

Investor presentation Q1 2024



KONGSBERG

Protechtning people and planet

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Mette Toft Bjørgen, EVP & Group CFO

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

Quarterly highlights

- Continued growth across all business areas
 - Ranging from 16% to 40%
- High market activity throughout the company
 - Book/bill >1 in all business areas
 - Strong positions driven by major trends related to sustainability and security
- NOK 90.2bn record-high order backlog
- New long term defence plan proposed in Norway

Order intake

**NOK
12.7bn**

Revenue

**NOK
11.5bn**

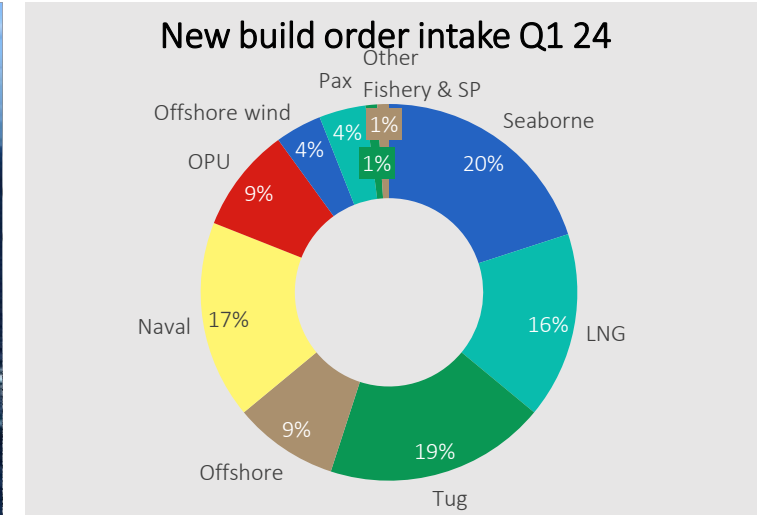
EBIT

**NOK
1.5bn**

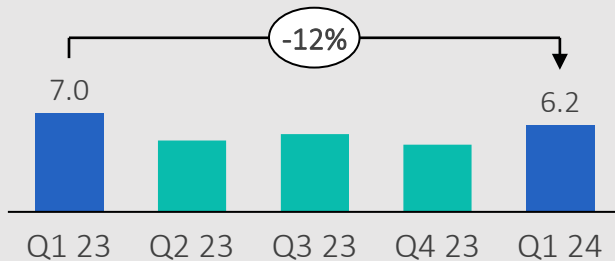


Business update | Kongsberg Maritime

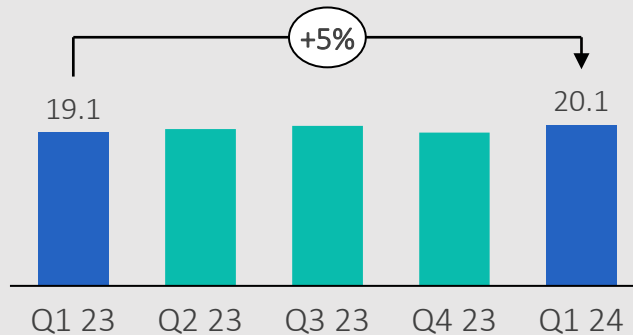
- NOK 6.2bn order intake and 1.14 book/bill
- Diversified distribution of new orders
- High aftermarket activity – driven by upgrades and re-activation of vessels
- Regulations and increased fleet age fuels demand



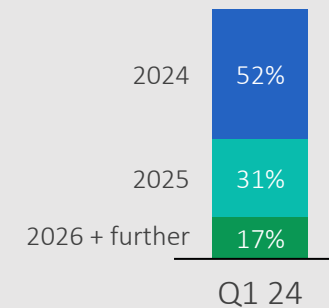
Order intake (NOK bn)



Order backlog (NOK bn)



Order backlog distribution



Business update | Kongsberg Defence & Aerospace

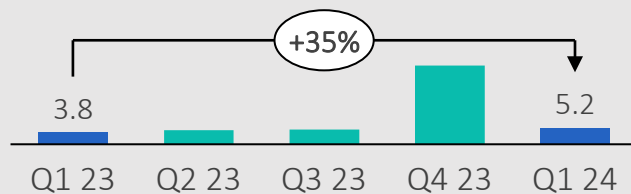
- NOK 5.2bn order intake and book/bill 1.06
- NOK 65.7bn record-high order backlog
- Continued global tension highlights importance of security



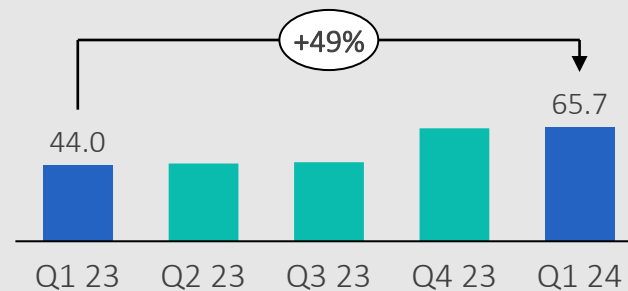
Major orders secured in the quarter:

- BNOK 1.4 NASAMS-contract with Norwegian Defence Materiel Agency
- BNOK 1.2 PROTECTOR RWS-contract with Patria for delivery to Sweden and Finland

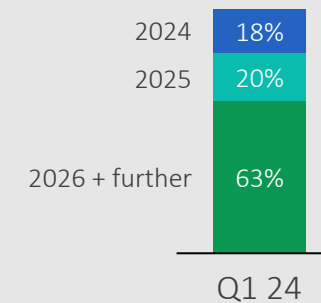
Order intake (NOK bn)



Order backlog (NOK bn)



Order backlog distribution

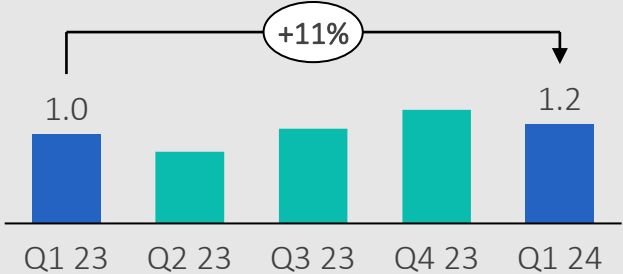


Business update | Kongsberg Discovery

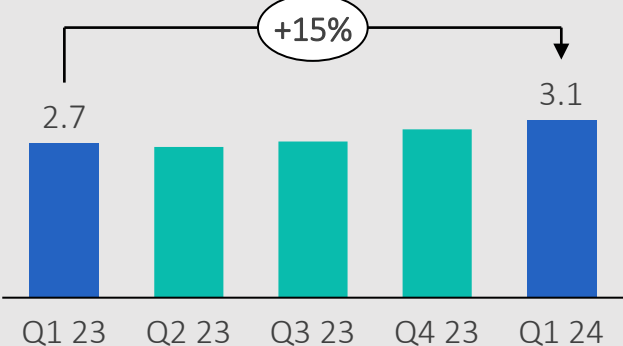
- NOK 1.2bn order intake and 1.10 book/bill
- Strong demand for advanced sensors
 - Mapping and positioning systems drove growth in Q1
- HUGIN Endurance delivered to customer



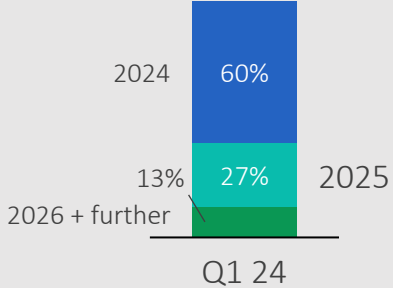
Order intake (NOK bn)



Order backlog (NOK bn)

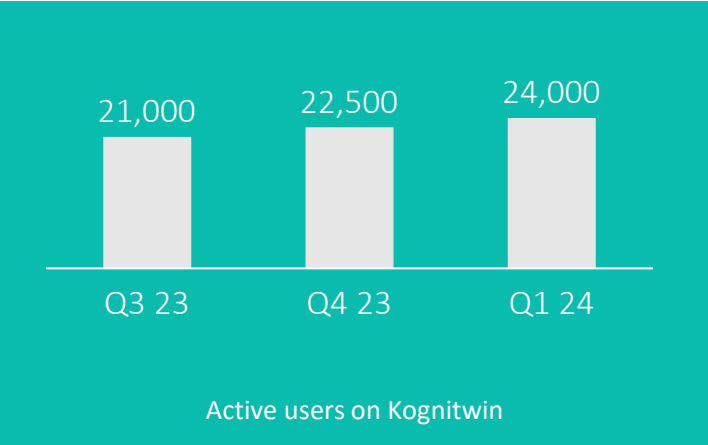
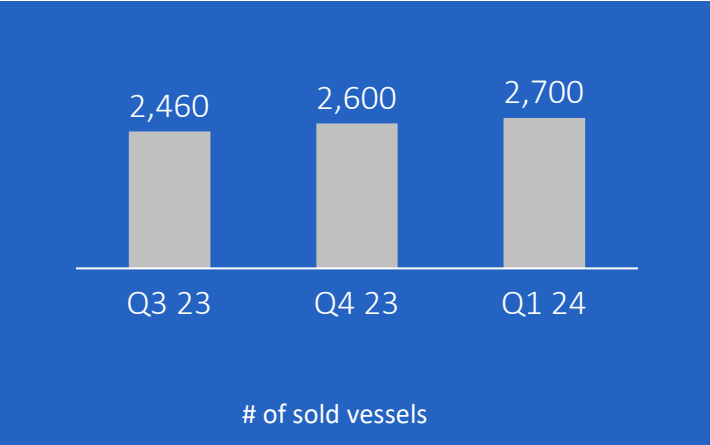


Order backlog distribution



Business update | Kongsberg Digital

- Continued roll-out of digital twins and onboarding of new users on existing solutions
- 44 digital twins in operation
- Vessel Insight sold to various segments





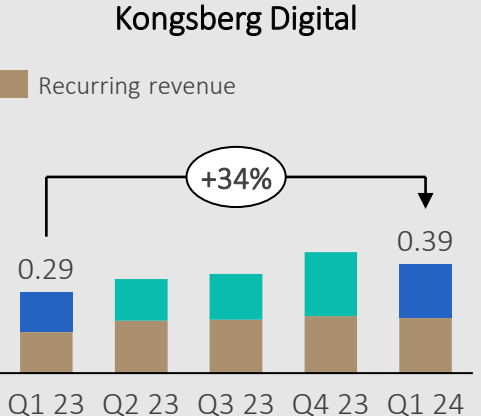
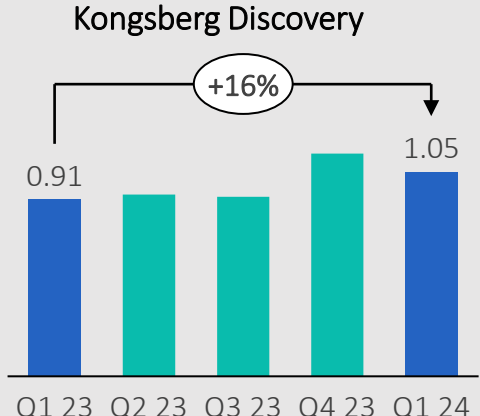
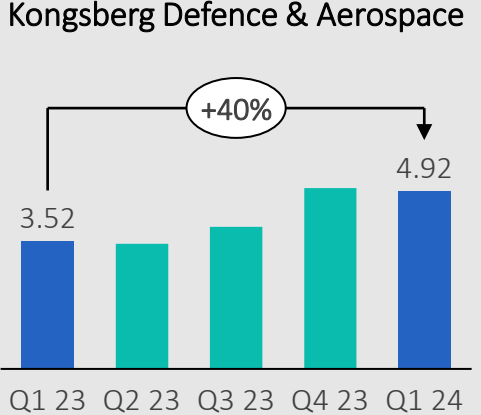
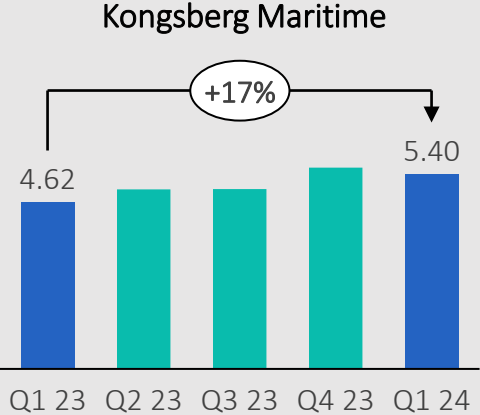
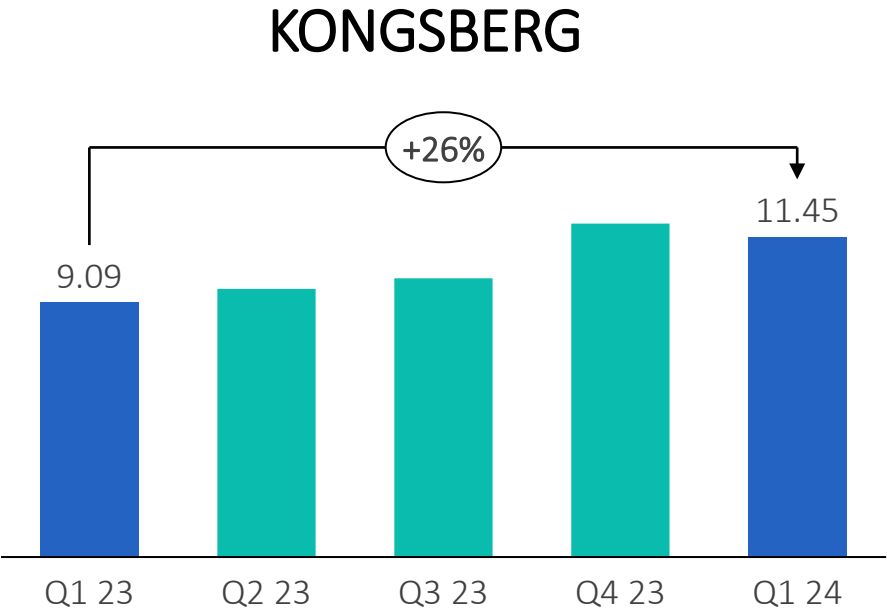
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Financial status

Mette Toft Bjørgen, EVP & Group CFO

Revenue

(NOK bn)

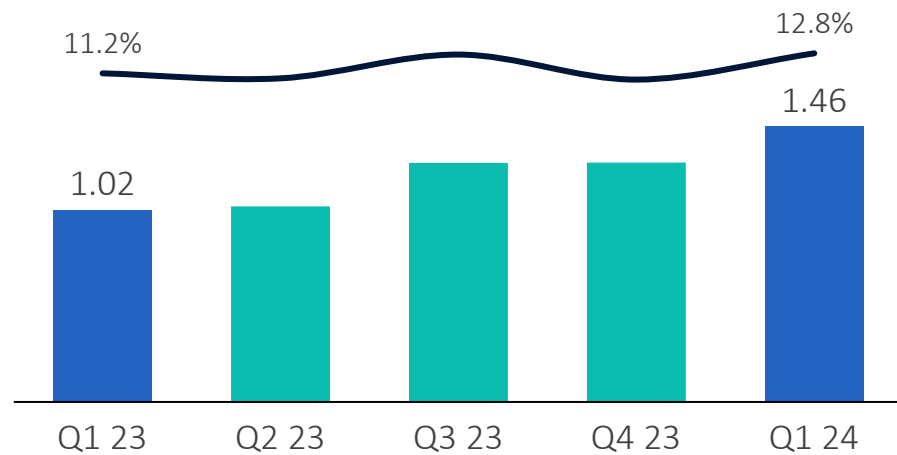


EBIT and EBIT-margin

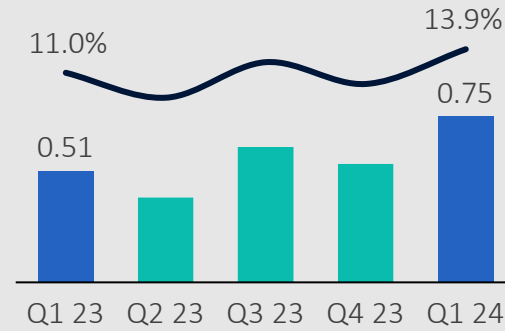
(NOK bn, %)

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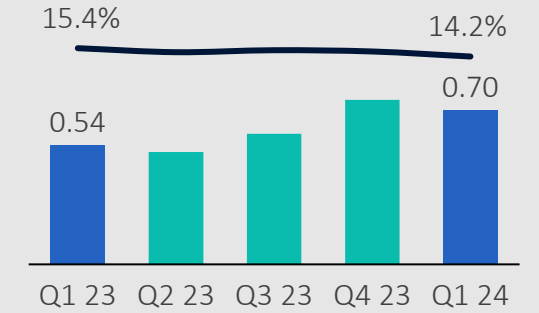
— EBIT-margin ■ EBIT (NOK bn)



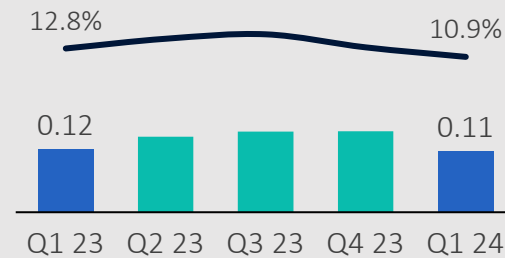
Kongsberg Maritime



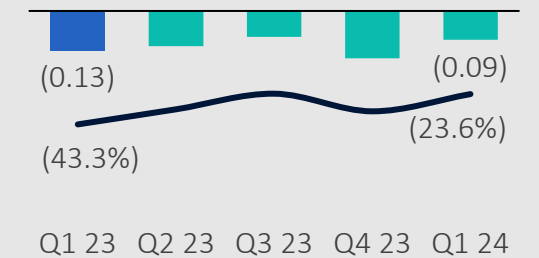
Kongsberg Defence & Aerospace



Kongsberg Discovery



Kongsberg Digital

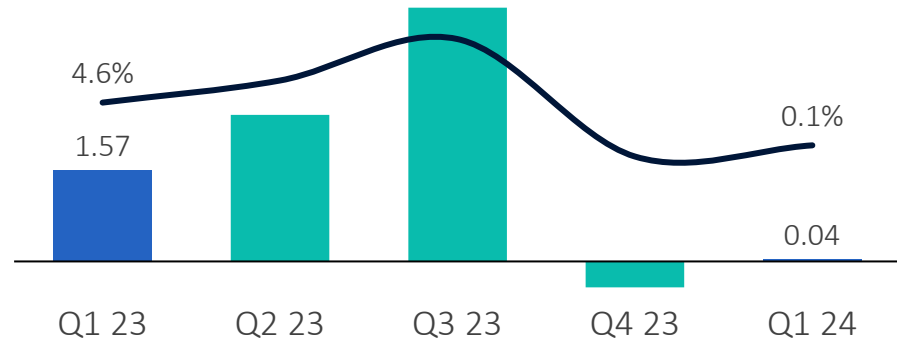


Net working capital

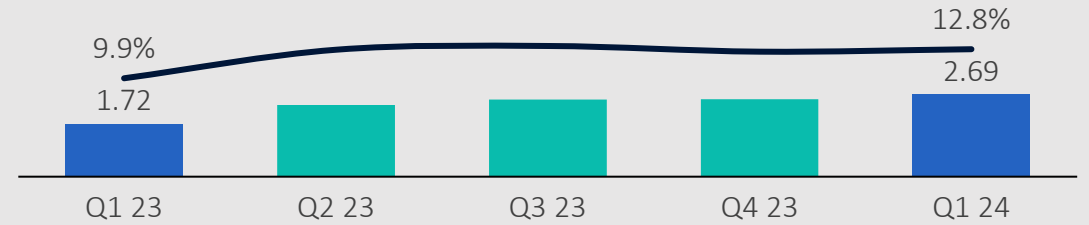
(NOK bn, %)

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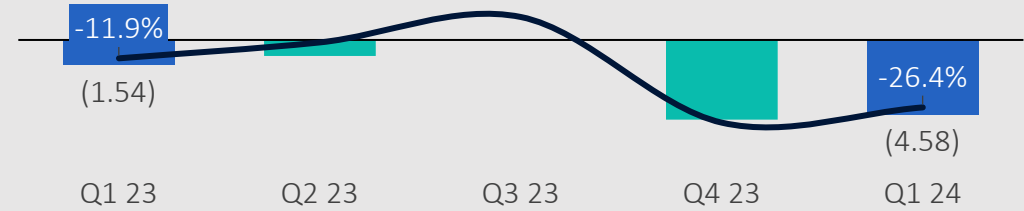
— NWC of LTM-revenue (%) ■ NWC (NOK bn)



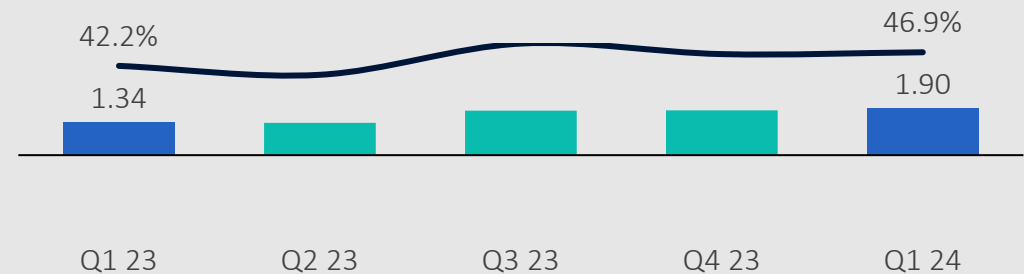
Kongsberg Maritime



Kongsberg Defence & Aerospace

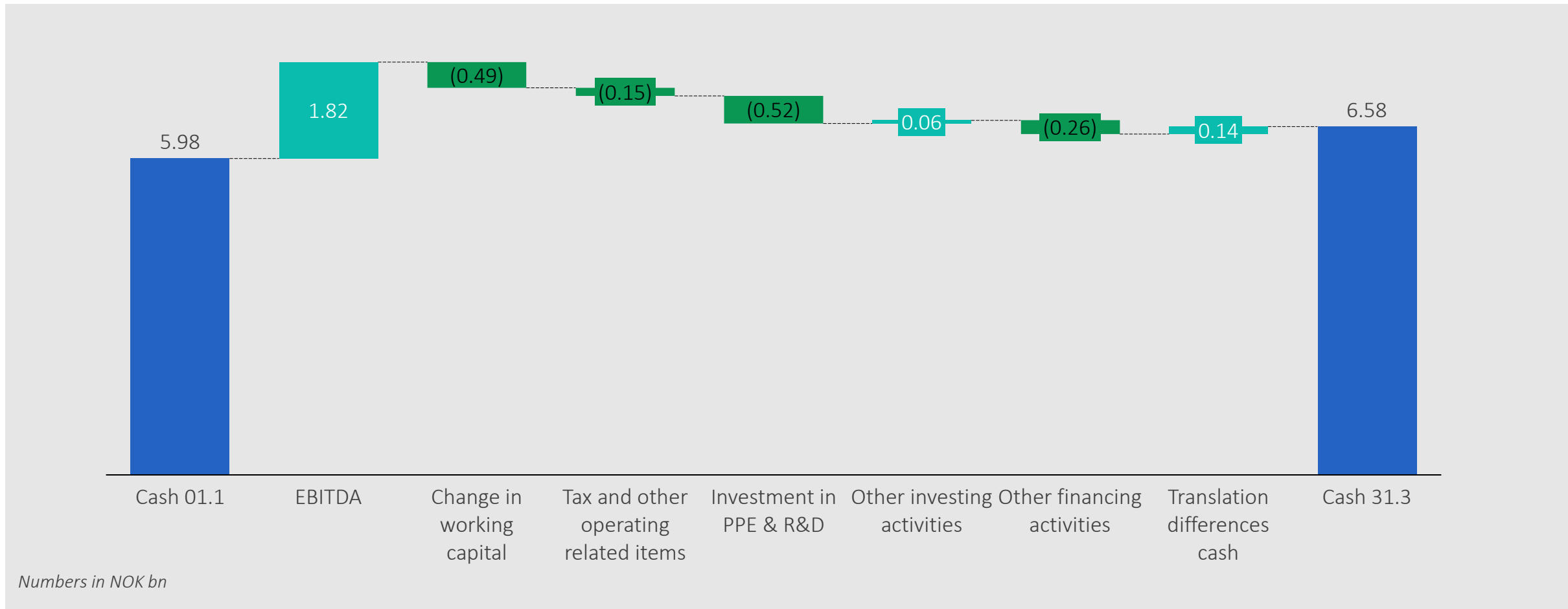


Kongsberg Discovery



Cash flow development 1.1 - 31.3

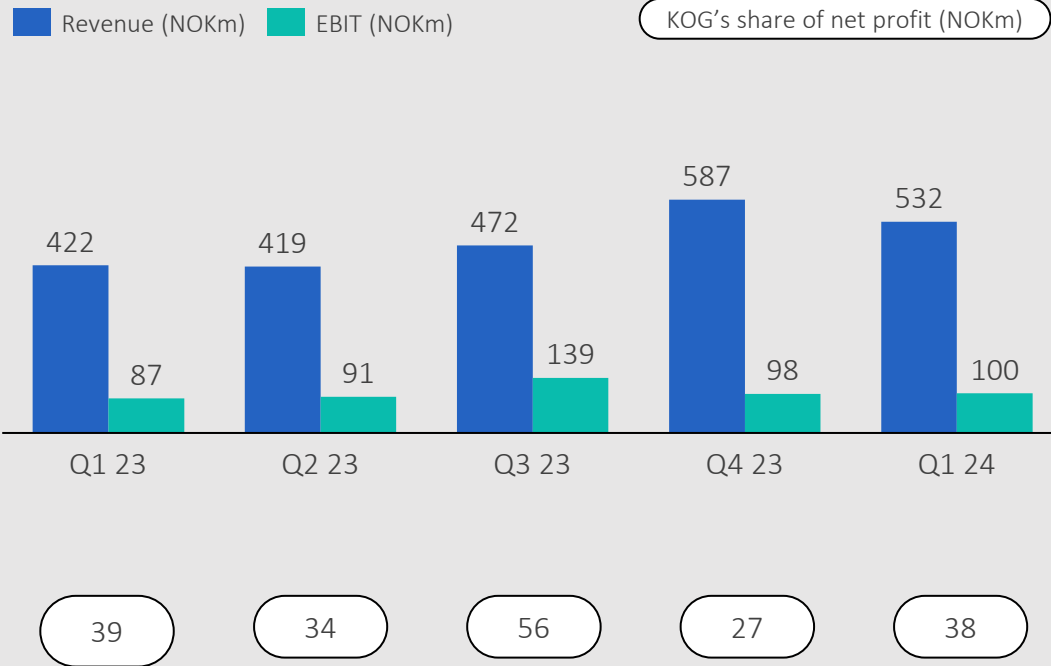
(NOK bn)



Numbers in NOK bn

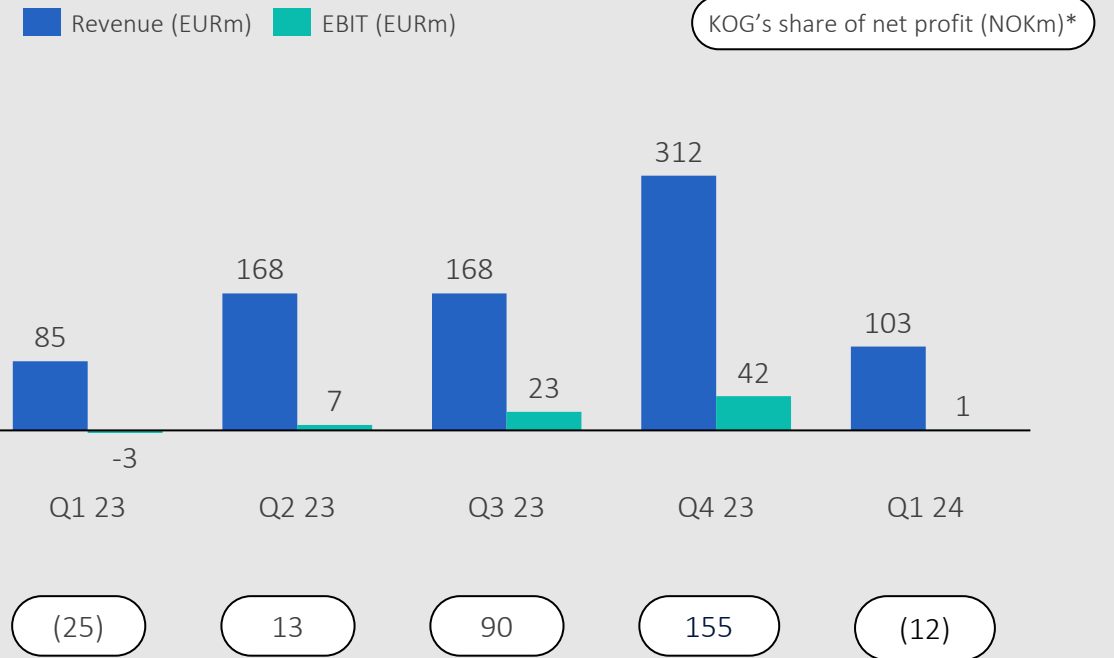
Associated companies

Kongsberg Satellite Services



NOK 5.7bn in order backlog

Patria



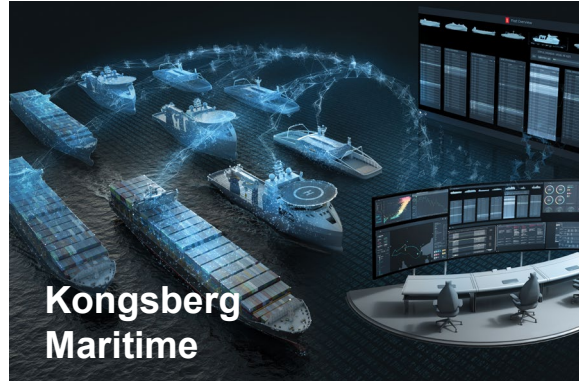
*Share of net income from Patria is recognized as follows during the quarters: Q1: Jan-Feb, Q2: Mar-May, Q3: Jun-Aug and Q4: Sep-Dec. Quarterly split of revenues and EBIT are presented with the corresponding periodization.

EUR 2.1bn in order backlog

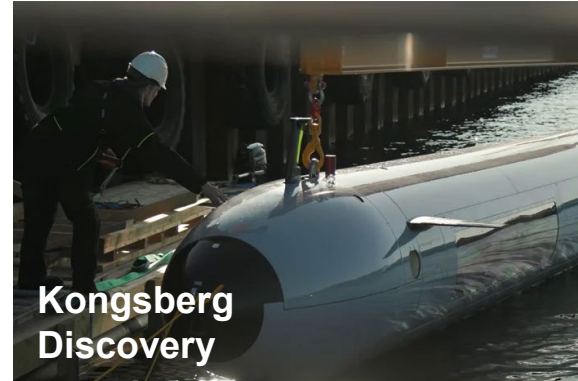
Outlook



- Ongoing marketing, tendering and negotiations related to multiple programs
- Building capacity for the future
- Strong demand for especially missiles and air defence



- Unique position towards the ongoing maritime transformation
- Continued high activity in aftermarket
- Record-high backlog



- Significant demand from areas such as fishery, marine research operations, energy, security and surveillance
- Solid backlog and strong positions in growing markets



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

Solid balance sheet and NOK 90.2bn in order backlog, whereof NOK 24.1bn is for delivery in 2024

Welcome to our Capital Markets Day 2024

KONGSBERG would like to invite you to our Capital Markets Day on Tuesday 4 June 2024 from 10:00 to 14:00

The event will take place in Kongsberg

Please register on www.Kongsberg.com by Friday 31 May



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