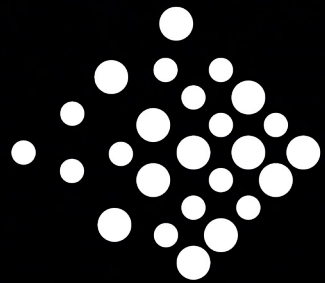


 SUBSTORM



**Vigil Vision**<sup>TM</sup>

The visual decision layer for industrial production

”Vigil Vision enables automated,  
consistent decision-making directly  
in production environments.”

**Designed to scale.**



**Humans  
are not built  
to catch  
imperfections**



Still critical decisions in  
quality control is based  
on the human eye.



## The Problem

Critical production decisions are still made based on the human eye. It is not data driven. It is not automated. This leads to inconsistency, inefficiency, and reliance on individual expertise.

- Quality control depends on operators
- Inconsistent outcomes
- Difficult to scale
- Knowledge is person-dependent
- Errors are costly





# Why visual decisions must be automated now

Industrial complexity and workforce challenges are driving the need for automated decision-making.  
Industry 4.0 is already here.

- Increasing complexity
- Labour shortage
- Higher quality demands
- Manual processes don't scale
- AI now works in reality
- Computing power and edge compute is available



## The silent revolution in Quality Control

Traditional vision-based QC relies on rigid rules and costly line rebuilds. New AI reasoning systems learn directly from images (e.g., 950 good, 50 bad), adapting to natural manufacturing variation over time.

Without reprogramming.



A shift is happening in industrial vision. Where traditional systems fail, AI-driven systems adapt and learn.



## The Solution

Traditional systems fail in real-world conditions, while AI-based systems can adapt and continuously improve. Vigil Vision transforms visual input into automated decisions in real time.

- Self learning
- Real-time analysis
- Detects deviations
- Triggers actions
- Improves quality
- Handles variation
- Improves over time





# Next-generation computer vision, built for production - secure by design.

Vigil Vision automates visual decision-making in industrial environments, enabling consistent, real-time analysis directly in production.



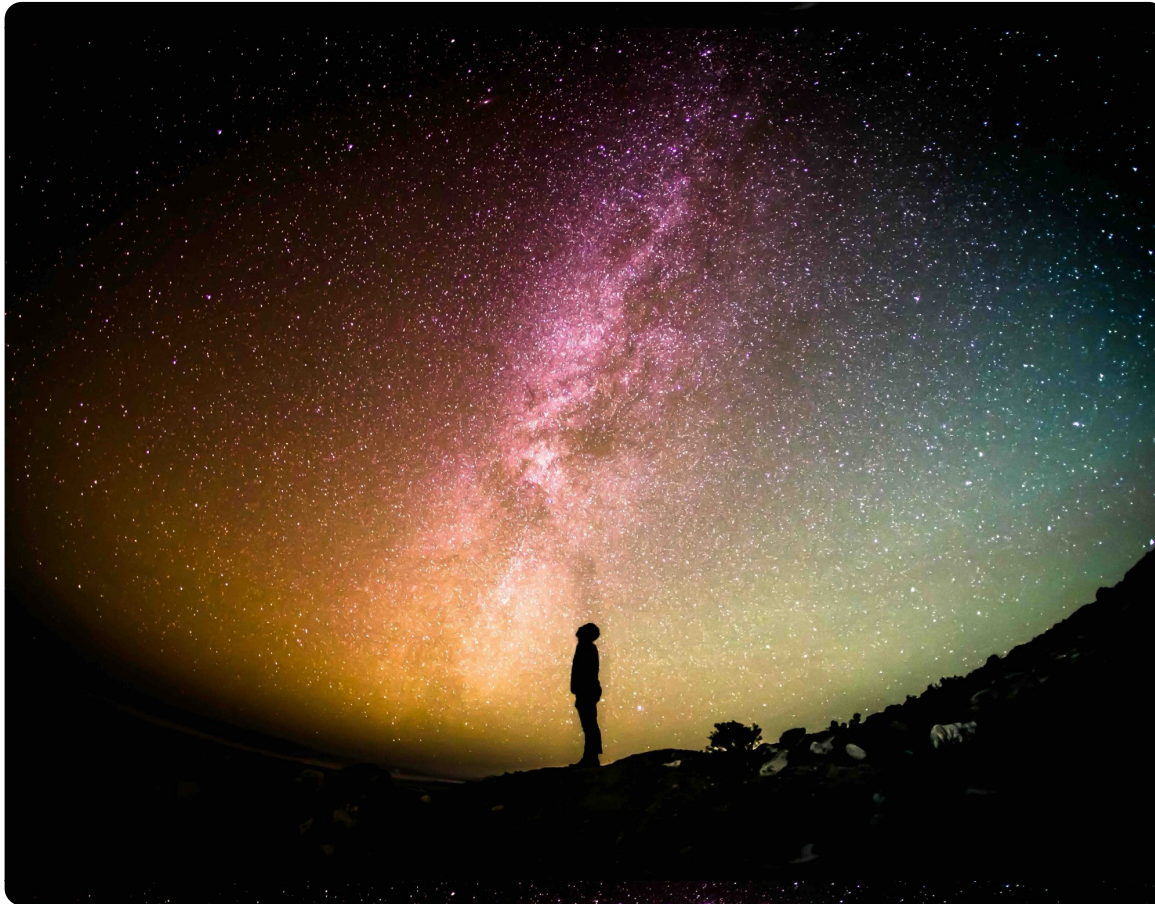


The product is designed from real industrial conditions - not lab environments.

## One platform. Multiple applications.

A single platform enabling multiple use cases across production. Improves over time.

- Modular AI infrastructure
- Multiple use cases
- Standardised deployment
- Handles variation & complexity
- Connects to existing systems
- Built for scaling
- On-prem / private cloud
- No data leaves environment
- Secure integration
- Weather/Industrial proof cameras



## AI native. From start.

Vigil - your personal assistant that let you explore all data captured.

- Image analysis
- Fault/deviation detection
- Prompt your data – image and text
- Organize your files
- 3D visualization of data points
- Data mapped to process steps

Vigil enables you to see, explore, create insights and optimize on top of your standard production process.



Customers start with one use case  
and expand across production.

Quality control  
Assembly verification  
Material identification  
Process validation



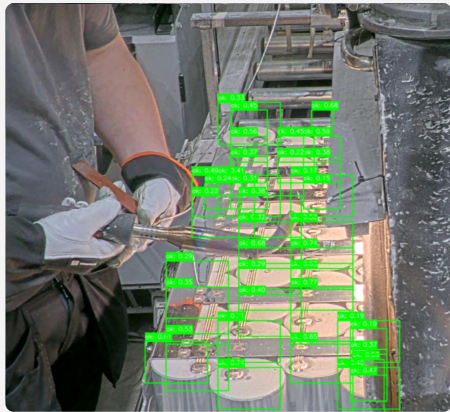
# From pilot to production in weeks

A structured deployment model reduces risk and accelerates value.

1. Pilot
2. Installation
3. Training
4. Validation
5. Production
6. Continuous improvement

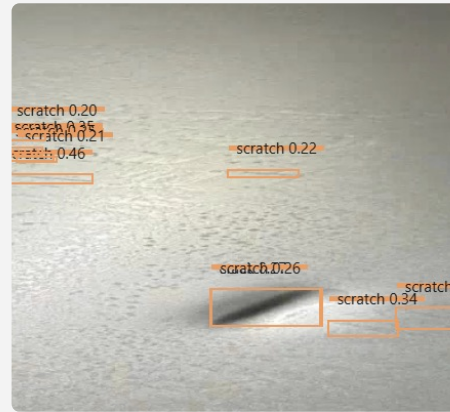


# Proven in real production environment



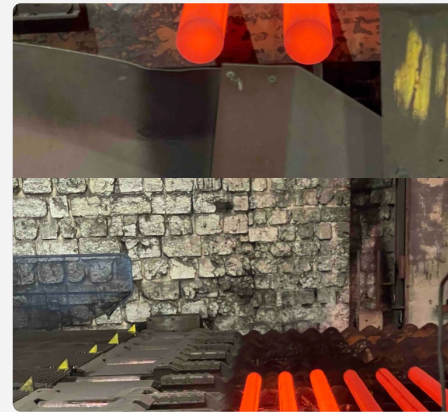
Hitachi Energy

- Welding
- High-voltage components
- Increases throughput
- Cost 25 000 SEK/unit



Arcelor Mittal

- Hot rolled steel coils
- Steel Industry
- Identify and markup
- Production stop 25 000 SEK/h



Cogne

- Steel beams
- Steel Industry
- Identify ovalities
- Saves 5 hours of faulty production



Stena Aluminium

- Scrap
- Recycling industry
- Identify high-value scrap
- Replace tacit knowledge/ experienced person

# Interface

## Vision

Model Builder Inspection Models

### Inspection

Upload a product image and run inspection against a saved model.

Station  
station1

Product ID  
lava1

Model thresholds (manual override)

Min score (min\_iou)  
0,6

Shape threshold (pass when <)  
0,05

Texture threshold  
5

Defect threshold (pass when score <)  
0,5

Save to model

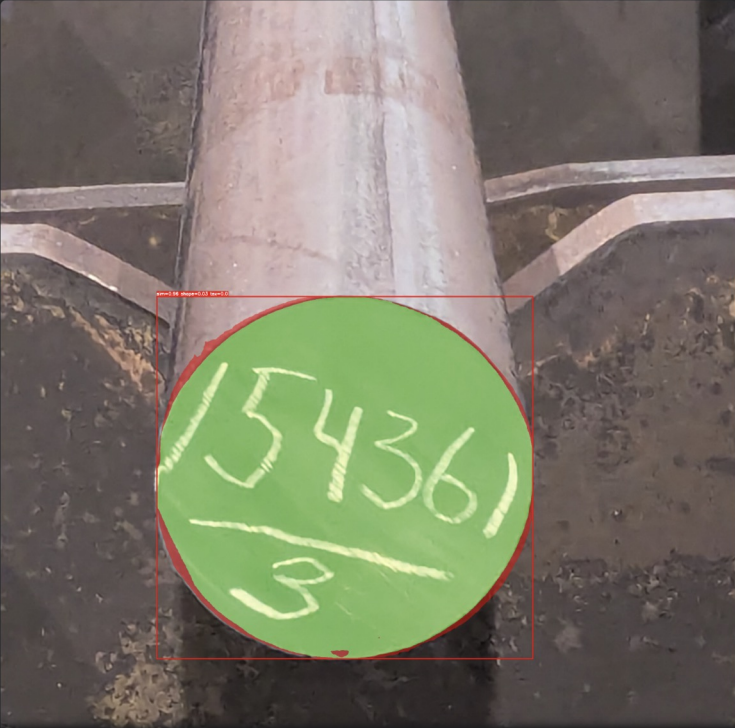
Inspection image  
Vigil file PXL\_202602...5012095.jpg

Include debug overlays

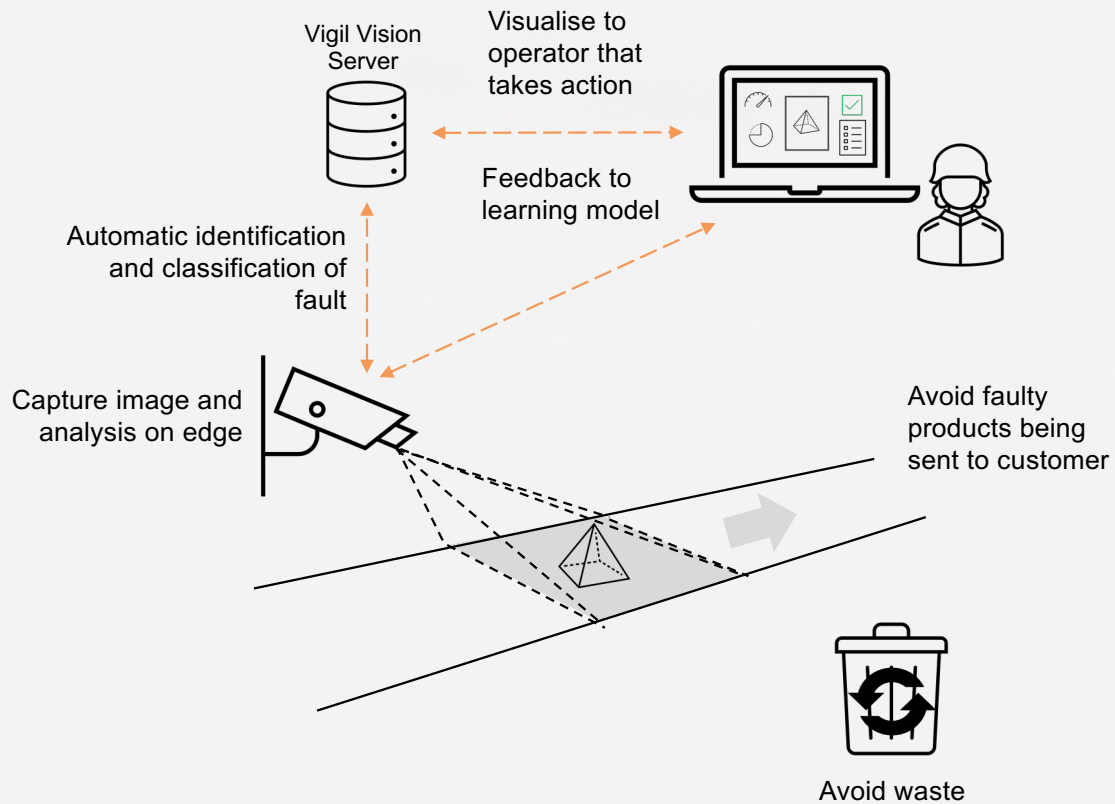
Inspect Image

Status: fail  
Score: 0.96  
Shape: 0.03  
Texture: 0.0

Annotated result



The annotated result shows a photograph of a metal pipe with a green circle highlighting a handwritten number '154361' and a horizontal line below it. A red bounding box is drawn around the entire pipe area. The background is dark and textured.



## How Vigil Vision works

A structured deployment model reduces risk and accelerates value.

1. Camera capture picture
2. Analysis on edge (if needed)
3. Send to server for analysis
4. Identification & classification of state
5. Visualise to operator
6. Automatic or manual action
7. Feedback to learning model

# Customers and pipeline

01.

## Active customers

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Active paying customers. Licenses, upfront implementation and support agreement.

02.

## Scaling existing

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Scaling implementation at existing customer with additional workstations and production lines.

03.

## Pilots

---

Converting pilots to fixed installations and license agreements.

04.

## Inbound and outbound pipeline

---

Strong outbound pipeline based on direct sales. Inbound pipeline based on automated marketing and nudging.

The pipeline is driven by both new customers and expansion within existing ones. We see additional marked pull from other industries as well.



Every factory is an expandable platform.

Each factory represents a scalable revenue opportunity. Revenue is driven by installations and expansion within customers.



500k

SEK per installation

Upfront revenue per installation



10k

SEK per month

Support agreement and security patches



5-20

installations per factory

Scaling potential per factory



10-40M

SEK per factory

Lifetime value per factory

## Land • Expand • Standardise

Start with one use case, prove value, expand across factory, standardise and replicate globally.

Growth comes from expanding within customers.



# Substantial Financial Support



NORRLANDS  
FONDEN



## Private Investors

Anders Elfving Hallberg  
Sofi Elfving Hallberg  
Matilda Boson  
Tobias Mård  
Tennce Karlsson

+ employees

Backed by banks and financial institutions and strong support from existing owners.

Proven ability to secure financing with a stable financial foundation enables controlled scaling.



## Some Customers



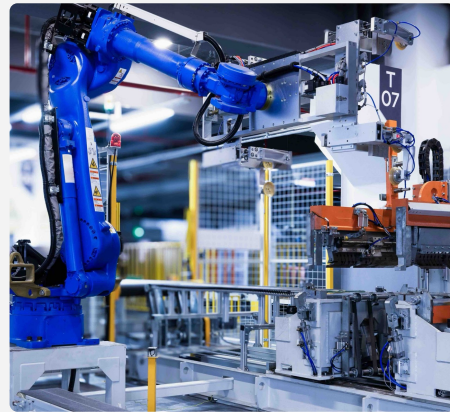
# Ongoing Quotations



## Steel Industry

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Ovako  
SHV  
Elcowire  
Celsa  
Stena Stål



## Manufacturing

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Hitachi Energy Zink  
Jost World  
Elicron  
Westermo  
Bolon  
AlfaLaval (SWE & FRA)



## Forestry

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Sunpine  
Södra Wood  
Setra



## Logistics & Food

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Skanlog  
Polarbröd

## Axis Technology Integration Partner Program

The technology integration partner program is specifically designed to support vendors providing commercial software and hardware that are complementary to Axis products.

Together we bring the best combination of reliable solutions to our shared customers.



# The team delivering Vigil Vision



Sofi Elfving, PhD  
CEO & Delivery  
+20 yrs in applied AI & industry



Anders Hallberg  
CCO & Sales  
+10 yrs in banking  
+10 yrs as tech entrepreneur



Matilda Bosen  
Delivery Lead  
+20 yrs in building  
winning teams



Emanuel Johansson, MSc  
CTO & Data Scientist  
+20 yrs in applied AI &  
camera technology



Ann Sandström  
Product Owner  
& Delivery  
+20 yrs in manufacturing  
& SW dev



Filiph Wallsten  
Data Engineer  
+8 yrs in automation & AI



Ewa Tusien  
Data Scientist  
+6 yrs in machine learning



Alisina Faramarzi  
Sales &  
Machine Learning Dev  
+5 yrs in Sales



Pernilla Augustsson  
Machine Learning Dev  
+10 yrs in 3D modelling

# Fundraise – next phase.

Funding enables faster scaling and market expansion.  
Raising **15-25 MSEK** to: Scale installations, Expand sales, Grow team,  
Develop platform and Accelerate growth.

SECURE AI.  
APPLIED.

SMART AI TECH

 **SUBSTORM**

Sweden Based  
Worldwide  
Services



BUILT • DESIGNED • DEVELOPED



# Contact



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CEO

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**Anders Hallberg**

CCO & Investors Relations

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Anders.hallberg@substorm.ai

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// BUILT • DESIGNED • DEVELOPED

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