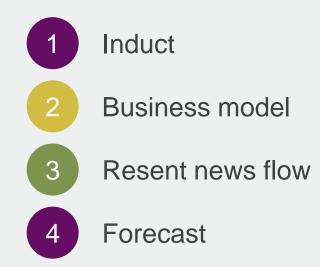
## **Company Presentation**

## Induct AS

January 19<sup>th</sup> 2017



## Agenda







# 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



#### 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

## induct

# Recent news flow

	Name	Vertical	Module	Contract	Comment
	Norgesgruppen	Enterprise	Innovation	S + PS	Norways largest retail chain chooses Induct
<b>(</b>	Smartcare cluster	Enterprise	Innovation	S + PS	Cluster of 120 health tech companies chooses Induct
	Human Rights Fund	Humanitariain	Grant mgnt	S + PS	Norwegian grant management choses Induct
<b>\</b>	Karibu Foundation	Humanitariain	Grant mgnt S + PS Norwegian grant managemen		Norwegian grant management choses Induct
<b>\</b>	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
<b>()</b>	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 interesed in piad 'upgrade' for implementation and portfolio management
<b>\</b>	Kommunenes Sentralforbund	Municipality	Zone	S + PS	As 'owner' of the central Municilapity Hub in Norway, Induct will have even more arguments to collect all municipalities in a sharing network

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## Forecast

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

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Induct AS, Rosenkrantz' gate 4, NO-0159 OSLO. Mail@inductsoftware.com. Tel: +47 415 80 000