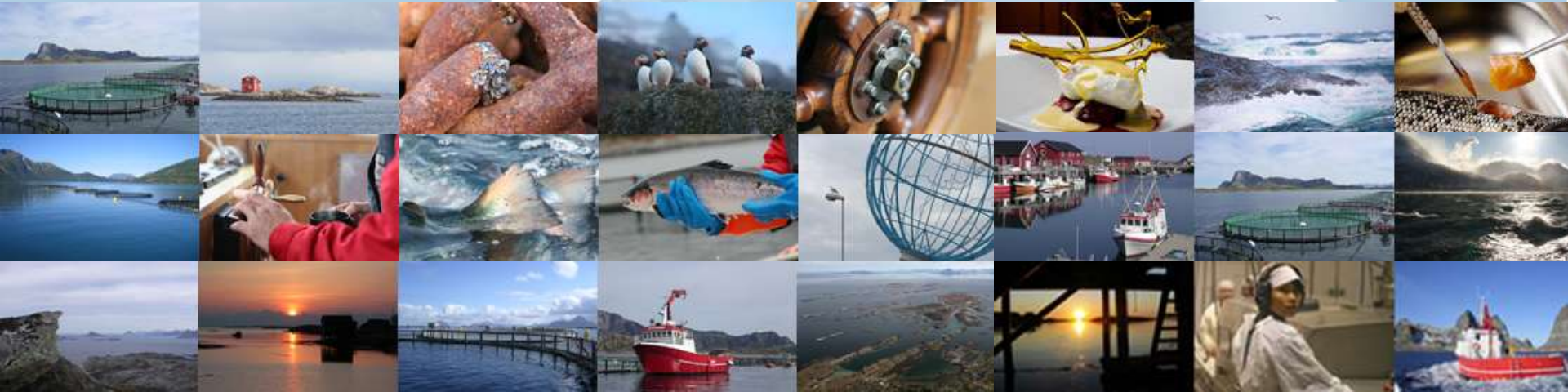




Presentation of VAKI





Product development is the basis

- Leading in counting and size measurement of fish since 1986.
- Products are sold to more than 50 countries.
- Heavy emphasis on product development based on users' needs.
- Strong service network with a focus on backup and training.

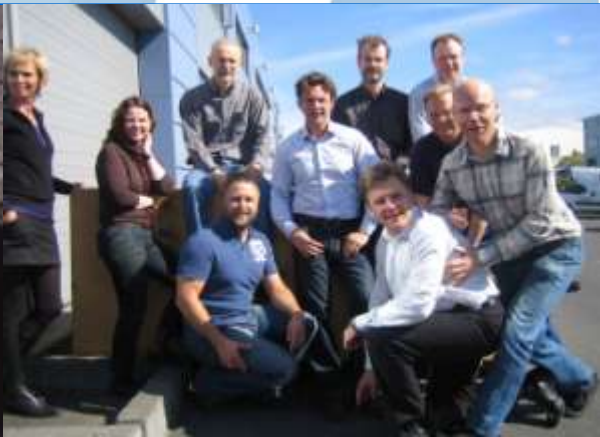




VAKI

The employees are a great resource

- The staff is well educated with diverse experience.
- Heavy technical and market knowledge.
- Long experience in farming, variable language knowledge.
- Employees have worked long in VAKI and have good relationships in farming around the world.



- Most of the production is done by subcontractors.
- Specialized contractors in each field.





VAKI is an international company

- The largest markets are Norway, Chile, Scotland, Canada, Med.
- Focus on industrial farming.
- Subsidiaries in Chile and Norway.
- Agents and service partners in more than 30 countries.





Mission and Strategy

- VAKI is a leader in counting and size measurement in industrialized aquaculture and puts great emphasis on further product development in cooperation with users.
- First class service and follow-up is important to maintain satisfied customers and make sales in the future.



- VAKI A/S – Thor-Jacob Larsen and Preben Strand
- VAKI Service Centre – Atle Toskedal
- VAKI Main Office – Benedikt Hálfðanarson
- Spare Parts Warehouse and loan products in Bergen



- Biomass counters and software.
- Counters of various types for all sizes of fish.
- Fish pumps, graders and feeding systems.
- Counters for wild fish in rivers.



- Thorough training on delivery of equipment.
- Regular contact and visits to customers.
- Loan equipment if something needs to be repaired.
- Two-year warranty on the equipment, with a service contract for several years.
- Special solutions on demand.



- Three days training of key personnel.
- Review of measurement techniques and fish behavior.
- Development, maintenance and servicing of equipment.
- Certification of VAKI specialist.



- Selected components from reliable suppliers.
- Shake test to check whether soldering is weak.
- Vacuum test to check leakage.
- Function test to see if the frame work optimally.

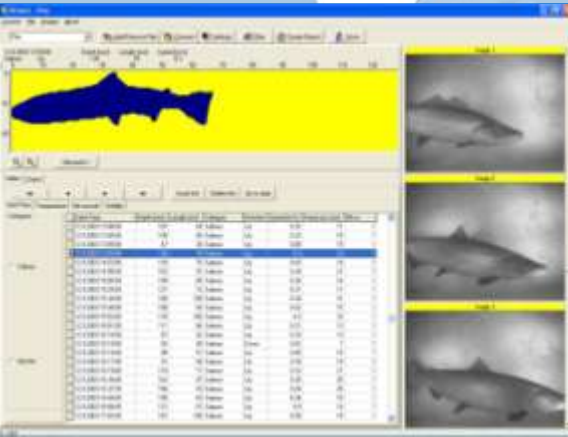




VAKI

Other products / similar technology

- Riverwatcher fish counter in rivers based on biomass meter.
- Saves the shadow image and photo of each fish.
- Detects size, arrival time, direction, speed, etc..
- Advanced software for processing data.





Why choose VAKI?

- Experience - Over 26 years of leadership in aquaculture.
- Stability - Important for service and development.
- Service Agreements - User assured knowledge and equipment.
- Product development - Heavy emphasis placed on solving the new needs of customers.
- Quality - Quality Management System and best practices.
- References

