



NORWEGIAN DEFENCE AND SECURITY INDUSTRY DIRECTORY

fsi.no



**NORWEGIAN DEFENCE
AND SECURITY INDUSTRIES
ASSOCIATION**



*Minister of Defence Ine Eriksen Søreide
Photo: Olav Standal Tangen, Norwegian Defence*

Small is powerful

The Norwegian defence industry is a significant exporter of defence equipment and thus an important contributor to many allied and other likeminded nation's defence capabilities. The technology and systems our industry offers in the international market have been developed in close cooperation between the user communities in the Norwegian Armed Forces, the Norwegian Defence Research Establishment (FFI) and the industry itself, often in cooperation with international industrial partners.

Norwegian defence and security companies are small, innovative and high tech. Even Norway's

largest players in the sector have kept their creative and entrepreneurial spirit by applying decentralized organizational principles.

Naturally, our most important export markets are our allies in NATO and our neighbours in the Nordics. The US represents both an important partner and a challenging market. The battle for market share in the US is fierce and will stay that way. Nevertheless, we remain committed to gaining better market access to the US market.

Winning contracts within the "best value" framework of the F-35 acquisition is of significant importance to the Norwegian defence industry. Norwegian

companies are today proud partners in development and manufacturing of the F-35 and related systems. F-35 cooperation still holds a large potential for Norwegian suppliers, even though competition is increasing.

In the long run, growth markets in Asia, Oceania and South America will have to grow to secure our future success. Hence, we will increasingly emphasize these markets overseas.

The EU Defence and Security Procurement Directive was implemented in Norway as of 1 January 2014. This is managed through the Norwegian Regulation on Defence and Security Procurement (FOSA).

The regulations provides both challenges and opportunities. The Norwegian government will continue with industrial co-operation and offset agreements in areas in which the new legislation allows for such market activities.

Success in the international defence and security market is not easily achieved. The market is far from transparent and political considerations are more often than not part of the decision making processes. Norway is a high cost country within low tech, but not particularly within high

tech. This is an attractive market position with an interesting potential.

On behalf of the Norwegian government, I promise that we will do our utmost to open doors for the Norwegian defence and security industry abroad. It is an industry important both for our Armed Forces but also an industry that contributes significantly to our society at large by employing close to 5,000 people all over the country.

I am confident that the industry will continue to be proactive, adaptive to change and ready to turn opportunities into results.

The Norwegian Defence and Security Industries Association (FSi)

Our mission is to foster framework conditions for member companies to succeed in the domestic and global defence and security markets, thereby contributing to Norway's defence and security goals.

FSi is affiliated with the Confederation of Norwegian Enterprise (NHO), the main representative body for Norwegian enterprises with a current membership of over 20,000 companies – a link which provides FSi with an additional clout in its dialogue with the Government and the Armed Forces.

The association comprises more than 120 companies from all parts of Norway. It is a diversified group ranging from the major national defence contractors to one-man businesses with unique niche capabilities built on innovation and advanced technology serving both the military and civilian markets. About 85 percent of our members are SMEs. Membership is open to any contractor with commercial interests in the defence markets and homeland defence. FSi strives to accommodate its members' needs. In our efforts to develop further and sustain a successful association, we encourage our members and other stakeholders to actively involve themselves in our affairs whether on a national or international level.

The member companies employ more than 20 000 highly skilled individuals, accounting for approximately 5000 man-years employed directly in defence-related activities. Total defence related revenue is estimated at approximately 12 billion NOK per year, of which approximately 4,5 billion NOK are export.

FSi is the single point of contact for the Norwegian Government and authorities in strategic and political issues that affect the Norwegian defence and security industry. FSi maintains direct contact with key governmental and military bodies through established committees and work processes. Our ability to represent our members' interests is strongly enhanced through our close links to these authority organizations.

The association is also a focal point for foreign contractors seeking cooperation with Norwegian companies in relation to Norwegian defence procurements abroad and international collaborative programmes. We strongly encourage international interested parties to contact FSi in their efforts to acquaint themselves with the Norwegian companies and competencies in these industry sectors. We are always prepared to provide advice and assistance to foreign contractors seeking cooperation in Norway.

FSi supports the member companies through:

- Advocacy - Representing the interests of the industry to the Government, the armed forces, opinion leaders, international organizations and the general public.
- Networking - Offering a plethora of seminars and workshops every year, frequently in close collaboration with the MOD and the armed forces of Norway.
- Business development - Fostering dialogue with the Government, relevant bodies in the armed forces, foreign contractors seeking partners in Norway and defence industry association in other nations and providing updated information to member companies on relevant events and activities.
- Member Services - Providing general advice to member companies and undertaking seminars and courses in subjects relevant to the industry.

The single focal point for Defence and Security Industries in Norway

- Pursuing business opportunities with the Norwegian Armed Forces?
Need a local partner in Norway?

FSi has the complete overview of defence industrial capabilities, products and technology in Norway.

- Preparing an Industrial Co-operation Agreement with the Norwegian MOD?

FSi can assist in identifying relevant Norwegian companies, provide updated information on technologies, products and capabilities. FSi also facilitate meetings, seminars, workshops etc. between foreign contractors and Norwegian industry.

For further information, please contact:

Norwegian Defence and Security Industries Association (FSi),
Confederation of Norwegian Enterprise (NHO),
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NO- 0303 Oslo, NORWAY
Tel: + 47 23 08 80 00
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www.fsi.no



Business

AIM Norway is a highly competent and experienced supplier of MRO services. Wholly owned by the Norwegian MoD, AIM recently acquired the Belgian Engine Centre (BEC), employs approximately 500 people across 5 core business areas. These competences have supported the fixed and rotary wing customers for decades and the company is already preparing for the arrival of new equipment: The F35 and AW101 NAWSARH. In addition, AIM is looking to expand into other areas of activity, such as land, maritime and civil systems, as well as actively seeking opportunities outside Norway. With

dedicated personnel, a wide range of skills and capabilities, AIM is an exceptional MRO one stop shop.

Core Business Units;

- F-35 Horizontal/Vertical-tail assembly and LO-coating
- Aircraft Maintenance
- Engine Maintenance
- Electro/Avionics Maintenance
- Special Mechanical Processes

Certifications;

- AS9100
- AQAP 2120
- EASA part 145, rating cat III for NDI

AIM Norway

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ANDØYA TEST CENTER

Business

ATC is a versatile and cost effective test range for aerospace- and ship-based applications, such as missiles, rockets and UAV/RPAS.

ATC offers Open Sea/Littoral Water and adverse weather conditions for exercise, test and validation purposes.

The only instrumented range in Norway with the latest of telemetry and tracking systems providing full data sets for real-time and post mission analysis.

Chairman: Odd Enoksen

President: Gunnar Olsen

Owner: Andøya Space Center

Andøya Test Center

PO Box 54

N-8483 Andenes, Norway

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www.testcenter.no



Products and services

ALFA Solution are providing service and products for all Military branches related to life extension and protection of all type of equipment and spare parts, covering everything from hand weapon to heavy artillery, deck artillery, vehicles, equipment and spare parts.

Our solution are designed to prevent corrosion and environmental degradation during storage, transport and operation.

Our premium covers and solution are custom made or custom fitted. They represent the next generation



of protection and anti-corrosion. High-tech materials and fabric reduce corrosion by up to 95%. It provides up to 100% UV protection and cover weapons and machinery from the nature's most severe attacks. Our products and solution are proven in even the harshest environment worldwide offshore and onshore.

Our ProGARDO VCI+ technology works within the body of the cover by emitting VCI+ in vapor form and bonding to the equipment's metal surface, thereby disrupting the electro-chemical reaction that causes corrosion.

Chairman: Rune Johansen
Owner: Rune Johansen
Subsidiaries:
ALFA Holding Grimstad AS
Employees: 5

ALFA SOLUTION AS

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N-4879 Grimstad, Norway
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www.alfasolution.no



Core competence

Berget AS is a cost effective manufacturing, assembly, test and supplies of complete electronic and electromechanical systems through value added networking. We are located in Notodden, Telemark, Norway, with 120 experienced employees. 110 km from Oslo and 30 km from Kongsberg. Our customer are in aerospace, defence, subsea, offshore, automotive and medical industries and also other.

Certification

AS9100C, ISO9001 and ISO14001

Key programs

We are supplier of precision and quality products into world class products. Quality components in

both small and large scale batches. Within 4 different disciplines. Cable & Harness, Fine Mechanics, Electronics and fabrication.

Key products

Very modern and automated cnc milling and turning center (multi axes machining) for 24 hour production 7 days a week with about 50% staffing. Certified welding and heavy machining, Cable and harnesses and electronics PCB and electromechanical assembly.

Chairman of board: Torodd Johansen
CEO: Sverre Ulland
Marketing Director: Arnstein Frømyr

BERGET AS

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www.berget.no



The reliable Contributor in Defence, Civil Aviation and Maritime industries

The company has supported joint forces in Scandinavia for more than three decades.

What we do:

Sales of components and repairs and we provide project assistance related to defence, civil aviation and maritime industry.

Through our network of suppliers, we can give effective support to meet your demands. We represent selected suppliers that can give you advantages in connection with response time and pricing.

FRED. OLSEN FLY OG LUFTMATERIELL AS

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Business

ComPower AS has since 1994 supplied military and navy with various power electronic equipment. Currently we are 16 employees, some with more than 30 years of experience, which allows us to quickly understand our clients' needs, and thus can make a site visit and design quickly and accurately. We also have a good development environment that allows us to carry out special and innovative projects with high quality and cost effectiveness.

Ownership

The main shareholders are:
Eltek AS (34.3%),
Ole Landmark Irgens (19.7%),

Monica Tvedt (19.7%) and
Rolf Tvedt (19.7%).

CEO: Rolf Tvedt

Chairman of the board: Monica Tvedt

Products and services

We have supplied UPS to most of the Navy's ships, including coast guard, frigates and corvettes.

Products delivered to the Navy:

- AC and DC UPS
- Batteries and Battery Chargers
- Control and Monitoring
- Frequency Converters
- Insulation Monitors
- Inverters
- Rectifiers

COMPOWER AS

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www.compower.no



The Comrod Group

Since 1946 Comrod has provided the best performing technology to the world's most demanding customers. Headquartered in Norway, with subsidiaries in France, Sweden, Hungary and the United States, Comrod serves customers globally.

- Comrod **antennas** have been fielded on more than 27,000 US MRAP vehicles, and many NATO programs including UK Bowman. Originally developed for fishermen braving the polar seas, they are proven to combine exceptional durability with superior performance.
- Comrod ComPact **power supplies** provide four times the power

density of competing solutions, and exceeds the harshest electrical and environmental requirements.

- Comrod offers the widest range of **tactical masts** in industry, ranging from man portable sectional to motorized telescopic masts for 300kg surveillance payloads. Tens of thousands of Comrod masts (formerly Wibe and Lerc) are currently in service around the world.

Chairman: Sturla Sand

President & CEO: Ole Gunnar Fjelde

Main Owners: Habu Holding AS
and Brødrene Nordbø AS

COMROD COMMUNICATION AS

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www.comrod.com

Business

Data Respons is a complete technology partner for industrial embedded and IoT solutions. We can develop everything from sensor level to the mobile app, making us a good partner for our customers with their digital transition.

Solutions

We develop and deliver custom solutions by combining engineering services with rugged computer and I/O COTS products from leading partners. We are involved throughout the entire process, from specification and development to volume deliveries and next generation issues.

- Customisation capabilities
- Industry Know-how
- Value added services
- SW specialist competence
- Customer driven & local presence

R&D Services

Our highly experienced specialists have a broad range of expertise from various disciplines, and can cover all parts of the development cycle. Data Respons' unique business model enables customers

to choose a form of collaboration that suits their needs. We can provide a complete competency platform during a development project with the knowledge from our R&D specialists as well as from our product experts and OEM engineers. Data Respons has extensive experience in developing embedded electronics and mechanics for customers who have specific requirements in terms of reliability and ruggedness to meet harsh environmental conditions. Our teams of embedded specialists can deliver full scale R&D projects for the defense industry in accordance to MIL-STD.

- From idea to implementation
- Consultancy, specialists or complete R&D projects
- Strategic collaboration partner
- Top selected talents & specialists
- Agile development methodology

DATA RESPONS NORGE AS

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Business

Real Field Meal is a tasteful range of high nutrition meals – breakfast, lunch and dinner – for personnel in challenging situations.

Drytech have developed the concept in close cooperation with the Norwegian Army. Our rations conform to NATO Standard.

Real Field Meal product range is based on freeze-dried meals that retains consistency, aroma and nutrient content after rehydration. The meals are extremely light in weight and can be stored for extended periods.

- BALANCED NUTRITION AND GREAT TASTE
- EASY TO PREPARE – JUST ADD HOT WATER
- VACUUM PACKED FOR FOOD SAFETY
- LONG SHELF LIFE AND LIGHT WEIGHT
- TESTED SOLUTIONS

Board

Chairman of the board: Ole J. Sagen
General Manager: Trond B. Hansen

Employees: 45

Owners: Lill Hansen, Trond B. Hansen and Randi Hansen

DRYTECH AS

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Business

DSG business is Supercavitating Multi Environmental Ammunition (MEA); applied to any calibre. Cav-X™ is the patented technology behind MEA. The ammunition can be subsonic or supersonic, its unique in water, and may be used in all standard weapons then enabling new capacities.

Areas for use of MEA: Special warfare operations, homeland defence, harbour- and beachhead operations,

anti-torpedo defence (torpedo hard kill), naval mine neutralization and/or disposal (MCM-operations), submarine self-defence and anti submarine warfare.

Board Chairman: Odd Kyllingmark
President / CEO: Jon Andre Garberg
Owner: DSG Technology Ltd
Test / evaluation site:
Range 82, 4818 Midland Road,
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DSG Technology AS

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Business

Electronicon AS (ELC) has supported the Norwegian Navy with maintenance, engineering solutions, platform integration, commissioning/STW and testing since 1969 in the fields of maritime electronics.

The last 15 years ELC has been teamed with overseas supplier for several larger programs for the Norwegian Navy, whereas ELC has played a major role as team partner.

In addition ELC has developed their own range of interfacing products primary within Navigation Data Distribution and Communication Control Systems. These systems has been delivered to several Norwegian and Overseas platforms.

The type of maritime electronics ELC has experience with is sensor (sonar, radars, electro optical etc), commanding control systems, weapon systems and navigation systems.

Electronicon AS is based in Bergen with 13 employees in facilities including, manufacture/integration space, workshops, training facility and offices.

Owners: Telecall

Chairman:

Richard Monclair Bolstad

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FIRST HOUSE

- Corporate branding/governance
- Crisis and emergency contingency management
- Executive positioning
- Media and presentation training
- Political analyses and strategies
- Public affairs and international relations

First House provides advice and solutions to the most complex situations facing business and organisations. We are widely regarded as leading advisers in public policy and regulations, corporate and financial communication. Our team brings unique experience from politics, business, finance, and media.

First House is employee-owned and is a participant in the UN Global Compact committed to creating a sustainable global economy benefiting people, communities and markets. We follow and promote fair, fundamental principles concerning human rights, labour, environment and anti-corruption.

Board:

Kari Holm Hejna (Chair),

Per Høiby (CEO).

FIRST HOUSE AS

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ELMATICA®

Business

Elmatica is an approved weapon exporter by the Norwegian government and a ITAR & DFARS compliant broker to the defense industry. We can facilitate the acquisition of any type of printed circuit to address your technological challenge.

Elmatica is the world's most experienced printed circuit broker and we provide our partners with transparency to the transaction by securing accountability between the parties. We offer a range of products to complete your purchasing process and to optimize when and how you request our involvement: Consulting, Procurement, Manufacturing and Logistics.

We have been a trusted partner to the PCB industry for more than 46 years. Delivering to 5 continents and 39 countries with over 10 000 orders per year, to small family businesses and companies listed on

the stock exchange. Elmatica ensure that the requirements, standards, regulations and specifications of your products are understood and implemented.

Five subcategories in the defense industry:

- Ground Based Systems
- Naval Systems
- Air Systems
- Missile Systems
- Simulation & Training

We deliver PCBs to them all.

Certifications

Elmatica is compliant with ISO 9001/14001, ITAR & DFARS, military specifications, NADCAP and export certificates with encrypted communication and databases.

CEO: Didrik Bech, +47 988 00 885
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ELMATICA AS

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FRISCH

Business

FRISCH AS is a corporate and competitive intelligence firm. We collect, analyse and utilise information to serve the interests of our clients.

Our services are used in negotiations, mergers and acquisitions, litigation, tender processes, media contact,

political processes, crisis situations and for emergency preparedness and exercises.

Contact:

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FRISCH AS

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FREQUENTIS

FOR A SAFER WORLD

Number one in control centre solutions

Frequentis is an international supplier of highly reliable communication and information systems for control centres with safety-critical tasks. With more than 70 years of civil and military ATC experience, Frequentis is able to provide enhanced functionality in support of mission-critical communications and information systems. The portfolio includes certified RED/BLACK separation, VoIP, centralized/decentralized control room solutions, software-centric solutions, communications infrastructure, integrated solutions, secure data exchange and integrated air policing.

The company employs about 1,600 staff and maintains a worldwide network of subsidiaries and local representatives in more than fifty countries. The CEO Hannes Bardach

joined Frequentis as Managing Director in 1983, and went on to become the company's major shareholder. His leadership turned Frequentis into a successful global business, not least through his drive for technological innovation. Frequentis' strong presence in the Nordics region led to the establishment of Frequentis Norway in 2014 in order to be able to more effectively serve our customers.



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Business

Galleon Embedded Computing is an innovative manufacturer of high-performance, high-quality storage solutions, small rugged data recorder systems, servers and NAS devices. Our product focus is on ruggedized solutions for demanding sensor data recording, flight test instrumentation (FTI), UAVs, and high-density removable storage. Galleon is headquartered in Oslo, Norway, with subsidiaries in London, UK and Houston, TX, USA. Galleon Embedded Computing's quality management system is certified to Aerospace Standard AS/EN 9100:2009 and ISO 9001:2008.

Board

The chairman of the board is Stig Nyvold. Board members are Thomas Nygard and Terje Melsom. CEO is Espen Bøch.

Owners

Galleon Embedded Computing is a privately held company with current management holding a majority of the shares.

GALLEON EMBEDDED COMPUTING AS

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www.galleonec.com



Business

ISPAS AS was established in 2001 and is delivering turnkey radar systems to both national and international customers. ISPAS Ku-band multifunction, maritime, phase steered antenna radar is currently in production and a 3D version is under development

for Short Range Air Defence (SHORAD) against drones and drone swarm attack.

Board: President and Chairman
Richard Norland, Rune Gundersen,
Jan Erik Andersen

Owners: Richard Norland, Rune
Gundersen, Jan Erik Andersen

ISPAS AS

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HENRIKSEN

REDUCING OPERATIONAL RISK

Business

H. Henriksen AS is a supplier and producer of equipment to defense- and maritime users and industry all over the world. The company has delivered for more than 150 years from its premises in Tønsberg, south of Oslo, and is fully owned by the family Henriksen. The company delivers solutions and equipment within 4 main areas.

REBS is short for "Rapid Entering and Boarding Systems." This is used for boarding and entering operations by police and military over the world. REBS offers a complete range of equipment designed to withstand the roughest marine conditions and is specially designed to be submergible.

Henriksen HOOKS is delivered to workboats for the last 25 years. The offload HOOKS are well known for its reliability and high safety. Many major users has standardized its workboats and FRC's with our HOOKS and we are continually improving

and adapting our systems to new and more demanding operations.

SpillreCS is our oil spill division. Over the past years we have developed and delivered oil-skimmers and sea-shore cleaning equipment, especially designed for the cold and rough climate along the Norwegian coastline.

Maritime is our project division where we develop and deliver customized equipment as Launch and recovery systems to Kongsberg Maritime and others. The company has skilled designers and workers working with advanced materials as Titanium, carbon, aluminum and systems including electronics and hydraulics. The company has ability for construction, machining, welding, assembly and testing.

Board

President, Henrich N. Henriksen,
+47 917 74 669
CEO, Trygve Egenes, +47 906 49 557

H. HENRIKSEN AS

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hiddn

Business and products

Hiddn offers the most secure hardware encryption for safeguarding data at rest, enabling users to transport and access data safely and effortlessly. The Company's patented encryption technology ensures high-level data protection and rights management.



Our technology is embedded in;

- Hiddn CoCrypt, a 1-2 factor Encrypted memory stick
- Hiddn SafeDisk, an encrypted 2-factor laptop hard drive
- Hiddn KryptoDisk, an external 1-2 factor encrypted USB drive.

Certifications

Our products are approved by the Norwegian National Security Authority (NSM) and The Dutch National Security Authority (NBV).

NATO's AGS system, implemented on the alliance's Global Hawk, is protected with Hiddn's encryption technology.

Board

Øystein Erling Tvenge, Chairman

Owners:

Hiddn Solutions ASA

Contact information:

Hans Willy Flisnes, COO

HIDDEN SECURITY AS

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indra

Business

Indra is one of the leading consulting and technology multinationals in Europe. The company develops a range of technological solutions and services for operations in various sectors, including Energy & Industry, Financial Services, Telecom & Media, Public Administration & Healthcare, Transport & Traffic, and Defence & Security. Indra is headquartered in Spain with operating companies in 46 countries around the world including Norway.

In the Defence & Security industry, Indra is a global supplier of integrated solutions for implementation and management of critical systems in real time. Indra provides systems to the Armed Forces on all continents and to international organizations such as NATO, OCCAR and EDA. Indra participates in many of the sector's leading multinational consortiums

and programs (e.g. Eurofighter, A400 transport military aircraft, Tiger helicopter). The customized systems that Indra prepares for its clients address the operational requirements for the traditional Land, Sea, Air domains as well as the fourth and fifth domains of Space, and Cyberspace.

Indra Navia has roots in Norway back to 1918. The company has won worldwide acclaim for safety-critical systems for air traffic management and has implemented more than 1,200 projects in 111 countries. Indra Navia provides test and assembly facilities and local project management along with warranty and continuing support services for Defence & Security projects.

Chairman: Ramón Tarrech
CEO & President: Eldar Hauge

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Business

Lilltech AS represents foreign defense and security industries mainly into the markets of the Nordic countries. The company is supplying equipment, consultancy and training within these main areas:

- CBRN/WMD protection
- Counter-terror
- EOD/IEDD
- Force Protection

- Forensics
- Logistics
- Tactical gear

Board: Chairman/Managing Director
Mr Jan Ove Lilleås
Owner: Lilltech Institute AS

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Business

Jotne EPM Technology is a member of the Jotne Group, specializing in Integrated Logistics Information Technology (ILS). Since 1990 the company has developed database solutions to handle standards such as ISO 10303 STEP, PLCS, AIA/ASD S-series etc. These are open specifications with public availability used by aerospace, space and defence related industries to manage information about complex systems. Jotne has a staff of about 250 people, and its IT products are used by clients all over the world, including the US Department of Defense,

the European Space Agency and leading aerospace, defense and space contractors. Jotne products and services add values in domains like Product Data Exchange, Product Lifecycle Management, Systems and Concurrent Engineering processes and Long-term archiving.

Additional information and a PLCS video at the Jotne web <http://www.jotneit.no>

Jotne EPM Technology AS

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Business

Metronor provides high-precision electro-optical measurement systems for manufacturing industries, covering a wide range of applications and market segments. Over 600 leading manufacturers worldwide use our systems such as Boeing, Lockheed, Audi, Mercedes and Volvo.

The company has unique competence in electro-optics, metrology and photogrammetry and its technology base is protected by numerous patents. Metronor also provides military qualified boresight systems for aerospace and land platforms. Unlike competing systems, Metronor's systems

determine Line Replaceable Units for orientation and also position in 3D, hence allowing for 6DOF alignment of sensors such as optical helmet-tracking systems.

Platforms include:

- Lockheed Martin F-16
- Saab Gripen
- BAE Systems Hawk
- Korea Aerospace T-50/FA-50
- Korea Aerospace Industries Surion helicopter
- Eurofighter ASTA simulator

METRONOR AS

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KONGSBERG

Business

KONGSBERG is Norway's leading supplier of defence products and systems.

KONGSBERG is owned by the Ministry of Trade and Industry with a 50,01 per cent share. The rest is traded on Oslo stock exchange. KONGSBERG has 7200 employees pr Q4 2016, 36% employed outside Norway in more than 25 countries.

The CEO is Mr. Geir Håøy and the Chairman of the Board is Mr. Finn Jebsen.

The Kongsberg Defence Systems, President Eirik Lie, focus on the following main areas:

- **Missile Systems**
- **Command and weapon control systems for air defence and naval systems**
- **Defence Communications**

- **Aerostructures and advanced composites**
- **Space & Surveillance**

The Kongsberg Protech Systems, President Espen Henriksen, focus on the following area:

Remote controlled weapon stations

- PROTECTOR M151
- PROTECTOR Lite/Super Lite
- PROTECTOR Medium Caliber RWS

Kongsberg Defence Systems

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P.O. Box 1003
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KONGSBERG

Kongsberg Maritime – Subsea

Kongsberg Maritime Subsea is an established technology provider for the oil & gas exploration, scientific research and maritime engineering sectors. It offers an extensive, diverse portfolio of cutting-edge hydroacoustic survey equipment including sonar, single and multibeam echo sounders for all depths, in addition to positioning technology, sophisticated underwater vehicles, data analysis tools and subsea cameras, sensors and instruments.

In parallel to developing vital technology for the subsea industry, Kongsberg Maritime Subsea also works closely with leading research institutes and organisations, providing 'Integrated Systems for Research Vessels' which enable advances in the fields of hydrography and underwater positioning

for scientific and commercial applications. The company is also committed to leveraging its subsea expertise to develop new solutions for 'offshore aquaculture' and environmental monitoring systems that support the oil & gas industry to minimise the impact of operations in environmentally sensitive locations.

All Kongsberg Maritime Subsea deliveries are tailored to exact customer requirements and benefit from high quality design and manufacturing. Kongsberg Maritime Subsea solutions cover all aspects of technology on the seabed, in the water, and on a wide variety of vessels involved in hydrographic and seismic survey, offshore support applications and maritime construction.

*Maximizing performance by
providing the FULL PICTURE.*

Kongsberg Maritime – Subsea
Strandpromenaden 50
NO-3183 Horten, Norway
Tel: +47 33034100
E-mail: subsea@kongsberg.com
www.km.kongsberg.com



Business

Kitron is a leading international provider of Electronics Manufacturing Services (EMS) with half a century experience of broad expertise in defence and security. We operate globally from modern facilities in Norway, Sweden, Germany, Lithuania, China and the USA. Kitron has 1200 highly skilled employees ensuring value-added and innovative services along the entire value chain of electronic manufacturing.

Kitron's customers are product developers demanding high requirements to the manufacturing processes, embracing anything from avionics, missiles, simulation training systems and C4IS. We supply any services related to manufacturing

of an electronic product from cradle to grave. Kitron's industrial expertise are typically new product introduction services, test development, environmental stress screening, conformal coating, high-level assembly, technology transfer and repair- and overhauls. We are currently delivering complete systems and sub-assemblies for use in advanced military equipment under numerous programs.

Certified: AS 9100 / EN 9100, AQAP 2120.

Ownership: Publicly company listed on OSE.

Chairman: Tuomo Lähdesmäki

President & CEO: Peter Nilsson.

Kitron ASA

PO Box 97, Olav Brunborgs vei 4
1375 Billingstad, NORWAY

Tel: +47 66 10 00 00

E-mail: stein.r.fiskum@kitron.com
www.kitron.com

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www.merlinholding.no

Merlin Holding AS, Rosenborggt. 3, 0356 Oslo, Norway



Business

MilDef AS, based in Oslo, is a subsidiary of MilDef Group AB with headquarter in Helsingborg, Sweden. MilDef develops, manufactures and sells rugged computers and special electronics to customers in the defense sector. This ranges from rugged laptops and tablet PCs to servers & computers, routers and

other network equipment. MilDef AS has 3 employees in Norway and about 70 in the whole group. MilDef Group AB is a privately held limited company led by CEO Tomas Odelid. Mr Odelid is also Chairman of the board at MilDef AS.

MILDEF AS

Brynsengveien 2
NO-0667 Oslo, Norway
Tel: +47 23 40 03 10
www.mildef.com



Business

Norautron is a full service electronics manufacturer established in 1989, in Horten, Norway.

We offer customers flexible and cost effective services that help improve their competitive edge. Norautron provides services ranging from design, test development, prototyping, PCBA, cable harnessing, electromechanics, advanced box build, system integration, and industrialization to product lifecycle management and after sales services. We are a trusted and highly competent partner for a number of global players. With presence in 4

countries, the number of employees counts around 750.

Subsidiaries

- Vänersborg, Sweden
- Suzhou, China
- Zdunska Wola, Poland

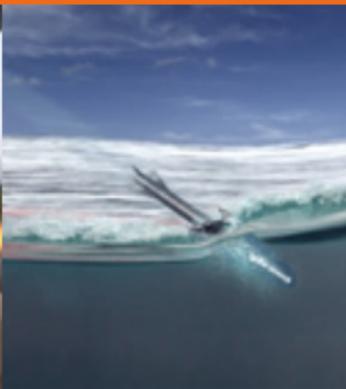
Board

Chairman of the board:
Jørgen Cato Broch
CEO: Øyvind Sedivy

Norautron is owned by Norautron Group AS which is 100% owned by J.C. Broch & Co AS.

Norautron

Nedrevei, bygg 25
P.O Box 205
N-3192 Horten, Norway
Tel: +47 33 03 04 00
www.norautron.com



Nammo

Business

Headquartered in Raufoss, Norway, the Nammo Group is one of the world's leading providers of ammunition and propulsion solutions for both military and civilian users. To that end, Nammo maintains an extensive portfolio of high performance products that includes:

Ammunition – Our extensive product range includes combat and premium projectiles, cartridge technology and commercial brands, as well as large caliber ammunition for tank, artillery and mortar systems.

Shoulder fired systems – Nammo offers a comprehensive range of shoulder-fired systems to meet the increasing complexity of the modern battlefield.

Rocket motors – We design, test and produce a number of advanced rocket motors for missiles and space applications, as well as rocket motors and catapults for ejection seats.

Demilitarization – Nammo's demilitarization unit specializes in handling excess, outdated and

obsolete conventional ammunition in an environmentally friendly way. We remove the explosive content and, where possible, recycle the various materials, including the energetics.

Organization – The Nammo Group operates through 6 business units: Commercial Ammunition, Small & Medium Caliber Ammunition, Large Caliber Ammunition, Shoulder Fired Systems, Aerospace Propulsion, Demil Sea Safety & Services. Nammo operates across 22 production sites and 8 sales offices in 12 countries.

Board – Chairman: Olli Isotalo
President & CEO: Morten Brandtzæg

Owners – The Nammo Group's shareholders are the Norwegian Government represented by the Norwegian Ministry of Trade, Industry and Fisheries (50 percent) and the Finnish Defense and Aerospace Group, Patria Oyj (50 percent).

Nammo AS

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www.nammo.com



NORDIC UNMANNED

Business

High end competence in unmanned systems based on the latest unmanned technology. Our goal is to reduce or eliminate risks, save costs and increase capabilities for our clients.

Product and Services:

Nordic Unmanned cooperates with the world's leading technology developers and manufacturers in unmanned systems on land, in air and under water. We tailor solutions based on your needs for data, sensors or camera. The systems we introduce to the market is cutting-edge proven technology that have been tested in the most extreme environments on the planet. Unmanned Aerial Systems (UAS) are the future solution to reduce risk and cost while it can provide data from inaccessible areas. Nordic Unmanned is authorized manufacturer, distributor, and training company by Lockheed Martin Procerus Technologies in USA. Main product in use is the Indago 2 UAS. This system has long endurance and range, it is also an "all weather system". Hot-swappable payloads/

sensors: DUO+ (FLIR, EO camera, HD video, Integrated laser illuminator, Object tracking, Geo referenced picture/video), ION 30x zoom, Pilot line/Drop function, Dual 4K hyperspectral camera for potential detection of buried IED or agriculture tasks.

Governmental use: Terrain awareness using DTED, S-band/L-band + Military frequencies, Very low acoustic noise signature, Rapid deployment, Built-in safety features, All digital radio link with military grade communication option, Rough weather resistant and lightweight hand controller

Board of Directors:

Chairman: Kjell-Erik Østdahl
Boardmembers: Knut Roar Wiig,
Erik Ålgård, Nils Ludvig Dahl

Executive Management/Owners:
Knut Roar Wiig (CEO),
Grethe Skundberg (Director
Innovation & Strategic Sales),
Eirik Berge (CCO), Bjørn Askim (CFO)

Number of employees: Approx. 15 ea.

NORDIC UNMANNED

Rådhusgata 3
N-4306 Sandnes, Norway
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www.nordicunmanned.com



Business

NFM® is a leading provider of personal protection systems, offering its end-users the full spectrum of protection while enhancing capability.

The product portfolio ranges from GARM combat clothing, to THOR load-bearing system, SKJOLD body armor, and helmets. Continuous innovation, a user-centered design process and the highest quality production based on the Scandinavian heritage of craftsmanship make NFM's products sought after by soldiers and police officers globally.

Established in 1996, the NFM Group today employs over 370 people divided into the group's two business units;

NFM® is the design, development and production division providing NFM's range of products to military and police units worldwide. The company has two modern production facilities strategically located in Poland.

Equipnor is the trading division for the supply of products and services to the defense, law enforcement and security branches in the Nordic countries. Equipnor is also the distributor for NFM® in the Norwegian and Swedish markets.

Key Personnel

Chairman of the Board:
Carl F. Sejersted Bødtker
CEO: Walter Øverland

NFM GROUP

Glynitveien 27
N-1400 Ski
Tel: +47 64 85 14 00
Fax: +47 64 85 14 01
E-mail: info@nfm.no
www.nfm.no



***Norse Defence a part of
Norse Oilfield Services***

Business

Norse is a total supplier of advanced machining, welding, assembly and pressure testing. The company is located in Risavika by Stavanger, Norway, has 60 employees and 150 MNOK annual turnover. Our facilities cover a total of 7.000 sqm in addition to 60.000 sqm of outdoor storage capacity.

In the same way as our ancestors, we constantly seek new goals and horizons. Our attention has been drawn to the defence industry. Not because we have all the answers or plan to revolutionize it, but because we have the expertise, the security systems and last but

not least, the equipment to deliver precision down to the smallest detail.

We have a one-point-of-contact philosophy ensuring understanding, flexibility and productivity and take great pride in delivering on time in full accordance with the customer's requirements and expectations.

We hold a number of licences and certificates in addition to being quality certified in accordance with ISO and API-standards.

**Norse is locally owned
Chairman of the board:**

Mr. Njål Magne Løvik

CEO: Mr. Ove Sørheim

Norse Defence

Hamrasletta 9

N-4056 Tananger, Norway

Tel: +47 51 64 65 00

E-mail: mail@norse-defence.no

www.norse-defence.no

***Norsemen were famous for their tactics.
We are famous for our reliability!***



Business

Norwegian Special Mission, a Sundt Group Company, is a provider of advanced airborne special mission solutions for Flight Inspection, Airborne Surveillance, Maritime Patrol and Remote Sensing based at Oslo airport.

The airborne systems are designed, engineered and manufactured by NSM in Norway and installed in the aircraft by NSM and partners around the world. The NSM team has experience of more than 60 special mission installations worldwide on different aircraft.

NSM is committed to provide the best customized solution for its customers. The base design is state of art and proven while the NSM engineering team has the expertise and knowledge to tailor each system to the individual customer requirements.

Norwegian Special Mission is "Large enough to be trusted, small enough to listen".

Board:

Chairman of board: Tor Bratli
CEO: Dag Langerud
Main Owner: Sundt AS

Norwegian Special Mission AS

P.O. Box 110
NO-2061 Gardermoen, Norway
Tel: +47 64 81 93 00
E-mail: company@nsm.aero
www.nsm.aero



Products and Services:

- Distributor of range target equipment and simulators for military, police and hunting market in Norway
- Manufacturer and supplier of bullettraps to international markets
- Service and maintenance of police and military training facilities and shooting ranges

Board:

Chairman: Øyvind Fjeld
President: Leif Haugland
Owners: Leif Haugland,
Asbjørn Slettmyr og Øyvind Fjeld
Number of employees: 8 employees

Our support – Your success

Obsima Technology AS

Askheim 1E
NO-2022 Gjerdrum, Norway
Tel: +47 63 93 81 81
E-mail: info@obsima.no
www.obsima.no

Development Sheet Metal/Welding Machining Surface Treatment Electro/Assembly



ONE SUPPLIER ➤ SINGLE POINT OF CONTACT ➤ SAVES TIME AND MONEY



Business

Complete service provider within mechanical and electromechanical products.

50 years' experience of deliveries to Defense business.

Business goal:

- Delivering precision
- Quality
- Cost reduction for our customer
- Ethical principles
- Satisfied customer

We offer

- Construction and Industrialization
 - Your solution advisor
- Sheet Metal
 - Punch – Deburr – Bend
- Welding:
 - MIG-TIG-WPS/WPQR
- Machining CNC
 - Milling and Turning

- Surface Treatment:
 - Paint – Powder – Silk Print
- Electromechanical
 - Assembly – Cable – Test.
- Warehouse management for spare parts to your products

Quality

- ISO 9001
- ISO 14001
- AQAP 2120
- Carl Zeiss CMM

Board:

Chairman: Torfinn Kildal
CEO: Sjalg T. Mortvedt
Owner: Oswo Invest AS
(100% family owned company)

OSWO

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N-3192 Horten
Norway
Contact: Arild Henriksen
Sales & Marketing Manager
Tel: +47 90 18 45 43
E-mail: ahe@oswo.no
www.oswo.no



A first-rate R&D department keeps Vinghøg on the global cutting edge of defence technology, making it the ideal strategic partner for both, military users and defence industry, when it comes to developing new capabilities for the world's armies.



Business

VINGHØG AS

Force protection is our mission

Vinghøg AS, a part of Rheinmetall Defence, has been an established player in the Scandinavian defence market for over half a century, with some 120 employees at location in Nøtterøy. The company cooperates closely with the Norwegian and Swedish armies, developing capabilities for existing and future needs.

Vinghøg specializes in high-tech products for dismounted soldiers as well as sensor systems and observation, reconnaissance and fire control systems. These range from night vision goggles, target acquisition systems and day cameras to 40mm fire control systems, weapon improvement and weapon mount products.

The company exports to more than fifty countries around the world. Furthermore, Vinghøg is a major supplier of components for remotely operated weapon stations together with its sister company, American Rheinmetall Systems, USA.

Vinghøg's parent company Rheinmetall AG is a financially strong, internationally successful player in the markets for automotive components and defence equipment. The group's Defence sector is Europe's foremost supplier of army technology and a longstanding partner of the armed forces. Rheinmetall Defence products set the global standard for excellence in a wide array of disciplines: vehicles, force protection, weapon systems, infantry equipment, air defence and from network-enabled warfare capabilities to electro-optics and simulation technology.

Providing friendly forces with the best possible protection - that is our mission.

CEO: Jan Eirik Finseth

VP BD & Sales: Jarle Maaren

Owner: Rheinmetall AG, 100%

Vinghøg AS

PO Box 143

N-3106 Nøtterøy

Tel: +47 33 38 23 50

E-mail: post@vinghog.com

www.rheinmetall.com



Business

OMNI is a network of specialist companies within product development and production. We supply products for Defense, maritime and Industrial applications and provide services within:

- System and product Architecture
- Software, Electronics, and Mechanical Design

- Power Supply and Charging
- Battery Solutions
- Electronics Manufacturing Service
- Logistics

Contact us at post@omni.no to learn more about our specialist maritime products and broad background with Defense products and solutions.

Board/Chairman: Olaf Valeur

Employees: Group of SMBs

OMNI SA

Post Box 56, N-0508 Oslo

E-mail: post@omni.no

www.omni.no

RUD PEDERSEN

PUBLIC AFFAIRS

Business

Rud Pedersen Public Affairs is a partner-owned Nordic Public Affairs firm with a leading position in the defense and security sector. We have extensive experience from public procurement processes.

As a Public Affairs Partner, we help our clients navigate the political systems of the Nordic countries. Our core competencies are to understand and analyze societal affairs, societal developments, gaining in-depth understanding of both the public debate and relevant decision-making processes. What we offer at Rud Pedersen is based on extensive experience from a wide range of projects and processes.

Navigating complex materiel acquisition projects, often in

cooperation across borders in the Nordics, is what we do best. We provide customized solutions in public affairs engagement, strategic communication, issues management and political analysis.

We can offer our clients both long-term partnerships and isolated projects. Rud Pedersen employs 110 consultants, situated in Stockholm, Gothenburg, Oslo, Helsinki, Copenhagen and Brussels.

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Line Tresselt (Partner)

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Email: line@rudpedersen.com

RUD PEDERSEN PUBLIC AFFAIRS COMPANY NORGE AS

Kronprinsens gate 1

N-0251 Oslo

www.rudpedersen.com



Business

Scanmatic delivers robust industrial systems designed for high reliability and long life in a challenging environment. Our applications are based on open standards and often consist of a mixture of off-the-shelf components and software solutions, our own products and hardware/software developed by Scanmatic.

Scanmatic has extensive expertise in the field of hydro acoustics and offer some unique and specialized products for sonar testing and training. Our newly developed Multi-Positioning System is used by NATO FORACS for calibration of navigation- and target acquisition systems of NATO vessels.

The Scanmatic group consists of 4 companies, the parent company Scanmatic AS and the subsidiaries Scanmatic Elektro AS, Scanmatic Instrumentation Technology and Scanmatic Environmental Technology AB (Sweden). The Scanmatic group has 130 employees and a turnover in 2016 of 650 MNOK.

Scanmatic is owned by Arendals Fossekompani (70%) and employees (30%). The chairman of the board is Mr. Jarle Roth. CEO is Mr. Kim Steinsland.

SCANMATIC AS

Bedriftsveien 17
NO-4841 Arendal, Norway
Tel: +47 370 59 500
www.scanmatic.no



Business

TECHNI develops and manufacture mechanic, electronic and electric solutions for the defence sector, the oil industry, the energy sector and for health technology.

From sensors and mechanisms deep inside hot and abrasive oil-wells to electric actuators in space, TECHNI develops and manufacture innovative and cost efficient solutions for rugged environments.

The company is deeply involved in industrial partnerships and is part of several clusters on contract with global technology partners covering

systems ranging from power-rail and other electronic equipment for handheld guns and bespoke simulators to the supply chain of the F-35 Joint Strike Fighter program.

TECHNI is an SME, yet large enough to manage high tech programs of R&D and supply. TECHNI is a perfect industrial partner for any international company looking for relations and real partnership in the Norwegian defence industry.

TECHNI AS

Ynglingeveien 42A
NO-3184 Borre, Norway
Tel: +47 47 20 04 00
Fax: +47 47 20 04 01
E-mail: espen.johansen@techni.no
www.techni.no



Business

STADT has introduced the Lean Electric Propulsion Technology for naval ships. Our 30 years of experience in the field of electric solutions, has lead us in to using the Lean approach as a guide for our developments.

Our latest patented innovation is the STADT NO-LOSS system, a lean and stealth noise free electric converter system that is superior for naval ship propulsion of any type and size, due to our scalable technology. This solution will eliminate the risk of failure in the propulsion system, and enable an environmental friendly operation of the ships over a very long period of time.



Silent - by all means.

STADT AS

Molovegen 50
NO-6083 Gjerdsвика, Norway
Tel: +47 70 02 58 00
www.stadt.no



Business

Sensoror design and manufacture advanced gyro sensors, gyro modules and IMUs for high-precision applications. Sensoror is a global leader in MEMS technology and has more than 30 years of experience developing and manufacturing reliable sensor solutions for demanding environments involving high vibration, high shock and harsh media. The company

serves a global customer base in the Defense, Industrial, Aerospace and Energy markets with affordable ITAR-free solutions. Products are used in system stabilization at sea, short term navigation, UAV's, Satellites and camera turrets.

Sensoror AS

Knudsrødveien 7, P.O. Box 1004,
NO-3194 Horten, Norway
Tel: +47 33 03 50 00
E-mail: sales@sensoror.com
www.sensoror.com



SAAB

Business

Saab provides customers and partners with information superiority. If you are the first to know, you can be the first to act.

With more than 50 years of experience in radar development, we are today a world-leading competence centre for microwave and antenna technology.

Over the years more than 3000 sensors have been delivered worldwide and today our radar products are operational in more than 30 countries.

Saab Technologies Norway AS has its headquarters in Halden and support operations in Stavanger, Rena and Setermoen.

We are a leading supplier of radar systems as well as training, helicopter maintenance and aerial target operations.

Included in the Saab Groups deliveries to Norway you will also find civil and military products & services in segments such as

- Public Safety
- Oil & Gas
- Traffic Management
- Ground Combat Weapons
- Communication Systems
- Signature Management

Read more about us and our offers on www.saab.no

Largest shareholders are:

Saab AB 100%

Board:

Chairman: Anders Linder

CEO/President: Tore Bekkevold

Saab Tehnologies Norway AS

Isebakkeveien 49

N-1788 Berg i Østfold

Norway

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Fax: +47 69 17 85 14

www.saab.no



Business

Teleplan Globe AS develops software products and solutions for defence, police, public safety and security authorities. We are experts in C2 and ISR, and utilize agile development methods. Our field proven systems are in use in several international operations to support personnel in their challenging and time critical tasks. As a consequence our systems must be accurate, reliable and interoperable. Our systems engineers are known for their commitment and contribution to solving our customers' needs, not least we simplify the interaction between the user and the technology. Teleplan Globe is a family owned company, established in 1959 and part of the Teleplan Group. The company has an extraordinary military knowledge base, and Teleplan Globe is called upon when commanders need a solution to trust.

We make Software and Solutions for Decision Makers.

Certifications

We put Quality first, and take pride in being a supplier and partner you can trust. Teleplan Globe is therefore certified and qualified in accordance to some of the highest international standards;

- ISO 9001:2008
- NATO AQAP
- Microsoft Gold Partner
- Sellihca



Number of employees

Approximately 85, including more than 55 software engineers

Management

Chairman of the Board: John Nyheim
CEO: Dagfinn Lande Kolstad

Associated companies

Teleplan Consulting AS

TELEPLAN GLOBE AS

Fornebuveien 31,
N-1366 Lysaker, Norway
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Fax: +47 67 12 72 70
E-mail: info@teleplan.no

Follow us on:  

Blog: blog.teleplanglobe.no

www.teleplanglobe.no



THALES

Business

Thales Norway AS is one of the largest industrial centres of expertise for mission critical information systems in Norway and the principal supplier of military communications system to the Norwegian Armed Forces. Thales Norway is a trusted partner in developing and delivering turnkey solutions supporting both military and civil needs.



Thales Norway AS is part of the Thales Group which is a global technology leader for the Aerospace Transportation, Defence

and Security markets. Our purpose is to bring greater safety and security to citizens, travellers, armed forces and critical assets.

Interoperable Communication Solutions

Thales Norway has a long tradition in development and supply of interoperable, reliable and secure communication solutions, hence covering the complete range from nationwide fixed networks to highly mobile communication nodes at tactical vehicles as well as individual soldiers.

IP- Encryption

Thales Norway is the dominant supplier of IP-encryption solution in the NATO domain.

The Cryptel®-IP system has been selected as the standard NATO IP Crypto Equipment – NICE and includes a wide range of product variants.

Control Rooms Communication

Thales Norway has developed a leading position in supply of Voice Communication Systems (VCS) for



military air traffic management as well for other critical control room applications.

Secure Messaging

Thales Norway has broad experience with MMHS. XOMail provides functionality tailored to messaging tasks in military organisations and is compliant with the latest version of NATO STANAG 4406.

Trusted Security Advisor

Thales Norway has extensive knowledge and experience in security accreditation of products and systems and is selected as Trusted Security Advisor in major defence programs.

Training & Simulation

Thales Norway opened Thales Flight Training Centre in Stavanger 2015. The centre offers pilot and helicopter crew training for Oil & Gas, Defence and Search & Rescue operations (SAR).

Facts & Figures – Thales Norway AS

220 highly skilled employees, most within R&D
Revenue 2016: 628 MNOK

Board:

Chairman: Glenn Pedersen
Managing Director: Tom Tuhus
Owners: Thales SAS, 100 %



Thales Norway AS

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www.thales.no
www.thalesgroup.com



Business

TINEX, as a system integrator, combines delivery and integration of Defence & Security material within the area of Electronic Warfare, Force Protection, Sensors, EOD and Power Supply to the Defence, Police and other security authorities.

Trough our network of partners, we also can provide logistics support and cooperation with other domestic and international customers. TINEX has the necessary security clearance for military applications.

Our Supported Products & Services:

- Electronic Warfare
- Force Protection (RCIED)
- EOD
- COMS & Antennas
- Cyber Security

- Optics: Active & Passive
- Power Supply & Distribution Systems
- Antennas
- Container Modules
- Connectors, Switches, Contractors & Cable
- Military & Governmental Vehicles

TINEX Services:

- Integration, Service & Maintenance
- Courses
- Documentation
- Follow up through the Lifetime
- After Sales Services

TINEX AS is registered as a Broker (K-2728) with the U.S. Department of State.

TINEX AS

Østre Aker vei 203
0975 Oslo
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E-mail: sales@tinex.no
www.tinex.no



Webasto has been family-owned since its foundation in 1901

Why is Webasto called Webasto? The idea originated with the company founder Wilhelm Baier Senior in 1908 when he moved his factory for stamped parts, wire holders and home appliances from Esslingen to Stockdorf just outside Munich. The name comes from the initials Wilhelm Baier, Stockdorf.

Webasto is the world market leader for roof and convertible roof systems as well as parking heaters and is among the world's largest 100 suppliers to the automotive industry. In 2016 the Group generated sales of 3,2 billion euros and employs more than 12,000 people worldwide.

The company has over 50 locations worldwide – over 30 of which are manufacturing plants Webasto provides innovative heating

concepts for all types of drive systems. In addition to fuel-driven auxiliary heaters for cars and parking heaters, electro mobility constitutes an important pillar of the Webasto growth strategy. To access and develop that market, in 2012 the automotive supplier presented a high-efficiency electrically operated high-voltage heater for hybrid and electric vehicles that heats the passenger compartment while driving. Full-scale series production of the device began in 2015 at the Neubrandenburg plant. Webasto started its own company in Norway in October 1, 2015.

WEBASTO THERMO & COMFORT NORWAY

Industriveien 34 A

NO-2072 Dal, Norway

Tel: +47 61 16 20 00

E-mail customer service:

kundeservice-norge@webasto.com

E-mail support: teknisk@webasto.com

www.webasto.no



A COMPANY IN THE VHF GROUP

Since the founding, in 1982, VHF Group has been a leading provider of communication solutions in the Nordic countries. Traditionally to the military, public safety and private segment, through ICOM products. In recent time the company has grown to become Scandinavia's largest provider of Tetra terminals, through SEPURA products, to the emergency networks in Norway, Sweden and Denmark, with approximately 150 000 terminals. The company is now established as one of the leading providers within radio communication in Northern Europe. Focusing on public safety, the private segment, military industry and the business segment.

Chairman and president of the board of VHF Group: Morten Stomperud. VHF Group is fully owned by the family who founded the company in 1982.

- 100 employees in VHF Group
- Annual turnover approximately 400MNOK
- Headquarters in Oslo

Subsidiaries:

- Wireless Communication AS
- Swedish Radio Supply AB
- Radiocom Danmark A/S
- Oy Insalko AB
- Agreements in: Poland, Baltic, Iceland

WIRELESS COMMUNICATION AS

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www.vhfgroup.com

Member Companies

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Aerospace Industrial Maintenance Norway AS

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www.aimnorway.com

Airbus Defence And Space AS

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www.airbusdefenceandspace.com

Aircontactgruppen AS

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www.acg.no

ALFA SOLUTION AS

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www.alfasolution.no

Andøya Test Center AS

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N-8480 ANDENES
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Applica AS

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N-4524 LINDESNES
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www.applica.no

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Axnes Aviation AS

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E-mail: post@axnes.com
www.axnes.com

BAE Systems Hägglunds AB

c/o Visma Services Gjøvik,
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What is Norway's export control system?

The export control system is intended to ensure that defence-related products, technology and services are only exported from Norway in accordance with Norwegian security and defence policy, and that exports of dual-use items do not contribute to the proliferation of weapons of mass destruction (nuclear, chemical and biological weapons) or their means of delivery.

Norway's Export Control Act and Export Control Regulations provide the legal authority for the export control system. Guidelines have been drawn up for the processing of applications for the export of arms, military equipment and components, and technology and services for military use (i.e. defence-related products). The Ministry of Foreign Affairs is responsible for administering the Export Control Act and drawing up regulations and guidelines to ensure that controls are implemented effectively.

Under the export control system, a range of products, technology and services may not be exported without an export licence from the Ministry of Foreign Affairs. They are specified in two lists issued by the Ministry: List I for defence-related products and List II for dual-use items. List II includes civilian products and related technology and services not included in List I that may also have military uses.

The lists are the result of negotiations within the multilateral export control regimes in which Norway participates. Lists I and II form an integral part of the legislation, and are updated regularly.

Under the Export Control Regulations, a licence is also required to offer brokering services for the sale of products or technology from one foreign country to another. In addition, there are provisions requiring an export licence for any products, technology or services under certain circumstances. These are known as 'catch-all' clauses. The licensing requirement also applies to products designed or modified for military use, regardless of their condition at the time of export.

Adequate documentation of end use must be provided before an export licence can be issued. The Ministry may also lay down other conditions for granting licences.

The Section for Export Control is responsible for administering and implementing the export control system, including the policy framework and legislation and processing of export licence applications.

(Source: The Norwegian Ministry of Foreign Affairs)

Defence Exports from Norway

Defence exports from Norway have grown steadily in the last decade.

US is the largest recipient of Norwegian defence equipment, followed by other NATO-nations and EU Non-NATO nations. More than 90% of Norwegian exports goes to European and NATO nations.

International programs

Norwegian companies are participating as partner and supplier in numerous international programs such as:

- F-35 Lightning II
- F-16 Fighting Falcon
- NATO Helicopter (NH90)
- Evolved Sea Sparrow Missile
- AMRRAM
- IRIS -T
- EXOCET Block 3
- Sidewinder AIM-9L
- Interactive Defence & Attack for Submarines (IDAS)
- Archer
- NATO Air command and Control System (ACCS)
- NATO Alliance Ground Surveillance (AGS)
- NATO Airborne Early Warning and Control (NAEW&C)

Aerospace and Defence Industries Association of Europe



FSi is a member of ASD (Aerospace and Defence Industries Association of Europe). ASD is the voice of European Aeronautics, Space, Defence and Security Industries, representing over 3,000 companies and actively supporting the competitive development of the sector in Europe and worldwide. It has 40 direct members, active in 19 countries, including 16 major European industries and 26 National Associations. ASD members together employed more than 847,700 people and generated a turnover of €222 billion in 2015.

For the benefit of European industries and in the collective interest of its members, ASD seeks to:

- Act as a single voice to promote the best interests of the Industry in dialogue with the EU Institutions and other stakeholders;
- Contribute to shape effective policy and legislation at European and global level by advocating common positions;
- Promote international cooperation and dialogue with other international associations and organisations;
- Raise awareness about the benefits of our sectors to a large variety of audiences: politicians, decision-makers, businesses, the media, general public, NGOs and other stakeholders;

- Act as the central intelligence hub for expert knowledge on industry-related issues.

ASD concentrates on issues covering civil aviation, defence, security and space. It is committed to sustaining and growing a competitive sector. It is to achieve this strategic objective that ASD analyses, formulates and establishes policy positions for the industry on key strategic sectorial issues, cooperating with industry and EU institutions on a number of market developments and technology research projects.

ASD also coordinates European and international policy, communications, analysis and provides support to its members' requirements and needs to help their development, offering the best networking and learning opportunities in the sector. In addition, the advocacy activities undertaken by ASD help create a suitable policy framework within which members can successfully develop their businesses.

ASD has affiliated associations: ASD-STAN and ASD-CERT, together with EAQG, form the quality-related services of ASD. The purpose of these services is to contribute to improvements in quality and reduction in costs throughout the value stream by maintaining cooperation between European Aerospace Companies in business areas.

At global level, ASD is a member of the International Coordinating Council of Aerospace Industries Associations (ICCAIA). ICCAIA is

currently chaired by ASD Secretary General Jan Pie and provides an avenue for the world's aerospace manufacturers to offer their industry expertise to the development of the international standards and regulations necessary for the safety and security of air transport. Recognized by the International Civil Aviation Organization (ICAO) with observer status, ICCAIA actively participates in the work of ICAO regarding the environment, air navigation and air transport matters. ICCAIA also interacts with such regulatory authorities as the European Aviation Safety Agency (EASA) and the United States' Federal Aviation Administration (FAA).

With this approach, ASD enables a unified voice on the number of fora where industry needs to be active and engage with European Institutions.

(Source: ASD web-site)



NATO Industrial Advisory Group (NIAG)

The NATO Industrial Advisory Group (NIAG) is a high-level consultative and advisory body of senior industrialists of NATO member countries, acting under the Conference of National Armaments Directors (CNAD), with the aims of:

- Providing a forum for free exchange of views on industrial, technical, economic, management and other relevant aspects of research, development and production of armament equipment within the Alliance; based on current and updated information provided by relevant NATO bodies.
- Providing industry's advice to the CNAD on how to foster government-to-industry and industry-to-industry armaments co-operation within the Alliance.

Providing optimal use of NIAG resources to assist Main Armaments Groups, and their subordinate bodies, in exploring opportunities for international collaboration, and seeking timely and efficient ways to satisfy NATO military requirements.

Norway is a member of the NIAG, represented by the Norwegian

Defence and Security Industries Association (FSi)

Membership in NIAG provides the opportunity for Norwegian industry to participate in studies, workshops and displays/demonstrations conducted within the NATO framework. Norwegian companies are actively contributing to NIAG studies and take part in various study groups.

(Source: NATO web-site)



The European Defence Agency (EDA)

The European Defence Agency was established under a Joint Action of the Council of Ministers on 12 July, 2004, "to support the Member States and the Council in their effort to improve European defence capabilities in the field of crisis management and to sustain the European Security and Defence Policy as it stands now and develops in the future".

To implement the provisions of the Lisbon Treaty, this Joint Action was first replaced by a Council Decision on 12 July 2011 which was revised by Council decision (CFSP) 2015/1835 of 12 October 2015 on the statute, seat and operational rules of the EDA.

The European Defence Agency, within the overall mission set out in the before-mentioned Council decision, has three main missions:

- Supporting the development of defence capabilities and military cooperation among the European Union Member States;
- Stimulating defence Research and Technology (R&T) and strengthening the European defence industry;
- Acting as a military interface to EU policies.

EDA acts as a catalyst, promotes collaborations, launches new initiatives and introduces solutions to improve defence capabilities. It is the place where Member States willing to develop capabilities in cooperation do so. It is also a key facilitator in developing the capabilities necessary to underpin the Common Security and Defence Policy of the Union.

LONG TERM REVIEW

Following EDA's Long Term Review carried out in 2016-2017, Ministers agreed in May 2017 to reinforce the Agency's mission along the following paths, in accordance with established EDA rules and procedures:

- EDA as the major intergovernmental prioritisation instrument at EU level in support of capability development, coordinating with the EEAS (incl. EUMS) and EUMC in their respective areas of responsibility.

- EDA as the preferred cooperation forum and management support structure at EU level for participating Member States to engage in technology and capability development activities.
- EDA as facilitator towards the European Commission and EU Agencies, and as the interface upon Member States' request, exploiting wider EU policies to the benefit of Defence and acting as a central operator with regard to EU funded defence-related activities.

(Source: EDA web-site)



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5th edition/2017