

RESQ UNIT

2022 Company Presentation Update



AN \$1,8 TRILLION PROBLEM
LOST FISHING GEAR



A \$900 MILLION SOLUTION
RESQUNIT SYSTEMS



Lost Fishing Gear

10% of all fishing gear is lost at sea, annually.
Result: 1 million tons marine litter.



\$ 60 billion ghost fishing cost

wasting valuable resources
decreasing biodiversity and animal welfare



\$ 2,6 billion annual gear replacement cost

in the fishing industry (need for new traps, lines, nets, trawls)



\$ 1,8 trillion pollution cost

harming humanity and the environment

A SIMPLE SOLUTION PREVENTING GEAR LOSS



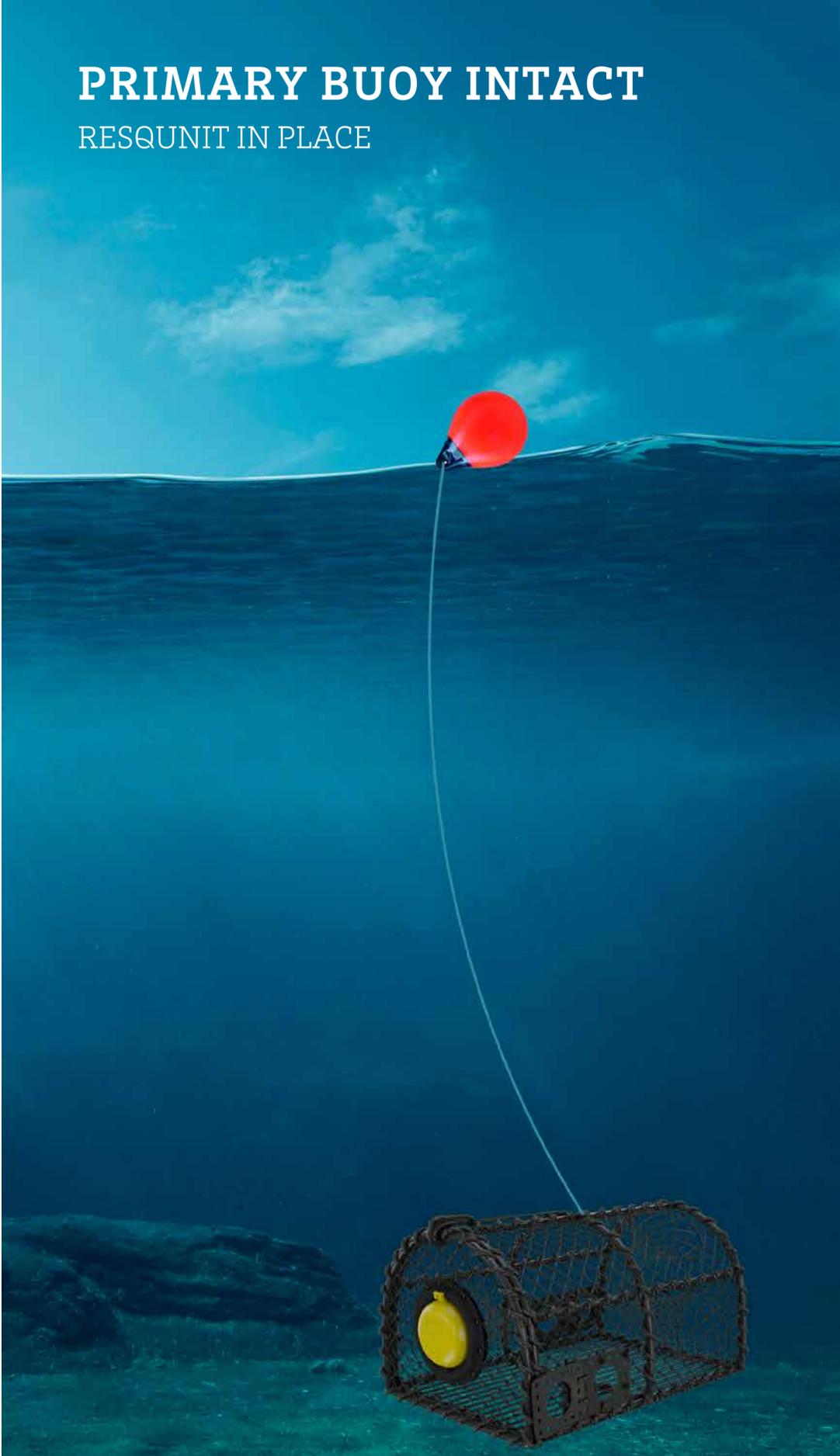
**130 MILLION UNSECURED
FISHING TOOLS GLOBALLY**

CRAB POTS, LOBSTER TRAPS, NETS, TRAWLS

10% ANNUAL LOSS

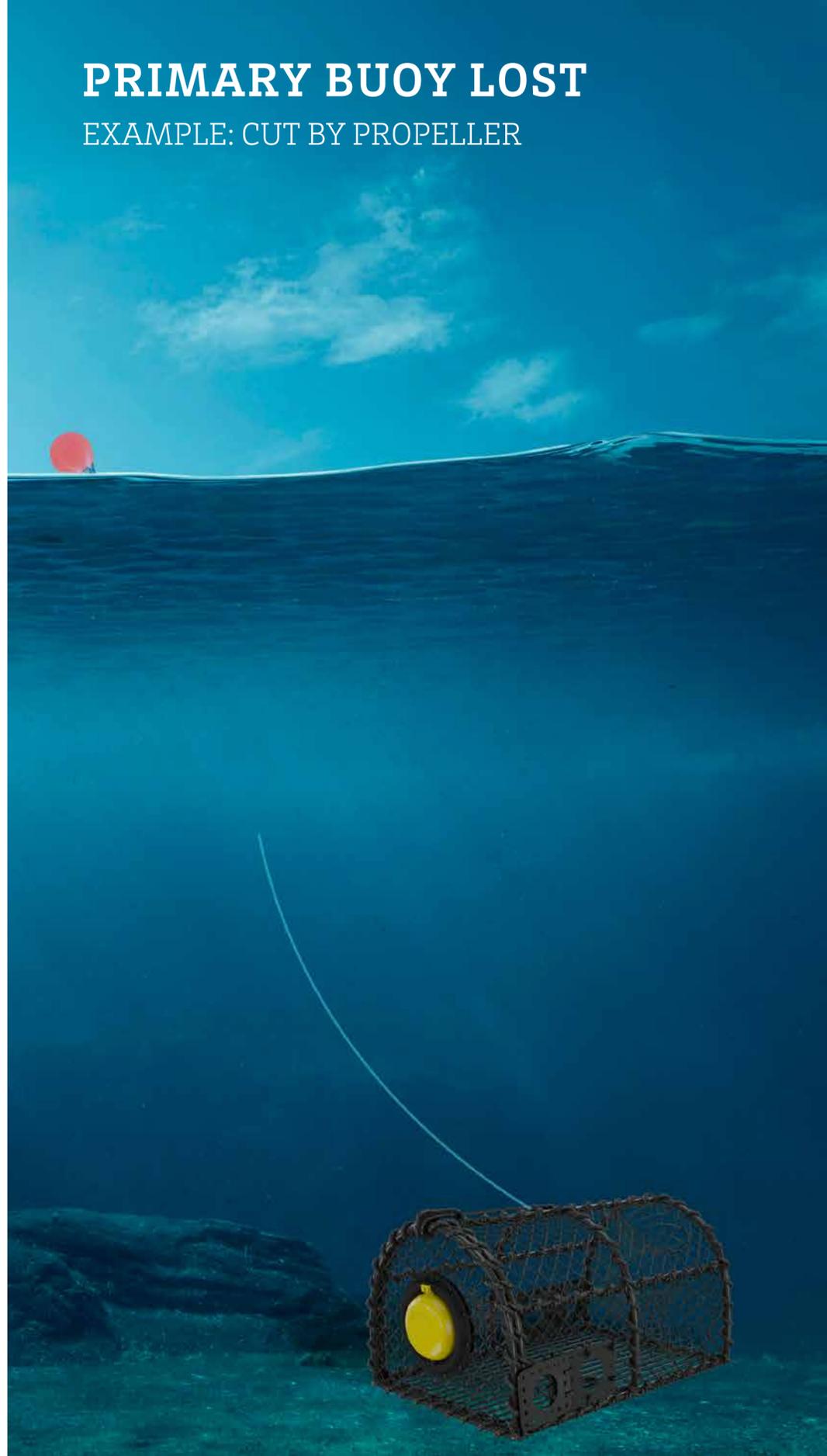
PRIMARY BUOY INTACT

RESQUNIT IN PLACE



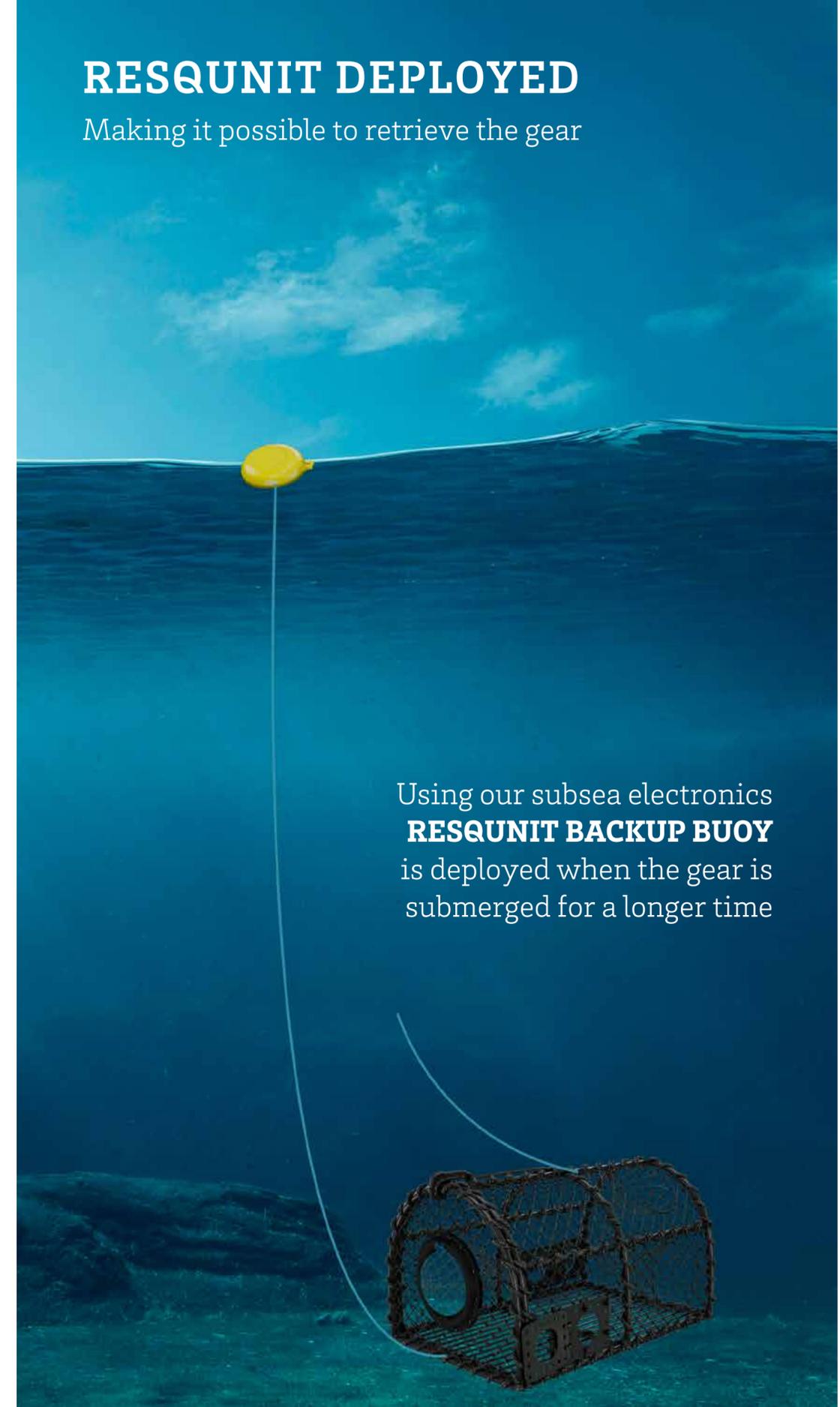
PRIMARY BUOY LOST

EXAMPLE: CUT BY PROPELLER



RESQUNIT DEPLOYED

Making it possible to retrieve the gear



Using our subsea electronics
RESQUNIT BACKUP BUOY
is deployed when the gear is
submerged for a longer time

Regulatory changes in our favour

A healthy ocean is now at the top of the global policy



Regulators shift focus towards sustainable fishing, which plays in favour of Resqunit's growth and development ambitions.



Global fisheries are now welcoming solutions like Resqunit for sustainable fishing.



Resqunit is re-assessing market trends on an ongoing basis to make sure that the development is aligned with regulatory trends.



#EkonomiLautBerkelanjutan
#持続可能な海洋経済
#EconomíaSustentáveldoOceano
#УстойчиваяЭкономикаОкеана
#EconomíaOceánicaSostenible
#海洋经济可持续发展
#ÉconomieOcéaniqueDurable

GIVE IT 100%

The Ocean | Protect | Produce | Prosper

#SustainableOceanEconomy
#BærekraftigHavøkonomi
#EkonomiLautBerkelanjutan
#持続可能な海洋経済
#EconomíaSustentáveldoOceano

TOTAL ADDRESSABLE MARKET



OUR FOCUS AREAS

FUTURE MARKETS

RESQUNIT

Company overview

Key stats

Company Name	Resqunit AB (publ) - ListCo
CEO	Helge Trettø Olsen
Employees	8
Founded	2017 (Subsidiary Resqunit AS, Norway)
Headquarter	Stockholm, SE
Primary Industry	Environmental Marine Fish Tech

The share

Stock Market	NASDAQ First North Growth Market Stockholm
Ticker	RESQ
Market Cap (Approx)	50,000,000 SEK
Share Price	4,67 SEK
52 Week Hi/Lo	9,99 / 4,00 SEK
Fiscal Year End	31 - Dec

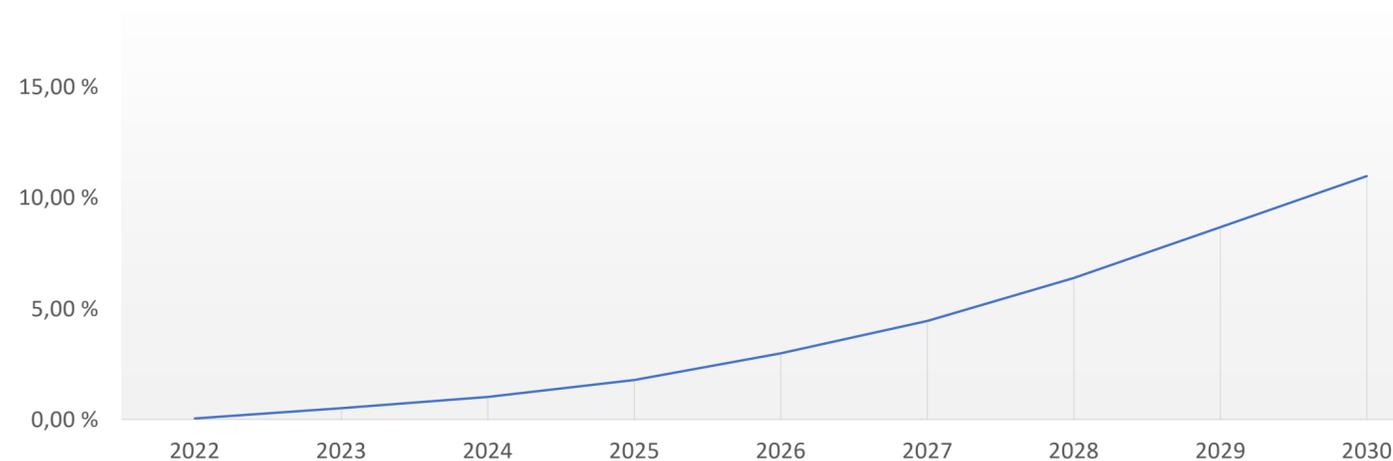
Key Financials (USD)

Key Financials	2022	2023	2024	2025	2026	2027	2028	2029	2030
Market Share	0,05%	0,51%	1,02%	1,78%	2,98%	4,44%	6,39%	8,68%	10,98%
Resqunit SW50	943950	8852050	10383450	21376050	30285450	46610050	65346450	88816550	107831950
COGS	-730800	-6853200	-8038800	-16549200	-23446800	-36085200	-50590800	-68761200	-83482800
Resqunit MP		1680000	2400000	9600000	14400000	21600000	26400000	33600000	38400000
COGS		-1260000	-1800000	-7200000	-10800000	-16200000	-19800000	-25200000	-28800000
Total OpEx	-1098400	-1038080	-1371200	-2910680	-4866020	-7427730	-9990725	-13330545	-15923921
EBITDA	-885250	1380770	1573450	4316170	5572630	8497120	11364925	15124805	18025229
Free Cash Flow	-885250	395520	1868970	5885140	11357770	19425523	28190165	39887513	53847191
EPS (Diluted)	-0,08	0,12	0,14	0,34	0,44	0,67	0,90	1,20	1,43
CFPS (Diluted)	-0,08	0,03	0,16	0,47	0,90	1,54	2,24	3,16	4,27
Share price				2,67	3,47	5,12	5,56	7,42	8,86

Venture phase - Scale-up

Operational phase

Projected Market share - Focus markets - Growth phase



Notes

2022 sales limited by manufacturing capacity. Orders received superceeding 2022 budget. Largest single order at 30,000 units.

To our knowledge our products are included in more than 5 Applications submitted to the Canadian international «Ghost Gear Fund» (10 MCAD 1 year program)

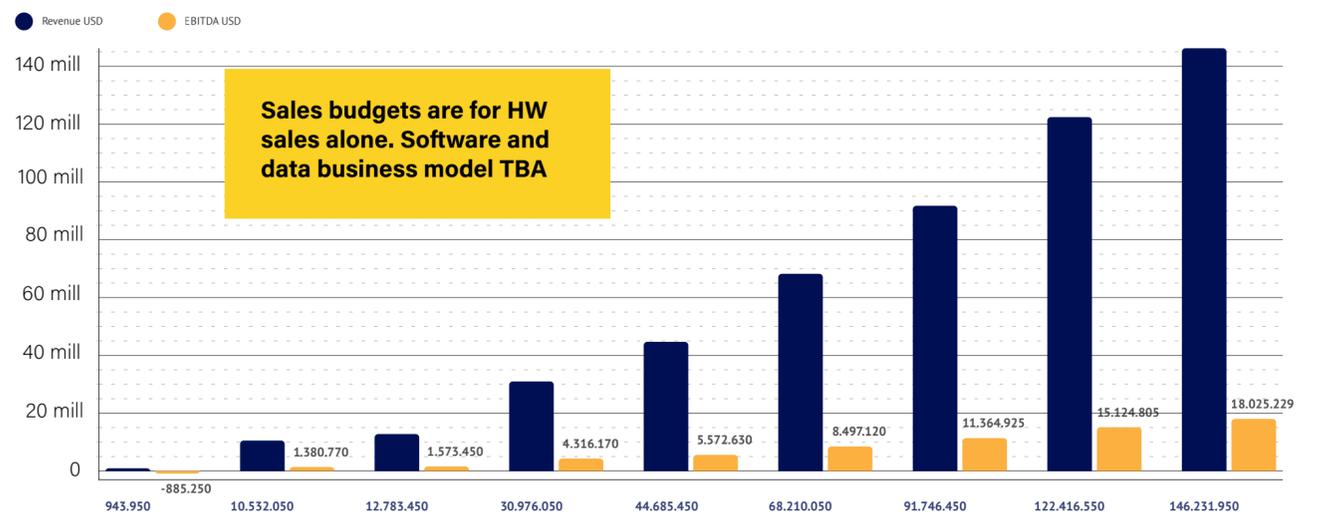
Number of products sold per region - SW50 (Standard product)

Regions	2022	2023	2024	2025	2026	2027	2028	2029	2030
Canada	24002	72000	104000	176000	264000	376000	584000	656000	864000
USA	2000	118000	122000	278000	422000	678000	922000	1478000	1722000
Caribbean	1000	4000	6000	9000	10000	14000	13000	17000	16000
Portugal	2250	6750	15750	24750	33750	42750	51750	56250	56250
Spain	0	12000	12000	30000	36000	60000	84000	102000	126000
UK	0	50000	50000	125000	150000	250000	350000	425000	525000
Nordics	1200	22800	25200	46800	61200	82800	103200	130800	169200
Total	30450	285550	334950	689550	976950	1503550	2107950	2865050	3478450
	0,05%	0,46%	0,55%	1,23%	1,75%	2,69%	3,70%	4,98%	6,00%

Number of products sold per region - MP

Regions	2022	2023	2024	2025	2026	2027	2028	2029	2030
Focus markets	0	21000	30000	120000	180000	270000	330000	420000	480000

Sales Budget 2022 - 2030



RESQUNIT – aiming for global leadership



Global presence

Company gaining traction internationally by doing pilot projects. Entering deals with distributors and product demo tours. Resqunit post-covid aim to arrange opening shows when launching into new regions. Product demonstrations for kickoff.



Inherently profitable market – PSRR

Recurring purchases because of product safety. RESQUNIT PSRR (Product As Recurring Revenue) 5 year planned obsolescence reimbursement arrangement upon re-purchase.



Strong team with key competencies

Experienced team varying from global sales, prototyping, product development, branding and leadership.



External validation

Testing and validation by leading players in the fishing industry, international scientists within marine and ocean sciences, CORBO Engineering in coop with Marine Institute Centre for Sustainable Aquatic Resources (CSAR) at Memorial University in Canada, Marine Institute of Norway, in addition to our own high tech in-house test facilities.

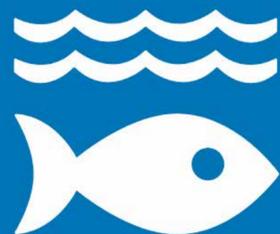


Unique marketing position

The best marketing position in the industry having Capt Sig Hansen onboard, superstar in more than 150 countries, shareholder and industry advisor. Will participate in most opening shows.



14 LIFE
BELOW WATER



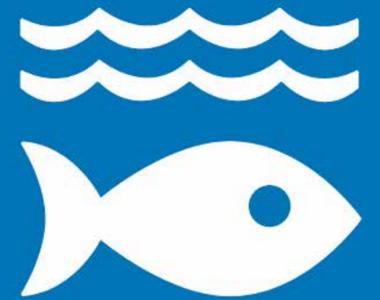
Timing is Perfect

UN Sustainable development Goals Goal 14: Life Below Water

Over three billion people depend on marine and coastal biodiversity for their livelihoods.

Through smarter management of wild fisheries and the sustainable development, the ocean could supply over six times more food than it does today, while helping restore the health of ocean ecosystems.

Marine pollution is reaching alarming levels, with an average of 13,000 pieces of plastic litter to be found on every square kilometre of ocean.



Global Funding Programs

Awareness around our value proposition is growing rapidly, as well in the industry as in governments and in the investment space. This is clearly reflected through continuously new funding programs towards issues around lost fishing gear. Here are some of the programs.



€508 million whereof
€392 from EMFF

Mar 2020 has 508 million euros for public support, of which 392 million euros correspond to contribution from the European Maritime Affairs and Fisheries Fund and €116 million for the contribution national.



€95.5 billion for the period
from 2021-2027

Horizon Europe is the EU's key funding programme for research and innovation with a budget of €95.5 billion. It helps to achieve the UN's Sustainable Development Goals and boosts the EU's competitiveness and growth.



Fisheries and Oceans Canada
\$1 billion

Canada is investing nearly one billion dollars toward marine conservation efforts. Funding provided by Fisheries and Oceans Canada to external organizations in support of fisheries, oceans, freshwater science and technology research.

Company Milestone Highlights

2018

2019

2020

2021

2022

2023

Product development

Early strategy

Sig Hansen partnership

Prototype ready
Capital raise
First units sold recreational fishers

Opens Canada Office

Funding from Norwegian Env. Fund
10k units sold recreational fishers
Capital raise

LOI with wholesalers

Product development
Acquired Global Ocean Data
Listed on Nasdaq
Electronic Time Release

**First large order Canada
30.000 units**

LOI with wholesalers
Jamaica Tour
Entering Portugal, Spain
Increased contact regulatory
governmental bodies.
Prototype for nets ongoing

Product for nets launched

Approaching UK, USA, Italy,
Chile, Australia, Russia
Ocean Data sensor v1 ready
First data pilotproject
Software development kickoff

BRANDING, R&D PHASE

PRODUCT LAUNCH



*"Simple innovations can have a huge impact.
An example is the RESQUNIT, a tool for reducing
loss of fishing gear in the ocean"*

Erna Solberg

former prime minister of Norway
Leader of the UN Ocean Panel



Global branding by our main ambassador and second largest shareholder, TV celebrity in more than 150 countries, **Captain Sig Hansen from Deadliest Catch.**

Warner Brothers and Discovery have merged to new media giant **Warner Bros Discovery** with potential reach of 400 million homes.



The Team

Svein Ree (Product developer, on payroll in subsidiary), Jose Silva (European Sales Manager), Anders Ørstavik (Product developer, hired), Anders Lomeland (Product developer, hired), Helge Trettø Olsen (CEO), Erik Nobbe (CSO), Per Waagen (CMO), Elin Bakke Ree (CEO subsidiary Global Ocean Data), Gøran Byrkjedal (Product developer), Stig Bakke (CTO)

Team



Helge Trettø Olsen

CEO Resqunit

Mr. Olsen has extensive experience in entrepreneurship, business development, and C-suite roles as he has executed two successful exits of companies either founded or co-founded by Mr. Olsen.

- Chairman Resqunit Canada Inc.
- Prev. owner and CEO of ETRIP AS 2009–2014. Company was sold
- Inventor of Shield – sold in 2017



Capt. Sig Hansen

Co-owner strategic partner

- Owner and Captain on Northwestern
- TV star in «Deadliest Catch», 17 seasons
- Participant in «The Apprentice»
- Worlds most famous crab fisher



Henning Johannessen

CFO Resqunit

- State-authorized auditor
- Certified accountant
- Experienced auditor, accountant and CFO
- Worked in a large variety of industries



Per Waagen

CMO Resqunit

- Chief Marketing Strategist
- Owner Jufoo AS / Pjw Invest AS
- Part owner / developer ETRIP AS (sold)
- Inventor Shop123 e-commerce platform



Erik Nobbe

CEO subs. Resqunit Canada Inc.

- Global Sales Manager
- Business Developer
- Board member of Resqunit Canada Inc.
- Owner-Principal Valhalla Consulting Inc.



Stig Bakke

CTO subsidiary Global Ocean Data

- Successful inventor and technical expert
- Founder of Bakke Oil Tools (sold to Weatherford)
- Owner & inventor of multiple patents worldwide
- Design and production of downhole intervention and drilling tools, directional drilling coiled tubing



Elin Bakke Ree

CEO subsidiary Global Ocean Data

- Experienced Project Manager from multiple technology companies
- Production Manager EnergyX / Xrig
- General Manager of Ålgård GrunderHub



Jose Silva

KAM, European Sales

- European Sales Manager
- Background in mechanics and sales
- Project Management Engineer
- Bachelor Mechanical Engineer
- Sales Representative seafood Portugal

The Board



Alf Reime

Chairman of the Board since February 2021

Alf Reime has extensive board experience over the last 30 years through positions such as chairman in Teknaconsult AS (2019 - present), Norwegian Lobster Farm AS (2009 - present) and Espenes AS (2002 - present), Vest Bemanning AS (2012 - 2014). Mr. Reime has primarily worked in the ERP space.



Hege Forus

Member of the Board since 2021

Mrs. Forus holds a masters degree in English linguistics and Political Communication in Britain from the University of Bergen (UiB), English linguistics and a Bachelor in English, History & Religion from UiB. She has long experience as a board member in multiple companies.



Morten B. Tidemann

Member of the Board since 2021

Morten has education from the University of Bergen and is an expert in business law, M&A and dispute resolution (litigation, arbitration) and has worked as a lawyer assisting Norwegian and international clients with advice and procedure in the field of business law for nearly 30 years.



Helge Trettø Olsen

CEO, Member of the Board since 2017

Mr. Olsen has extensive experience in entrepreneurship, business development, and C-suite roles as he has executed two successful exits of companies either founded or co-founded by Mr. Olsen.



Mark Inman

Member of the Board since 2021

Mark Inman is an experienced Senior Finance Manager with a demonstrated history of working in the mining & metals industry. He is skilled in Business Planning, Managerial Finance, Business Process Improvement, Forecasting, and Change Management.



Johnny Svenander

Auditor in charge

RSM Stockholm AB with Johnny Svenander as auditor in charge.

SOFTWARE & KNOWLEDGE PROVIDER

We do something that has never been done before.

The global marine big data market is approaching \$ 3,250 MUSD and expands at a CAGR of 21,5%.

RESQUNIT will set out to lead the market of harvesting and analyzing ocean floor data. Collecting data via fishing gear provides a stream granulated datasets from continuously changing locations.

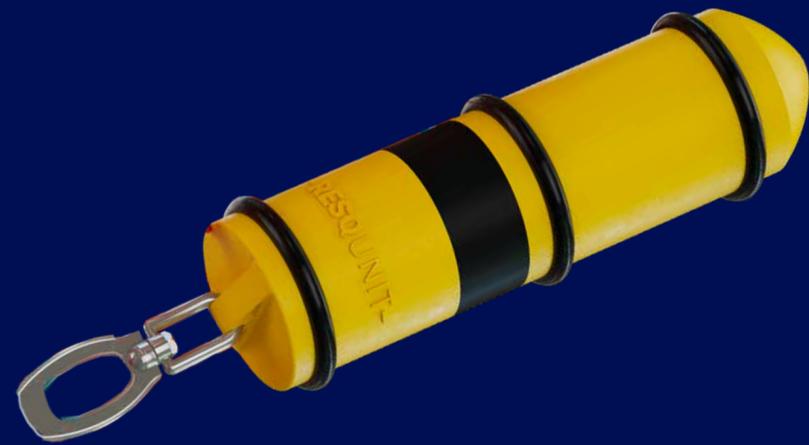
We will be a software and knowledge provider in ocean resource management and fishing assistance.



New product in development

RESQUNIT MP

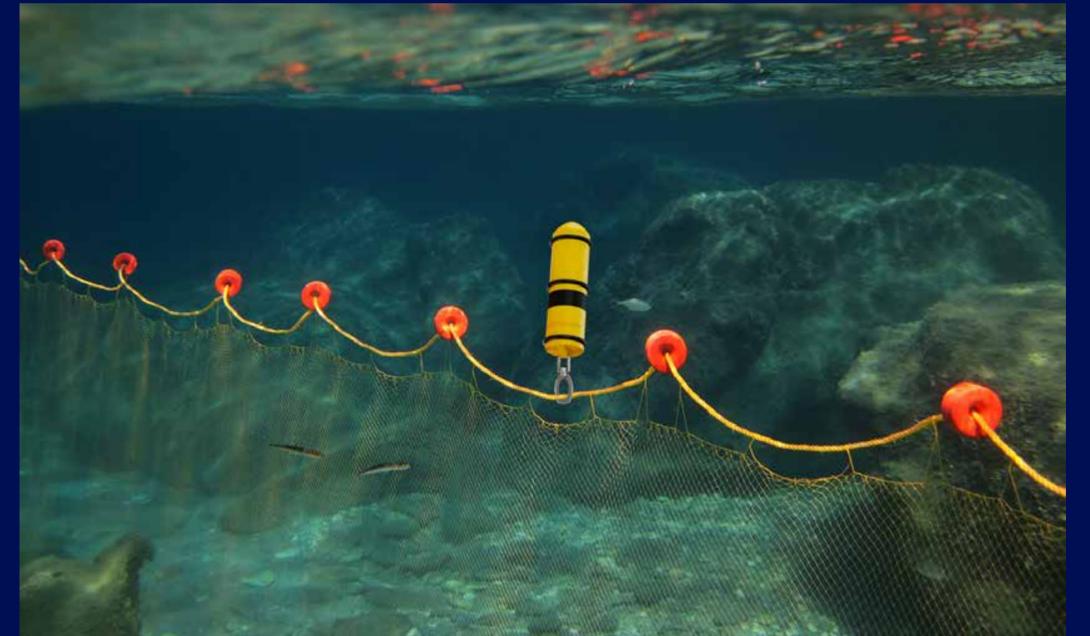
A multipurpose backup buoy for recovering **any equipment** at sea



MP will significantly expand our addressable market and areas of use

A customizable modular based system, easy to attach to any type of gear

Our products are "self aware" and operate without user interactions whatsoever.



Video: An introduction to Resqunit

[Click here](#)

Video: Product Evolution

[Click here](#)

PDF: Company Presentation

[Click here](#)





RESQUNIT is listed on
NASDAQ First North GM

Ticker: RESQ



[resqunit.com](https://www.resqunit.com)

Resqunit AB (ListCo)

Reg. No. 559339-6806

Ticker: RESQ

ISIN: SE0017131220

<https://www.resqunit.com>

Addresses

The Company's Articles of Association and Registration is always available for examination during the Company Description's period of validity. The documents are available in both electronic format on the Company's website and on the office during office hours.

The Company
Resqunit AB
c/o Eversheds Sutherland Advokatbyrå AB
Box 140 55
104 40 Stockholm
SWEDEN
www.resqunit.com

Klarabergsviadukten 63, 101 23 Stockholm
Box 91
www.euroclear.com

Legal Adviser to the Company
Eversheds Sutherland Advokatbyrå AB
Box 140 55
104 40 Stockholm
SWEDEN
www.eversheds-sutherland.se

Certified Adviser to the Company
Mangold Fondkommission AB
Engelbrektsplan 2, 114 34
www.mangold.se

Auditor to the Company
RSM Stockholm AB
Birger Jarlgatan 57B
113 56 Stockholm
SWEDEN
www.rsm.se

Central securities depository
Euroclear Sweden AB