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1. Underwater Sensor Systems
2. Marine Robotics

Core technology – multiple markets

SYNERGIES IN
- Technology
- Operations
- Markets
SUBSEA DIVISION

- High activity level in non-O&G related segments
  - ~50% growth last 24 months
- Reduced activity in O&G related segments
  - ~50% reduction last 24 months
  - ~25% O&G related business in 2016
- Significant capacity adjustments executed in 2016

REVENUES SPLIT YTD 2016:

- KONGSBERG
  - KM 55%
  - KDS 26%
  - KPS 13%
  - Other 6%
- KONGSBERG MARITIME
  - Subsea 27%
  - Merchant Marine 17%
  - Emerging markets 7%
  - Offshore 48%
- SUBSEA DIVISION
  - Offshore related 25%

REVENUES

<table>
<thead>
<tr>
<th>Year</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016*</th>
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<td></td>
<td>1,752</td>
<td>2,132</td>
<td>2,546</td>
<td>2,620</td>
<td>2,578</td>
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</tbody>
</table>

Book/bill YTD 2016: 1.08
KM SUBSEA DIVISION COMPANIES & LOCATIONS

- **Subsea Horten, Norway**
  - Underwater Mapping
  - UNAV
  - Fishery Naval
  - Marine Robotics
  - Subsea Monitoring

- **Hydroid Pocasset, MA, USA**
  - Marine Robotics

- **KUTI Lynnwood, WA, USA**
  - Hydrography
  - Seaglider
  - Fishery

- **Mesotech Port Coquitlam, Canada**
  - Hydroacoustics for ROVs, fishery, security, inspection, mapping and monitoring

- **Camera Aberdeen, UK**
  - Underwater cameras
  - Vessel camera systems

- **Underwater Mapping Great Yarmouth, UK**
  - Swath bathymetry, SSS, SBP

- **Simrad Spain Alicante, Spain**
  - Fishery, Subsea and Merchant

- **Subsea Monitoring Halstenbek, Germany**
  - Subsea Monitoring

- **Subsea Monitoring Kiel, Germany**
  - Contros underwater gas sensors and TA systems
UNDERWATER NAVIGATION

- Position reference for Kongsberg Maritime marine operation solutions
- ROV navigation
- Subsea construction
- Seismic (position reference for streamers and bottom nodes)
MARINE ROBOTICS MAIN APPLICATIONS

- Mine counter measures (MCM)
- Search and salvage
- Hydrography
- Seabed mapping and inspection
- Marine research
MARINE ROBOTICS INITIATIVES

- New generation vehicles
- New applications
- KONGSBERG hydroacoustics for AUVs
- Resident Inspection Maintenance Repair; Eelume
UNDERWATER MAPPING

Applications:
- Waterways
- Ports and harbours
- Coastal
- Ocean

Main customers:
- Survey companies
- Hydrographic offices

Market trends:
- Most nations now involved in mapping of underwater resources and hydrography
- Overall growth despite oil and gas downturn
MAPPING THE OCEAN

TRENDS:

• Improved instruments
• Continued robotization
• Connected and automated operations
• Extending from mapping to monitoring
FISHERY

PRODUCTS:
- Sonars
- Single and multibeam echosounders
- Catch monitoring systems (trawl)

MARKETS:
- Fishery
- Research
TECHNOLGY FOR SUSTAINABLE AQUA CULTURE
NAVAL SONARS

Main applications:
• Navigation and obstacle avoidance
• Shallow water anti-submarine warefare

Main platforms:
• Submarines
• Patrol boats
• Expect increased use of robotic platforms in the future

Strategy:
• Dual use sonar technology in littoral applications with significant growth potential
SUBSEA MONITORING
Delivering data from the seabed to your office

- Aquaculture
- Offshore Energy
- Environmental Monitoring and Ocean Science
- Port Monitoring
- Infrastructure Monitoring

Situation Awareness
- Increased Profit
- Reduced OPEX
- Dynamic Risk Assessment
- Enhanced Operation Planning
- Predictive Modeling
It's all about integration

KONGSBERG
MARITIME VESSELS

SUBSEA:
MARINE ROBOTICS

Hydroid
Marine Robotics Horten

SUBSEA:
UNDERWATER
SENSORS SYSTEMS

Underwater Mapping

Fishery Naval

Underwater Navigation

Subsea Monitoring
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1,000 employees in three countries

Revenues LTM 1.7 BNOK

Integrated Automation, Propulsion & Thruster control, Power Management, Level Gauging, Cargo Monitoring & Control, Vessel and Engine Performance, Sensors & Instrumentation, Alarm & Monitoring & Condition Monitoring

MERCHTANT MARINE

Marine electronics, applications and solutions to the global merchant marine fleet
HISTORY MERCHANT MARINE

60’S

70’S

90’S

TODAY

A part of Kongsberg since 1st April-1965
A SUCCESSFULL PLAYER IN A VERY CYCLICAL MARKET

REVENUES

Graph showing revenue over years from 2007 to 2016*

* Last 12 months
1,000 EMPLOYEES – 65% OUTSIDE NORWAY

- Norway, Horten (Bekkajordet) 200 employees*
- Norway, Trondheim (Grilstad) 120 employees*
- Korea, Busan 100 employees*
- China, Shanghai 150 employees*
- China, Zhenjiang 300 employees*

* Exclusive sales resources and employees related to other divisions.
PRODUCTION FACILITY IN ZHENJIANG, CHINA

- Administration Building
- Canteen
- Mechanical Sensor Assembly Workshops
- Transformer Workshop
- Electrics Workshop
- Mechanical Structure Workshop

(Not Built)
MERCHANT MARINE DIVISION
- 50 years of continuous innovation

1965 – AutoChief 1
1979 – AutoChief 3
1991 – AutoChief 4/7
2004 – AutoChief C20
2013 – AutoChief 600
We maximize marine performance by providing
THE FULL PICTURE

- Propulsion
- Control
- Cargo monitoring & control
- Navigation
- Thruster control
- Power management
- Alarm & monitoring (UMS/E0)
- Logging & reporting
- Remote diagnostics
- Process control
United Arab Shipping Company (17 ships)
Contract value MNOK 200
THE «K-600» PRODUCT RANGE
FULL PICTURE ENGINE

K-CHIEF 600
ALARM AND
MONITORING
SYSTEM

AUTOCHIEF 600
PROPULSION
CONTROL
SYSTEM

BEARING
TEMP
MONITORING

BEARING
WEAR / WIO
MONITORING

CYLINDER LINER
TEMP
MONITORING

DISTRIBUTED
I/O
MODULES

SENSORS FOR
ENGINE

ENGINE PERFORMANCE

SHAFT
POWER
MONITORING

Redundant CAN
POWER SOLUTIONS

CUSTODY TRANSFER SYSTEM – LNG CARRIERS
THE FULL PICTURE IN A GREEN PERSPECTIVE
THE FULL PICTURE IN A GREEN PERSPECTIVE

- Engine Performance and Optimisation
- Power Performance
- Hull Performance
- Nautical Operational Performance
- Shore management for Vessel Performance
THE FULL PICTURE IN PRACTICE

SEMI-SUBMERSIBLE OFFSHORE FISHFARM WITH K-CHIEF 600 AUTOMATION

CONTROL APPLICATIONS:

- Power management system
- Ballast control system
- Position control of movable bulkhead
- Level monitoring of general service tanks
- Water ingress detection system
- Control of net-washing machines mounted on the movable bulkhead
- Control of chain driven brushes for dead fish collection
- Control of discharge area lifting frame
- Control of cameras and underwater illumination
- General operation of fans, pumps and valves.
- Handheld portable remote control of removable and moveable bulkheads.
- Fish food loading and distribution
- Dead fish handling system
- Sewage control system
- Workstation in deck office and in the main control centre.
KEY TAKEAWAYS

• Contracting of ships are cyclic, but seaborne trade is stable and expected to grow (CAGR 3.3% 2016-2025).
• Recent contracting is exceptionally low, but is expected to grow and stabilize in the years to come.
• Environmental requirements and a need for «OPEX friendly» ships will trigger owners to build.
• KONGSBERG is a long term player with a lifecycle perspective. We live with our customers.
• Continuous innovation, reliable products, determined people and collaborative approach is key elements for our continuous success.

“Our ambition is to make our customers the world’s most efficient ship owners by the use of our systems and applications!”
CMD 2016
CAPITAL MARKETS DAY
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KONGSBERG is the largest supplier to the space industry in the Nordics

EXCELLENCE IN SPACE

- Applying core technologies to develop advanced products and services for the complete Space & Surveillance value chain
- Launch – satellite technology – ground services - surveillance

420 employees in five subsidiaries
Revenues LTM 848 MNOK*
Order backlog 2.6 BNOK*
Book/bill LTM 1.64*

*incl. KSAT 50%
KONGSBERG SPACE & SURVEILLANCE FAMILY

- **KONGSBERG Space Systems**
  - Launcher and satellite mechanisms, electro optics

- **KONGSBERG Norspace**
  - Satellite electronics

- **KONGSBERG Spacetec**
  - Ground station equipment

- **KONGSBERG Satellite Services**
  - Ground station services

- **KONGSBERG Norcontrol**
  - Maritime surveillance

- **KONGSBERG Seatex**
  - AIS payloads
  - GPS systems

*50% ownership*
A STEADY GROWING AND PROFITABLE BUSINESS

REVENUES
KDS Space & Surveillance incl. KSAT

Total group-wide Space revenues 2016*
~1 BNOK
Including space related business in KM’s Seatex

<table>
<thead>
<tr>
<th>Year</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016*</th>
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<tbody>
<tr>
<td>Sales</td>
<td>729</td>
<td>774</td>
<td>817</td>
<td>848</td>
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</table>

* Last 12 months
PRODUCTS – LAUNCHER & SATELLITE SEGMENT

- Booster Attachments
- Optical Safety Barrier
- Frequency Converters
- Telemetry, Tracking & Command
- Search & Rescue Transponders
- Saw-Filters
- Solar Array Drives
- Antenna Pointing Mechanisms
PRODUCTS – GROUND SEGMENT

- GROUND STATIONS
- SATELLITE OPERATIONS
- HARBOUR SURVEILLANCE
- COASTAL SURVEILLANCE
- SAR DATA PROCESSING
- LEOP SERVICES
- OFFSHORE VTS
- E-NAVIGATION

GROUND STATIONS AND SERVICES

MARITIME SURVEILLANCE
CUSTOMER BASE

LAUNCHERS
ARIANESPACE
AIRBUS SAFRAN LAUNCHERS
SPACEX
(Falcon 9 LEOP services)

SATELLITES
ESA
EUMETSAT
AIRBUS
THALES
SURREY SATELLITES
OHB
SPACE SYSTEMS LORAL
LOCKHEED MARTIN

GROUND STATIONS AND SERVICES
ESA
EUMETSAT
NASA
NOAA
RAYTHEON
DIGITAL GLOBE
PLANET INC
EXACT EARTH
NATIONAL METEOROLOGY

SURVEILLANCE
NORWEGIAN COASTAL AUTHORITIES
NORWEGIAN DEFENCE
PORT AUTHORITIES
OIL COMPANIES (STATOIL, PEMEX)
NATIONAL NAVIES
MARKET TRENDS

LAUNCHERS: Ariane 6 (development 2015-2020, operation 2020-2045)
• Europe’s next launch vehicle for medium- to large satellites
• Competition: Falcon9/SpaceX, US

MICROSATELLITES vs HIGH THROUGHPUT GEO SATELLITES
• Volume production of small and "simple" satellites, use of “COTS”
• Technology innovation: electric propulsion, lower launch cost
• In-orbit flexibility, On Board Processing, Capacity: 1Terrabit/sec

MARITIME SURVEILLANCE (VTS/VTM)
• Integration of satellite data (radar, AIS, oil-spill detection)
• eNavigation - digitization of maritime communication
• BEAN (Behavioural Analysis)
DEVELOPMENT LAST 12 MONTHS

- **Digital Globe Renewal**
  Kongsberg Satellite Services wins Frame Contract Renewal.

- **Hull, Firth Ports VTS**
  Important milestone contracts for VTS in UK market.

- **Inmarsat 6**
  Largest ever contract for Kongsberg Norspace – securing continued growth in Satcom Converter market and TT&C.

- **Juice Flight Program**
  Contract for delivery of Solar Array Drives for ESA scientific mission to Jupiter’s icy Moons.

- **Metop**

- **Sentinel/Copernicus**
  Recurring contracts for supply of Solar Array Drives to Copernicus program. Strengthened position towards AIRBUS/Commercial.

- **Kamarajar Oil Spill Detection**
  Significant system technology demonstration for detection of oil spill on water.
KONGSBERG NORSPACE

- 30 years experience as World Class global supplier of analogue and microwave electronic equipment for satellites and launchers
- On-board 180 satellites in orbit
  - Analogue Signal Processing
  - Frequency Generation & Converters
  - Search & Rescue Transponders
  - Telemetry, Tracking and Command
- Building blocks: SAW filters and modules, signal amplifiers, filter banks, switch matrices, frequency synthesizers, VCOs
KONGSBERG NORCONTROL

Maritime domain awareness since 1960’s
• Port - Vessel Traffic Services & Management
• Coastal and Extended Economical Zone (EEZ)
• Offshore VTS
• Rivers and Inland waterways

• Our solutions in service with the world's leading maritime coastal organisations, port authorities, and safest offshore operators.
• Experience from over 240 deliveries
WHY WE SUCCEED - HORTEN VTS 2016

C-SCOPE CORE SYSTEM
DOMAIN KNOWLEDGE
SUPERIOR SYSTEM KNOW-HOW
COASTAL AUTHORITIES AS HOME MARKET
WHY WE SUCCEED - INMARSAT 6 CONTRACT

NICHE PRODUCTS
MARKET KNOWLEDGE
LONG TERM RELATIONS
LEVERAGE ON ESA-PROGRAMS
KEY TAKEAWAYS – SPACE & SURVEILLANCE

COMPETITIVE NICHE PRODUCTS & SERVICES

SERVING THE COMPLETE VALUE CHAIN

ADOPTING TO FAST-CHANGING SPACE MARKET

STEADY GROWTH – GOOD VISIBILITY