

# Exail strengthens Scandinavian presence with Norway office



Exail has opened a new office in Norway to support the company's growth in the Scandinavian region. Located in the Oslo area, the new office is led by Lars Sorfang, general manager for Exail AS and regional sales manager for Scandinavia. A former officer in the Norwegian military, Sorfang previously held various business development positions at Kongsberg, working on

strategic defence programmes, and Teledyne Flir, where he was sales director for the Europe region.

"I am very proud to be part of this new adventure with [Exail](#), as I am deeply convinced, as a previous user of the technologies the company develops, that they are the right fit for a region that requires highly innovative and high-end products," Lars Sorfang explained. "With this new office, we will be able to provide increased support to our growing base of customers in Norway, and more generally Scandinavia."

Exail has won major contracts in the region over the past years, both in the civil and defence markets. This includes the sale of inertial navigation systems for Norway's U212 submarines and coastguard vessels, Finland's multirole corvettes and Sweden's A19 and A26 submarines. Exail has also established strong partnerships with civilian Scandinavian companies such as Teledyne Gavia, Nortek and RTS.



The Scandinavian peninsula seen from space. (Image courtesy: ESA)