

# Company Presentation

## Induct AS

January 19<sup>th</sup> 2017

# Agenda

- 1 Induct
- 2 Business model
- 3 Resent news flow
- 4 Forecast

# Induct

Human capital is the most valuable resource for our knowledge driven economy

Therefore, Induct wants to increase the efficiency of the usage of human capital; knowledge, competence and experience; through automation of open innovation across the stakeholder ecosystems – create the platform «Next Generation of Open Innovation»



# McKinsey minute

Everybody talks about the fact that a digital ecosystem for sharing knowledge will happen



# Induct

Connecting Innovation Communities

## Five Eco-systems:

- Healthcare
- Education
- Municipalities and cities
- Enterprises
- Humanitarian sector

## One business model:











- Free Induct Community
- # of modules
- # of subscription
- Churn

## Scaling:

- Fixed operating cost
- R&D expenses
- Network effect
- Platform to launch new revenue streams

Robust, scalable and recurring revenues

# Recent news flow

	Name	Vertical	Module	Contract	Comment
	Norgesgruppen	Enterprise	Innovation	S + PS	Norways largest retail chain chooses Induct
	Smartcare cluster	Enterprise	Innovation	S + PS	Cluster of 120 health tech companies chooses Induct
	Human Rights Fund	Humanitarian	Grant mgnt	S + PS	Norwegian grant management chooses Induct
	Karibu Foundation	Humanitarian	Grant mgnt	S + PS	Norwegian grant management chooses Induct
	Vestfold Sykehus	Health	Phase 2 impl.	PS	Satisfied customer wants phase 2 implementation
	BJC Healthcare	Health	Procedure	S	Satisfied customer buys second module
	Chiesi pharma	Enterprise	Innovation	S + PS	4th Pharma customer in Spain
	Otsuka pharma	Enterprise	Innovation	PS	5th Pharma customer in Spain
	24 municipalities	Municipality	Community	Free	24 of 428 municipalities has in 2 weeks started to register and share share projects and innovations on the Induct platform Several interested in paid 'upgrade' for implementation and portfolio management
	Kommunenes Sentralforbund	Municipality	Zone	S + PS	As 'owner' of the central Municipality Hub in Norway, Induct will have even more arguments to collect all municipalities in a sharing network

# Forecast

	Focus	Relevant marked 2017-18 in volume	Target share	Price of module	Comments	Runrate (NOKm)		
						2016 (unaudited)	2017 (target)	2018 (target)
<b>Kommune</b>								
Norway	2017	428	80 %	<b>M</b>	H1 17 adoption of module		6 m	25 m
International		100	80 %		H1 17 launch in additional Scandic country	0,2 m	2 m	8 m
<b>Health</b>								
Norway	2017	65	90 %	<b>H</b>	National frame agreement (end 17: 33 units)	2,4 m	5 m	10 m
Norway expansion	2018	300is	TBD		Sykehjem from 2018			2 m
International	2H-2017	1000is	TBD		Signed contracts in UK, DK, SPA, US	2,1 m	3 m	8 m
<b>Private Enterprise</b>								
Norway single	2018			<b>H</b>	Several one large clients signed	0,5 m	1 m	2 m
International					key issue: scale by network	1,3 m	2 m	3 m
<b>Education</b>								
International	2018	1000is	TBD	<b>L</b>	Large interest, scale discussions and product adjustments	0,3 m	1 m	TBD
<b>Humanitarian</b>								
Norway/International	2H-2017	1000is	TBD	<b>L</b>	Contracts signed, scale achievable, product adjustments and distribution	0,3 m	1 m	4 m
<b>Run rate end of year in NOKm</b>						7,1 m	21 m	62 m
<b>Total revenue in NOKm</b>							<b>29 m</b>	<b>80 m</b>
- Subscription revenue in NOKm							14 m	42 m
- Implementation revenues in NOKm							15 m	38 m



# Induct

Connecting Innovation Communities

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