



KONGSBERG

CMD | 2019

KONGSBERG DIGITAL

24/09/2019

Hege Skryseth,
President Kongsberg Digital



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DISCLAIMER

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



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HIGHLIGHTS

*)

~ 0,8 BNOK

Revenue

21% YoY growth

73% YoY growth
order intake

~30%
Recurring
revenues



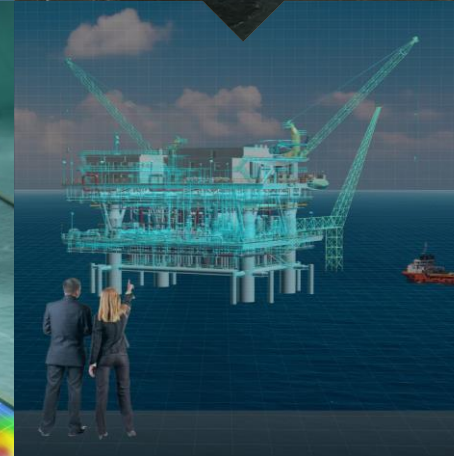
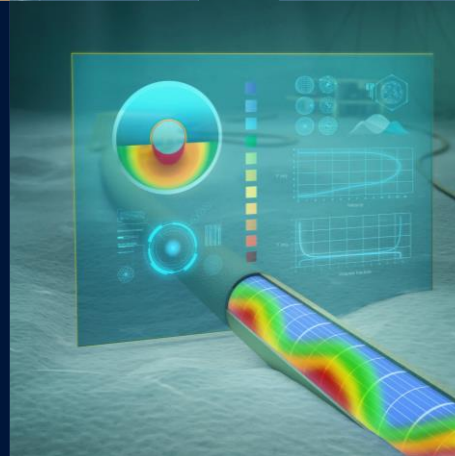
>530 Employees
300 developers with
scalable setup

95%

External revenue

~70% International
business

22%
of annual turnover in
R&D Investments



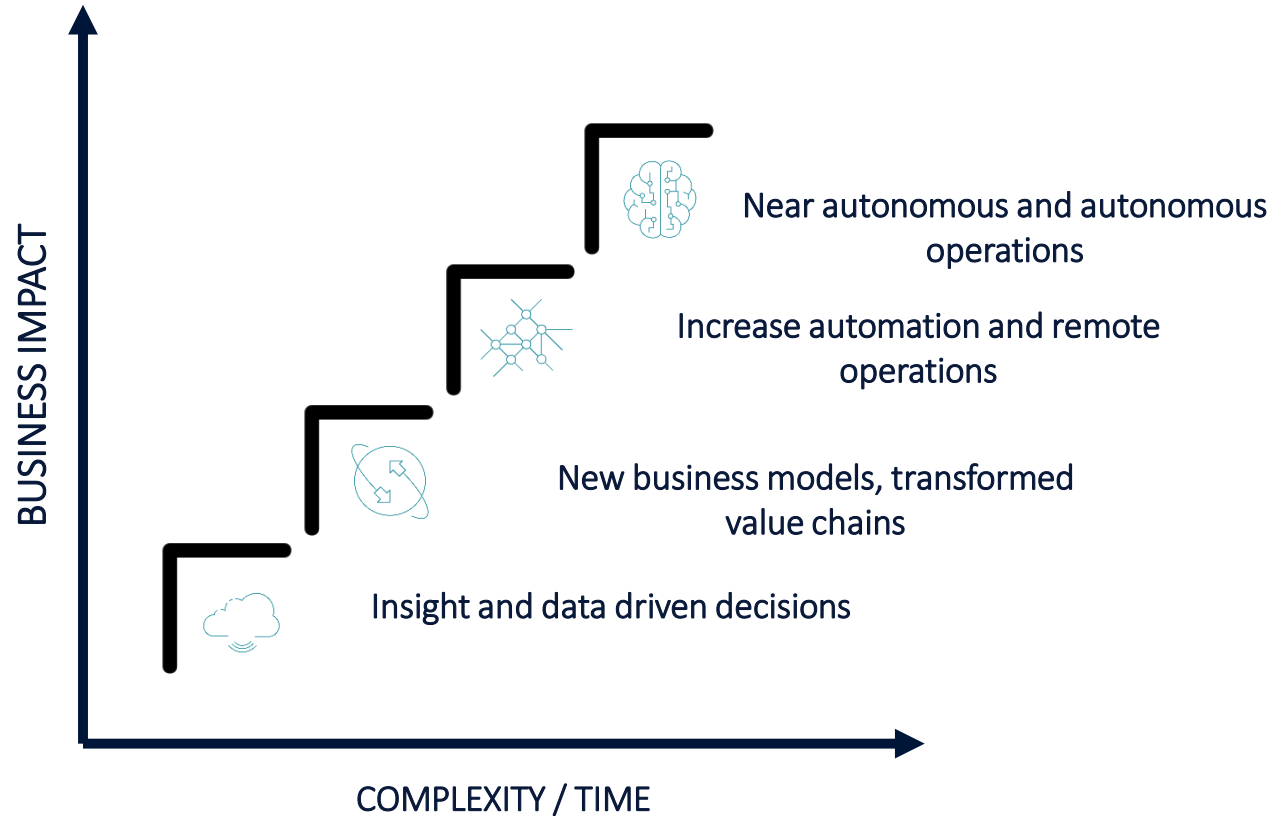
25
Nationalities



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THE JOURNEY TOWARDS INDUSTRIAL DIGITALIZATION

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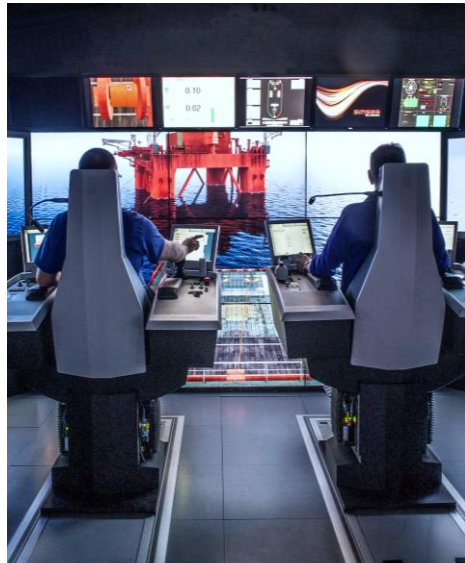
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OUR BUSINESS UNITS

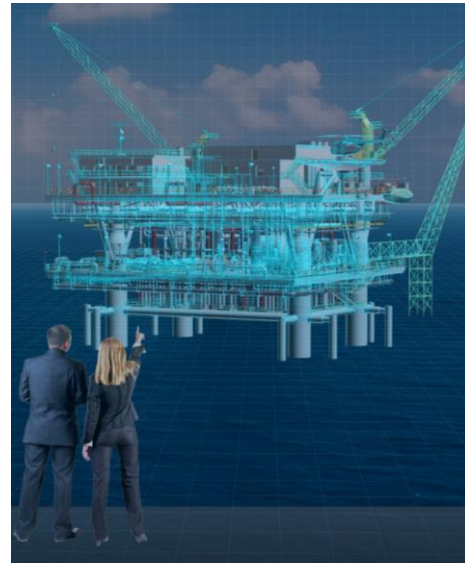
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MARITIME DIGITAL SOLUTIONS



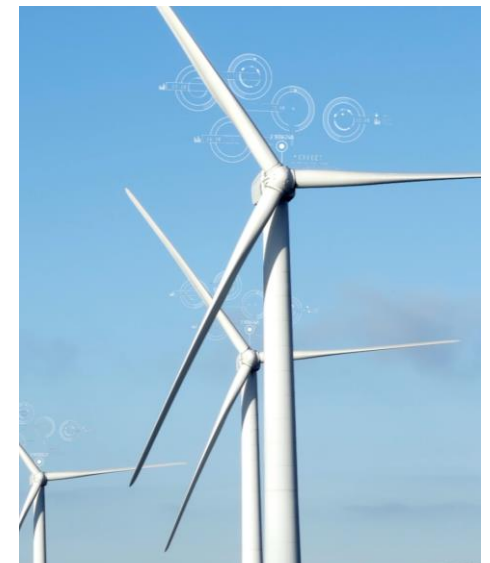
MARITIME SIMULATIONS



PRODUCTION DYNAMIC DIGITAL TWIN



DRILLING & WELLS



RENEWABLES & UTILITIES



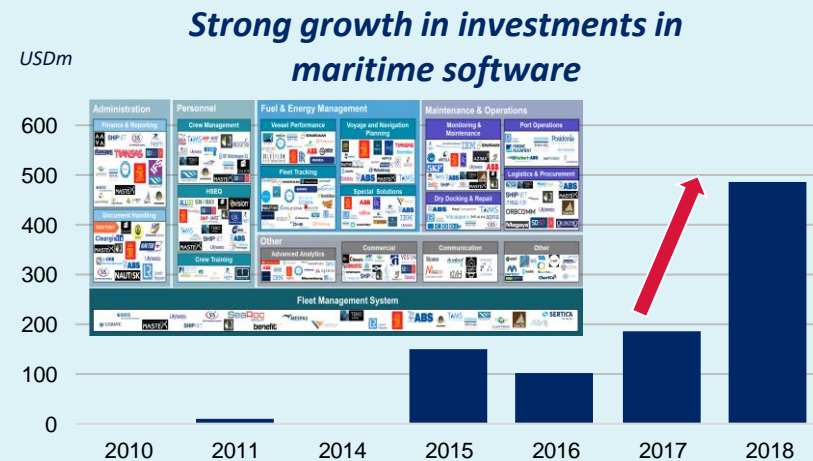
LAUNCH AT NOR-SHIPING 2019
Vessel Insight - The gateway to next generation shipping

THE MARITIME INDUSTRY IS ON THE DOORSTEP OF AN INDUSTRIAL DIGITAL TRANSFORMATION, DRIVEN BY SEVERAL UNDERLYING MARKET DRIVERS

Strong market drivers push the maritime sector towards digitalization...

- 1** High cost focus from low margin business
- 2** More accessible and attractive technology
- 3** New regulations on safety and environment

...demonstrated by record high investments in maritime applications





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>80% OF DATA GENERATED ON A MODERN SHIP RUNS THROUGH ITS AUTOMATION & CONTROL SYSTEM, WHERE KDI LEVERAGES KM'S UNIQUE POSITION

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Challenges

Lack of common data standards

All ships are unique

A huge amount of different equipment inside a ship

Expensive collecting sensor data



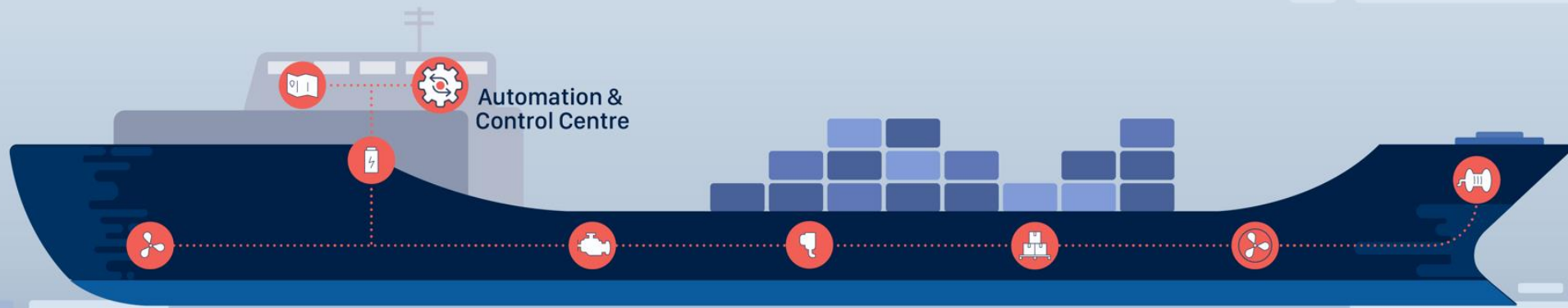
Solution

AUTOMATION & CONTROL SYSTEM

~80% of the data runs through its automation system which structures the data



KONGSBERG is a market leader within automation & control systems, with a **20% global market share**¹



1) 7,000 vessels



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KOGNIFAI MARITIME ECOSYSTEM

- An attractive value offering both to customers and partners

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CUSTOMER VALUE OFFERING

Capture and aggregate holistic quality data from their asset in a cost-efficient and secure way

Full ownership and control of data and able to share data with 3rd parties platforms and partners

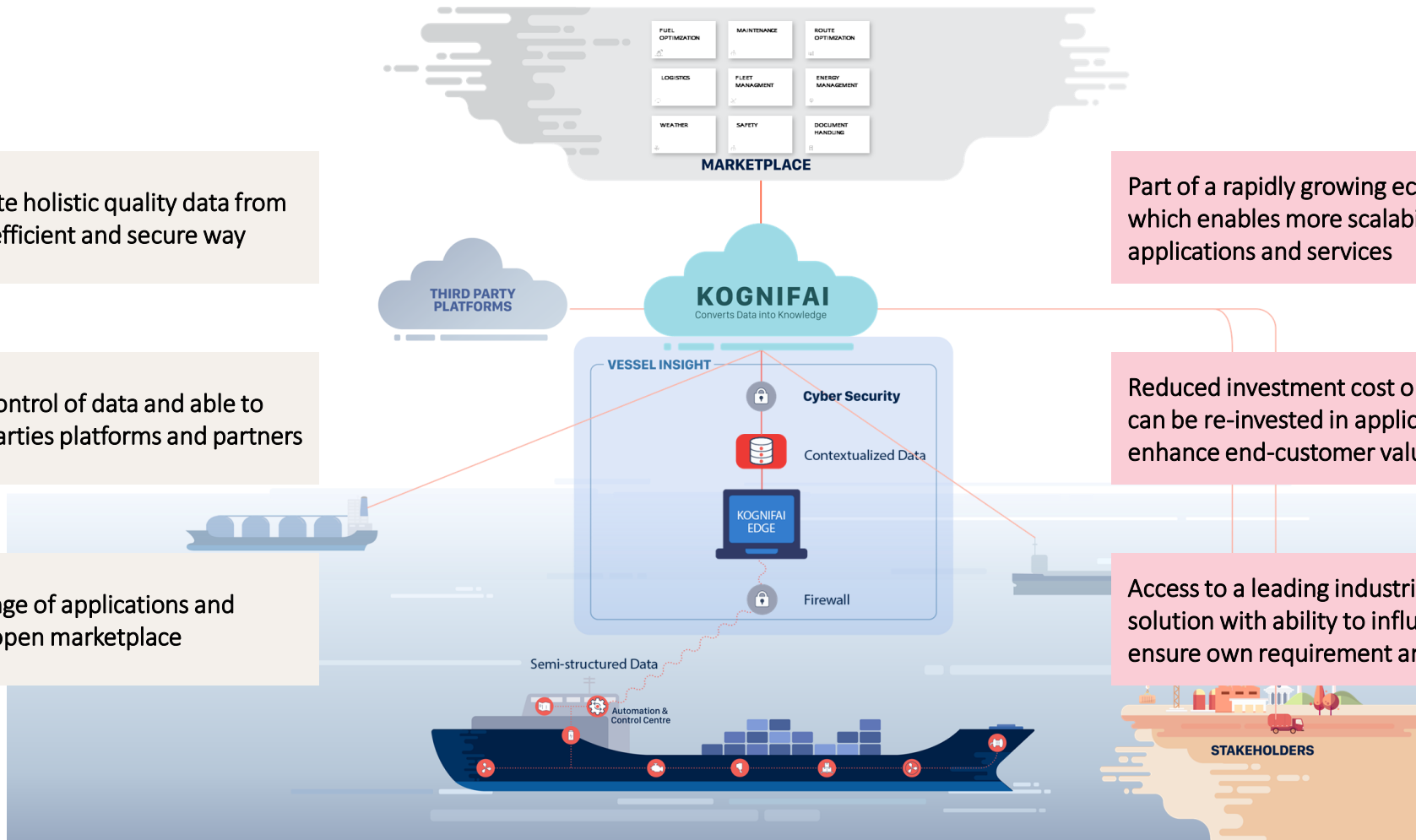
Access to a broad range of applications and services through an open marketplace

PARTNER VALUE OFFERING

Part of a rapidly growing ecosystem of customers which enables more scalability of own applications and services

Reduced investment cost on infrastructure that can be re-invested in applications and services to enhance end-customer value

Access to a leading industrial cloud and edge solution with ability to influence roadmap to ensure own requirements are covered



Not Replicated Time Series

Replicated Time Series

JantarMantar2

n17877-iot1-001

GENERIC

K-Chief 600

Actions

...

	Sensor Id ↕	Display Name ↕	Description ↕
Mark All <input type="checkbox"/>	Search...	Search...	Search...
<input type="checkbox"/>	C600.Tag.ME RPM	ME RPM	ME RPM
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<input type="checkbox"/>	C600.Tag.22HSA1000	22	CARGO TANK 1 VAPR LINE VALVE OPE
<input type="checkbox"/>	C600.Tag.22HSA2000	22	CARGO TANK 2 VAPR LINE VALVE OPE
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New entry

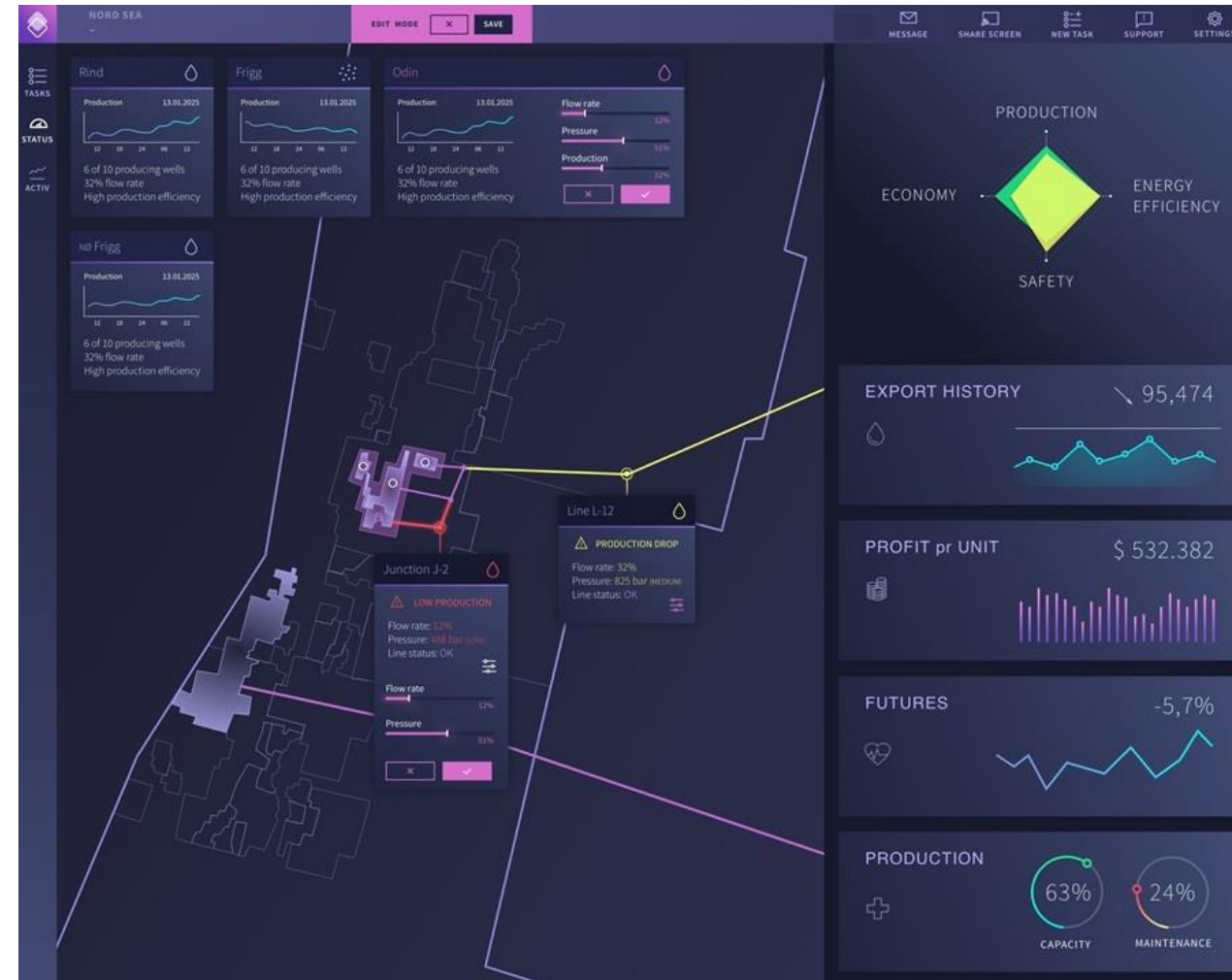


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KONGSBERG DYNAMIC DIGITAL TWIN

- Digital twins in its simplest form visualize assets and/or processes in 3D and 2D
- ... adding asset-related data to facilitate a single source for asset information and documentation
- ... adding real-time data, combined with high fidelity physical models enables improved planning, operations and maintenance activities
- ... layering on machine learning algorithms and combining those with high fidelity physics provides increased model accuracy and drives data-driven decision making
- ... automate decisions, and drive towards autonomy

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DYNAMIC DIGITAL TWINS

Key advantages

- Visibility and insight across disciplines and value chains – improved organizational productivity
- Real time virtual monitoring and work safety
- Predictive diagnostics – early diagnoses of any developing faults – predicting possible failures and prevent downtime
- Production optimization and energy efficiency
- Enable remote operations, increased automation and autonomy



Home Viewpoints Visibility Warnings Measurement

View

Rendering

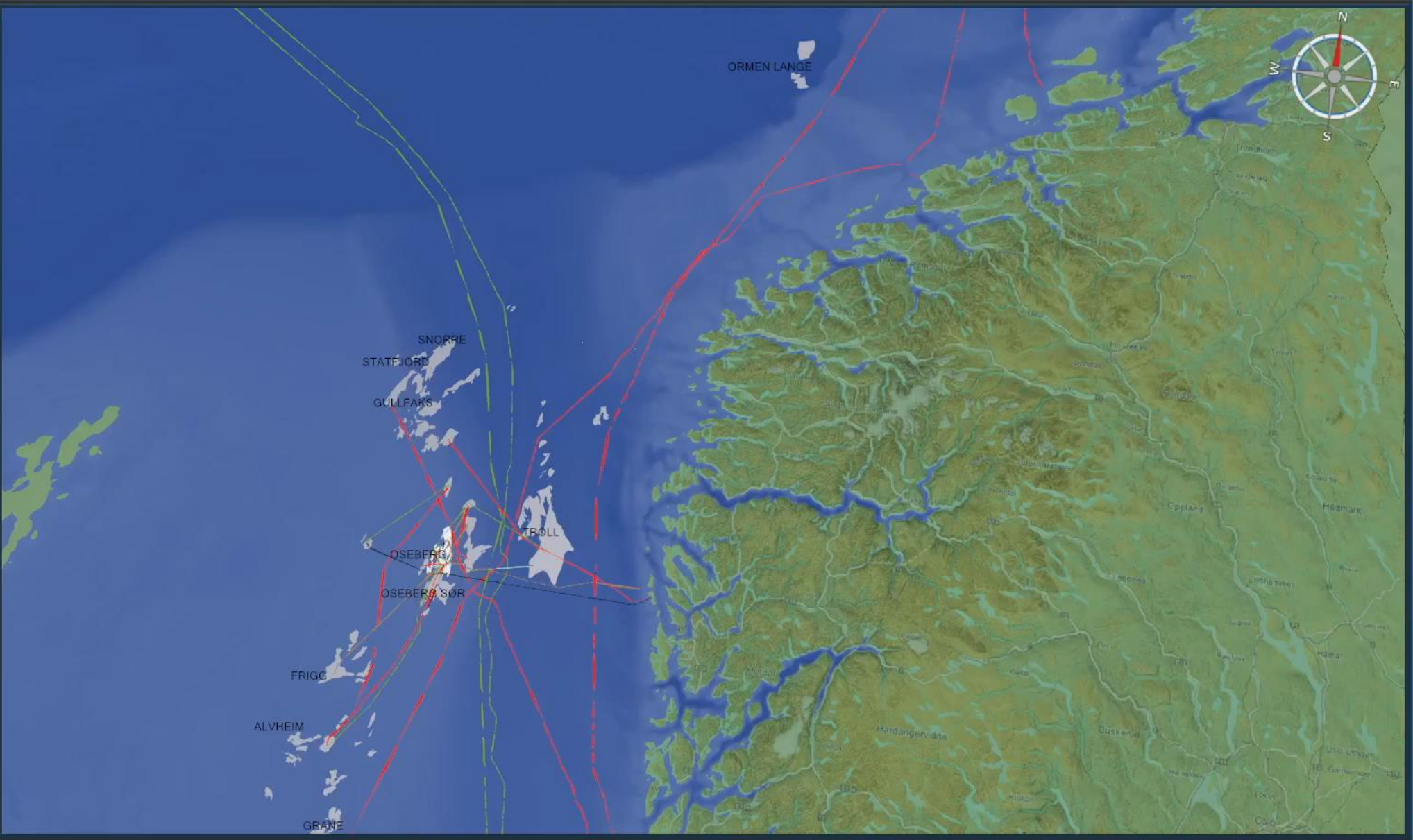
System

Solid Black & White Glass Platform Save Fullscreen Tree View UTM Tooltip Shadows Lighting

Tree View

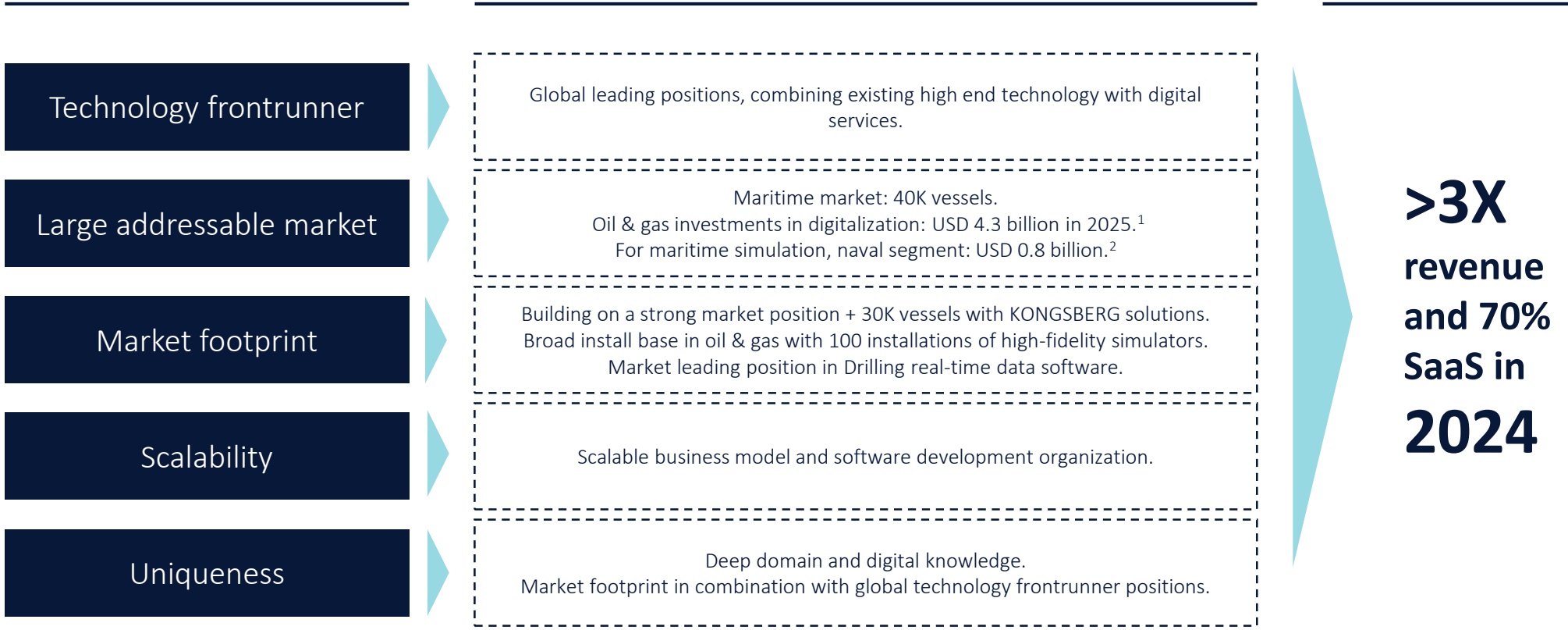
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 - Terrain NPD Map
 - Terrain Norway Map
 - Ocean
 - Statoil Oseberg H Video





KEY DIFFERENTIATORS



¹ McKinsey & Company, Accuray Research Analysis

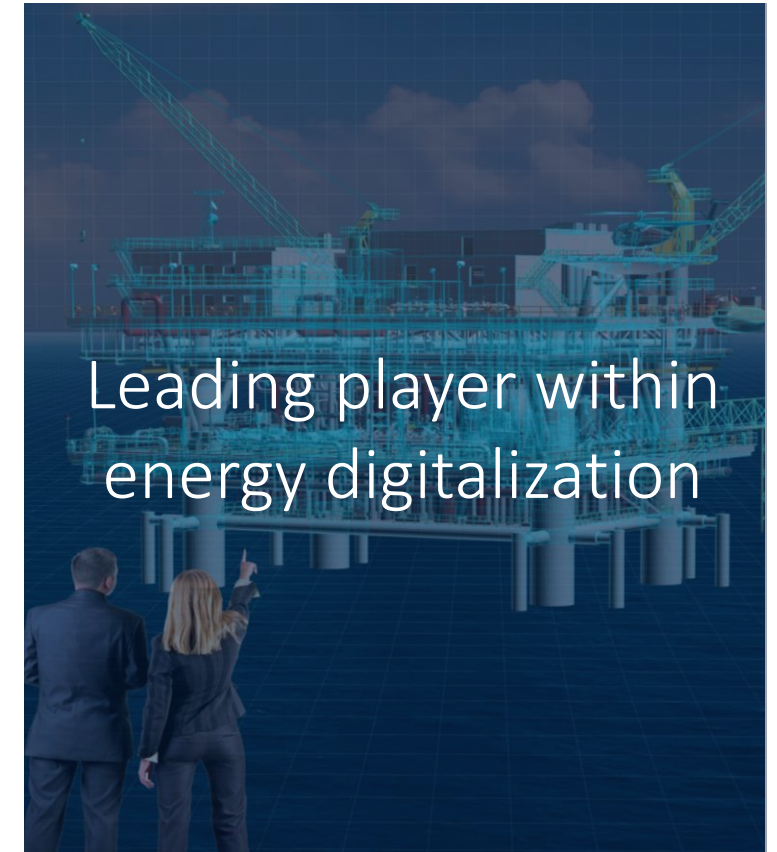
² Global Military Simulation Training Market, by Solution, 2018



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KEY TAKEAWAYS

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CAPITAL MARKETS DAY 2019