



KONGSBERG AUTOMOTIVE
Third Quarter 2013

Still improving profitability

REVENUES

- ▶ Revenues of EUR 234.8 million in line with guiding
- ▶ Revenues for the 4th quarter are expected to be approx. EUR 230 million

PROFITABILITY

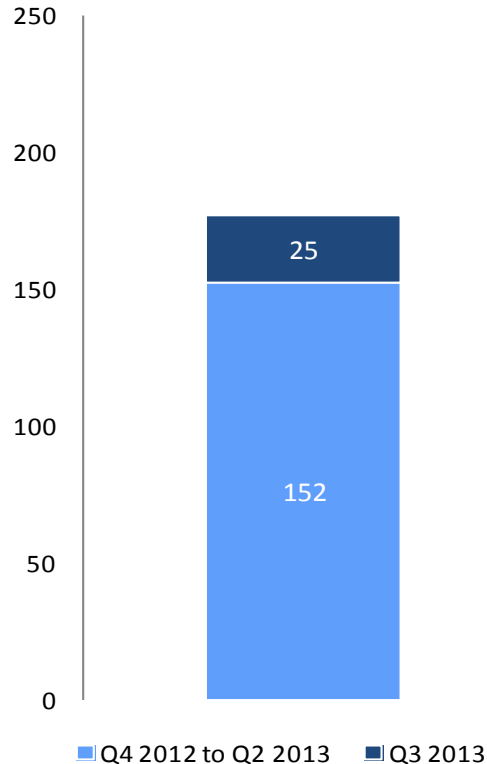
- ▶ EBITDA of EUR 24.4 million (10.4%), up EUR 9.5 million from 3rd quarter 2012
- ▶ Improved profitability on lower revenues, reflecting the effects of operational and commercial improvements
- ▶ The gearing ratio further reduced to 2.7 times NIBD/EBITDA

MARKET

- ▶ Positive trend in European commercial vehicle segment
- ▶ Steady growth in North American light vehicle segment

New business wins last 4 quarters

New business wins



- ▶ EUR 25 million per annum of new business booked in Q3-2013 confirms good trend on order intake
- ▶ KA needs to secure business wins in the area of 15 % of annual revenue to compensate for programs running out

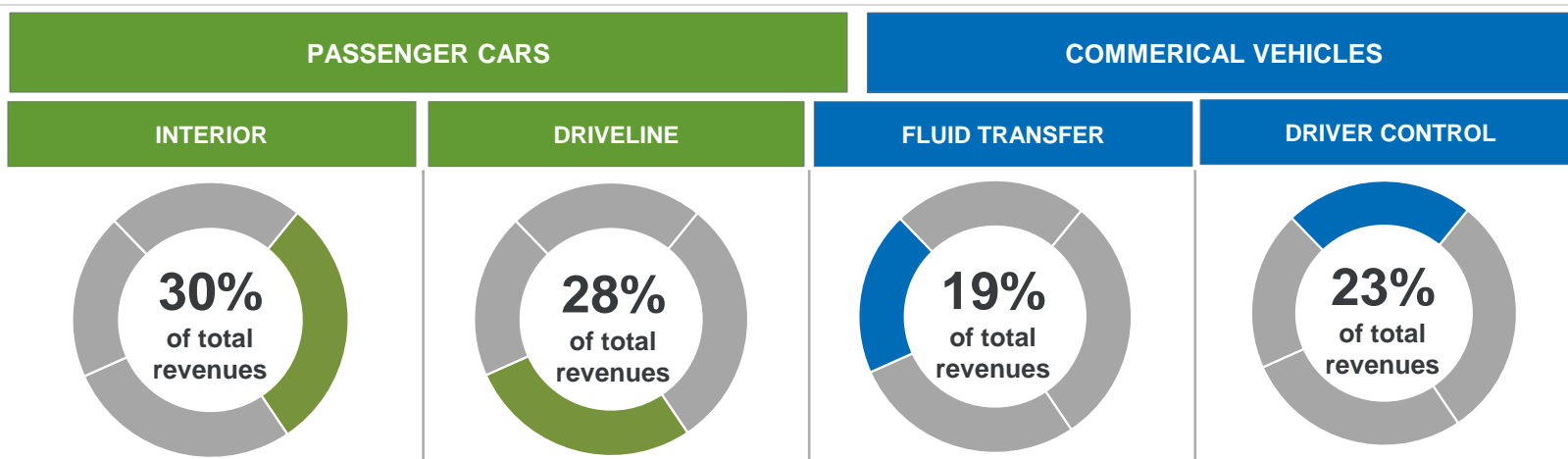


Operational Review

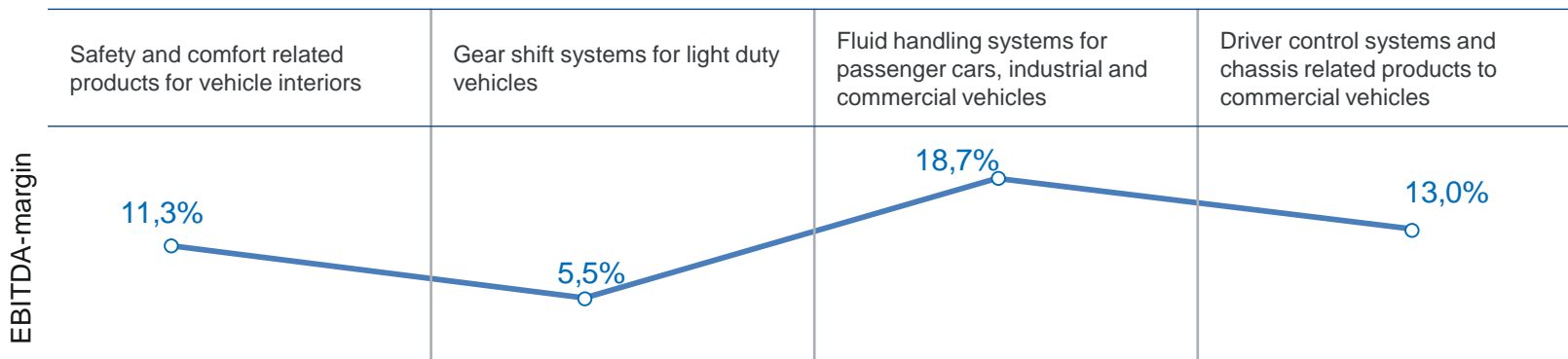
Hans Peter Havdal

President & CEO

Continued Driveline margin improvement



Market



Highlights and performance

► Operational update

- Strong focus on continuous operational improvement has contributed to strengthening the year over year margins
- The Light Duty Cable (LDC) Business Unit continues to win new business across all market sectors. In Q3 we were awarded a major seat cable program worth €6.3m in North America for a premium SUV



► Market & trends

- Strong exposure to premium brands such as: Audi, BMW, Volvo and JLR



INTERIOR

New contract worth EUR 11.2 million for supply of Seat Heat systems in China



- ▶ Seat heating systems for a global OEM to a popular crossover SUV and C segment car in China
- ▶ The life time of this contract is 7 years, with start of production at the second half of 2015
- ▶ Production will take place from KA's facility in Wuxi, China



This contract confirms KA's ability to grow in emerging countries which start to adopt high end products

DRIVELINE

Highlights and performance

▶ Operational update

- Continuing focus on further improving margins
- Focused R&D effort on developing new concepts for the next generation technology to meet customer demand
- Continue to win significant global contracts with strong momentum in the BRIC regions
- Launch in Mexico of 85,000 automatic gear shifters per year for Chrysler in North America

▶ Market & Trends

- The decline in revenue was mainly due to a general decline in sales in the European market , combined with some programs reaching end of production



”Crystal shifter system” to Volvo’s latest concept car

- ▶ At the automotive show IAA in Frankfurt, the new Shift-by-Wire concept from Driveline was displayed in the Volvo Concept Coupe
- ▶ The shifter concept attracted a lot of interest and is demonstrating the capabilities of the Driveline R&D team
- ▶ This shifter is equipped with state of the art technology; this sets a new standard in terms of safety, weight, compact packaging and styling



DRIVELINE

3 New key contracts won by Driveline in China worth 116 MEUR



Product	Content	Customer	Production Facility	Life time value EUR million	Planned SOP
	Automatic gear shifter systems, for C segment cars sold in China	Global Brand	Wuxi in China	14	2014
	Automatic and manual gear shifter systems, for C and D segment cars sold in China	Chinese OEM	Wuxi in China	102	2014

These contracts confirms the strong sales momentum KA is enjoying in the BRIC regions

FLUID TRANSFER

Highlights and performance

▶ Operational update

- Fluid transfer continued to win contracts globally that strengthen our position as an expert niche supplier in the commercial vehicle and automotive segments
- Two new global program launches for DAF PACCAR Trucks related to the new Euro 6 and EPA 10 engines standards with total volume of 65.000 units



▶ Market & trends

- Strength in European commercial vehicle and global automotive markets was partially offset by commercial vehicle weakness in North America



Highlights and performance

► Operational update

- Electronic Center of Excellence in North America is close to be fully operative.
This is resulting in an increased level of opportunities
- Increased yoy aftermarket sales
- New program launch for BRP on cluster display with 15.000 units annually to be delivered from our Grand Mere (Canada) facility



► Market & Trends

- Improving demand due to reduced inventories for Off-Highway equipment, stabilized economic conditions within the EU
- Stronger On-Highway demand partially driven by Euro 6 pre-buy effects



Electronic content is found in 30% of all KA products

- ▶ *Content will rapidly increase in coming years*
- ▶ *KA need to grow its electronics capability*
- ▶ *To build critical mass, competence is built up in 2 Center of Excellence units:*
 - Leverage technology and resources
 - Drive new functionality
 - Work with the best suppliers
 - Create cost competitiveness
- ▶ *CoEs are located in North America and Sweden*





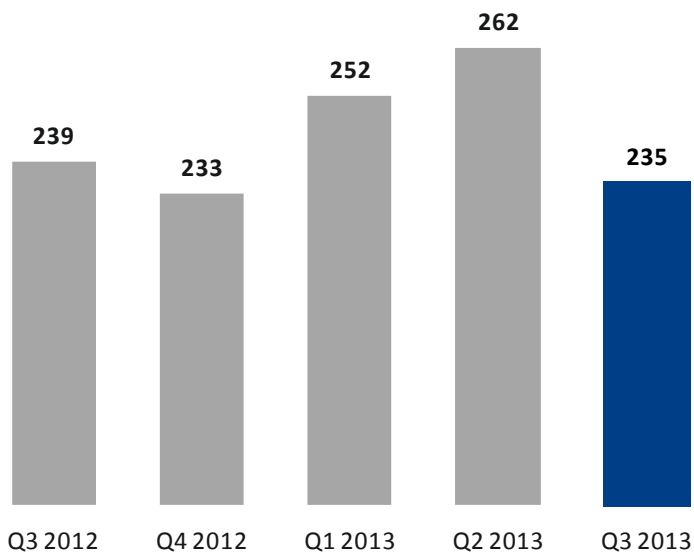
Financial Update

Trond Stabekk

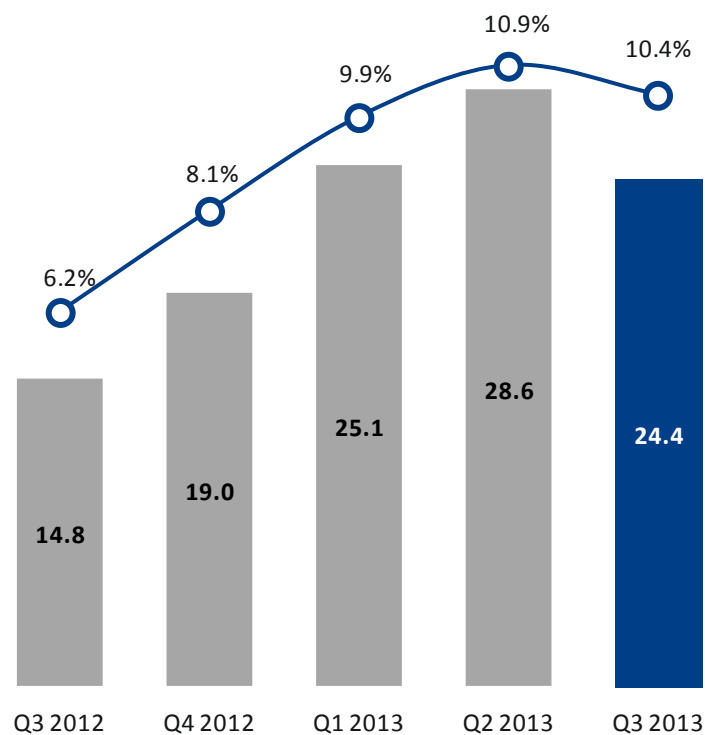
Executive Vice President & CFO

Revenue and EBITDA

Revenues
EUR million



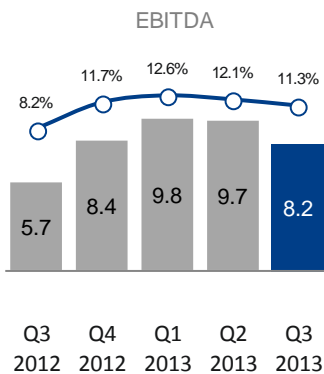
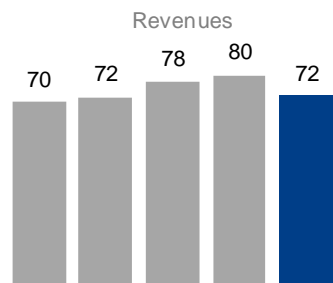
EBITDA and EBITDA margin
EUR million and percent



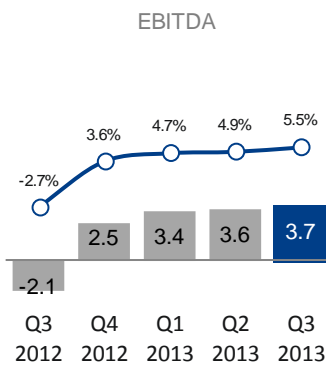
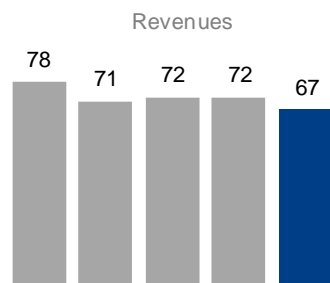
Segment financials 3rd quarter

Revenues and EBITDA margin EUR million and percent

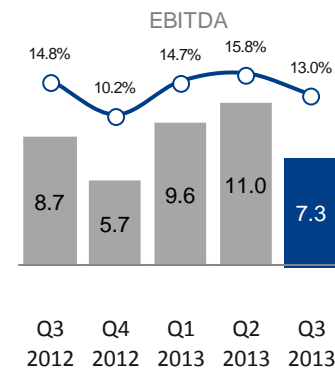
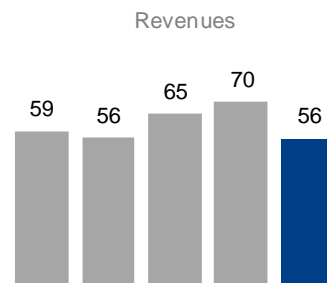
Interior



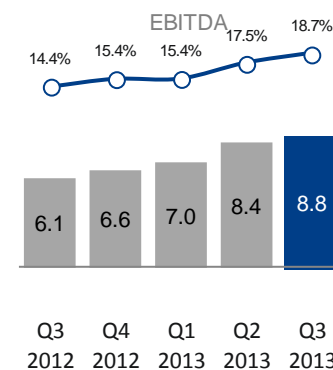
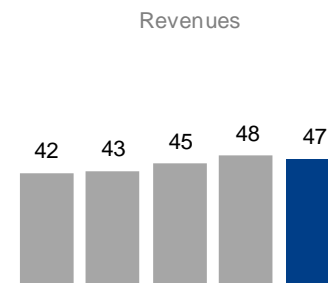
Driveline



Driver Control



Fluid



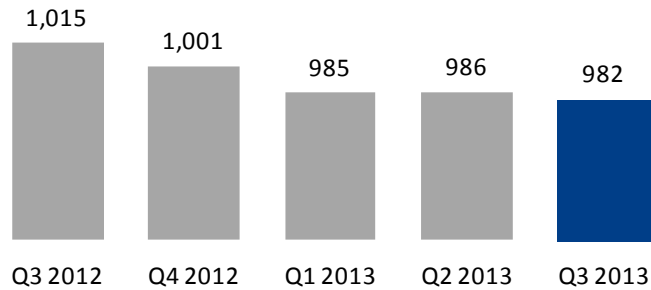
Consolidated income statement

<i>EUR Million</i>	Twelve months ending				
	30.09.12	31.12.12	31.03.13	30.06.13	30.09.13
Revenues	982.6	985.6	991.7	985.8	981.5
OPEX	-915.0	-914.4	-909.6	-898.3	-884.5
EBITDA	67.6	71.2	82.1	87.5	97.0
<i>EBITDA (%)</i>	6.9%	7.2%	8.3%	8.9%	9.9%
D&A	-44.7	-45.5	-44.6	-45.2	-44.6
EBIT	22.9	25.6	37.4	42.3	52.5
<i>EBIT (%)</i>	2.3%	2.6%	3.8%	4.3%	5.3%
Financial items	-21.0	-13.1	-16.2	-29.6	-35.3
Profit before taxes	2.0	12.5	21.2	12.7	17.2
Tax	1.3	-5.4	-9.1	-6.9	-8.1
Net profit	3.4	7.2	12.2	5.8	9.1

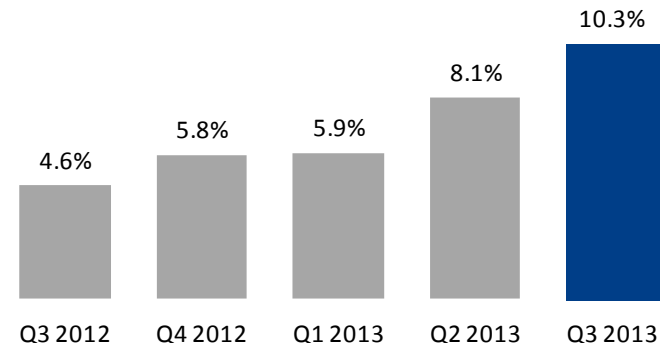
- ▶ Revenue run rate in line with full year guiding.
- ▶ Continue to improve EBITDA run rate and margins through operational and commercial improvements.
- ▶ NET PROFIT influenced by unrealized FX effects

ROCE (LTM = last twelve months)

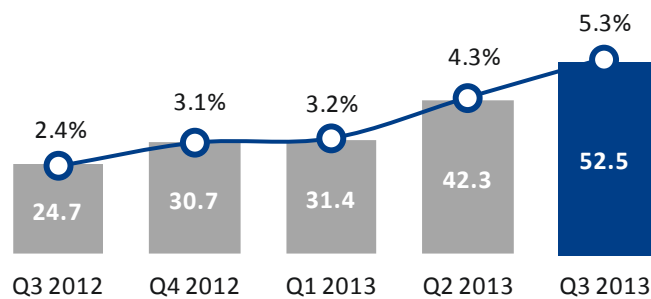
Revenues (LTM)
EUR Million



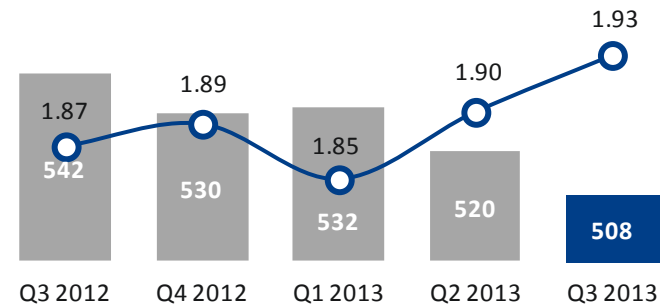
ROCE
Percent



EBIT and EBIT margin (Ltm)
EUR Million and percent

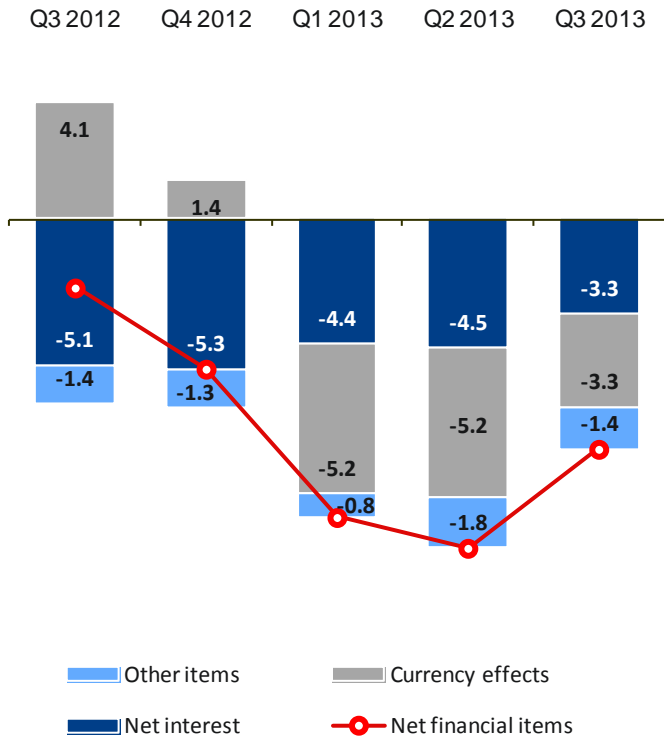


Avg. Capital Employed and turnover (Ltm)
EUR Million and Times



Financial items

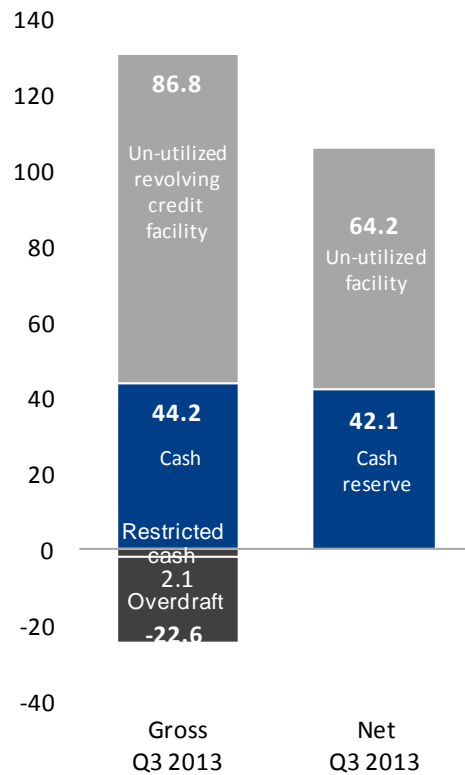
Net financial items
EUR million



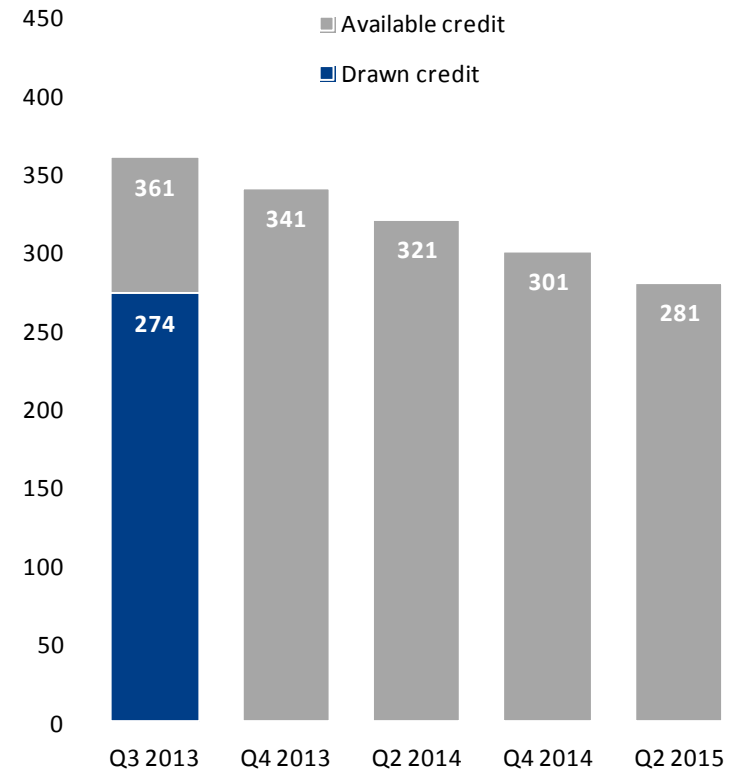
► Interest rate margin reduced as a consequence of lower gearing

Available funds and utilization

Liquidity reserve
EUR million

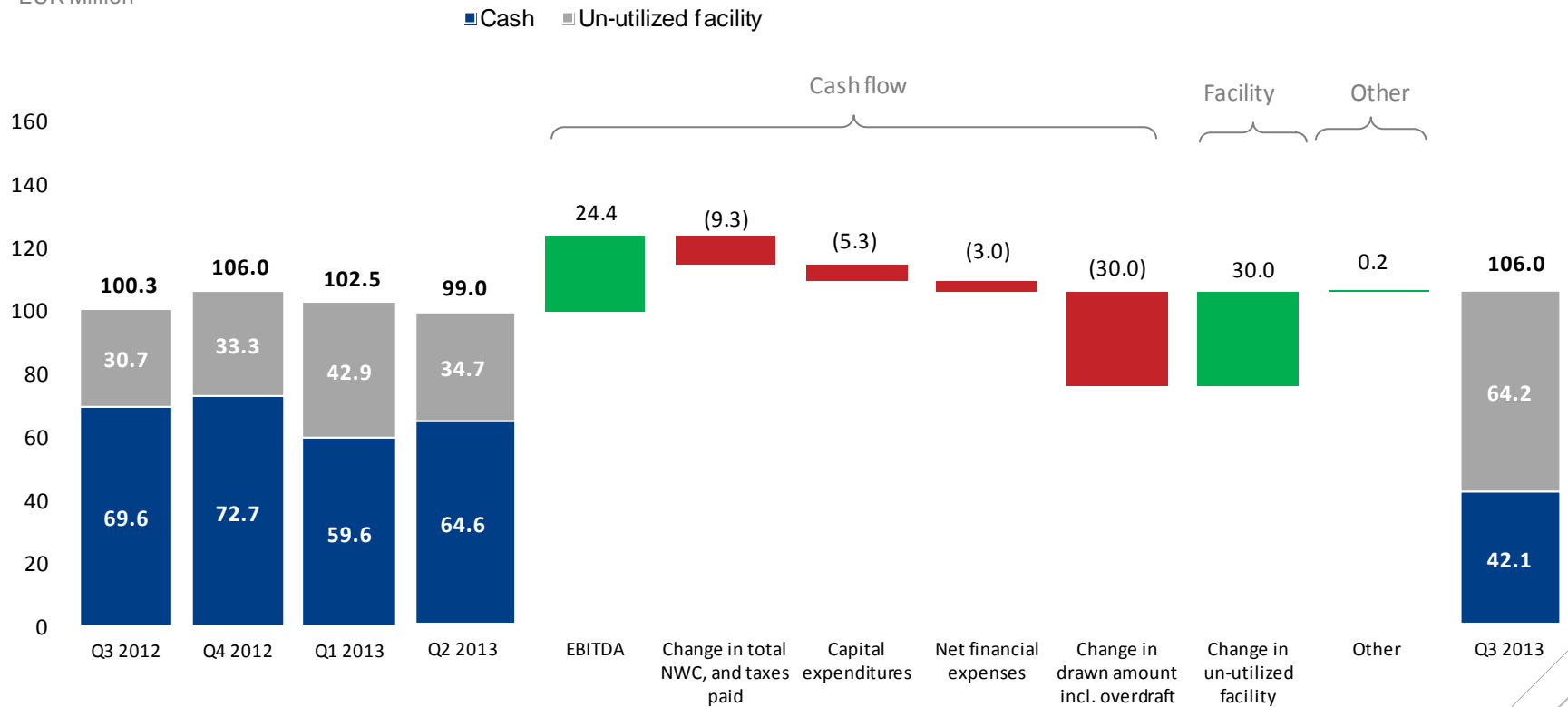


Credit utilization RRCF
EUR Million



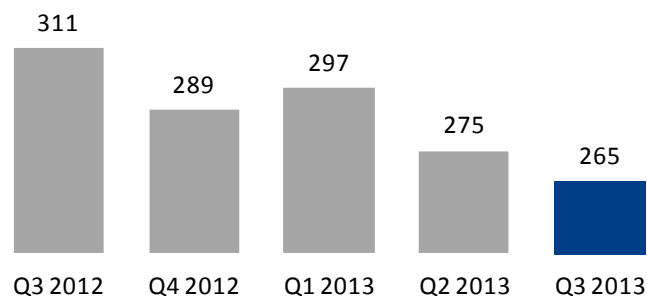
Cash flow and facility development

Available funds
EUR Million

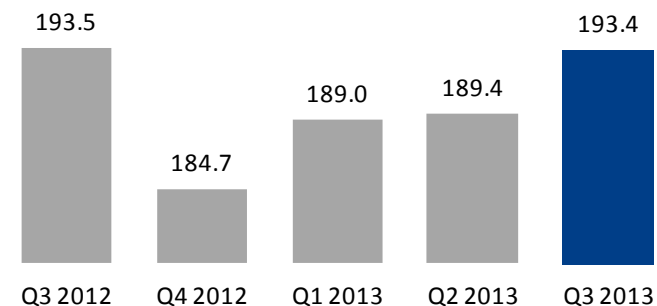


Financial ratios

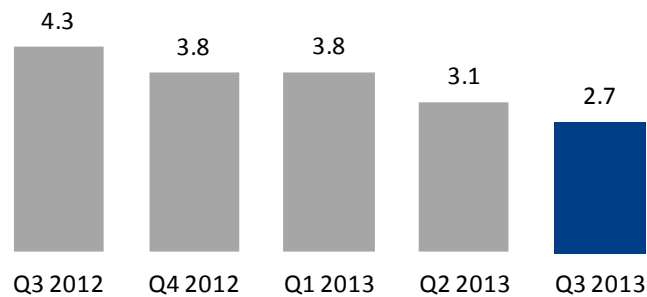
NIBD
EUR million



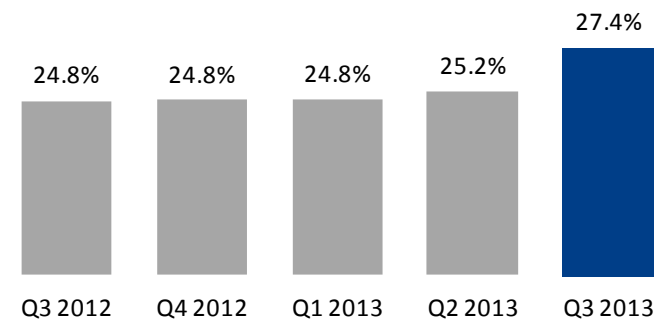
Equity
EUR million



NIBD/EBITDA
Times



Equity ratio
Percent



Market Update

Philippe Toth

Vice President Investor Relations and M&A

Production and revenue growth (YoY change)

North America	
CV production growth *	7,3 %
LV production growth **	5,3 %
KA revenue growth***	3,1 %

35% of KA sales

Slightly below market average due weak off-highway equipment market

Worldwide	
CV production growth *	6,6 %
LV production growth **	3,1 %
KA revenue growth***	3 %

Europe	
CV production growth *	2,7 %
LV production growth **	-1,2 %
KA revenue growth***	9,3 %

54% of KA sales

KA is doing better than the market in EU

Asia	
CV production growth *	2,8 %
LV production growth **	5,1 %
KA revenue growth***	-21 %

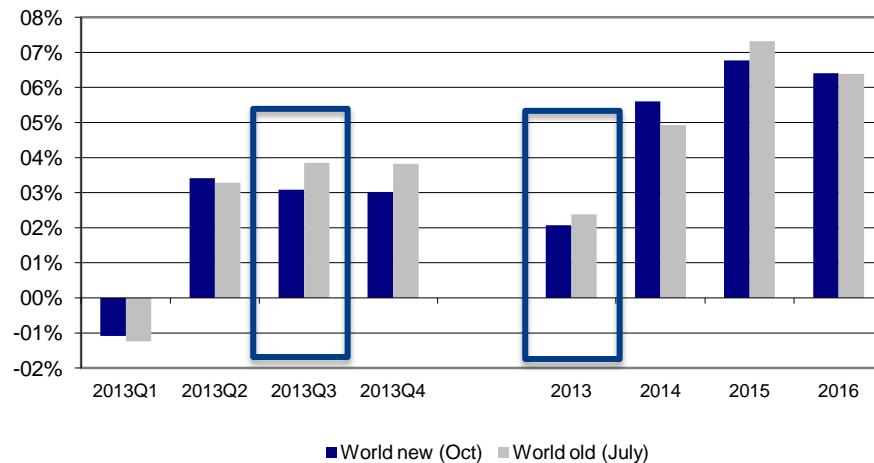
8% of KA sales

China drop is escalated through phase out of certain non profitable Driveline business

* CV: Commercial Vehicles (GVW>6t) estimates by LMC
 ** LV: Light Vehicle (GVW<6t) estimates by LMC
 ***: adjusted for currency effect

Light vehicle production – 2013 forecast

Light vehicle production: revised world estimates (ch Y/Y)



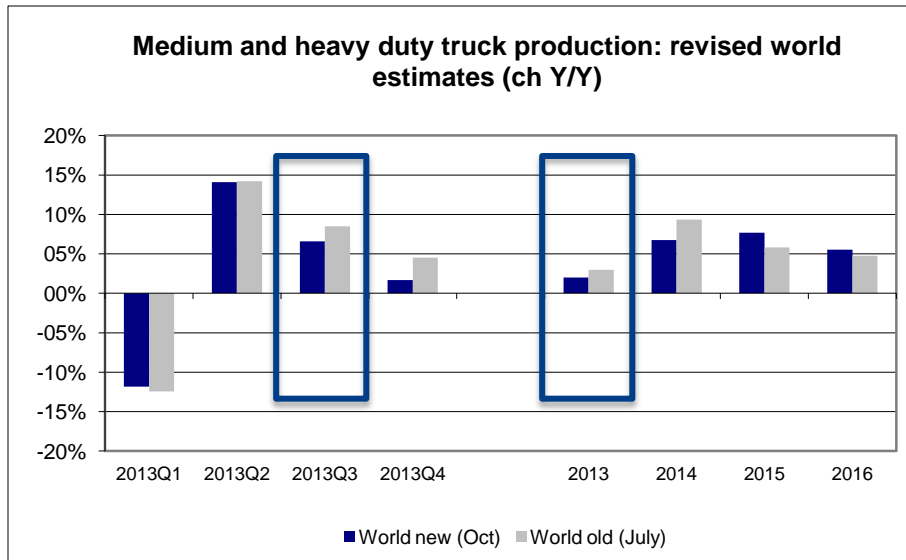
-2.1%
Europe: Outlook remains challenging due to weak economy and uncertainty surrounding the Eurozone. Western Europe production forecast slightly improved by export of premium brands.

3.9%
North America: US market has cooled down slightly after the summer, but still has a good year on year growth.

11.1%
China: Fundamental demand for vehicles remains solid despite weaker than expected industrial output and real GDP growth.

2.1%
 Total production according to LMC has been revised down from 83.6 millions to 83.4 millions vehicle in 2013 mainly due to a lower growth in Asia (especially India and Thailand) compared to the beginning of 2013.

Commercial vehicle production – 2013 forecast



Europe: Q3 experienced actual growth compared to Q3 last year mainly due to EURO6 pre-buy. This will continue out the year. **-0.5%**

North America: Expect the market to continue to remain stable, but somewhat lower than last year. **-2.7%**

China: Slower growth in industrial output than preceding forecast but market remains dynamic. **4.5%**

Total output for CV production is slightly down to 2.69 million vehicles from 2.72 in June outlook mainly due to a slower growth of the commercial vehicle market in China. **2%**

Source: LMC Automotive – July 2013

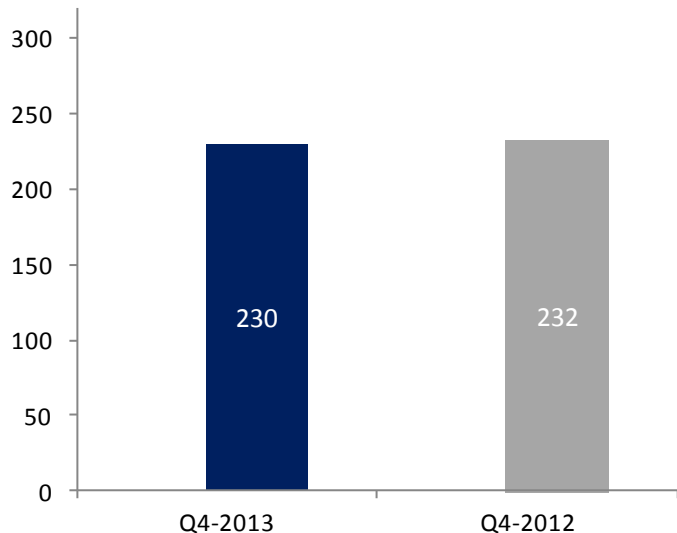


Hans Peter Havdal

Summary and Outlook

Summary and outlook

Company outlook for Q4 2013
EUR Million



- ▶ **Strong double digit EBITDA margin of 10.4% despite a weak European market - demonstrating the effect of the operational improvements implemented over the last 2 years**
- ▶ **The gearing ratio further reduced from 3.1 to 2.7 times NIBD/EBITDA**
- ▶ **The company expects revenue of approx. EUR 230 million for Q4 2013**
- ▶ **Capital market day to be held on 3rd December 2013**



Questions & Answers



Appendix

“Enhancing the driving experience”

Passionate

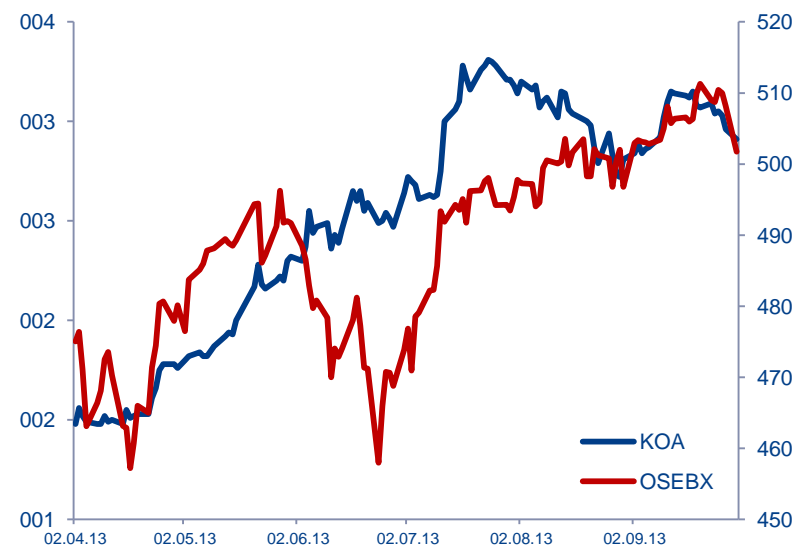
Accountable

Prepared

Share price and shareholders

Data: 30.09.2013

Investor Name	Current Position	% Share Outstanding	Nationality
DNB BANK ASA INVESTERINGSDIVISJON	28 089 136	6,91	NOR
KLP AKSJE NORGE VPF	13 200 000	3,25	NOR
MP PENSJON PK	11 485 050	2,82	NOR
JP Morgan Chase Bank HANDELSBANKEN NORDIC	10 245 329	2,52	SWE
CITIBANK, N.A. S/A DFA-INTL SML CAP	10 167 813	2,50	USA
KOMMUNAL LANDSPENSJO	9 100 000	2,24	NOR
VPF NORDEA KAPITAL C/O JPMORGAN EUROPE	8 269 558	2,03	NOR
J.P. Morgan Chase Ba NORDEA TREATY ACCOUN	7 452 148	1,83	GBR
KONSGBERG AUTOMOTIVE	7 015 830	1,72	NOR
Goldman Sachs & Co E GOLDMAN SACHS & CO -	6 541 036	1,61	USA
VERDIPAPIRFONDET HAN NORGE	6 000 000	1,48	NOR
ERLING NEBY AS	5 500 000	1,35	NOR
THE NORTHERN TRUST C NON-TREATY ACCOUNT	4 615 881	1,13	GBR
VERDIPAPIRFONDET DNB	4 594 704	1,13	NOR
VPF NORDEA AVKASTNIN C/O JPMORGAN EUROPE	4 323 800	1,06	NOR
JOLLY ROGER AS	3 516 226	0,86	NOR
KLP AKSJE NORGE INDE	3 403 999	0,84	NOR
VPF NORDEA SMB C/O JPMORGAN EUROPE	3 146 918	0,77	NOR
EBITEC INVEST AS	2 775 000	0,68	NOR
STATE STREET BANK & A/C CLIENT FUND NUMB	2 677 945	0,66	USA
	152.120.373	37,4	



The Board of Directors of Kongsberg Automotive Holding ASA



Ulla-Britt FräjdinHellqvist (58)

- *Chairwoman of the Board since 2010*
- *Other Corporate Affiliations:*
 - *Chairman of Data Respons ASA and SinterCast AB*
 - *Board member, Castellum, e-man, Fouriertransform, MicronicMydata, SEI and Tallberg Foundation*



Thomas Falck (47)

- *Member of the Board since 2010*
- *Other Corporate Affiliations:*
 - *Chairman of Making Waves AS and Filmparken AS*
 - *Board member, EMS Seven Seas ASA, Vizrt ASA*
 - *Board of several fund-of-fund investment companies*



Maria BorchHelsengreen (47)

- *Member of the Board since 2012*
- *Other Corporate Affiliations:*
 - *CFO, TV2*
 - *Board member, Norsk Tillitsmann and GIEK*



Magnus Jonsson (57)

- *Member of the Board since 2011*
- *Other Corporate Affiliations:*
 - *Board member, Powercell AB, LeanNova AB and Senseair AB*



HalvorStenstadvold (69)

- *Member of the Board since 2011*
- *Other Corporate Affiliations:*
 - *Chairman of SOS barnebyerNorge, Henie OnstadKunstsenter and Civita AS*
 - *Board member, Storebrand ASA, Statkraft SF/Statkraft AS, Navamedic ASA, SosChildrens Villages International and SOS CV USA*



EivindHolvik

- *Member of the Board (Employee representative)*
- *Manager Research and Development, Kongsberg Automotive*



TonjeSivesindtjæet

- *Member of the Board (Employee representative)*
- *Measuring Operator, Kongsberg Automotive*



Kjell Kristiansen

- *Member of the Board (Employee representative)*
- *HSE, Kongsberg Automotive*

Financial calendar and Investor Relations contacts

Financial calendar 2013

	Interim Reports	Presentation
3th Quarter2013	17 Oct 2013	18 Jul 2013
4th Quarter2013	13 Feb 2013	14 Feb 2013
Capital Markets Day : 03 Dec 2013		

IR contacts

Hans Peter Havdal
President & CEO

Telephone: +47 92 06 56 90

E- mail: Hans.Havdal@ka-group.com



Trond Stabekk
CFO

Telephone: +47 98 21 40 54

E- mail: Trond.Stabekk@ka-group.com



Philippe Toth
VP M&A and IRO

Telephone: +47 98 21 40 21

E- mail: Philippe.Toth@ka-group.com



Kongsberg Automotive Holding ASA

Telephone: +47 32 77 05 00

For more information, see: <http://kongsbergautomotive.com/INVESTOR-RELATIONS/>

Disclaimer

This presentation contains certain forward-looking information and statements. Such forward-looking information and statements are based on the current, estimates and projections of the Company or assumptions based on information currently available to the Company. Such forward-looking information and statements reflect current views with respect to future events and are subject to risks, uncertainties and assumptions. The Company cannot give assurance to the correctness of such information and statements. These forward-looking information and statements can generally be identified by the fact that they do not relate only to historical or current facts. Forward-looking statements sometimes use terminology such as "targets", "believes", "expects", "aims", "assumes", "intends", "plans", "seeks", "will", "may", "anticipates", "would", "could", "continues", "estimate", "milestone" or other words of similar meaning and similar expressions or the negatives thereof.

By their nature, forward-looking information and statements involve known and unknown risks, uncertainties and other important factors that could cause the actual results, performance or achievements of the Company to differ materially from any future results, performance or achievements that may be expressed or implied by the forward-looking information and statements in this presentation. Should one or more of these risks or uncertainties materialize, or should any underlying assumptions prove to be incorrect, the Company's actual financial condition or results of operations could differ materially from that or those described herein as anticipated, believed, estimated or expected.

Any forward-looking information or statements in this presentation speak only as at the date of this presentation. Except as required by the Oslo Stock Exchange rules or applicable law, the Company does not intend, and expressly disclaims any obligation or undertaking, to publicly update, correct or revise any of the information included in this presentation, including forward-looking information and statements, whether to reflect changes in the Company's expectations with regard thereto or as a result of new information, future events, changes in conditions or circumstances or otherwise on which any statement in this presentation is based.

Given the aforementioned uncertainties, prospective investors are cautioned not to place undue reliance on any of these forward-looking statements.