

Investor presentation Q3 2023



KONGSBERG

Protechting people and planet

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The world is changing, so are we

Continue – Exploit - Execute



Highlights

- Continued growth across all business areas
 - Business area growth ranging from 21% to 41%
- Investing for further growth
- NOK 16bn Coastal Defence System order from Poland
- Strong exposure towards current major trends
 - Sustainability, security and digitalization

Order intake

NOK
11.34bn

Revenue

NOK
9.98bn

EBIT

NOK
1.27bn

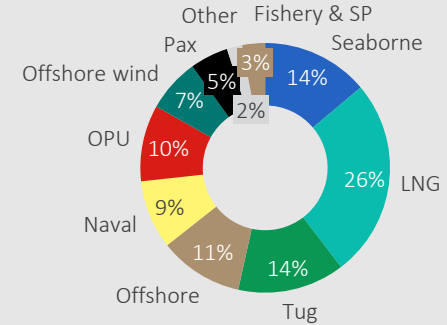


Business update | Kongsberg Maritime

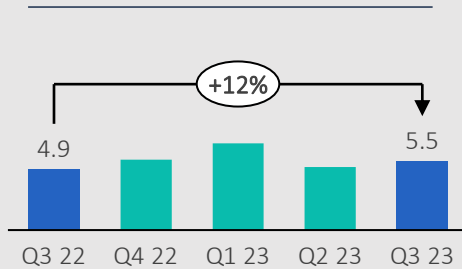
- NOK 5.5bn order intake and 1.21 book/bill
- Main drivers were Seaborne and LNG-carrier segments
- Another strong aftermarket quarter, accelerated by increased regulation and demand for emission reducing solutions



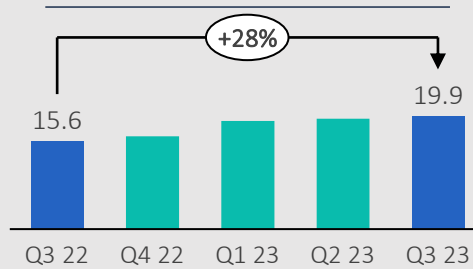
New build order intake (YTD)



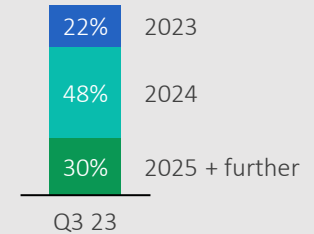
Order intake (NOK bn)



Order backlog (NOK bn)



Order backlog distribution



Business update | Kongsberg Defence & Aerospace

- NOK 4.64bn order intake and book/bill 1.28
- Increased weapon station deliveries
 - CROWS largest program in Q3
- Record-high NOK 45.7 bn order backlog

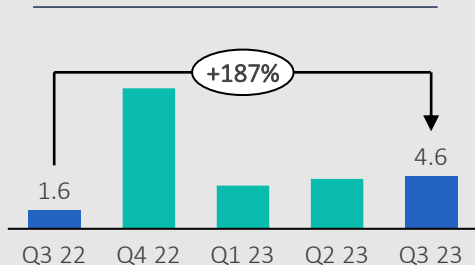


Major contracts signed

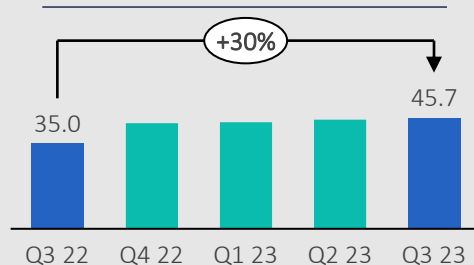
Several significant orders secured in the quarter, among others:

- F-35 components to Lockheed Martin - NOK 1.2 bn
- CROWS to US Army - NOK 1.0 bn
- C-UAS to International UK Fund for Ukraine NOK 0.75 bn

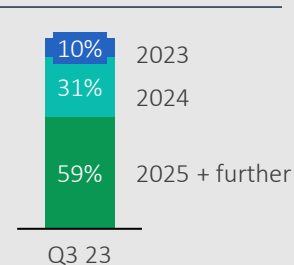
Order intake (NOK bn)



Order backlog (NOK bn)



Order backlog distribution

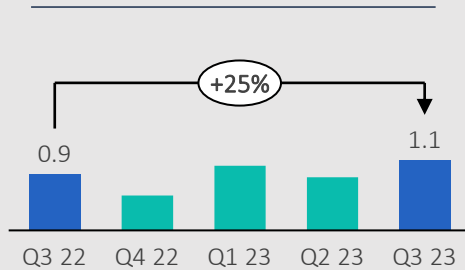


Business update | Kongsberg Discovery

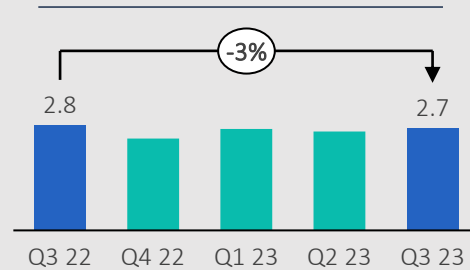
- NOK 1.1 bn order intake and 1.19 book/bill
- Largest contributor was Ocean Technologies
- Signed several substantial contracts within research segment
- Strong opportunities ahead in markets such as energy, fisheries, research, security and surveillance



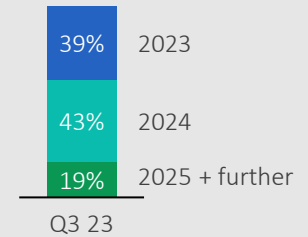
Order intake (NOK bn)



Order backlog (NOK bn)

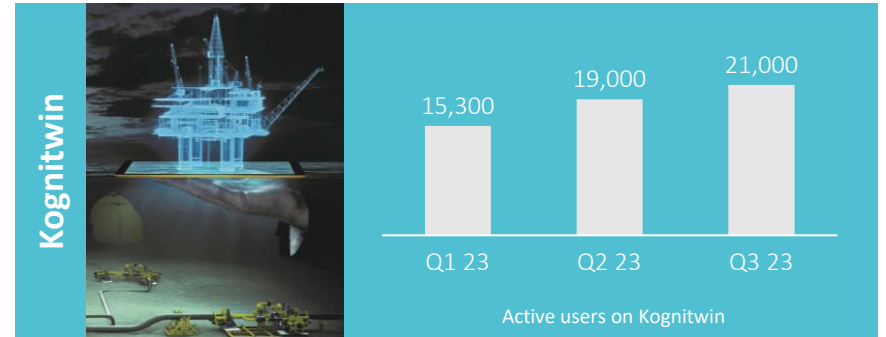
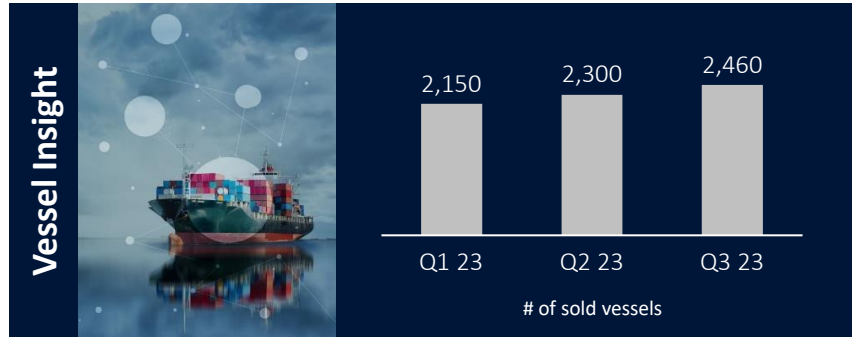


Order backlog distribution



Business update | Kongsberg Digital

- Continued roll-out of digital twins and onboarding of new users on existing solutions
- >30 digital twins in operation
- Largest Vessel Insight customer expands agreement



Financial status

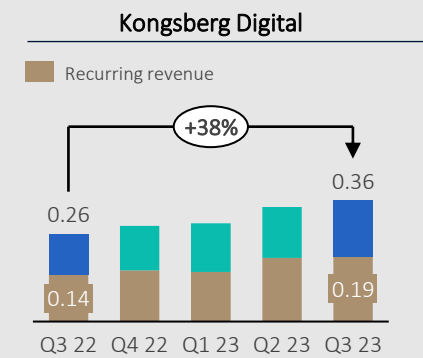
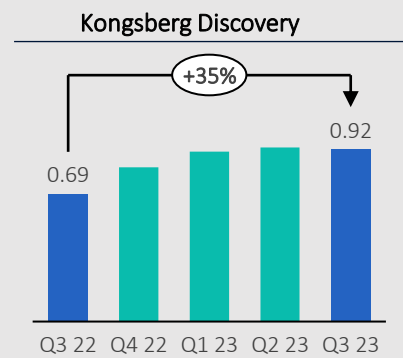
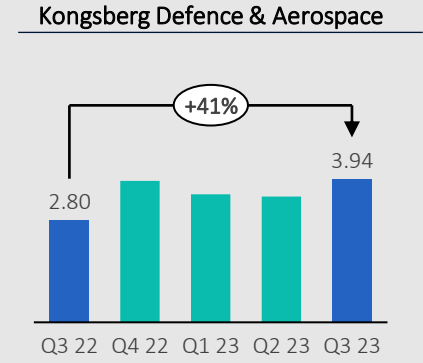
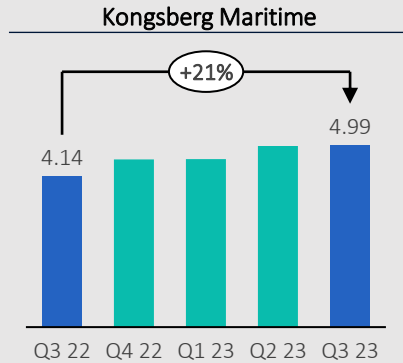
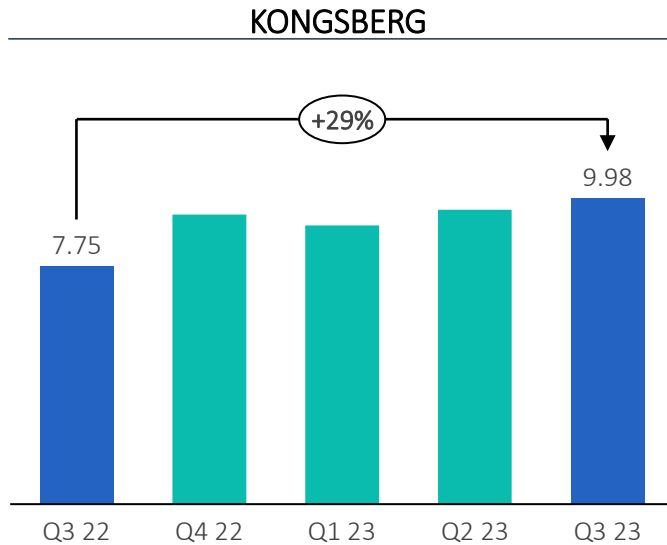
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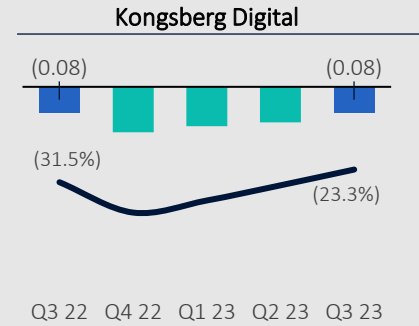
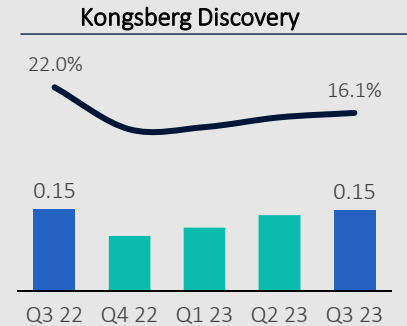
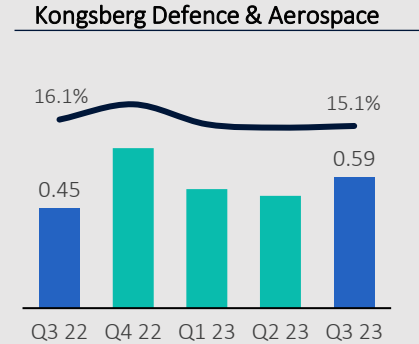
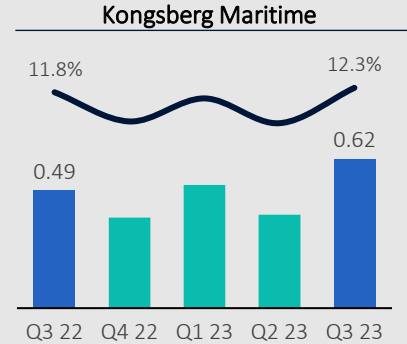
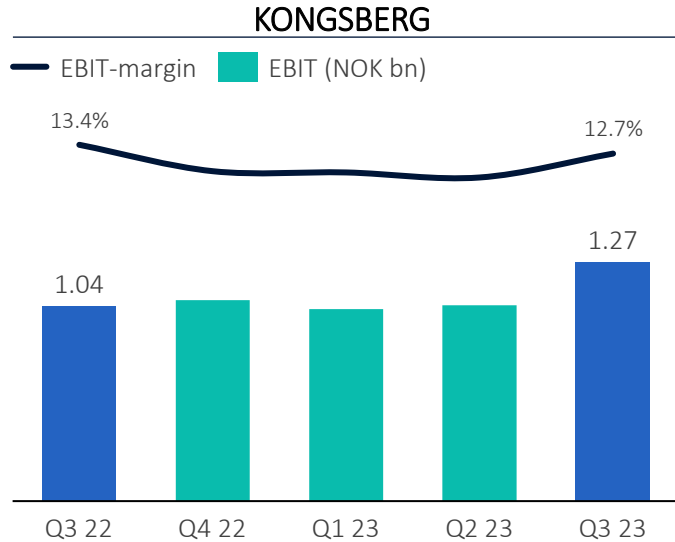
Revenue

(NOK bn)

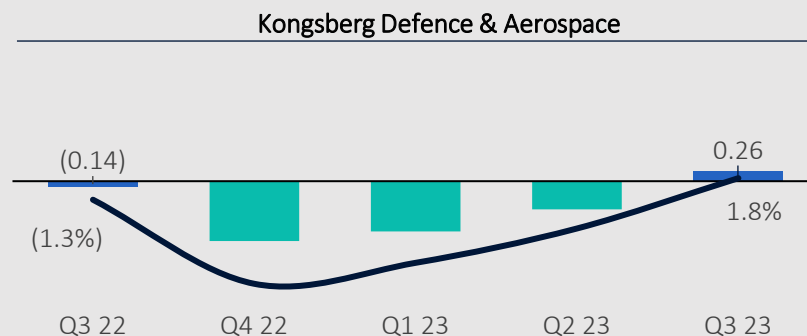
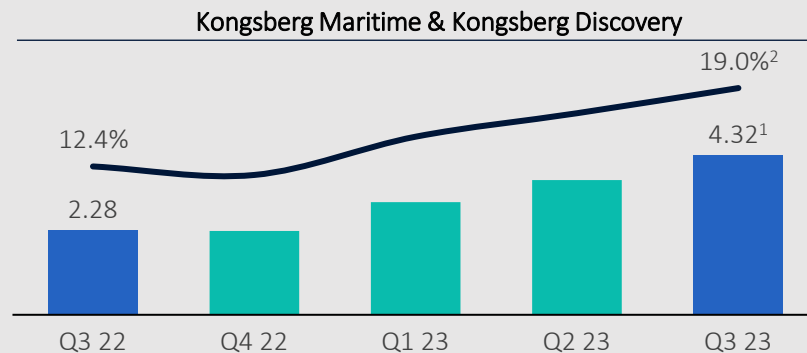
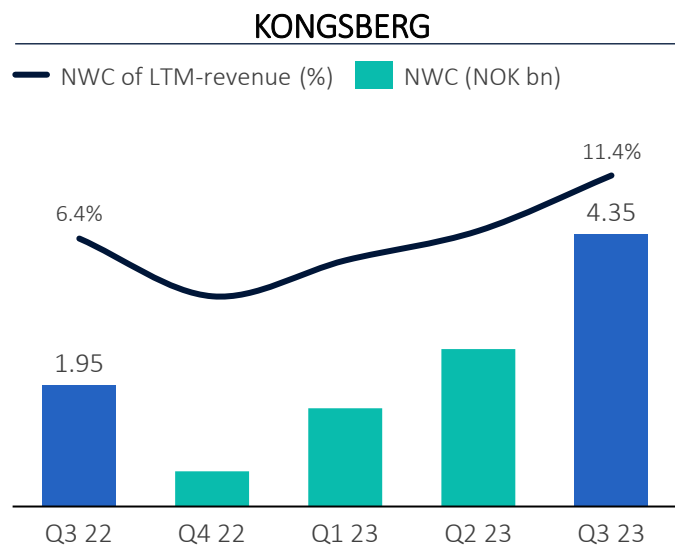


EBIT and EBIT-margin

(NOK bn, %)

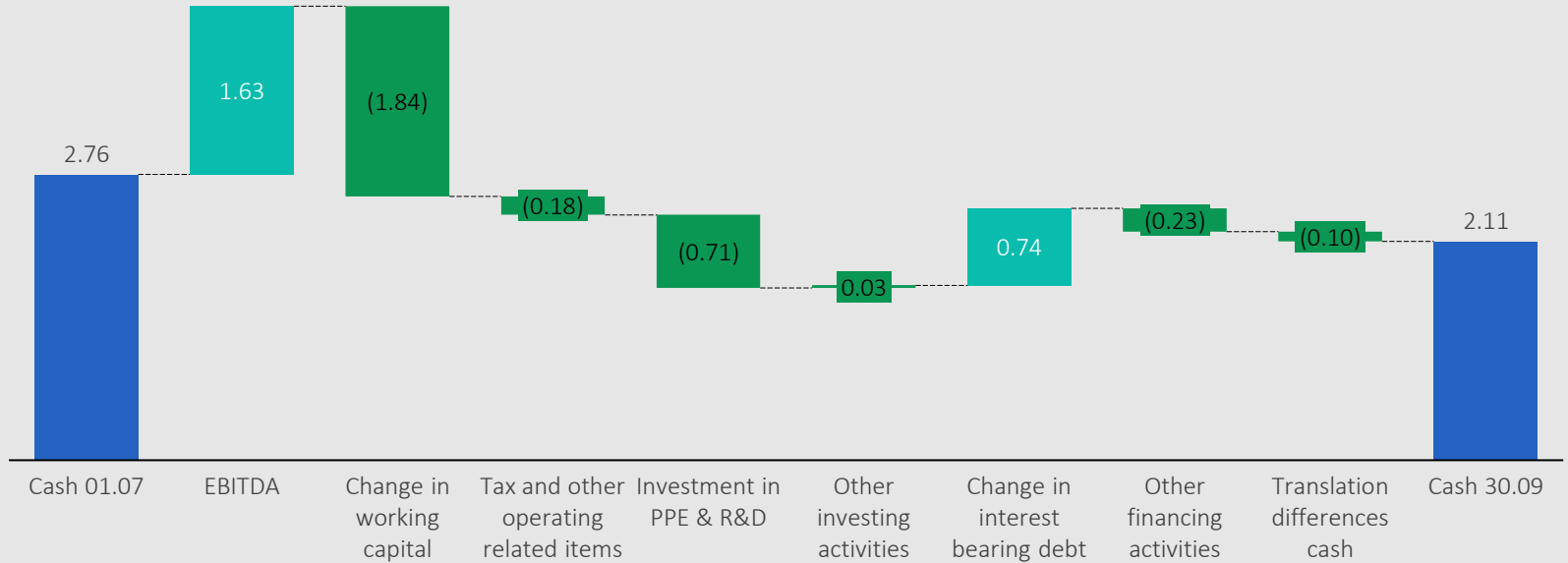


Net working capital



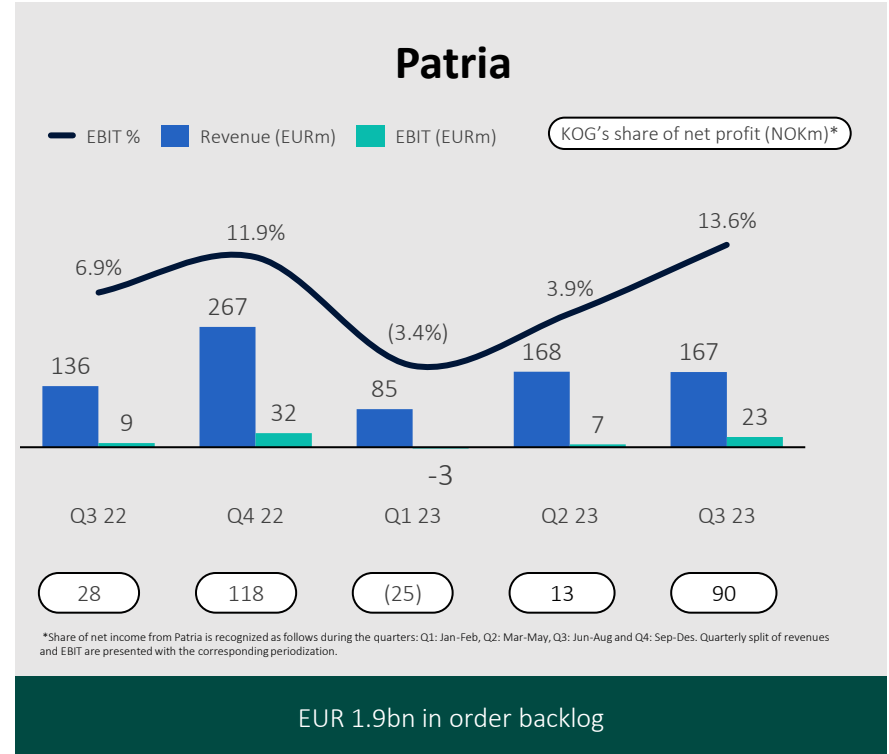
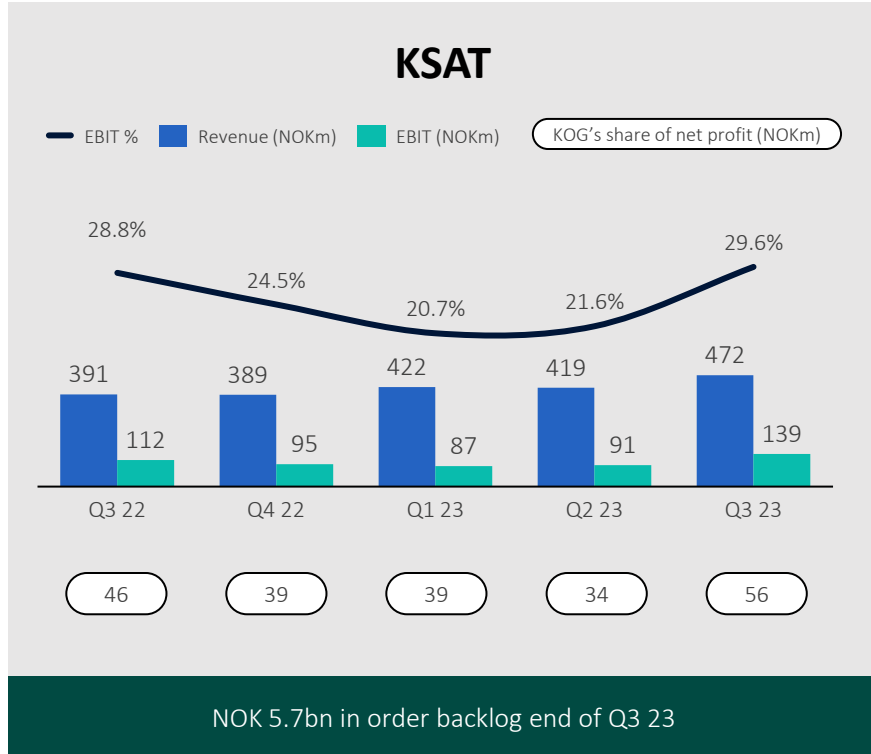
1) NOK 2.5bn and NOK 1.8bn in NWC for Kongsberg Maritime and Kongsberg Discovery respectively
 2) 13.2% and 49.9% for Kongsberg Maritime and Kongsberg Discovery respectively

Cash flow development 1.7 - 30.9



Numbers in NOK bn

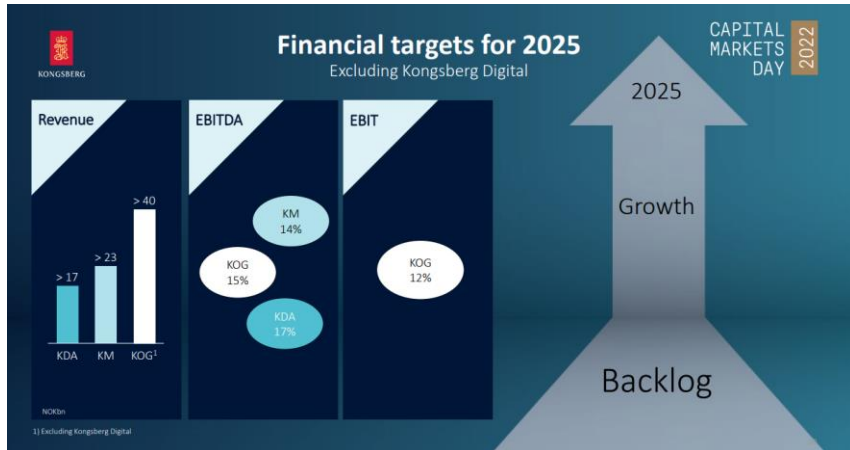
Associated companies



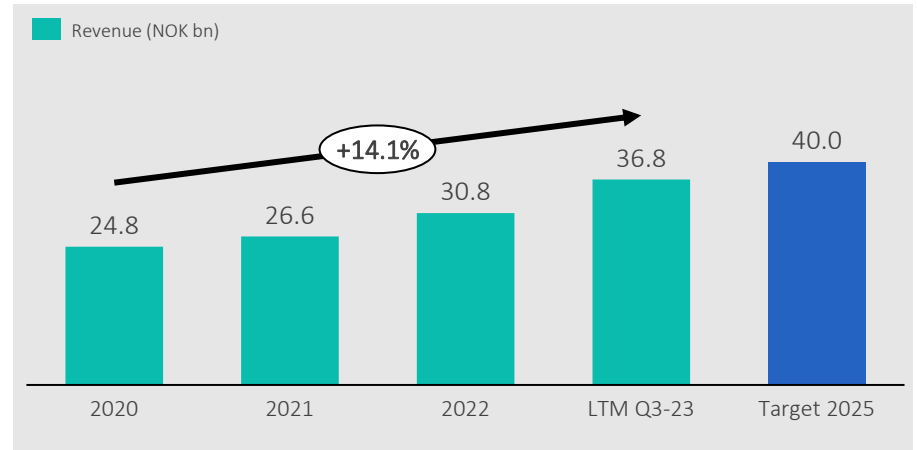
All numbers excluding Kongsberg Digital

2025 Targets

From Capital Markets Day 2022:



Revenue development



Outlook



- Record-high backlog secures growth in 2023 and beyond
- Ongoing marketing, tendering and negotiations related to multiple programs
- Continued focus on building capacity for the future



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



- Solid demand from areas such as fishery, marine research operations, energy, security and surveillance
- Continued growth expected based on solid backlog and strong positions in growing markets



- Continued increase in recurring revenues
- High sales activity and strong demand
- Investing in development and rollout

Solid balance sheet and NOK 69.2bn in order backlog, whereof more than NOK 10.5bn is for delivery in remaining 2023

An aerial, wide-angle view of a coastal region. On the left, several large offshore oil rigs are visible in the water. In the center, a row of wind turbines stands in the sea. To the right, a small island or peninsula features a lighthouse, a ship, and other structures. The foreground shows a blue boat on the water and a jet flying in the sky, releasing a missile. The background shows rolling hills and mountains under a clear sky.

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Pro**tech**ting people and planet

From deep sea to outer space