



KONGSBERG

CMD 2022

Kongsberg Maritime

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GLOBAL SALES AND OPERATIONS



7,000
employees



16.5 BNOK
revenues



34
countries



Equipment on
30,000 vessels



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LATEST GLOBAL NEWS

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ECONOMIC GROWTH

MARITIME NEWS 2022

IMF cuts GDP forecasts

- Ukraine war rises risks
- China lockdowns affect supply chains
- Darkened inflation outlook with rising gasoline, food, raw material prices

ENERGY MARKETS

MARITIME NEWS 2022

Struggle to balance energy crunch and climate crisis

- Energy security concerns reinforce focus on renewables and O&G
- Supply crunch shows need to rethink energy transition: Saudi Aramco chief

OFFSHORE OIL & GAS

MARITIME NEWS 2022

O&G companies awash with cash

- Could invest in existing and new fields
- Westwood: Offshore rig supply gets tighter, sold-out market emerging

OFFSHORE WIND

MARITIME NEWS 2022

Governments open new fields for offshore wind

- Floating wind to provide mid-decade boost to AHTS demand
- Wind turbine makers racked up losses in Q1, swelled by costs and competition

CARGO CARRIERS

MARITIME NEWS 2022

Shifting world order set to boost tonne-mile demand

- High bunker prices slow fleet down and shrink available supply of ships
- Container market has peaked
- Fears over global food and energy supplies to drive bulker rates

CRUISE & PASSENGER

MARITIME NEWS 2022

The industry's restart continues to accelerate

- Cruise revival will depend on consumer confidence
- High fuel cost impacts ferry margins

NAVAL

MARITIME NEWS 2022

Russia's attack on Ukraine means more military spending

- Nations naval budgets increasing
- UK increases naval spending by £7.5 Billion over the next 10 years

FISHERY & AQUACULTURE

MARITIME NEWS 2022

Record high salmon prices drive up results

- Soaring fuel prices impact fishing economics
- In a brewing food crisis, salmon can be a winner compared to other farmed animals



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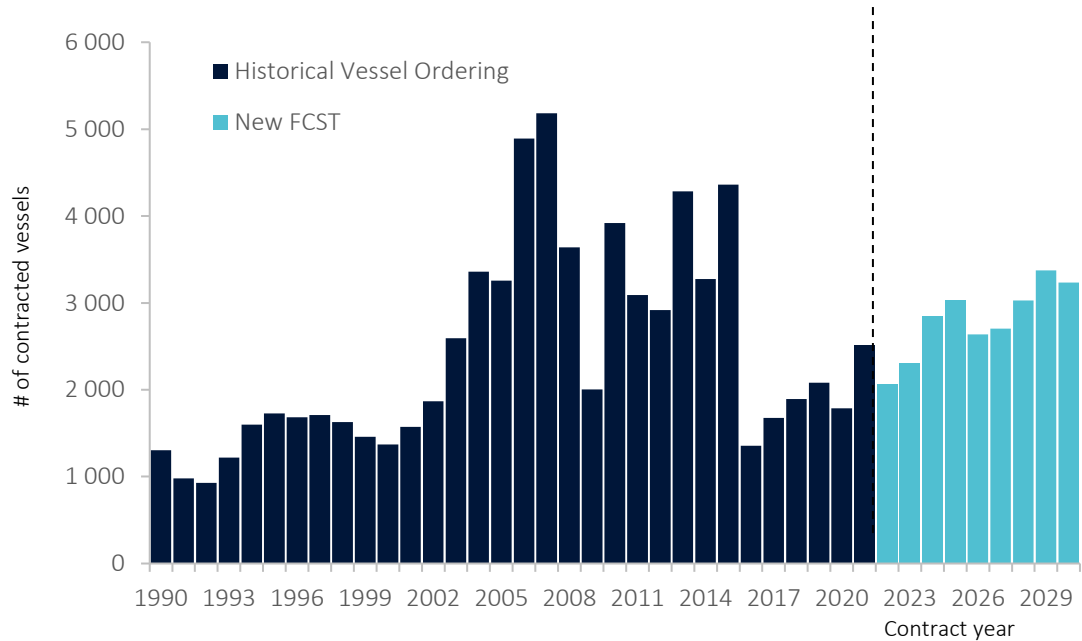
Long term growth in core markets

Some near-term volatility, but long term growth in many of our core markets

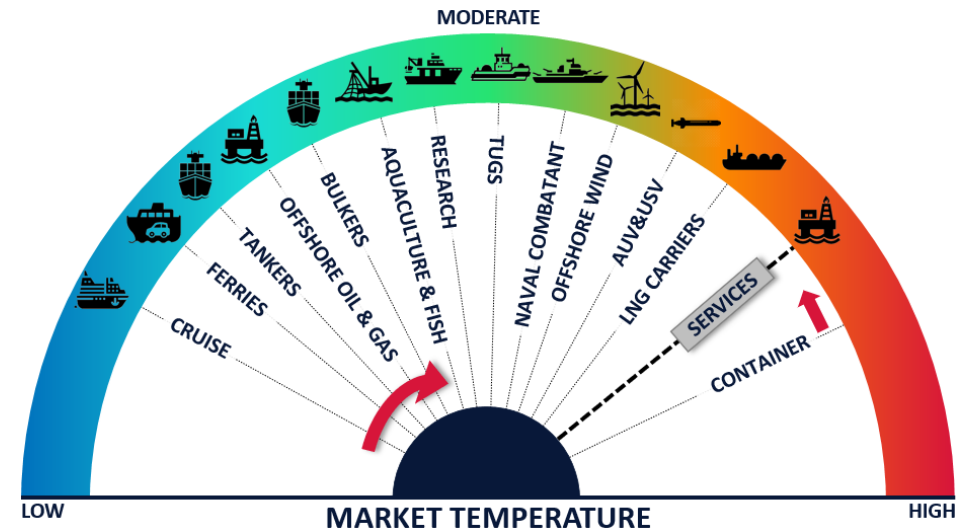
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NEWBUILDING MARKET DEVELOPMENT



CURRENT MARKET SENTIMENT



Source: Internal forecast, with inputs from S&P Global, Clarksons Research



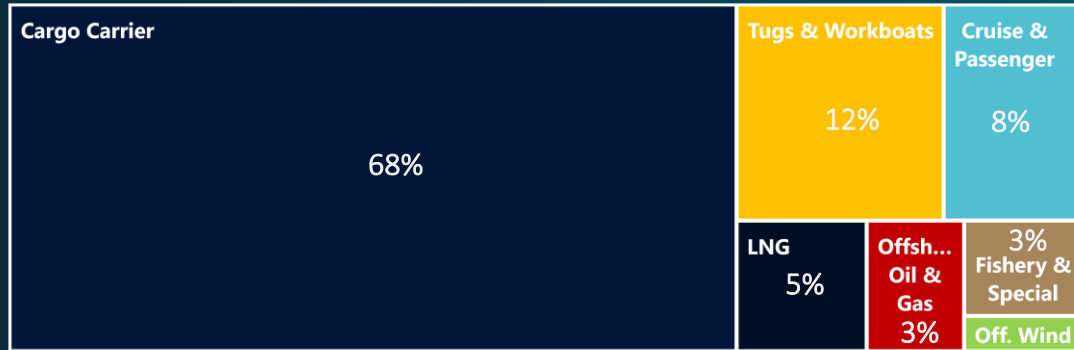
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Market by volume vs. by value

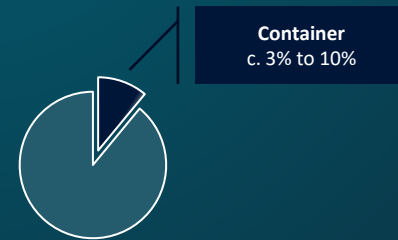
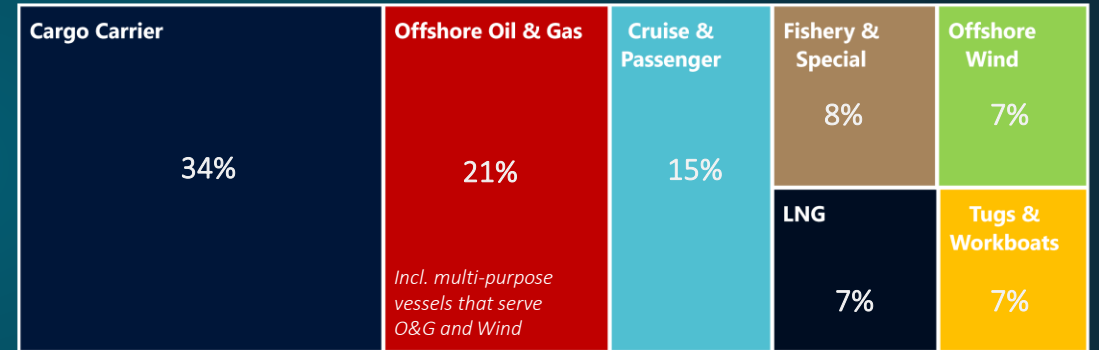
Opportunities across key volume and specialised commercial markets

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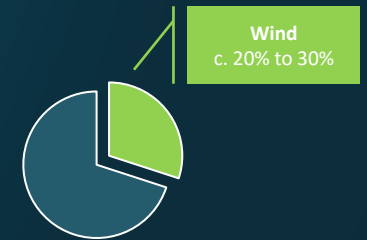
VESSEL CONTRACT YEAR 2022-2026 – NO. OF VESSELS



VESSEL CONTRACT YEAR 2022-2026 – BY VALUE KONGSBERG SCOPE



KM SCOPE OF VESSEL VALUE



*KM MARKET SIZE (indicative): An estimated value of a representative KM product scope applied on c.260 vessel types and sizes, actual product configurations can vary. **Not included:** Naval Marine, Coastguard, Crewboats, AHTS < 8000 bhp, PSV < 3000 dwt, Tugs < 2000 kW, Fishing Vessels ordered by Asian owners, AUVs, & USVs, fixed platforms.




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Trends shaping our industry


KM is well positioned to enable our customers in improving operations through market leading technologies

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KEY CUSTOMER REQUIREMENTS...

 **OPERATIONAL EFFICIENCY**
Reduce Capex or Opex, and increase profitability

 **SUSTAINABILITY**
Greener solutions to meet environmental regulations and stakeholder expectations

 **SAFETY, SECURITY & RELIABILITY**
Improve safety of crew and vessel, reduce risk of accidents at sea, and reduce down time

...DRIVE ADOPTION OF TECHNOLOGY AND BUSINESS MODEL TRENDS

SMART DATA & ANALYTICS



CONNECTIVITY & REMOTE SERVICES



CLEANER FUELS



ELECTRIFICATION & ENERGY STORAGE



ADVANCED SENSORS



ROBOTISATION, REMOTE & AUTONOMY



HYDRODYNAMICS FOR EFFICIENCY



INTEGRATION



ADVANCED MANUFACTURING & MATERIALS



RISK SHARING





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Strong, diverse and growing market positions for KM

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HURTIGRUTEN



Hybrid upgrades of three existing ships

IWS - AWIND



Four new offshore wind vessels (CSOV)

REACH SUBSEA



Unmanned inspection and repair vessels

SØLVTRANS



A new series of Live Fish Carriers (well boats)

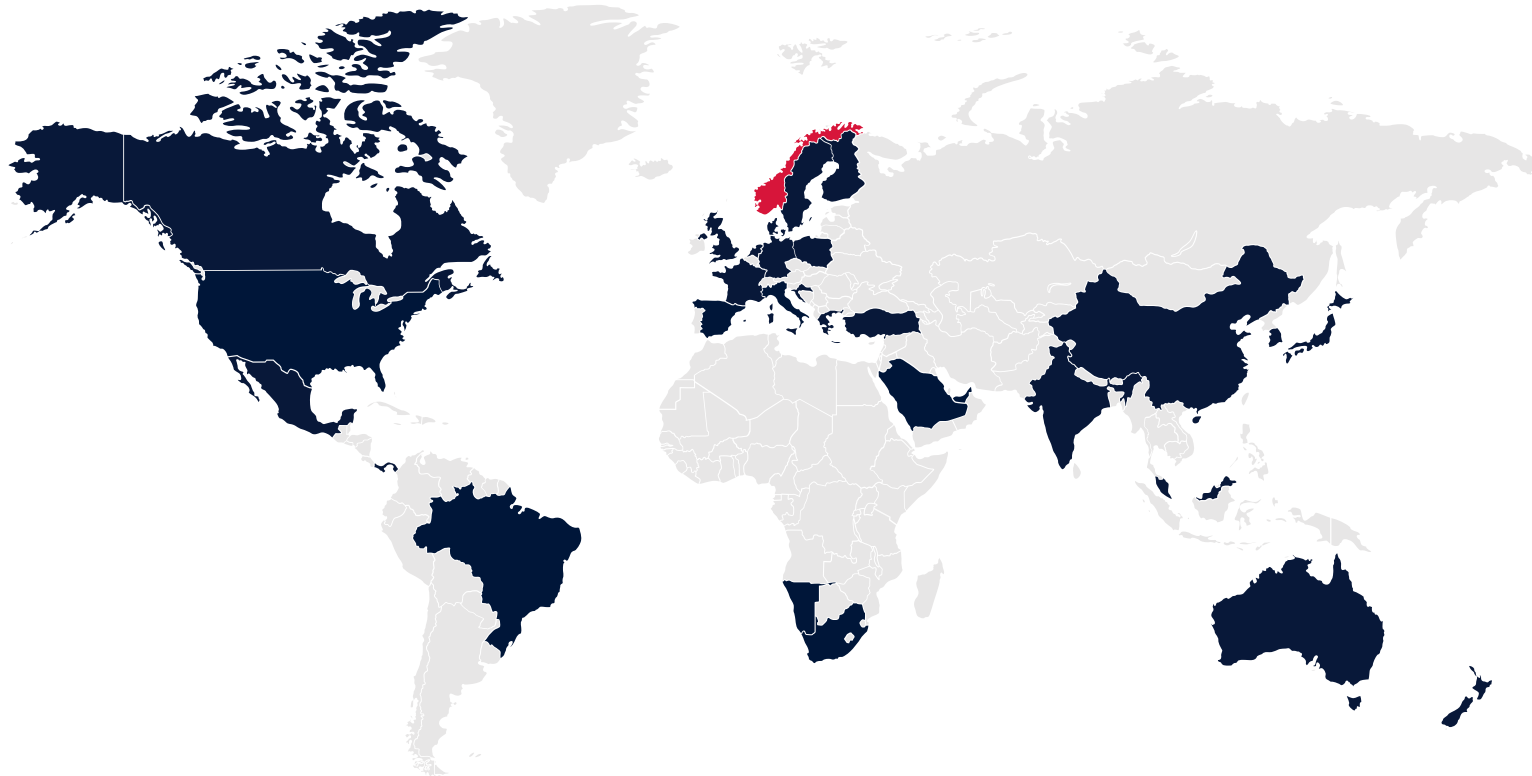


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Global reach provides robustness

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Presence in 30+ countries

- 41% of employees outside of Nordics
- Geopolitics and COVID changes expectations and needs
 - Close to customers
 - Supply Chain/Logistics
 - Global access to talent



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Navigating global disruptions

Each month: about 5,000 contracts signed and 13,000 supplier deals made

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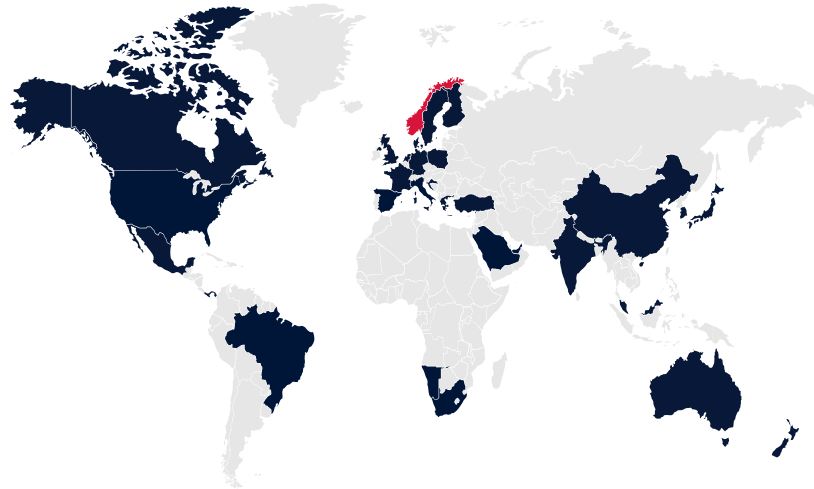
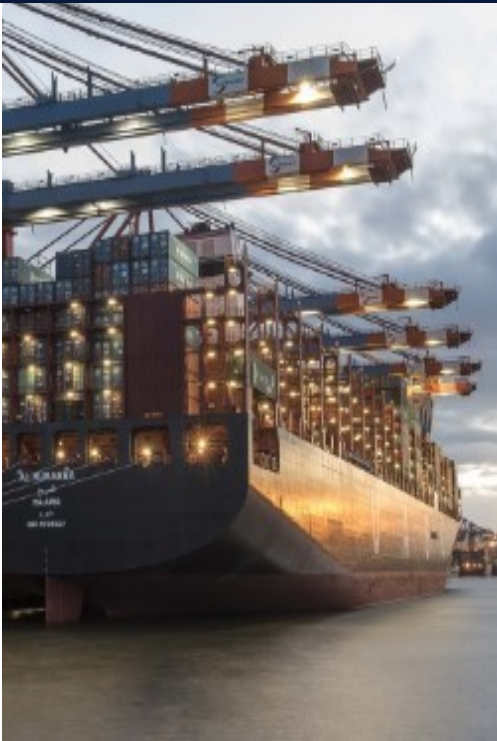
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CUSTOMERS

Spare parts, products,
systems and solutions

Materials, components
and spare parts

SUB-SUPPLIERS



ROBUST, GLOBAL AND AGILE ORGANISATION



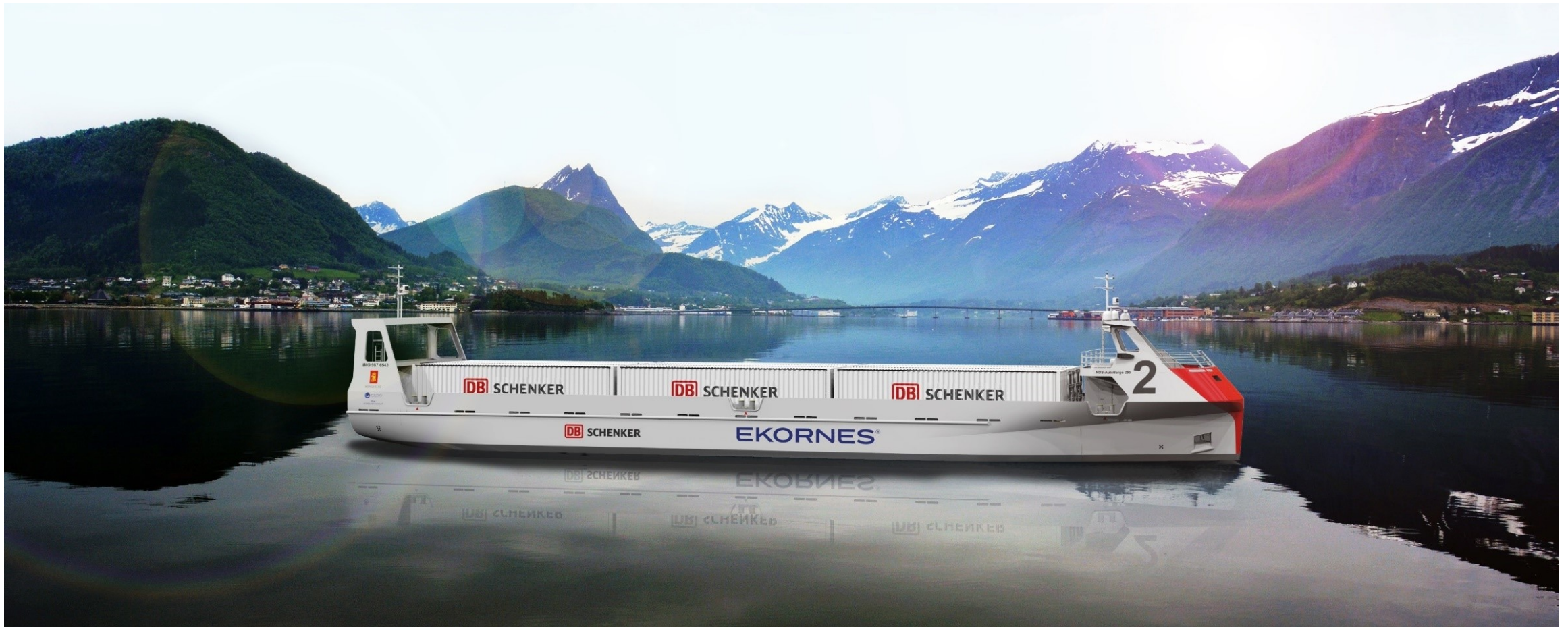
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Keeping a frontline position on digital ocean technology

Which also paves way for new routes to market

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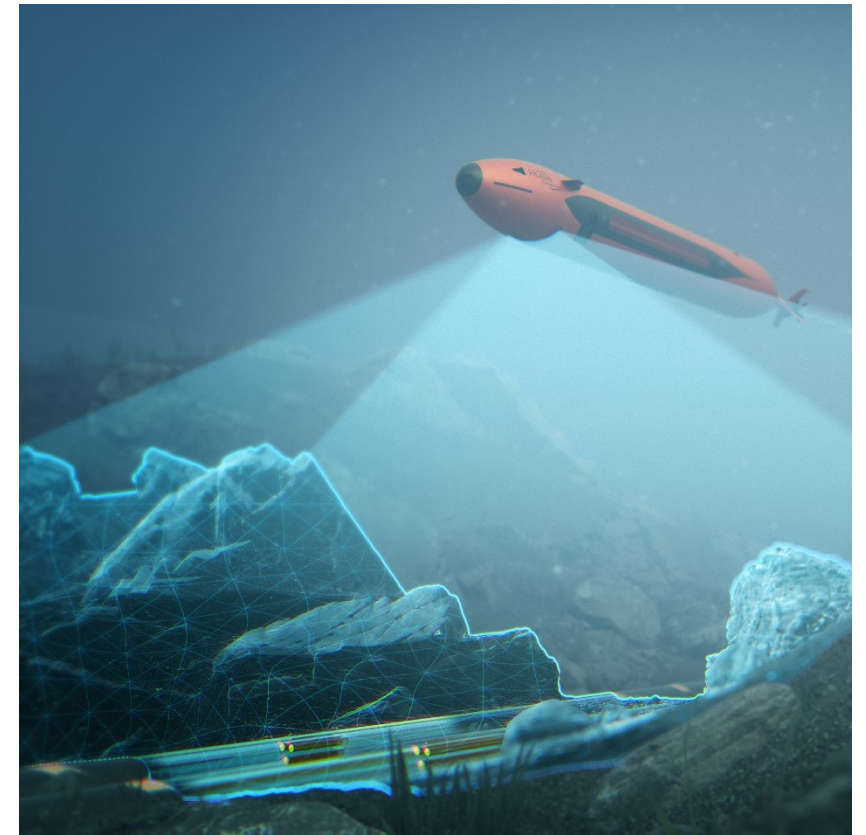
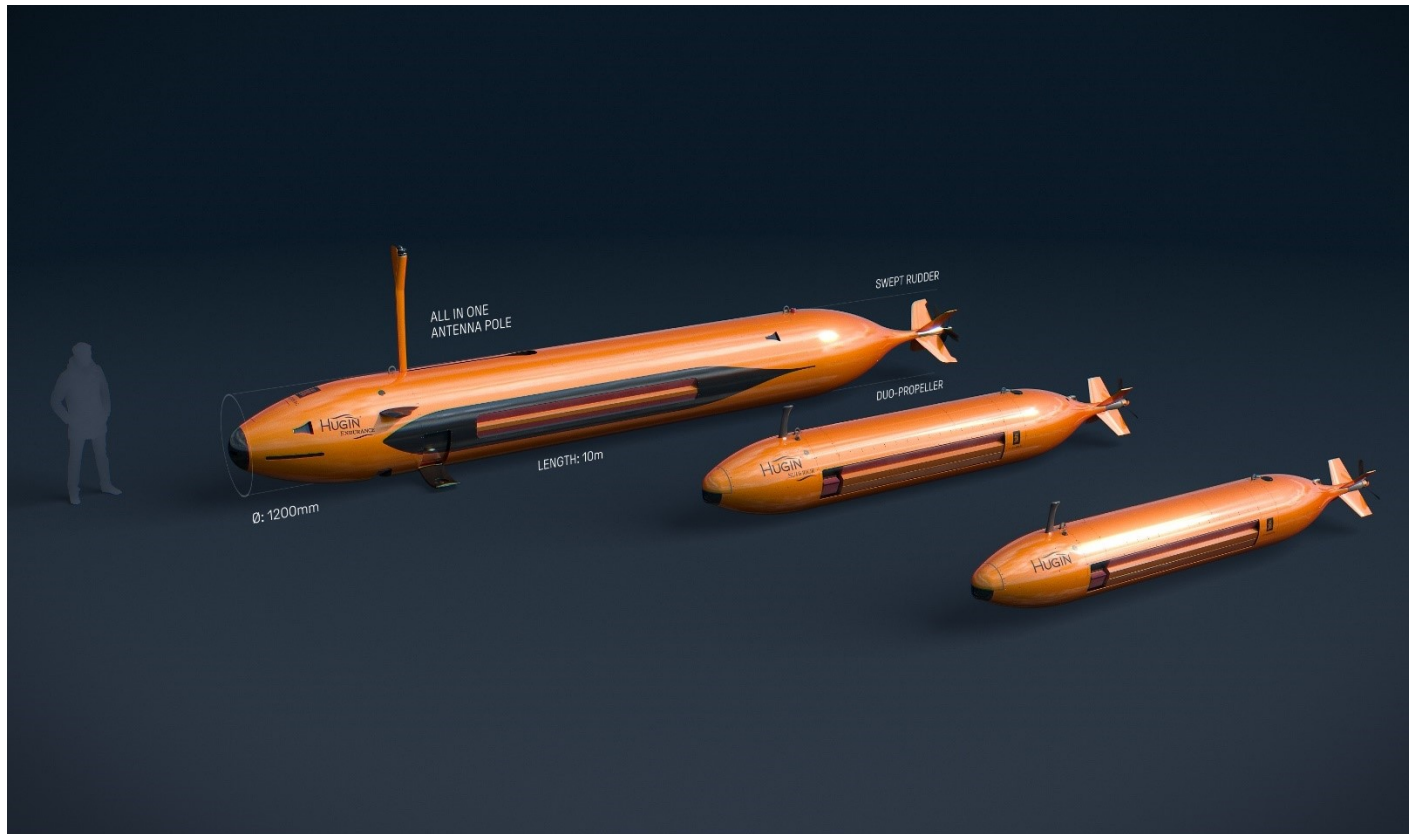
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Our deep knowledge is in demand

Underwater mapping – robotics

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In the midst of the energy transition

Provides addressable growth areas

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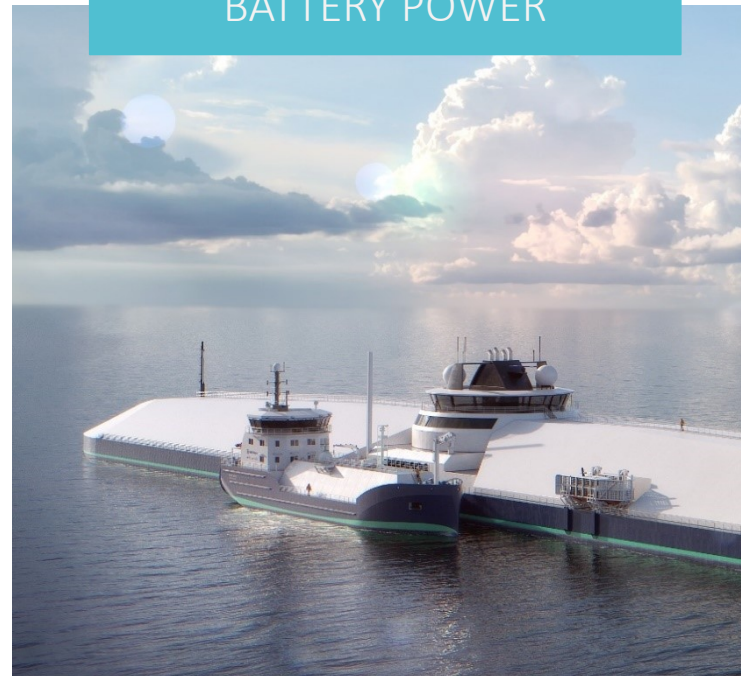
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OFFSHORE WIND



Offshore wind to see significant scaling to 1,748 GW in 2050. Floating offshore wind is anticipated to generate 15% of this, contributing 264 GW. (DNV)

BATTERY POWER



Vessels with batteries installed will increase by 27% annually to more than 1,000 in 2025, and almost 3,300 by 2030 (Maritime Battery Forum)

ALTERNATIVE FUELS



Alternative fuels are needed urgently to decarbonise shipping, but there is an 'ocean of alternatives'



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Ready to solve the industry's challenges

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KEY MARKET DRIVERS
POSITION US FOR
LONG-TERM GROWTH



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Thank you!

