



KONGSBERG

# Investor presentation Q3 2022

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# Highlights third quarter 2022

- Record high EBITDA
- Continued strong maritime order intake
- Increased market activities
- Management changes in KM and KDI
- Established Kongsberg Renewables Technologies
- Successful closing of NanoAvionics acquisition

Order intake

Revenue

EBITDA

NOK 7.5

NOK 7.7bn

NOK 1.4bn





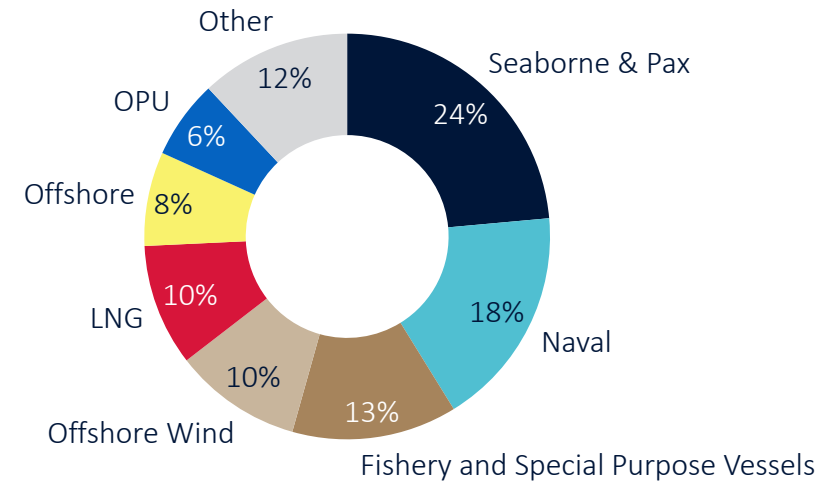
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# Business update Kongsberg Maritime

## Highlights

- 1.20 book/bill in Q3
- LNG-carrier and Naval segment most significant contributors to new build order intake in Q3
- All-time high after market order intake
  - *Significant orders for hybrid solutions*
- Yard capacity increases lead times
- Lisa Edvardsen Haugan announced as new KM President

## Order intake new sales by shipping segment YTD 2022







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# Business update Kongsberg Defence & Aerospace

## Highlights

- High interest and demand for Naval Strike Missiles (NSM)
  - *Call-off from the US Navy Over-The-Horizon program*
  - *NSM selected by Spain for their existing and future frigates*
- High activity and solid progress on NASAMS-deliveries
- Continued delays on remote weapon stations deliveries
- Collaboration agreement with European Space Agency for feasibility study on satellite infrastructure for ocean surveillance
- Ramping up capacity to prepare for future growth





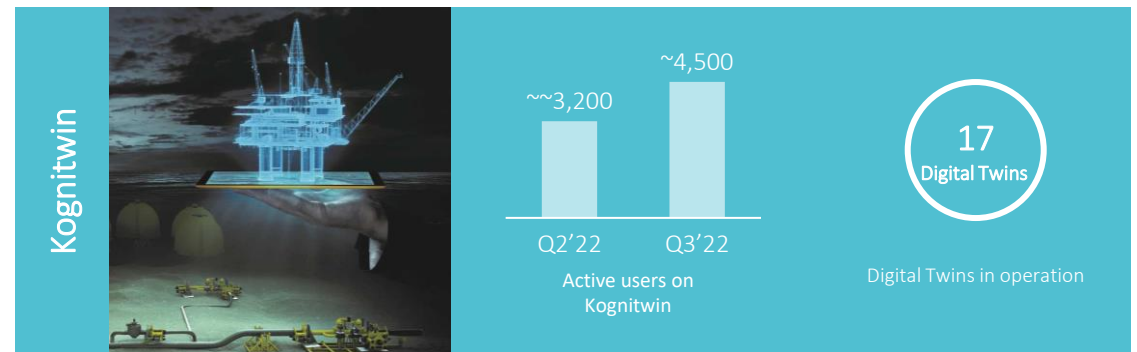
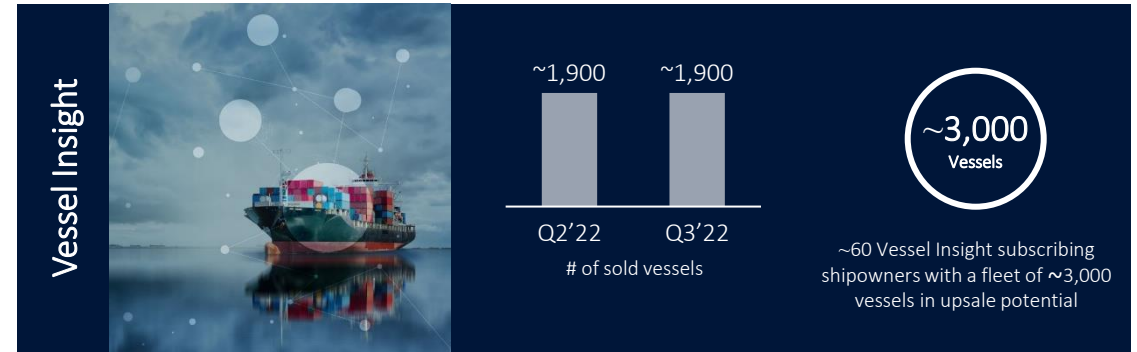
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# Business update Kongsberg Digital

## Highlights

- Launched digital twin for maritime with Höegh Autoliners as first customer
- Signed agreement with Gaslog LNG to connect entire fleet to Vessel Insight
- Two additional digital twins in operation in Q3
  - # Kognitwin users increased by 1 300 during Q3
- POC with large chemical company
- Shane McArdle announced as new KDI President

## Vessel Insight and Kognitwin



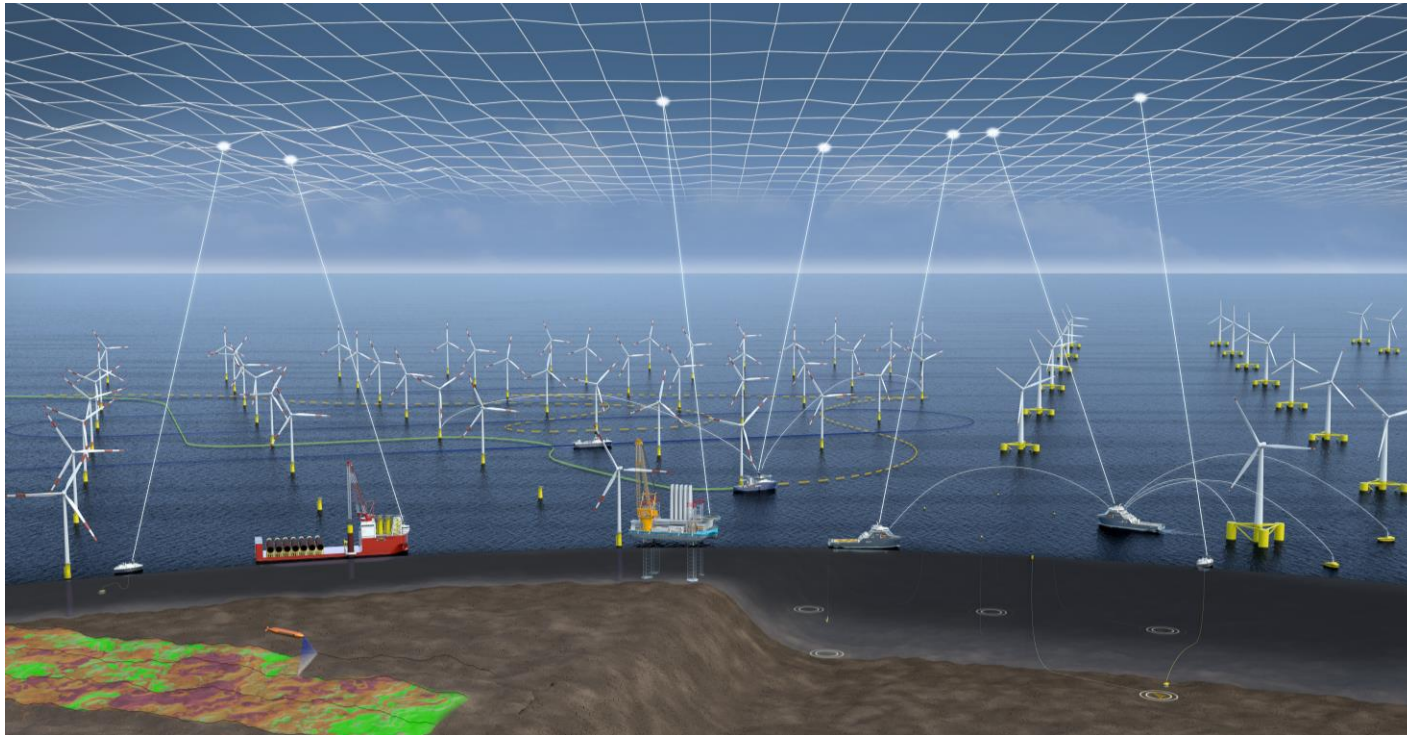


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# Kongsberg Renewables Technologies

*Supporting growth and coordinated actions within renewables for KONGSBERG*

## Kongsberg Renewables Technologies



- Kongsberg Renewables Technologies (KRT) will strengthen the presence and visibility in the renewables market for KONGSBERG
- Primary focus on offshore wind industry and associated opportunities and engagements
- Utilize and monetize on existing domain knowledge in KONGSBERG
- Egil Haugsdal will take on the role as President in KRT from 1 November





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# Financial status

Gyrid Skalleberg Ingerø, EVP & Group CFO





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## 25% revenue growth and NOK54bn in backlog



- 25% increased revenues compared to Q3 21
- Record high EBITDA of NOK1.36bn with 17.6% margin
- Backlog of NOK 54bn
- ROACE of 32.8%

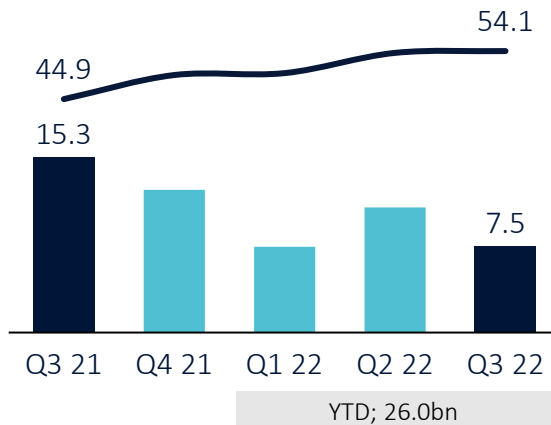


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# Double digit revenue growth and strong margins

## Order intake

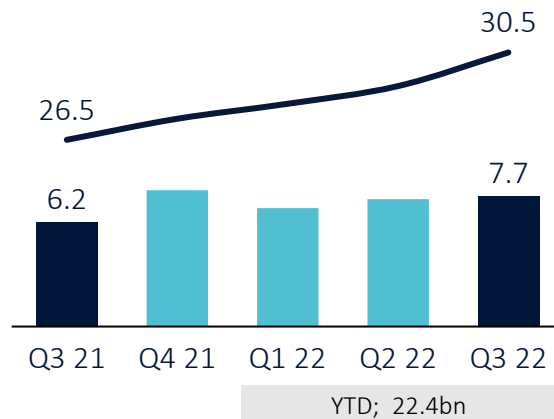
(NOKbn) — Order backlog (BNOK)



- Backlog up ~21% from Q3 21
- Book/bill of 0.97 despite no significant orders

## Revenue

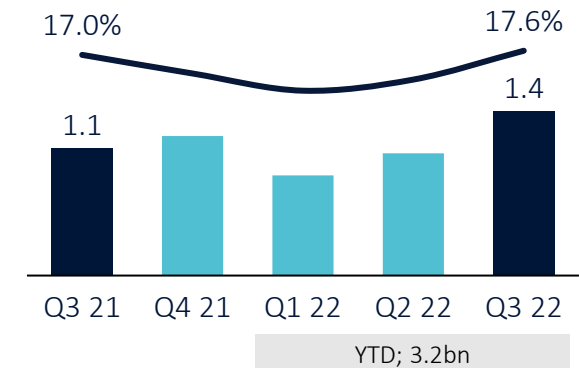
(NOKbn) — Rolling 12m revenue



- Double digit revenue growth in all business areas
- LTM revenues above 2022 target
- YTD 22 revenues up 16% compared to YTD 21

## EBITDA

(NOKbn, %) — EBITDA %



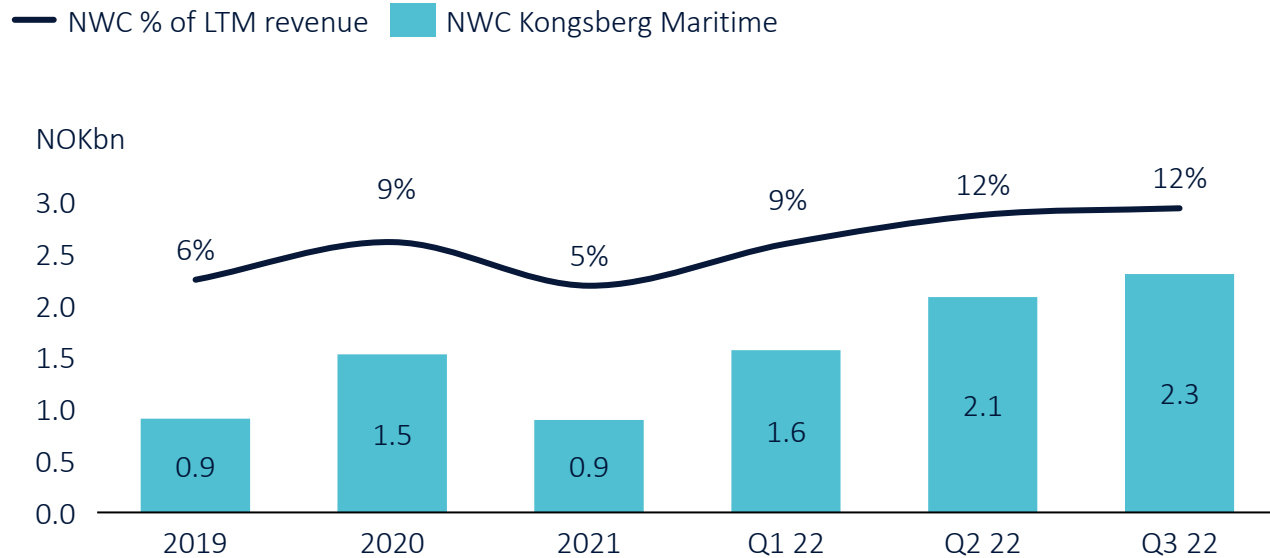
- All time high EBITDA
- Year to date EBITDA margin of 14.3%



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# Working capital development KM

## Net Working Capital development



## Highlights

- Double digit growth last three consecutive quarters drives growth in;
  - trade receivables
  - inventory



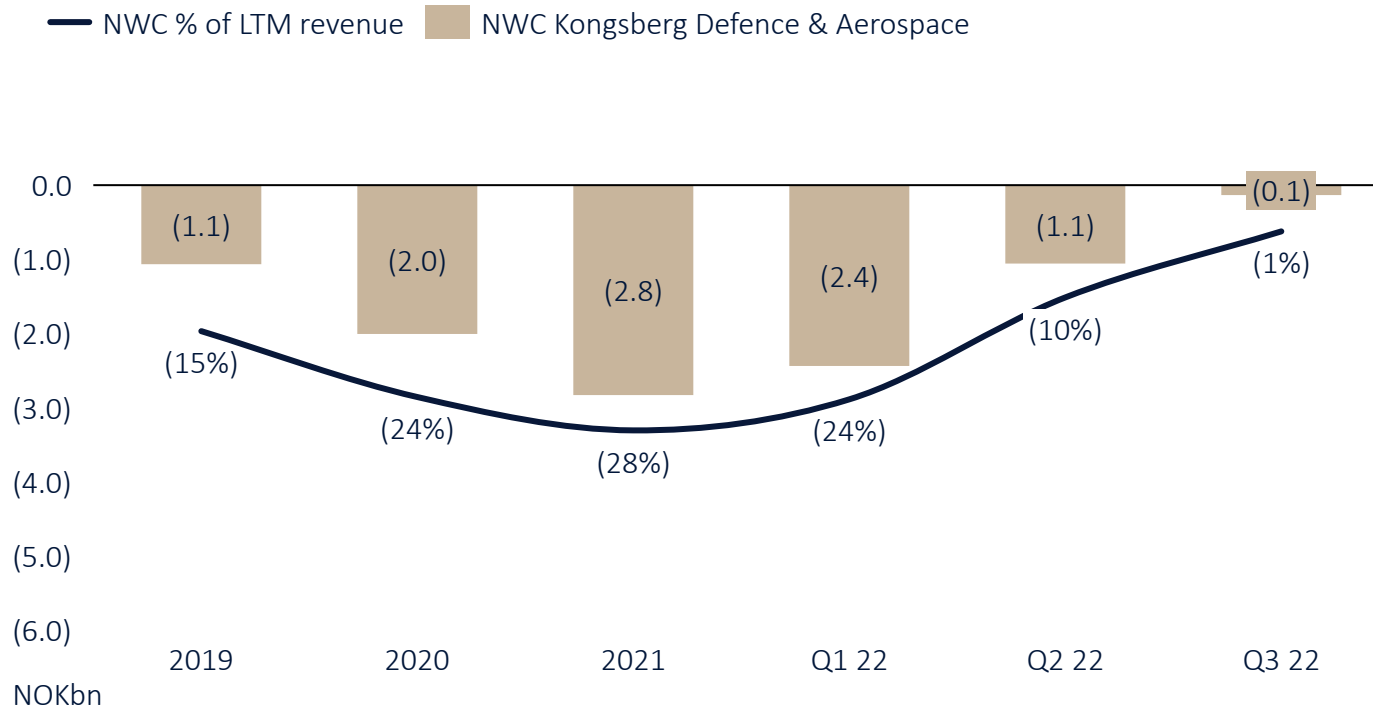


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# Working capital development KDA

## Net Working Capital development

## Highlights

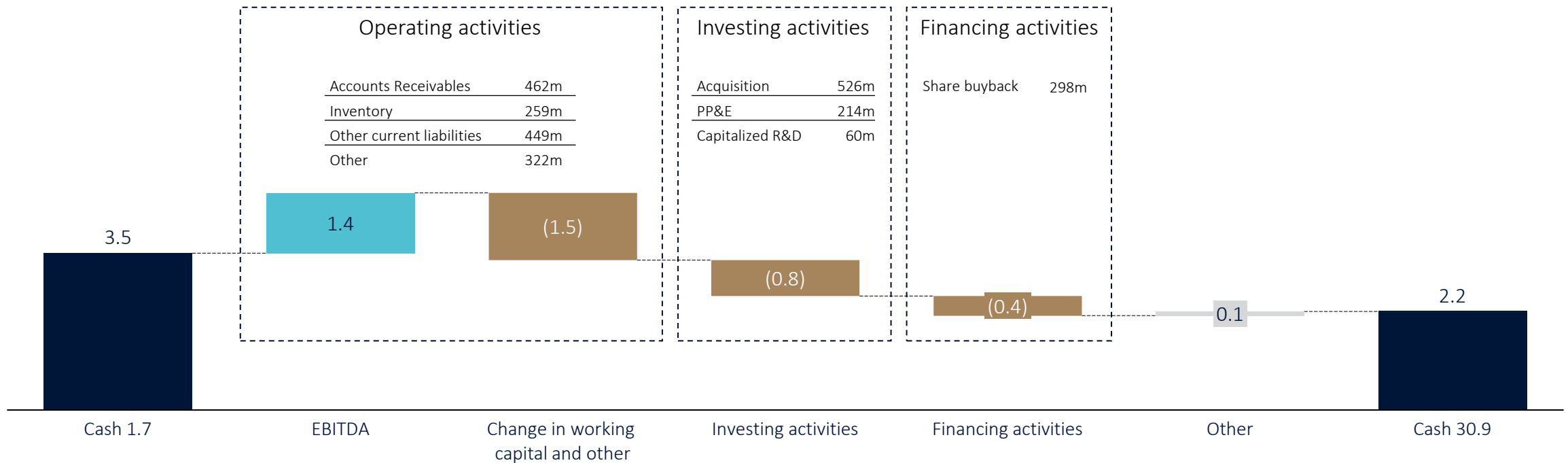


- Increased inventory to meet future growth within Missile division
- Component shortages in Land division continue to hamper deliveries
- High progress in several projects, without any new significant “pre-payments” from customers



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# Cashflow development 1.7 – 30.9





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# KONGSBERG MARITIME

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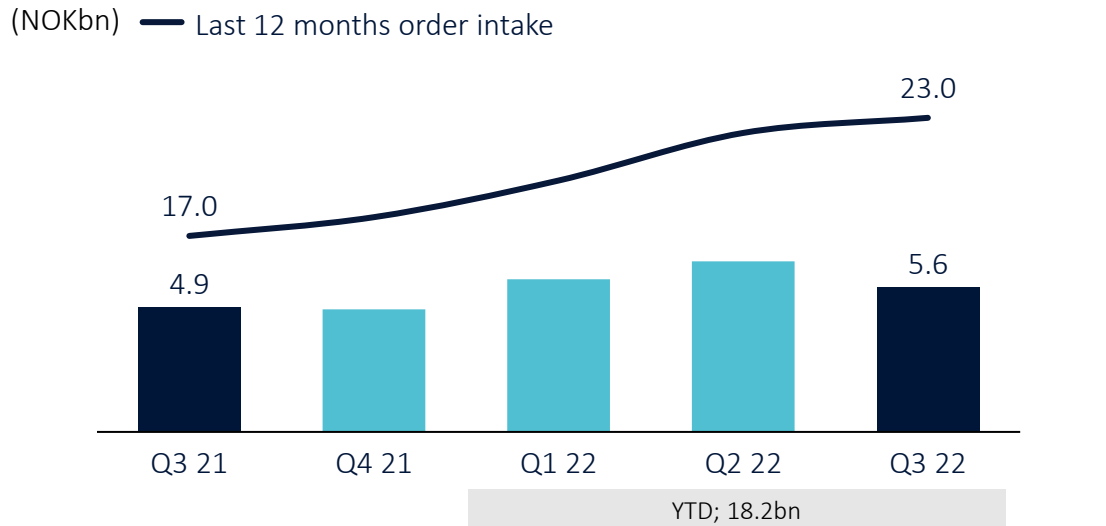




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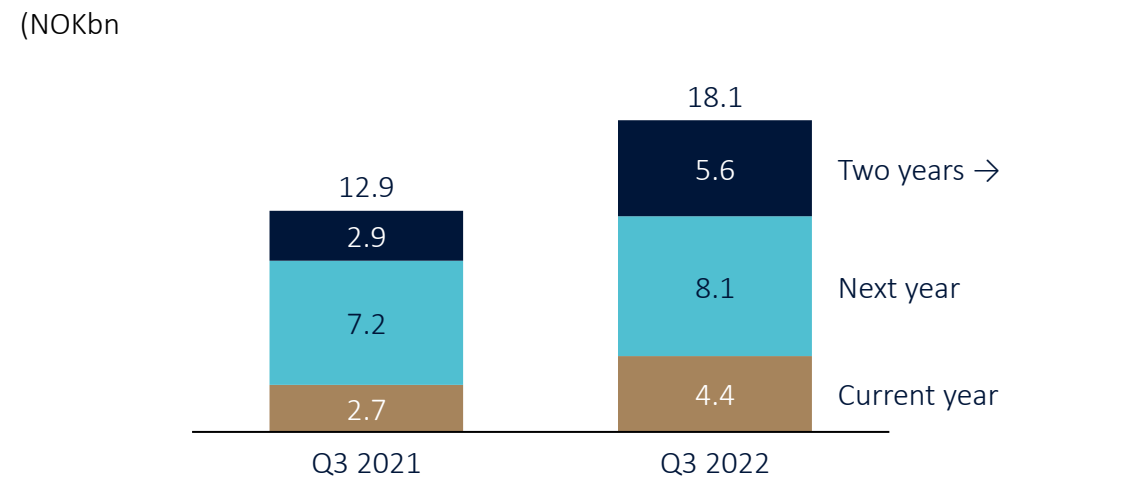
# Strong order intake and book/bill 1.20 in KM

## Order intake



- Q3 22 order intake up 16% compared to Q3 21
- YTD order intake up 38% compare to last year

## Order backlog



- Q3 22 backlog up 41% compared to Q3 21
- Backlog “two years →” increase due to increased lead times and project mix

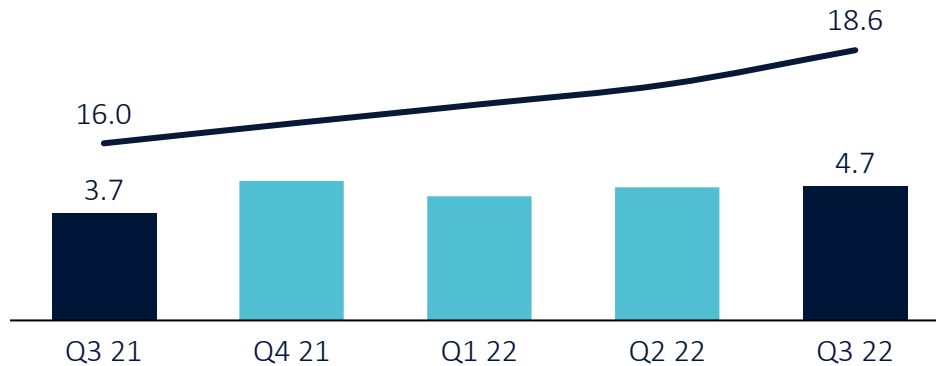


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# 26% revenue growth in KM

## Revenue

(NOKbn) — Rolling 12-months revenue

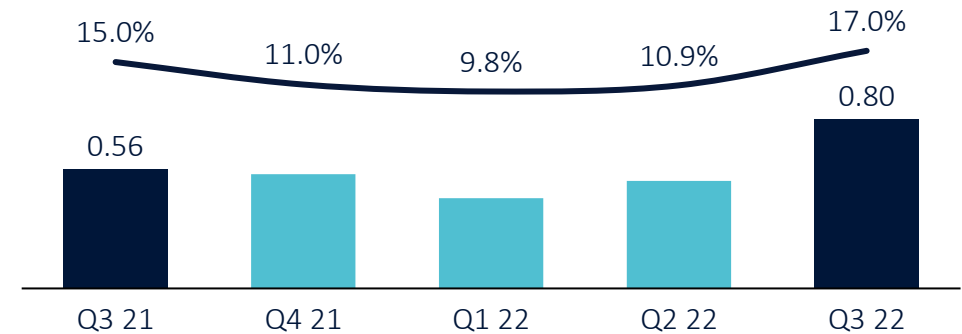


YTD 2022; 13.7bn

- Record high aftermarket revenues
- Rolling 12-months revenues up 16%

## EBITDA

(NOKbn, %)



YTD 2022; 1.7bn (12.6%)

- Q3 2022 EBITDA 42% higher compared to Q3 21
- Growth, solid operations, seasonal effects and currency supports solid EBITDA



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# KONGSBERG DEFENCE & AEROSPACE



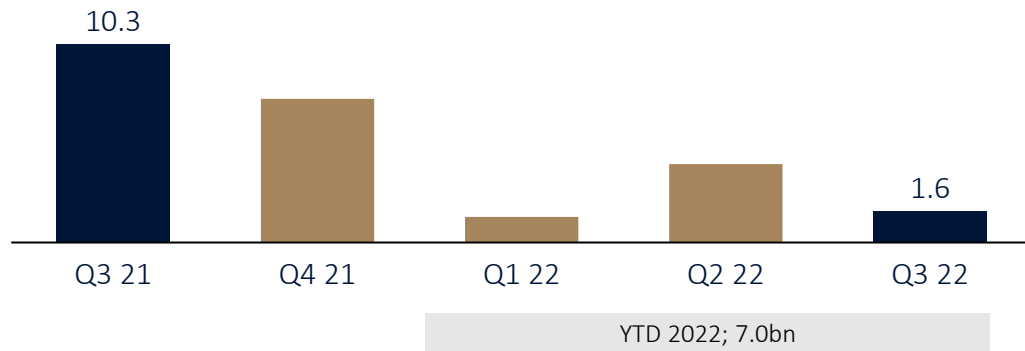


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# Order backlog supports continued growth in KDA

## Order intake and major orders

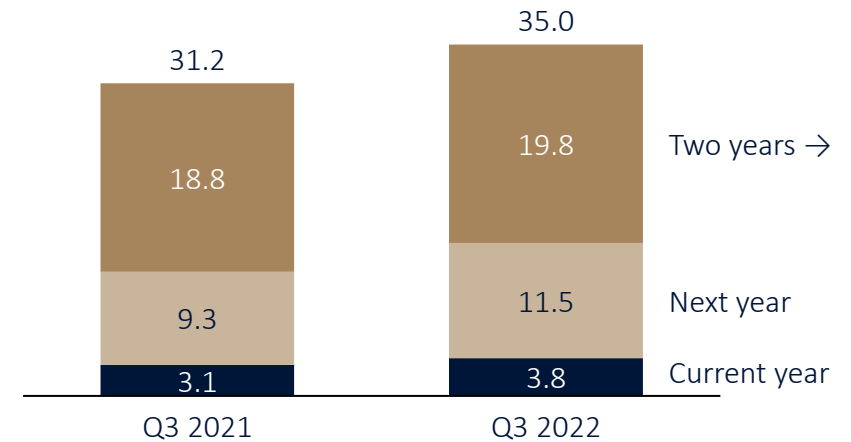
(NOKbn)



- |   |  |  |  |   |
|---|--|--|--|---|
| <ul style="list-style-type: none"> <li>NSM Germany</li> <li>Submarine Norway and Germany</li> </ul> | <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> |
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## Order backlog

(NOKbn)



- Solid backlog coverage going forward gives long term visibility
- NOK 35bn in backlog up 12%

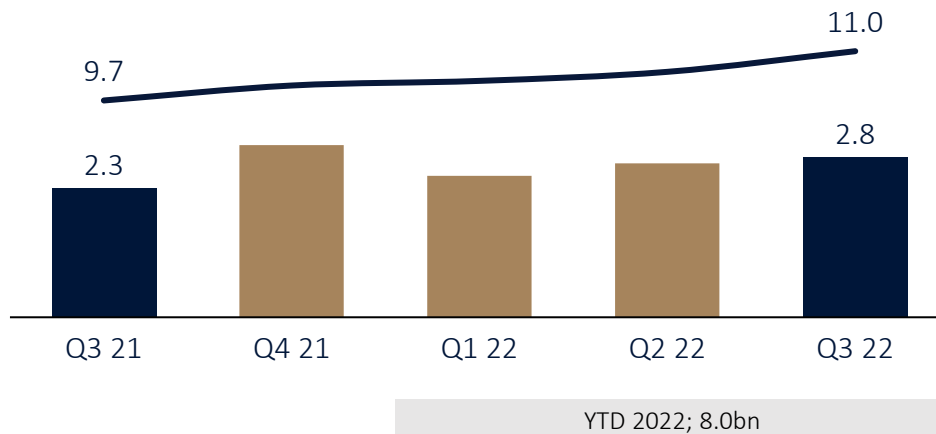


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# 24% growth in revenue in KDA

## Revenue

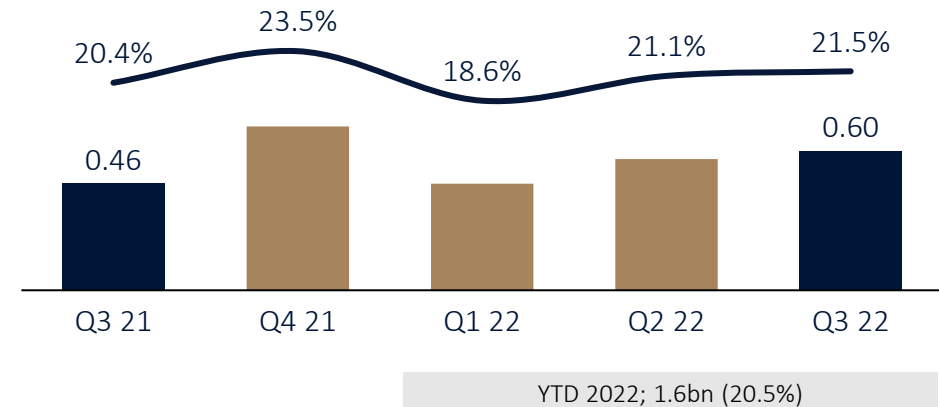
(NOKbn) — Rolling 12-months revenue



- Q3 22 revenue increased 24% compared to Q3 21
- High progress on significant contracts contributes to revenue growth

## EBITDA

(NOKbn, %)



- High margin due to favourable project mix

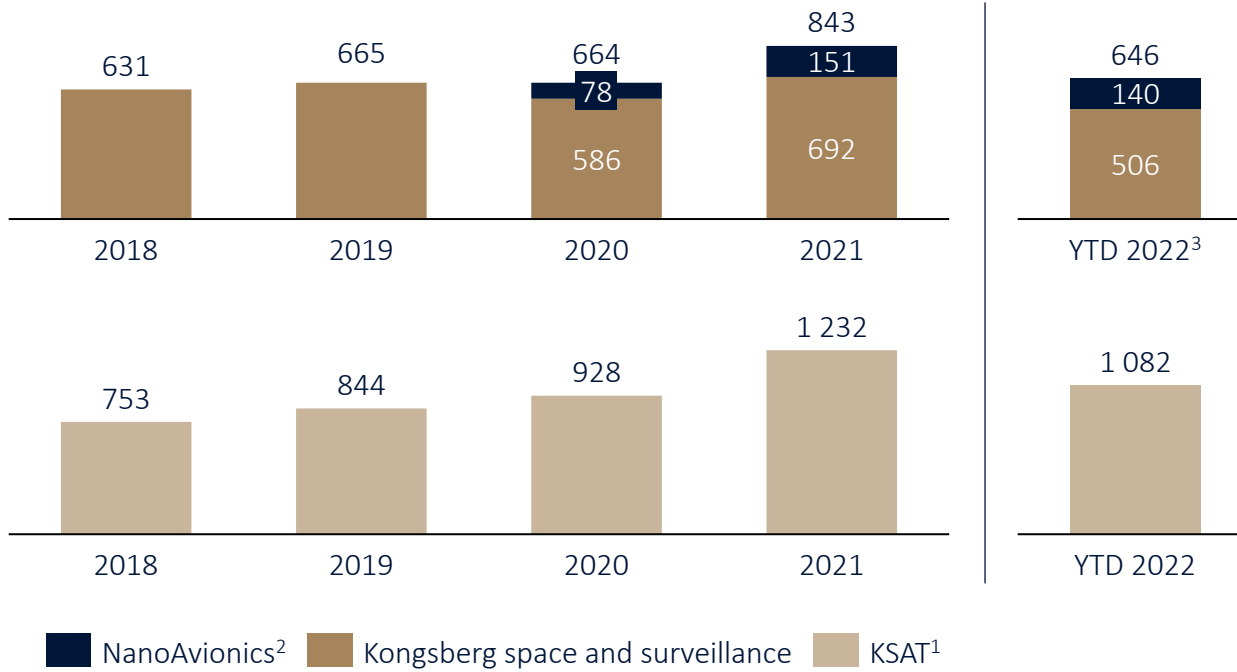


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# Acquisition of NanoAvionics closed

## Proforma revenue from combined company and KSAT<sup>1</sup>

(NOKm)



## Highlights

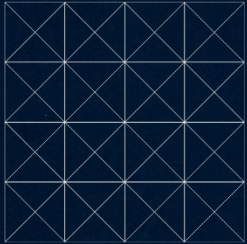
- NanoAvionics acquisition closed 6 September
- Acquired 77% of the company at an enterprise value of EUR 65 million
- NanoAvionics delivers positive results, with YTD EBITDA ~NOK12m

1) Kongsberg Satellite Services 2) NanoAvionics reports in Euro, applied EUR/NOK =10.2 3) Proforma figures for NanoAvionics



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# KONGSBERG DIGITAL



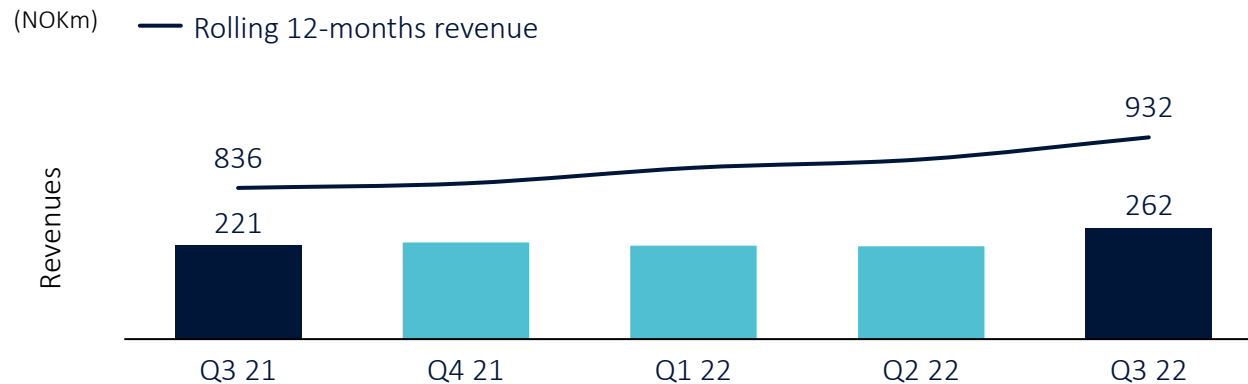




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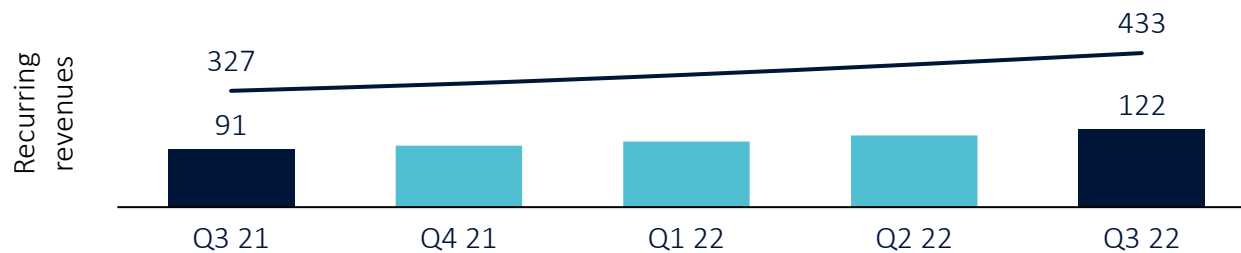
# Growth in all areas in KDI

## Key figures



## Highlights

- Q3 22 recurring revenue increased with 34% from Q3 21
- Share of recurring revenue ~47% in Q3 22
- ~30% increase in number of users on Kognitwin compared to previous quarter





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# Outlook



## KONGSBERG DEFENCE & AEROSPACE

Current backlog secures growth in 2022  
Some fluctuations in revenue expected due to components situation  
High market activity with solid missile order intake expected next 18 months



## 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

Solid balance sheet and NOK 54.1bn in order backlog, whereof NOK 8.4bn for delivery in Q4 2022



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INVESTOR PRESENTATION

**Q&A**

