



KONGSBERG

KONGSBERG DIGITAL

DIGITALIZING THE WORLD'S INDUSTRIES

12/11/20

Hege Skryseth, President Kongsberg Digital & EVP

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Our business



DIGITAL OCEAN



DIGITAL ENERGY



DIGITAL WELLS

INDUSTRIAL AND COMMERCIAL PARTNERSHIPS

ECOSYSTEM

Built in cyber security



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Scalable market offering with open ecosystem

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SaaS and recurring revenue business

Kongsberg Digital apps



3rd party apps



Customer owned apps



- 30K vessels install base
- 11K vessels with KONGSBERG automation system
- Advanced simulators and models



- 100 IOC assets with installed simulators
- Enterprise agreement with Shell Global
- Upstream, integrated gas and downstream manufacturing assets



- 20K users on Sitecom
- 15K wells

Kognifai



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Kongsberg Digital highlights

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2019

~800 MNOK Revenue
26% YoY growth

95% external revenue
~70% international business

2020

Kongsberg Digital
~35% recurring revenue*



Maritime
~37% recurring revenue*

12% growth in ARR*



Energy
~35% recurring revenue*

*Rolling 12 months, Sep 19/20

WORLD CLASS – Through people, technology and dedication

KONGSBERG PROPRIETARY - See Statement of Proprietary information

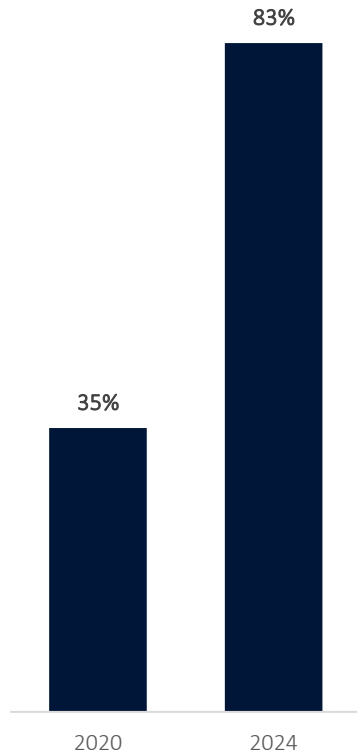


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Kongsberg Digital - ARR growth

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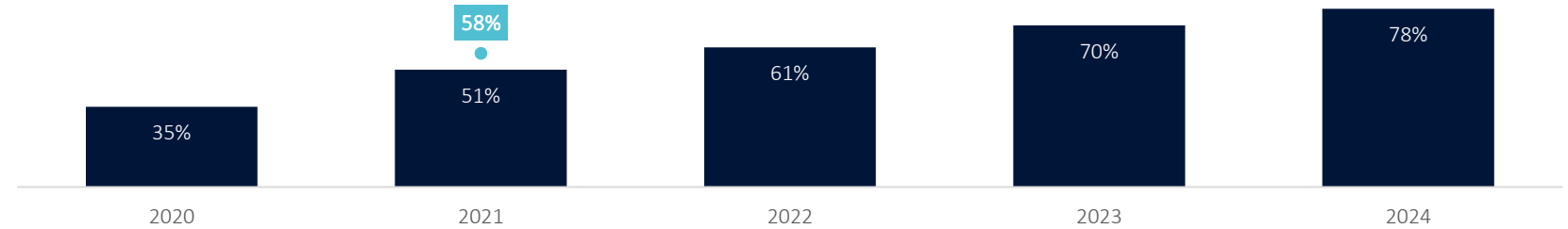
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* External revenue

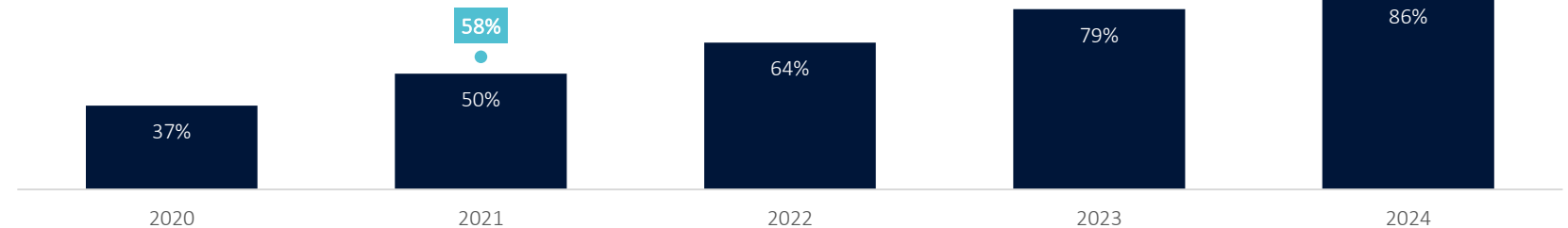
ENERGY

■ Target ARR ● EoP ARR



MARITIME

■ Target ARR ● EoP ARR



Key achievements 2020

Strategic milestones and focus areas





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Enterprise framework agreement Kognitwin Energy for Shell

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REGIONAL REPORTS DRILLING & COMPLETION FIELD DEVELOPMENT SUBSEA GEOSCIENCES PIPELINES PRODUCTION RIGS/VESSELS DEEPWATER

HOME

Teknologi

Landet global tech-avtale med Shell: - Starten på et nytt industri

Aug 28th

Kongsberg hele verden

OE OFFSHORE ENGINEER

THE FUTURE OF OFFSHORE ENERGY & TECHNOLOGY.

REGIONS ENERGY GEOSCIENCE ENGINEERING

upstream Latest News

1 min Publisher

Shell Taps Kongsberg Based Digital Twin



– Det var relativt m Digital. (Foto: Skjal

WORLD CLA

Our collaboration with Kongsberg Digital in developing digital twins brings in a new era of visually interacting with data and models at the asset, equipment and component level. Digital twins drive efficiency by enabling remote operations, automation and significantly improved collaboration. It supports our front-line operations to better leverage insights from big data, transforming ways of working to unlock value and increase resilience in the changing business environment.

Yuri Sebrechts, Chief Technical Officer Shell



Shell picks Kongsberg for digital twin software solutions

Supermajor selects Norwegian supplier to deliver integration, visualisation and analytics across global assets

28 August 2020 12:45 GMT UPDATED 28 August 2020 12:45 GMT
By Anamaria Dedulescu in London

Digitalisation: Kongsberg's Kognitwin Energy software-
es-e-Service Photo: KONGSBERG



Digital transformation is reshaping the Energy industry



Carbon
Footprint



Autonomous
Operations



Digital
Worker



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Kognitwin Energy

The working surface of the future

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Decreased
carbon footprint

Data driven
decisions

Common
organizational
insight

Energy
management

Remote
operations

Increased safety

Operational
efficiency

Production
optimization

Increased
automation

Autonomous
operations

Nyhamna





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Digital transformation is reshaping the maritime industry

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Sustainability
and
emissions



Autonomous
operations



New
regulations



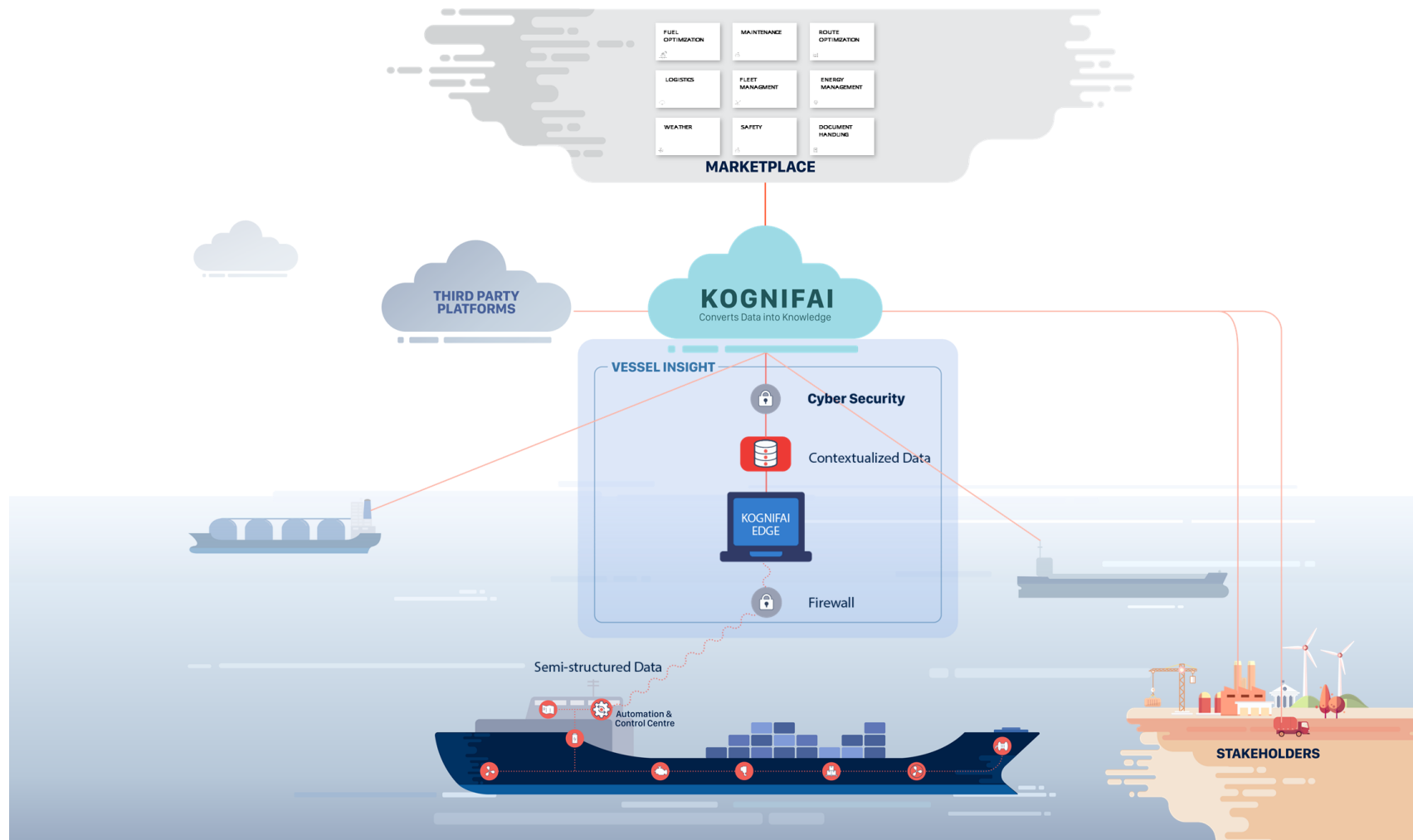
Decreasing
margins



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Vessel Insight data infrastructure and ecosystem

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Vessel Name	Vessel State	Connection 	Fuel (T/NM)	Course	Speed (kn)	Origin	Destination	ETA
Pinta	Underway	 Good	0.10	260.7 °	12.8	Ulsan	Mai-liao	2020-10-19 17:00
Nina	Underway	 Good	0.08	112 °	13.5	CNT TXG	Toyohashi	2020-10-14 20:00
Santa Maria	Underway	 Good	0.15	235.9 °	0.2	Port Hedland	Qingdao Liuting International Apt	2020-10-12 12:00
Gampen	Other	 No Connection	0.26	46.6 °	13.1	JP CHB KSB	JP CHB KS	2020-10-18 01:00
Basty	At anchor	 No Connection	0.27	117 °	63	DAHEJ	RAS LAFFAN	2020-10-08 03:09

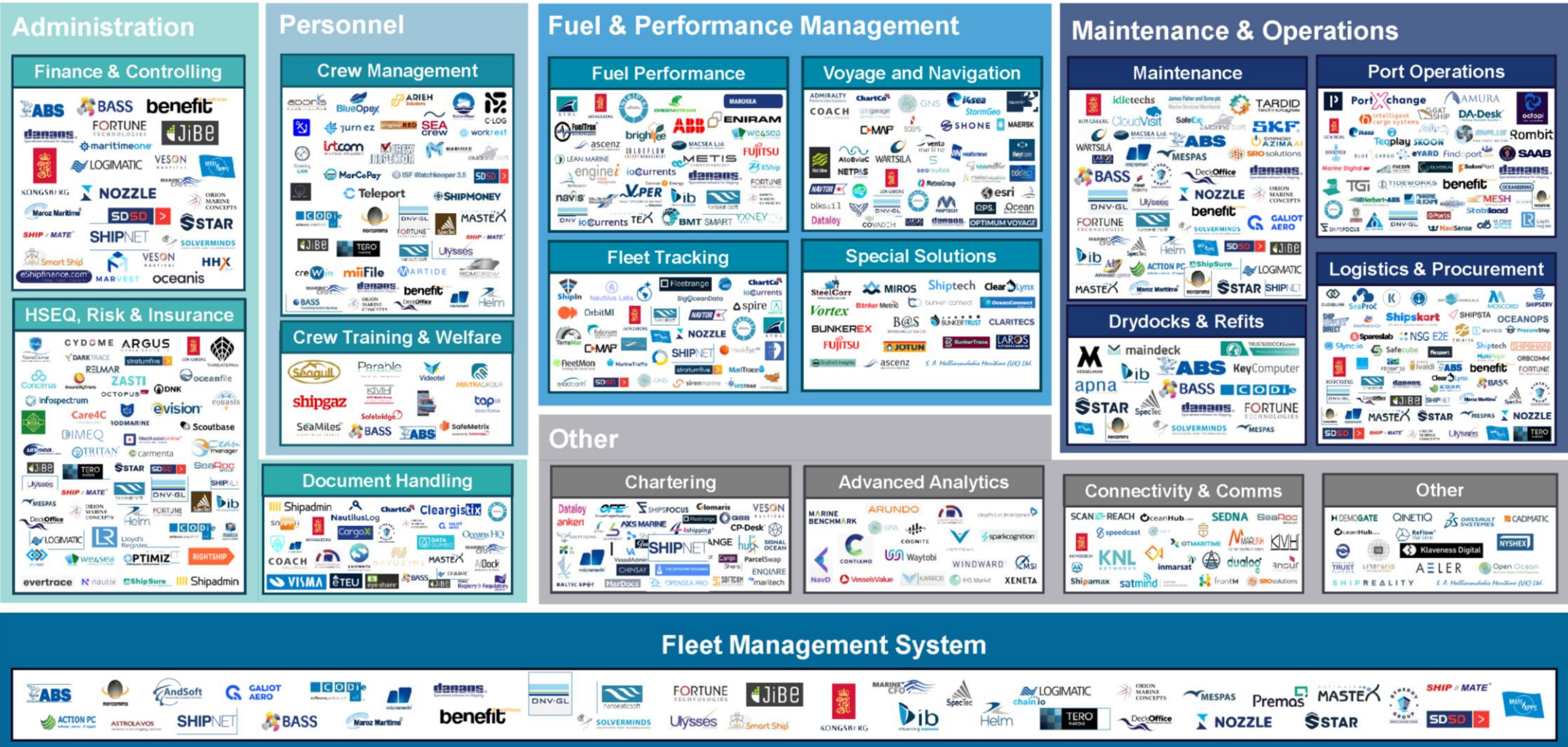


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Ensuring scalability for customers and vendors

Maritime software landscape 2020

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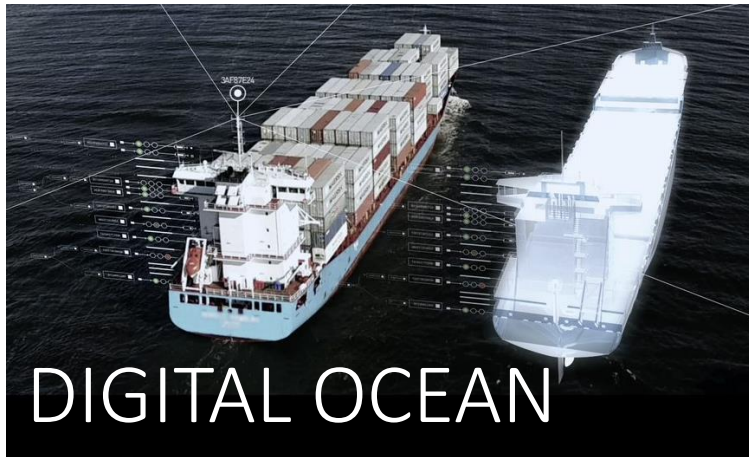




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Ambitions for Kongsberg Digital

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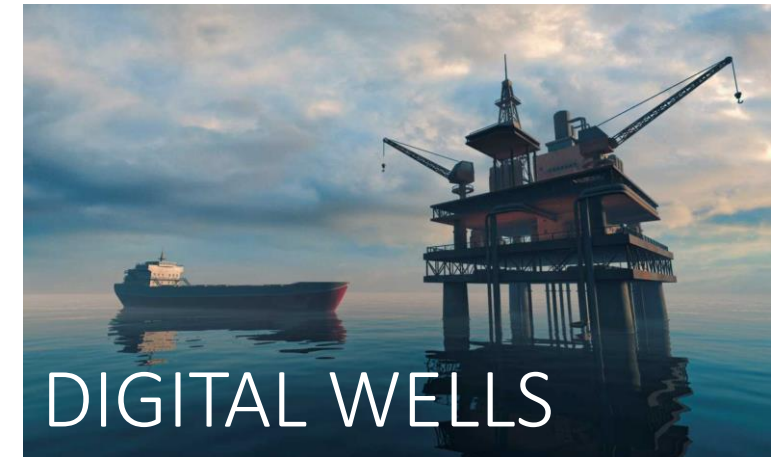
DIGITAL OCEAN

Targeting 10% of world fleet



DIGITAL ENERGY

Targeting 15% of assets



DIGITAL WELLS

Market leader, upsell with applications

~3 bn revenue and 80 % SaaS in 2024



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Thank you

