



KONGSBERG

Kongsberg Discovery

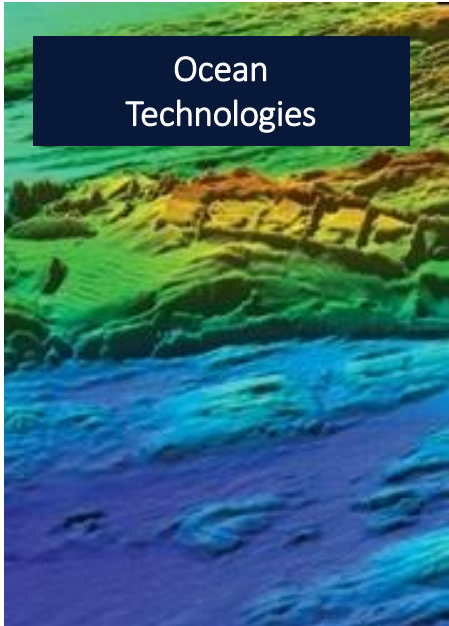
02/05/2023

Martin Wien Fjell



KONGSBERG

KONGSBERG DISCOVERY 2023



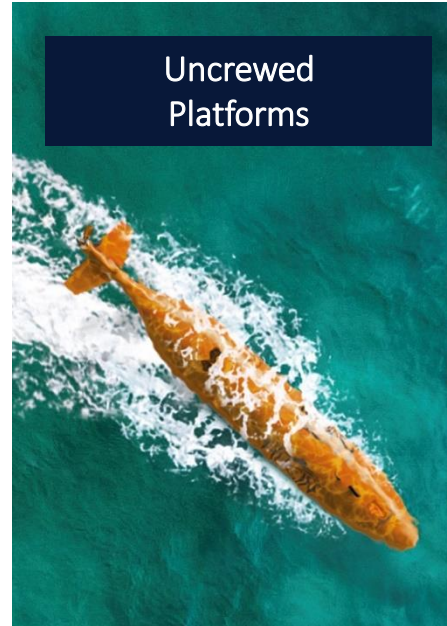
Ocean Technologies



Marine Life Technologies



Seatex



Uncrewed Platforms

SALES AND MARKETING

CUSTOMER SUPPORT

SUPPLY CHAIN



1,000+ employees



3.6 BNOK Order intake / 3 BNOK Revenue in 2022



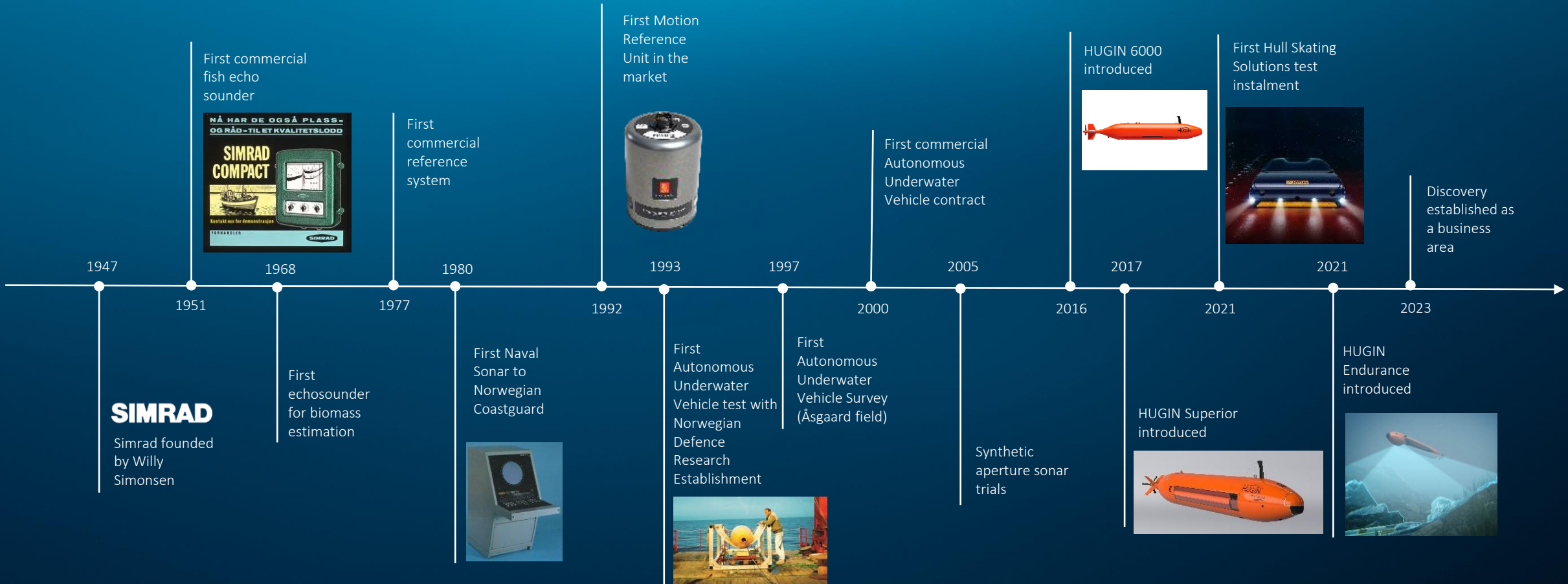
Strong technology backbone



KONGSBERG

A proud history

Kongsberg Discovery





KONGSBERG

Installed base

Delivered units

HUGIN

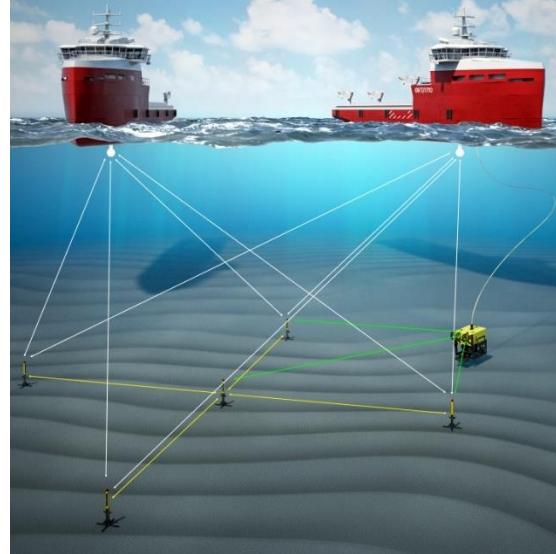
Underwater vehicle



~ 100 Vehicles
First delivery 1993

HIPAP

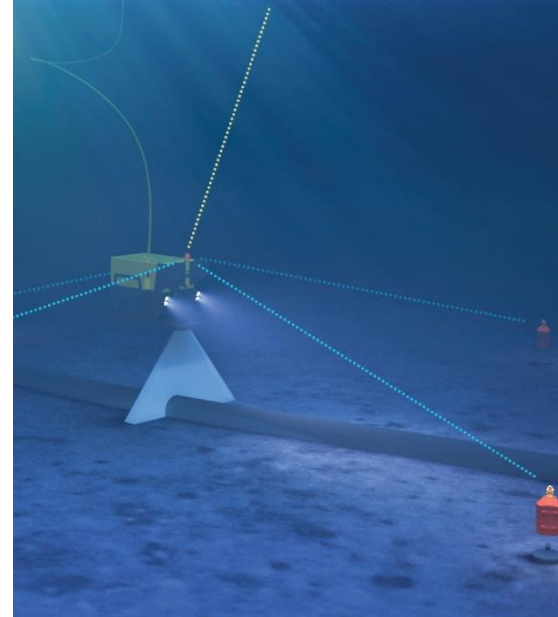
Acoustic positioning systems



> 4000 Systems
First delivery 1978

Transponders

Communication system for positioning



> 20 000 Units
First delivery 1992

MRU

Motion Reference Unit



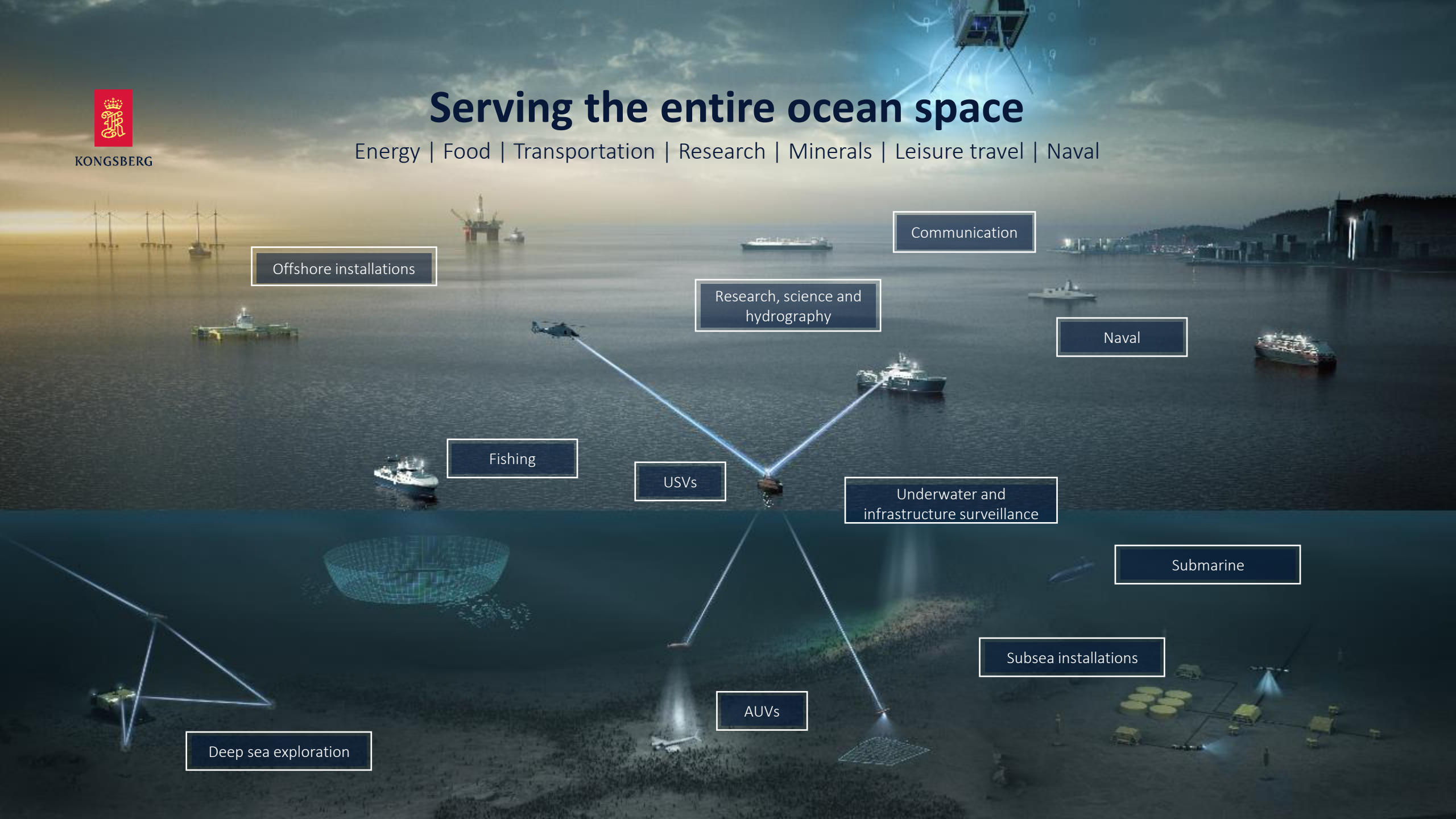
20 000 Units
First delivery 1992



KONGSBERG

Serving the entire ocean space

Energy | Food | Transportation | Research | Minerals | Leisure travel | Naval



Offshore installations

Communication

Research, science and hydrography

Naval

Fishing

USVs

Underwater and infrastructure surveillance

Submarine

Subsea installations

AUVs

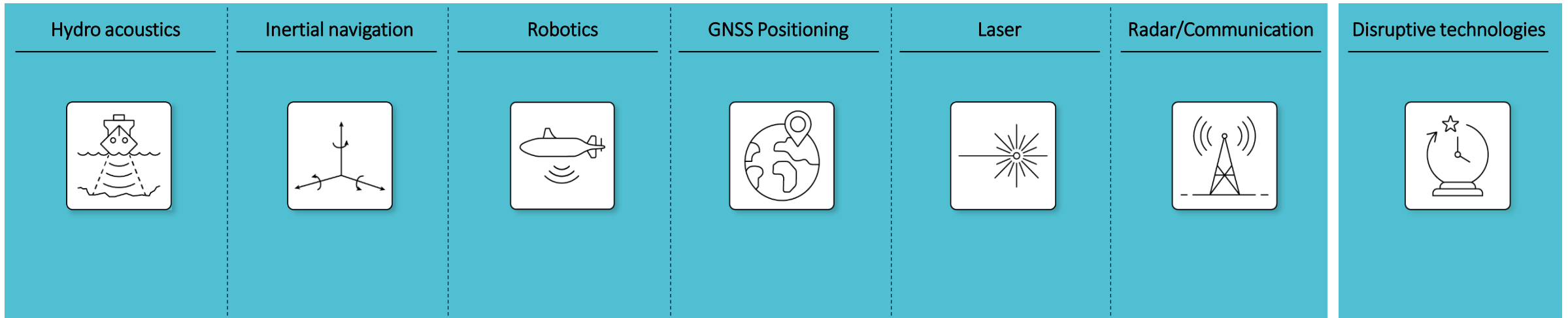
Deep sea exploration



KONGSBERG

Our technology backbone

1000 colleagues makes this possible



Common technology

Embedded software, Cloud software, Signal processing, Low noise electronics,
Low power consumption, Beam forming (above and below surface)



KONGSBERG

Technology backbones enable products and systems sold through different market channels to a broad range of customer groups



Partners (Norwegian Defence Research Establishment, Jotun, SINTEF, Institute of Marine Research, NAVOCEANO, French Institute for Ocean Science, NSWF Panama City)



KONGSBERG

Current market drivers

Well positioned portfolio for the most important drivers

Sustainability

- Autonomous Underwater Vehicles
- Uncrewed Surface Vehicles
- Biomass Monitoring
- Sustainable Fisheries

Security & Surveillance

- Pipeline inspection (AUV)
- Drone Detection Radar
- Threat Detection - Sonar, MMCM, AIS

Discover the least discovered parts of the world



KONGSBERG

Kongsberg Discovery with global reach





KONGSBERG

Markets are growing

Market growth

We retain and increase market shares

We target new markets



KONGSBERG

Thank you!