



KONGSBERG

Investor presentation Q3 2021

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Contracts signed in 4th quarter

Joint Strike Missile (JSM) to Norway's F-35 fleet



Remote weapon systems (RWS) to U.S. Marine Corps





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Highlights 3rd quarter

- BNOK 15.3 order intake
- BNOK 1.1 EBITDA and 17% margin
- Industrial cooperation with Germany
- High activity and order intake from offshore wind
- Continued rollout of Kognitwin[®] and Vessel Insight
- Committed to “*Science Based Target Initiative*”





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Important contracts awarded



Combat systems to new submarines and NSM to Norway and Germany



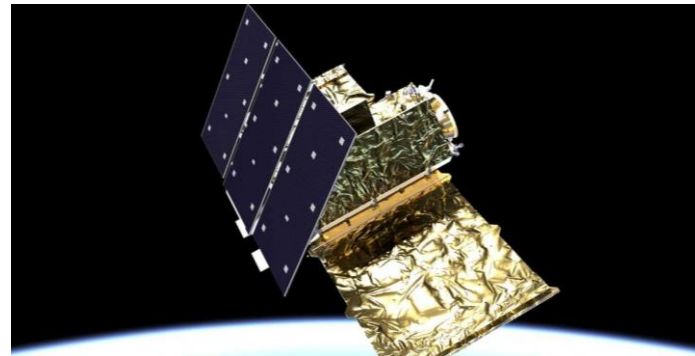
Wind turbine installation vessels (WTIV)



Integrated systems inc. PM thrusters for two new offshore wind vessels



New assets and customers signed up on Kognitiwin®



Deliveries to Copernicus mission



Horizontal and vertical tails to F-35



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Business update

Kongsberg Maritime

- Positive sentiment in new-build market
- Sound demand for products and systems supporting “the green shift”
- Increased capacity for production of AUV⁽¹⁾s and USVs⁽²⁾
- BNOK 1.4 in realised cross sales from combined maritime portfolio YTD



Kongsberg Defence & Aerospace

- “All-time high” order intake, backlog and execution
- Secured several contracts for both satellites services and space mission
- Ramp-up of production and recruiting campaign continue



Kongsberg Digital

- Three new Vessel Insight fleet roll-out contracts
- Strategic partnership with Shell International Exploration & Production
- Signs of recovery in maritime simulation segment with several new contracts



WORLD CLASS – Through people, technology and dedication

KONGSBERG PROPRIETARY - See Statement of Proprietary information

1) Autonomous underwater vehicle 2) Unman surface vehicle



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Financial status

Gyrid Skalleberg Ingerø, EVP & Group CFO

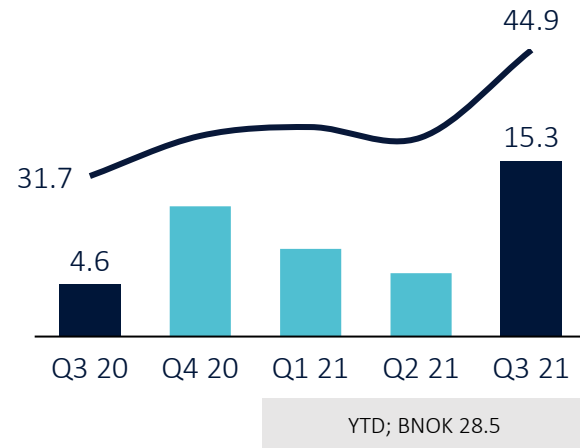


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Strong order intake and all-time-high backlog

Order intake and backlog

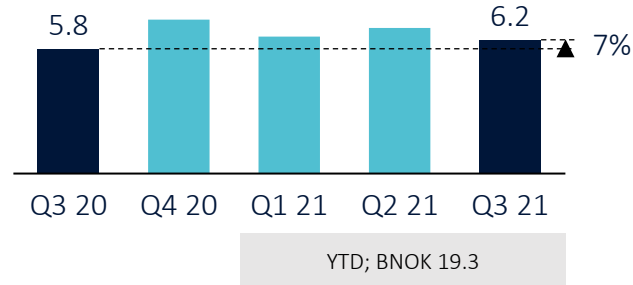
(BNOK) — Order backlog



- 41% increase in order backlog
- Book/bill year-to-date ~1.5

Revenue

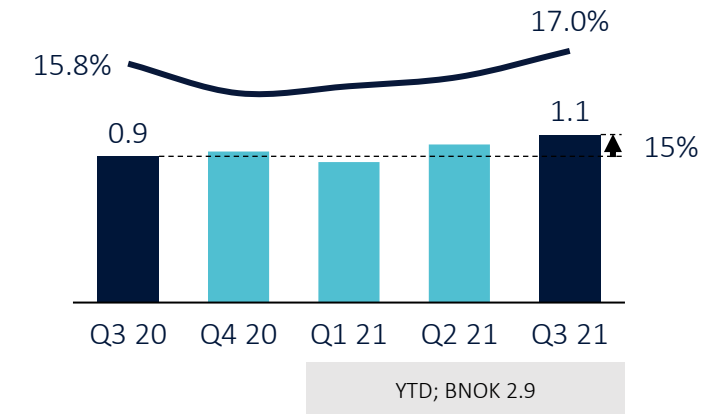
(BNOK)



- Revenue growth in all business areas
- ~5% revenue growth year-to-date vs. same period last year

EBITDA

(BNOK, %) — EBITDA margin



- EBITDA and margin continue to grow
- ~27% growth in EBITDA year-to-date vs. same period last year



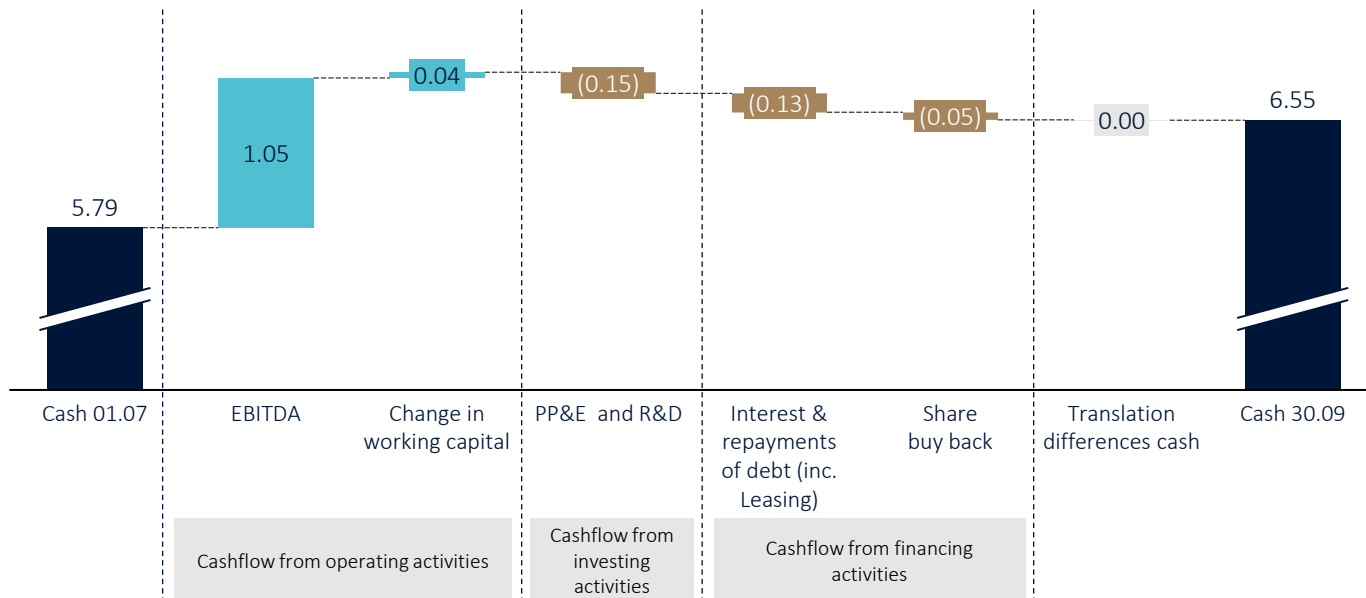
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Cashflow 3rd quarter 2021

Overview of cashflow in the quarter

Comments

(BNOK)



- Positive cashflow from operations
- Share buy back program



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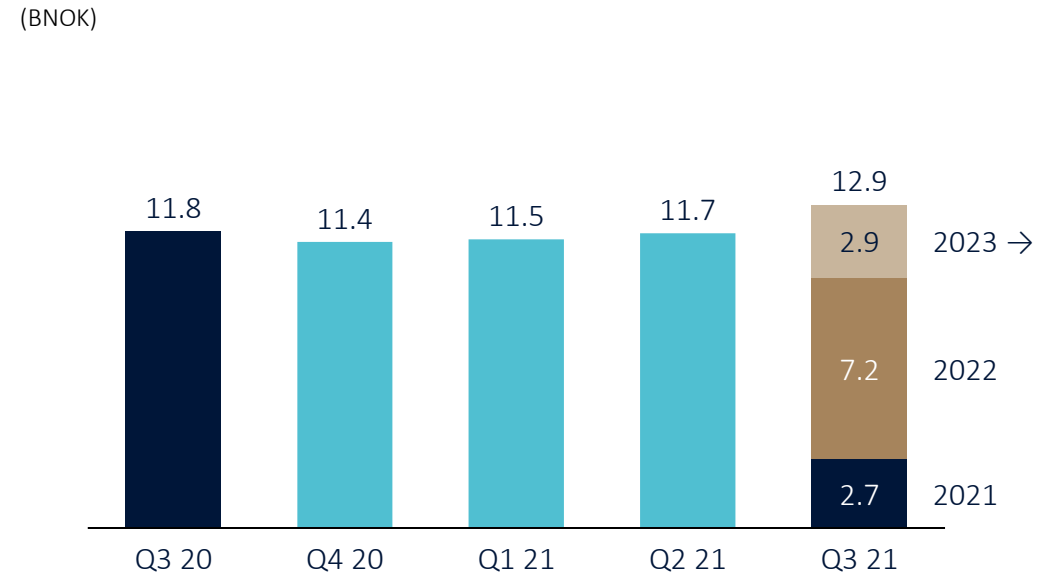
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KM delivers 1.3 book/bill in the quarter

Order intake



Order backlog



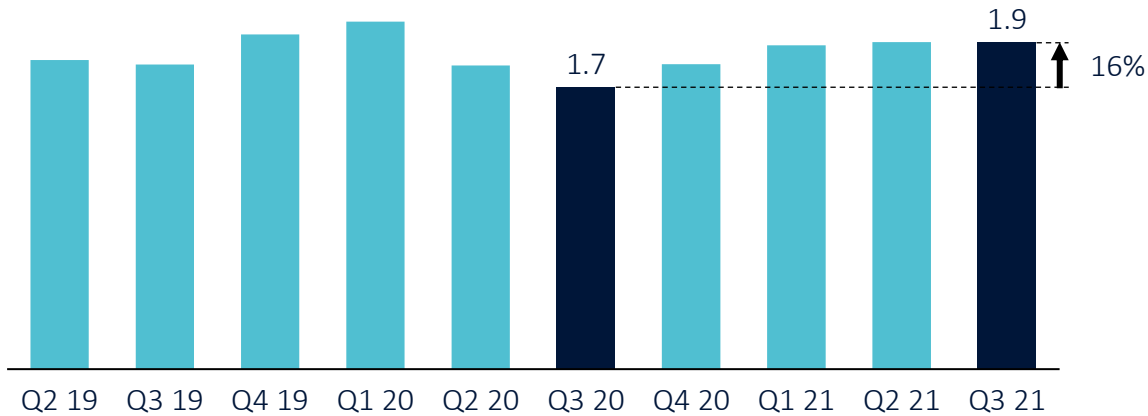


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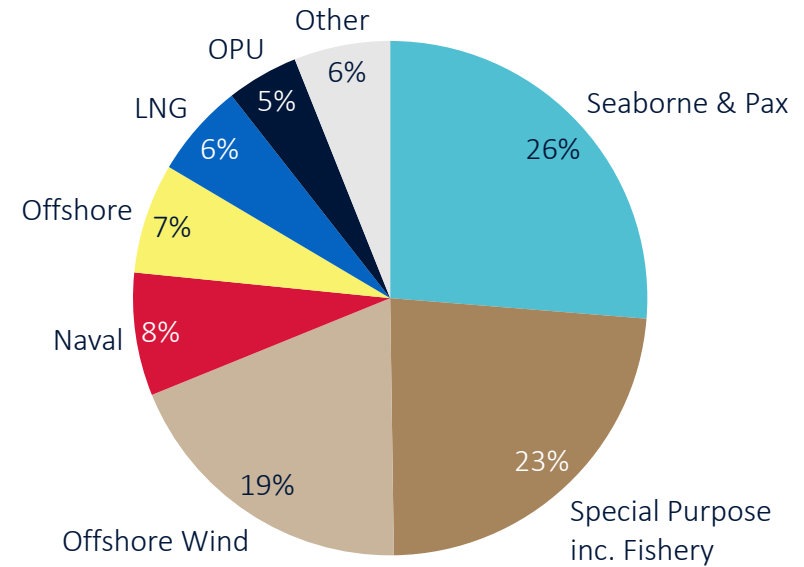
Positive trend in aftermarket and diversified order intake from new-builds

Order intake from Global Customer Support

(BNOK)



YTD new-builds order intake by segments



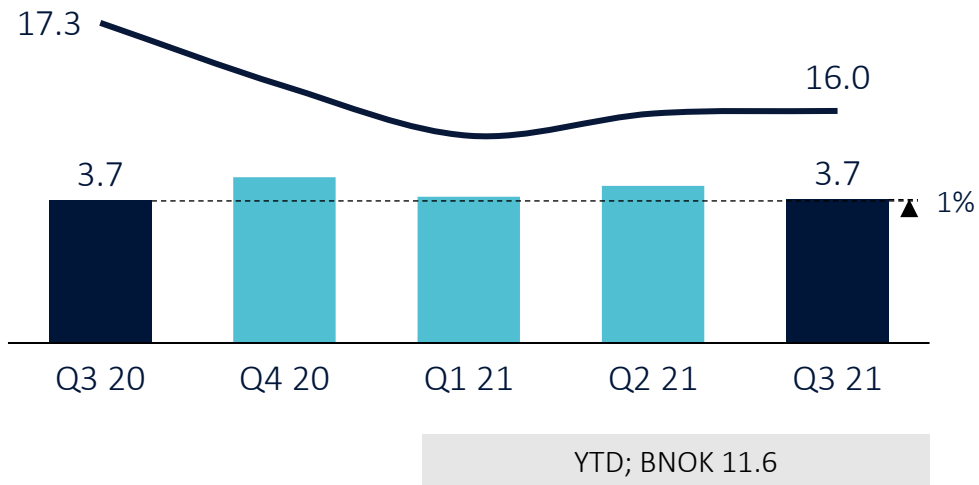


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Solid EBTIDA improvement in KM

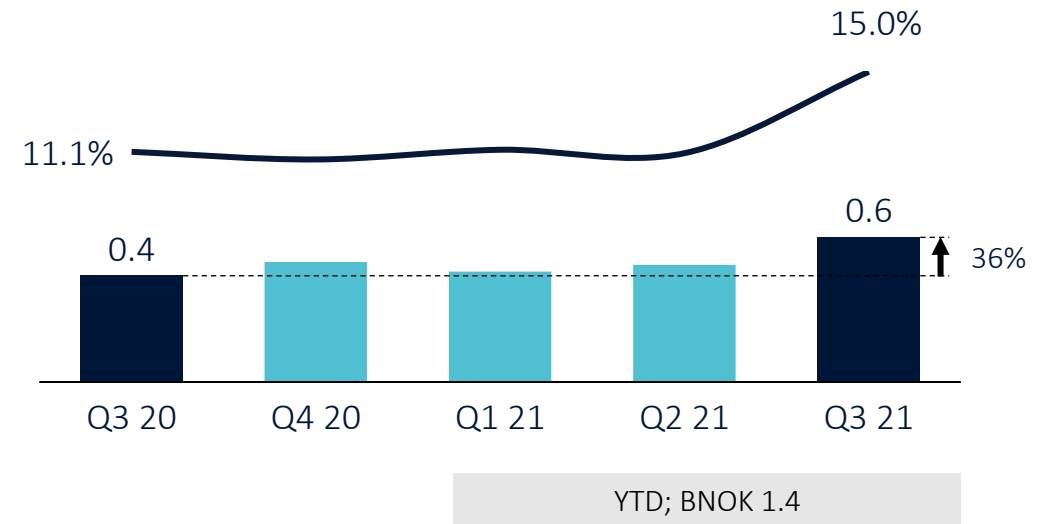
Revenue

(BNOK) — Rolling 12 month revenue



EBITDA

(BNOK, %) — EBITDA margin %





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KONGSBERG DEFENCE & AEROSPACE

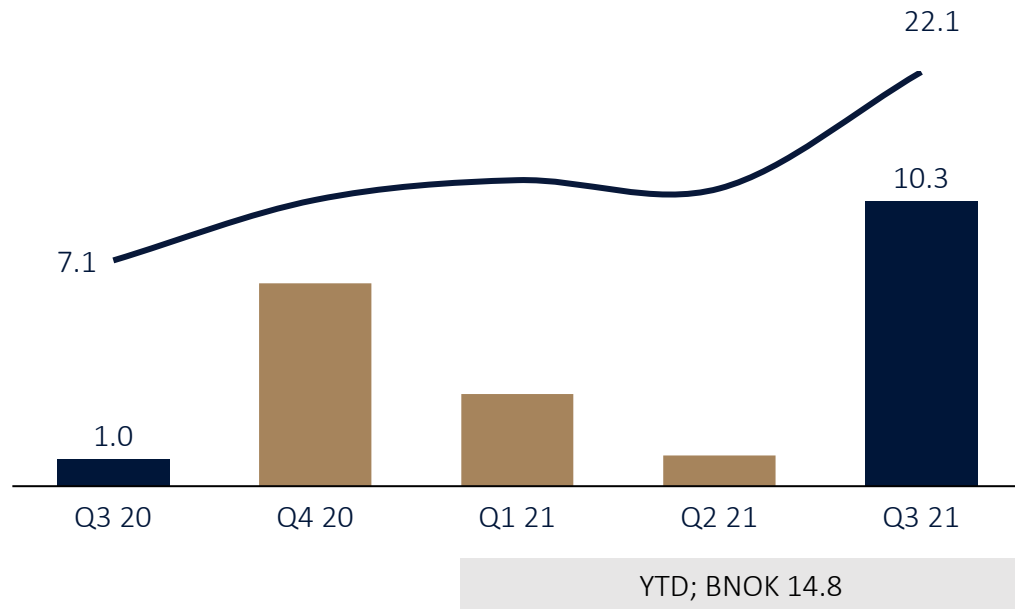


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Solid order intake and increased long-term backlog in KDA

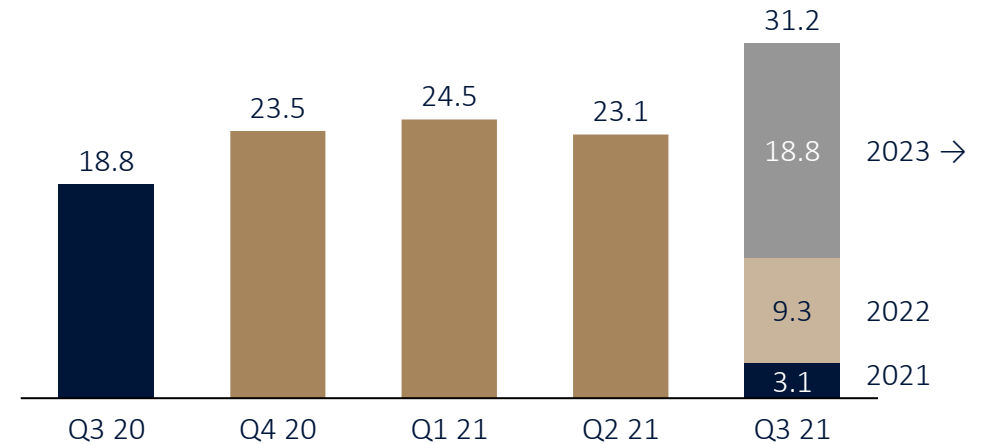
Order intake

(BNOK) — Rolling 12 month order intake



Order backlog

(BNOK)



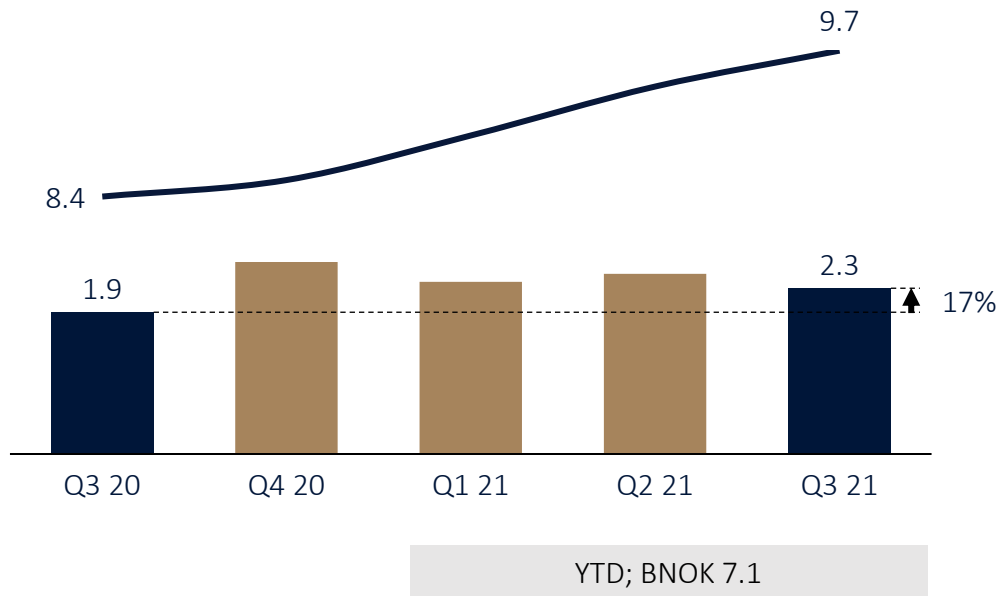


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KDA continues with double digit revenue growth

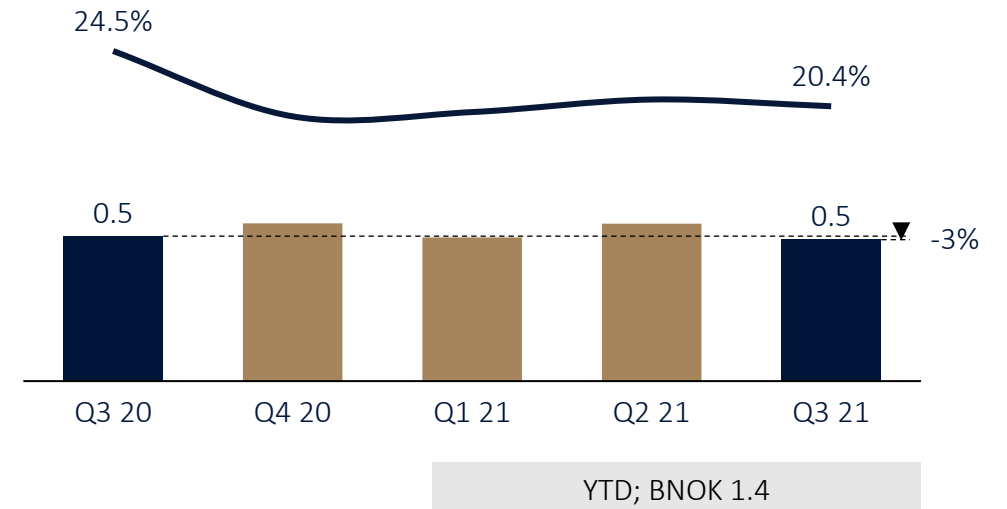
Revenue

(BNOK) — Rolling 12 month revenue



EBITDA

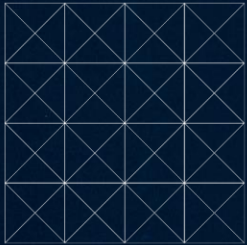
(BNOK, %) — EBITDA margin





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KONGSBERG DIGITAL



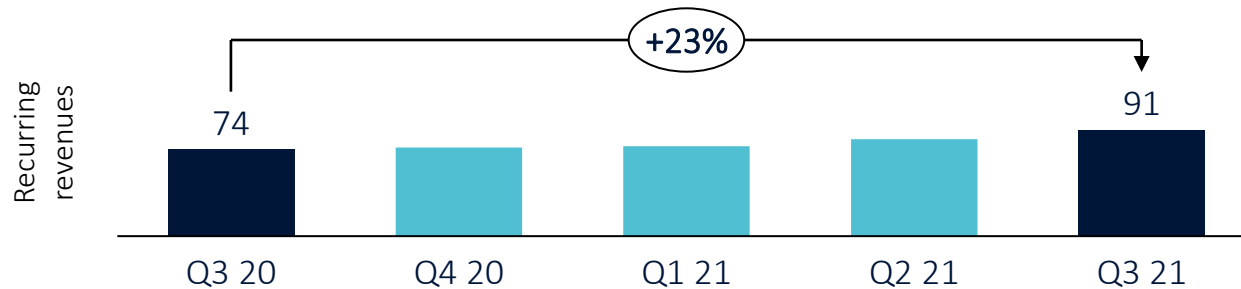
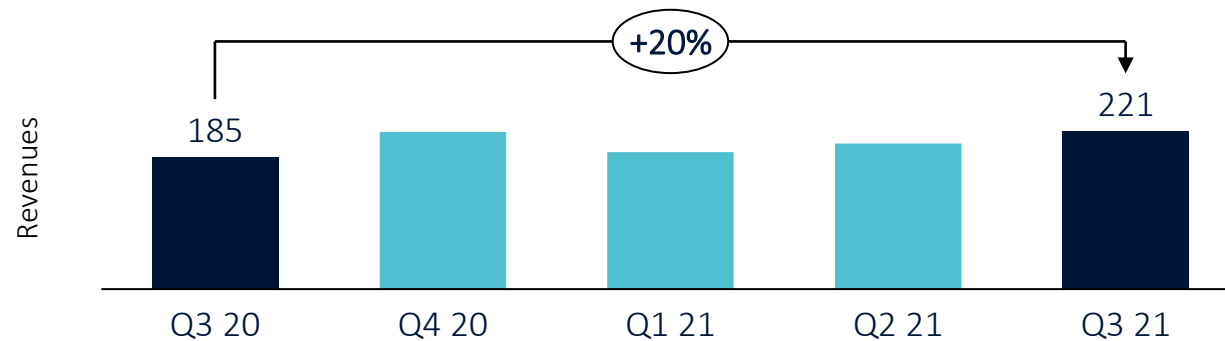


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Positive development in KDI

Key figures

(MNOK)



Highlights

- Recurring revenue increased with 23% from Q3 2020 to Q3 2021
- Continued ramp-up to deliver on existing commitments and seize opportunities
- Strong performance from real time drilling software, SiteCom®
- Increased order intake in Maritime Simulation



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OUTLOOK



KONGSBERG DEFENCE & AEROSPACE

Current backlog secures growth in 2021 and 2022

Efficient operations and current project mix support full year EBITDA-margin at or around year-to-date level



KONGSBERG MARITIME

Positive sentiment in new-building
Healthy order backlog coverage and solid lifecycle business

Available slots, commodity prices and components might impact growth



KONGSBERG DIGITAL

Continued roll-out of KOGNITWIN® and Vessel Insight to existing and new customers

Scaling for growth both organic through SaaS revenues and inorganic

Solid balance sheet and BNOK 44.9 in order backlog, whereof BNOK 6 for delivery in Q4 2021

KDA growth supports continued growth for KONGSBERG. Revenues for KDI and KM expected at or around 2020 level



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INVESTOR PRESENTATION

Q&A

