



KONGSBERG

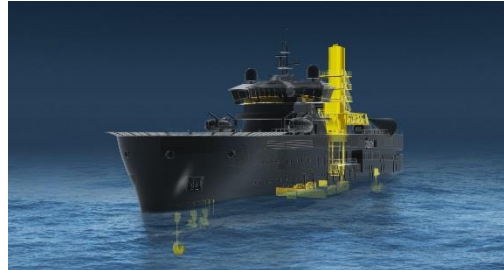
KONGSBERG MARITIME

EGIL HAUGSDAL,
President Kongsberg Maritime

CMD²⁰₁₇
CAPITAL MARKETS DAY

KEY TAKEAWAYS

- Deliver operational excellence
- Focus on growing segments
- Strong position in future market





KONGSBERG

KONGSBERG MARITIME



An ocean of opportunities

58 offices in
20 countries

3.821 employees

Revenues LTM 7.6 BNOK

Order backlog 4.9 BNOK

Installed base more
than 18,000 vessels

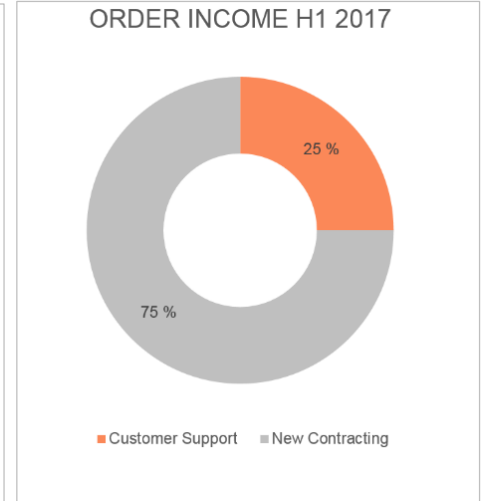
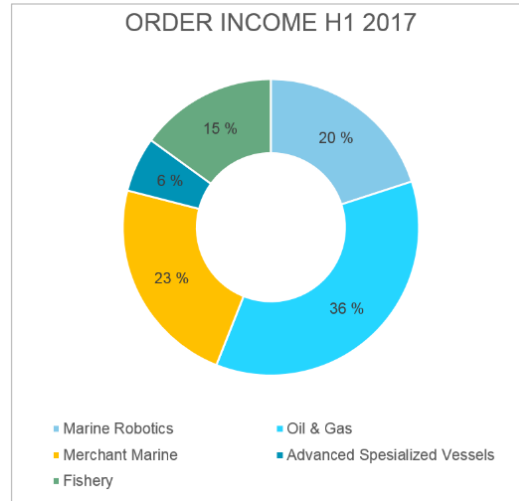
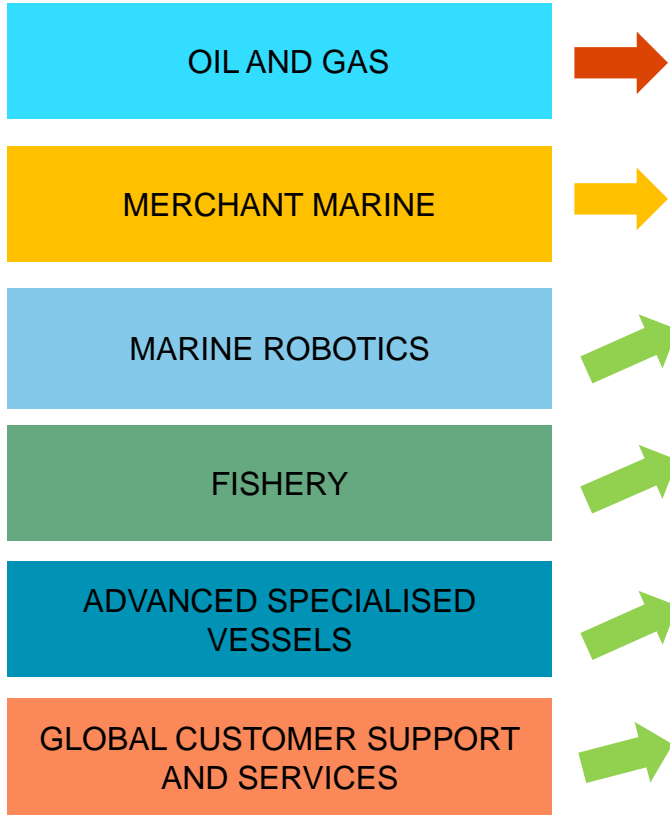
Q3 2017

- Oil & Gas
- Merchant Marine
- Marine Robotics
- Fishery
- Advanced Specialized Vessels
- Global Customer Support and Services

DIVERSITY DELIVERS



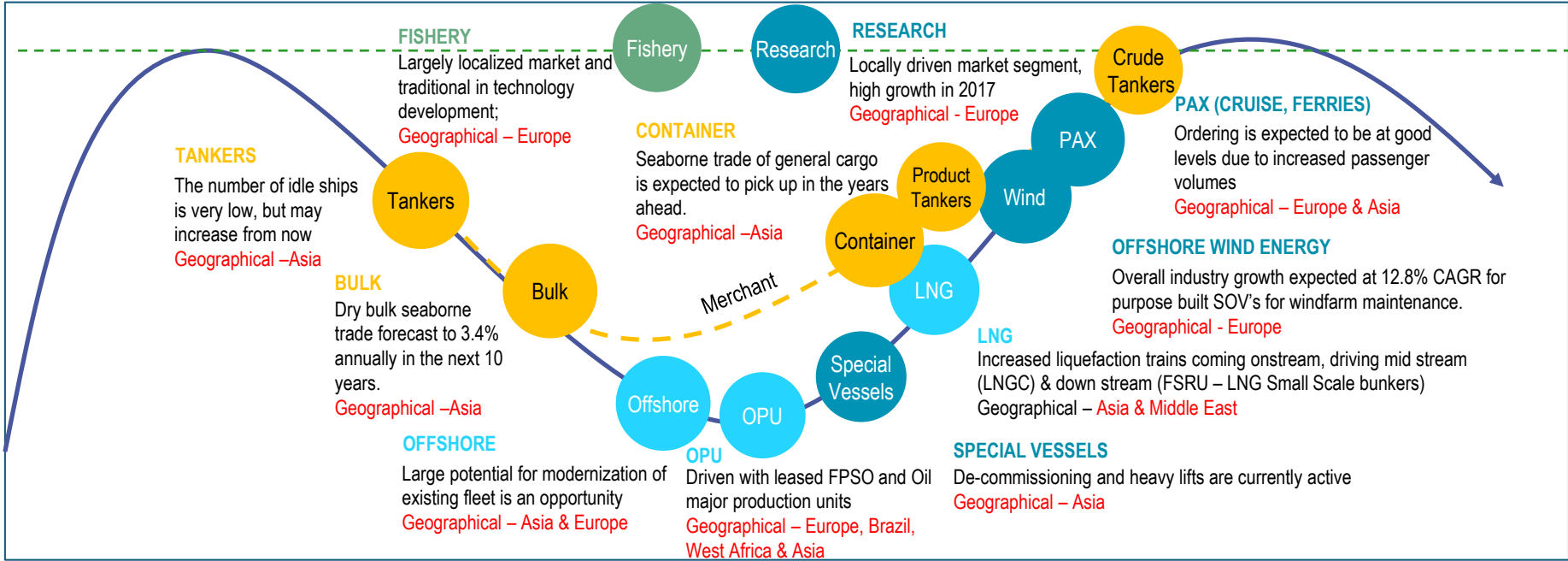
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MARITIME MARKET TRENDS

vessels are in different cyclic periods based on the demand

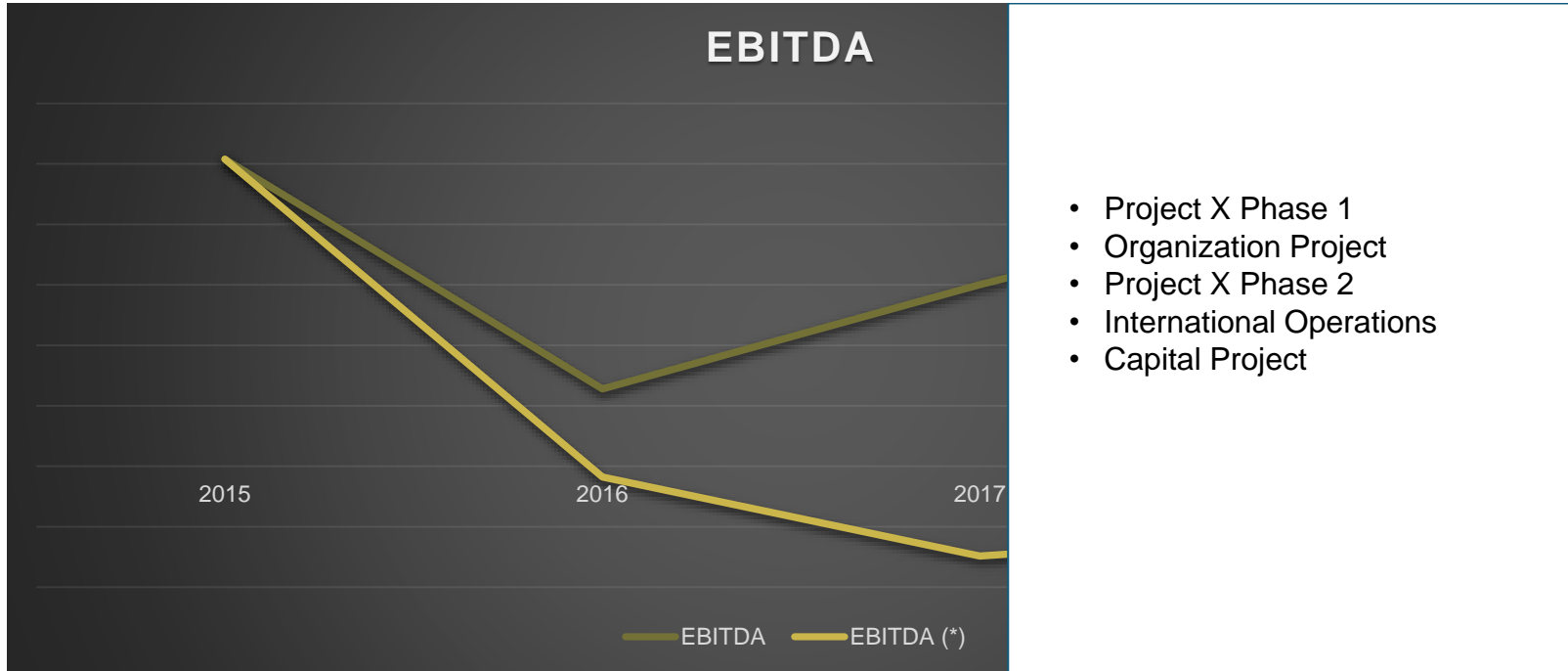


HIGH GROWTH SEGMENTS – RESEARCH, PAX, WIND, LNG, CONTAINER, SPECIAL OFFSHORE & FISHERY

COST REDUCTIONS SECURES SOLID OPERATION



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* EBITDA without cost reductions



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WE SPEND
10% OF OUR
REVENUES
ON R&D

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TAKING POSITIONS IN MARITIME TRANSFORMATION



**INTEGRATED
SOLUTIONS**



DIGITALIZATION



REMOTE SERVICES



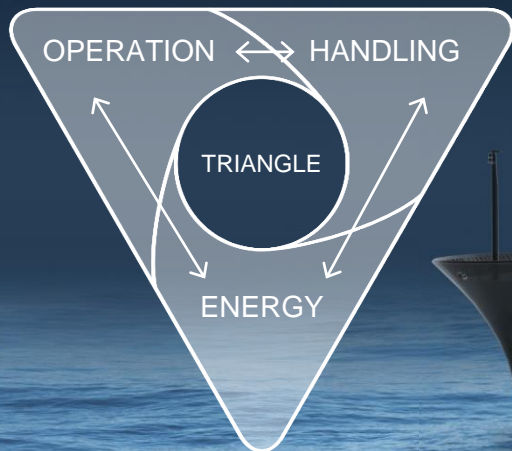
AUTONOMY



INTEGRATED SOLUTIONS



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BEFORE

DP & AUT → 6 NOKm

SUBSEA → 15 NOKm

NOW

Handling (Winches) → 20 NOKm

Energy (K-POWER) → 55 NOKm

Operational (K-Master) → 8 NOKm

Subsea (Sensors) → 15 NOKm

Others (EPC Scope) → 12 NOKm

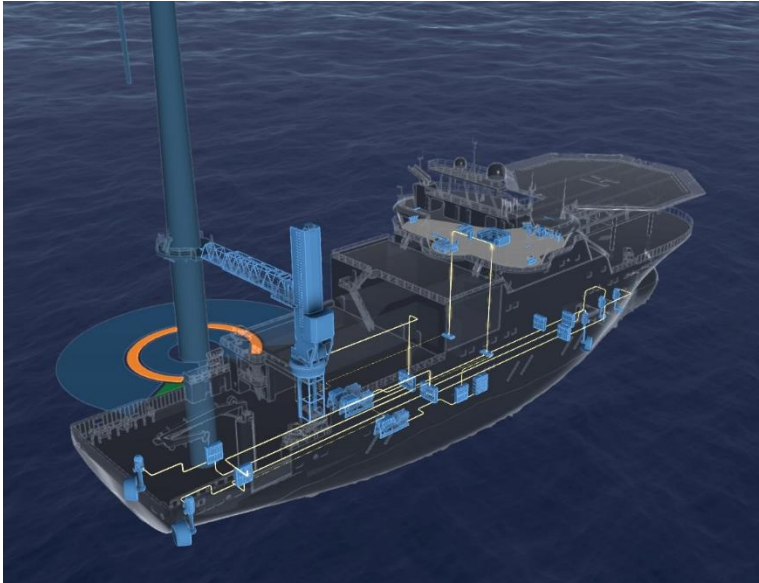
TRIANGLE → 110 NOKm

NEW SOLUTION THAT ARE CHANGING THE EFFICIENCY AND SAFETY OF MARINE OPERATIONS

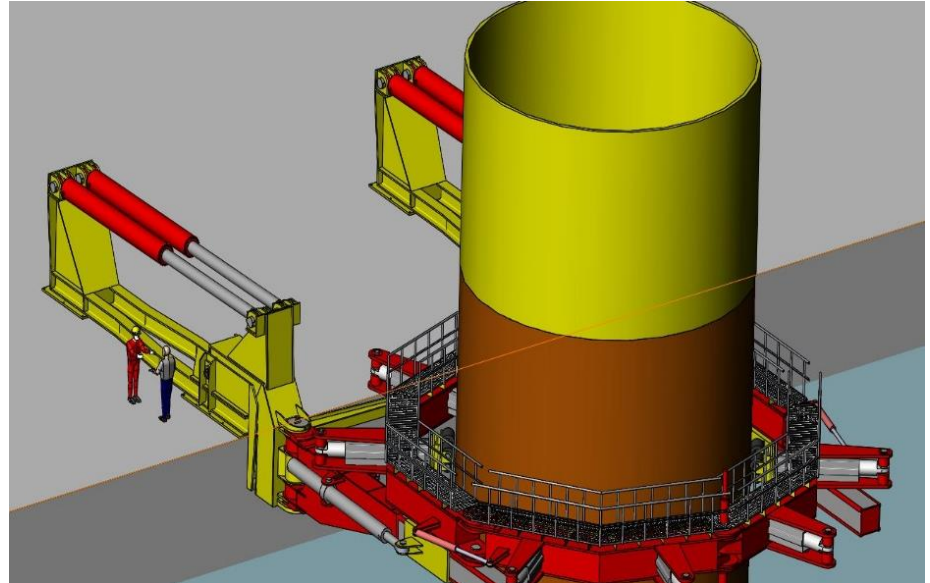


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Vessel concept for offshore wind turbine support with automated vessel maneuvering and autonomous gangway connection



Vessel concept for offshore wind turbine monopile installation with DP assisted, guided and compensated pile gripper



WORLD'S MOST ADVANCED DIAMOND EXPLORATION SHIP



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DIGITALIZATION

Remotely Connected Vessels

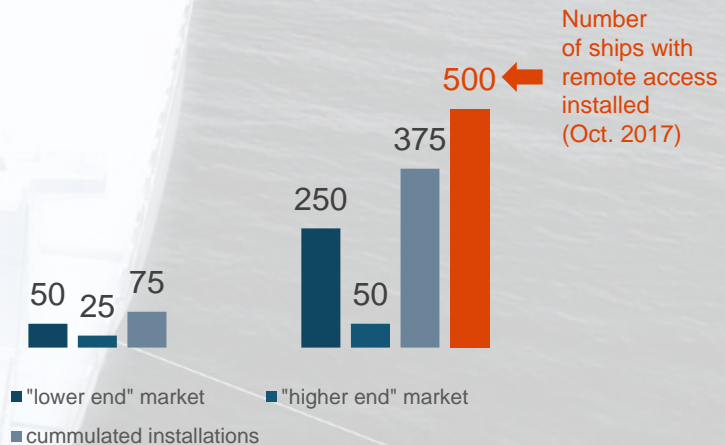


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kognifai



ESTIMATED NUMBER OF VESSELS WITH REMOTE CONNECTIVITY (first brick of kognifai)





GROWTH IN REMOTE SERVICES



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REMOTE DIAGNOSTIC

REMOTE SUPPORT SERVICES



REMOTE OPERATIONS





AUTONOMY - WE WALK THE TALK!

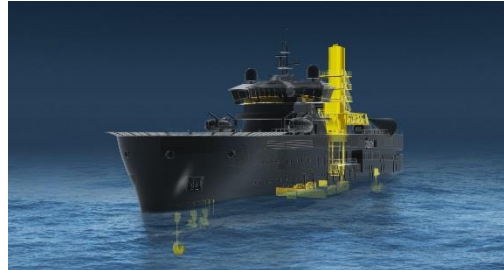


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WORLD CLASS

THROUGH PEOPLE, TECHNOLOGY AND DEDICATION