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Digital Energy

07.04.2026

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Making data key to outstanding value creation



Embriq at glance

- Embriq delivers business critical IT services to a number of industries with a focus on Hybrid solutions, advanced energy services and distributed IT & IoT,
  - The market's most modern solution for efficient meter data management and Smart Metering operation
  - Quant, Embriq's proprietary IoT platform and one of Norway's largest IoT-hubs, is central to the service offering
  - Full range of IT managed Services towards complex industries (hybrid-cloud)
- Now heading for a strong growth along existing markets and services

Expert Domains

Hybrid Solutions	Distributed IT & IoT	Advanced Energy Services

How we create value

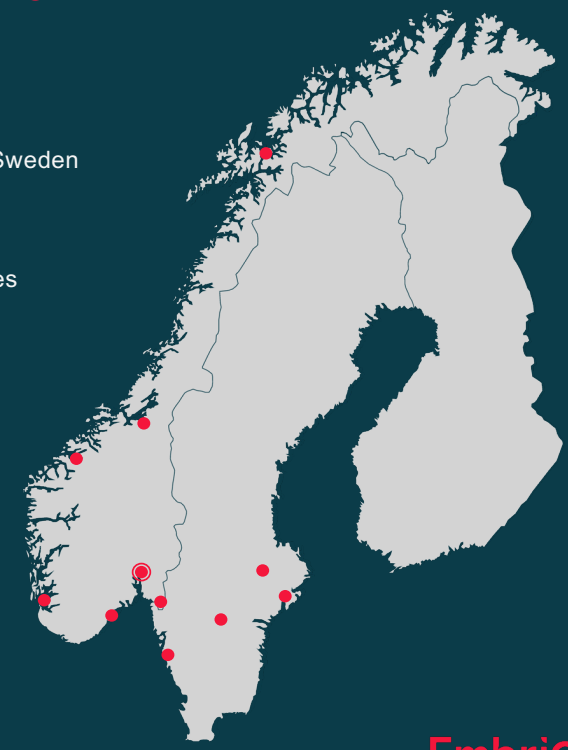
Automation & Data Insight	Security & compliance	Digital change

Applications

Quant	Powercatch

- Expertise
- Dedicated
- Data driven customers

Geographical presence



- Norway and Sweden
- 200 employees
- 500 MNOK/y
- 100 MNOK ARR SaaS

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SaaS supplier to the utility business with in-house developement

- Inhouse platform development
- IT consulting
- 50+ employees for development, testing and architecture
- Agile methods
- AI in development
- Devops
- SaaS with private and public Cloud

→ Growth strategy



Global trends

- Climate challenge – changes in the global energy market
  - Renewable production
  - Flexibility
  - Capacity
- Massive instrumentation (30 billion IoT by 2030)
- AI
- Security and compliance
- Smart cities & Infrastructure
- Disrupted energy supplychain i Europe



«Digitalization+» in the world´s most important business segment

Electrification - «Electric infrastructure 2.0»
- digitalization - automation – AI – renewable production – local production

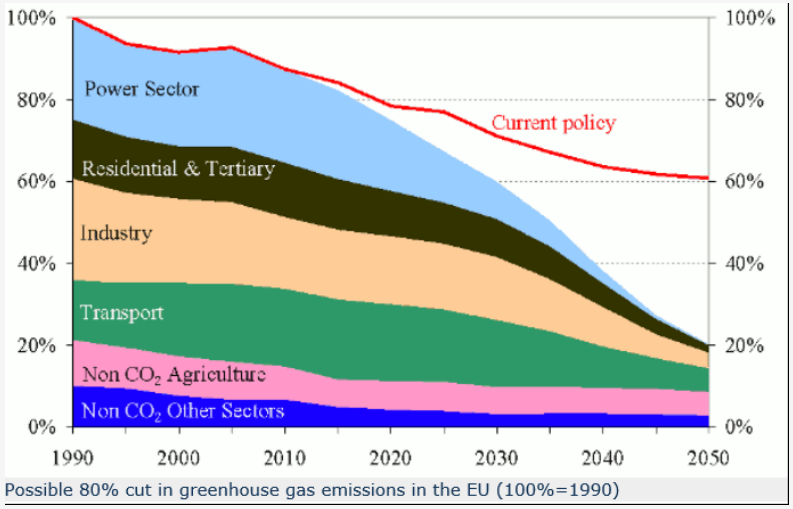
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”Sustainable and Digital Energy”
By Embriq
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Climate – resources – sustainability
Reduction of emission of climate gases



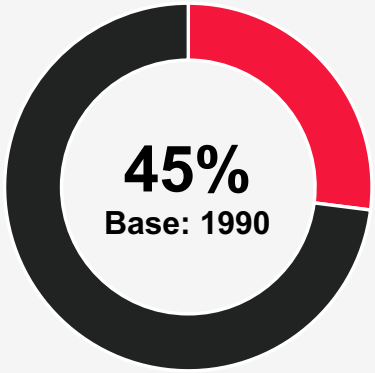
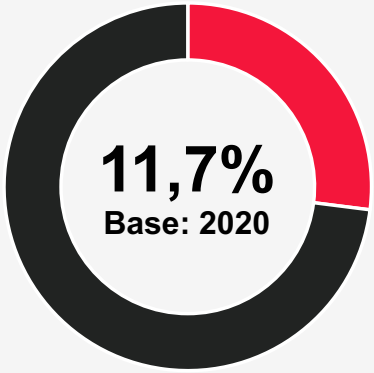
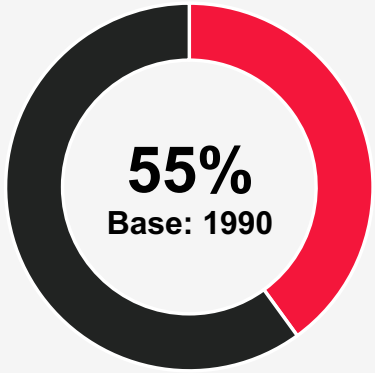




Possible 80% cut in greenhouse gas emissions in the EU (100%=1990)

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EU climate targets by 2030

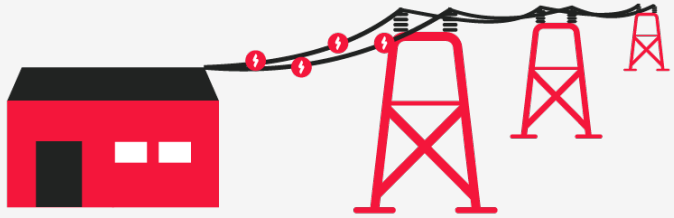
AIM			
	Renewable energy	Energy efficiency	Reduction of greenhouse gases
MEASURE	Distributed generation Unpredictable generation	Efficient markets Consumer awareness	Electrification of transport Renewable power production
MEANS	Smart grid Smart grid	Smart Metering Smart Home Smart Metering Smart Home	Smart grid Smart grid

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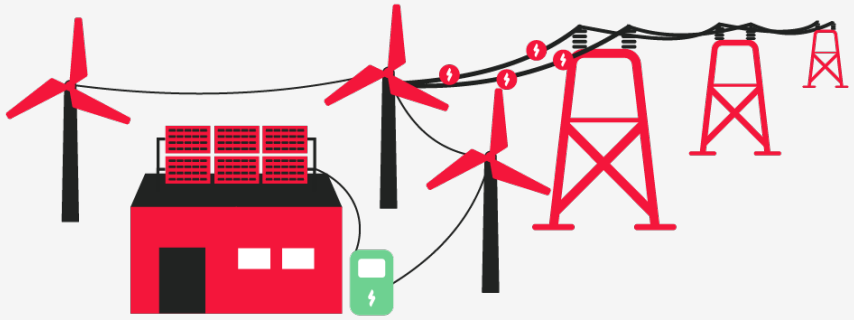

Changes in
customer behavior
- Smartness and evironmentally awareness
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Massive electrification, local production and changes in consumption patterns

- More Power and less Energy
- Local production
- Reverse flow of energy
- Prosumers
- Off-grid solutions
- Microgrids
- Grid as backup
- Storage capacity



Consumer



Prosumer

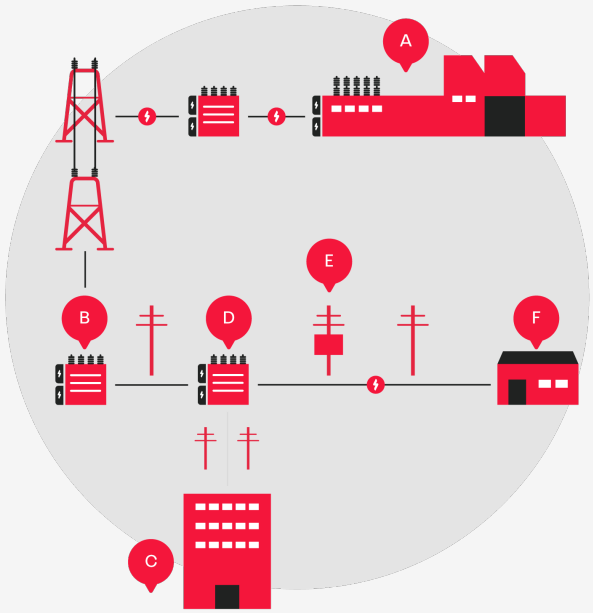
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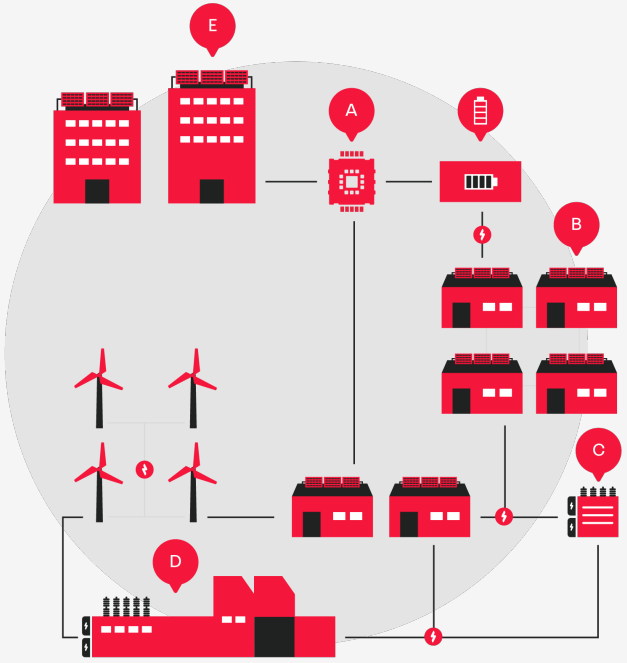
«Centre of gravity» - Impact on the distribution grid

- From ”radial grid” to ”mesh grid”



The road to smart grids – summary





Performance — Capacity — Response time — Up-time → New IT systems

...and investments!

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Digitalization and the Momentum of Technology

- Next step automation



Tech development as a solution base

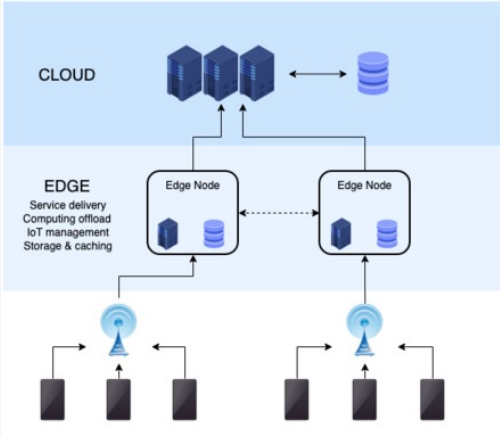
- IoT – instrumentation of all infrastructure components
- AMM – IoT at end customer point
- Convergence towards IoT for all infrastructures
- AI/ML
- Analytics of large data volumes
- Cloud solutions combined with Edge computing (Outpost/Greengrass)
- Telecom solutions - 5G – NB-IoT

aws Microsoft Azure Google Cloud Platform

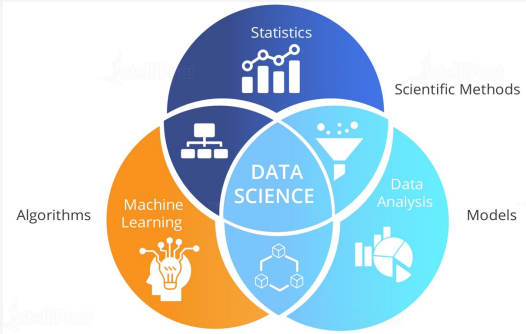


Digitalization +

- Big Data handling of large amount of data from IoT sensors
- Automatization of customer processes with Bot-tech
- Use of AI/ML for decision support
- Optimalization of investment in infrastructure to support the community development
- Security and compliance (NIS2, AI Act++)









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Market changes in the utility business

- Increased requirement for IT competence
- Less blue collar and more white collar
- Economy of scale
- Consolidation or partnerships
- IT and OT combined
- New requirements on suppliers
- New type of suppliers – new entrances

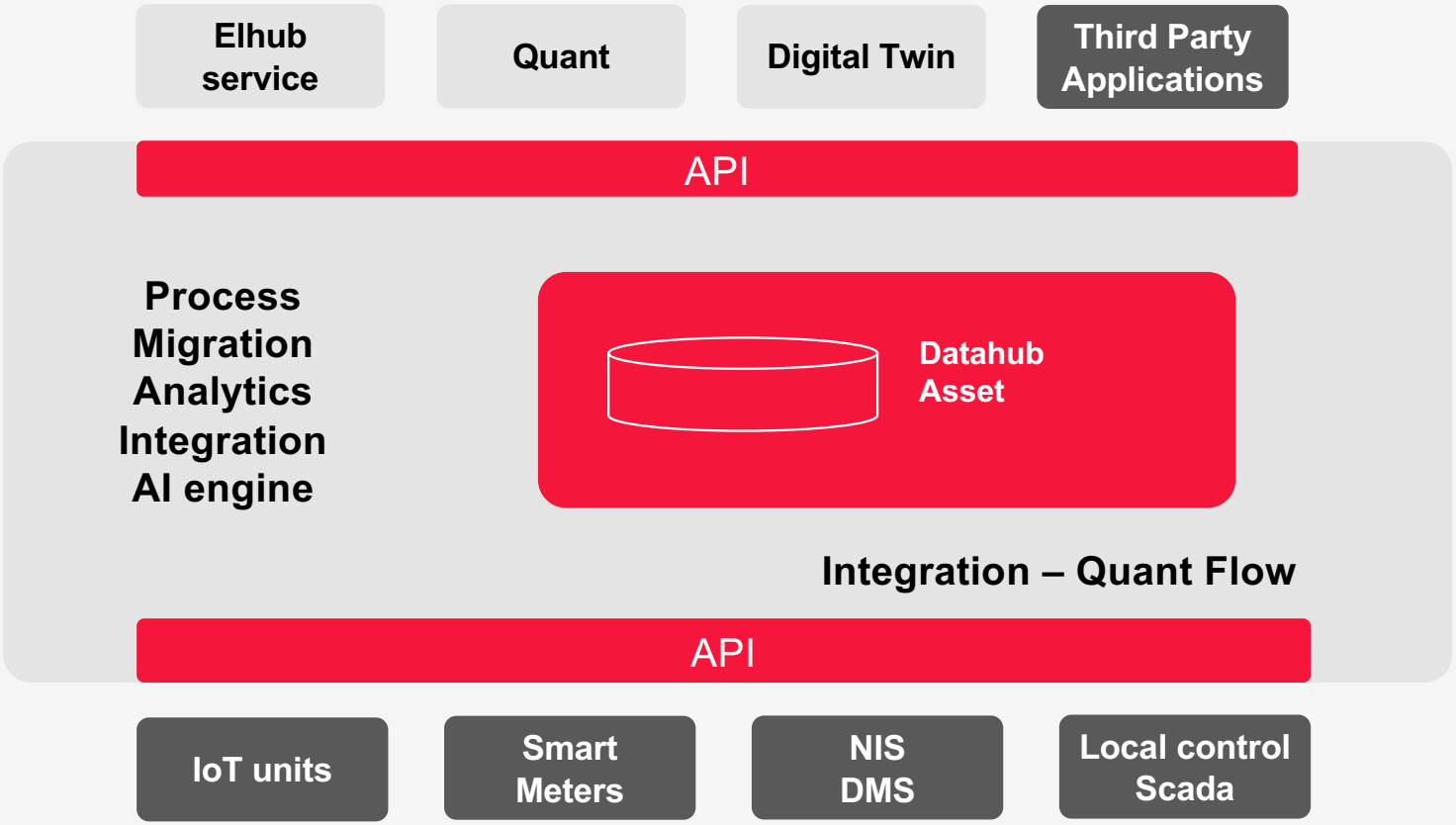




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Embriq Digital Platform
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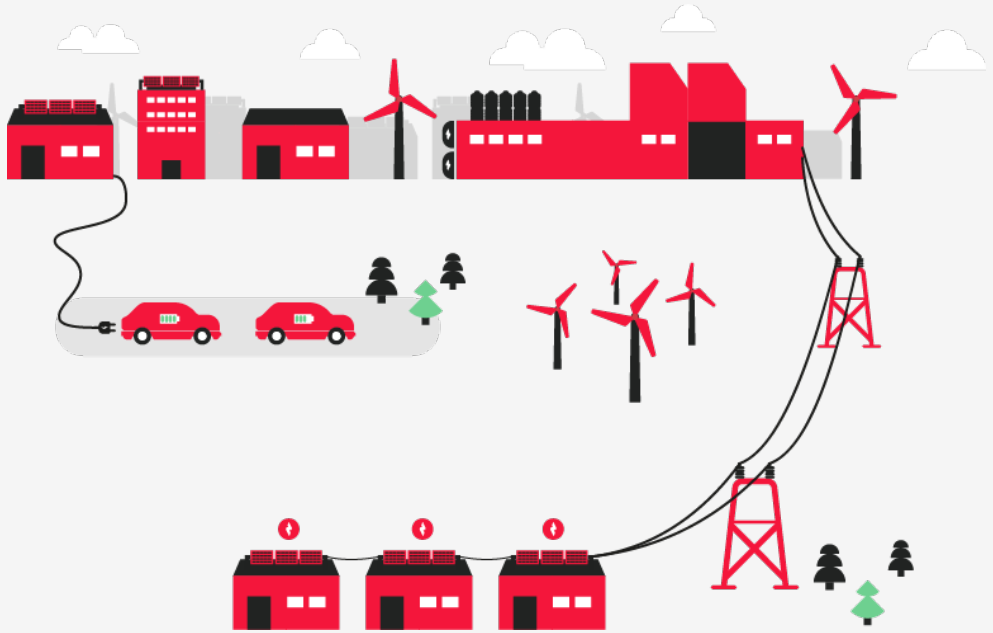
Embriq digital platform



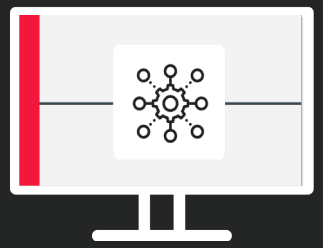
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Quant as strategic utility platform

- Smart Metering requirements for billing and instrumentation
- Lower operational cost
- Increased requirement for data security and protection of data
- Elhub – changes in business models and processes
- Digitalization of business processes
- Volume data for analysis and decision support
- ***Improved network operation***

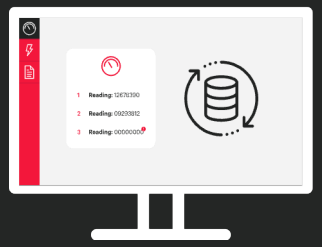


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Quant Core

MDM
Meter Operations
Asset Management
Multi Utility



Quant Flow

Integration as a Service
Business Process enabler
Datahub



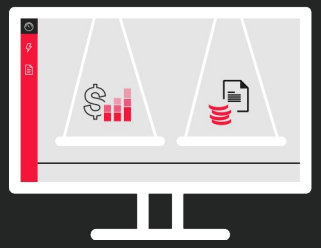
Quant Insight

Analytics
Decision Support
IoT Datahub



Quant Collect

Multi meter collection
Precision metering
Industries



Quant TP

Settlement service
EDIEL service
Collection



Powercatch

Work Management
Field Service
processes

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Your Data – Your Insight

- Distribution Network Analytics based on data from smart meters, IoT sensors, breakers, substation monitoring, Scada, DMS ++
- Quick overview and fast response to important incidents based on real-time events management
- Improved planning and forecasting
- Visibility in your distribution network
- Fast access to data from anywhere in your organisation
- Modern cloud-based SaaS solution, compliant and highly secure
- Fast implementation – continuous delivery

Quant Insight



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