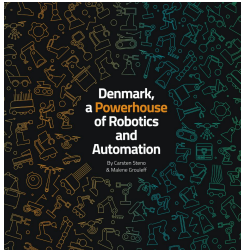


To accomplish every agreement with customers, ProInvent are setting the strongest and most vital team ever



A brand-new book about our industry including ProInvent starts this way: Leif Dalum, M.Sc. Eng., founder and main owner of the product- and technology development company ProInvent A/S, holds up a small plastic object that is distinctively shaped in both ends. The object is actually a medico-technical product which ProInvent helped develop for a major client. It is more hygienic, practical and private, than older models on the market.

And it is a product which Leif Dalum is particularly proud to show - as a great example of what ProInvent is capable of performing. The goal is to help the client in order to develop an innovative product, that can be manufactured in a fully automated process. To accomplish this, all product development and production planning must take place in a parallel process, which was exactly the case here.

"For many years it has been my mission to help Danish companies automate even the most difficult processes – not least in order to maintain part of the manufacturing industry in Denmark. Now I see it as my job to assist in the development of new Danish products that can be manufactured in our fully automated lines wherever they are marketed and sold", Leif Dalum says.

Today, ProInvent has an export share of 75%.

ProInvent appears 8 places in the book; *Denmark, a Powerhouse of Robotics and Automation*, written by Malene Grouleff and Carsten Steno, also published as e-book

Danish [Click here](#)

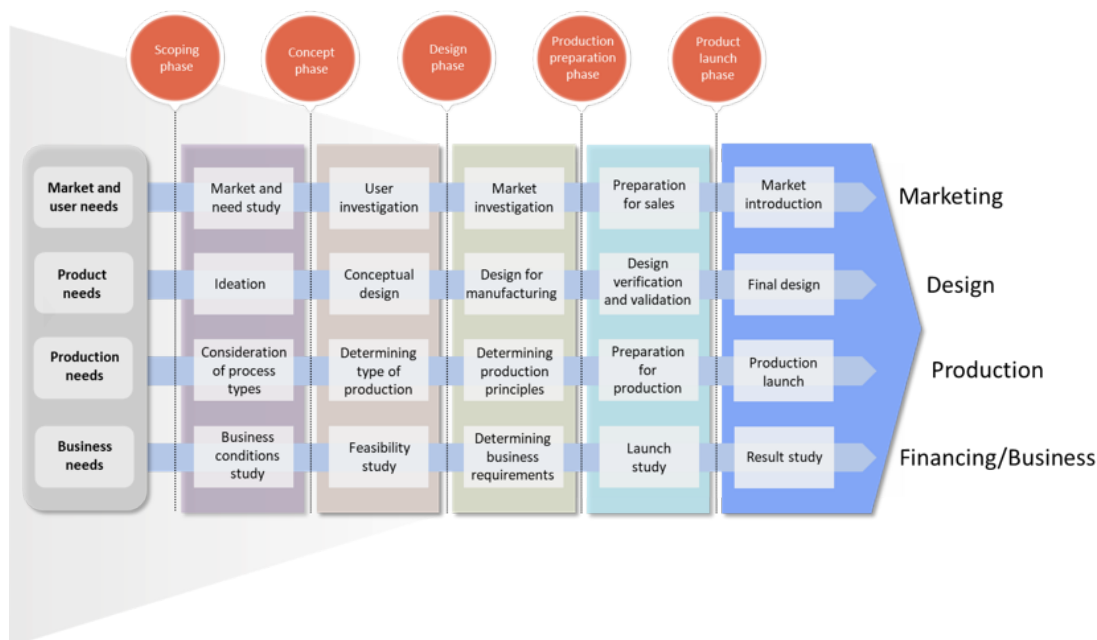
English [Click here](#)

product and technology development

...i.e. integrated development of products, production-machines, inspection-machines, vision systems and industrial automation.

All we do, and plan to do in the future, is based on main customers' needs, and predicted needs. Therefore, ProInvent makes parallel design of products and the related production equipment within selected core competencies that fit customers' needs.

A prerequisite to successful product development is a holistic understanding of development activities, manufacturability and commercialization. Integrated Product Development is a systematic process that warrants the integration of all relevant expertise to obtain innovation. Innovation exists when a product is desirable to the user, feasible to manufacture and economically viable.



In ProInvent we handle the Corona crisis by proactive actions, character strengthening process and streamlining:

- We have been proactive, preparing for a crisis to possibly arise. We have increased our access to liquidity, enabling to invest in a larger workshop, and better facilities in the workshop, a new injection moulding prototype lab, and also, we have expanded our office facilities, so now we can live up to the current rules for distance between employees. And we are ready to invest in a strategic acquisition.
- We focus on strengthening our character strengthens and vitality, and we have completed a training process with René Oehlenschläger. We focus

and we have the staff.

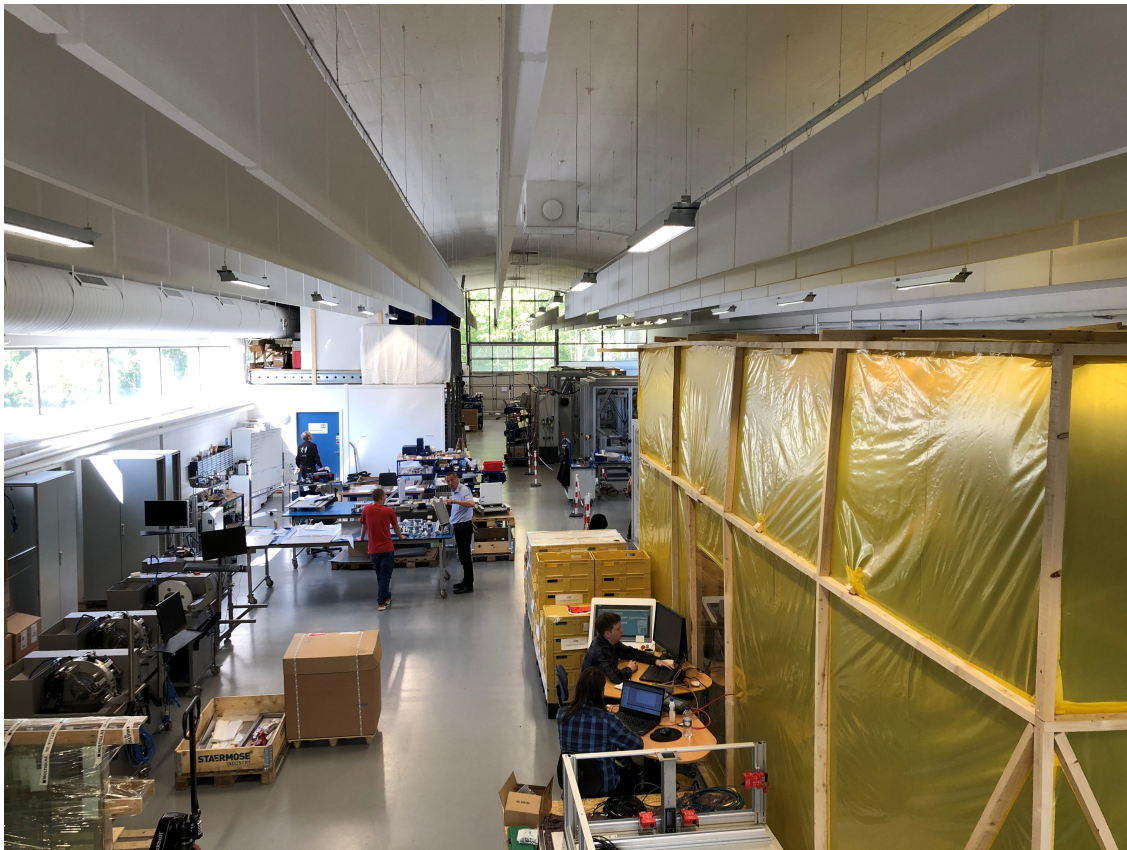
- We work more efficient, faster and keep our budgets and schedules. Efficiency improvements require investment, so we invested, but we have also cut costs by 10% - and we found new and better processes.
- At ProInvent, we focus on becoming resilient by scenario planning that foresees future uncertainty and possible actions. We are monitoring trends, so we are able to read our customers' needs and thus read the market. At this very moment we have created a new slogan:
We are indomitable, we fight and we win.
- We are streamlining the organisation and find out how to increase efficiency in ProInvent, using short clearly-defined lines of commands.
- In ProInvent we require additional management care, and we work a lot with best-practice, standardization and self-testing.

Vitality so high, we keep the wheels running with 97% productivity

And our strategy is working well. We have just worked out our calculation of April's productivity. In April 2020 ProInvent had a productivity of 97%, this level is the same as before the Corona time and once more creates a record during the crises. ProInvent has focus on hygiene and low sickness absence and adhere strictly to government regulations. We are in possession of swap test kits for our employees, and ProInvent's Corona-tests are continuously analysed at Eurofins Steins A/S. This helps us to always be a step ahead, and so far, we have not been hit by Corona.

ProInvent looks into a project portfolio this year for DKK 110 million. Currently ProInvent continues its controlled growth, however we shape our organisation according to the conditions, and our growth is now lower than last year. As mentioned, we are setting the strongest team ever, now counting 60 employees plus freelancers. Till today our result this financial year is DKK 1.6 million, and the turnover this financial year, until now amounts to DKK 48 million, so we significantly exceed our budget of DKK 65 million.

This year we have doubled our office and workshop facilities, which now count 2,000 sqm.



At the moment important projects with the purpose of helping our customers fast to market, high productivity, efficient production, uniform product quality, good working environment, good business earnings and increased competitiveness, are carried out for Coloplast, Leo Pharma, Novo Nordisk, Bavarian Nordic, Radiometer, Widex, Novozymes Natus and Umicore. We are continuously adding new strong competencies to ProInvent – skilled employees who contribute with new knowledge and participate in operating our company. ProInvent's employees recognize the responsibility it is to supply Integrated Product Development and industrial machines with the latest technological knowledge, to Danish and international companies. See who joined the team in 2020 so far, [click here](#)
Visit our new exciting homepage with a lot of videos at: www.ProInvent.dk.

On behalf of the Executive Management
Leif Dalum, CEO