

# Nordic Technology Group

Company Update - CEO Message  
8 September 2026

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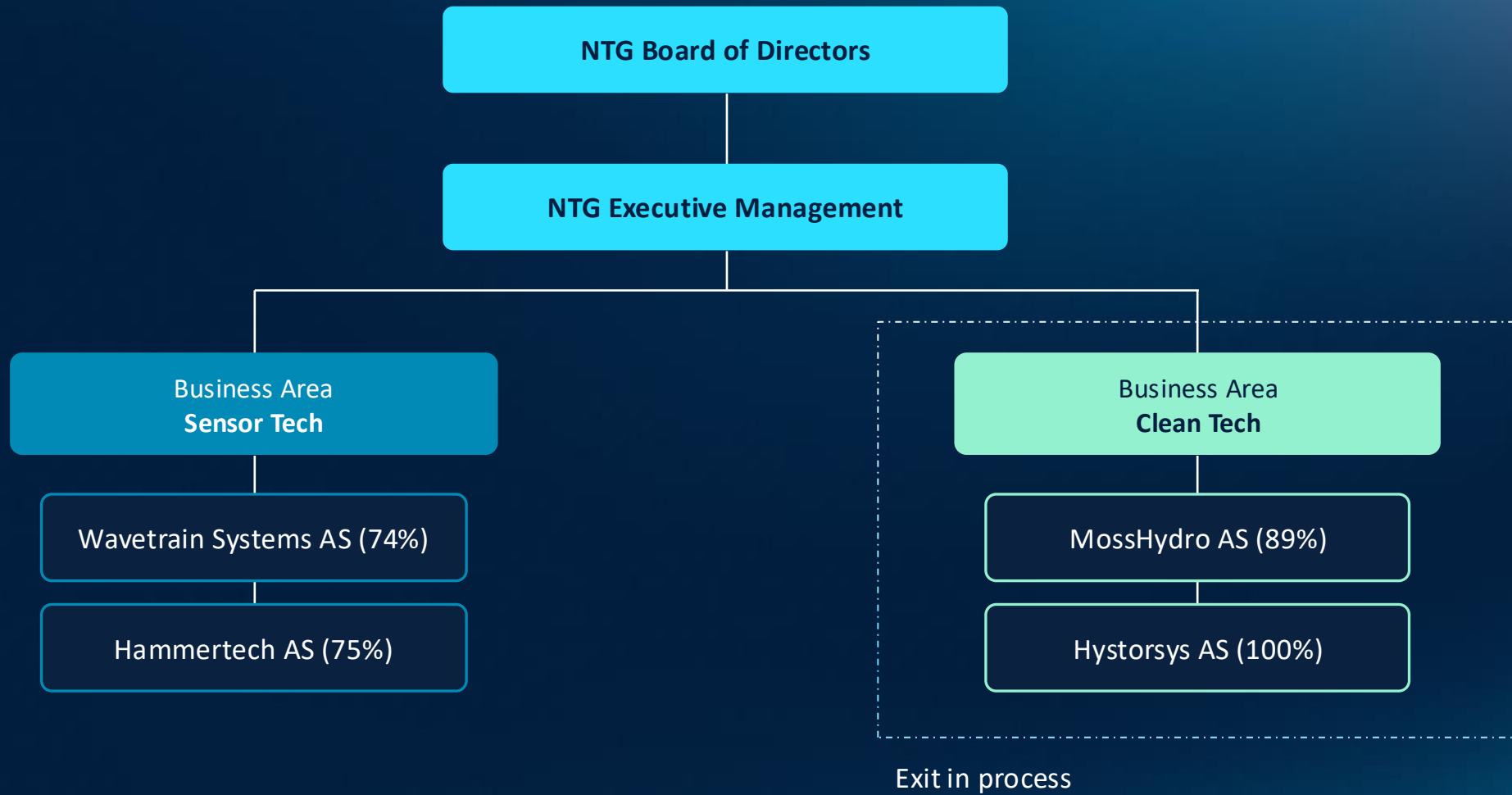
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# This is NTG



## NTG: Key Message

- Subsidiaries now in commercial phase and well positioned for revenue growth
- Break-through Type Approval in UK for Waivetrain Systems in July
- Hammertech secured orders for 36 AquaField Mud meters – technology approved by Saudi Aramco, ADNOC, other majors and international oil service companies
- Addressing growth capital requirement before reaching positive cash flow through direct equity and debt financing in subsidiaries
- Well advanced sales process of MossHydro – sales revenues growing by 50% to NOK 30m in 2026 and EBIT estimate of about NOK 5m



# NTG Company Update

8 September 2026

# Type Approval in UK achieved – sales ongoing

- Type Approval processes with Network Rail in the UK takes 8–10 years
  - No known players have started the process to approve new technology
  - Existing players have outdated technology with very high installation cost
- Contract negotiations in the UK
  - In active negotiations with 6 out of 12 routes in Network Rail
- Type Approval from Network Rail is boosting interest from multiple international customers
  - Contract negotiations with several international customers

# Level crossings are a critical and fatal problem for the rail industry



## SCALE

**1,000,000+**

**rail level crossings worldwide**

Only around half are protected. The cost of traditional solutions leaves the rest a significant risk to both life and property.



## HUMAN COST

**200+**

**lives lost every year in the EU**

Preventable fatalities continue to occur because existing solutions are either too expensive or insufficient — with many more left severely injured.



## ECONOMIC COST

**EUR 2bn**

**total annual economic impact in the EU**

Around EUR 10m per fatal accident<sup>1</sup>, on top of traffic disruption, repairs and regulatory compliance — an enormous need for scalable solutions.

Note: 1) Including compensation and investigations. 2) Based on 200 lives lost per year in the EU.  
Source: UNECE / European Union Agency for Railways; European Commission.

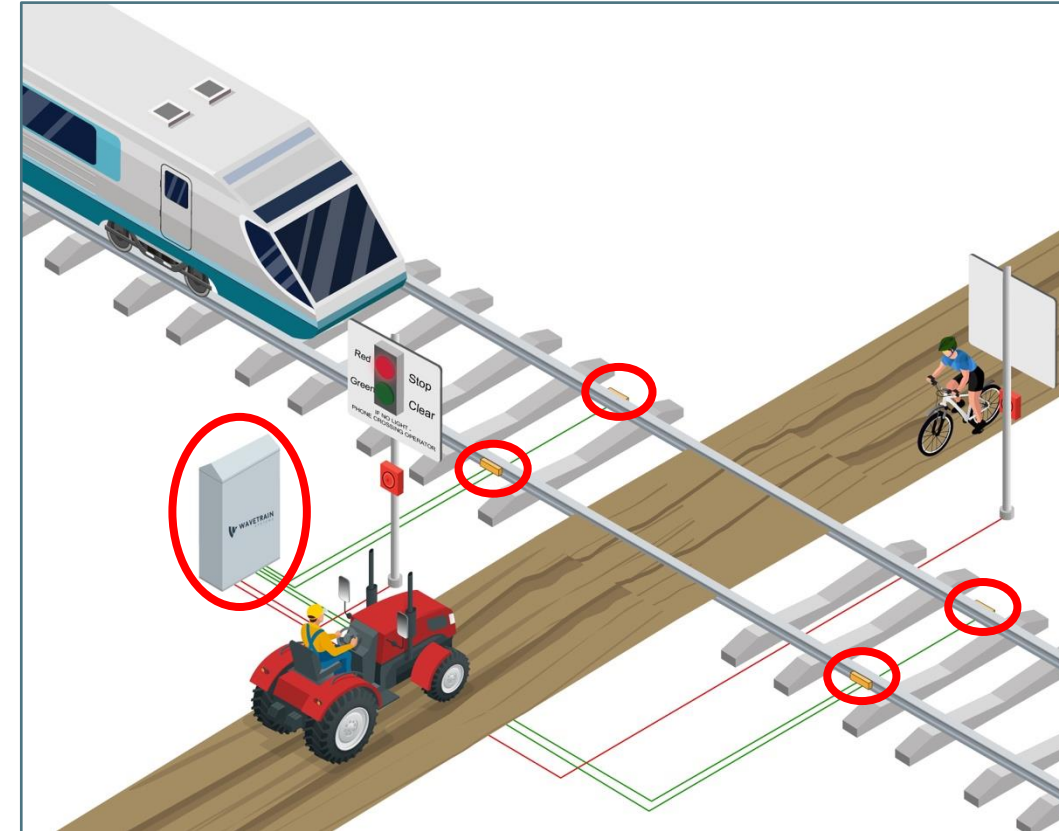
## Why it matters

**Half the world's crossings are unprotected because protection has been too expensive — that is exactly the gap Wavetrain LCWS closes.**

# Product & Application

## Level Crossing Warning System (LCWS)

- System to detect trains using AI and Machine Learning for interpretation of the trains acoustic signature in the rail
  - Four sensors for a single track, eight sensors for double track
  - Connected to a single control unit with advanced and proprietary software
  - Output drives warning measures (lights, sounders and barriers)
- Only CENELEC SIL2 certified system on the market (EN 50126, EN 50128, EN 50129)
- IEC 61508 certified
- Patented in more than 20 countries

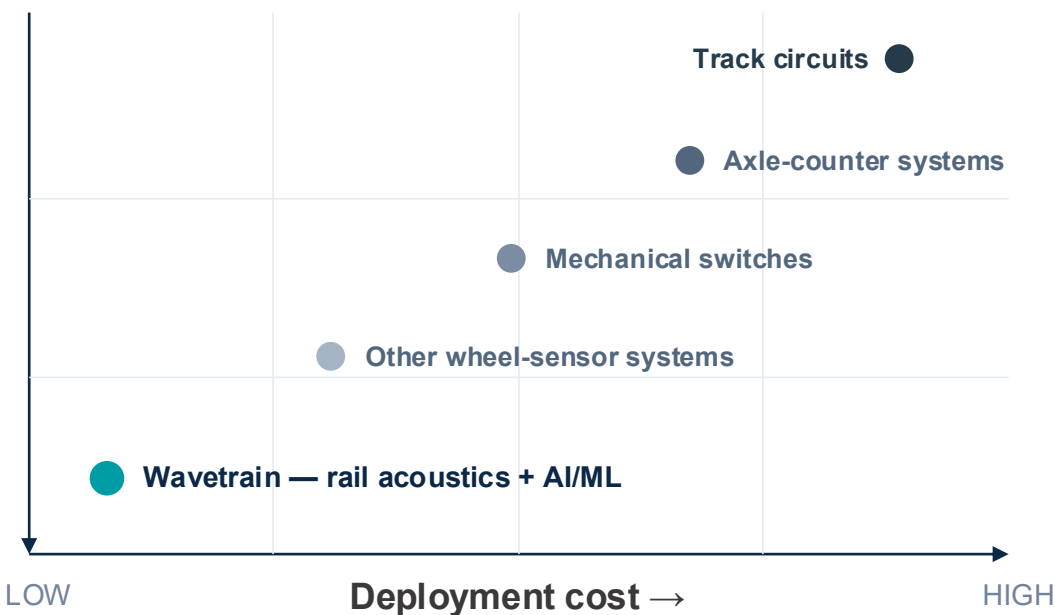


Cost-effective reduction of risk at level crossings

# Wavetrain unlocks the unprotected-crossing market

Cost and complexity of legacy systems make network-wide deployment prohibitive

Integration complexity ↑



## Why Wavetrain changes the economics

- **Disruptive technology:** local rail-acoustic sensing and proprietary AI/ML replace long, remote detection sections.
- **Legacy cost stack:** mechanical, track-circuit and axle-counter systems depend on cabling, excavation, signalling interfaces and track possessions.
- **Market unlock:** lower deployment cost lets infrastructure owners protect more passive crossings within fixed safety budgets.

**5–10x** competitor burden is prohibitive for passive-crossings

## Competitive contrast

| WAVETRAIN                                                                    | OTHER TECHNOLOGY                                                                              | RELEVANCE                                                                                      |
|------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------|
| Rail-acoustic + proprietary AI/ML<br>Local at crossing   Minimal civil works | Mechanical, track-circuit & axle-counter systems<br>Remote detection   Complex infrastructure | Lower cost expands the serviceable market<br>Passive crossings become economically addressable |

# Wavetrain transition to use AI and Machine Learning

- Wavetrain have transitioned to use AI and Machine Learning in the core product to:
  - Improve performance
  - Enable faster roll-out
  - Extend product offerings
- The latest product update is released and approved:
  - Received external CENELEC SIL2 certification
  - Received type approval by Network Rail to go into operational use
- This paves the way for sales and roll-out in the UK and have opened other markets

OFFICIAL

**Network Rail**

**Certificate of Acceptance** PA05/06636

**Manufacturer:**  
Wavetrain Systems

**Issue:** T5  
**Valid From:** 15-07-2026  
**Review Date:** 15-07-2027 (12 months)

**Wavetrain Overlay Miniature Stop Light (OMSL) System**

**Product Description**

The Wavetrain Overlay Miniature Stop Light (OMSL) system combines the Level Crossing Warning System (LCWS) SIL 2 acoustic train detection system, developed by Wavetrain Systems, with other separately accepted components, in accordance with a standardised circuit design.

The Wavetrain OMSL is suitable for use at footpath and brideway level crossings.

LCWS uses sensors attached to the rails to detect the sound waves induced by approaching trains. The sensors and their associated control unit are installed at the level crossing, and no drilling of the rail is required.

The data from the sensors is analysed by the LCWS Control Unit, which will be calibrated to give the required warning time.

**Product Image**



**Scope of Acceptance**

**Trial Acceptance**

This certificate authorises a monitored operational service trial of a single-track configuration Wavetrain OMSL system incorporating the version 1.6.1.0.4 Wavetrain LCWS train detection system at Colliery footpath level crossing (ELR RAC 132m 39ch).

**NOTE:** Up to three further single-track Wavetrain OMSL systems may be added to the scope of this trial when the locations of these have been agreed with Route teams. This certificate will be updated to record details of the level crossings involved when these have been confirmed.

The system is to be used in accordance with the requirements detailed in the latest application manuals;

1. LCWS Design and Planning Manual
2. LCWS User Manual

**Network Rail Acceptance Panel (NRAP)** hereby authorises the product above for use and trial use on railway infrastructure for which Network Rail is the Infrastructure Manager under the ROGGS regulations.

**Reviewed by:**  Steven Rennolds  
Product Acceptance Specialist

**Authorised by:**  Jonathan Evans  
Network Technical Head of Level Crossing Engineering

Please contact [prodacc@networkrail.co.uk](mailto:prodacc@networkrail.co.uk)  
Network Rail Infrastructure Ltd Registered Office: Watlington General Office London SE1 6DW Registered in England and Wales No. 2964387 [www.networkrail.co.uk](http://www.networkrail.co.uk)  
Version 7.2 February 2023

**RAILSUPPORT AS**

**Assessment Certificate**

This is to certify that the development process of the undernoted product has been assessed with satisfactory results in accordance with the relevant requirements in the undernoted standards.

This certificate is issued to:

**Manufacturer**  
Wavetrain Systems AS

**ADDRESS**  
P.O. Box 23,  
N-1324 LYSAKER,  
NORWAY.

**Assessed product**  
Wavetrain Level Crossing Warning System, Generic Product, version 1.6.1.0.4.

**Application**  
Level Crossing Warning System consisting of LCWS Sensor Unit ver. 1.6.1.0.4 and LCWS Software ver. 1.6.1.0.4 for single track level crossings.

**Assessed standards**  
CENELEC EN 50126:2017, EN 50128:2011 (A1:2020, A2:2020), EN 50129:2018, EN 50716:2023.

**Achieved Safety Integrity level (SIL)**  
SIL 2

**Limitations and Application conditions**  
See Appendix 1

**Assessment report**  
The assessment is documented in report no. 9952\_R3.

**Certificate No.**  
9952\_C4

**Issue Date**  
18.09.2025

**Expiry Date**  
NA

**Sheet**  
1 of 2

  
Kaja Daae Torsteinsen  
Independent Safety Assessor  
Railsupport AS  
Norway

  
Roar Andreassen  
Independent Safety Assessor and Lead Assessor  
Railsupport AS  
Norway

# Business Model

In-house development  
of core AI safety applications  
for the railway market

Selling train detection  
systems for level  
crossings, SW & HW

Manufacturing and  
assembly using  
certified suppliers

Local contractors or  
customer to install and  
maintain according to  
local requirements



# Massive Addressable Market

Potential market is literally any country operating railroads



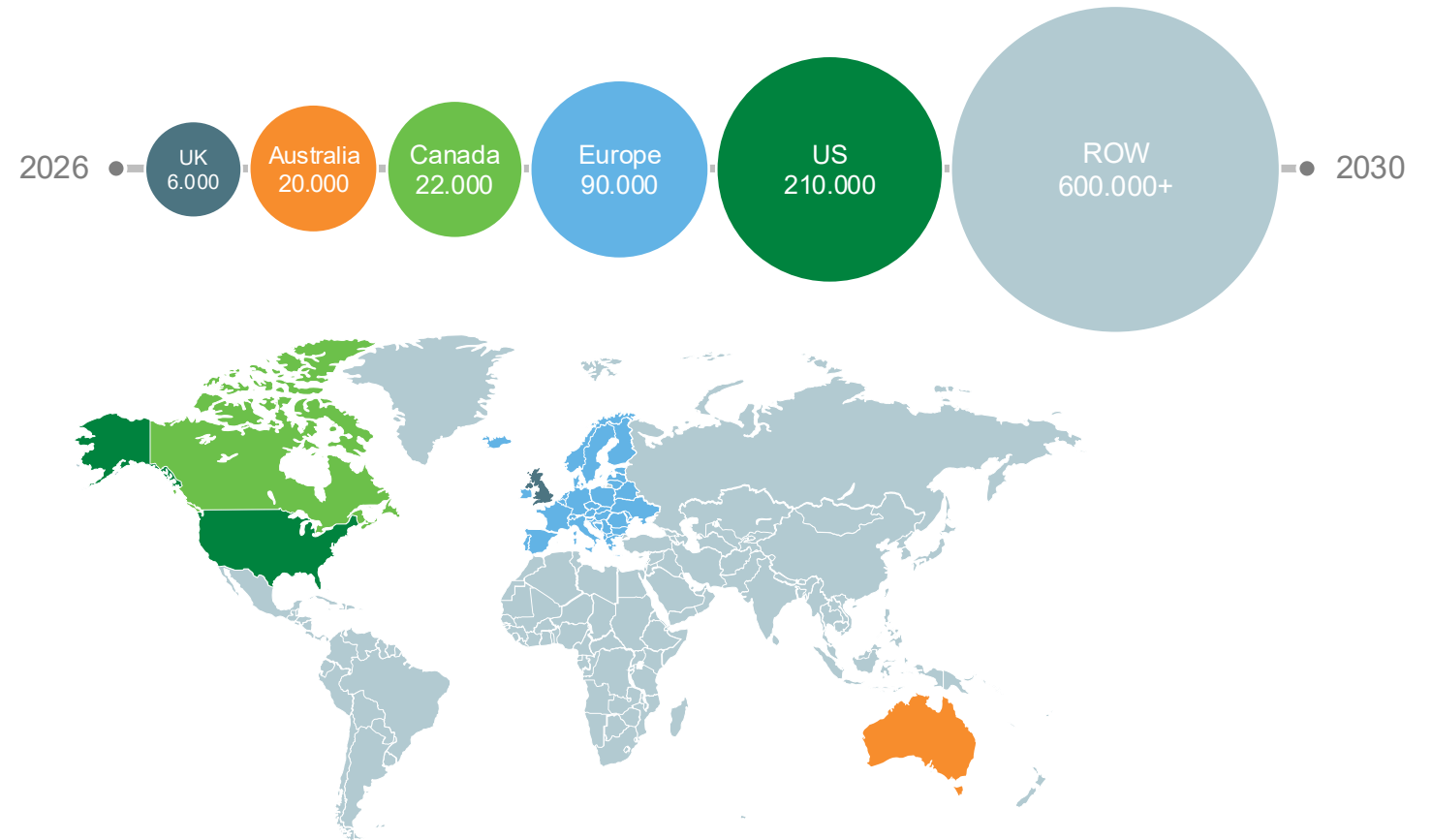
> **1 000 000** level crossings world-wide



Euro **50 billion**

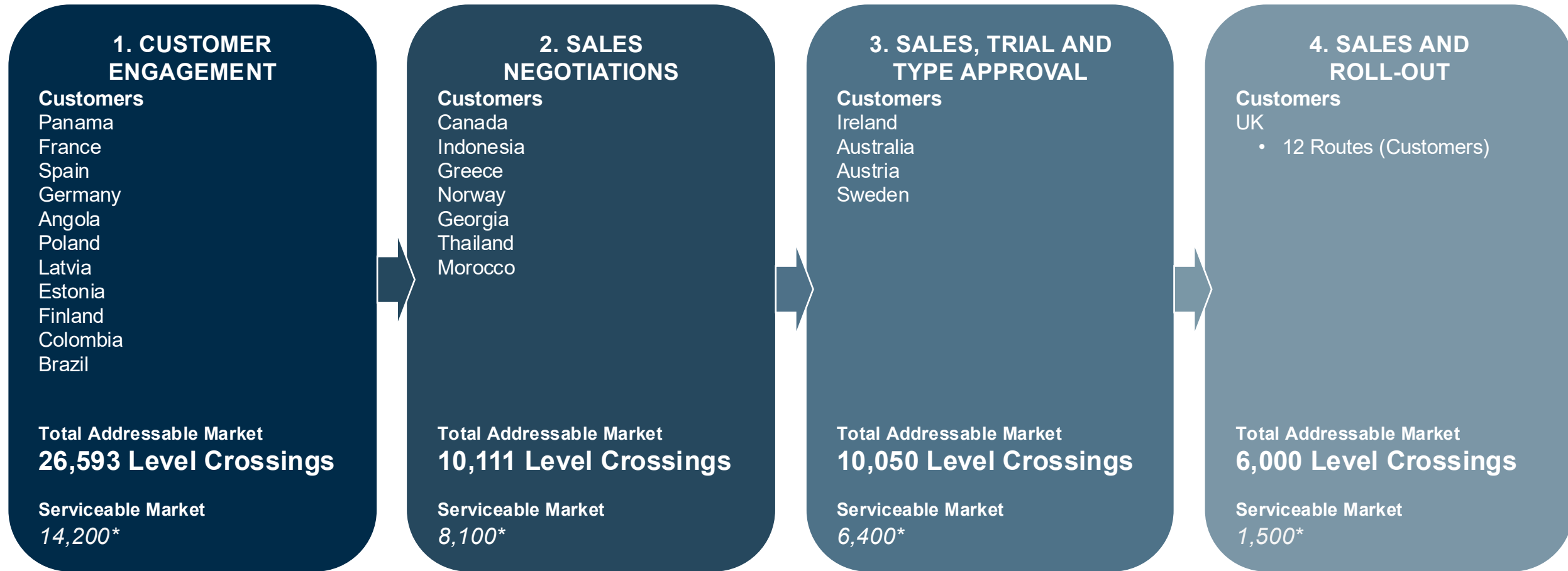


Only CENELEC **SIL2 Certified** supplier



Source: Management analysis and management estimates

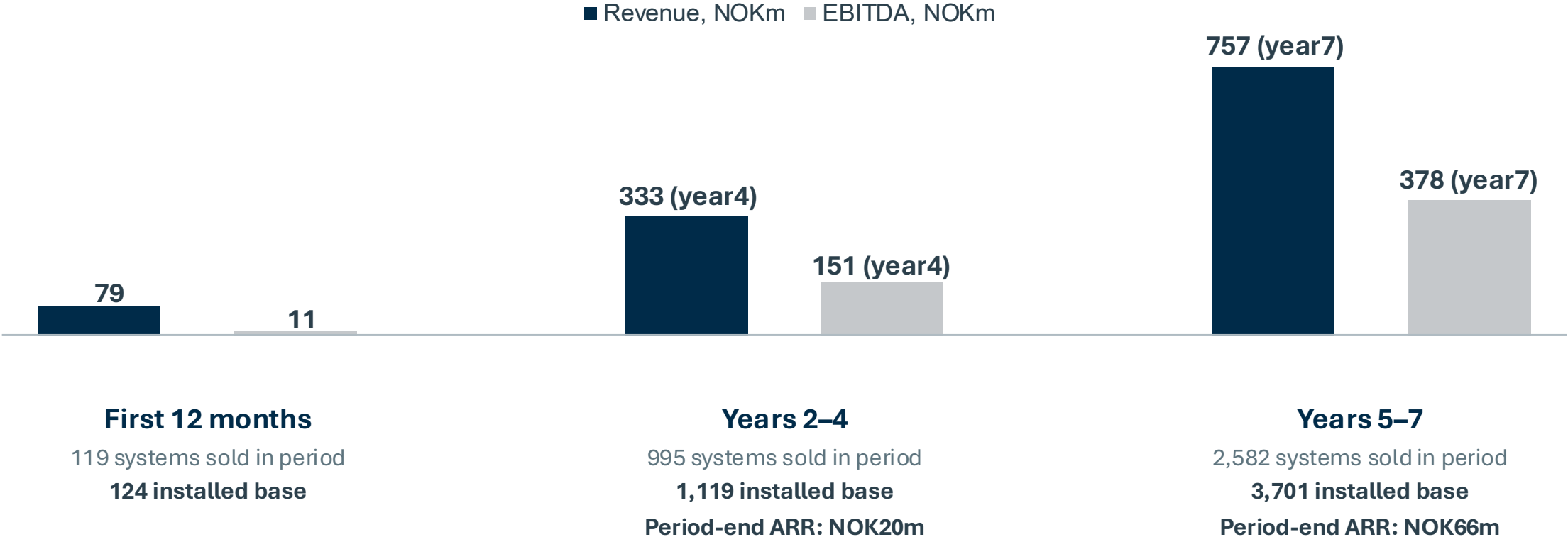
# Strong Market Demand Backed by Network Rail Approval



Pipeline summary: TAM: 52,754 | Servable: 30,200 | # opportunities: 23

\* Servable market is company estimate

# Strong Growth From Current and Incoming Customer Base





# Competitive Advantages

- Unique AI technology platform - data from 1.3m train passings
- Only CENELEC SIL2 Certified supplier of level crossing protection world-wide, which is a requirement in major markets
  - No known competitors at this certification level
- Significantly lower life cycle cost compared to competition
  - Cost advantage with fast installation and no maintenance
  - Autonomous, no integration with costly signaling system
- Type Approved for operational use in UK mid 2026, full National Approval after demonstration at 3 additional sites
- Ongoing trials and type approval process with 4 other customers
  - Expect to increase with 3 additional customers by end of year
- Commercial roll-out and follow on orders by end of year
  - Expect UK and one other customer to start follow-on orders

# Key takeaways

- Type Approval processes in place for Network Rail, UK
  - Unique Wavetrain technology de-risked with very strict Type Approval process
  - Opens for cross-acceptance in other markets
- Commercial contract negotiations in the UK ongoing
  - In active negotiations with 6 out of 12 Routes
- UK Type Approval is boosting interest from several international customers
  - Sales, trials and type approval in 4 countries outside UK
  - Sales negotiations with several more countries boosted by UK type approval



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NORDIC TECHNOLOGY GROUP (NTG) · COMPANY UPDATE

# Hammertech

*AquaField™* — Innovation in Flow

8 September 2026



## COMMERCIAL TRACTION

# AquaField™: Approved, Already Selling, Already Repeating

*Six data points on where Hammertech already stands.*

**1 51 meters**

**Sold to date, through August 2026**

21 of the 51 sold in 2026 alone

**2 36 units**

**AquaField Mud meters sold**

20 sold in 2026 — the newest category, already repeating

**3 NOK >30m**

**Development projects delivered**

Paid engineering work, not speculative R&D

**4 4×**

**Service revenue growth year-over-year**

NOK 0.5m so far in 2026 — four times the same period in 2025

**5 9COM · AVL**

**Approved Vendor List status**

Saudi Aramco (9COM), ADNOC (AVL), large global OFS provider, others

**6 NOK 88m**

**Accumulated Revenue**

Cumulative revenue since inception — product, service and development combined

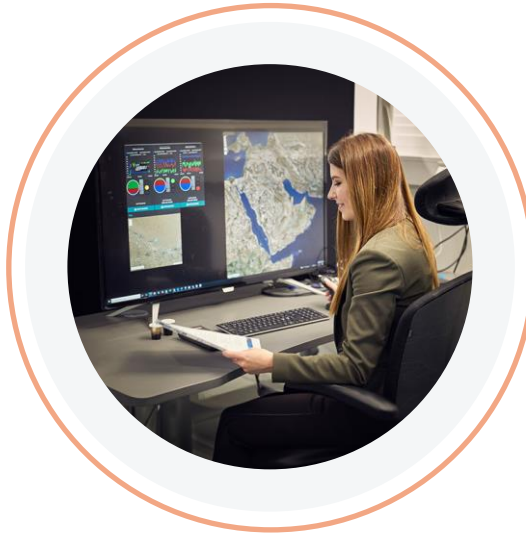
# Value Proposition

Enhanced Recovery · Production Optimization · Digitalization · OPEX & CO<sub>2</sub> Reduction



## AquaField™ Per Well

Online, continuous and real-time monitoring of the individual well.



## Digitalization

Supports remote well and reservoir management through real-time transmittal data from the individual well.



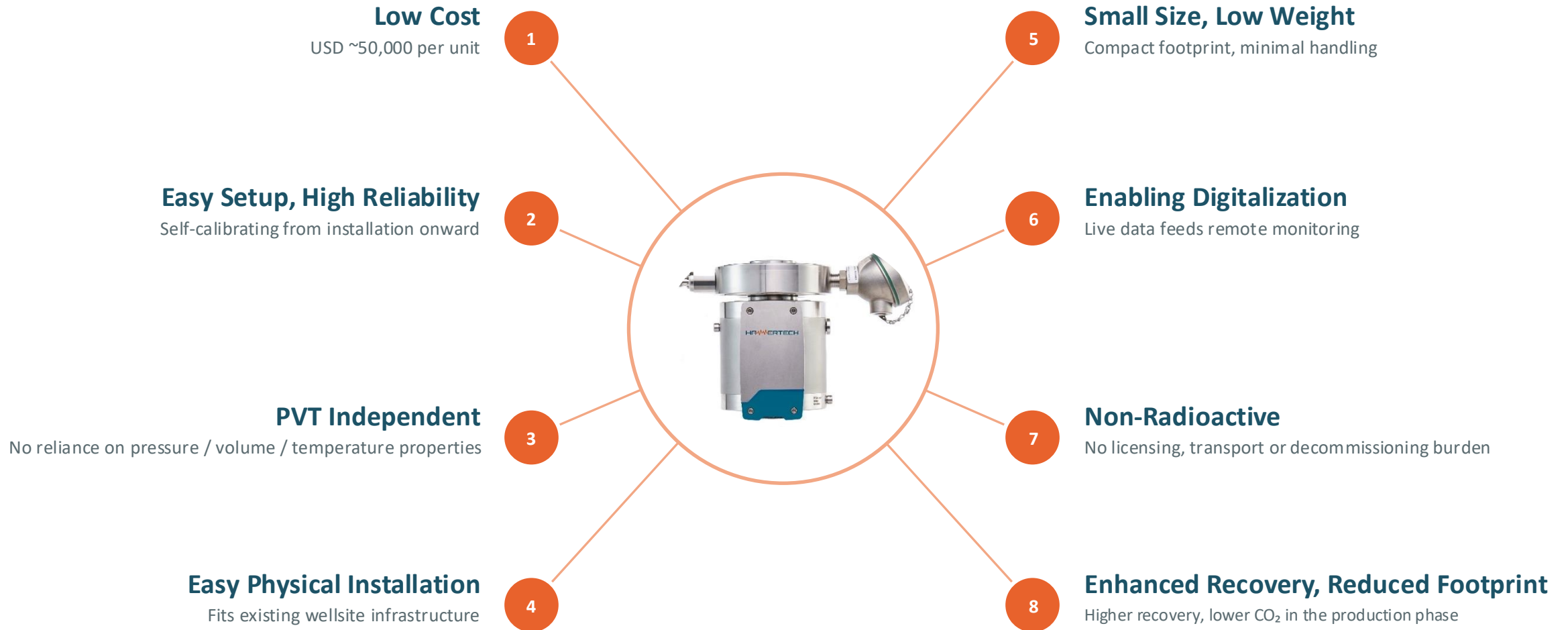
## OPEX & CO<sub>2</sub> Reduction

Removes the need for traditional, periodic individual well testing:  
cost reduction | low emissions | enhanced recovery

Hammertech's AquaField™ — Simplifying Complexity, Innovation in Flow

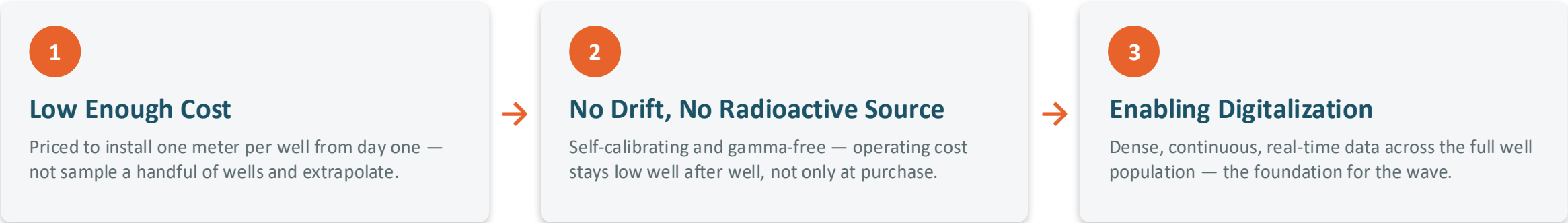
# Competitive Advantages

*Structural advantages built into the platform — not incremental features to be matched.*



# Making Digitalization Real

Competitive advantages, benchmarked — the economics behind one meter per well.



*A very large NOC in the Middle East region’s own economic evaluation of AquaField Green: 5–6% production increase · 1–2% recovery factor increase — enabled by continuous, real-time measurement across the full well population.*

## HOW IT COMPARES

|                        | AquaField  | Schlumberger<br>Vx Spectra / Haimo | Emerson-Roxar<br>MPFM2600 | Weatherford<br>RedEye         |
|------------------------|------------|------------------------------------|---------------------------|-------------------------------|
| Radioactive Source     | None       | Required (dual)                    | Required (single)         | Not required                  |
| Recalibration Interval | Never      | 3–6 months                         | 3–6 months                | Frequent<br>(lens fouling)    |
| 5-Yr TCO / Well        | \$115–170k | \$220–400k                         | \$200–320k                | Lower upfront,<br>higher OPEX |

Source: Rystad Energy independent technology evaluation (multiphase flow meter comparison) · internal economic evaluation shared by a Middle East NOC.

## MARKET OPPORTUNITY

# A Large, Underserved Market

*Independently sized by Rystad Energy — concentrated in two priority geomarkets.*

## \$84bn

### Total potential market

~2.1 million wells worldwide

## \$18bn

### Target market

~450,000 wells across major NOCs and IOCs

## \$10bn

### Core market

~251,000 wells — AquaField assumed most applicable

### Why North America

- Production is shale-driven — high well counts, fast decline curves.
- A large-operator base plus a long tail of independents.
- Partner-led channel reaches the fragmented base at scale.

### Why the Middle East

- Production is conventional and long-lived.
- A small number of large national oil companies dominate.
- Direct, relationship-led engagement — not a volume motion.

HAMMERTECH AquaField™ Mud

# A New Category – First Large Orders Received

*The same validated platform, extended to drilling fluids — and first mover.*



*Drilling is racing to digitalize like the rest of the value chain — replacing manual, man-intensive and messy point checks with continuous real-time data.*

*Hammertech's AquaField Mud is the first sensor to measure water, oil, gas, solids and cuttings — five parameters, one compact in-line unit, in real time.*

**36 meters**

AquaField Mud units sold to date

**2 partners**

Global technology partners scaling deployment worldwide

**10**

Further companies mapped and prioritized

**1st**

First mover in a category Hammertech created

AquaField™ CUSTOMER VALIDATION

# Validated by the World's Largest Operators

*Deployed and under active scale-up discussion across national oil companies and global operators.*

## NORTH AMERICA

### A Global Supermajor

- 7 years of technical dialogue completed
- Technology confirmed robust enough to proceed
- Pre-start pilot testing begins H2 2026

### A Large North American Independent

- First unit deployed and running since summer 2026
- Scale-up conversations will follow successful test

## MIDDLE EAST

### Saudi Aramco

- 9COM-certified
- Reservoir management and well testing dialogue active across 13 fields
- Nominated development projects from Aramco R&D

### ADNOC

- AVL – Approved Vendor List
- Proven pilot results secured
- Coordinated, corporate-wide adoption plan underway across operating assets

# Short Term Sales Target

*Indicative unit targets by account — H1 2026 to H2 2027 (# meters).*

| Customer                            | H1-26     | H2-26     | H1-27     | H2-27      |
|-------------------------------------|-----------|-----------|-----------|------------|
| Major OFS vendor, Mud-partner #1    | -         | 30        | -         | 30         |
| Mud-partner #2                      | 10        | 10        | 10        | 10         |
| Major NOC #1, ME region             | -         | 15        | -         | 60         |
| Major NOC #2, ME region             | -         | 15        | 10        | 10         |
| Major NOC #3, ME region             | -         | -         | -         | 20         |
| Large US independent                | -         | -         | 20        | 20         |
| Others (including new Mud-partners) | 1         | 4         | 13        | 37         |
| <b>Sum all</b>                      | <b>11</b> | <b>74</b> | <b>53</b> | <b>187</b> |

## LOOKING AHEAD

# Financial Outlook

■ Revenue, NOKm

■ EBITDA, NOKm

## Short-term

- Securing new and repeat orders for AquaField Mud
- Middle-East: first volume orders for AquaField Green
- Growing service revenue as the installed base expands

### Annual



## Mid-term

- Scaling sales and production
- Broadening operating range and autonomy to stay ahead of the field
- Expanding into additional national oil companies and IOC accounts

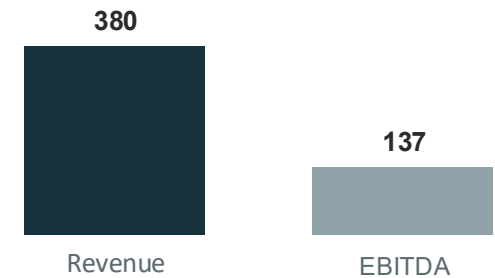
### Annual



## Long-term

- Volume orders from global majors and NOCs
- Implementing a software-driven recurring revenue model
- Margin expansion as the installed base scales

### Annual



## *Key takeaways*

*AquaField Mud: commercial breakthrough, already generating repeat orders.*

*Middle East: vendor-list approvals converting into sales, with the first volume order booked this year.*

*A clear path to cash-flow positive in 2027.*



*Innovation in Flow*

Thank you

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