



Why is Germany an important market for Danish robotics?

EU Recovery Day, April, 2021

Nordbo Robotics in a nutshell



Software & AI for all industrial robots & cobots.

Robot “brains” to help operators do **surface treatment & quality inspection.**

Combination of the craftsmanship and process knowhow from the user, along with the quality and precision of robots.

No code. Mass Customization.

Applications

We solve the users' pain points by taking ownership of the applications

Grinding



Sanding



Quality Control



Finishing



Deburring



Painting/Dispensing





Who are we working with



Amphenol®



WELDSTONE
ADVANCED AUTOMATION



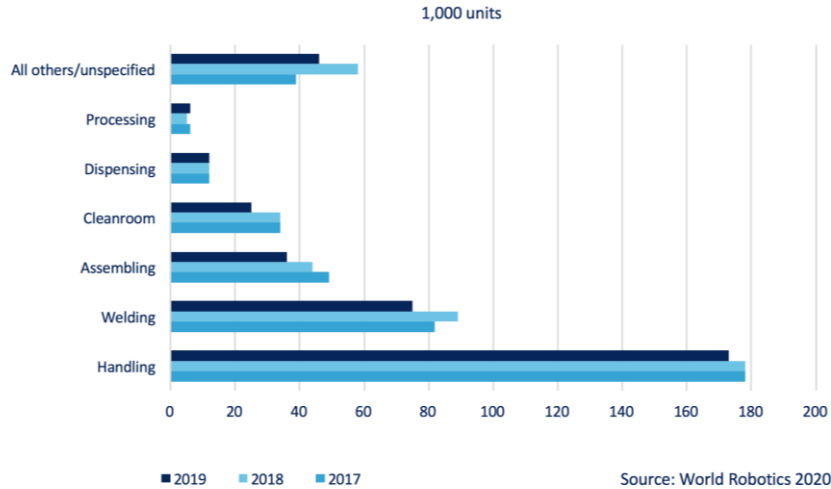
HUAWEI



NACHI-FUJIKOSHI CORP.

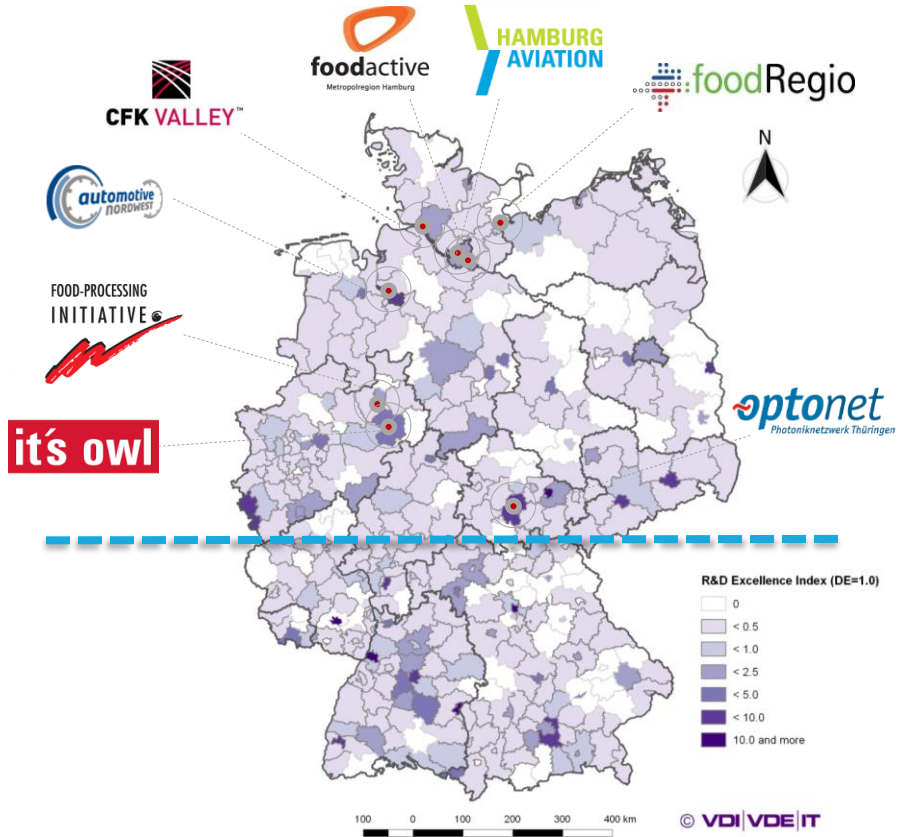
Why Germany?

Annual installations of industrial robots by application - World



Untapped potential in automation of complex manual process work.

- These processes are often found in:
 - High mix/low volume sub supplier productions.
 - Outsourced production plants. (Possibility to take production back home).
 - Complex surface treatment applications.
 - Post processing of 3D printed parts.
 - Service and maintenance/repairs to stimulate circular economy.



How can DI and the Trade Council help increase exports?

- Help organise delegation visits to relevant clusters/ecosystems
- Public Affairs activities with relevant unions, governments etc. to pave the way for automation in the non-automotive industries
- Strategy on how we can export Danish robotics along with training/vocational upskilling
- ...

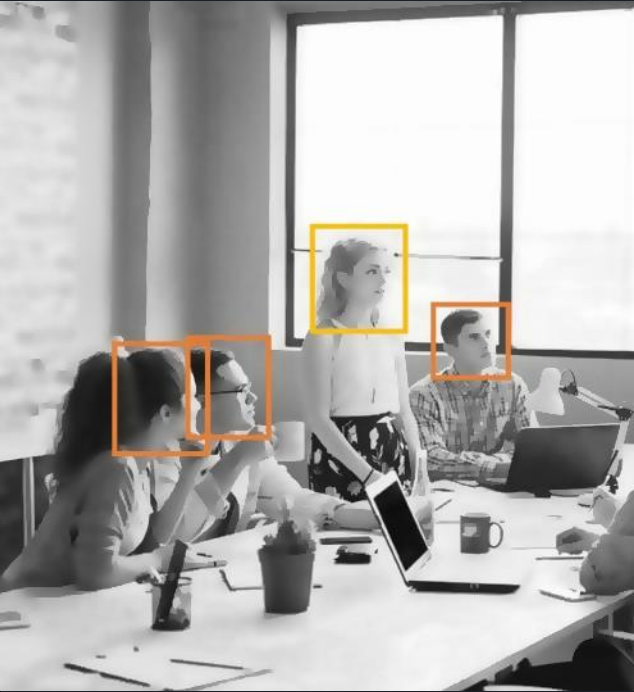


Thank You.



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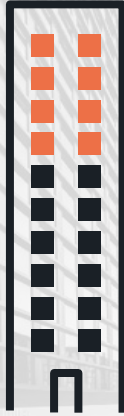


⋮ EU recovery day
⋮ April 2021

PROBLEM

Buildings are sold, managed, operated and used in an old-school analog fashion

Huge market potential in digitalizing buildings and the **activities** inside them



\$240T

Buildings is the World's largest asset class



>90%

Offline and undervalued

Why buildings?



40%

of the World's energy
is consumed in
buildings.

= Supports sustainability agenda






= Supports digitalization agenda

From workplace to
collaboration place

Why Finland?

- ✓ Finland scores high on digital competitiveness index
- ✓ Strong appetite for digital solutions
- ✓ Leverage strong Danish competencies in IoT
- ✓ Strong GDPR awareness

Figure 4: Digital competitiveness ranking 2020 Top 10

Overall Rank		Knowledge	Technology	Future Readiness
1	USA 	1	7	2
2	Singapore 	2	1	12
3	Denmark 	6	9	1
4	Sweden 	4	6	7
5	Hong Kong SAR 	7	2	10
6	Switzerland 	3	11	5
7	Netherlands 	14	8	4
8	Korea Rep. 	10	12	3
9	Norway 	16	3	6
10	Finland 	15	10	9

How Finland?

- ✓ Create awareness among property owners, managers, operators
- ✓ Example from Norway: Statsbygg conference via Trade Council