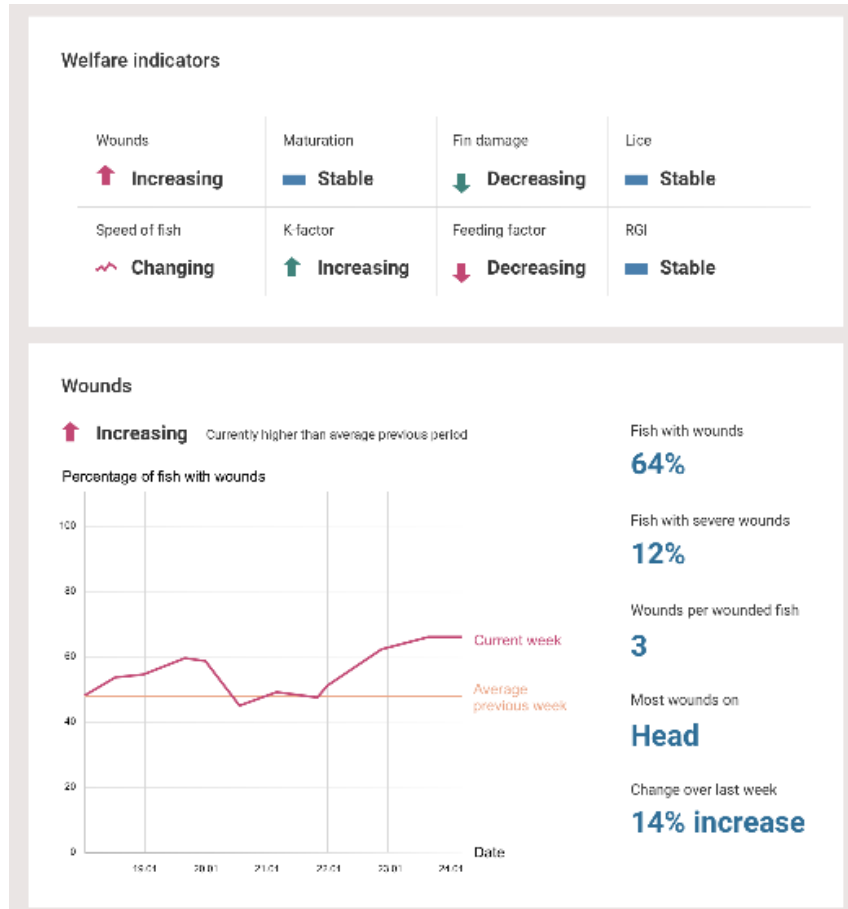
← Width of fish's distribution curve

← Relative growth

← How fat the fish is

WELFARE module:

- *We provide the Welfare speedometer*



- Identification of
 - Wounds
 - Spots
 - Maturation (Deformities)
 - (Fin damage)
 - (Scale loss)

SERVICE program

- No. 1 in customer satisfaction

- SPOC (Single-point-of-Contact)
 - Account manager service
 - Account manager sales
- 24/7 data capture
- 24/7 view of data
- Service desk
- Operations meetings every month by Teams
- Status meetings every 6 months at HQ/location
- API import and export

STRONG TEAM - 13 people and growing

3 PhDs IN PHYSICS, 40 000 hours of skilled labor invested.



Eiolf Vikhagen, R&D

>30

Years R&D
experience



Conceived and sold > 100
laser based systems



Sven Kolstør, CEO

5

Startups lead



M&A experience in
aquaculture



Einar Wangberg, COO

> 15

Years experience



M.Sc product design, extensive
subsea experience



Ingar Nerbø, CIO

> 15

Years experience



PhD physics, lead
software developer



Terje Vestad, CMO

> 15

Years experience



Has lead several sales
organizations through
strong growth

Arve Olav Lervåg, COO, NRS Farming AS

- *"OptoScale has been chosen by us in competition with many other national and international suppliers because we believe they are currently the supplier with the best technology and delivery model. We have tested it over a period of time and it has provided useful information about both average weight and the state of health of the fish."*

PLUG & PLAY - CONSTANT SURVEILLANCE

The unit is placed in the fish cage with ropes and a cable for power and communication. Data is automatically sent to cloud interface.

SIMPLE SETUP

From experience, a new customer spends less than two hours for first setup and installation. After this significantly less for the following.

NO EXTRA COSTS

The monthly rent pays for all expected service costs, and covers updates for both software and hardware

MAINTENANCE

No maintenance required, besides from regular cleaning each month. Support is done online by OptoScale technical services.

