

Oceanview.vc

500m NOK fund

- 1st professional check through exit

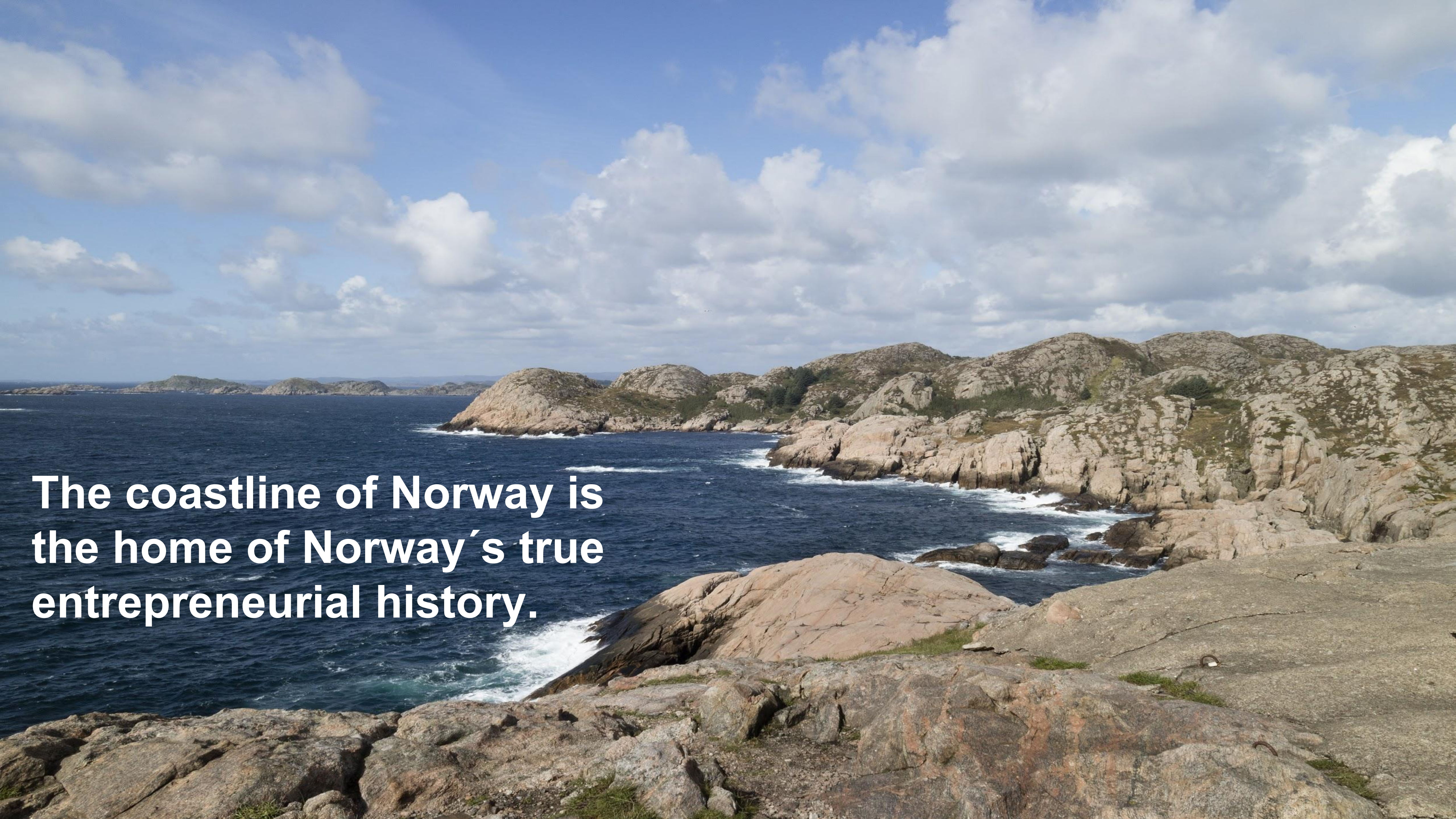
- TTO Alliance for privileged dealflow

- Disruptive technologies and business models within the ocean industries

Oceanview Venture Capital

- An Early Stage 500m NOK Oceantech Fund

**SR Bank Presentation
June 2018**



The coastline of Norway is the home of Norway's true entrepreneurial history.



The coasts of Norway are filled with offshore and subsea experts bursting with new ideas.

Norway is currently one of the world's leading ocean economies

Our coastline is one of the longest in the world, and every day hundreds of thousands of Norwegians go to work in the ocean industries, which together represent about **70 per cent of our export income**




Norway is one of the world's largest producers of oil and gas.

Norway is one of the world's largest and most advanced sea farming nations and the second largest exporter of fish and seafood.

Norway is one of the largest shipping nations in the world.

...and we have a world class service and supply industry supporting it all.



A wide-angle, eye-level shot of a bustling city street, likely in Istanbul, Turkey. The street is filled with a dense crowd of people, many of whom are out of focus in the foreground. In the center of the street, a white tram is visible, moving away from the viewer. The street is lined with multi-story buildings, and the sky is filled with numerous strings of small, warm-white lights, suggesting a festive or holiday atmosphere. The overall scene conveys a sense of a large, active urban population.

By 2050, the world population is expected to surpass 9 billion. A rapidly growing population means increased demand for energy, food and transport.

“The new ocean economy is driven by a combination of population growth, rising incomes, dwindling natural resources, responses to climate change and **pioneering technologies.**”

The Ocean Economy
OECD
April 2016

The Ocean is the New Economic Frontier.



And Norway Will Lead The Way

Oceanview.vc



Norwegian Ministry
of Trade, Industry and Fisheries

Strategy

Norwegian Ministry
of Petroleum and Energy

New Growth, Proud History

The Norwegian Government's Ocean Strategy



Published
May 2017

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Massive
Challenges

=

Massive
Opportunities

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An Ocean of Opportunities

ENERGY

renewable energy, wave, wind and solar, distributed energy, energy storage, production optimization, enhanced recovery, plug and abandon, precision exploration

SEAFOOD

Fish health, feeding optimization, aquaculture, farm automisation, on shore farming, precision farming, new feed types, waste management, nutrition

MARITIME

Ship emissions, smart fleet, communication, autonomous shipping, battery powered ships, machinery performance, predictive maintenance, safety solutions

DISRUPTIVE TECHNOLOGIES

AI, VR, AR, big data, blockchain, digitalization, IoT, robotics, drones etc.

DISRUPTIVE BUSINESS MODELS

Subscription, freemium, marketplaces, experience, on demand etc.



3 partners. Proven entrepreneurs.

Proven Dealmaker and one of Norway's Leading Investment Advisers



Oceanview.vc

Olav Rune Øverland Managing Partner



Oceanview.vc is the 3rd investment company Olav has started from scratch. He brings deep boardroom and entrepreneurial experience.

Since 2000, Co-founder and former Group CEO, Gabler, Norway's leading independent institutional advisory group.

30% annual revenue growth, EBITDA of 12+% last 4 years. Gabler's growth is directly related to implementation of technology solutions and new business models.

When he left, Gabler managed ca 80b NOK globally on behalf of customers. Olav has an extensive network in the investment community in Norway and internationally.

Former Head of Research, DNB Markets and CEO of Skandia Asset Management AS, and the board of Kommunalbanken and Conoco Phillips Pension Fund.

GABLER



DNB

Strong Value Creator and 3 x Entrepreneur



Jarle Kvamme Partner



Cofounder, board member and former CFO in Disruptive Technologies, the most awarded IoT start-up in Europe. Valued at 800m NOK in the last round.

Cofounder, former board member and CFO in Fourphase, an energy technology company. 120m NOK revenue / 75m NOK EBITDA in two years. Exited to Energy Ventures and Epi-V in 2014 at 420m NOK.

Central in building Norne Securities from start as COO and head of business development - the only full-service investment bank in Norway with its head office outside Oslo. Driver in the acquisition of Terra Markets.

Former head of Equities, Nordea Savings and Wealth Management, Norway



Serial Entrepreneur and Leading Startup Coach



Kelly Moulton Partner



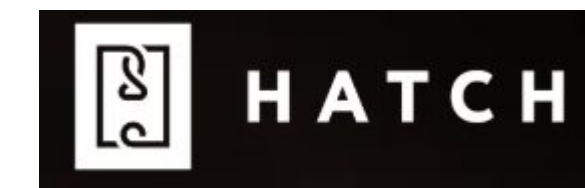
Bottle Rocket, Cofounder, pioneering B2B software as a service company in New York. Landed Bing Gordon, Electronic Arts, as lead investor. 40 employees. Sold to Nasdaq- traded ACTV for 150m NOK.

Antfactory, Venture Partner, London. 3.500m NOK pan European VC firm. Acted as CEO to a portfolio company.

Cofounder & CEO, The Ritz Club Online, London. Tripled investment in year one of operations. Backed by the Barclay Brothers. Sold privately for an undisclosed sum.

Mentor, BTO, one of Norway's largest startup ecosystems with over 80 companies. Mentor, Hatch.blue, the world's first aquaculture accelerator.

Lead pitch trainer, Accel.no, energy & seafood cohorts.





Oceanview.vc located in the leading ocean industry hub of Norway

Interlocking Skills

Olav,
Managing Partner

DEALMAKER
Fund mgmt
Investor relations
External outreach
IR

Jarle, Partner

VALUE CREATOR
Company builder
Deal skeptic
Corporate finance
Exit planning

Kelly, Partner

RAINMAKER
Sales / Marketing
Internationalization
Tech due diligence
Coaching

Analyst

Screening
Market research
Due diligence

Land deals
Source deals
Exit deals
Fundraising
Networking

Our unfair advantage as VC?



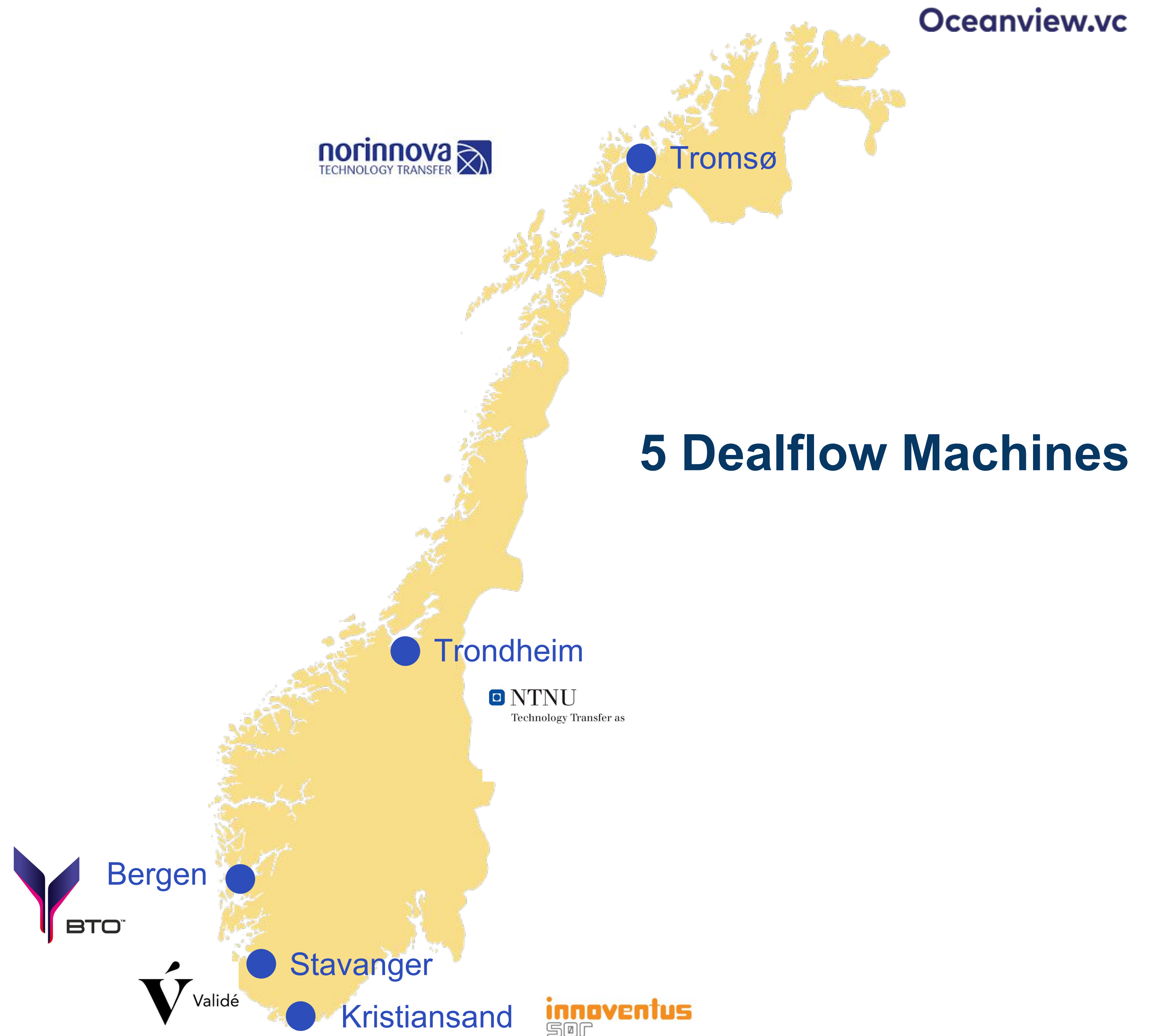
Coastal Alliance

We have signed a **privileged dealflow agreement** with 5 TTOs.

TTOs = tech transfer offices and the connected incubators, accelerators, coworking spaces & industry clusters.

13,367 researchers

20b NOK research base



100+ full time experts actively supporting us and our investments

1500+ annual dealflow from our partner TTOs

Strength in numbers. Privileged dealflow.

Oceanview Venture Capital has signed letters of intent with the coastal TTOs of Norway so we have **privileged access** to their deals and entrepreneurial teams.

What this means in reality:

- 1) Monthly reports on key metrics from the deals we are tracking
- 2) Quarterly formal in person reviews where we meet with the TTO leads and entrepreneurs
- 3) Semi annual demo days
- 4) Dedicated project leads / business developers from each TTO

But this is a two way street. We shall also contribute as mentors, advisors, coaches along the way.

5) analyst in residence programs - stars from each TTO will be invited to sit with us for a structured training program on how to invest venture capital

6) We shall engage entrepreneurs in a uniquely constructive dialogue whereby we are on their side rather than the opposite side of the table, offering regular advice and guidance regardless if we end up investing.

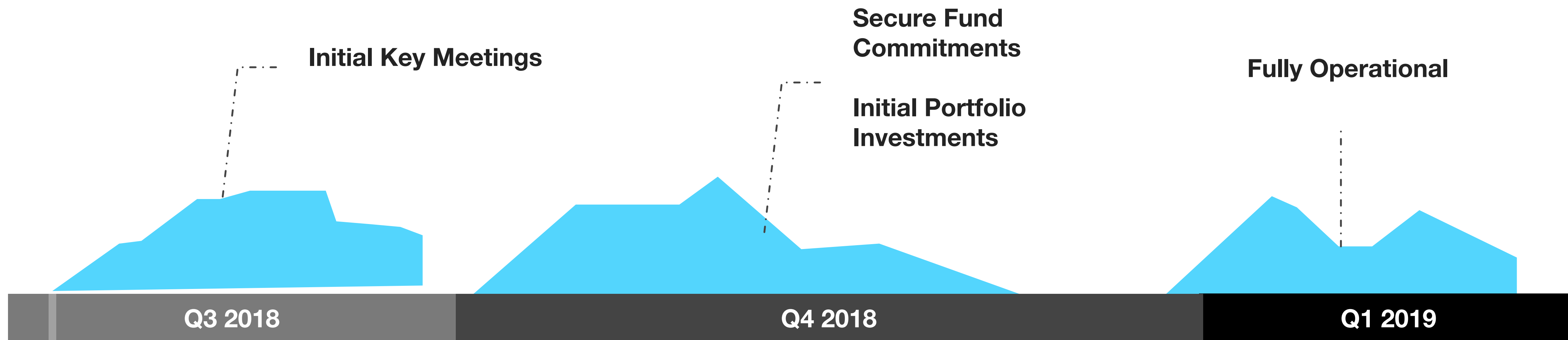
A win win in the sense that we engage teams early and watch them progress (or not) and we build a valuable reputation as helpful, constructive VCs to engage with.



Investment Criteria

Team	<ol style="list-style-type: none">1. Team composition2. Experience3. Integrity / personality	Build up Oceanview team knowledge and interest Support from TTOs Support from external advisors
Market	<ol style="list-style-type: none">4. Customer insight5. Market and growth potential6. Timing	
Product	<ol style="list-style-type: none">7. Solve a problem or cover a need?8. Product –unique and/or disruptive?9. Technology – patents / IP in place?	
Potential	<ol style="list-style-type: none">10. Business model11. Scalability12. Value drivers and success factors, paying customers?	
Valuation	<ol style="list-style-type: none">13. Valuation and exit14. Capital requirements vs. timeline?15. Shareholders' perspectives	

TIMELINE





“This is the first of a series of VC funds supporting the dealflow from the TTOs in Norway”

Olav Rune Øverland, Managing Partner, Oceanview Venture Capital
at the Abelia Conference in Bergen 29th May 2018

Questions?

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