

Investor presentation Q2 2024



KONGSBERG

Protechtning people and planet

Geir Håøy, President & CEO

Mette Toft Bjørgen, EVP & Group CFO

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Security and Sustainability - at the top of the global agenda

Increased defence
spending

Our revenue ambition:
120 BNOK
in 2033

Green shipping and
energy transition

KONGSBERG strongly positioned

Highlights

- Continued growth in all business areas
 - Ranging from 8% to 28%
- High market activity throughout the company
 - Strong positions driven by major trends related to sustainability and security
- NOK 95.6bn record-high order backlog
- New missile factory opened
- New growth ambition 2033 – NOK 120bn

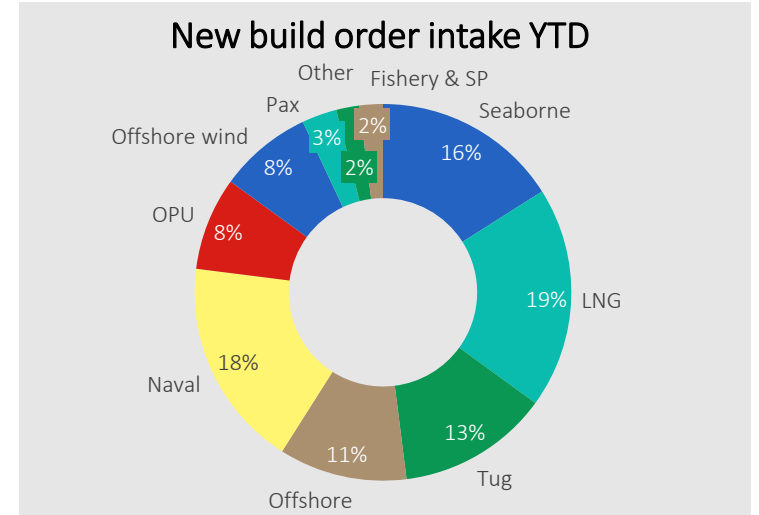
Order intake
NOK 17.3bn

Revenue
NOK 11.6bn

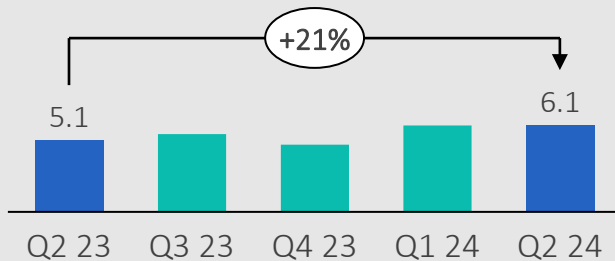
EBIT
**NOK
1.5bn**

Business update | Kongsberg Maritime

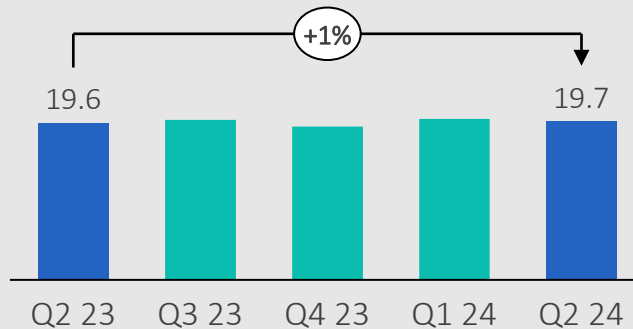
- NOK 6.1bn order intake and 1.03 book/bill
- Well-diversified distribution of new orders
 - Naval significantly strong YoY
- High aftermarket activity – driven by spares and upgrades
- Increased technology scope drives contract sizes



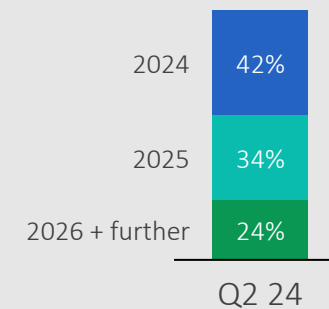
Order intake (NOK bn)



Order backlog (NOK bn)



Order backlog distribution



Business update | Kongsberg Defence & Aerospace

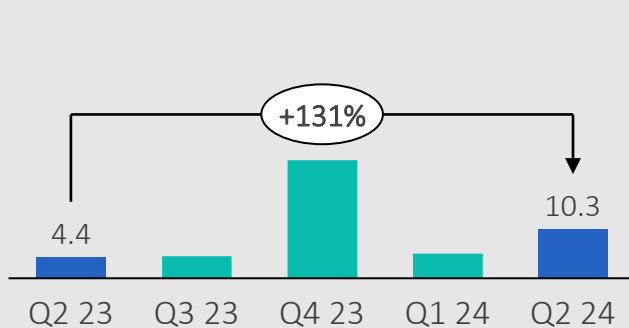
- NOK 10.3bn order intake and book/bill 2.32
- NOK 71.5bn record-high order backlog
- Development contract for Supersonic Strike Missile (3SM)
- Launch of National Manoeuvre Air Defence System (NOMADS)



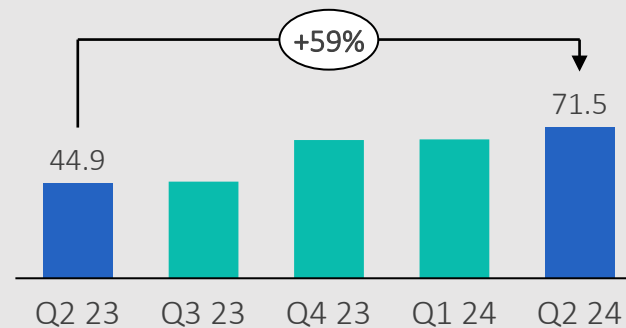
Orders announced in the quarter:

- BNOK 2.3 (+BNOK 2.5 fixed price option)
NASAMS-contract with Norwegian Defence Materiel Agency
- MEUR 410 NASAMS-contract with Spain
- Undefined Contract Action (UCA) with United States Air Force (USAF) for the Joint Strike Missile

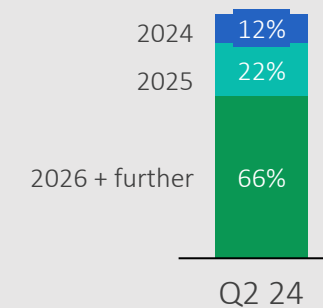
Order intake (NOK bn)



Order backlog (NOK bn)



Order backlog distribution

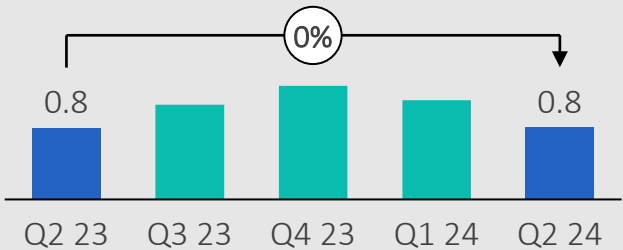


Business update | Kongsberg Discovery

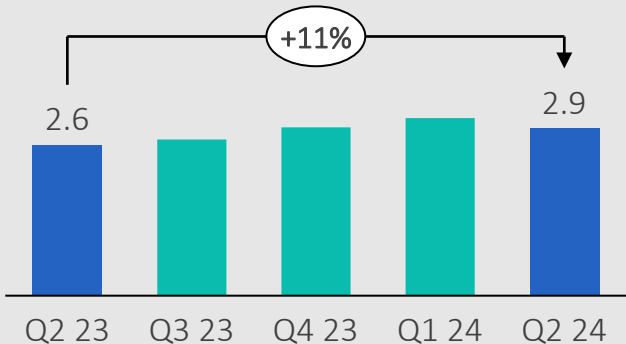
- NOK 0.8bn order intake and 0.83 book/bill
- Strong demand from both commercial and governmental customers
- New HUGIN Superior contract



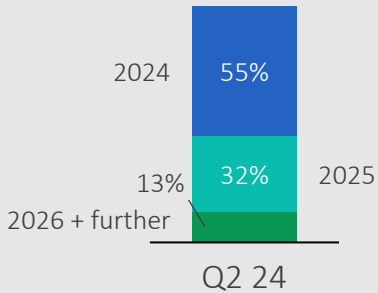
Order intake (NOK bn)



Order backlog (NOK bn)

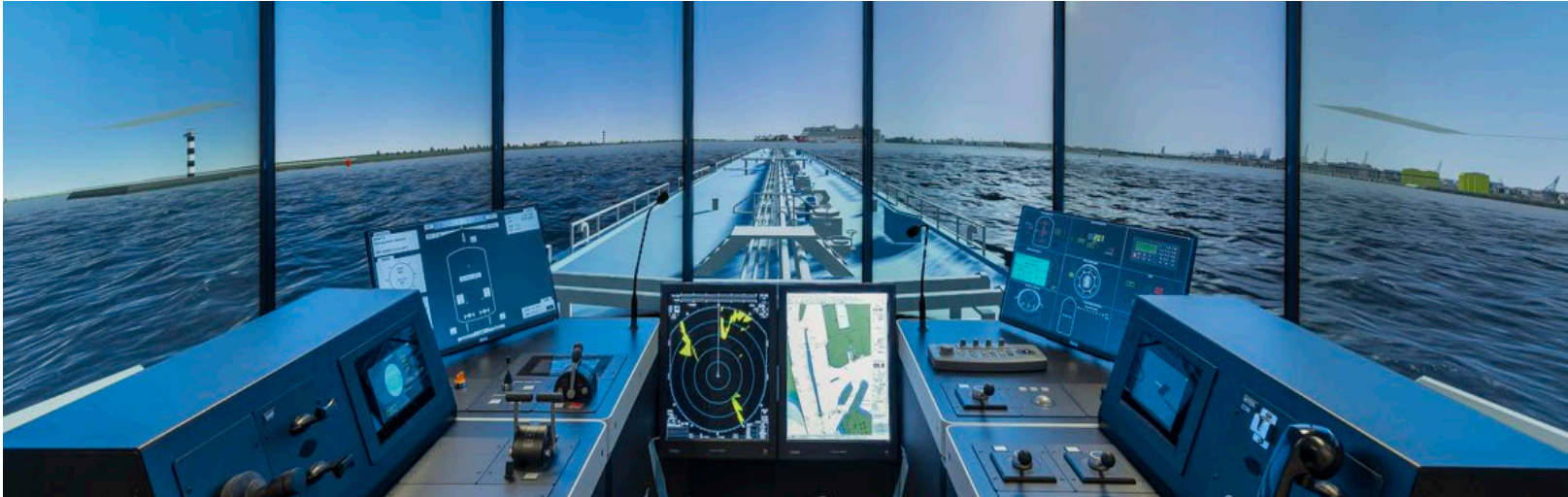


Order backlog distribution

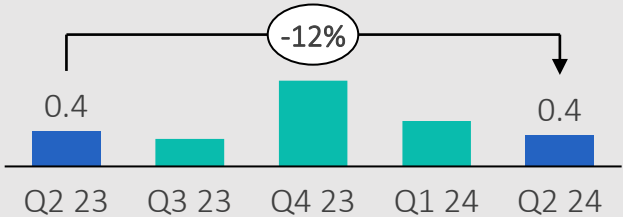


Business update | Kongsberg Digital

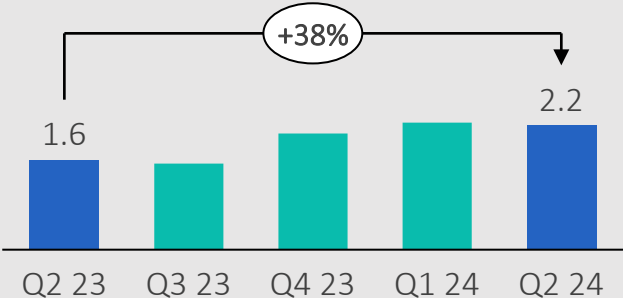
- Growth driven by simulation business
- Increased number of Kognitwins in operation to 47
- Vessel Insight sold to various segments



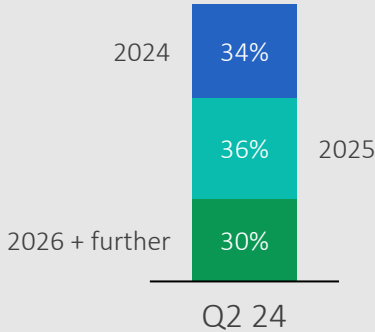
Order intake (NOK bn)



Order backlog (NOK bn)



Order backlog distribution





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Financial status

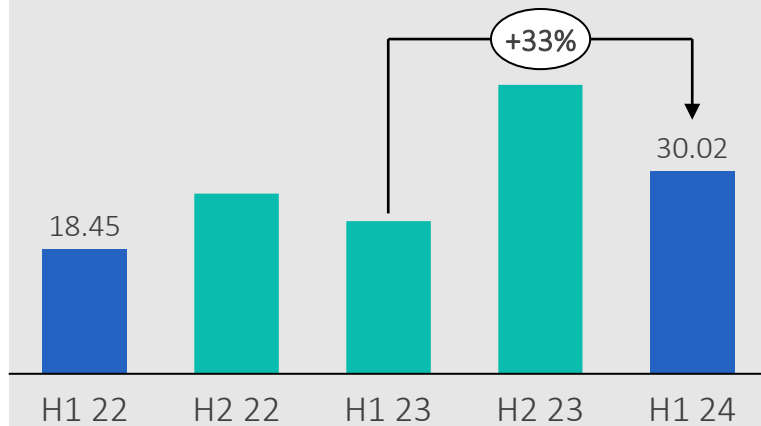
Mette Toft Bjørgen, EVP & Group CFO

2024 – Year to date

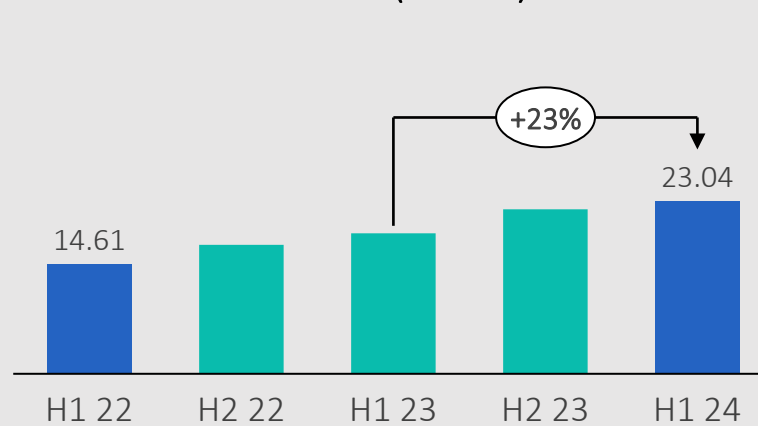
- Order intake NOK 30bn
- Revenue NOK 23bn and EBIT NOK 2.91bn
- Strong and profitable growth



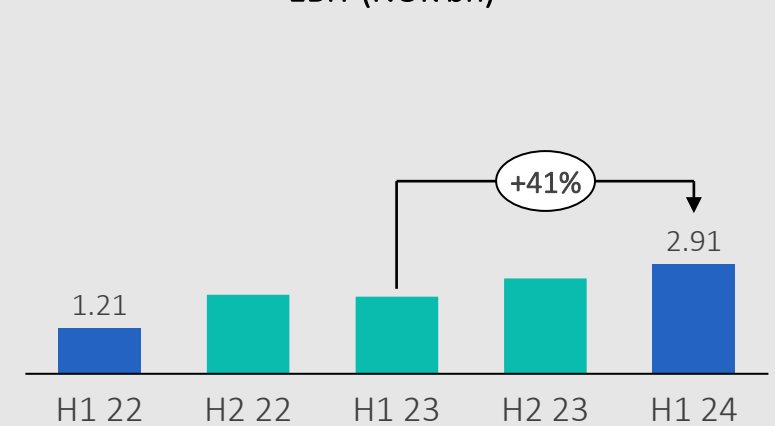
Order intake (NOK bn)



Revenue (NOK bn)

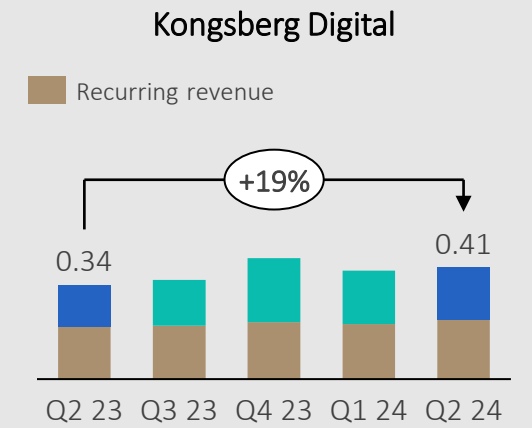
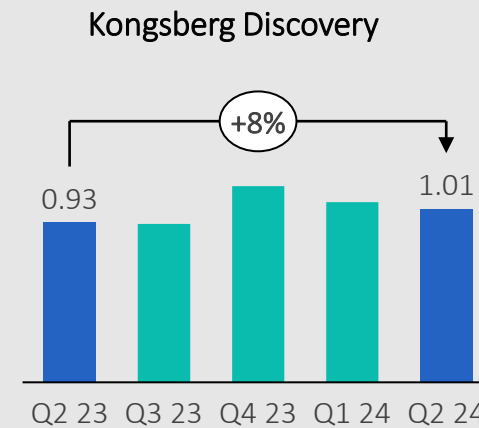
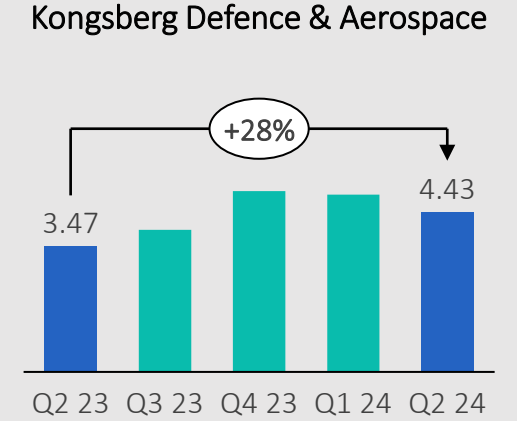
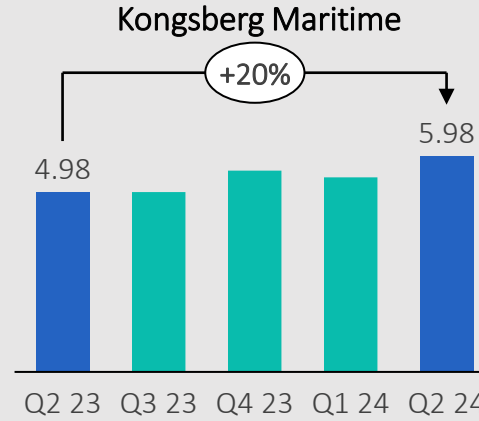
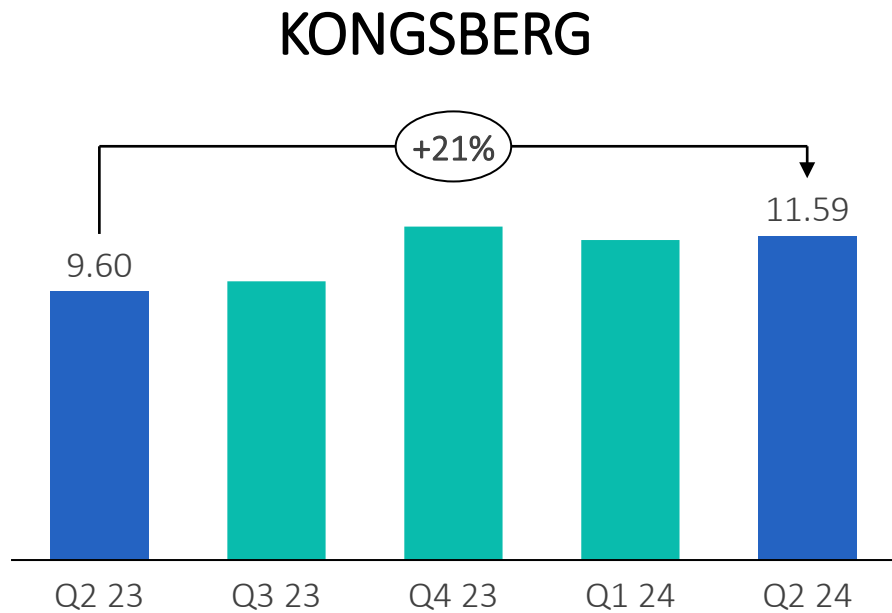


EBIT (NOK bn)



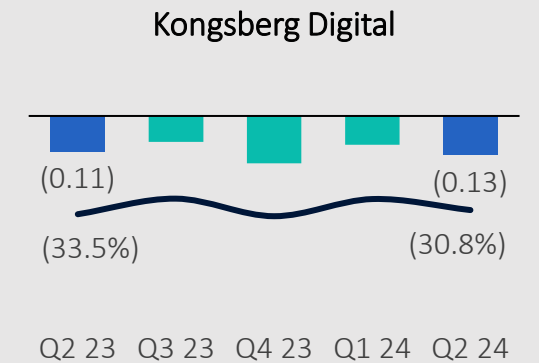
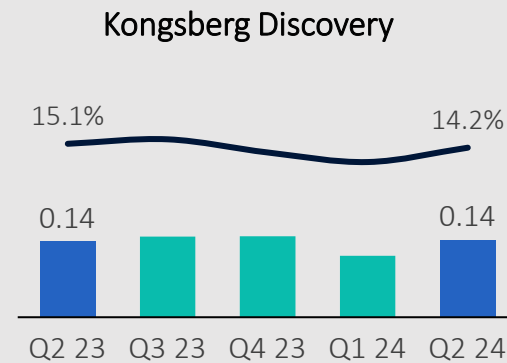
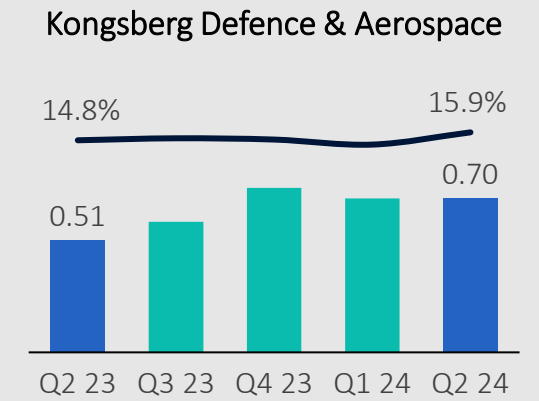
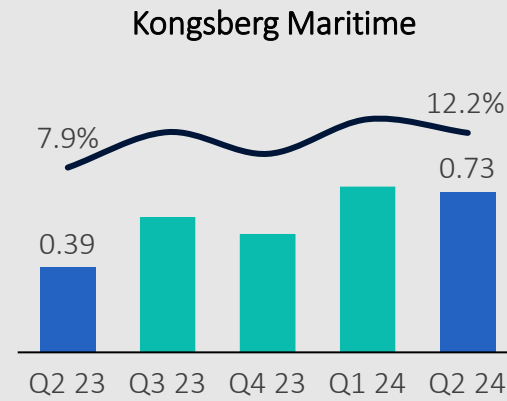
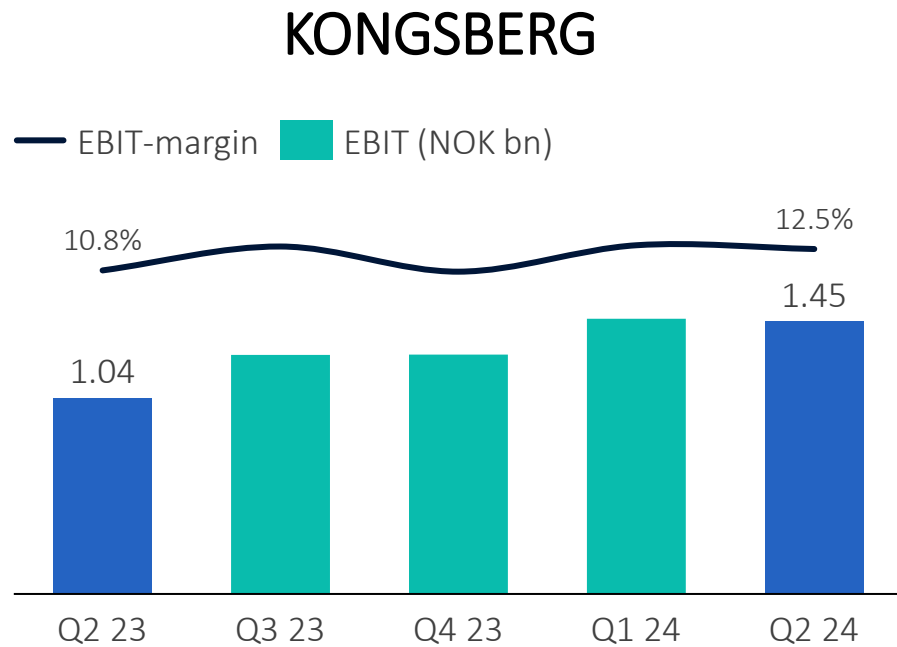
Revenue

(NOK bn)



EBIT and EBIT-margin

(NOK bn, %)

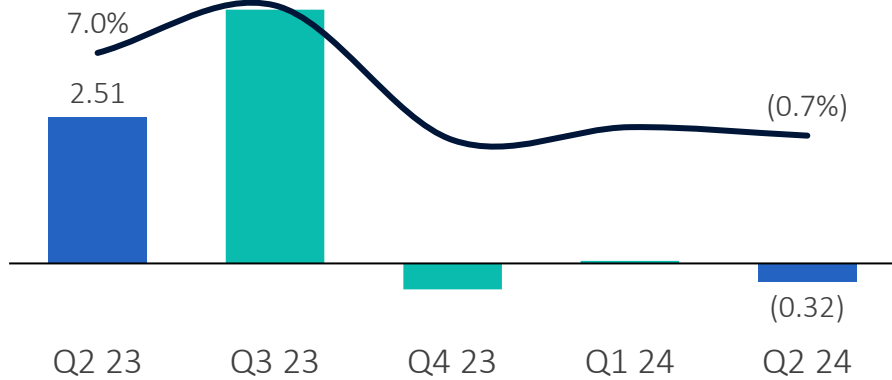


Net working capital

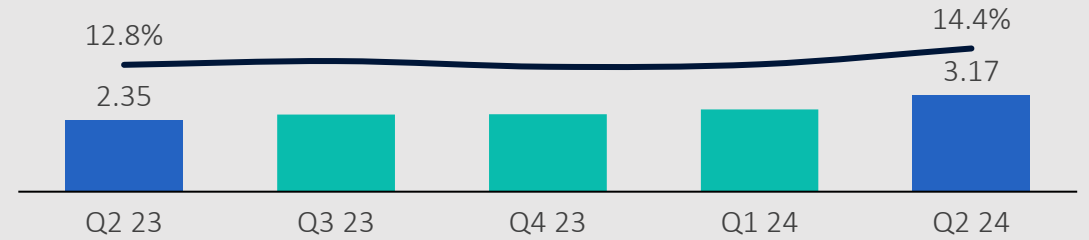
(NOK bn, %)

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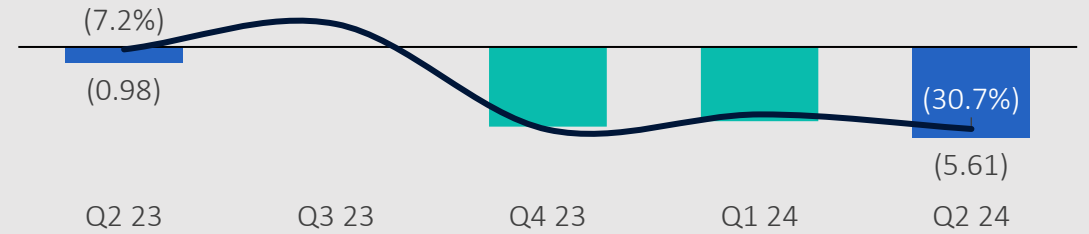
— NWC of LTM-revenue (%) ■ NWC (NOK bn)



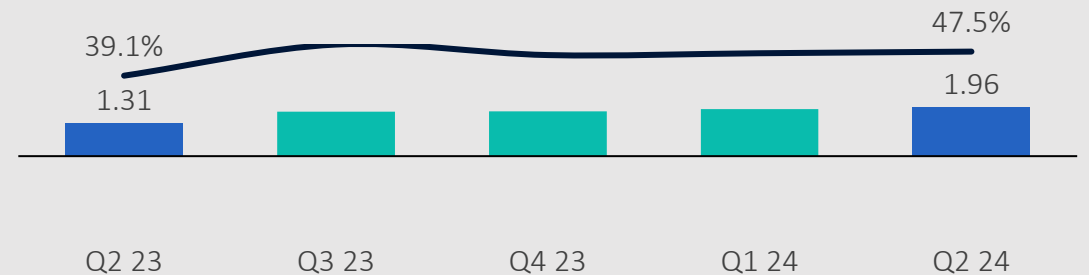
Kongsberg Maritime



Kongsberg Defence & Aerospace

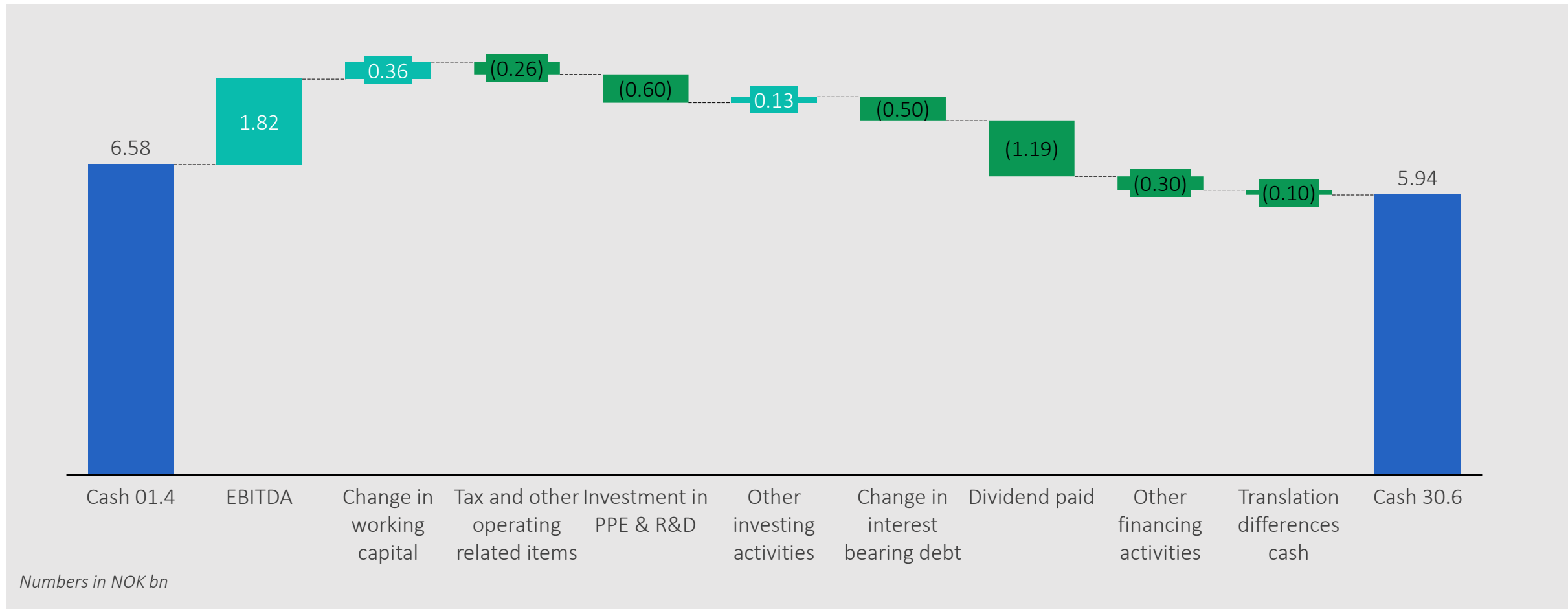


Kongsberg Discovery



Cash flow development 1.4 - 30.6

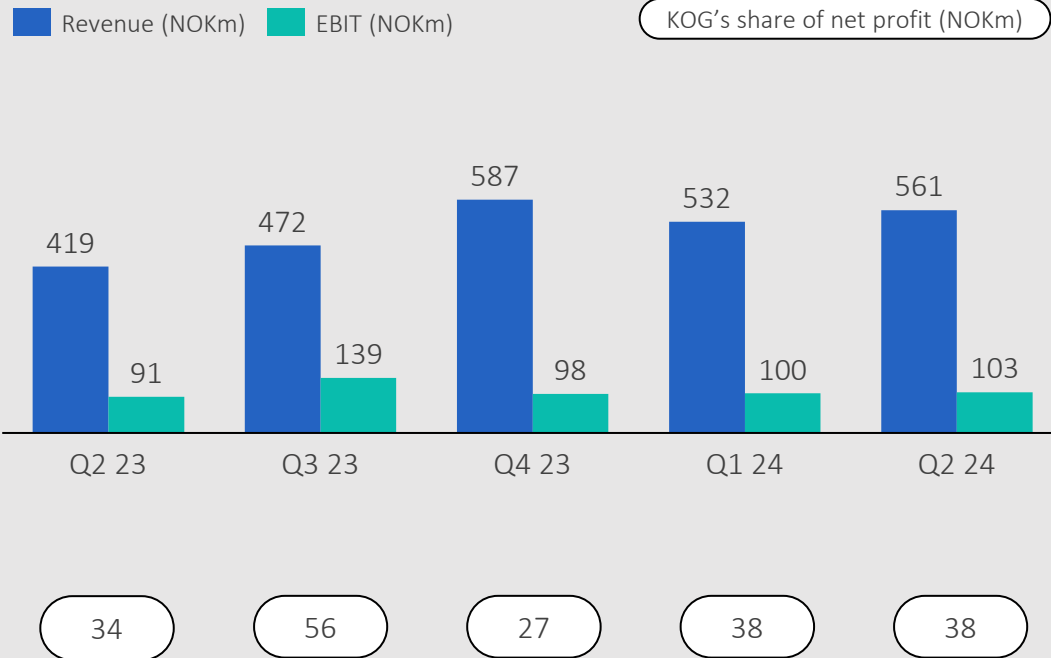
(NOK bn)



Numbers in NOK bn

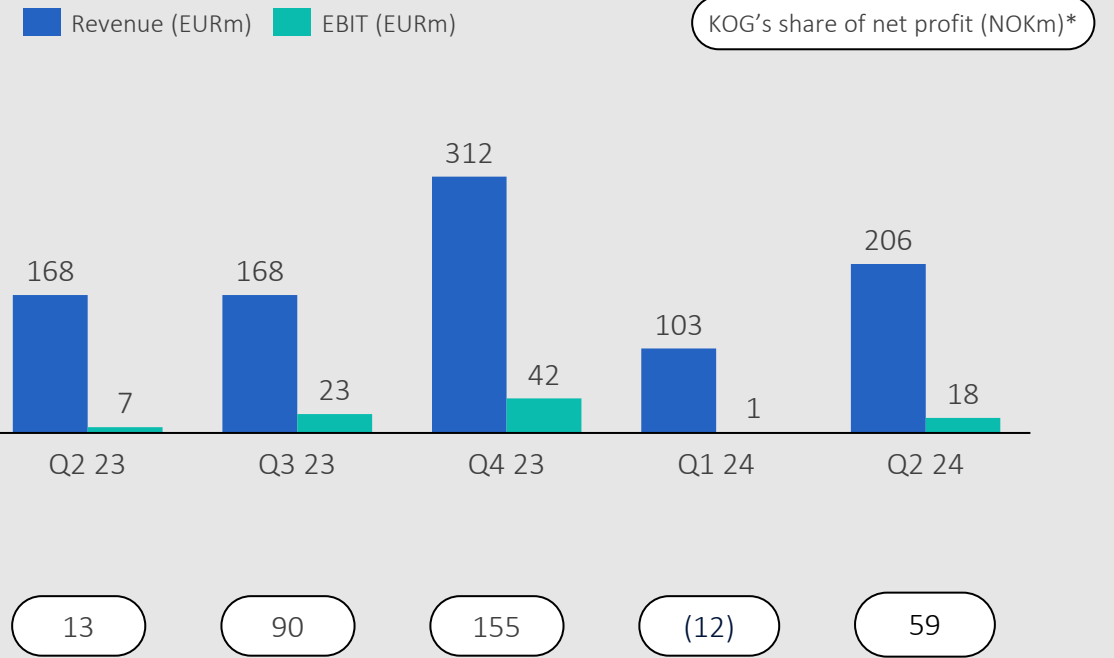
Associated companies

Kongsberg Satellite Services



NOK 5.4bn in order backlog

Patria



*Share of net income from Patria is recognized as follows during the quarters: Q1: Jan-Feb, Q2: Mar-May, Q3: Jun-Aug and Q4: Sep-Dec. Quarterly split of revenues and EBIT are presented with the corresponding periodization.

EUR 2.3bn in order backlog

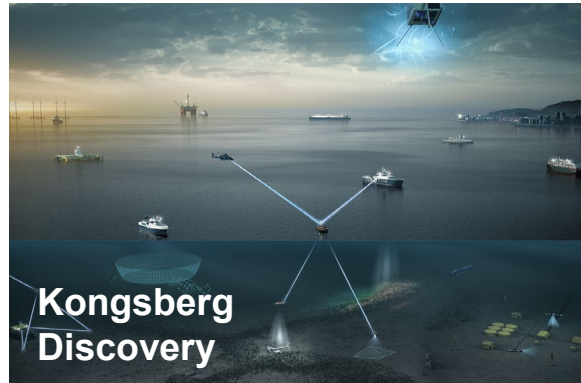
Outlook



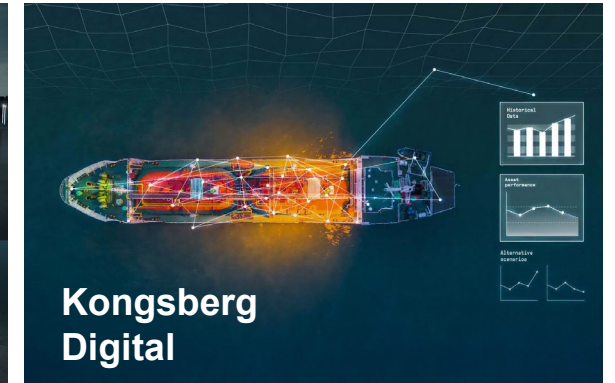
- Continued marketing, tendering and negotiations related to multiple programs
- Ramping up missile capacity
- Particularly strong demand for missiles and air defence



- Front-runner in the maritime transformation and unique positions
- Persistent high activity in aftermarket
- Increased technology content on overall fleet drives demand



- Significant demand from areas such as fishery, marine research operations, energy, security and surveillance
- Solid backlog and strong positions in growing markets



- Continued increase in recurring revenues
- High sales activity and strong demand
- Continued investments in development and rollout

Solid balance sheet and NOK 95.6bn in order backlog, whereof NOK 18.8bn is for delivery in 2024



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