



# FOSSTECH as

World-class Solutions for Extreme Environments





## Fosstech Movie

# Fosstech AS

Established in 1997 and has doubled revenue from 2018 to 2023.

Key figures:

- Revenue:
  - 2021: 97 MNOK
  - 2022: 133 MNOK
  - 2023: 155 MNOK
  - Budget 2024: 180 MNOK
- All departments under one roof (5000 sqm)
- 80 employees



Bertel O. Steen Industri AS acquired the Ege Group May 2023, Professional tooling (Feb.), Oulie-Hansen (March) and Fosstech (June) in 2024.

The BOSI Group consists of 16 companies in the Nordics, and delivers technical products and services to a wide specter of industries

Bertel O. Steen Industri AS  
Annual total sale:  
~950 MNOK

**Tools**



- Cutting tools
- Measuring tools
- Chemicals & fluids

- X **ING.YNGVE EGE**
- X **DIGERNES**
- X **NOR-SWISS**
- X **METALL-MASKIN**
- X **HELGE KARLSEN**
- X **HTS VERKTØY**
- OULIE-HANSEN**
- Professional Tooling AS**

**Material testing & analysis**



- Non-destructive/destructive testing
- Material analysis
- Laboratory equipment

- X **HOLGER**
- X **HOLGER HARTMANN**
- X **HOLGER HARTMANN OY (50%)**

**Detection**



- Detection machines & equipment
- Luggage & cargo feeding systems

- X **SELMATEC** (Selmatec AS Norway, Selmatec AB Sweden, Selmatec A/S Denmark)
- X **HOLGER HARTMANN OY (50%)**

**Electro mechanics**



- Plastic encapsulating of under water electronics
- Cabinets & cables for extreme environment
- Service on installed base



# Turning Point

Differentiation and Specialization

# Differentiation and Specialization

After 2014, we realized the need to become more flexible in response to market changes. We began focusing on:

- Unique local expertise
- Diversifying into various industries: Energy, Maritime, Defense, Infrastructure, Fisheries, and Aquaculture
- Transitioning from mechanical production to advanced R&D and electromechanical production
- Offering end-to-end services, from development to production, testing, and service





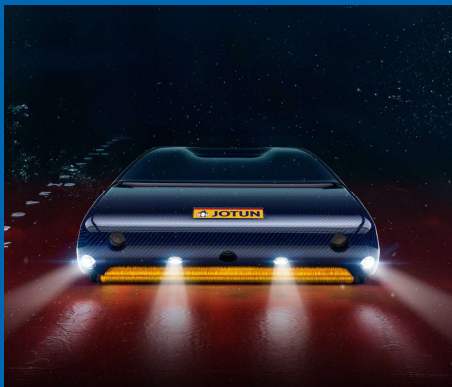
# Three Success Stories

Kongsberg Discovery, Stingray and Traftec

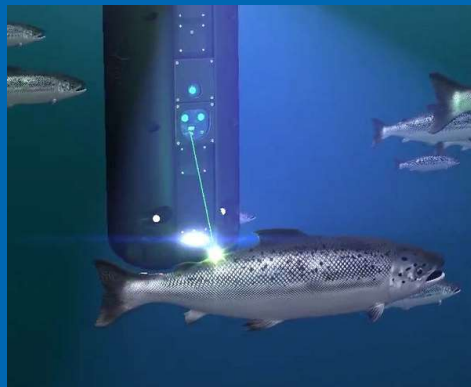
# Doubling in five years: 73 to 155 million

Differentiation, product development, and local expertise

Kongsberg Discovery  
og Jotun Hullskater



Stingray Marine  
Solutions



Traftec



# Kongsberg Discovery

## Jotun Hullskater

- A climate technology project born from the new IMO EEXI regulation (40% emission reduction by 2030).
- Robotic unit designed for proactive hull cleaning to reduce pollution (CO<sub>2</sub>, SO<sub>x</sub>, and NO<sub>x</sub>) and prevent the spread of invasive species.
- Potential CO<sub>2</sub> reduction equivalent to 10 million tons (30% of Norway's annual emissions).

### Fosstech delivers:

- Control cabinets for automation and electronics
- Cables
- Encapsulated electronics



Picture: Jotun.com

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**They can take a product and industrialize it, not just design it, but make it work well in a production line**

 FOSSTECH AS

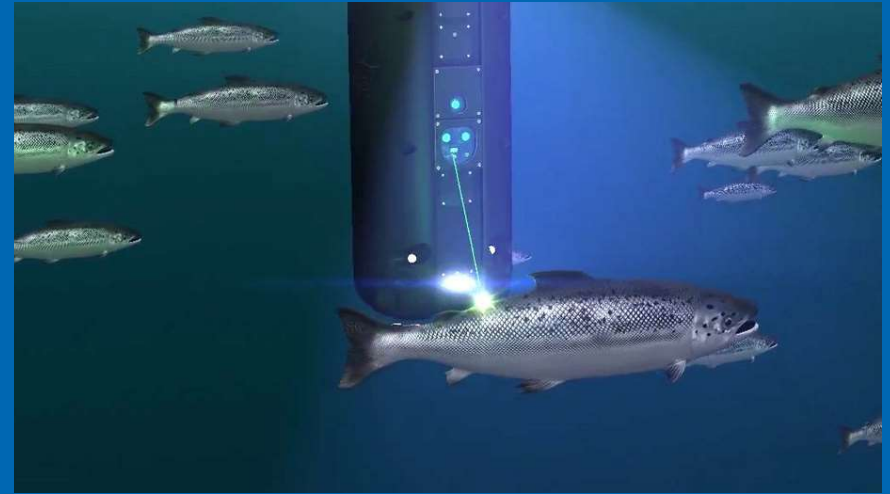
# Stingray Marine Solutions

## Lice laser - The Fish's Health Station

- From a small customer to a major client with significant growth.
- Growth and development together since 2016/17.
- Close and flexible cooperation with shared values: people, expertise, and development.

### **Fosstech provides:**

- BU/SU cables for Stingray nodes
- Molds and series production equipment
- Lice laser – The Fish's Health Station



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**Fosstech is the lifeline of the Stingray system. Without them, we would be like a car without tires!**

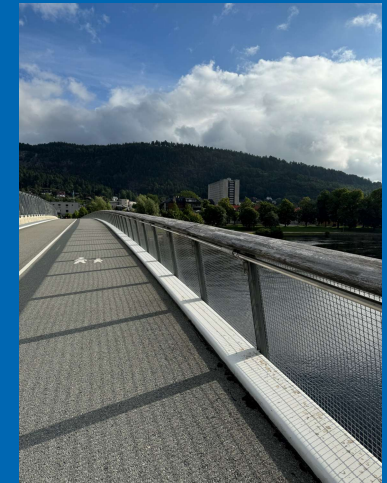
# Traftec

## Bridge LED Lights

- First delivery from another vendor was poor quality and stopped working after 3 months.
- Fosstech designed and delivered new LED lights
- New LED lights mounted, and test performed over a period of two years before PO

### Fosstech delivers:

- Encapsulated electronics
- Embedded LED lights
- Robust and long-lasting lighting for the bridge



# Customer Benefits

## Expertise in demanding environments:

Specializing in mechatronics, cables, and electronics for extreme conditions.

## Comprehensive services:

From design to production, assembly, testing, aftersales, and service.

## Tailored solutions:

Industrial, professional, and robust solutions for your challenges.

## Certifications:

- ISO 14001:2015 (environmental management).
- ISO 9001:2015 (quality management).

## High standards of quality and reliability:

Products and services that meet strict industry standards.



## Wish List:

- **Demanding customers**
- **High Quality**
- **Expertise**
- **Reliability**
- **The entire value chain:**
  - Development.
  - Production.
  - Assembly.
  - Testing.
  - Service.



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**We aim to have the most demanding customers, as this allows us to fully utilize and develop our unique capabilities**

# Welcome to Fosstech

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