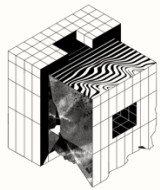


Telescope

Risk Management Software to Unlock **Better**
Financing Terms in Real Estate

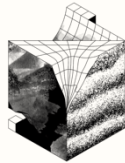


Get in touch
Marit Bjerkreim
+47 974 76 070
marit@telescope.eco



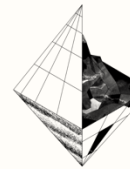
€430k / €86k
ARR / ACV

733% ARR growth in 2024. 5 signed customers.
€1,1M upsell opportunity



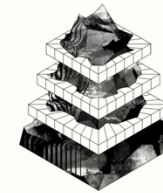
468
ACTIVE BUILDINGS

Onboarding takes 4 hours. High switching cost once onboarded.



€2,9 M ARR
ADVANCED IN PIPE

€293k ARR in active negotiations.
€1000 per building per year.



AVG. 3-4 MONTH
SALES CYCLE

11% inbound without marketing spend. 2-month cycle for inbound.

Track record & fast paced



Gustav Haaland
CEO Co-Founder

- + EU Taxonomy expert
- + Industry network and experience
- + MSc Environmental & Civil engineering



Marit Bjerkreim
CFO Co-Founder

- + International BD expert
- + Built & led large teams
- + MSc Marine Tech & Business Dev.



Mathias Wahl
CTO Co-Founder

- + Co-Founder Loopfront
- + Built & launched successful proptech products
- + MSc Data Science



Vegard B. Næss
Business Developer



Szymon Mazur
UX/UI Designer



Alexandre Didion
Fullstack Developer



Celine B. Sørtveit
Frontend Developer



Anders Hovden
Backend Developer



Arielle Osmundsen
Head of Sales
Starts Feb. 25



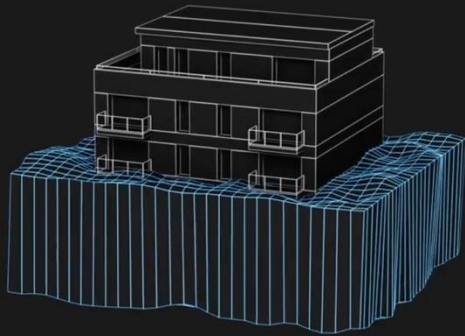
Julie Vikki
Business Intern
Part time



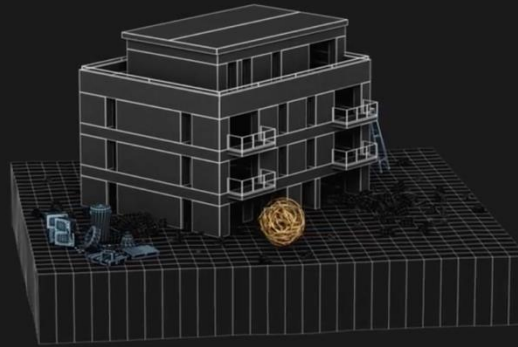
Carl Gützkow
Fullstack Developer
Part time

What is sustainability risk in *Real Estate*?

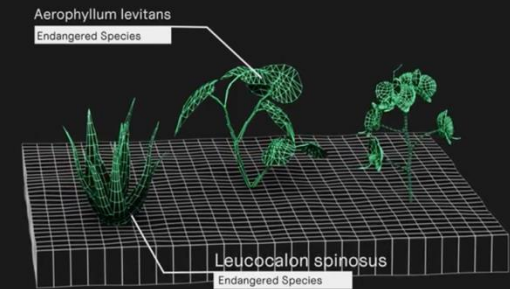
- ✦ The risk of a property's value dropping because it can't mitigate or adapt to physical, transition, and biodiversity risks



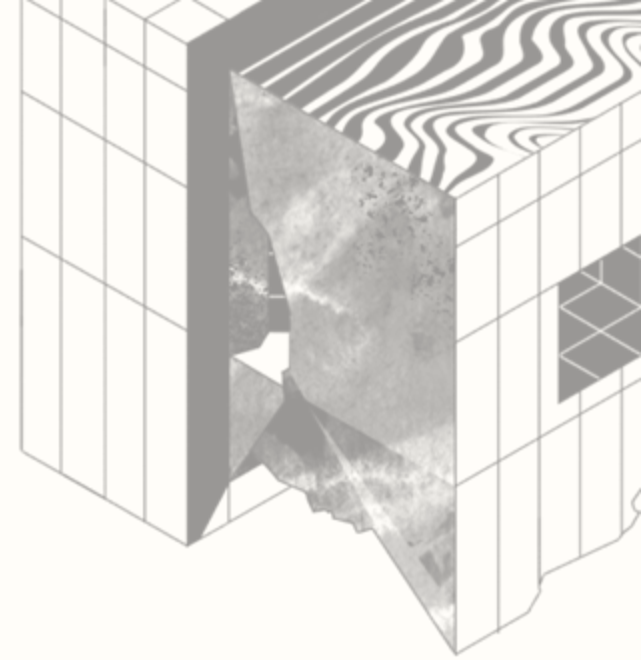
Physical risk: i.e. flooding and landslides



Transition risk: challenge of adapting to net-zero environment



Biodiversity risk: negative impact on local ecosystems



WHY ARE WE TALKING ABOUT SUSTAINABILITY RISK IN *REAL ESTATE?*

EU laws, like the EU Taxonomy and CSRD, **have made sustainability risk a financial risk**

- ✦ EU laws require banks to hold extra funds for non-green loans, raising interest rates.
- ✦ Favorable capital requirements make green-certified real estate loans cheaper, driving banks to prioritize them
- ✦ Banks must report how much they lend to green vs. non-green buildings, which pushes them to limit lending to non-green buildings

WITHOUT THE ABILITY TO WORK
PRACTICALLY WITH CLIMATE RISK AND
TAXONOMY ALIGNEMENT WE'RE
***RISKING €10-20M IN ADDED
FINANCING COST***

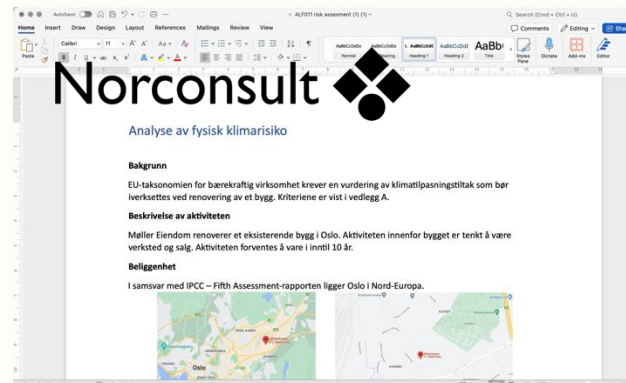
JOSTEIN BREINES – REITAN EIENDOM

HEDGING SUSTAINABILITY RISK TODAY IS *FULL OF BOTTLENECKS*

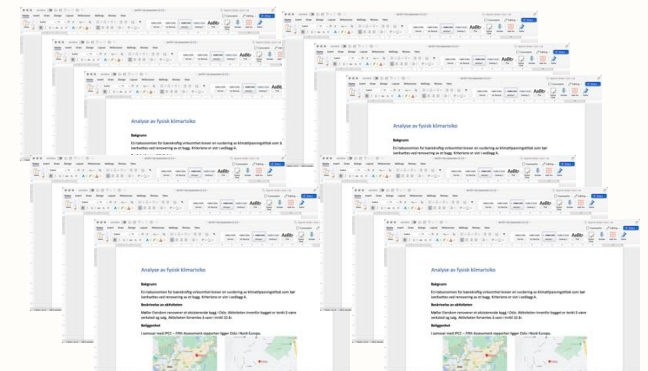
SCREENING FOR SUSTAINABILITY RISK IS
MANUAL

By/Red	Adresse	Flt temp	Slagburn	Vind	Tørke	Vassdrag/Flom	Raneflu	Grunnvars	Overvann	Ledningsnett	Skred i bratt lanning	Omsideareid
Aker	Byggingssentrum 2											
Bergen	Jordfaten 18/20											
Bergen	Kanalen 3											
Bergen	Kakstadveien 29											
Bergen	Kakstadveien 296											
Bergen	Kakstadveien 298											
Bergen	Kakstadveien 31											
Bergen	Lillekanten 41											
Bergen	Lillekanten 59											
Egersund	Fosseveien 4											
Ullensaker	Havnsholmen 8											
Ullensaker	Løvveien 15											
Ullensaker	Løvveien 128											
Ullensaker	Løvveien 127											
Nordre Follo	Åsveien 9											
Oslo	Alfheimveien 13											
Oslo	Arne Dahlmanns plass 8											
Oslo	Bygdøy alle 4											
Oslo	Drømmestien 16											
Oslo	Emelieholmen 154											
Oslo	Grettestien 60/62											
Oslo	Havtorsholmen 13, 15, 19, 23											
Oslo	Harbitzholmen 13, 17											
Oslo	Harbitzholmen 5-7											
Oslo	Havneveien 15											
Oslo	Jærholmen 11											
Oslo	Møllerveien 12											
Oslo	Møllerveien 4											
Oslo	Møllerveien 6-8											
Oslo	Østervangen 16											
Sandness	Kallveien 1											
Sandness	Vassholmen 5											
Stavanger	Vassholmen 12											

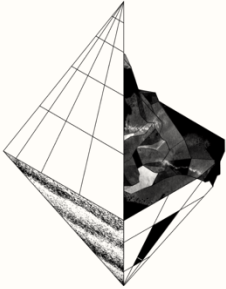
RISK ASSESSMENTS ARE STORED IN
STATIC STRUCTURES



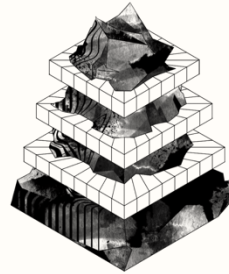
MAKES RISK MANAGEMENT
IMPOSSIBLE



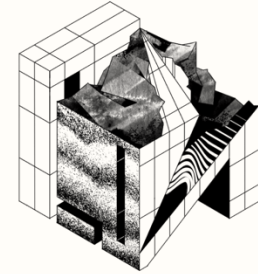
WHY REAL ESTATE OWNERS *CHOOSE TELESCOPE*



CUSTOMERS ***SAVE +4700 HOURS*** IN MANUAL WORK

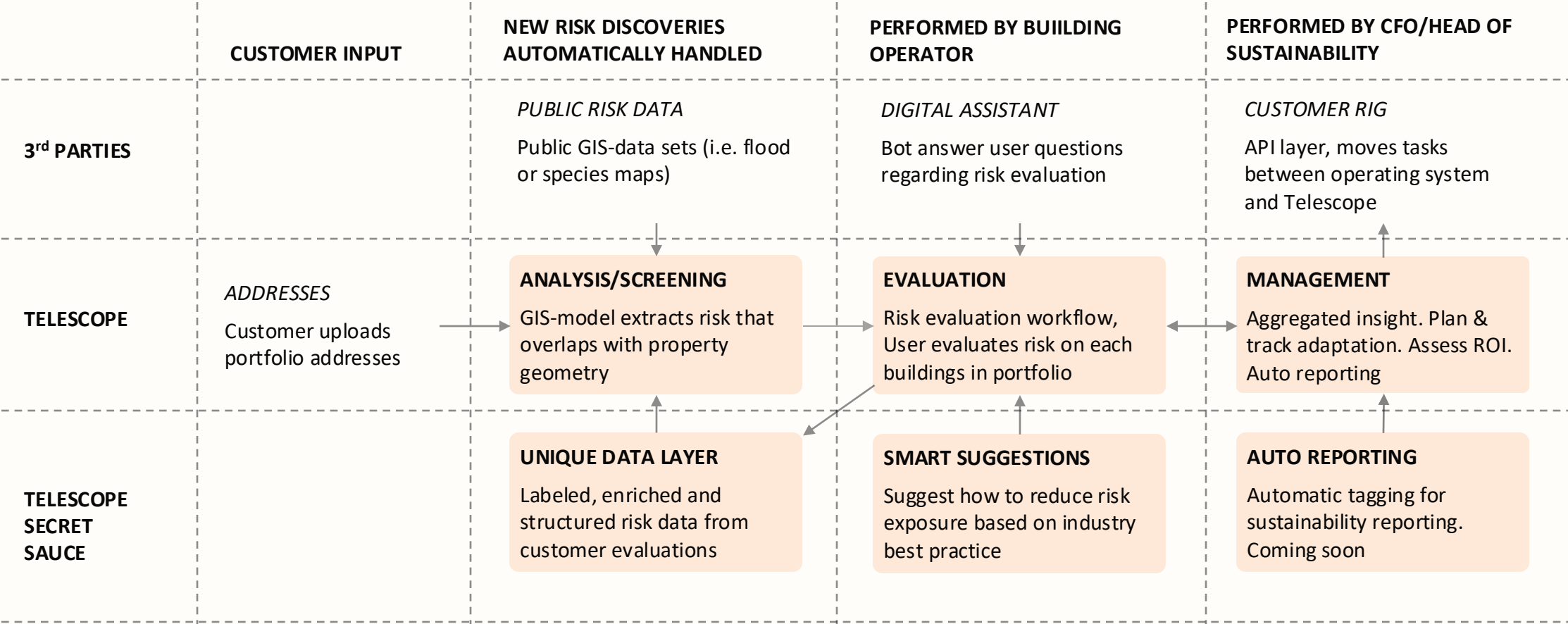


€10k/BUILDING IN
YEARLY COST SAVINGS



ACCESS AND MAINTAIN
PROFITABLE LOANS

RISK MANAGEMENT WITH TELESCOPE [\(LINK TO DEMO\)](#)



Telescope has Attracted Norway's
Largest Real Estate Companies

BANE NOR
EIENDOM


Reitan Eiendom

coop

KMC  PROPERTIES

newsec 

dORa

 **PWS Eiendom**
Paulsen, Williksen & Syltern

**CHRISTIANIA
AREAL**

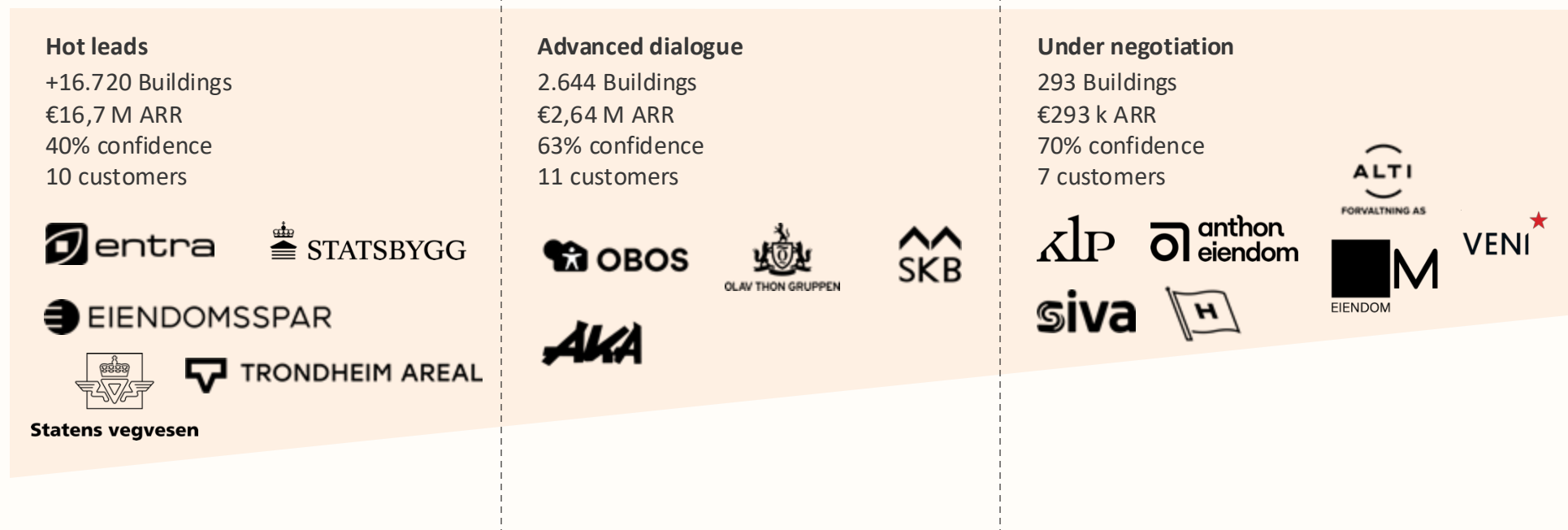
 **Koteng**


VESTENFJELDSKE
EIENDOM

 **LOGISTEA**


REBUS
HANDELSEIENDOM

STACKED SALES PIPE IN HOME MARKET



*Snapshot of sales pipe with a selection of logos, not including upsell

READY FOR EUROPEAN EXPANSION

- ✦ Excellent data coverage: 44% Global or pan-European
- ✦ National data sets have been secured and under implementation
- ✦ Less than 3 weeks to implement data from new markets
- ✦ Customers have used Telescope to evaluate assets in Norway, Sweden, Finland, Denmark, Lithuania, and Netherlands

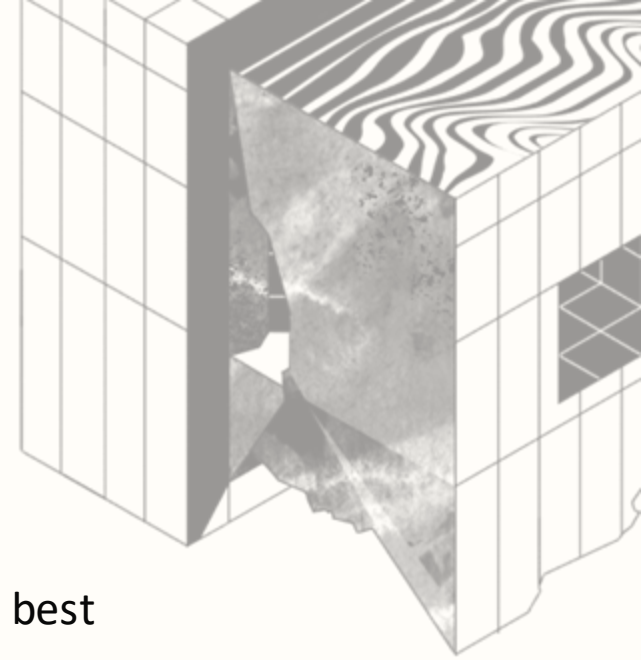


NEXT 24 MONTHS: *1 050 000 BUILDINGS* IN NORDICS & NETHERLANDS

- + Primary focus on whole-sale, retail and logistics
- + 60% of current customers present in these markets
- + Already started to penetrate Nordics and Netherlands through current customer portfolios
- + Validated price of €1000 per building per year



● Countries customers have used Ei to assess sustainability risk in 2023 & 2024



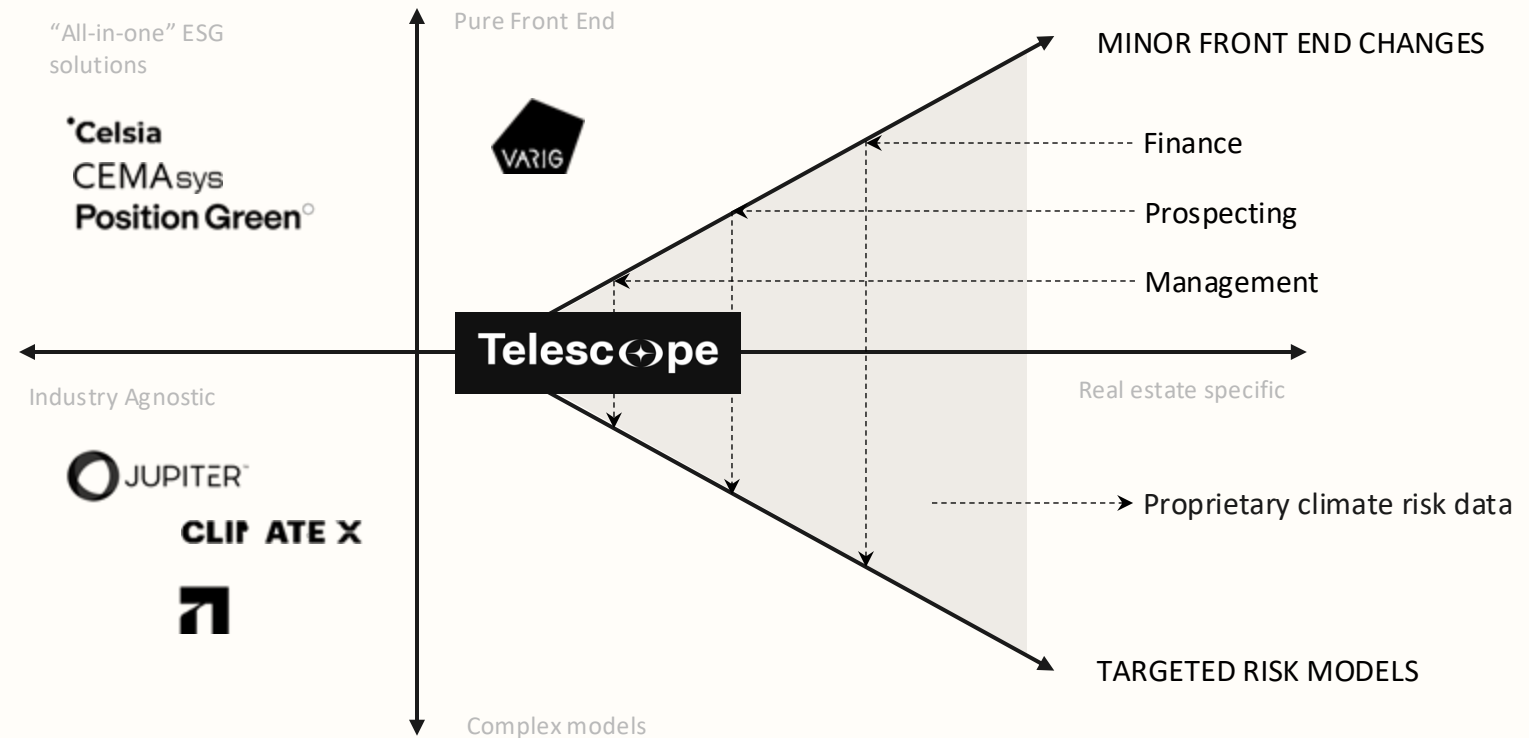
TELESCOPE'S

UNFAIR ADVANTAGES

- ✦ **Sector specific** - First tool to quantify sustainability risk so real estate owners can secure best possible loan terms on their buildings
- ✦ **Unique proprietary data** layer provides our customers with industry best practice and higher resolution risk insight
- ✦ In-depth understanding of customer pain points through **three years of extensive research** and close collaboration with the industry
- ✦ Telescope **directly impact real estate owners bottom line**; idealism does not sell in this industry - being green is an added benefit.

REAL ESTATE REQUIRE *SECTOR-SPECIFIC* SOLUTION

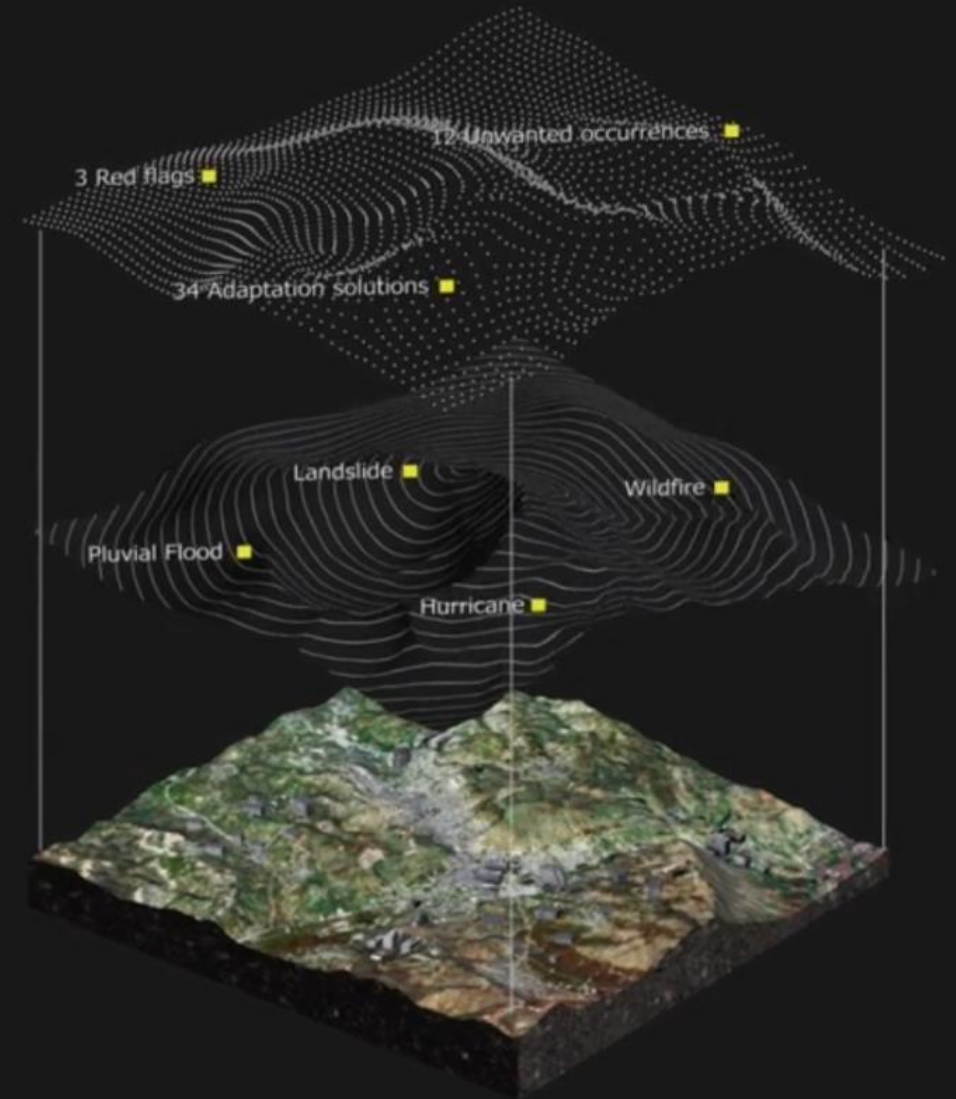
- ✦ Customers are cancelling modules from All-in-one solutions
- ✦ Telescope's growth outperforming competitors: 100% of funding converted to ARR





CUSTOMER INPUT GENERATES *UNIQUE PROPRIETARY RISK DATA LAYER*

- ✦ Risk evaluations by customers enrich, structure and label public data sets with local knowledge about the building and its surroundings
- ✦ Telescope builds proprietary data layer of industry best practice and higher resolution risk insight
- ✦ Data layer is already enriched with thousands of inputs, the data set grows exponentially with new buildings on the platform



€2,6 M SEED ROUND

Scale to Europe | Build our Team | Expand Product Portfolio

Product market fit in Nordics and Netherland

€4,2 M in ARR run-rate in Dec-26

Launching Prospecting and Financing (PoC) Tools

Data room opened October 7th

+12-month runway, raising to supercharge growth

