



KONGSBERG

# Investor presentation Q2 2023

12/07/2023

Geir Håøy, President & CEO

Mette Toft Bjørgen, EVP & Group CFO



KONGSBERG

# DISCLAIMER

This presentation contains certain forward-looking information and statements. Such forward-looking information and statements are based on the current, estimates and projections of the Company or assumptions based on information currently available to the Company. Such forward-looking information and statements reflect current views with respect to future events and are subject to risks, uncertainties and assumptions. The Company cannot give assurance to the correctness of such information and statements. These forward-looking information and statements can generally be identified by the fact that they do not relate only to historical or current facts. Forward-looking statements sometimes use terminology such as "targets", "believes", "expects", "aims", "assumes", "intends", "plans", "seeks", "will", "may", "anticipates", "would", "could", "continues", "estimate", "milestone" or other words of similar meaning and similar expressions or the negatives thereof.

By their nature, forward-looking information and statements involve known and unknown risks, uncertainties and other important factors that could cause the actual results, performance or achievements of the Company to differ materially from any future results, performance or achievements that may be expressed or implied by the forward-looking information and statements in this presentation. Should one or more of these risks or uncertainties materialize, or should any underlying assumptions prove to be incorrect, the Company's actual financial condition or results of operations could differ materially from that or those described herein as anticipated, believed, estimated or expected.

Any forward-looking information or statements in this presentation speak only as at the date of this presentation. Except as required by the Oslo Stock Exchange rules or applicable law, the Company does not intend, and expressly disclaims any obligation or undertaking, to publicly update, correct or revise any of the information included in this presentation, including forward-looking information and statements, whether to reflect changes in the Company's expectations with regard thereto or as a result of new information, future events, changes in conditions or circumstances or otherwise on which any statement in this presentation is based.

Given the aforementioned uncertainties, prospective investors are cautioned not to place undue reliance on any of these forward-looking statements



KONGSBERG

# Highlights

- Growth, solid results and good order intake
  - NOK 68.1 billion backlog will support continued growth
- Strong exposure towards current major trends
  - Sustainability
  - Security
  - Digitalization
- Raised MUSD 90 from two new investors in Kongsberg Digital

Order intake

**NOK**  
**10.5bn**

Revenue

**NOK**  
**9.6bn**

EBIT

**NOK**  
**1.0bn**



**Protecting**  
**people**  
**and planet**

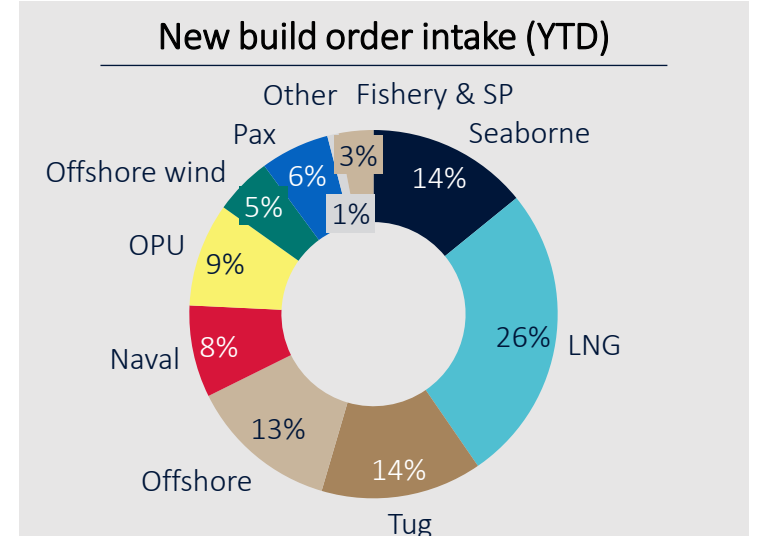




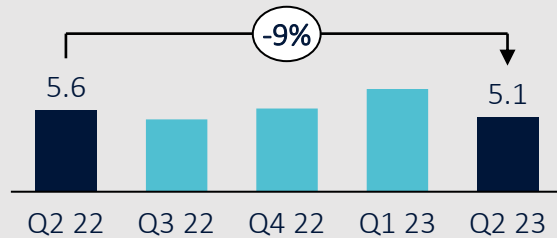
KONGSBERG

# Business update Kongsberg Maritime

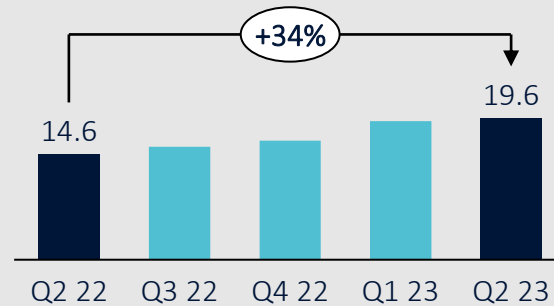
- NOK 5.1bn order intake and 1.02 book/bill
- Particularly strong order intake from LNG and Seaborne&Pax segments
- Continued strong pace in the aftermarket, especially related to sustainability upgrades and spares



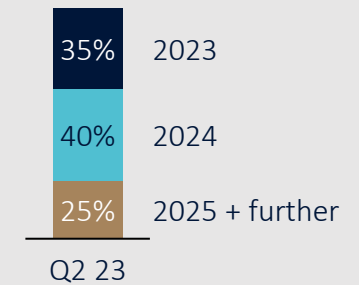
### Order intake (NOK bn)



### Order backlog (NOK bn)



### Order backlog distribution





KONGSBERG

# Business update Kongsberg Defence & Aerospace

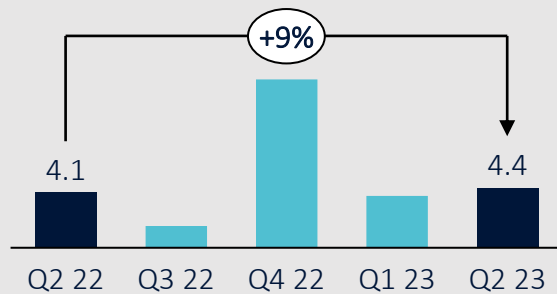
- NOK 4.4bn order intake and book/bill 1.28
- Growth driven by solid missiles- and NASAMS-progress
- BNOK 1.3 missile order from USN OTH-WS-program
- Record-high order backlog



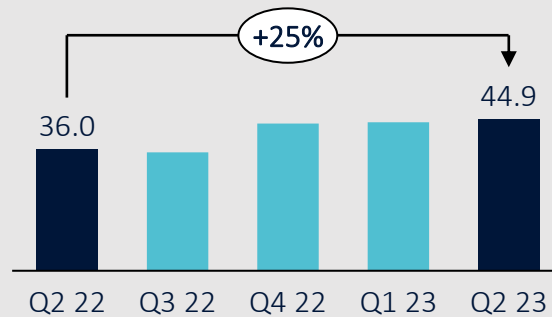
## Investing in future growth

- Two major investments in new facilities ongoing:
  - New missile production facility will be in operation mid-summer 2024, BNOK 1.5 investment
  - F-35 depot to be established for maintaining airframes on the Norwegian F-35 combat aircrafts. BNOK 0.5 investment

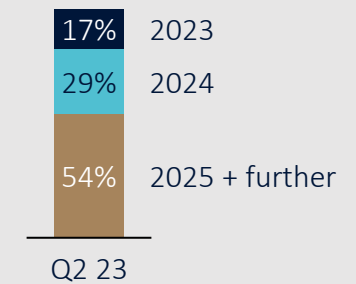
### Order intake (NOK bn)



### Order backlog (NOK bn)



### Order backlog distribution





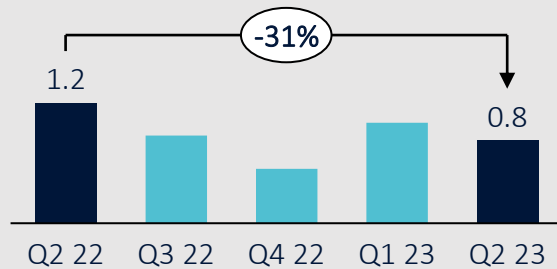
KONGSBERG

# Business update Kongsberg Discovery

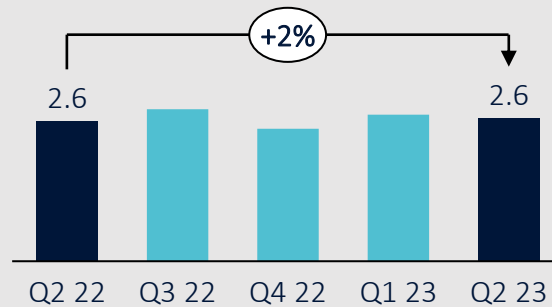
- NOK 0.8 bn order intake and 0.89 book/bill
  - Increased Hugin deliveries based on strong 2022 order intake
  - Strong opportunities ahead in markets such as energy, fisheries, research, security and surveillance



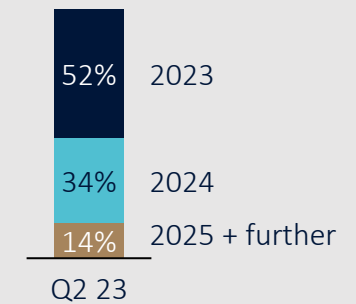
### Order intake (NOK bn)



### Order backlog (NOK bn)



### Order backlog distribution

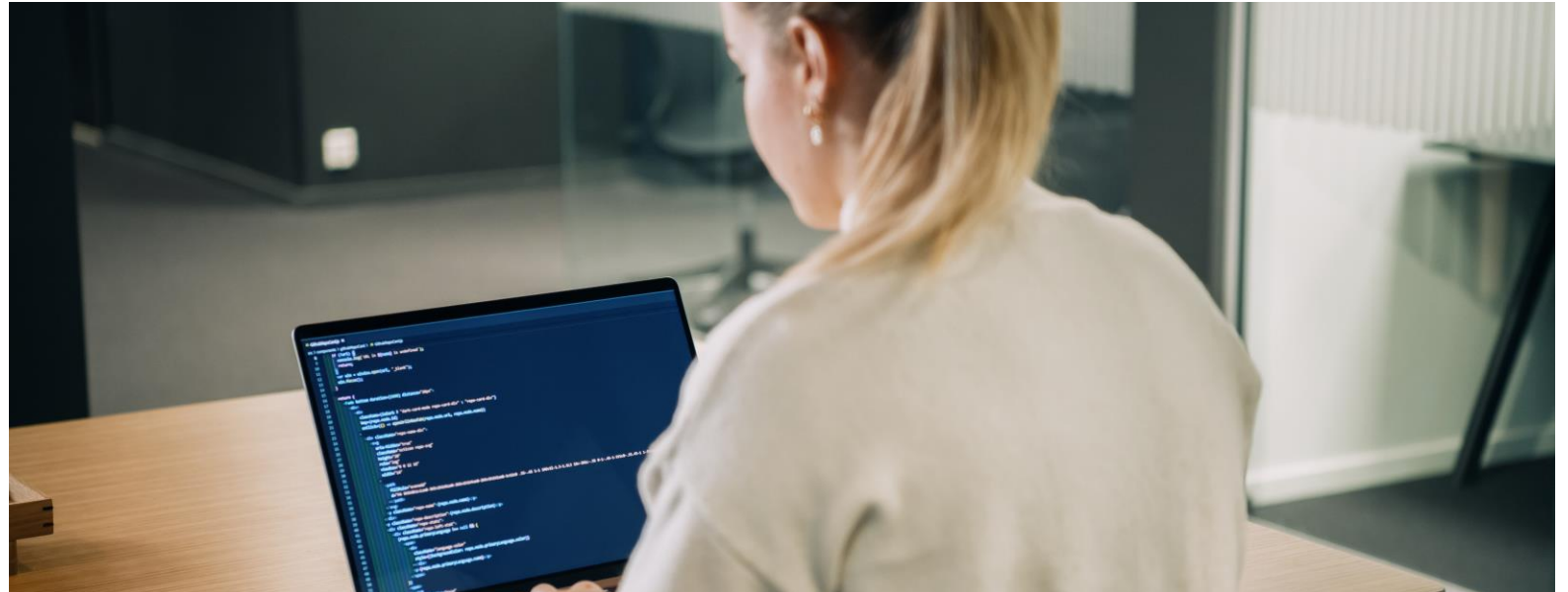




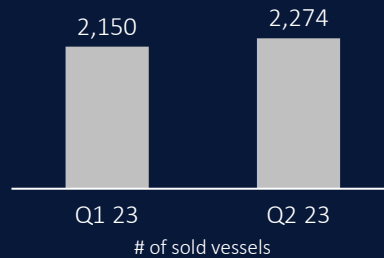
KONGSBERG

# Business update Kongsberg Digital

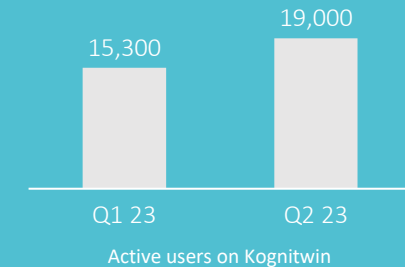
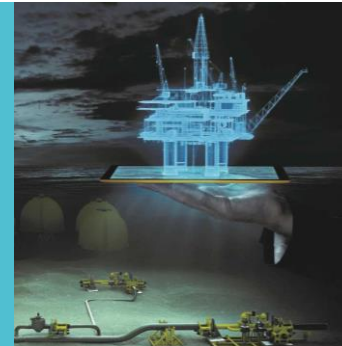
- MUSD 90 investment by Shell Ventures and Idékapital
- Acquired majority share in FutureOn
- Continued roll-out of digital twins and onboarding of new users on existing solutions



Vessel Insight



Kognitwin







KONGSBERG

# Financial status

Mette Toft Bjørgen, EVP & Group CFO





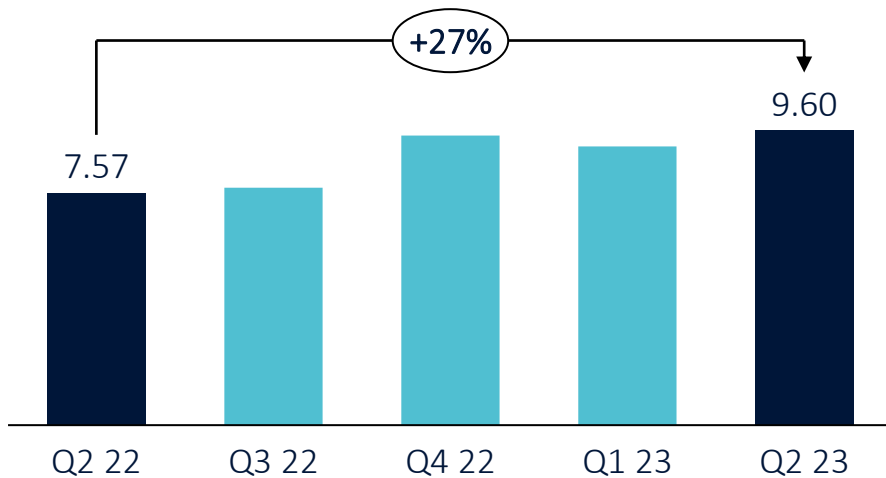


KONGSBERG

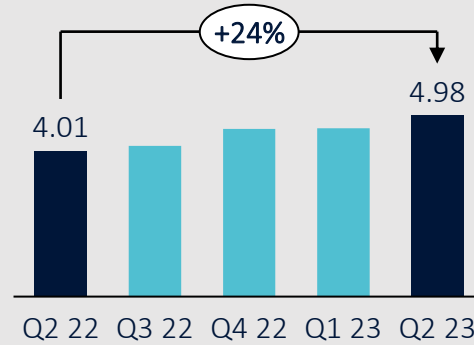
# Revenue

(NOK bn)

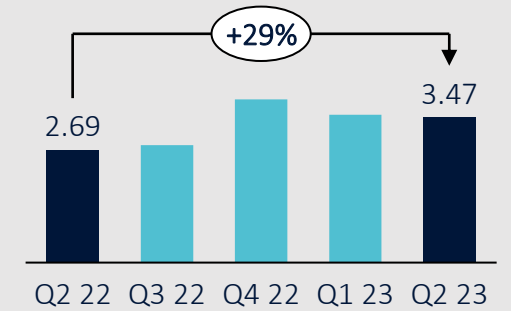
## KONGSBERG



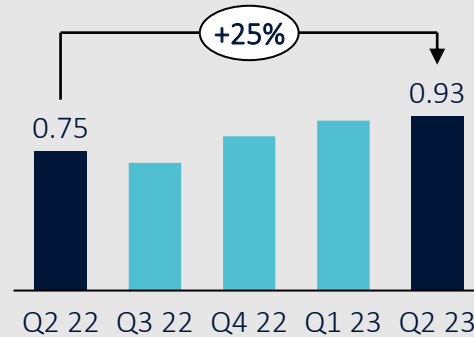
## Kongsberg Maritime



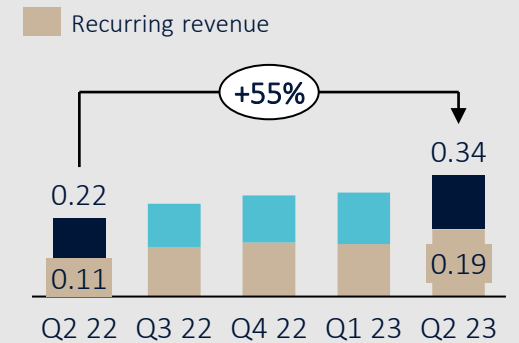
## Kongsberg Defence & Aerospace



## Kongsberg Discovery



## Kongsberg Digital

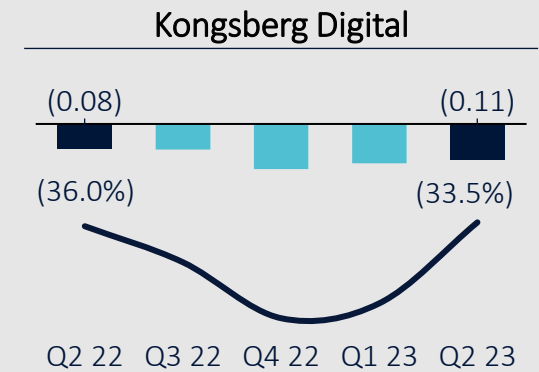
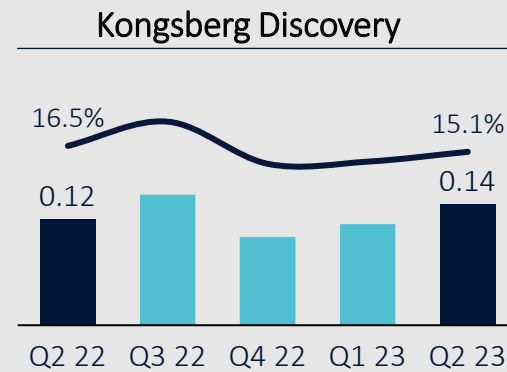
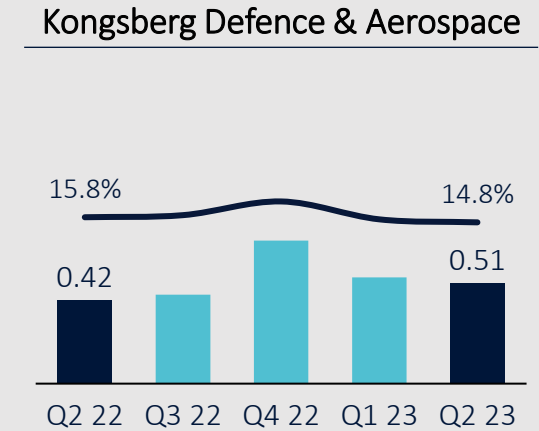
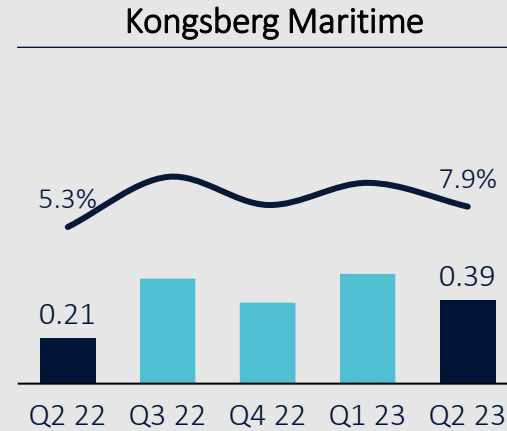
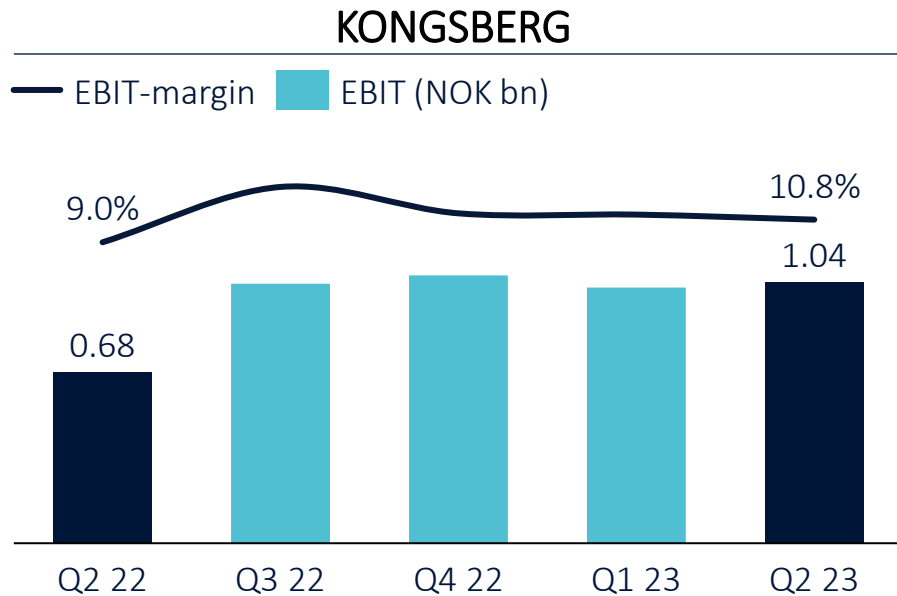




KONGSBERG

# EBIT and EBIT-margin

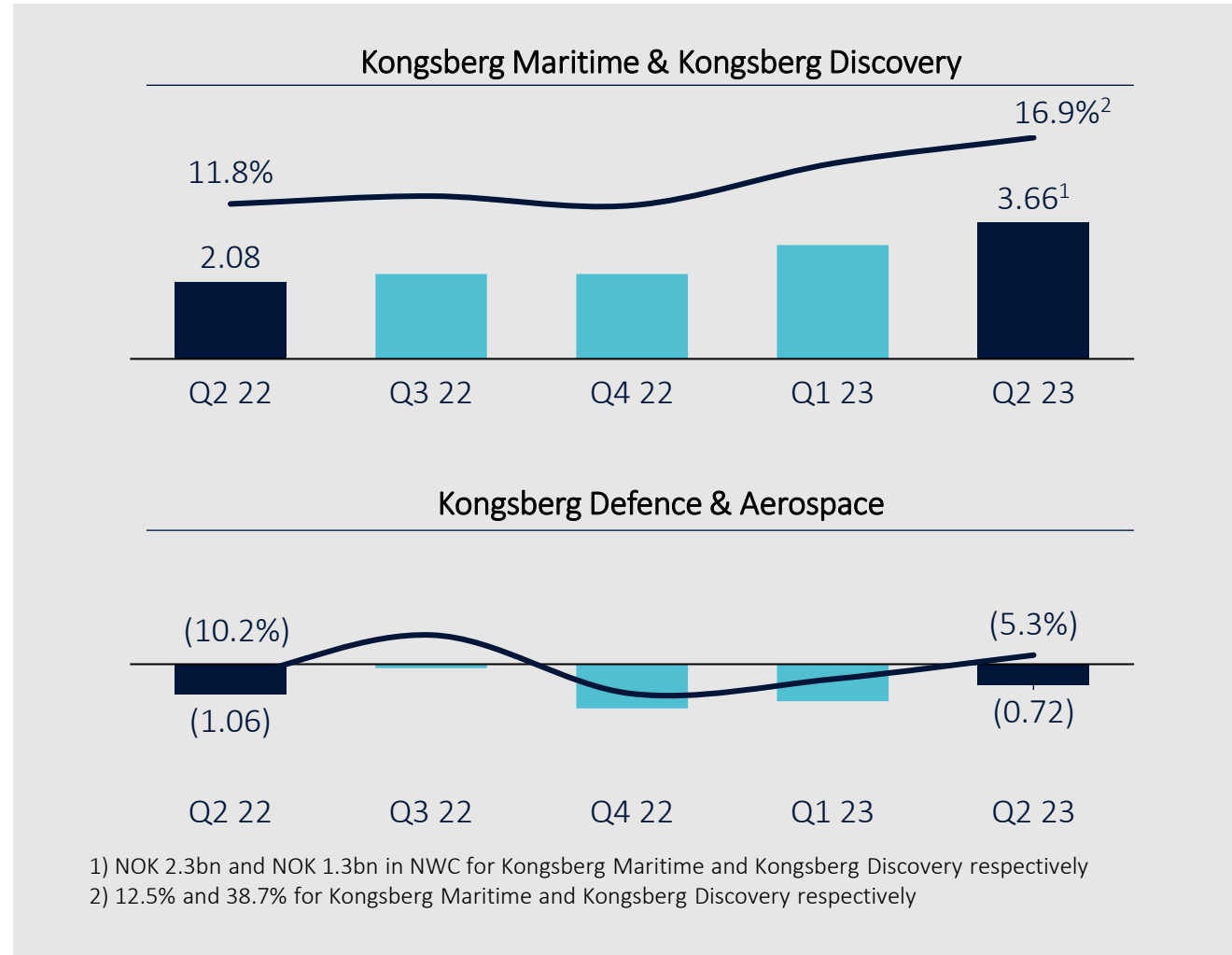
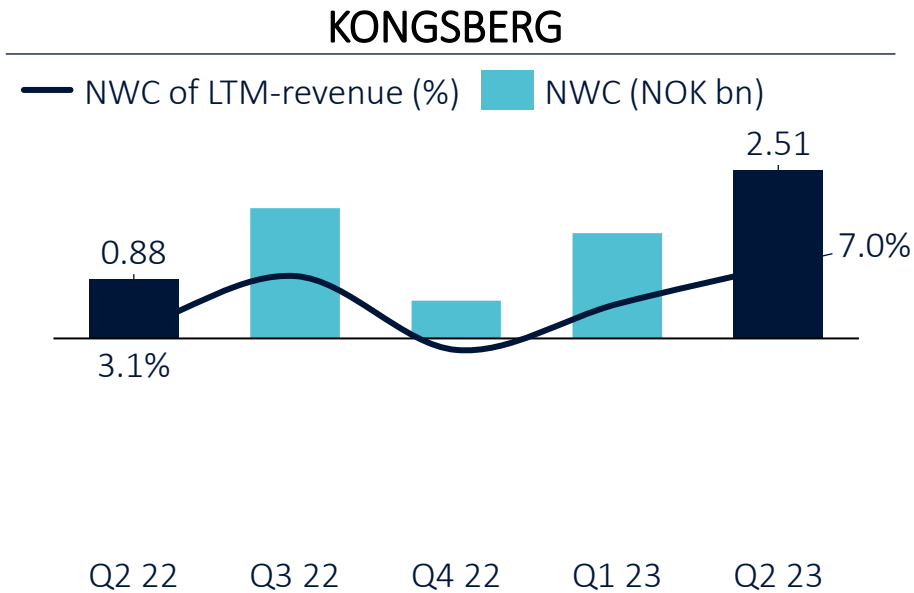
(NOK bn, %)





KONGSBERG

# Net working capital

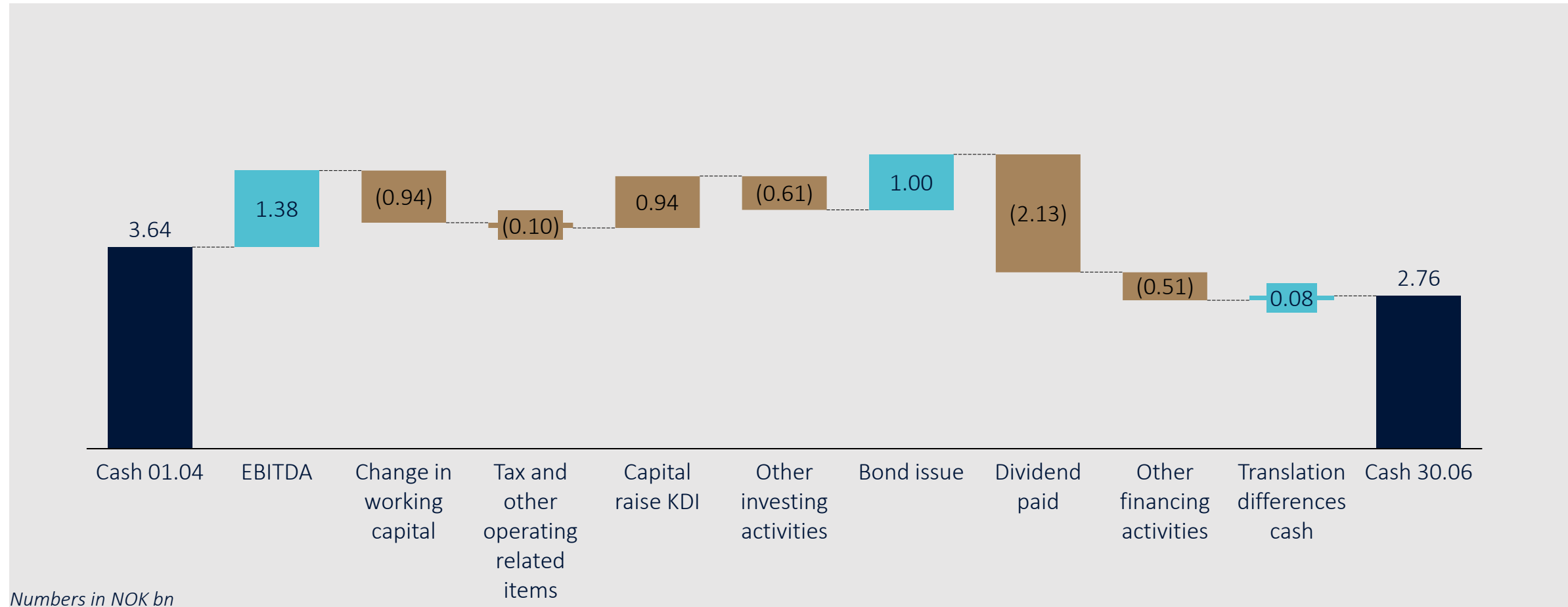






KONGSBERG

# Cash flow development 1.4 - 30.6

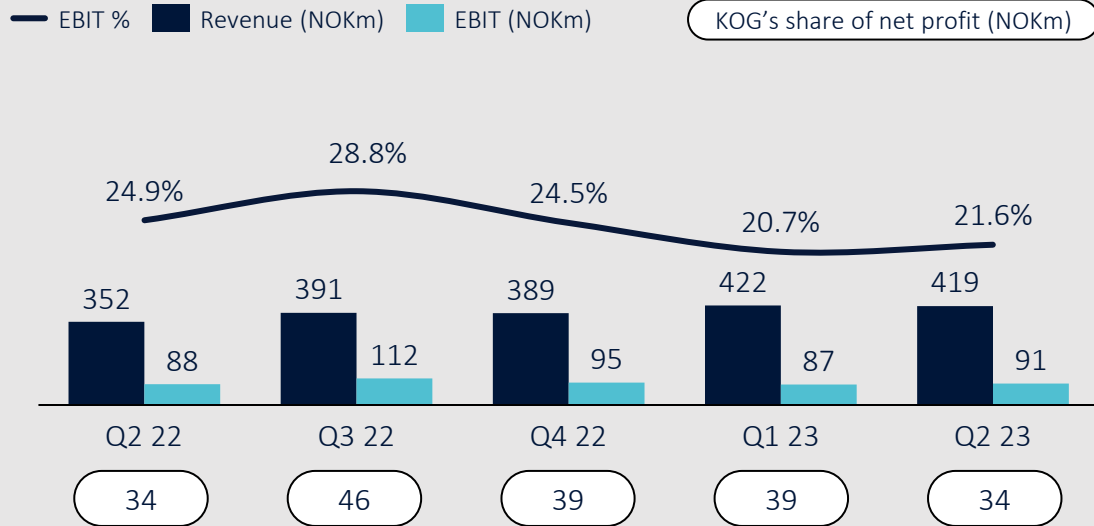




KONGSBERG

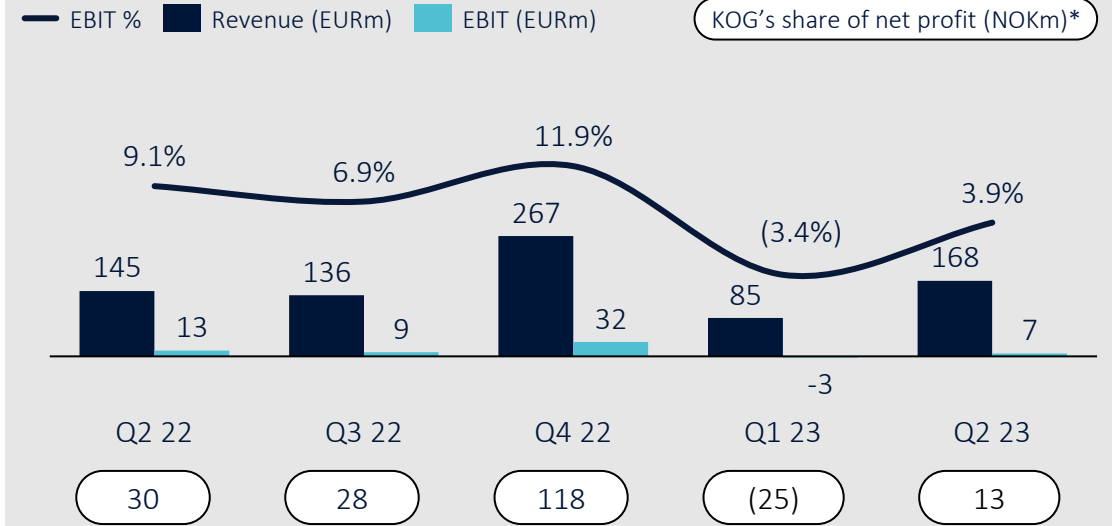
# Associated companies

## KSAT



NOK 5.8bn in order backlog end of Q2 23

## Patria



\*Share of net income from Patria is recognized as follows during the quarters: Q1: Jan-Feb, Q2: Mar-May, Q3: Jun-Aug and Q4: Sep-Dec. Quarterly split of revenues and EBIT are presented with the corresponding periodization.

EUR 1.8bn in order backlog



KONGSBERG

# Outlook

## Kongsberg Defence & Aerospace



- Record-high backlog secures growth in 2023 and beyond
- Ongoing marketing, tendering and negotiations related to multiple missile programs
- Building capacity for the future

## Kongsberg Maritime



- Green shift and increased regulation will drive performance
- Continued high activity in aftermarket
- Current backlog secures growth in 2023

## Kongsberg Digital



- Continued increase in recurring revenues
- Majority stake in FutureOn cements leading position
- Shell Ventures and Idékapital will contribute to accelerated growth

## Kongsberg Discovery



- Strong positions and solid demand from areas such as fishery, marine research operations, energy, security and surveillance
- Current backlog secures growth in 2023

Solid balance sheet and NOK 68.1bn in order backlog, whereof more than NOK 16bn is for delivery in remaining 2023





KONGSBERG

# KONGSBERG – Pro**tech**ting people and planet

From deep sea to outer space