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AGENDA

THIS IS KONGSBERG MARITIME
DEVELOPMENT SINCE CMD 2014
CORE TECHNOLOGY & INNOVATION
K-IMS | OPERATIONAL INTELLIGENCE
DIVERSITY DELIVERS
AN OCEAN OF OPPORTUNITIES
59 offices in 20 countries
4,777 employees
Revenues LTM 10,2 BNOK
Order backlog 7,9 BNOK
Installed base more than 17,000 vessels

Offshore, Merchant, Subsea and Emerging Business

Dynamic positioning, navigation, automation, engineering, simulation, subsea and seismic instrumentation, deck handling and fisheries

KONGSBERG MARITIME

An ocean of opportunities
CLOSE TO OUR CUSTOMERS

59 local offices in 20 countries, ensures access to our markets and proximity to our customers

REVENUE DISTRIBUTION 2014
- Norway: 15%
- International: 85%

EMPLOYEE DISTRIBUTION 2014
- Norway: 46%
- International: 54%
THE OCTOPUS MODEL
- Adding value to our clients

Standalone
Integrated solutions
Extended services
Engineering
Added value
OFFSHORE

CORE BUSINESS
- Engineering services, Automation, Dynamic Positioning, and Navigation Systems
- Information Management systems
- Service & Maintenance

TYPICAL APPLICATIONS
- Advanced Dynamic position applications
- Energy Management systems
- Gass management systems
- Engineering solutions
- Conditioning monitoring

MERCHANT MARINE

CORE BUSINESS
- Scalable tailored to operational needs - automation & control, safety, energy management, navigation and cargo handling

TYPICAL APPLICATIONS
- From bulk carriers to tankers and complex gas carriers
- Condition monitoring
- Fuel optimization
- The diversity and our marked position at large drives the revenues

Pie charts show revenue distribution at 1Q21.
KONGSBERG MARITIME

SUBSEA

CORE BUSINESS
• Underwater navigation systems, underwater vehicles, underwater mapping and imaging systems, subsea monitoring solutions, acoustic sensor systems for fishery, marine research and naval

TYPICAL APPLICATIONS
• KM marine operations and dynamic positioning systems
• Oil companies
• Survey companies
• Navies
• National hydrographic offices, ports and harbours, marine research institutes
• Fisheries

EMERGING BUSINESS

CORE BUSINESS
• Satellite positioning, seismic streamer instrumentation and handling, and customised training simulators

TYPICAL APPLICATIONS
• For all types of vessels and training entities
• Highly specialised products with a high threshold for market entry drives our revenues
A PERIOD OF STRONG AND PROFITABLE GROWTH

**REVENUES**

- 2011: 6,693
- 2012: 7,485
- 2013: 8,264
- 2014: 9,703
- 2015*: 10,207

**EBITDA**

- 2011: 1,183 (17.7%)
- 2012: 1,050 (14.0%)
- 2013: 1,179 (14.3%)
- 2014: 1,441 (14.9%)
- 2015*: 1,156 (11.3%)

*CAGR 11.1%*

* Last 12 months
SOLID ORDER BACKLOG
IN A MORE CHALLENGING MARKET

Life-cycle business and framework agreements not converted into delivery contracts are not included in the backlog.
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DEVELOPMENT SINCE CMD 2014

DELTAONE
Cross-Divisional approach to Supplier Development and Strategies. We will drive enhance quality, secure delivery precision and cost-down with a total cost mindset.

EIT
Success in Engineering, Procurement and Construction (EPC) based Electrical, Instrument and Telecom (EIT) solutions.

LEAN
Lean programs delivering results and getting external recognition KM Offshore nominated to the Lean project of the year KM Subsea presenting at the Lean Forum Norge conference.

CAPACITY ADJUSTMENTS
Capacity adjustments initiated, proactively aligning with the market outlook within offshore.

AQUA CULTURE
KM was chosen as the Full Picture solution provider for Ocean Farming – Salmar ASA.

RENTAL- LEASING
To help support our customers during projects where it is more cost effective to rent equipment, and/or offer a solution to utilise our products without the associated capital expenditure, we provide the opportunity to try our equipment before commit to buying it.

GLOBAL CUSTOMER SUPPORT
Expanded offering of associated services and support - competitive asset management, life cycle support and remote services.
• Strong growth in Marine Robotics and Subsea monitoring
• All-time high for Fishery systems and Underwater mapping systems
• Cost effective solutions for subsea construction
• Success within space based information and guiding systems for Automatic Ship Identification Systems (AIS)
• Growth in ROV Launch and Recovery systems
• Steady growth within Advanced and specialised Marine and Offshore Simulator systems
• Proven and reliable technology for positioning of seismic streamer cables
OFFSHORE
– Diverse business in a challenging market

- Strengthened position within offshore production units. Strong order income and secured order backlog within LNG, FSRU, FLNG
- KME shows strength and solidity
- K-IMS established as a new business unit
- Initiated cost & capacity alignment programs to meet the market expectations within Drilling and OSV
• 30% growth in revenue and EBITA per Q3
• Fairly good market for gas tankers (LNG/LPG), product tankers and container vessels
• Strong focus on performance optimisation applications (“Green Solutions”)
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CORE TECHNOLOGY & INNOVATION

K-IMS | OPERATIONAL INTELLIGENCE

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CORE TECHNOLOGY & INNOVATION
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K-IMS
Kongsberg Information Management System
OUR VISION
Empower our customers to make knowledge-based decisions to improve their operation

OUR MISSION
Provide a cross-functional platform for decision making and collaboration
AVAILABLE EVERYWHERE

Open, secure and collaborative platform
CONDITION MONITORING

Reduces downtime
Optimizes maintenance
PERFORMANCE MANAGEMENT

Energy management
Fuel optimization
Environmental monitoring
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DIVERSITY DELIVERS

MARKETS

OIL & GAS
- EXPLORATION
- FIELD DEVELOPMENT
- PRODUCTION
- DE-COMMISSIONING

SEABORNE TRANSPORTATION
- TANKERS
- GENERAL CARGO

MARINE
- NAVAL
- FISHERIES
- AQUA CULTURE
- RESEARCH
- UNDERWATER MAPPING

MARKET SEGMENTS

DIVISIONS

OFFSHORE

MERCHANT MARINE

SUBSEA

EMERGING BUSINESS

Order intake
YTD Q3 2015

- Accommodation Unit
- Cruise / Ferry
- Drilling Unit
- Floating LNG
- Governmental
- OCV
- Tanker
- Yacht
- UNAV
- Fishery
- Simulation
- Barge
- Dredger
- Dry Cargo
- Gas Carrier
- O&G Production and Storage
- OSV
- Tug
- AUV
- UMAP
- Deck Handling
- Seatex

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AN OCEAN OF OPPORTUNITIES

- EIT EXPANSION
- AQUA CULTURE
- INFORMATION MANAGEMENT, BIG DATA AND REMOTE SERVICES, COST OPTIMIZATION
- WORLD CLASS SYSTEMS AND SOLUTION PROVIDER WITHIN OUR EXISTING AND NEW CORE MARKET SEGMENTS