

## **FINANCIAL ABBREVIATIONS GLOSSARY**

### **English - Norwegian Translation Guide**

#### **For Investment Term Sheet Discussions**

Document Classification: Reference Guide

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### **SECTION 1: INVESTMENT & SECURITIES TERMS**

| <b>Abbreviation</b> | <b>English Full Form</b>            | <b>Norwegian Translation</b>            |
|---------------------|-------------------------------------|---|
| IPO                 | Initial Public Offering             | Børsintroduksjon / Børsnotering         |
| VC                  | Venture Capital                     | Venturekapital / Risikokapital          |
| PE                  | Private Equity                      | Private Equity / Oppkjøpskapital        |
| LP                  | Limited Partner                     | Kommandittist                           |
| GP                  | General Partner                     | Komplementar                            |
| TS                  | Term Sheet                          | Intensjonsavtale / Vilkårsark           |
| DD                  | Due Diligence                       | Aktsomhetsvurdering / Due Diligence     |
| LOI                 | Letter of Intent                    | Intensjonsbrev                          |
| NDA                 | Non-Disclosure Agreement            | Taushetsserklæring                      |
| SPA                 | Share Purchase Agreement            | Aksjekjøpsavtale                        |
| SHA                 | Shareholders Agreement              | Aksjonæravtale                          |
| ESOP                | Employee Stock Ownership Plan       | Ansattaksjeprogramm                     |
| SAFE                | Simple Agreement for Future Equity  | Enkel avtale for fremtidig egenkapital  |
| PIPE                | Private Investment in Public Equity | Privat investering i børsnotert selskap |
| SPAC                | Special Purpose Acquisition Company | Oppkjøpsselskap for særlig formål       |
| SPV                 | Special Purpose Vehicle             | Særskilt formålsselskap                 |
| AUM                 | Assets Under Management             | Forvaltningskapital                     |
| IRR                 | Internal Rate of Return             | Internrente                             |
| MOIC                | Multiple on Invested Capital        | Avkastningsfaktor på investert kapital  |
| DPI                 | Distributions to Paid-In Capital    | Utdelinger til innbetalt kapital        |
| TVPI                | Total Value to Paid-In Capital      | Totalverdi til innbetalt kapital        |

## SECTION 2: FINANCIAL STATEMENTS & ACCOUNTING

| <b>Abbreviation</b> | <b>English Full Form</b>                 | <b>Norwegian Translation</b> |
|---------------------|--|------------------------------|
| GAAP                | Generally Accepted Accounting Principles | Allmenne regnskapsprinsipper |

|        |  |  |
|--------|--|--|
| IFRS   | International Financial Reporting Standards                  | Internasjonale regnskapsstandarder           |
| P&L    | Profit & Loss Statement                                      | Resultatregnskap                             |
| BS     | Balance Sheet  | Balanse                                      |
| CF     | Cash Flow  | Kontantstrøm                                 |
| EBITDA | Earnings Before Interest, Taxes, Depreciation & Amortization | Resultat før renter, skatt, avskrivninger    |
| EBIT   | Earnings Before Interest and Taxes                           | Resultat før renter og skatt                 |
| EBT    | Earnings Before Tax  | Resultat før skatt                           |
| EPS    | Earnings Per Share   | Resultat per aksje                           |
| COGS   | Cost of Goods Sold   | Varekostnad                                  |
| SG&A   | Selling, General & Administrative                            | Salgs-, general- og administrasjonskostnader |
| R&D    | Research & Development                                       | Forskning og utvikling                       |
| CAPEX  | Capital Expenditures   | Kapitalutgifter / Investeringer              |
| OPEX   | Operating Expenses   | Driftskostnader                              |
| WC     | Working Capital  | Arbeidskapital                               |
| AR     | Accounts Receivable  | Kundefordringer                              |
| AP     | Accounts Payable   | Leverandørgjeld                              |
| PPE    | Property, Plant & Equipment                                  | Varige driftsmidler                          |
| A/R    | Accounts Receivable  | Kundefordringer                              |
| A/P    | Accounts Payable   | Leverandørgjeld                              |
| CAGR   | Compound Annual Growth Rate                                  | Sammensatt årlig vekstrate                   |

### SECTION 3: CORPORATE STRUCTURE & GOVERNANCE

| Abbreviation | English Full Form             | Norwegian Translation    |
|--------------|-------------------------------|--------------------------|
| CEO          | Chief Executive Officer       | Administrerende direktør |
| CFO          | Chief Financial Officer       | Finansdirektør           |
| COO          | Chief Operating Officer       | Driftsdirektør           |
| CTO          | Chief Technology Officer      | Teknologidirektør        |
| CLO          | Chief Legal Officer           | Juridisk direktør        |
| CHRO         | Chief Human Resources Officer | Personaldirektør         |
| CMO          | Chief Marketing Officer       | Markedsdirektør          |
| CRO          | Chief Risk Officer            | Risikodirektør           |

|      |                                 |                                 |
|------|---------------------------------|---------------------------------|
| CCO  | Chief Compliance Officer        | Compliance-direktør             |
| BOD  | Board of Directors              | Styre                           |
| AGM  | Annual General Meeting          | Ordinær generalforsamling       |
| EGM  | Extraordinary General Meeting   | Ekstraordinær generalforsamling |
| AOA  | Articles of Association         | Vedtekter                       |
| MOA  | Memorandum of Association       | Stiftelsesdokument              |
| LLC  | Limited Liability Company       | Aksjeselskap (tilsvarende)      |
| Inc  | Incorporated                    | Aksjeselskap                    |
| Corp | Corporation                     | Selskap / Korporasjon           |
| Ltd  | Limited                         | Begrenset ansvar                |
| AS   | Aksjeselskap (Norwegian)        | Joint Stock Company             |
| ASA  | Allmennaksjeselskap (Norwegian) | Public Limited Company          |

## SECTION 4: STOCK EXCHANGE & PUBLIC MARKETS

| Abbreviation | English Full Form   | Norwegian Translation                |
|--------------|---|--------------------------------------|
| NYSE         | New York Stock Exchange   | New York-børsen                      |
| NASDAQ       | National Association of Securities Dealers Automated Quotations | NASDAQ-børsen                        |
| OTC          | Over-The-Counter  | Over-the-counter marked              |
| OTCQX        | OTC Markets Premium Tier  | OTC Markets premium-nivå             |
| OTCQB        | OTC Markets Venture Tier  | OTC Markets venture-nivå             |
| OSE          | Oslo Stock Exchange   | Oslo Børs                            |
| SEC          | Securities and Exchange Commission                              | Amerikanske verdipapirtilsyn         |
| FINRA        | Financial Industry Regulatory Authority                         | Finansnæringens reguleringsmyndighet |
| EDGAR        | Electronic Data Gathering and Retrieval                         | Elektronisk datainnsamlingssystem    |
| S-1          | SEC Registration Statement                                      | SEC-registreringserklæring           |
| 10-K         | Annual Report   | Årsrapport til SEC                   |
| 10-Q         | Quarterly Report  | Kvartalsrapport til SEC              |
| 8-K          | Current Report  | Løpende rapport til SEC              |
| DEF 14A      | Proxy Statement   | Fullmaktserklæring                   |
| 13D          | Beneficial Ownership Report                                     | Eierrapport                          |

|      |                                       |                                     |
|------|---------------------------------------|-------------------------------------|
| 13G  | Beneficial Ownership Report (Passive) | Passiv eierrapport                  |
| 144  | Rule 144 (Restricted Securities)      | Regel 144 (begrensede verdipapirer) |
| ADR  | American Depository Receipt           | Amerikansk depotbevis               |
| GDR  | Global Depository Receipt             | Globalt depotbevis                  |
| VWAP | Volume Weighted Average Price         | Volumvektet gjennomsnittspris       |
| TWAP | Time Weighted Average Price           | Tidsvektet gjennomsnittspris        |

## SECTION 5: VALUATION & PRICING

| Abbreviation | English Full Form                           | Norwegian Translation                 |
|--------------|---|---------------------------------------|
| P/E          | Price-to-Earnings Ratio                     | Pris/fortjeneste-forhold              |
| P/B          | Price-to-Book Ratio                         | Pris/bok-forhold                      |
| P/S          | Price-to-Sales Ratio                        | Pris/salg-forhold                     |
| EV           | Enterprise Value                            | Selskapsverdi                         |
| EV/EBITDA    | Enterprise Value to EBITDA                  | Selskapsverdi/EBITDA                  |
| EV/Sales     | Enterprise Value to Sales                   | Selskapsverdi/omsetning               |
| PEG          | Price/Earnings to Growth                    | Pris/fortjeneste til vekst            |
| DCF          | Discounted Cash Flow                        | Neddiskontert kontantstrøm            |
| NPV          | Net Present Value                           | Netto nåverdi                         |
| FV           | Fair Value                                  | Virkelig verdi                        |
| MV           | Market Value                                | Markedsverdi                          |
| BV           | Book Value                                  | Bokført verdi                         |
| NAV          | Net Asset Value                             | Netto aktivaverdi                     |
| LTV          | Loan-to-Value                               | Belåningsgrad                         |
| WACC         | Weighted Average Cost of Capital            | Vektet gjennomsnittlig kapitalkostnad |
| ROIC         | Return on Invested Capital                  | Avkastning på investert kapital       |
| ROE          | Return on Equity                            | Egenkapitalrentabilitet               |
| ROA          | Return on Assets                            | Totalkapitalrentabilitet              |
| ROAS         | Return on Advertising Spend                 | Avkastning på annonseutgifter         |
| LTV/CAC      | Lifetime Value to Customer Acquisition Cost | Livstidsverdi/kundekostnad            |

## SECTION 6: LEGAL & REGULATORY

| <b>Abbreviation</b> | <b>English Full Form</b>                            | <b>Norwegian Translation</b>                |
|---------------------|---|---|
| SOX                 | Sarbanes-Oxley Act                                  | Sarbanes-Oxley-loven                        |
| PCAOB               | Public Company Accounting Oversight Board           | Regnskapstilsyn for børsnoterte selskap     |
| COSO                | Committee of Sponsoring Organizations               | Komit  for sponsororganisasjoner            |
| GDPR                | General Data Protection Regulation                  | Personvernforordningen                      |
| AML                 | Anti-Money Laundering                               | Anti-hvitvasking                            |
| KYC                 | Know Your Customer                                  | Kjenn din kunde                             |
| FCPA                | Foreign Corrupt Practices Act                       | Lov om utenlandsk korrupsjon                |
| OFAC                | Office of Foreign Assets Control                    | Kontor for utenlandsk aktivakontroll        |
| FOIA                | Freedom of Information Act                          | Lov om informasjonsfrihet                   |
| HIPAA               | Health Insurance Portability and Accountability Act | Helseforsikringslov                         |
| COPPA               | Children's Online Privacy Protection Act            | Lov om barns personvern p  nett             |
| DMCA                | Digital Millennium Copyright Act                    | Digital opphavsrettslov                     |
| IP                  | Intellectual Property                               | Immaterielle rettigheter                    |
| USPTO               | United States Patent and Trademark Office           | Amerikanske patent- og varemerkekontor      |
| WIPO                | World Intellectual Property Organization            | Verdens immaterielle rettighetsorganisasjon |
| M&A                 | Mergers & Acquisitions                              | Fusjoner og oppkj p                         |
| HSR                 | Hart-Scott-Rodino Act                               | Hart-Scott-Rodino-loven                     |
| DOJ                 | Department of Justice                               | Justisdepartementet                         |
| FTC                 | Federal Trade Commission                            | F derale handelskommisjon                   |

## SECTION 7: BANKING & FINANCE

| <b>Abbreviation</b> | <b>English Full Form</b>                                    | <b>Norwegian Translation</b>          |
|---------------------|---|---------------------------------------|
| APR                 | Annual Percentage Rate                                      | Årlig prosentsats                     |
| APY                 | Annual Percentage Yield                                     | Årlig prosentavkastning               |
| LIBOR               | London Interbank Offered Rate                               | London interbankrente                 |
| SOFR                | Secured Overnight Financing Rate                            | Sikret overnatningsfinansieringsrente |
| EURIBOR             | Euro Interbank Offered Rate                                 | Euro interbankrente                   |
| NIBOR               | Norwegian Interbank Offered Rate                            | Norsk interbankrente                  |
| LTV                 | Loan-to-Value   | Belåningsgrad                         |
| DTI                 | Debt-to-Income  | Gjeld-til-inntekt                     |
| DSO                 | Days Sales Outstanding                                      | Gjennomsnittlig kredittid             |
| DPO                 | Days Payable Outstanding                                    | Gjennomsnittlig betalingstid          |
| DIO                 | Days Inventory Outstanding                                  | Gjennomsnittlig lagertid              |
| CCC                 | Cash Conversion Cycle                                       | Kontantkonverteringssyklus            |
| LOC                 | Line of Credit  | Kredittramme                          |
| L/C                 | Letter of Credit  | Remburs                               |
| BG                  | Bank Guarantee  | Bankgaranti                           |
| SWIFT               | Society for Worldwide Interbank Financial Telecommunication | Internasjonal betalingsformidling     |
| ACH                 | Automated Clearing House                                    | Automatisert oppgjørshus              |
| SEPA                | Single Euro Payments Area                                   | Felles eurobetalingsområde            |
| IBAN                | International Bank Account Number                           | Internasjonalt bankkontonummer        |
| BIC                 | Bank Identifier Code  | Bankidentifikasjonskode               |

## SECTION 8: PERFORMANCE METRICS

| <b>Abbreviation</b> | <b>English Full Form</b>   | <b>Norwegian Translation</b> |
|---------------------|----------------------------|------------------------------|
| KPI                 | Key Performance Indicator  | Nøkkelprestasjonsindikator   |
| OKR                 | Objectives and Key Results | Mål og nøkkelresultater      |
| SLA                 | Service Level Agreement    | Tjenestenivåavtale           |
| NPS                 | Net Promoter Score         | Netto promotørskår           |
| CSAT                | Customer Satisfaction      | Kundetilfredshet             |
| CES                 | Customer Effort Score      | Kundeinnsatsskår             |
| CLV                 | Customer Lifetime Value    | Kundens livstidsverdi        |
| CAC                 | Customer Acquisition Cost  | Kundekostnad                 |

|       |                                 |  |
|-------|---------------------------------|--|
| ARPU  | Average Revenue Per User        | Gjennomsnittlig inntekt per bruker           |
| ARPPU | Average Revenue Per Paying User | Gjennomsnittlig inntekt per betalende bruker |
| MRR   | Monthly Recurring Revenue       | Månedlig gjentakende inntekt                 |
| ARR   | Annual Recurring Revenue        | Årlig gjentakende inntekt                    |
| LTV   | Lifetime Value                  | Livstidsverdi                                |
| CAC   | Customer Acquisition Cost       | Kundekostnad                                 |
| ROAS  | Return on Ad Spend              | Avkastning på annonseutgifter                |
| CPC   | Cost Per Click                  | Kostnad per klick                            |
| CPM   | Cost Per Mille (Thousand)       | Kostnad per tusen visninger                  |
| CTR   | Click-Through Rate              | Klikkfrekvens                                |
| CRO   | Conversion Rate Optimization    | Konverteringsoptimalisering                  |
| A/B   | A/B Testing                     | A/B-testing                                  |

## SECTION 9: MARITIME & INDUSTRY SPECIFIC

| Abbreviation | English Full Form                                     | Norwegian Translation                     |
|--------------|---|---|
| IMO          | International Maritime Organization                   | Internasjonale sjøfartsorganisasjon       |
| MARPOL       | Marine Pollution Convention                           | Konvensjon om marin forurensning          |
| SOLAS        | Safety of Life at Sea                                 | Sikkerhet for menneskeliv til sjøs        |
| ISM          | International Safety Management                       | Internasjonal sikkerhetsledelse           |
| ISPS         | International Ship and Port Facility Security         | Internasjonal skip- og havnesikkerhet     |
| MLC          | Maritime Labour Convention                            | Sjøarbeidskonvensjon                      |
| STCW         | Standards of Training, Certification and Watchkeeping | Standarder for opplæring og sertifisering |
| PSC          | Port State Control                                    | Havnestatskontroll                        |
| FSC          | Flag State Control                                    | Flaggstatskontroll                        |
| DWT          | Deadweight Tonnage                                    | Dødvektstonn                              |
| GRT          | Gross Register Tonnage                                | Bruttotonn                                |
| NRT          | Net Register Tonnage                                  | Nettotonn                                 |

|     |                             |                              |
|-----|-----------------------------|------------------------------|
| TEU | Twenty-foot Equivalent Unit | Tjue-fots ekvivalentenhet    |
| FEU | Forty-foot Equivalent Unit  | Førsti-fots ekvivalentenhet  |
| B/L | Bill of Lading              | Konnossement                 |
| C/P | Charter Party               | Certeparti                   |
| FOB | Free on Board               | Fritt om bord                |
| CIF | Cost, Insurance and Freight | Kostnad, forsikring og frakt |
| CFR | Cost and Freight            | Kostnad og frakt             |
| EXW | Ex Works                    | Fra fabrikk                  |
| DDP | Delivered Duty Paid         | Levert toll betalt           |

## SECTION 10: GENERAL BUSINESS TERMS

| Abbreviation | English Full Form                 | Norwegian Translation                 |
|--------------|-----------------------------------|---------------------------------------|
| B2B          | Business-to-Business              | Bedrift-til-bedrift                   |
| B2C          | Business-to-Consumer              | Bedrift-til-forbruker                 |
| B2G          | Business-to-Government            | Bedrift-til-offentlig sektor          |
| SaaS         | Software as a Service             | Programvare som tjeneste              |
| PaaS         | Platform as a Service             | Plattform som tjeneste                |
| IaaS         | Infrastructure as a Service       | Infrastruktur som tjeneste            |
| API          | Application Programming Interface | Applikasjonsprogrammeringsgrensesnitt |
| CRM          | Customer Relationship Management  | Kunderelasjonsadministrasjon          |
| ERP          | Enterprise Resource Planning      | Virksomhetsressursplanlegging         |
| SCM          | Supply Chain Management           | Forsyningskjedestyring                |
| HR           | Human Resources                   | Personalressurser                     |
| IT           | Information Technology            | Informasjonsteknologi                 |
| AI           | Artificial Intelligence           | Kunstig intelligens                   |
| ML           | Machine Learning                  | Maskinlæring                          |
| IoT          | Internet of Things                | Tingenes internett                    |
| UI           | User Interface                    | Brukergrensesnitt                     |
| UX           | User Experience                   | Brukeropplevelse                      |

|     |  |  |
|-----|--|--|
| QA  | Quality Assurance                              | Kvalitetssikring                             |
| QC  | Quality Control                                | Kvalitetskontroll                            |
| ISO | International Organization for Standardization | Internasjonale standardiseringssorganisasjon |
| GDP | Gross Domestic Product                         | Bruttonasjonalprodukt                        |
| CPI | Consumer Price Index                           | Konsumprisindeks                             |
| PPI | Producer Price Index                           | Produsentprisindeks                          |

## TERM SHEET SPECIFIC ABBREVIATIONS

| Abbreviation | English Full Form                        | Norwegian Translation         |
|--------------|--|-------------------------------|
| VWAP         | Volume Weighted Average Price            | Volumvektet gjennomsnittspris |
| PUT          | Put Option (Right to Sell)               | Salgsopsjon                   |
| CALL         | Call Option (Right to Buy)               | Kjøpsopsjon                   |
| SOX          | Sarbanes-Oxley Act                       | Sarbanes-Oxley-loven          |
| GAAP         | Generally Accepted Accounting Principles | Allmenne regnskapsprinsipper  |
| SEC          | Securities and Exchange Commission       | Amerikanske verdipapirtilsyn  |
| NYSE         | New York Stock Exchange                  | New York-børsen               |
| NASDAQ       | NASDAQ Stock Exchange                    | NASDAQ-børsen                 |
| OTC          | Over-The-Counter Markets                 | Over-the-counter marked       |
| IPO          | Initial Public Offering                  | Børsintroduksjon              |
| S-1          | SEC Registration Statement               | SEC-registreringserklæring    |
| 10-K         | Annual Report to SEC                     | Årsrapport til SEC            |
| 10-Q         | Quarterly Report to SEC                  | Kvartalsrapport til SEC       |
| 8-K          | Current Report to SEC                    | Løpende rapport til SEC       |

## USAGE NOTES

**\*\*For Board Presentations:\*\***

- Use Norwegian terms when presenting to Norwegian board members
- Include both abbreviations and full translations for clarity
- Provide context for complex financial concepts

**\*\*For International Communications:\*\***

- Use English abbreviations in correspondence with US investors
- Provide Norwegian translations in parentheses for local stakeholders
- Maintain consistency in terminology across all documents

**\*\*For Legal Documents:\*\***

- Ensure precise translation of legal and regulatory terms
- Consider using both languages in critical sections
- Verify translations with qualified legal translators

## QUICK REFERENCE CARD

**\*\*Most Important Terms for Term Sheet Discussion:\*\***

| English         | Norwegian                                 | Key Concept            |
|-----------------|---|------------------------|
| IPO             | Børsintroduksjon                          | Going public process   |
| VWAP            | Volumvektet gjennomsnittspris             | Pricing mechanism      |
| PUT/CALL        | Salgs-/kjøpsopsjon                        | Investment rights      |
| SOX             | Sarbanes-Oxley-loven                      | Compliance requirement |
| EBITDA          | Resultat før renter, skatt, avskrivninger | Performance metric     |
| CAPEX           | Kapitalutgifter                           | Investment spending    |
| Working Capital | Arbeidskapital                            | Operational liquidity  |
| Due Diligence   | Aktsomhetsvurdering                       | Investigation process  |

