

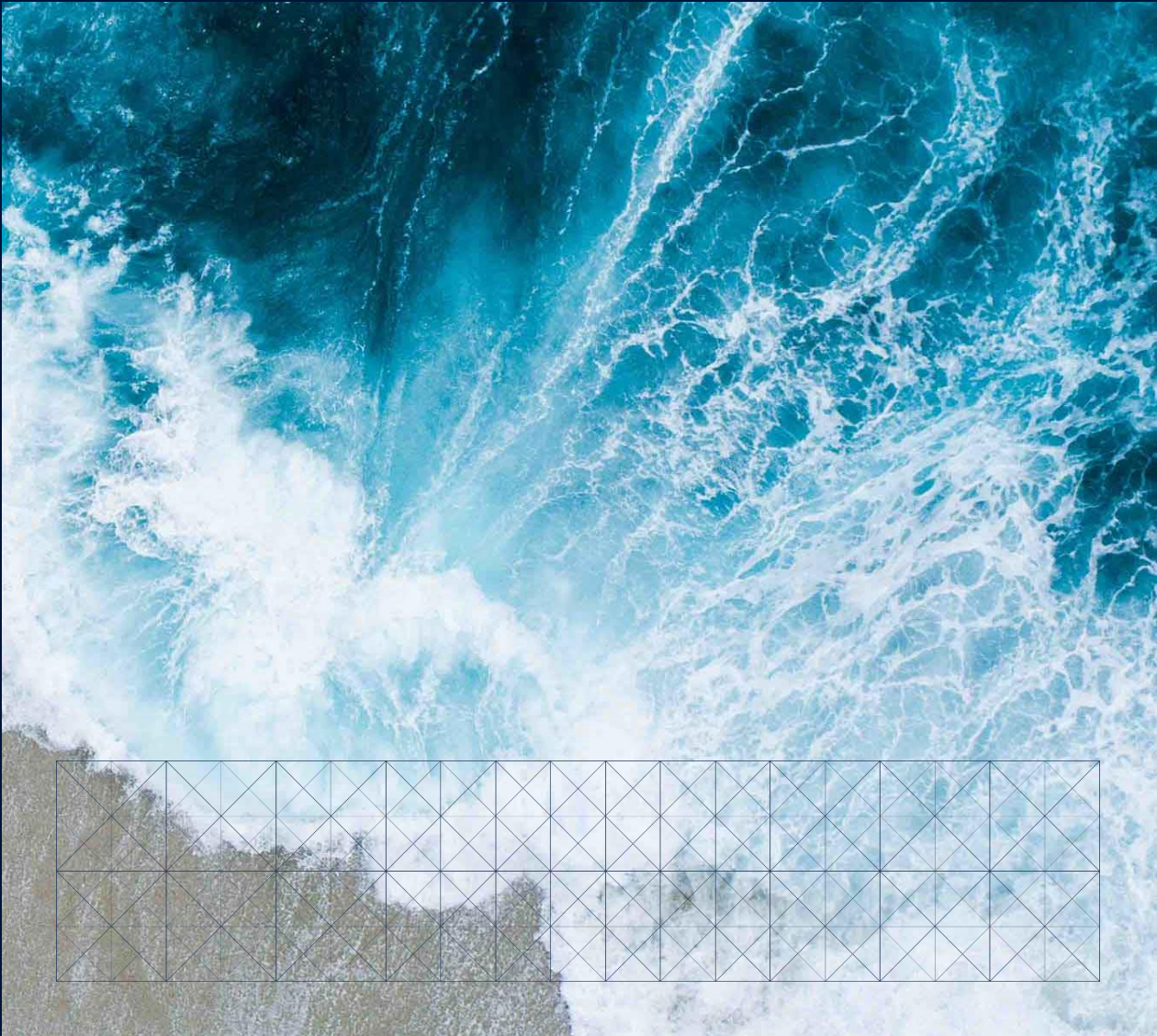


KONGSBERG

COMPANY PRESENTATION

Kongsberg Maritime THE FULL PICTURE

13/10/2020





KONGSBERG

KONGSBERG

A leading global
technology company



*Preliminary proforma consolidated figures 2018





KONGSBERG

3 Key Business Areas

KONGSBERG is a global technology powerhouse



KONGSBERG MARITIME

Key Facts



- 30 000+ vessels with KONGSBERG systems
- 7 300+ employees
- BNOK 16+ revenues
- 117 offices in 34 countries
- 80+ years maritime expertise



KONGSBERG

Kongsberg Maritime

The broadest portfolio
of products for the
maritime industry





KONGSBERG

World-leading sales, service & support network

Over 30,000 vessels operate with KONGSBERG systems on board. Supporting them is serious business.

Our scope and expertise provides enormous benefit to our customers.





KONGSBERG

Maximizing performance by providing
THE FULL PICTURE



KONGSBERG

Our technology leadership empowers us to make a real difference

Making a difference to people & the planet



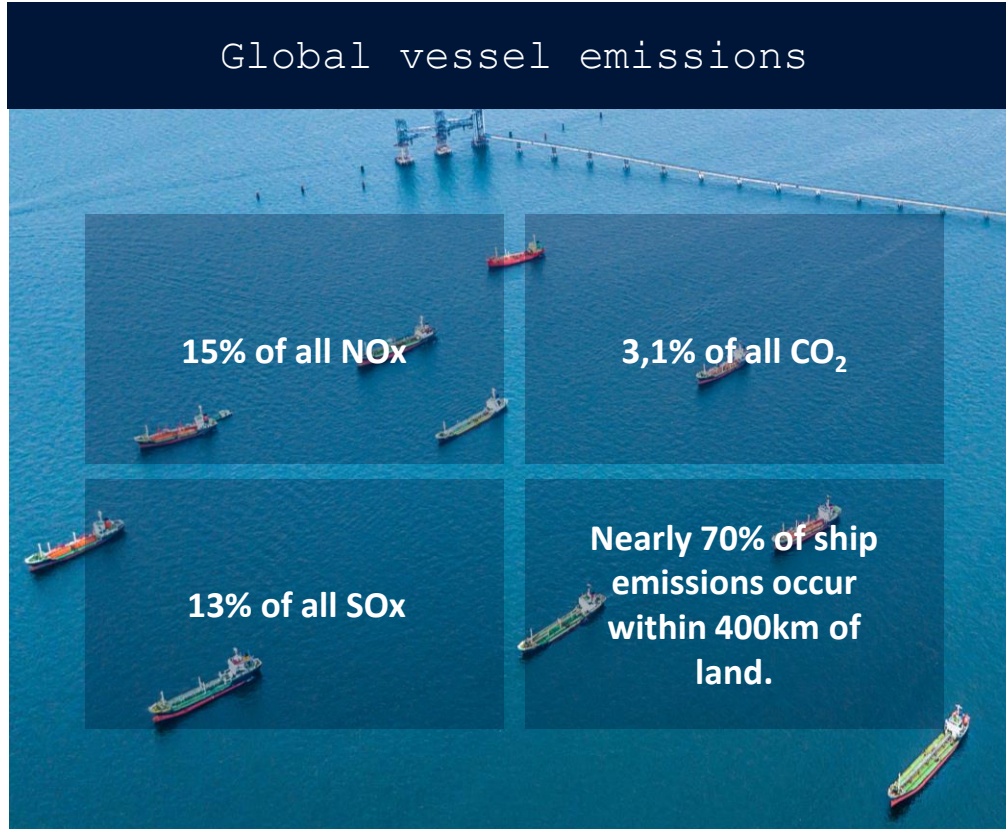


KONGSBERG

The Environmental Challenge – and Solutions

Scenario: The Shipping Industry

Global vessel emissions



Solutions to reduce emissions



Minimise energy consumption

- Operate at lower speed
- Reduce the distance



Use clean energy

- Sun power
- Bio fuels
- LNG



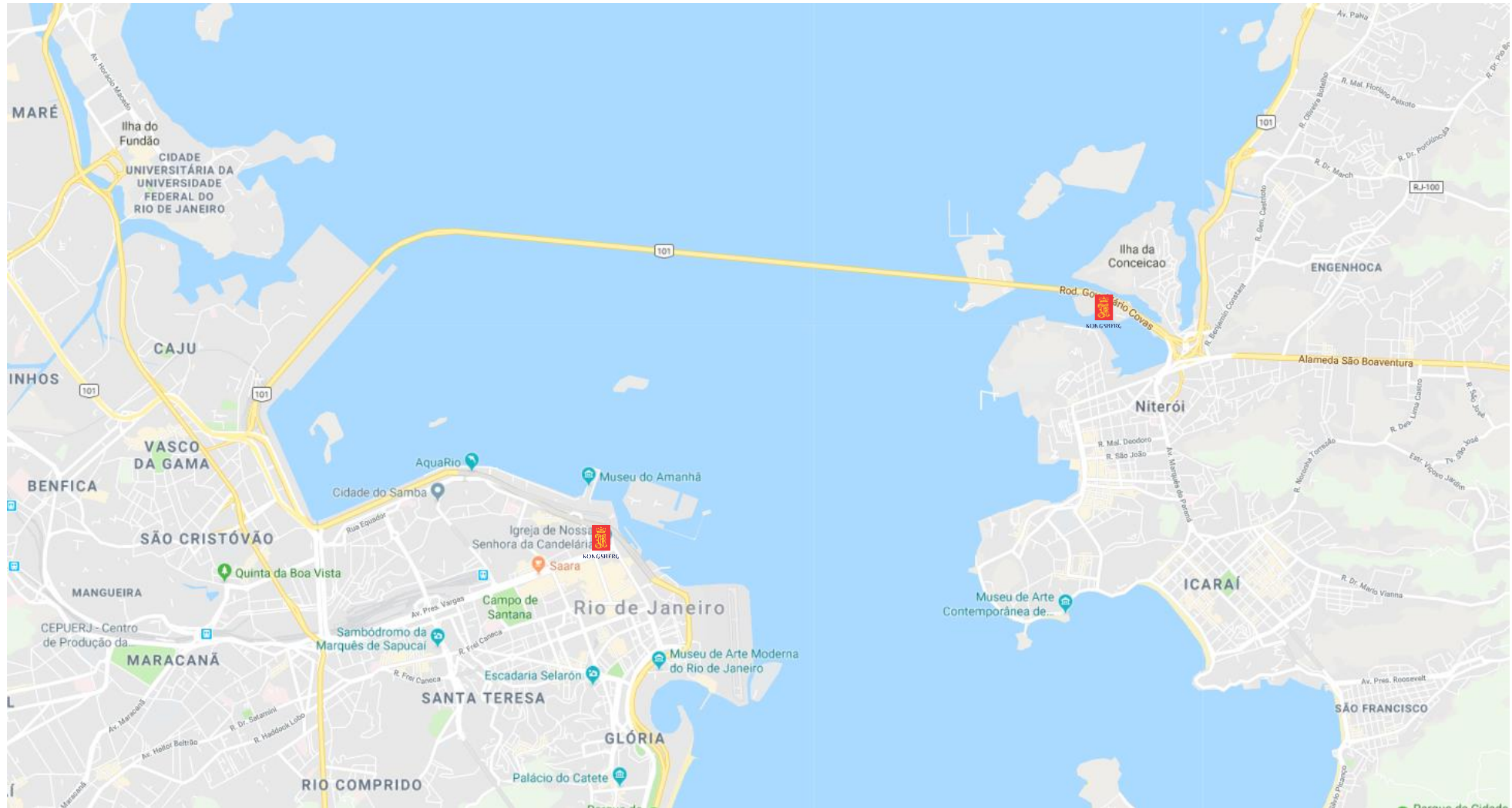
Maximise energy conversion efficiency

- Engine efficiency
- Electric system efficiency

KM Offices in Brazil



KONGSBERG





KONGSBERG

Corporate Social Responsibility



Making a Difference





KONGSBERG

ONE Kongsberg

Kongsberg Maritime in Brazil



121
EMPLOYEES

- 69 in Rio
- 52 in Niterói

- Service and repair shop in Rio (DP, Hydroacoustics, Automation, PRS & Sensors)
- Service and repair shop in Niterói (Engines, propulsion, deck machinery)

Aprox. **400**
vessels with KM
equipment operating
in South America

Total of **54**
field specialists in
Brazil



KONGSBERG

Customer Support

Kongsberg Maritime Brasil



85
EMPLOYEES

Service personnel:

- Rio: 28
- Niterói: 26

- More than 30 years in BR (expats & rotation)
- Local resources since 2009

Service KPIs

Rio de Janeiro
Niterói



KONGSBERG

SERVICE

Our Service department is dedicated fully to our customers, ensuring continuous and efficient operations

- Decline rate of less than 2%
- First time fix rate higher than 98%





KONGSBERG

Aftermarket Support



FRONT END 24/7 CALL CENTER

A world of virtual collaboration brings the expertise closer to you.
We call it “follow the Sun”



SPARE PARTS & SERVICES

Spares when you need it.
We deliver spare parts and services to fit all customers needs both in price and requirements.



KEY SUPPORT MANAGERS

A global network of highly skilled engineers proactively provide valuable insight and expertise through long experience.



WARRANTY

We ensure customer satisfaction by delivering prompt and efficient warranty care to shipyards and owners.

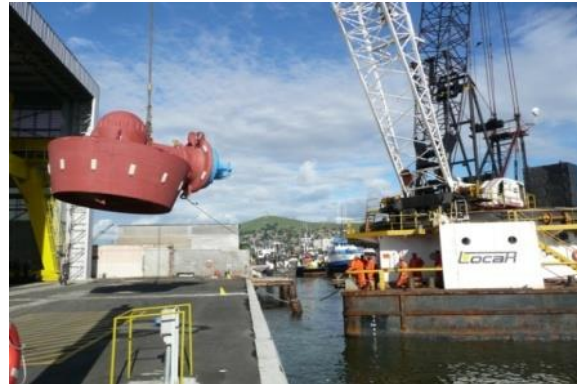


KONGSBERG

Kongsberg Maritime, Niteroi site

Workshop Capability

- Workshop Service: PROP, ENG and DM&MC
 - 2,170 sqm workshop area;
 - 100/50-ton lift capacity;
 - Machining capability to support service delivery;
 - Access to Guanabara Bay;





KONGSBERG

REMOTE SUPPORT

We promise swift specialist/remote support on requests addressed to KM support centers





KONGSBERG

REMOTE SUPPORT

1st and 2nd Line



**1st Line Support
DP Software**



**2nd Line Support
Automation**



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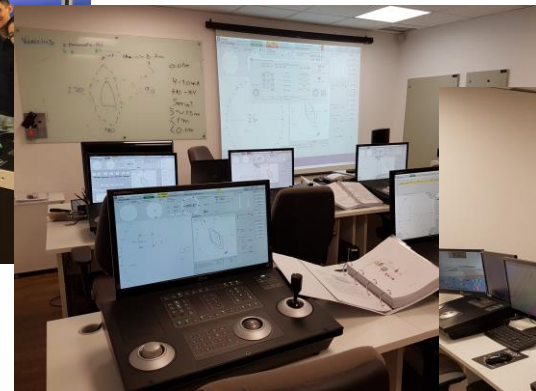
Training and Advisory

NI and DNV GL Training Schemes

DNV GL Assessment

Tailor made courses

IMCA M117





KONGSBERG

Resource MAP

GCS Americas

Regional Offices with
Customer Support resources





KONGSBERG

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Obrigado