



KONGSBERG

# Investor presentation Q4 2022 & preliminary annual accounts 2022

10/02/2023

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# Protecting people and planet

**Strong  
performance  
in 2022**

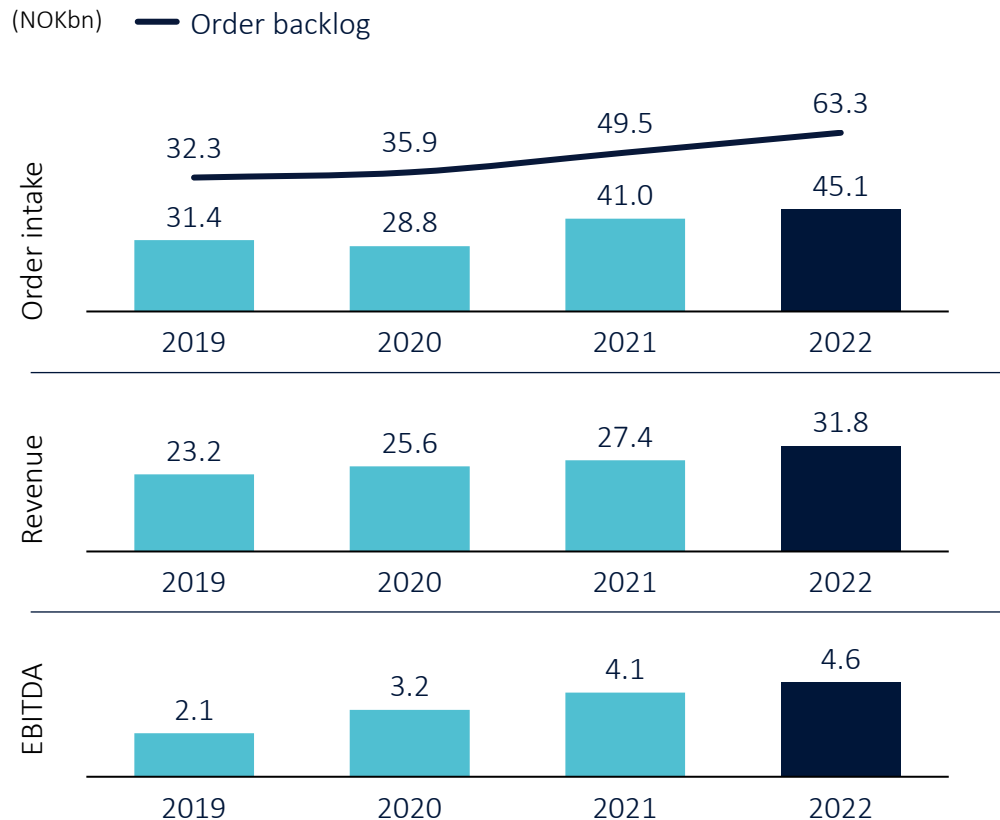
**Uniquely  
positioned in  
the new reality**



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# 16% revenue growth, entering 2023 with NOK 63bn in order backlog

## Financial development



## Comments

- NOK 4.4bn growth, corresponding to 16 % from 21
- 97 % organic
- Record high EBITDA of NOK 4.6bn with 14.5% margin
- NOK 516m increase from 2021
- NOK 45.15bn order intake and 1.42 book/bill leads to order backlog of NOK 63.3bn at year-end
- ROACE of 33.9%



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# Business update Kongsberg Maritime

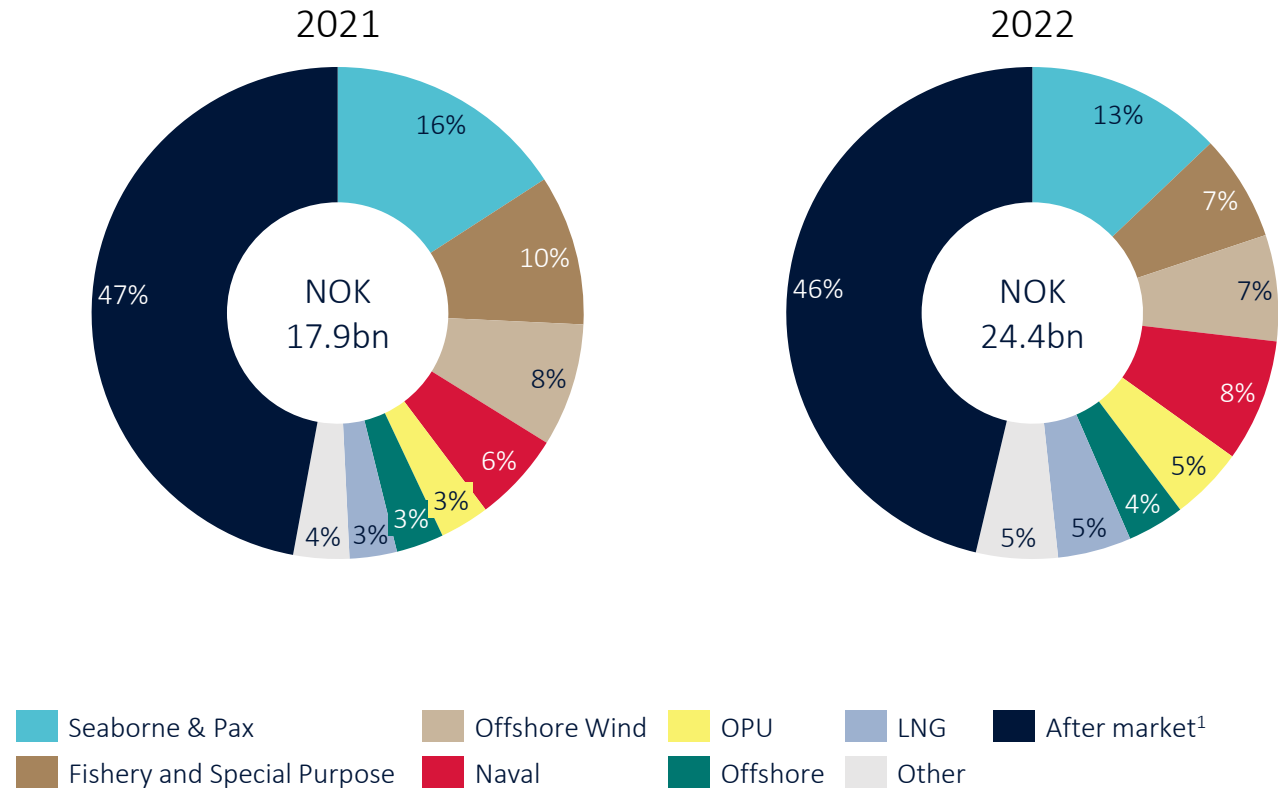
## Highlights

- 1.16 book/bill in Q4 2022
- Offshore wind and Seaborne & PAX most significant contributors to new build order intake in Q4 2022
- ~NOK 3bn after market order intake, 25 % up from Q4 21
  - *Solid progress both on spares as well as upgrades*

## Market perspectives

- Drive for more sustainable shipping
  - *IMO/EU regulations*
- Positive sentiment in offshore
- Stretched yard capacity
- Expected slowdown in world economic growth

## Order intake by segment



1) Not including after market in S&R



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# Business update Kongsberg Defence & Aerospace

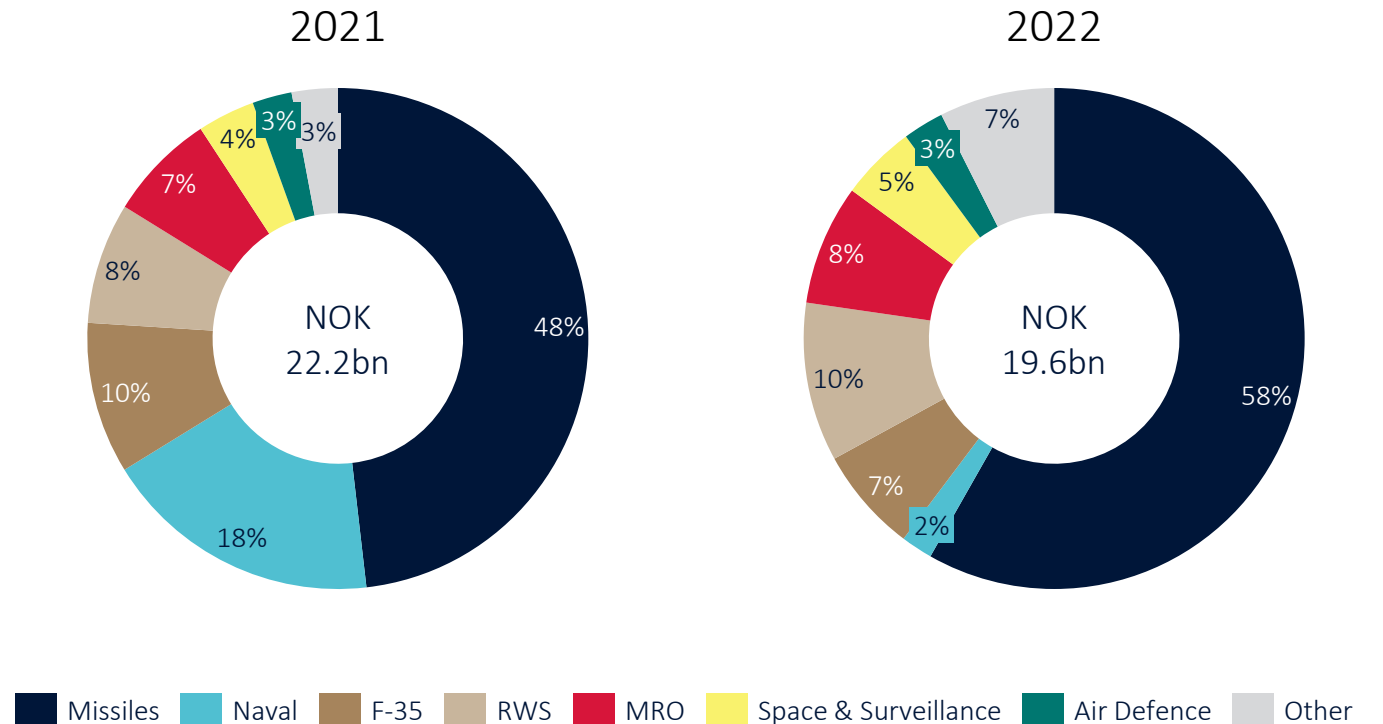
## Highlights

- Close to NOK 9bn order intake on Naval Strike Missiles (NSM)
- High activity and solid progress on NASAMS-deliveries
- Slight increase in remote weapon stations deliveries, but still some delays
  - *Awarded USD 1.5bn CROWS V framework agreement*

## Market perspectives

- Increased focus and spending on defence and security
- Strong demand for air defence and anti-ship technologies
- Protectionism and focus on national suppliers

## Order intake by segment







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# Business update Kongsberg Digital

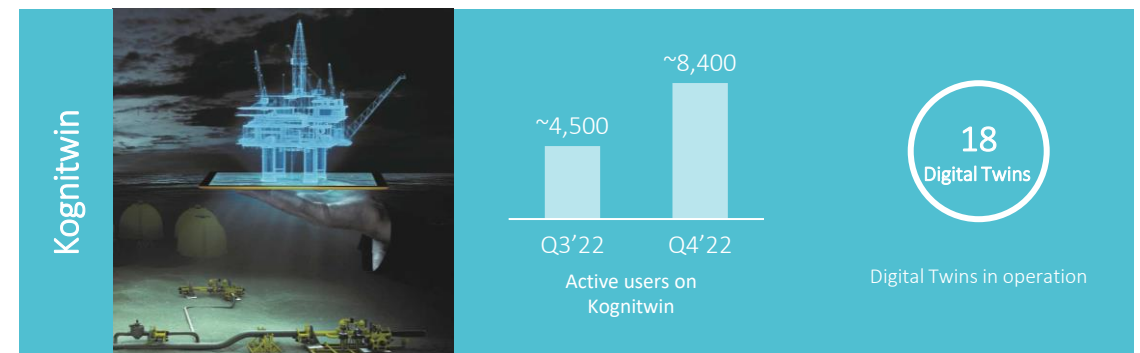
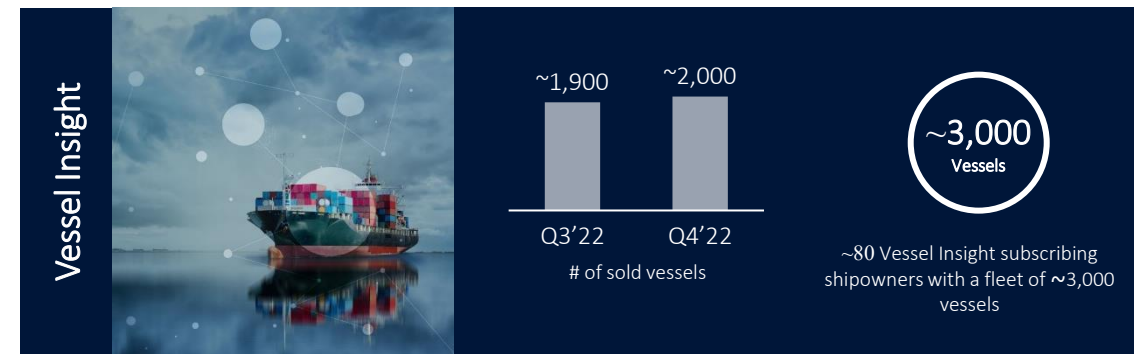
## Highlights

- Recurring revenues continue to increase
  - *New assets and users on Kognitwin*
  - *New vessels operating with Vessel Insight*
  - *Existing customers transferred from traditional to SaaS-contracts*
- Increased pace on connecting vessels to Vessel Insight
- Major contract in Maritime Simulation with navy customer

## Market perspectives

- Energy transition
- Drive for more efficient and sustainable operations
- Various degree of market maturity

## Vessel Insight and Kognitwin





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# Financial status

Gyrid Skalleberg Ingerø, EVP & Group CFO

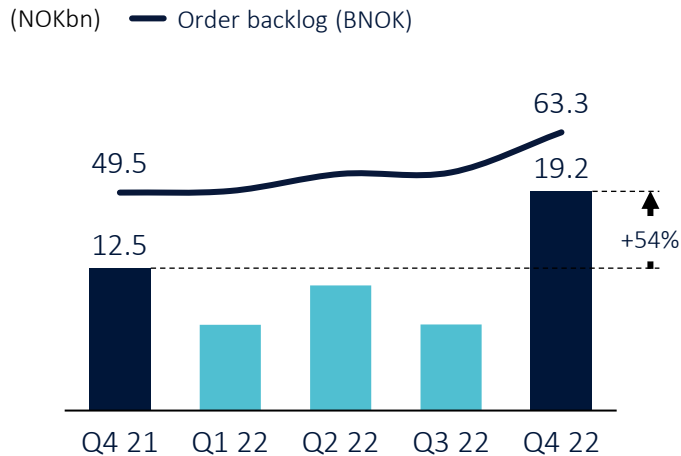




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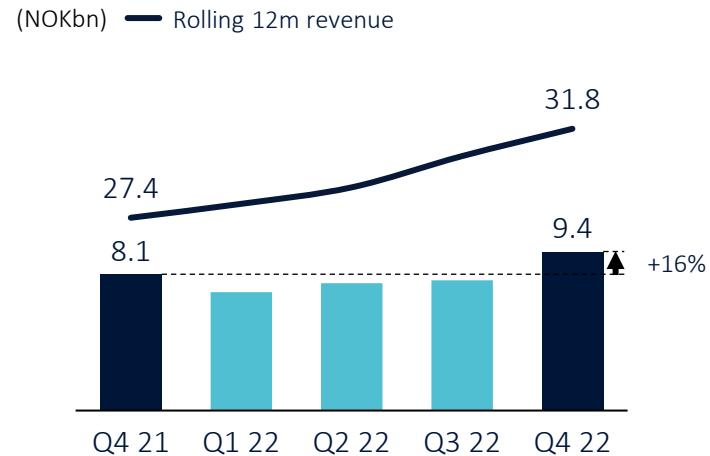
# 16% revenue growth and 14.8% EBITDA margin

## Order intake



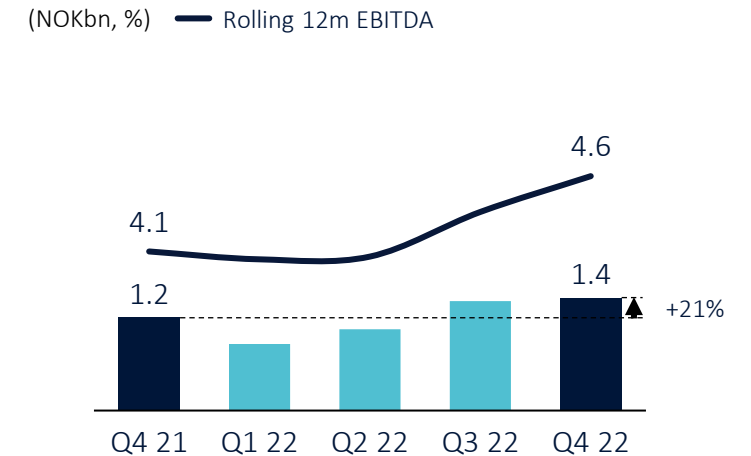
- All three business areas delivered increased order intake compared to Q4 2021
- Missiles main contributor to growth with close to NOK 9bn orders

## Revenue



- Revenue from after market in maritime, air defence projects and missiles were main contributors for growth in the quarter

## EBITDA



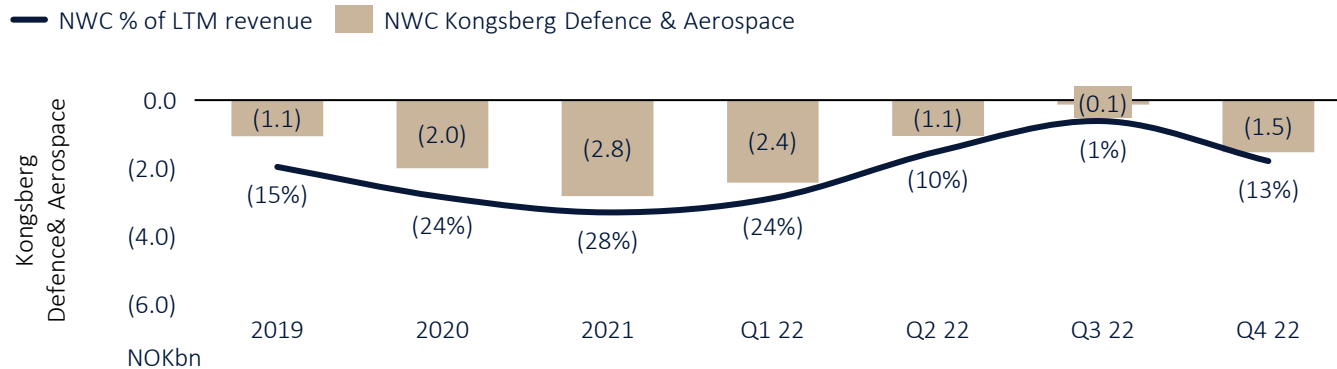
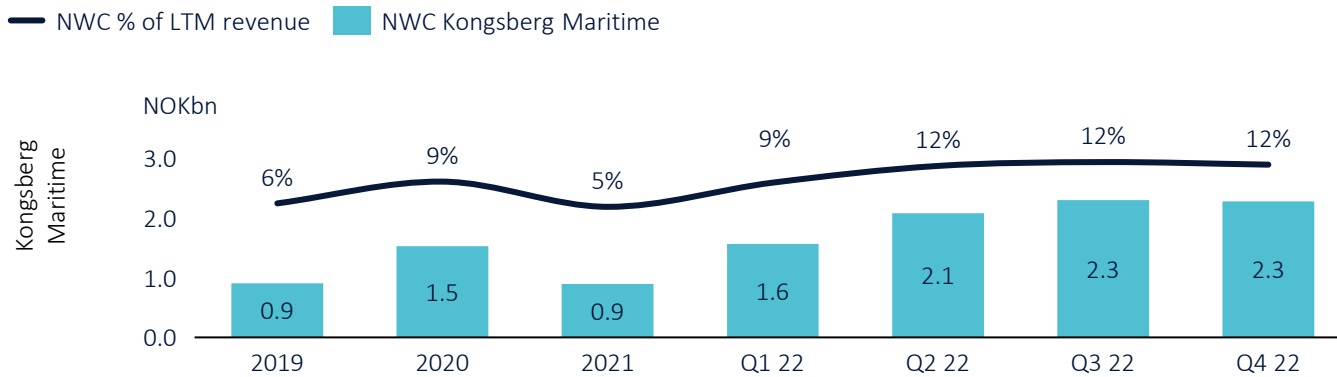
- Improved nominal EBITDA in both Maritime and Defence
- EBITDA in Digital impacted by ramp-up and high investments



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# Working capital development

## Net Working Capital development



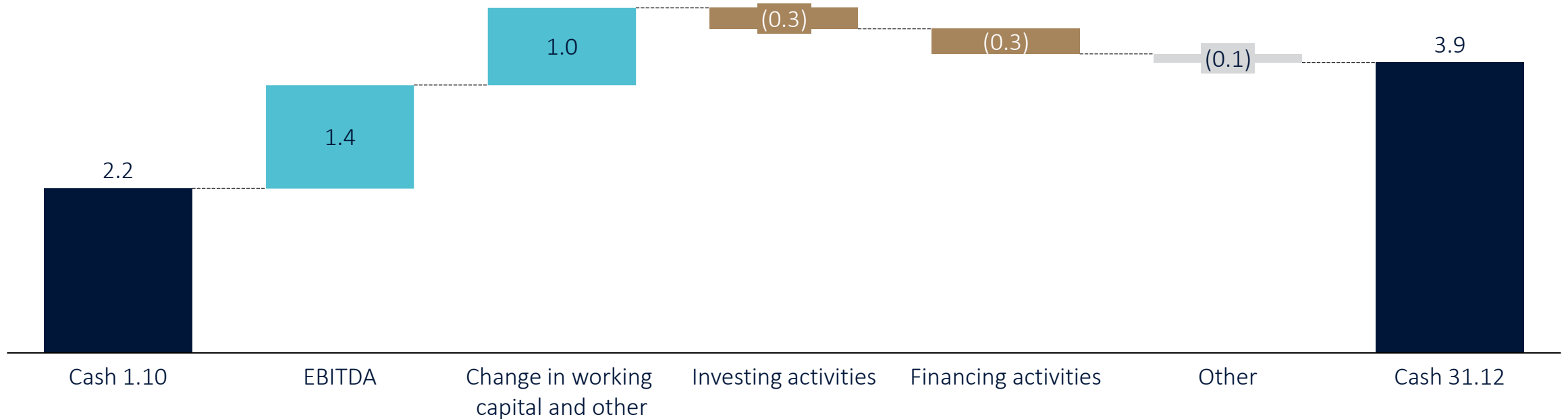
## Highlights

- NWC decreased with NOK 1bn for the group in q4, mainly driven by large payments from customers in KDA
- During 2022 NWC increased due to
  - Delayed deliveries on remote weapon stations
  - Growth related activities



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# Cashflow development 1.10 – 31.12



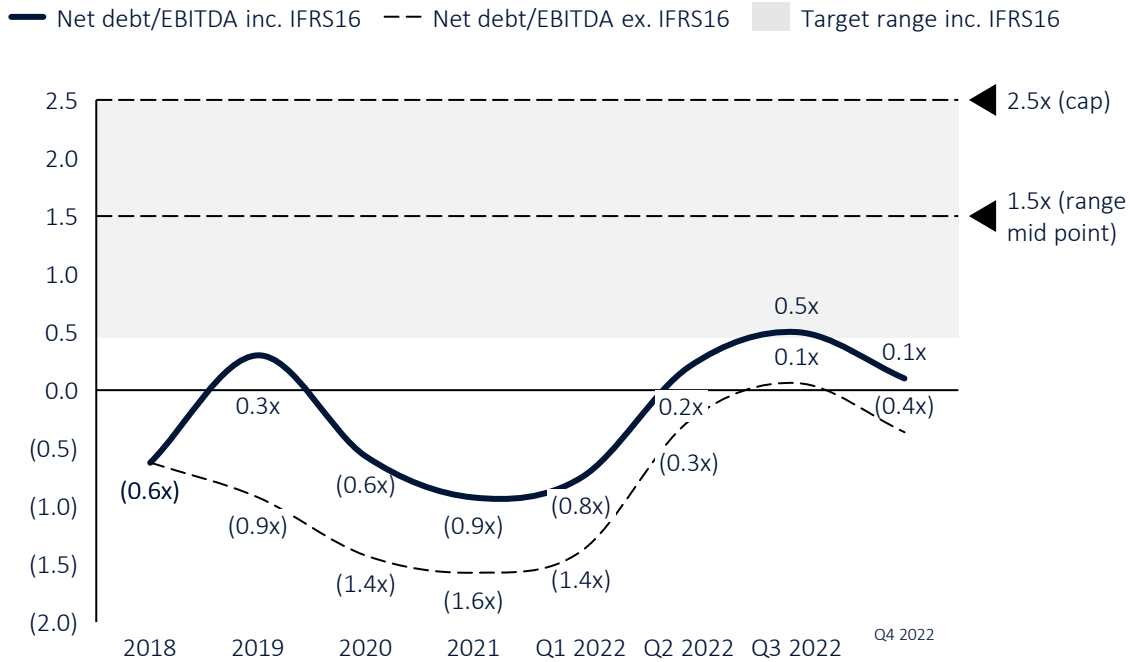




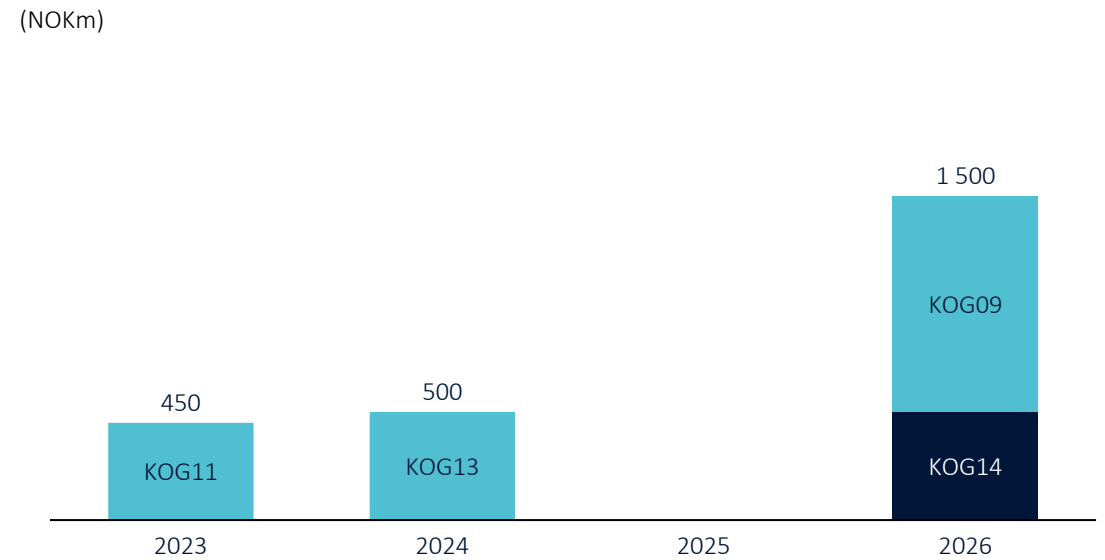
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# Solid balance sheet with Investment Grade approach

### Net debt/EBITDA development



### Debt maturity profile

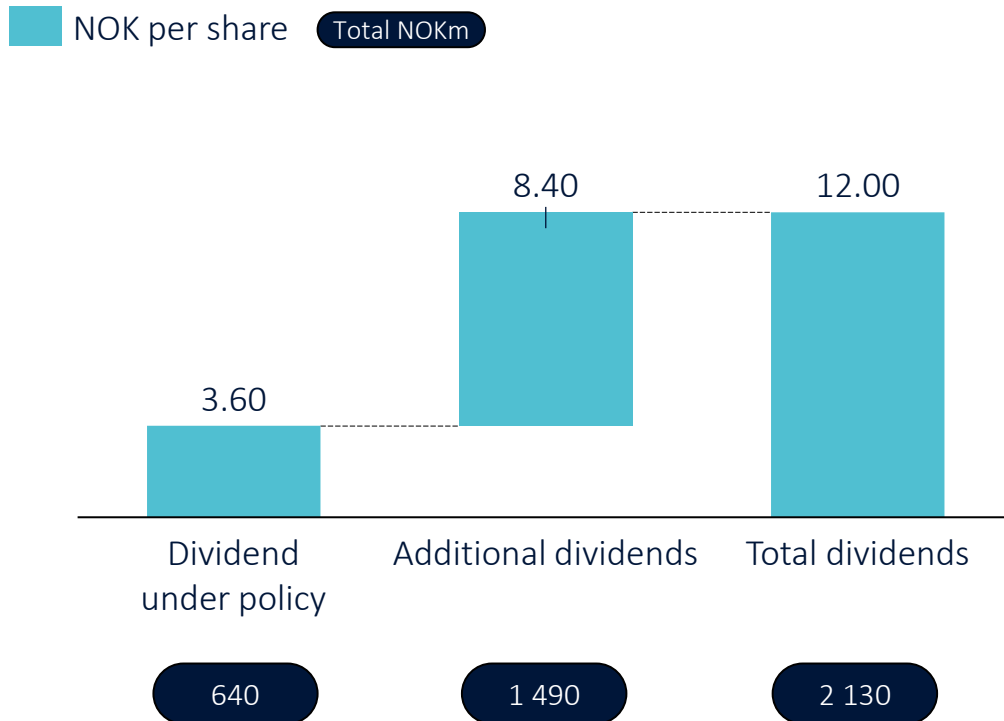




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# Proposed dividends of NOK 12/share

## Proposed dividends FY2022



## Details

- Last day including: 11 May 2023
- Ex. dividend date: 12 May 2023
- Record date: 15 May 2023
- Payment date: 30 (NOK 3.6) and 31 (NOK 8.4) May 2023 (“on or about”)



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# KONGSBERG MARITIME

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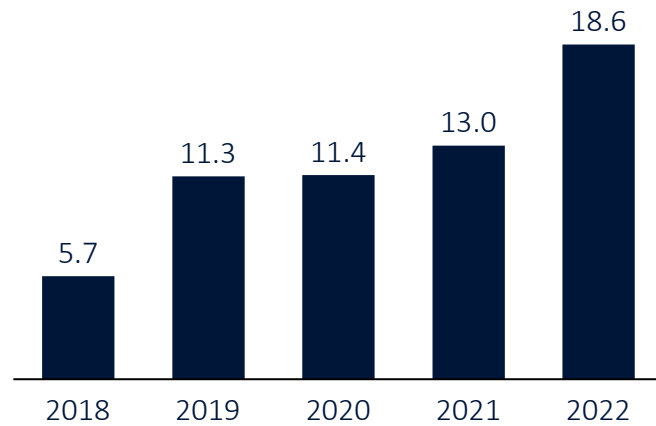


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# Solid development in Kongsberg Maritime

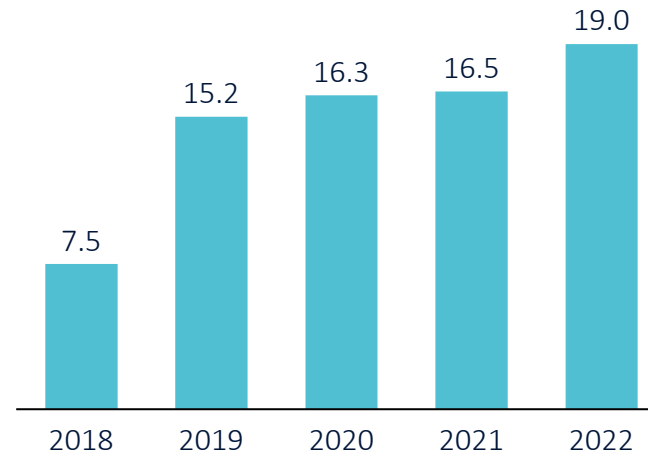
## Order backlog

(NOKbn)



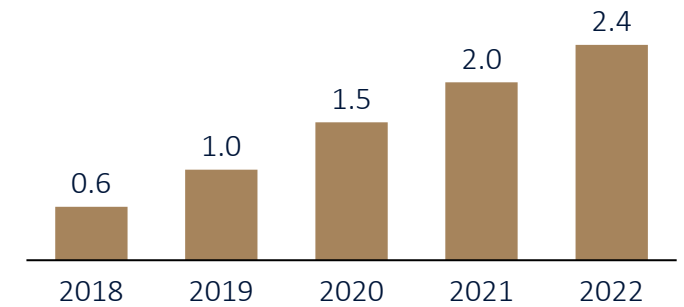
## Revenue

(NOKbn)



## EBITDA

(NOKbn)

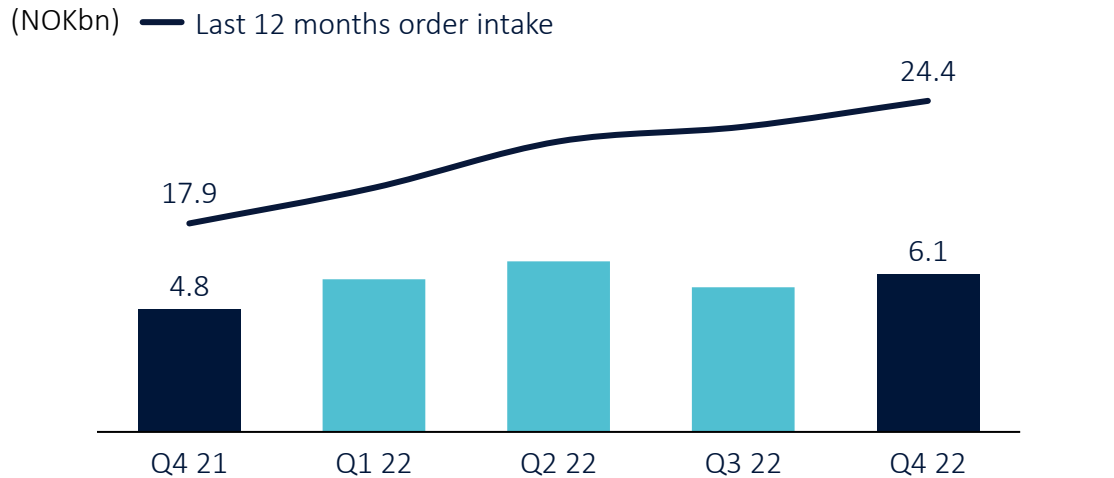




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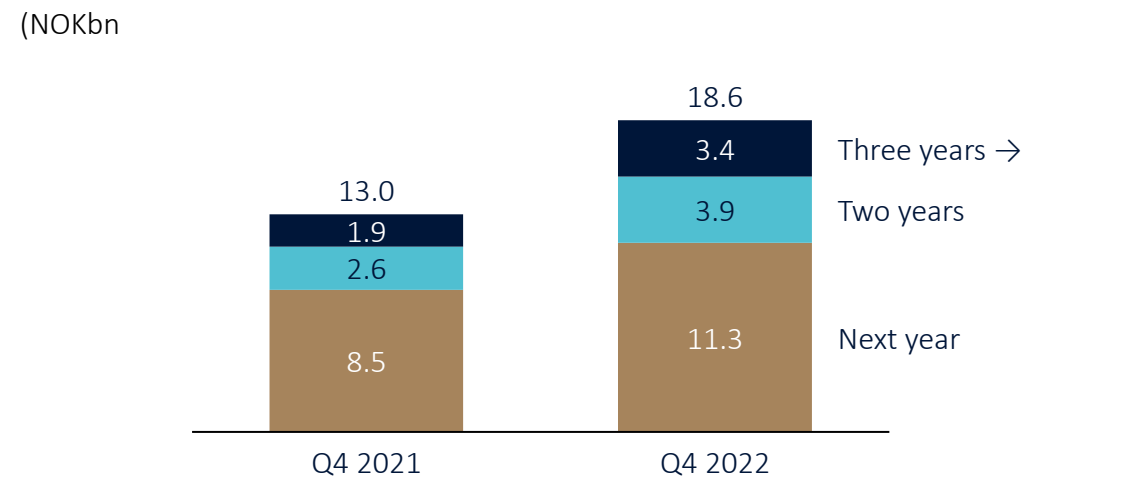
# All-time high order intake and back log in KM

### Order intake



- More than NOK 3bn from newbuilding and close to NOK 3bn from after market
- Diversified order intake from a broad number of segments, offshore wind stands out with approx. NOK 650m

### Order backlog



- Book/bill of 1.28 in 2022 and 1.16 in Q4
- Increases backlog to NOK 18.6bn
- Longer lead times at yards increases long-term order backlog

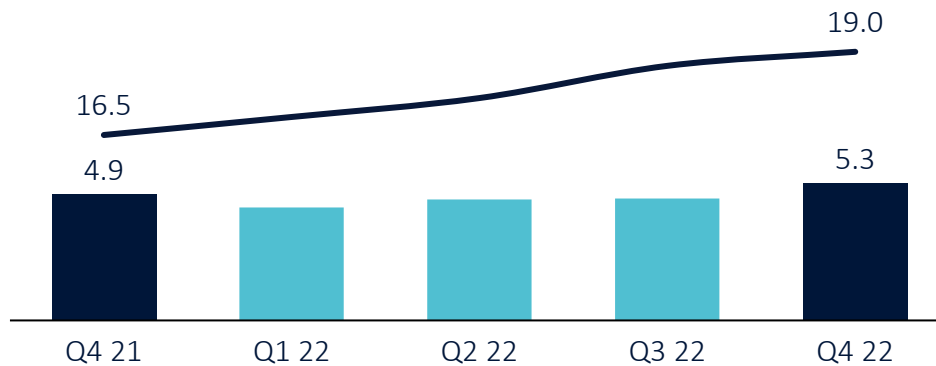


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# 9% revenue growth in Q4

## Revenue

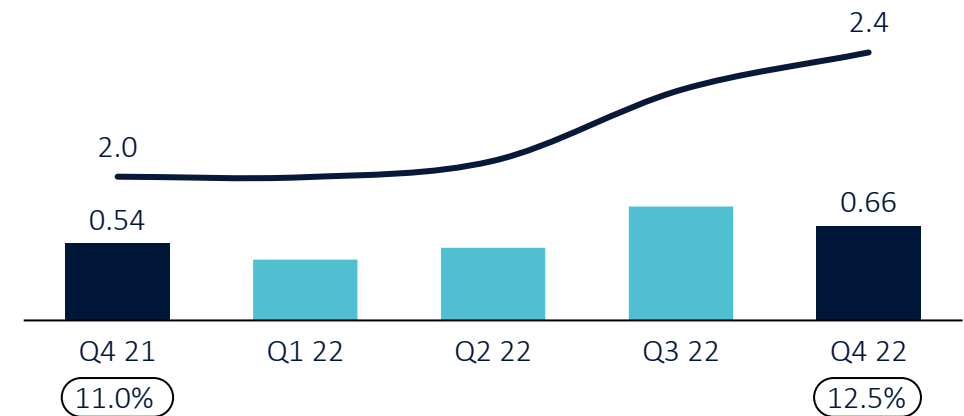
(NOKbn) — Rolling 12 months revenue



- 9 % revenue growth from Q4 2021 to Q4 2022
- Growth in both new sales and aftermarket

## EBITDA

(NOKbn) — Rolling 12 months EBITDA (EBITDA margin %)



- 23% increase in EBITDA in Q4 2022 compare to Q4 2021
- EBITDA increased with NOK 413m from 2021 to 2022





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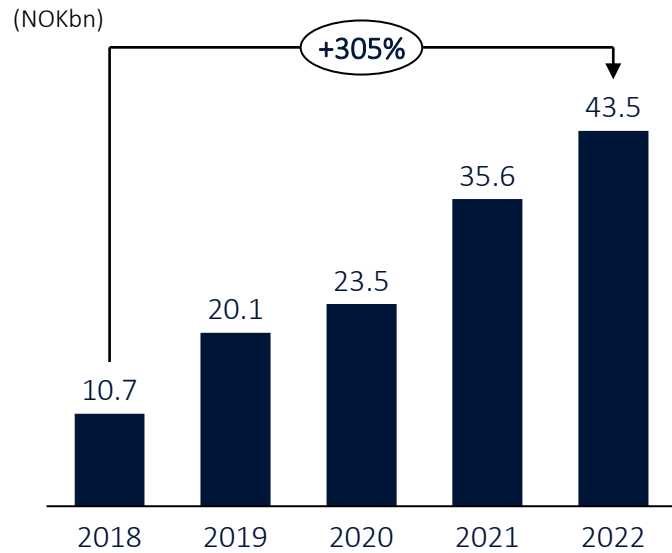
# KONGSBERG DEFENCE & AEROSPACE



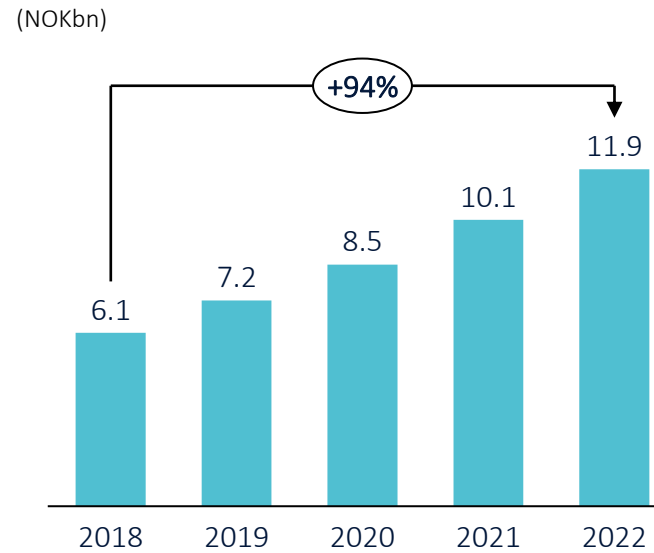
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# Strong financial development in Kongsberg Defence and Aerospace

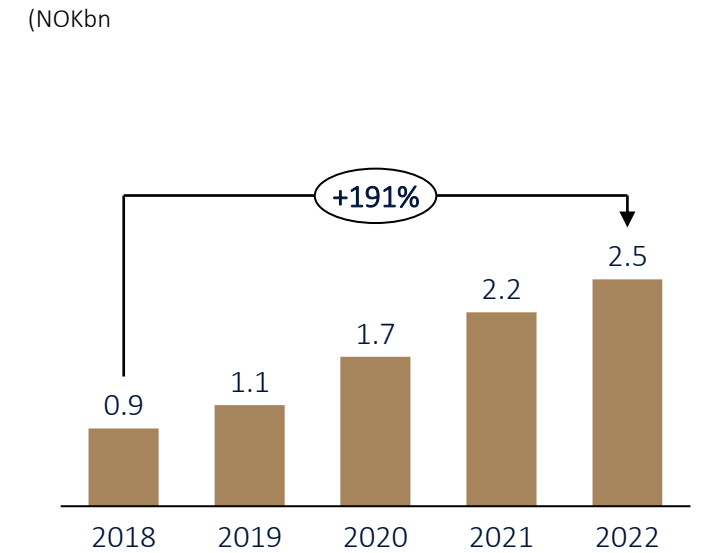
### Order backlog



### Revenue



### EBITDA



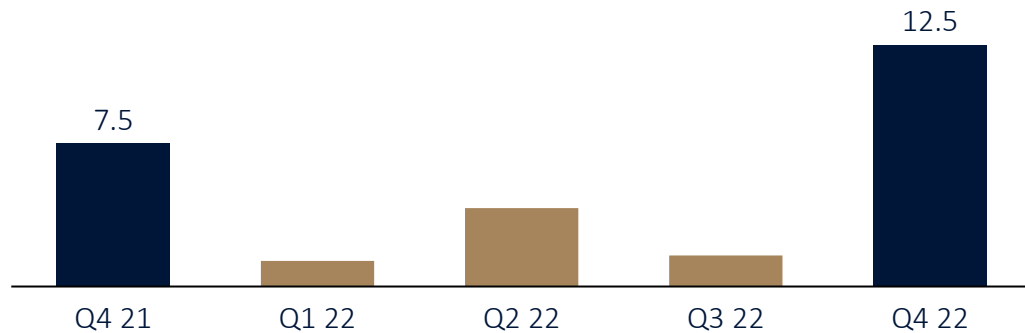


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# All time high order backlog in KDA

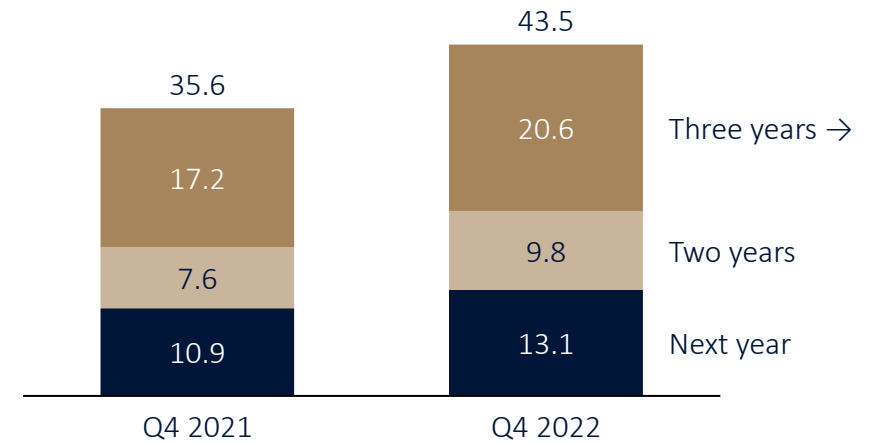
## Order intake and major orders

(NOKbn)



## Order backlog

(NOKbn)



- |  |  |  |   |  |
|--|--|--|---|--|
| <ul style="list-style-type: none"> <li>JSM Norway</li> <li>NSM Norway</li> </ul> | <ul style="list-style-type: none"> <li>F-35 parts</li> </ul> | <ul style="list-style-type: none"> <li>F-35 parts</li> <li>NSM US Navy               <ul style="list-style-type: none"> <li>Skjold</li> </ul> </li> <li>NSM Australia initial</li> </ul> | <ul style="list-style-type: none"> <li>NSM OTH</li> </ul> | <ul style="list-style-type: none"> <li>NSM Australia</li> <li>NSM Netherland</li> <li>NSM Romania</li> <li>NSM Norway</li> </ul> |
|--|--|--|---|--|

- Solid backlog coverage going forward gives long term visibility
- NOK 43.5bn in order backlog up 22% in 2022

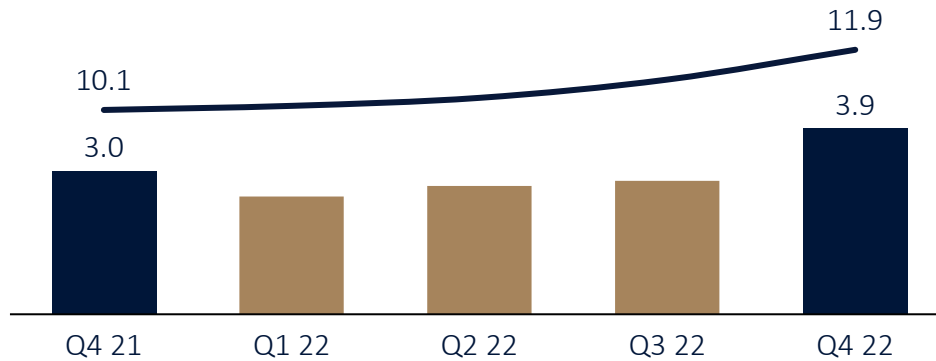


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# 29% revenue growth in Q4 in KDA

## Revenue

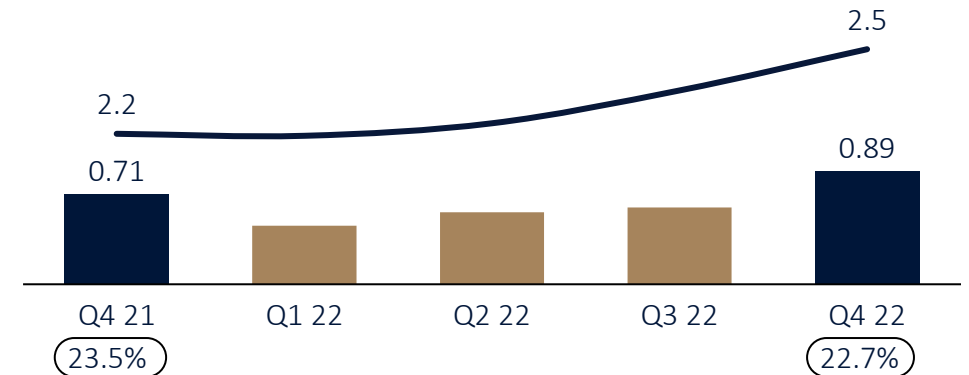
(NOKbn) — Rolling 12-months revenue



- Solid progress on significant contracts contributes to revenue growth
- High utilization throughout the organization

## EBITDA

(NOKbn) — Rolling 12 months EBITDA (EBITDA margin %)



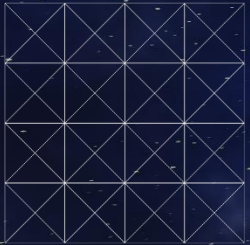
- High margin due to favourable project mix
- Proven scalability





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# KONGSBERG DIGITAL

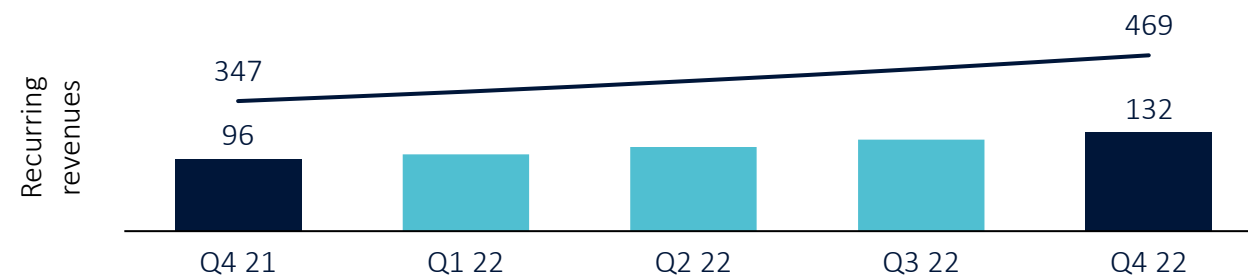
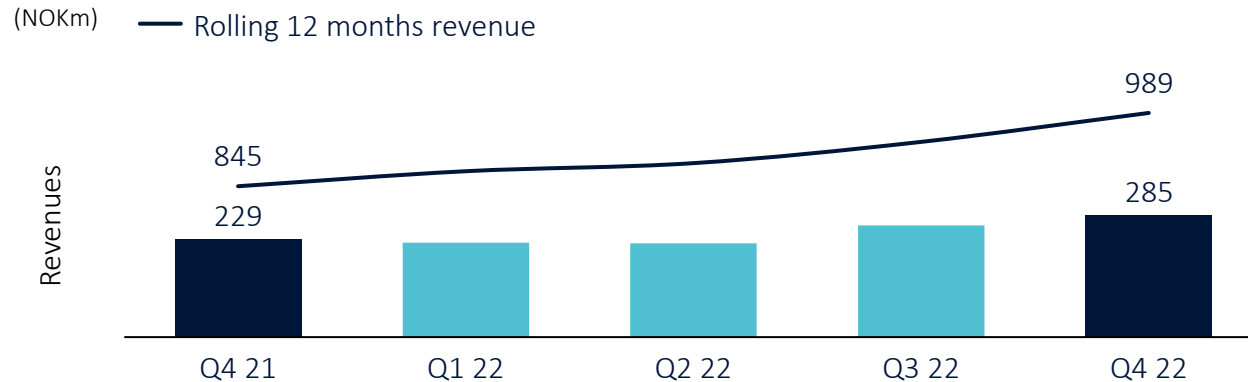




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# 38% growth in recurring revenue in KDI

## Key figures



## Highlights

- 17% revenue growth in 2022
- 38% growth in recurring revenue in Q4 22 compared to Q4 21
- Share of recurring revenue ~46% in Q4 22
- Major increase in number of users on Kognitwin compared to previous quarter
- Significant contract for Maritime Simulations secured in Q4

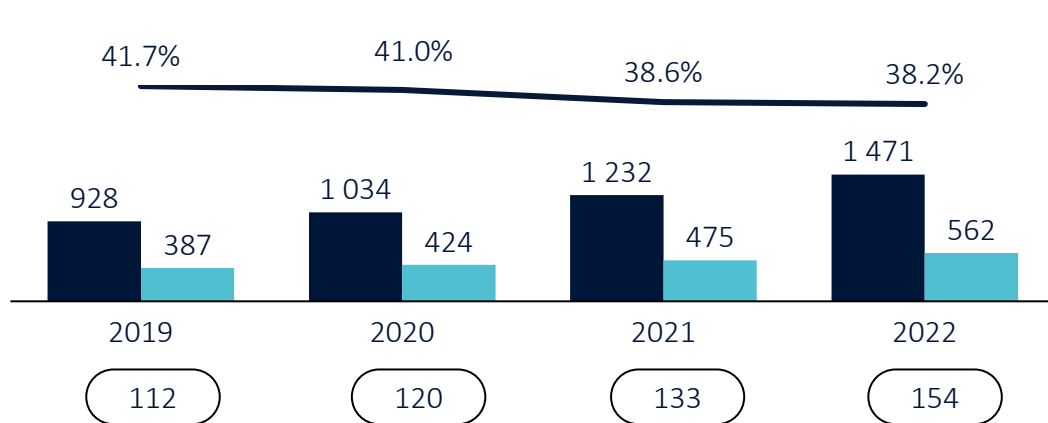


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# Associated companies

## KSAT

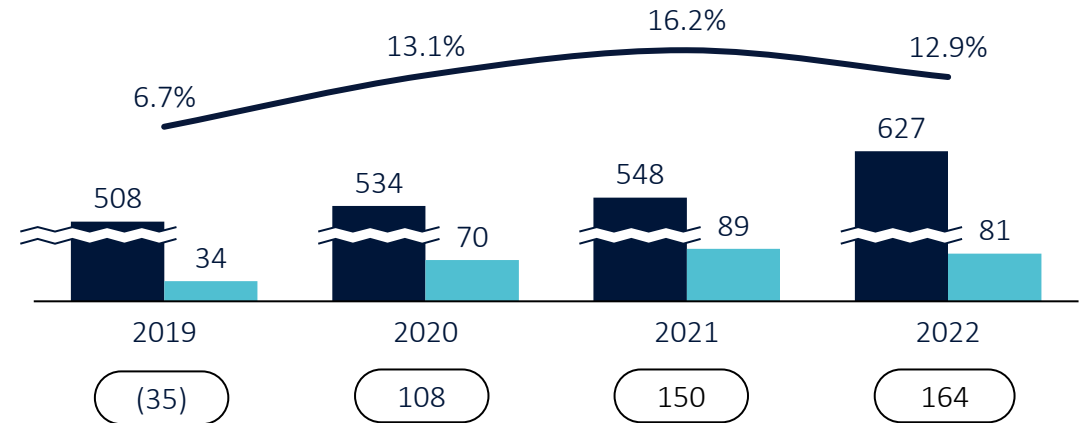
— EBITDA % ■ Revenue (NOKm) ■ EBITDA (NOKm) KOG's share of net profit (NOKm)



- NOK 4.3bn in order backlog end of year 2022

## Patria

— EBITDA % ■ Revenue (EURm) ■ EBITDA (EURm) KOG's share of net profit (NOKm)



- EUR1.8bn in order backlog



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# Outlook



## KONGSBERG DEFENCE & AEROSPACE

Current backlog secures growth in 2023

High market activity and strong demand



## KONGSBERG MARITIME

Positive sentiment in “high value” segments

High activity in aftermarket

Yard capacity and macro-outlook could impact growth



## KONGSBERG DIGITAL

Continued increase in recurring revenues from next-gen solutions<sup>1</sup>

Scaling for growth both organic and inorganic



## SENSOR & ROBOTICS

To be reported in Q1 2023

Solid balance sheet and NOK 63.3bn in order backlog, whereof NOK 25bn for delivery in 2023





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INVESTOR PRESENTATION

**Q&A**

