





This presentation includes forward-looking information and statements that are subject to risks and uncertainties. Actual results may differ significantly from those communicated herein. Such forward-looking information pertain to, amongst other things; (a) forecasts, projections and estimates; (b) statements from management regarding future plans, developments and initiatives; (c) market development and projected future TAM for Elop's products and services; and (d) growth rates.

Such forward-looking information and statements are based on current expectations, projections and estimates. These expectations, estimates and projections are generally identifiable by statements containing words such as "expects", "believes", "estimates" or similar expressions. Important factors that could cause actual results to differ materially from those expectations include, among others, uncertainty associated with the technical development of hardware and software offerings, the attractiveness of or products and services, market adaptation and the pace of such adaptation, competition, changes in governmental regulations, interest rates, fluctuations in currency exchange rates and such other factors as may be discussed from time to time. Although Elop believes that its expectations and the information in this presentation were based upon reasonable assumptions at the time when they were made, actual results may vary significantly. Elop undertakes no obligation to publicly update or revise any forward-looking information or statements in this presentation.

Presenting team

elop



Øivind HorpestadCEO and Chair of The Board



Bård Myrstad Chief Operating Officer



Kim Boman Chief Financial Officer



Q3 2021 Highlights and subsequent events

Q3 HIGHLIGHTS

- Simplifai contracted monthly recurring revenue (MRR) up 208% YoY
- First sales contracts signed for Elop Insight scanner
- Several successful Elop Insight field tests completed and development of Insight Crawler on track
- Elop Technology recruits experienced sales management
- Simplifai signs contracts with India's second largest stockbroker and leading Dutch insurer
- Simplifai to receive support from Innovation Norway to develop digital lawyer solution with clients
- Simplifai enters into partnerships with Easy2You and Avans Soma
- Cash balance of NOK 57 million at the end of Q3 2021

SUBSEQUENT EVENTS

- Private placement raising gross proceeds of NOK
 100 million
- Elop Technology delivers first Insights to clients
- Elop Technology receives first order from Japan and sign LOI for distribution rights to the Japanese market

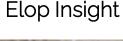
ElOO Technology

Elop Insight on market – development tracks progressing according to plan

On market

Q1 22

Under development (2023)





Elop Insight Crawler



Multrawheel



Asset Management System¹



Description

Product

- Hand-held rolling ultrasound scanner
- For concrete
- Software for analyzing results and generating reports
- Rolling ultrasonic scanner combined with vacuum crawler
- For vertical or inverted concrete surfaces
- Software for analyzing results and generating reports
- Rolling ultrasound scanner combined with crawler
- For composite material
- Initial focus on windmill blades
- Software for analyzing results and generating reports

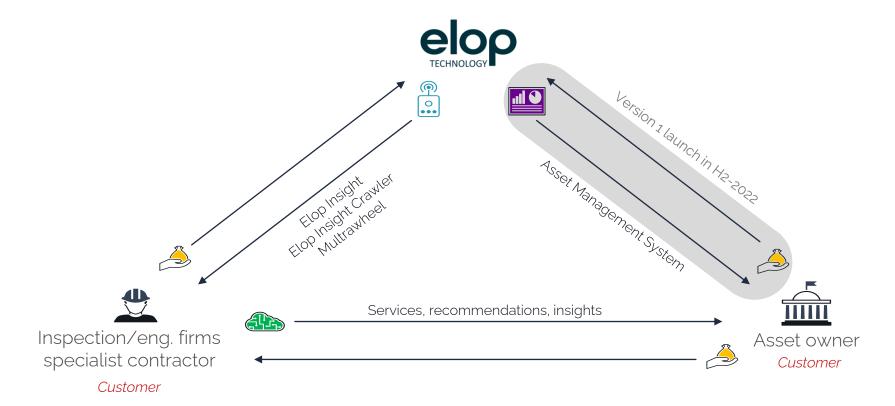
- Software
- For asset owners
- Full digital overview of structures, helping owners to monitor health and proactively plan for future maintenance

Model

- Scanner sold including software subscription
- Scanner sold including software subscription
- Scanner sold including software subscription
- Subscription based software license

Elop Technology to go-to market in a 3-way collab. with inspection companies and asset owners





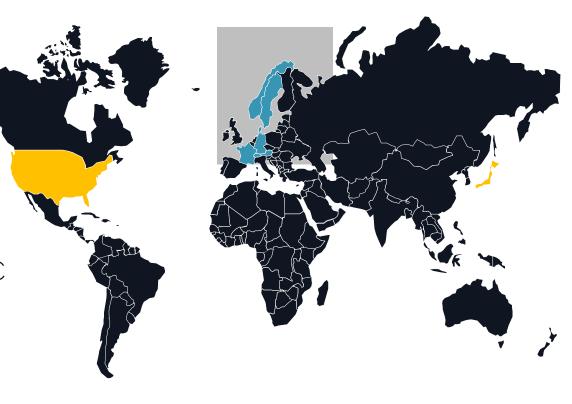


Direct sales focused on Europe – full-service partners in the rest of the world

• Focus on direct sales in Norway, Sweden, Denmark and DACH¹⁾ – as it is important to build good reference cases and we know the market

 We accept pure sales partners in Europe, as services can be handled through Dekra VISATEC based out of Bavaria, Germany

Full-service partners in RoW



Full-service partner (on-going)

Direct sales

Sales partner (service through Dekra VISATEC)

Full-service partner



Signed full-service partner deals in the US and Japan – further in discussion

Contract	Status	Content highlights
FTS., LTD.	LOI signed	 Full-service partner Distribution rights of Elop Technology's products in the Japanese market
DEKRA	Agreement signed	First line support, maintenance and logistics for all Elop Technology products sold in Europe
SEAL TECH	Agreement signed	 Full-service partner Distribution rights of Elop Technology's products in the US market
Work in progress	Multiple partner discuss Southeast Asia and Eur	sions on-going, covering 12 countries, in ope

Status - Commercialization of Elop

- ✓ Building up own sales organization with inhouse sales experts for strategic markets
- Established legal entity in Germany
- ✓ Started marketing and communication initiatives
- ✓ Opened discussions with multiple potential clients in Norway, UK, Sweden, Finland, Denmark, Italy, Switzerland and Germany
- ✓ Started building a global distributor/sales agent network
- ✓ Multiple partner discussions on-going, covering 12 countries, in Europe and Southeast Asia
- ✓ Initiated discussions and started demonstrations for strategic research centers within the concrete industry in Europe, to faster achieve "best in class" status



Insight crawler (YTD)*	(#)
Units ordered	1
Units delivered	-

Concrete inspections moving towards increasing regulation and certification requirements

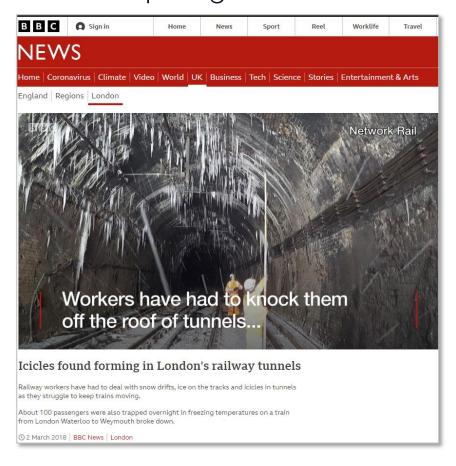
PRASSI DI RIFERIMENTO UNI/PdR 56:2019 Certification of technical personnel in charge of non-destructive testing in civil engineering This UNI/PdR establishes the guidelines for the certification of technical personnel in charge of non-destructive testing (NDT) in civil engineering including cultural and architectural heritage Published on 3rd May 2019 and updated on 18th September 2020 ICS 03 100 30 19 100

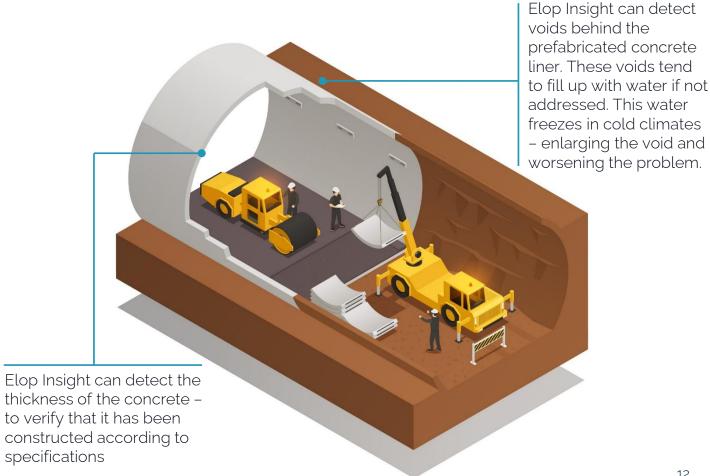
- Italy on forefront ultrasonic testing likely to become part of standard
- "Prassi di riferimento" a provisional guideline, likely to be converted into norm sometime soon
- Describes the procedure for the certification of technical personnel in charge of non-destructive testing in civil engineering



Currently no requirements on testing concrete before project handover

There has not been any practical way of testing the concrete in newly constructed tunnels, before Elop Insight





Field tests across Europe and asset classes – aim to complete 50 field tests before end of Q1 '22

Selected completed field tests



Demo project with **inspection partner** on the Abisko bridge in Sweden for large asset owner





Demo project in Norway with major infrastructure entrepreneur





Field test in railway tunnel near Oslo, Norway





Demos for **Germany's leading research institutes** focused on concrete







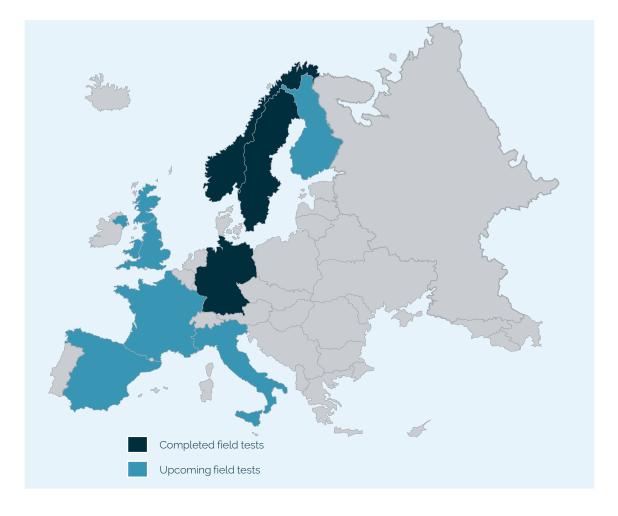
Live demo/project for UK company





Demo tour with ANAS - Italian National road administration



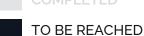


Elop moving in the right direction

Introducing new technology to create a new high growth market







Awareness

- Euronext listing
- Commercial launch
- First technology demonstrations
- Solutions marketing
- Initiating commercial partnerships
- Building sales pipeline
- Proactive international marketing
- Industry events

Credibility

- Demonstrating tech
- Bringing Al competence inhouse
- Industry partnership with DEKRA Visatec GmbH
- Insourced scanner production & software development
- Field demonstrations
- Developing industry partnerships
- Major reference clients
- Demonstrating different applications areas

Success stories

- First sales
- New industries
- New geographical markets
- Successful field projects
- Demonstrating stakeholder value
- Global industry partnership with DEKRA for the Insight crawler

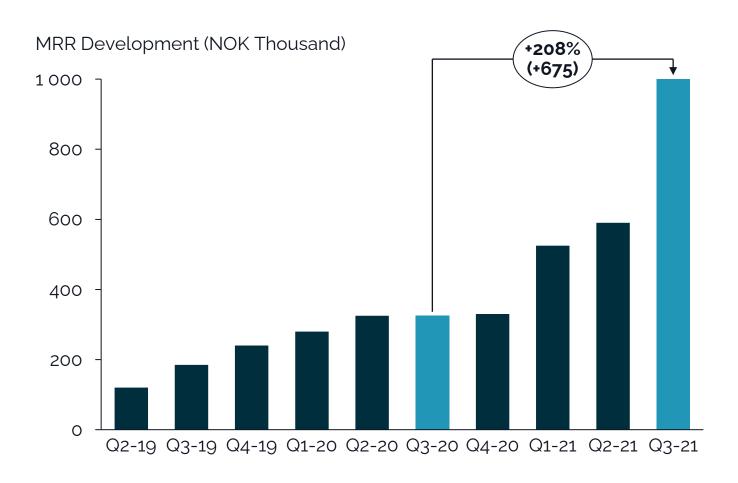
Recognition

- Exponential sales growth
- International expansion
- Global distribution

O Simplifai

Contracted MRR¹ of NOK 1,0m as of end Q3 2021, up 208% from Q3 2020

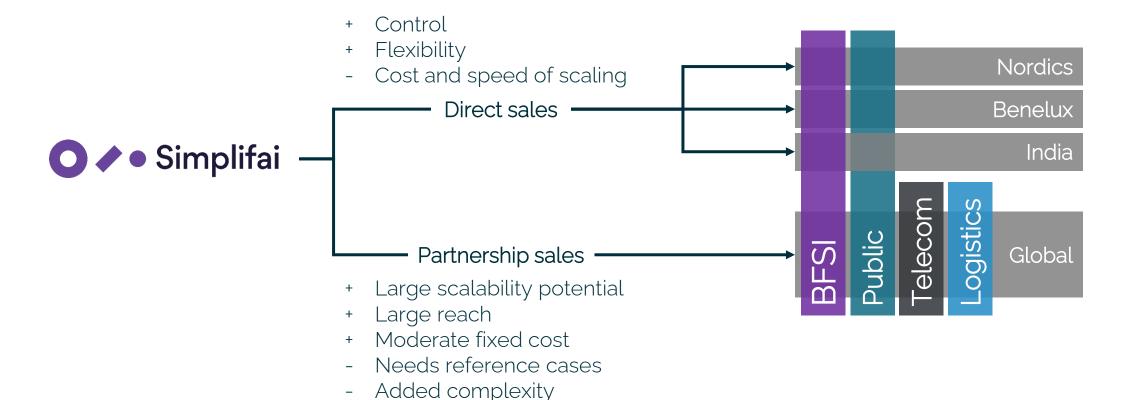




- Several strategic wins in Q3; Large BFSI players in both Central Europe and India in addition to public sector in Norway
- Positive effect of solving the GDPR issues caused by the Schrems ii² verdict



Simplifai's GTM strategy combines focused direct sales with partnership sales



Potentially longer sales cycles

BFSI: Banking, Financial Services, Insurance

Selected customers



BFSI clients¹



Public sector



Other industries





Simplifai signs Milestone deal in the Dutch insurance market

Van Ameyde 👽

- European market leader in claims management, loss adjusting and IT development for the insurance and risk management market
- 46 offices in 28 countries, key regions: UK, Central Europe (including Germany), Benelux, South-West Europe and Scandinavia
- Handles claims processing for over 1,000 corporate clients globally
- 1 million customer e-mails and an equal number of documents related to insurance claims annually

Simplifai will provide its AI-powered Digital Employee technology to help automate the intake and handling of claims to reduce the time employees spend on manual handling of emails and documents.

This way, knowledge and skills of the employees, will be even better used for the customers.



Partners























Product

Description

Simplifai's solutions - new innovative products

On market

Basic case handling - Digital Employees:

Fmailbot



Documentbot



Under development

Complex case handling e.g.:

Digital Lawyer



Digital Archivist



- Al powered tool for automatically handling a large quantity incoming emails
- Interprets the content and executes tasks in your systems
- Frees up valuable time and resources

- Ai powered tool for processing documents from different sources
- Combines Natural Language Understanding (NLU) and Optical Character Recognition (OCR)
- Analyzing a new case against historical cases
- Proposes a solution
- References relevant cases

- Archive automatically with appropriate metadata
- · Automatically identify emails that fulfill the requirements for archiving
- Suiting the requirements of both public and private sector



Fixed monthly fee + volume-based component

Key stepping stones for Simplifai



Capturing a high growth market



NOT YET REACHED

Awareness

- Initiating commercial partnerships
- Solutions marketing
- Auditions and tendering
- Building products as part of commercial cooperation
- Building sales pipeline

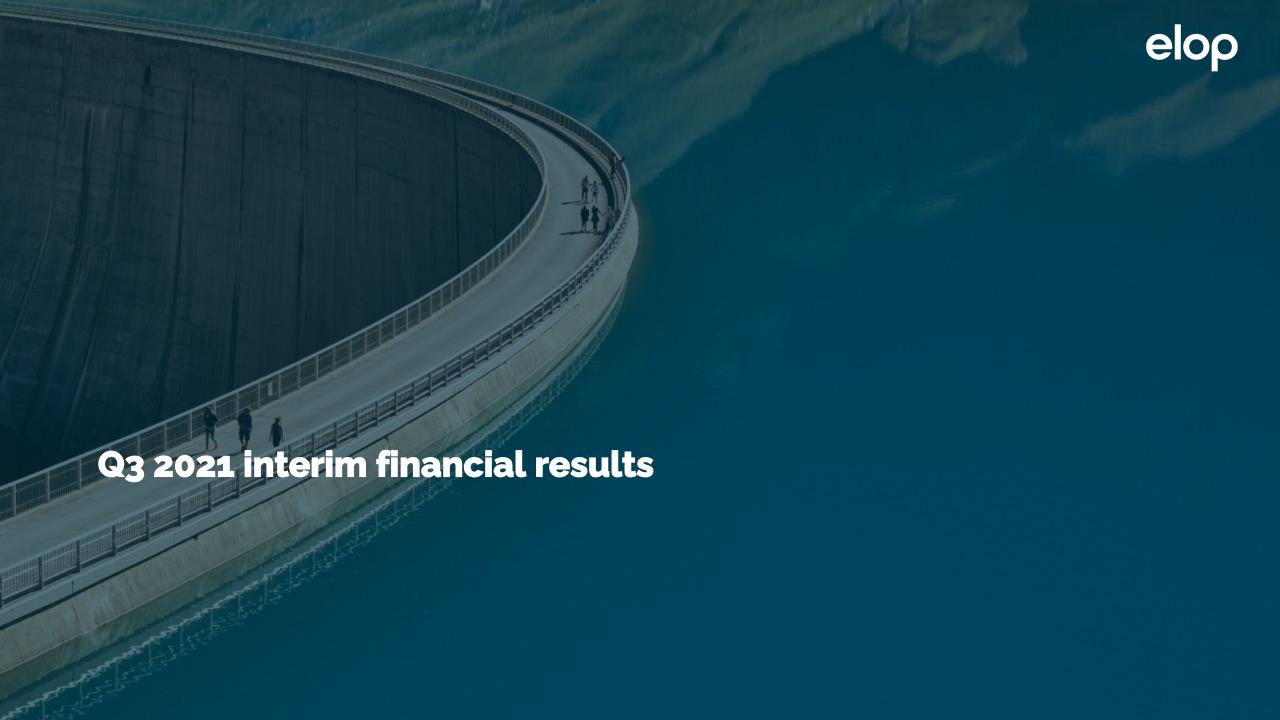
Credibility

- Establishing close partnership with Microsoft
- industry tech approval, BFSI, retail and public sector
- Recruiting world class technical organisation
- Solutions available on recognised marketplaces
- Develop commercial partnerships
- International breakthroughs (i.e. India, Singapore)

- Claims Link and OSM
 Maritime success stories
- Technology acceptance opens up new sales channels
- Continuously shorten onboarding cycles
- New industries: online retail. telecom
- Breakthrough in municipality market
- Partner channel beginning to deliver results
- New geographical markets
- Significantly shorten sales cycles

Recognition

- Exponential sales growth
- Widespread international expansion
- Global distribution
- Recognized as leading vendor within natural language-based business process automation
- International BFSI clients





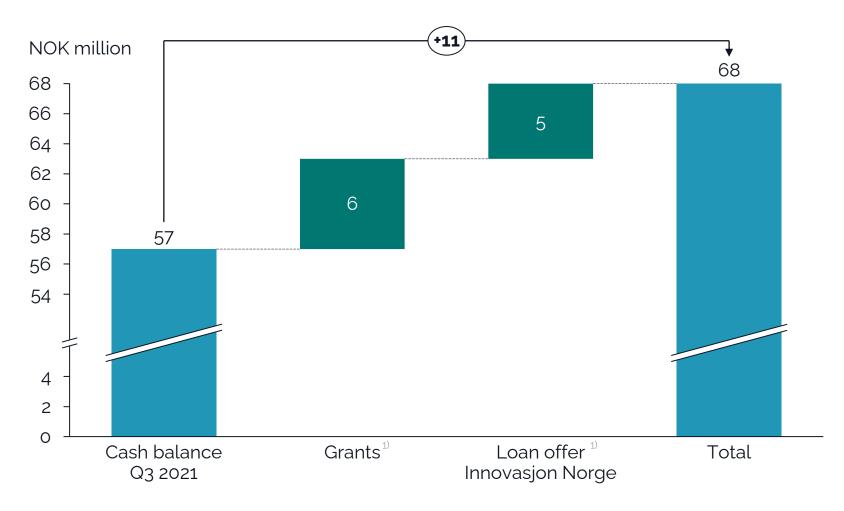
Elop Group income statement

Amounts in NOK thousand	Q3 2021	Q3 2020	YTD 2021	YTD 2020	FY 2020
Revenue	4,128	-	8,374	-	-
Other operating revenue	-	-	-	-	-
Total revenue	4,128	-	8,374		-
Cost of sales	(442)	8	1,516	18	145
Employee benefit expenses	14,556	2,562	36,925	5,651	9,453
Other operating expenses	5,769	2,157	19,158	12,465	21,016
Depreciation and amortization	2,413	-	7,843	-	420
Operating profit/(loss) (EBIT)	(18,167)	(4,727)	(57,069)	(18,134)	(31,033)
Financial income	7		34	-	77
Financial expenses	(310)	(78)	(776)	(189)	(261)
Net financial items	(303)	(78)	(742)	(189)	(184)
Profit/(loss) before income tax	(18,470)	(4,805)	(57,811)	(18,323)	(31,216)
Tax income +/ tax expence -	94	-	172		-
Profit/(loss) for the year	(18,377)	(4,805)	(57,639)	(18,323)	(31,216)
5 6.70					
Profit/(loss) for the period is attributable to:					
Non-controlling interests	40	-	148	-	-
Owners of ELOP AS	(18,417)	(4,805)	(57,788)	(18,323)	(31,216)

- Simplifai revenues are consolidated from Jan 18 2021
- Capitalized cost related to hardware and software development amounted to NOK 9.5 million in Q3 2021

Liquidity Elop Group

elop



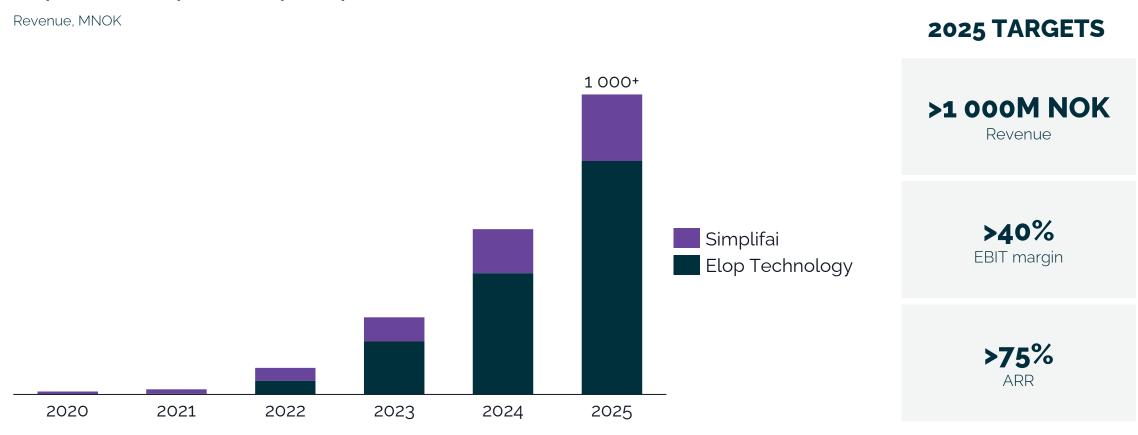
- Grants of NOK 2m Skattefunn and NOK 4m from Innovasjon Norway
- Loan offer from Innovasjon Norway of NOK 5m
- Subsequent event: Private placement raising gross proceeds of NOK 100 million





Gradual shift towards contracted recurring software revenue

Elop revenue expected to pick up with software and scanner roll-out





SUMMARY

- Simplifai contracted MMR up 208% YoY
- First sales contracts signed for Elop Insight scanner and "Insight Crawler"
- Strong and growing customer interest in Elop's ultrasound technologies
- Numerous successful Elop Insight field tests completed
- Development of Insight Crawler on track
- Elop Technology successful recruitment of global experienced sales management
- Simplifai signs contracts with India's second largest stockbroker and a leading Dutch insurance company

OUTLOOK

- Simplifai' growth expected to continue targets 3-5 x MRR at year end 2021 vs year end 2020
- Interest in Elop Technology expected to continue to grow as technology matures/adoption increases
- On track to launch Insight Crawler in cooperation with DEKRA at the end of Q1 2022
- Elop Technology expects to conclude sales in new geographical markets
- Elop Technology expects to conclude multiple partner agreements in Europe and Southeast Asia over the next quarters
- On track to create a NOK 1 BILLION revenue company in 2025



General



General

Elop AS (the Company) was founded in 2013 and is a limited liability company who is incorporated and domiciled in Norway, with its head office in Drammensveien 133, 0277 Oslo, Norway.

The Company is listed on Euronext Growth and has the ticker "ELOP-ME".

Basis of preparation:

- The consolidated financial statements for the Q3 2021 have been prepared in accordance with IAS 34. Interim Financial Reporting.
- All numbers are in NOV thousand
- $\boldsymbol{\cdot}$ All numbers are in NOK thousand
- The accounting policies adopted in the preparation of the interim financial statements are consistent with those followed in the preparation of the Company's annual financial statements for the year ended 31 December 2020. For detailed information see the annual report 2020.
- As a result of rounding, figures and percentages will not always be able to be summed up to the total.
- The interim financial statement for 2021 is unaudited.

Critical accounting estimates and judgements in terms of accounting policies:

In preparing these interim condensed consolidated financial statements, management has made judgements and estimates that affect the application of accounting policies and the reported amounts of assets and liabilities, income, and expense. Actual results may differ from these estimates

Alternative Performance Measures

The European Securities and Markets Authority (ESMA) issued guidelines on Alternative Performance

Measures ("APMs") that came into force on 3 July 2016. Alternative performance measures are meant to provide an enhanced insight into the operations, financing, and future prospects of the company. The Company has defined and explained the purpose of the following APMs:

Contracted Monthly Recurring Revenue (MRR) – the sum of contracted revenues at each month end. Measured from when contract is signed. MRR, in client contracts for which part of monthly payment are based on usage, are included based on average historical payments for existing customers and on the customers volume indications for new customers

EBIT – earnings before net finance cost (including interest cost) and taxes, but including amortisation, depreciation and impairments.

EBITDA – earnings before net finance cost (including interest cost), taxes, amortisation, depreciation and impairments

Capitalized development costs – capitalized costs for hardware and software development in Elop Technology and Simplifai.



Elop AS Group consolidated balance sheet

Amounts in NOK thousand	Q3 2021	Q3 2020	FY 2020
ASSETS			
Non-current assets			
Goodwill	120,135	-	-
Intangible assets	91,049	22,949	28,690
Property, plant and equipment	2,370	448	1,367
Right of use assets	5,457		7,253
Total non-current assets	219,011	23,397	37,310
Current assets			
Inventory	333	-	164
Trade receivables	3,475	-	-
Other current receivables	7,117	914	10,439
Share capital/premium receivables			-
Cash and cash equivalents	56,547	132,482	116,272
Total current assets	67,472	133,396	126,875
TOTAL ASSETS	286,484	156,793	164,185

Amounts in NOK thousand	Q3 2021	Q3 2020	FY 2020
EQUITY AND LIABILITIES			
Equity			
Share capital	4,650	3,515	3,515
Share premium	336,062	157,769	181,220
Other equity reserves	15,290	4,356	4,572
Translation differenses	(7)	-	-
Retained earnings (deficit)	(112,884)	(18,323)	(54,664)
Equity atributable to equity holders of Elop AS	243,112	147,317	134,643
Non-controlling interests	148	<u> </u>	=
Total equity	243,260	147,317	134,643
Non-current liabilities			
Non-current liabilities to financial institution	14,244	4,821	4,821
Non-current lease liabilities	3,364	-	5,326
Deferred tax liability	2,336		-
Total non-current liabilities	19,944	4,821	10,147
Current liabilities			
Trade payables	7,759	2,592	9,853
Current lease liability	2,637	-	2,154
Current tax liabilities	2,049	(91)	1,271
Other current liabilities	10,835	2,154	6,117
Total current liabilities	23,280	4,655	19,395
Total liabilities	43,224	9,476	29,542
TOTAL EQUITY AND LIABILITIES	286,484	156,793	164,185





Amounts in NOK thousand	Q3 2021	Q3 2020	YTD 2021	YTD 2020	FY 2020
Cashflows from operating activities					
Profit/(loss) before income tax	(18,470)	(4,805)	(57,811)	(18,323)	(31,217)
Adjustments for					
Depreciation and amortization	2,413	-	7,843	-	420
Change in trade and other receivables	4,443	-	2,347	-	13
Change in inventory	-	-	(169)	-	(164)
Change in trade and other payables	(4,848)	987	(2,094)	1,135	8,303
Change in accruals	682	(1,483)	9,185	(440)	(4,555)
Change in share-based expenses	648	-	8,136	-	216
Interest received	(7)	-	(34)	-	(2)
Interest paid	310	78	776	189	261
Cashflow from operating activities	(14,830)	(5,223)	(31,820)	(17,439)	(26,726)

Amounts in NOK thousand	Q3 2021	Q3 2020	YTD 2021	YTD 2020	FY 2020
Cash flows from investing activities					
Payment for investment company	-	-	(1,484)	-	-
Payment for property, plant and equipment	(375)	(98)	(1,489)	(192)	(1,304)
Payment for intangible assets	(8,682)	(5,572)	(32,862)	(10,576)	(16,317)
Cashflow from investing activities	(9,057)	(5,670)	(35,835)	(10,768)	(17,621)
Cash flows from financing activities					
Repayment of other debt (Non-current / Current)	(464)	-	(720)	(2,089)	(2,089)
Interest received	7	-	34	-	2
Interest paid	(310)	(78)	(776)	(189)	(261)
Capital increase received funds	-	95,405	9,393	154,953	154,952
Cashflow from financing activities	(767)	95,327	7,931	152,675	152,604
Net increase/(decrease) in cash and cash equivalents	(24,654)	84,434	(59,724)	124,468	108,257
Cash and cash equivalents in the beginning of period	81,201	48,048	116,272	8,014	8,014
Cash and cash equivalents as of 30 June	56,547	132,482	56,547	132,482	116,272





Segments YTD - 2021				
Amounts in NOK thousand	Elop Technology	Simplifai	Unallocated/ eliminated	Total Group
Revenue	33	8,341		8,374
Internal revenue	96	18,816	-18,912	-0
Total revenue	129	27,157	-18,912	8,373
Total operating expenses	18,928	36,698	1,974	57,600
Operating profit/(loss) (EBIT)	-21,630	-12,366	-23,073	-57,069
EBITDA	-18,799	-9,541	-20,886	-49,226
Capitalized development	17,653	17,770	-164	35 <i>,</i> 259

Segments Q3 2021				
Amounts in NOK thousand	Elop Technology	Simplifai	Unallocated/ eliminated	Total Group
Revenue	1	4,127	-	4,127
Internal revenue	96	15,761	-15,857	-0
Total revenue	97	19,888	-15,857	4,127
Total operating expenses	6,573	25,348	-12,039	19,882
Operating profit/(loss) (EBIT)	-7,392	-5,766	-5,010	-18,168
EBITDA	-6,477	-5,461	-3,818	-15,755
Capitalized development	4,068	5,568	-88	9,548





#	Name	No of shares	% Ownership
1	Melandsø Invest As	12,771,081	10.8
2	Gimle Invest As	8,747,665	7.4
3	Sogn Invest As	6,436,025	5.5
4	The Bank Of New York Mellon Sa/Nv	6,036,326	5.1
5	Zono Invest As	4,700,000	4.0
6	Bhm Holding As	4,455,557	3.8
7	Hkl Holding As	4,452,582	3.8
8	Tigerstaden Marine As	3,785,025	3.2
9	Lani Invest As	3,563,330	3.0
10	Nordnet Livsforsikring As	3,175,926	2.7
11	Mp Pensjon Pk	2,812,106	2.4
12	Songa Capital As	2,673,323	2.3
13	Nimbustech As	1,807,213	1.5
14	Tigerstaden Invest As	1,500,000	1.3
15	Middelborg Invest As	1,476,496	1.3
16	Abn Amro Global Custody Services N	1,262,096	1.1
17	Danoni As	1,055,262	0.9
18	Telecom As	1,000,000	0.8
19	Petter Askheim Kristiansen	953,214	0.8
20	Bergen Kommunale Pensjonskasse	800,000	0.7
	Top 20 shareholders	73,463,227	62.3
	Other shareholders	44,540,588	37.7
	Total outstanding shareholders	118,003,815	100.0

Source: VPS 22.11.2021

- At 30th of September; 600,000 outstanding warrants and 6,200,000 outstanding options.
- Average strike price of NOK 6.40.

Elop Technology's solutions will contribute to securing critical infrastructure



Several global bridge and building collapses exemplifies the need for improved inspection, surveys and maintenance of critical infrastructure.

Elop Technology and its solutions provide information and insight into the condition of an asset.

Using this data for optimised maintenance and control, **ensures safe** and secure operations throughout the lifecycle of the asset.









Elop Technology will contribute to the reduction of CO₂ generated by the concrete production industry









Extending life of existing concrete structures through optimized maintenance and inspection, will have a significant benefit to the environment - reducing the CO_2 emissions from the concrete production process.

Elop Technology's patented technology for structural health insight, combined with systems in development for managing and monitoring asset data, will give assets owners:

- 1. full insight into the condition of their constructions and
- 2. the necessary tools to analyze and maintain their structures,

in order to extend asset life and reduce the environmental impact.