



KONGSBERG

KONGSBERG MARITIME

Geir Håøy, President KM

CMD²⁰₁₅
CAPITAL MARKETS DAY

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AGENDA



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DEVELOPMENT SINCE CMD 2014

CORE TECHNOLOGY & INNOVATION

K-IMS | OPERATIONAL INTELLIGENCE

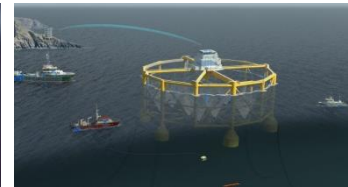
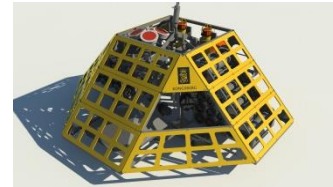
DIVERSITY DELIVERS

AN OCEAN OF OPPORTUNITIES



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KONGSBERG MARITIME



An ocean of opportunities

59 offices in
20 countries

4 777 employees

Revenues LTM 10,2 BNOK

Order backlog 7,9 BNOK

Installed base more than
17 000 vessels

Offshore,
Merchant, Subsea
and Emerging Business

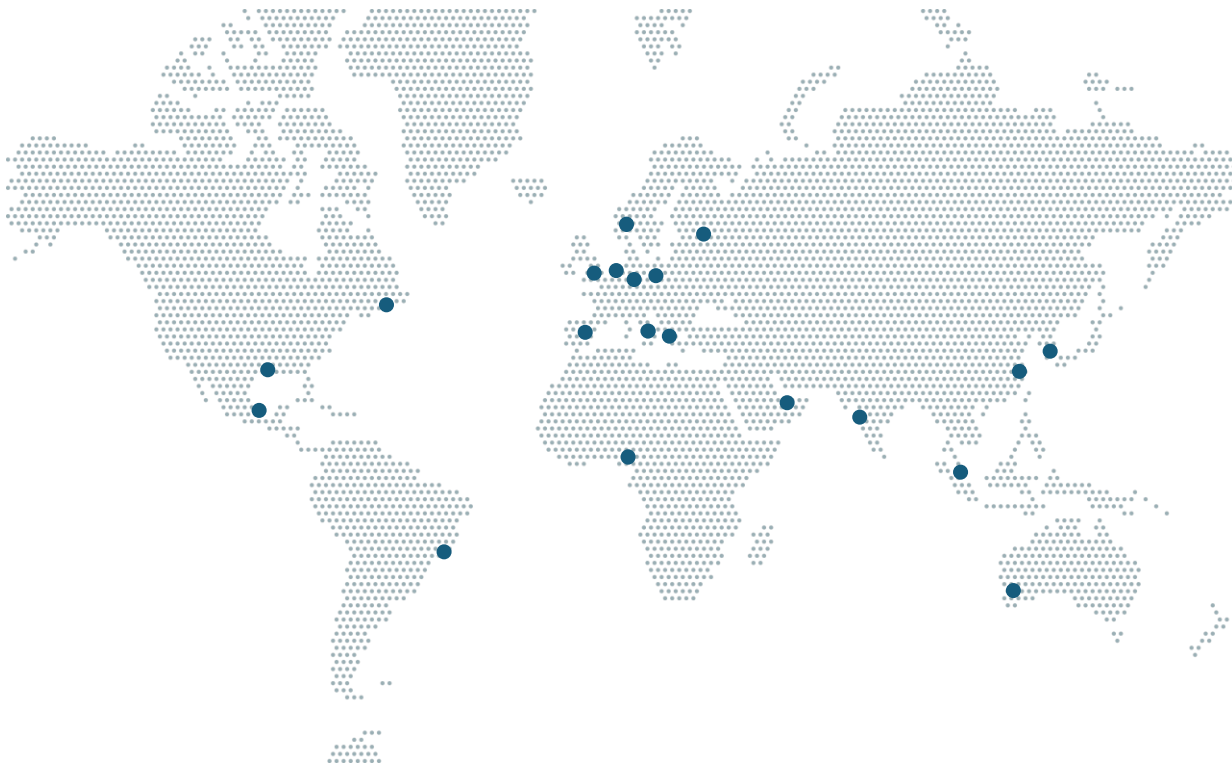
Dynamic positioning, navigation,
automation, engineering,
simulation, subsea and seismic
instrumentation,
deck handling
and fisheries

CLOSE TO OUR CUSTOMERS

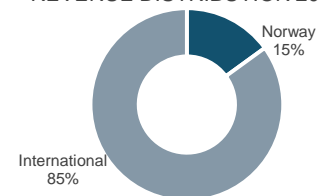
59 local offices in 20 countries, ensures access to our markets and proximity to our customers



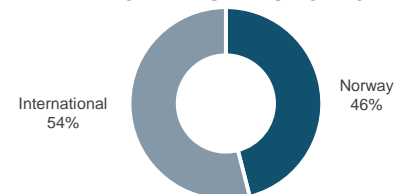
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REVENUE DISTRIBUTION 2014



EMPLOYEE DISTRIBUTION 2014



THE OCTOPUS MODEL

- Adding value to our clients



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Standalone
Integrated solutions
Extended services
Engineering
Added value



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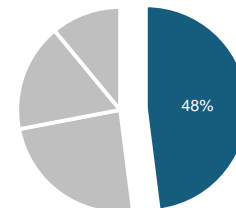
OFFSHORE

CORE BUSINESS

- Engineering services, Automation, Dynamic Positioning, and Navigation Systems
- Information Management systems
- Service & Maintenance

TYPICAL APPLICATIONS

- Advanced Dynamic position applications
- Energy Management systems
- Gass management systems
- Engineering solutions
- Conditioning monitoring



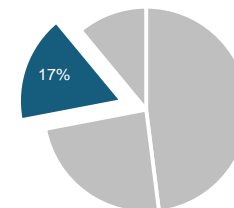
MERCHANT MARINE

CORE BUSINESS

- Scalable tailored to operational needs - automation & control, safety, energy management, navigation and cargo handling

TYPICAL APPLICATIONS

- From bulk carriers to tankers and complex gas carriers
- Condition monitoring
- Fuel optimization
- The diversity and our marked position at large drives the revenues



Pie charts show revenue distribution at 15Q3.



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MARITIME



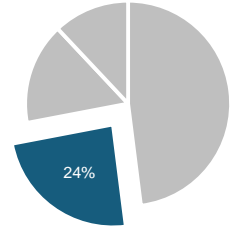
SUBSEA

CORE BUSINESS

- Underwater navigation systems, underwater vehicles, underwater mapping and imaging systems, subsea monitoring solutions, acoustic sensor systems for fishery, marine research and naval

TYPICAL APPLICATIONS

- KM marine operations and dynamic positioning systems
- Oil companies
- Survey companies
- Navies
- National hydrographic offices, ports and harbours, marine research institutes
- Fisheries



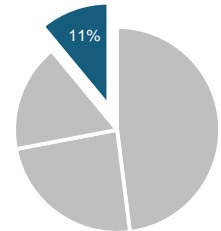
EMERGING BUSINESS

CORE BUSINESS

- Satellite positioning, seismic streamer instrumentation and handling, and customised training simulators

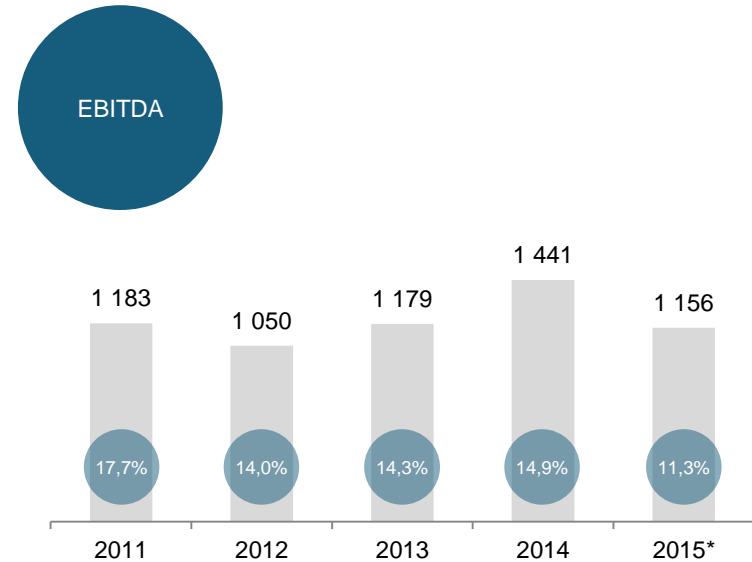
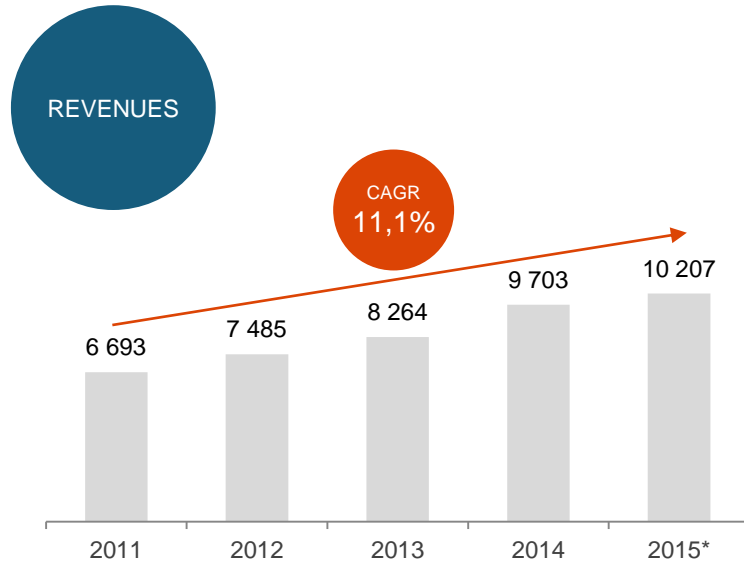
TYPICAL APPLICATIONS

- For all types of vessels and training entities
- Highly specialised products with a high threshold for market entry drives our revenues



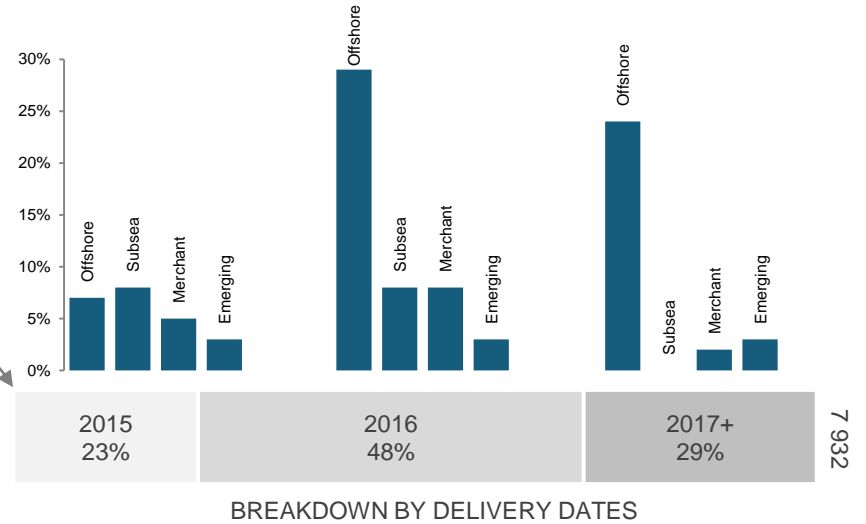
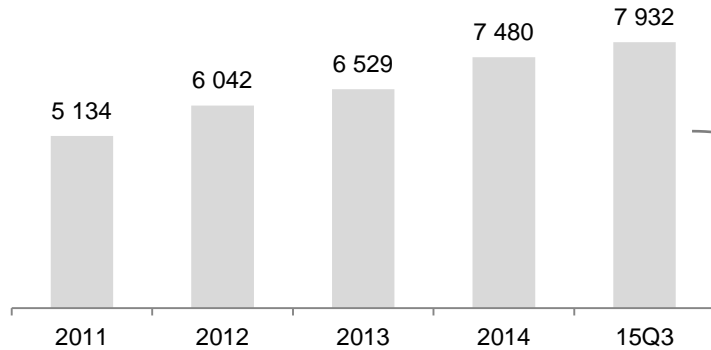
Pie charts show revenue distribution at 15Q3.

A PERIOD OF STRONG AND PROFITABLE GROWTH





SOLID ORDER BACKLOG IN A MORE CHALLENGING MARKET



Life-cycle business and framework agreements not converted into delivery contracts are not included in the backlog.

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DELTAONE

Cross-Divisional approach to Supplier Development and Strategies. We will drive enhance quality, secure delivery precision and cost-down with a total cost mindset



EIT

Success in Engineering, Procurement and Construction (EPC) based Electrical, Instrument and Telecom (EIT) solutions



LEAN

Lean programs delivering results and getting external recognition KM Offshore nominated to the Lean project of the year KM Subsea presenting at the Lean Forum Norge conference



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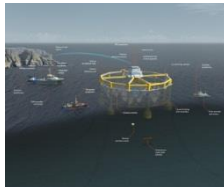
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CAPACITY ADJUSTMENTS

Capacity adjustments initiated, proactively aligning with the market outlook within offshore

AQUA CULTURE

KM was chosen as the Full Picture solution provider for Ocean Farming – Salmar ASA



RENTAL- LEASING

To help support our customers during projects where it is more cost effective to rent equipment, and/or offer a solution to utilise our products without the associated capital expenditure, we provide the opportunity to try our equipment before commit to buying it



GLOBAL CUSTOMER SUPPORT

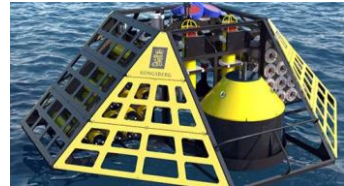
Expanded offering of associated services and support - competitive asset management, life cycle support and remote services



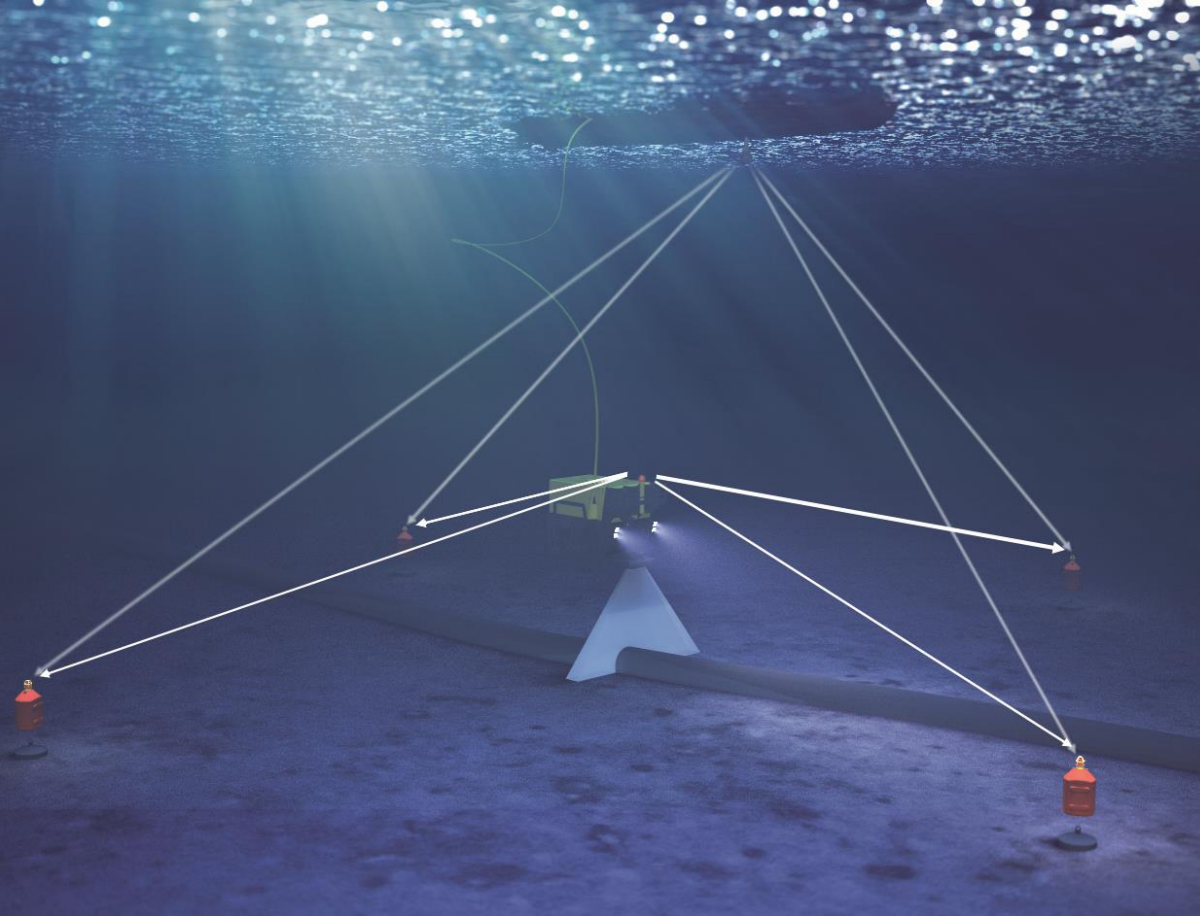


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SUBSEA – Growth ambition



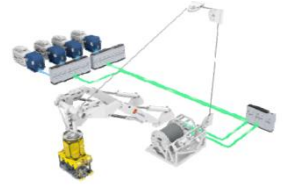
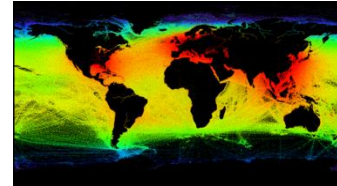
- Strong growth in Marine Robotics and Subsea monitoring
- All-time high for Fishery systems and Underwater mapping systems
- Cost effective solutions for subsea construction





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EMERGING BUSINESS



- Success within space based information and guiding systems for Automatic Ship Identification Systems(AIS)
- Growth in ROV Launch and Recovery systems
- Steady growth within Advanced and specialised Marine and Offshore Simulator systems
- Proven and reliable technology for positioning of seismic streamer cables



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OFFSHORE

– Diverse business in a challenging market



- Strengthened position within offshore production units. Strong order income and secured order backlog within LNG, FSRU, FLNG
- KME shows strength and solidity
- K-IMS established as a new business unit
- Initiated cost & capacity alignment programs to meet the market expectations within Drilling and OSV

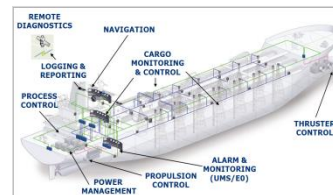




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MERCHANT MARINE

- Solid position in a fragmented market



- 30% growth in revenue and EBITA per Q3
- Fairly good market for gas tankers (LNG/LPG), product tankers and container vessels
- Strong focus on performance optimisation applications (“Green Solutions”)

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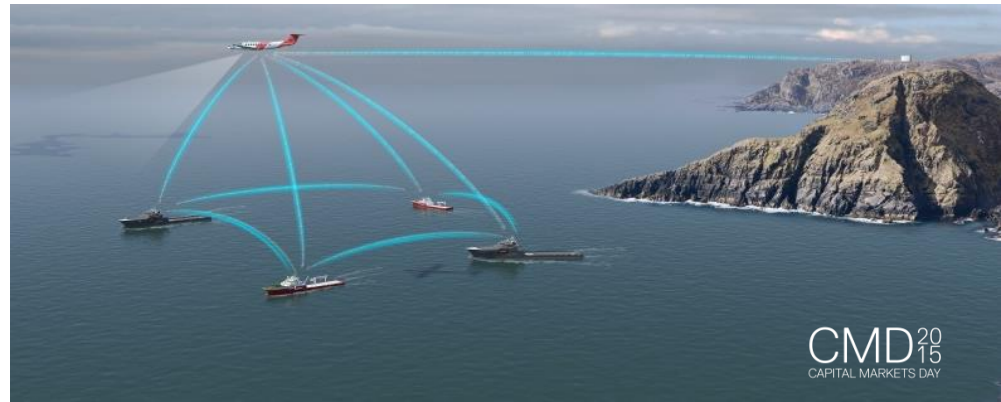
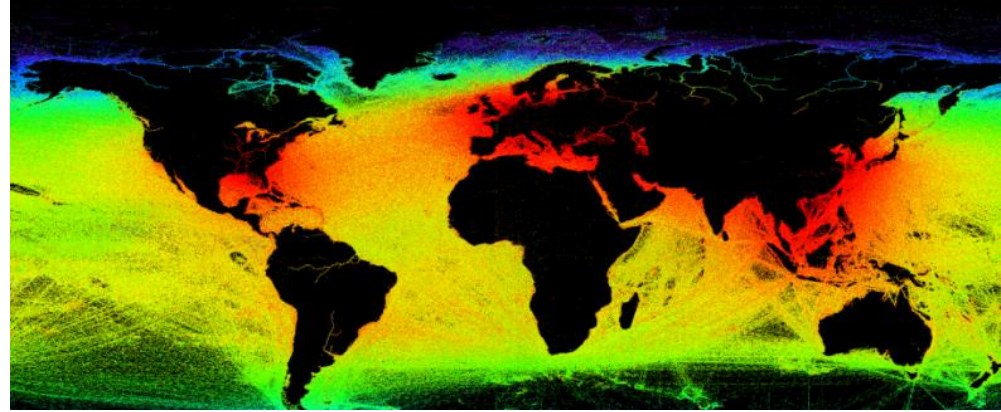
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Kongsberg Information Management System

MANAGEMENT OFFICE

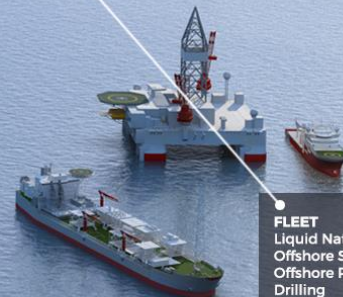


3rd Party Supplier Support office



KONGSBERG MARITIME Remote Services

FLEET
Liquid Natural Gas
Offshore Supply Vessel
Offshore Production Unit
Drilling





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OUR VISION

Empower our customers to make knowledge-based decisions to improve their operation

OUR MISSION

Provide a cross-functional platform for decision making and collaboration



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AVAILABLE EVERYWHERE

Open, secure and collaborative platform



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CYBER SECURITY

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Physical security



Procedures and policies



Firewalls and network topology



Computer policies



Account management



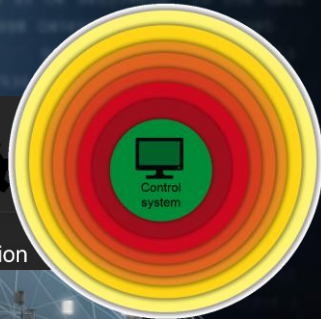
Security updates



Malware protection



Software Implementation



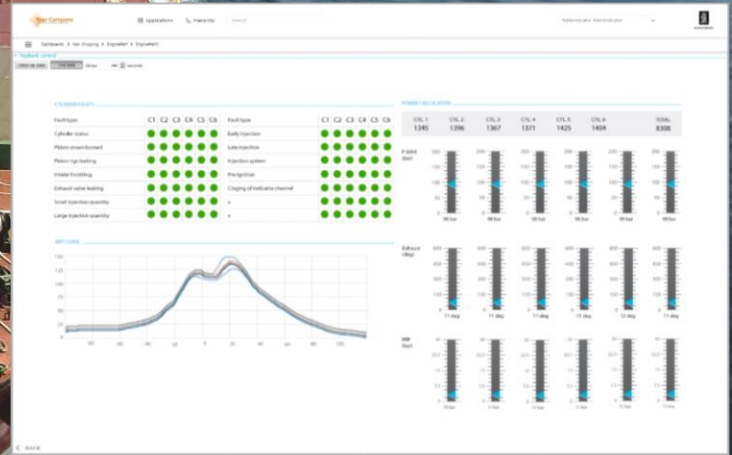
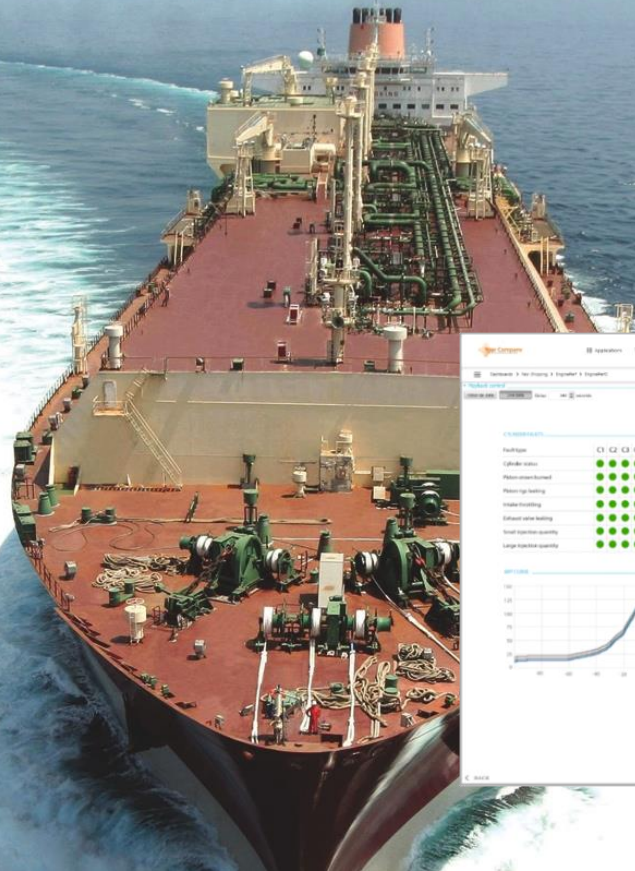
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CONDITION MONITORING

Reduces downtime
Optimizes maintenance





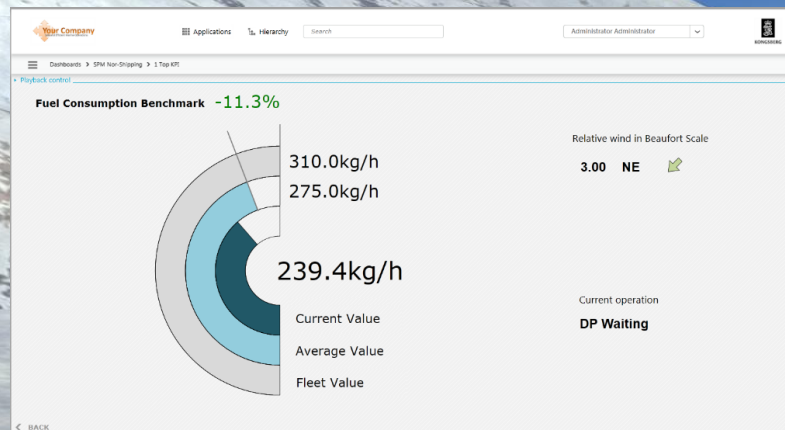
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PERFORMANCE MANAGEMENT

Energy management

Fuel optimization

*Environmental
monitoring*

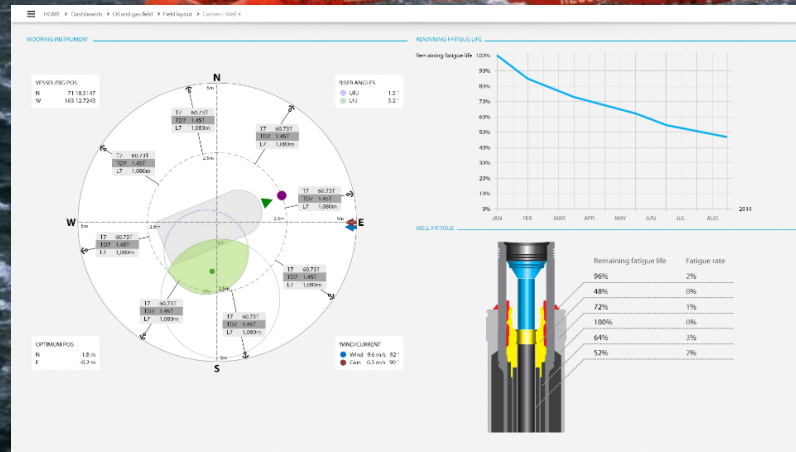




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DECISION SUPPORT

Operation planning
Dynamic risk assessment



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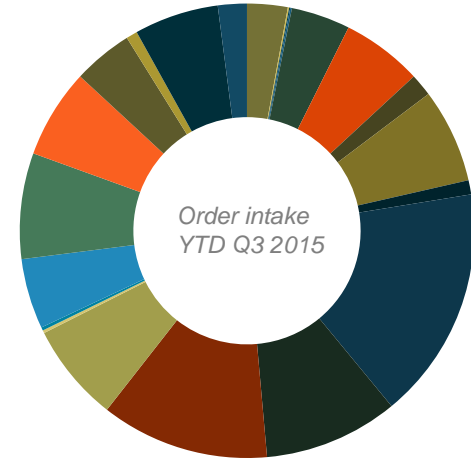
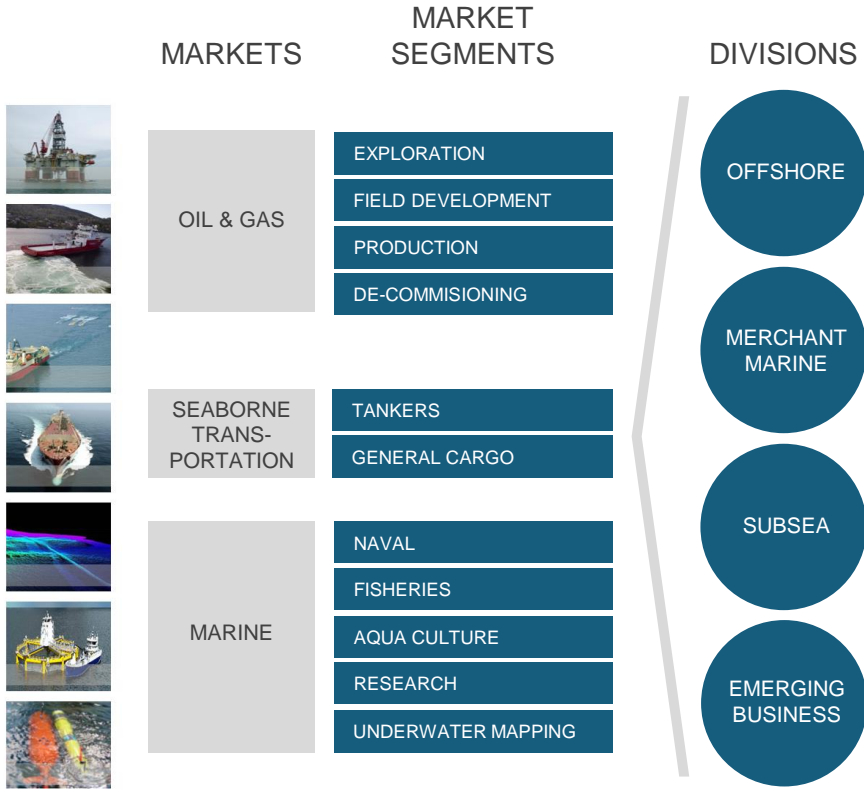
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DIVERSITY DELIVERS



- Accommodation Unit
- Cruise / Ferry
- Drilling Unit
- Floating LNG
- Governmental
- OCV
- Tanker
- Yacht
- UNAV
- Fishery
- Simulation
- Barge
- Dredger
- Dry Cargo
- Gas Carrier
- O&G Production and Storage
- OSV
- Tug
- AUV
- UMAP
- Deck Handling
- Seatex

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