

# FORWARD-LOOKING STATEMENTS AND NON-IFRS MEASURES

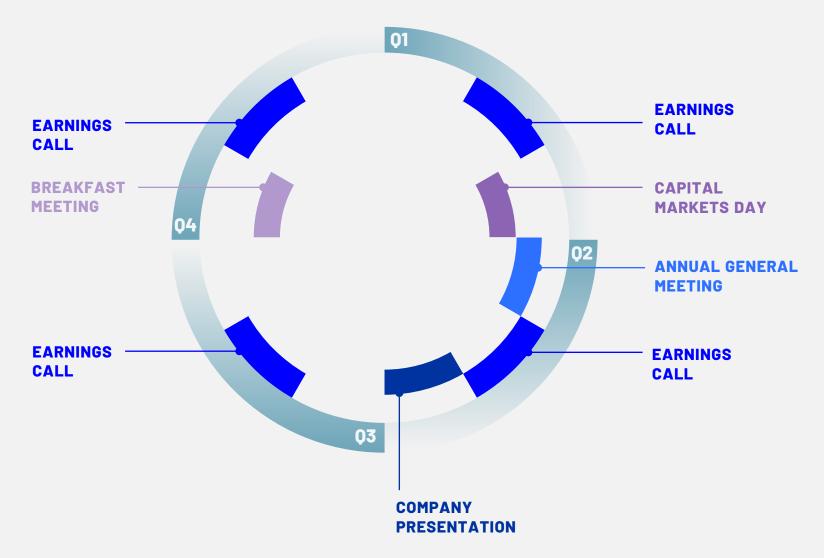
#### FORWARD-LOOKING STATEMENTS

This presentation contains certain "forward-looking statements". These statements are based on management's current expectations and are subject to risks, uncertainty and changes in circumstances, which may cause actual results, performance, financial condition or achievements to differ materially from anticipated results, performance, financial condition or achievements. All statements contained herein that are not clearly historical in nature are forward-looking and the words "anticipate," "believe," "expect," "estimate," "plan," and similar expressions are generally intended to identify forward-looking statements. We have no intention and are under no obligation to update or alter (and expressly disclaim any such intention or obligation to do so) our forward-looking statements whether as a result of new information, future events or otherwise, except to the extent required by law. The forward-looking statements in this presentation include statements addressing our future financial condition and operating results. Examples of factors that could cause actual results to differ materially from those described in the forward-looking statements include, among others, business, economic, competitive and regulatory risks, such as conditions affecting demand for products, particularly in the automotive industries; competition and pricing pressure; fluctuations in foreign currency exchange rates and commodity prices; natural disasters and political, economic and military instability in countries in which we operate; developments in the credit markets; future goodwill impairment; compliance with current and future environmental and other laws and regulations; and the possible effects on us of changes in tax laws, tax treaties and other legislation. More detailed information about these and other factors is set forth in the 2021 Kongsberg Automotive Annual Report and the Kongsberg Automotive Quarterly Reports.

#### **NON-IFRS MEASURES**

Where we have used non-IFRS financial measures, reconciliations to the most comparable IFRS measure are provided, along with a disclosure on the usefulness of the non-IFRS measure, in this presentation.

# **KA'S EXTERNAL ACTIVITIES**



# **IR POLICY**

#### **PURPOSE**

KA seeks to engage in an open and continuous dialogue with the financial market.

The company's Investor Relations (IR) Policy covers guidelines for the company's contact with shareholders and the financial community.

This policy can be found here.

All our shareholders are requested to send their enquiries to KA's single point of contact:

**Mads Langaard** – Head of Investor Relations

email: mads.langaard@ka-group.com

#### INVESTOR RELATIONS POLICY

Share on facebook in Share on linkedin Share on twitte



#### PURPOSE

Kongsberg Automotive (KA) seeks to engage in an open and continuous dialogue with the financial market. The company's Investor Relations (IR) Policy covers guidelines for the company's contact with shareholders and the financial community.

#### INFORMATION AND COMMUNICATION

According to the Norwegian Securities Trading Act and the rules & procedures of the Oslo Stock Exchange (OSE), KA is obligated to ensure equal treatment of financial market participants and equal opportunities to access relevant information. The main communication channels are stock exchange releases, press releases and the company's

KA publishes financial results on a quarterly basis according to its financial calendar which is published annually on the company's website and to the OSE. KA will publish all information that is of significant value to the company as soon as possible, unless publication could damage/harm the company's interests or those of its partners, in which case we should consider whether the conditions for deferred publication may apply.

Daily communication with the financial market is handled by Investor Relations. The dialogue with the market takes form primarily through annual reports, quarterly reports, meetings with investors and analysts, participation in important financial industry conferences, and capital markets events organized by KA, and use of the company's

All information will be provided in English

#### CONTRACT ANNOUNCEMENTS

When announcing contract awards, the company applies the following rules/threshold:

Contract with an order intake of EUR 3 million or above in estimated annual revenue shall be announced through the OSE.

In special circumstances and, the company holds the right to announce news through OSE notifications even if they do not meet the EUR 3 million in annual revenue threshold.

#### SILENT PERIOD

KA shall observe a silent period four weeks prior to the publishing of quarterly financial results. KA does not attend any investor- or analyst meetings, or financial conferences during these periods.

#### POINT OF CONTACT

Head of Investor Relations is responsible for maintaining and communicating with KA's financial stakeholders. Equity investors as well as bond holders. All inquiries from financial stakeholders regarding the company must be directed to KA's Head of Investor Relations.

#### COMPLIANCE

KA shall comply with applicable legislation and rules for companies listed on the OSE and the Oslo Børs Code of Practice for IR of 2021.

#### IR PRINCIPLES

Reporting to the market and contact with shareholders, investors and analysts outside general meetings are based on the following principles:

# **TODAY'S PRESENTERS**



LINDA NYQUIST-EVENRUD INTERIM PRESIDENT & CEO



FRANK HEFFTER CFO



CHRISTIAN AMSEL
CTO & INTERIM PRESIDENT P&C



THERESE S SKURDAL COMMUNICATION DIRECTOR

# **AGENDA**



# **KA IN BRIEF**



STRATEGIC REVIEW



**E** FINANCIAL UPDATE



**COMMUNICATIONS UPDATE** 



- PRODUCT UPDATE



Q&A SESSION

# KA IN BRIEF

# **AT A GLANCE**



### ESTABLISHED GLOBAL AUTOMOTIVE SUPPLIER

with a strong focus on commercial vehicles, expertise in off-highway segment, and non-automotive industry.



# INNOVATING AND DELIVERING TOP-NOTCH PRODUCTS WHEREVER WE OPERATE

Kongsberg Automotive follows state of the art innovation processes to meet customer needs better and quicker than most in the industry.



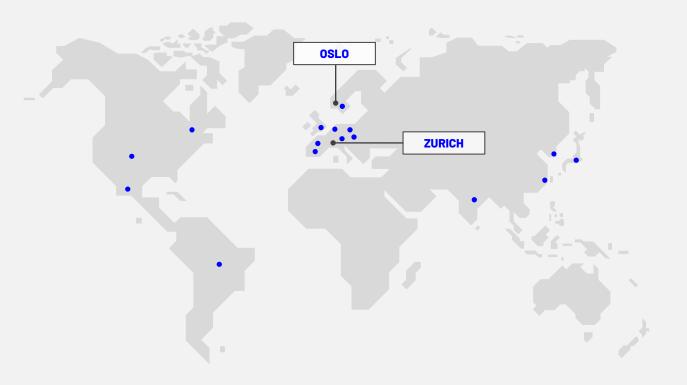
# MINIMIZING THE ENVIRONMENTAL IMPACT

we aim to design greener and safer products, and work with supply chains to help them be more sustainable and responsible.



# **AT A GLANCE**

**REVENUE, 2022** 







BUSINESS
SEGMENTS:
POWERTRAIN
& CHASSIS
SPECIALTY
PRODUCTS



€906 M 👍

18 COUNTRIES



VISION

# WE DRIVE THE GLOBAL TRANSITION TO SUSTAINABLE MOBILITY

MISSION

ON OUR PATH TO BECOMING A TRUE GLOBAL LEADER, WE PUT ENGINEERING, SUSTAINABILITY, AND INNOVATION INTO PRACTICE.

We seek to constantly improve our products, leverage our experience in cutting-edge engineering and widen our scope to find new solutions and technologies that make mobility safer and cleaner.

Our ambition is to be second to none in all we do. This is how we unlock growth potential and create substantial value for our customers, our employees, and shareholders.

We take responsibility as a strong global team. We are committed to making a difference by developing our skillset and delivering excellent products.



# **MADE IN NORWAY**

# OVER 65 YEARS OF ENGINEERING EXCELLENCE



2008
ACQUISITION OF TELEFLEX GMS
(SYSTEMS FOR GEAR SHIFT, SEAT COMFORT, AND FLUID SYSTEMS)

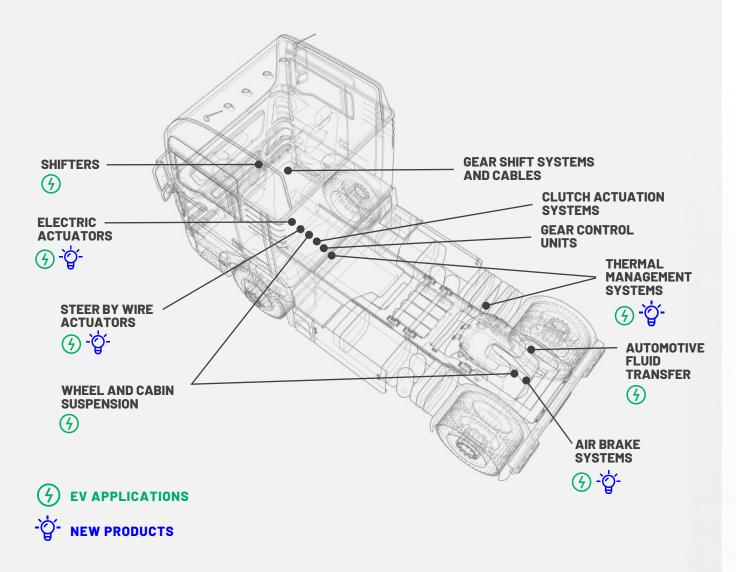




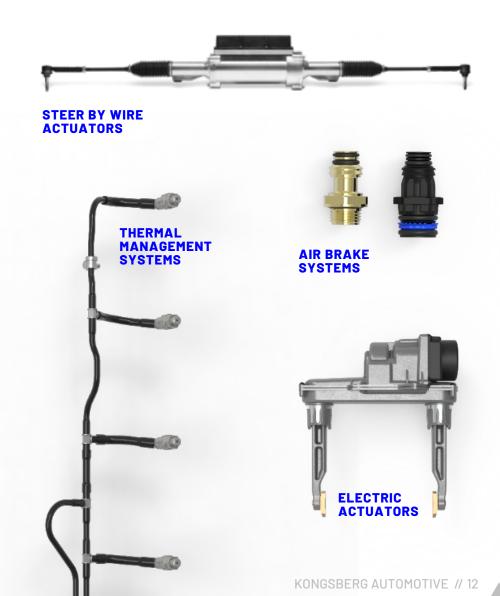
2021
LAUNCH OF
SHIFT GEAR
TRANSFORMATION
PROGRAM



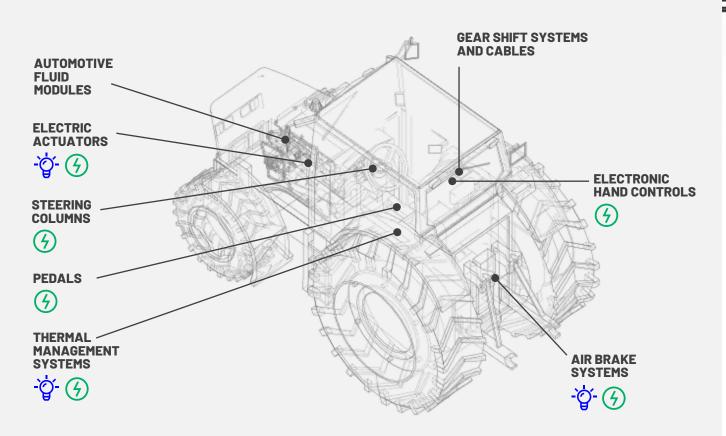
# FOCUS ON ELECTRIC COMMERCIAL VEHICLES



# **KEY PRODUCTS**



# FOCUS ON OFF-HIGHWAY VEHICLES



PRODUCTS ALSO SUITABLE FOR OTHER OFF-HIGHWAY APPLICATIONS











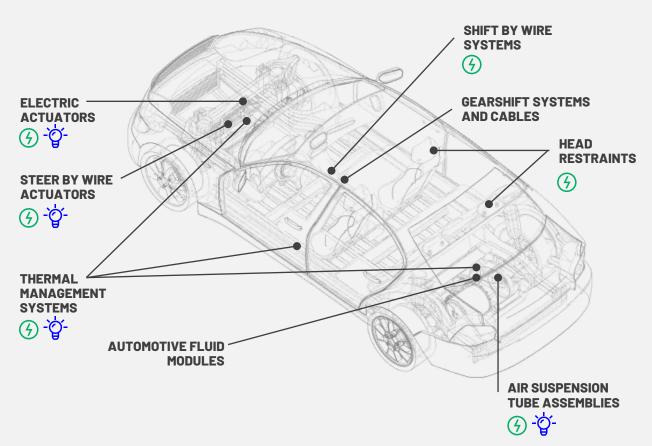




# **KEY PRODUCTS**

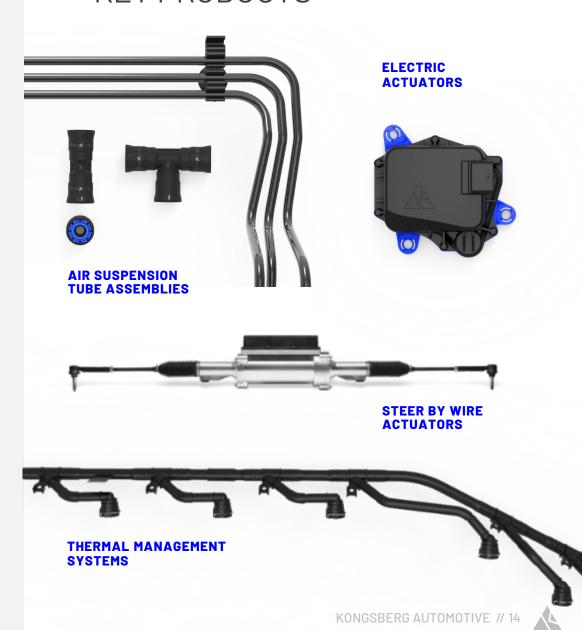


# FOCUS ON ELECTRIC PASSENGER CARS

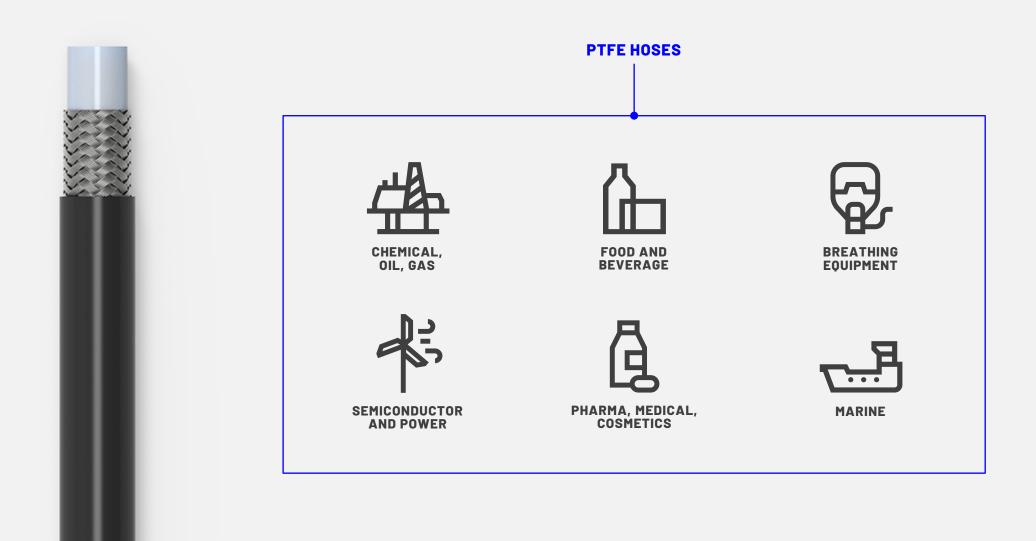




# **KEY PRODUCTS**



# FOCUS ON INDUSTRIAL APPLICATIONS





# **OUR CUSTOMERS**





























































































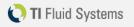


















# WE ARE A GLOBAL PROVIDER SERVING OUR CUSTOMERS LOCALLY



We leverage our local position at global OEMs to create and win new business opportunities on all continents.



"Glocalization" focus (globalization and localization)



Covid triggered supply chain disruptions resulting in a higher focus on local sourcing



Positive impact on sustainability and our set targets



# STRATEGIC REVIEW

# **STRATEGIC REVIEW**OVERVIEW

**INITATED BY:** FORMER BOARD OF DIRECTORS AND FORMER CEO/MANAGEMENT

**INITATED IN:** MARCH 2023

ADVISORS: ROTHSCHILD AND ABG SUNDAL COLLIER (STRUCTURAL CONSIDERATIONS)

**PURPOSE:** > EVALUATE OPTIONS TO MAXIMIZE FUTURE SHAREHOLDER VALUE

> UNLOCK THE FULL POTENTIAL OF KA BEYOND THE CURRENT PERFORMANCE

> RIGHTSIZING, IMPROVING ORGANIZATIONAL AND OPERATIONAL EFFICIENCY

#### **AREAS OF FOCUS**

ACQUISITIONS
PARTNERSHIPS &
COLLABORATIONS

**DIVESTMENTS** 

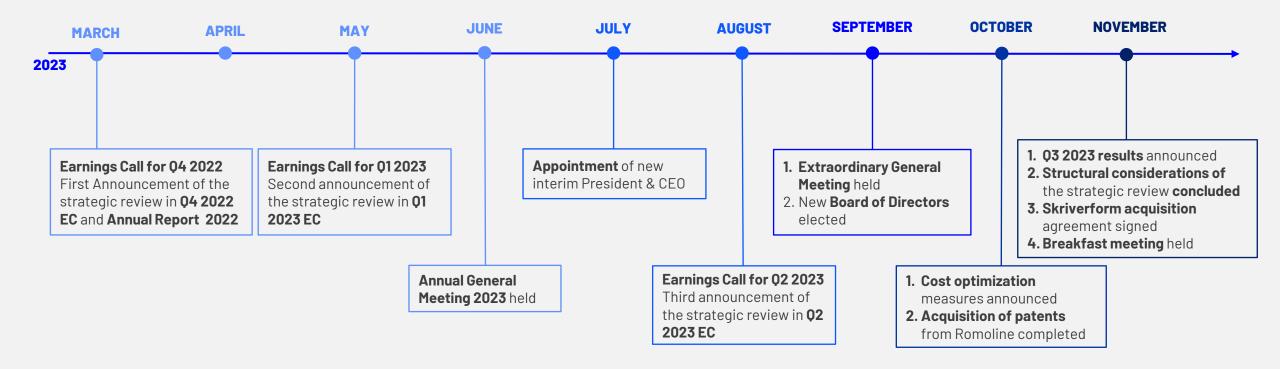
**CAPITAL MEASURES** 

COST OPTIMIZATION MEASURES

STRUCTURAL CONSIDERATIONS



# **TIMELINE**STRATEGIC REVIEW MARCH - NOVEMBER



MARCH - OCTOBER 2023 DISCUSSIONS AND ACTIVITIES ON KA'S STRATEGIC REVIEW CONTINUED WITH ROTHSCHILD AND ABG SUNDAL COLLIER

# **CONCLUSIONS**

# THE BOARD OF DIRECTORS AND KA MANAGEMENT ARRIVED AT THE FOLLOWING CONCLUSIONS:

- > Retaining and developing the current activities would create the highest value for KA and its shareholders
- > Focus on growth areas where KA is well-positioned
- Focus on the next year's main effort on regaining acceptable levels of profitability and securing a positive cash flow
- > Continue to **explore options** for mitigating the earnings pressure deriving from the business units in the declining segments
- > Allow for bolt-on acquisitions in the coming year, so KA can strengthen businesses in areas where the company is well-positioned



KA'S BOARD OF
DIRECTORS AND
MANAGEMENT HAVE
DECIDED TO CONCLUDE
THE STRUCTURAL
CONSIDERATION OF THE
STRATEGIC REVIEW.

# KA'S SECOND INVESTMENT INTO AUTONOMOUS DRIVING TECHNOLOGY





- > KA has acquired **innovative patents** from Romoline, for camera cleaners, developed in Norway
- > This is KA's **second investment** into a technology that will be used in **autonomous driving** and is also used in **present day vehicles**
- Unlike traditional nozzle cleaners, this technology uses less fluid and sprays away from the camera lens leading to optimal cleaning. The product's intention is to improve functionality, quality, environmental impact, customer satisfaction, and cost of use
- Next steps for KA to expand in this product area will be to develop the product into complete systems and sensor cleaning solutions
- > KA expects revenues in a 2-3 years time frame

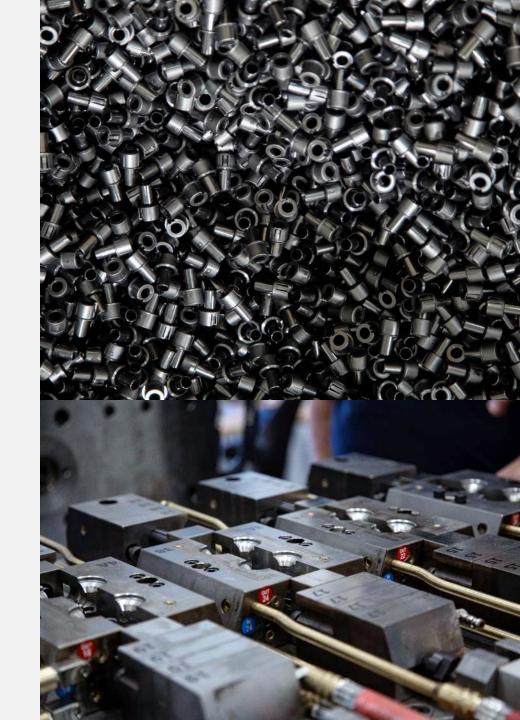
With this acquisition, KA now directly and indirectly **controls 28 patents** for technologies relevant to autonomous vehicles.



# **KA ACQUIRES SKRIVERFORM**



- > On November 8, 2023, KA signed an agreement to purchase 100% of the share capital of Skriverform AS
- > Skriverform is based in Norway and designs and manufactures tools for injection molding (IM)
- > The acquisition is motivated by KA's desire to achieve **vertical integration** and gain a better control of **our supply chain**
- > With this acquisition, KA's can **streamline operations** and **optimize efficiency** benefiting KA's bottom line, and the company's customers
- > 12 highly skilled employees who are experts on IM will join KA





### **EXECUTIVE SUMMARY - 03 2023**

STABLE REVENUES AND STRONG EARNINGS
CASH FLOW DEVELOPMENT IMPACTED BY NWC INCREASE

€220.6M

€14.3M

€-13.4M FREE CASH FLOW

Decrease of 10.3% vs. 03 2022

Increase by MEUR 1.4 vs. Q3 2022

Decrease from the FCF of MEUR -1.4 in Q3 2022

1.4X
LEVERAGE RATIO<sup>1,2</sup>

€89.2M

€207.1M

**NEW BUSINESS<sup>3</sup>** 

Improved from 2.0x in Q3 2022

Improved from MEUR 132.6 as of 30/09/2022

Increase from MEUR 128.9 in 03 2022

#### **REVENUES**

> Excluding revenues of MEUR 40.2 divested to BRP from Q3 2022, quarterly revenues grew by 14.8% at constant currency rates

#### **ADJUSTED EBIT**

- Supported by positive operational effects of MEUR 5.7, partly related to retroactive price increases and one-time compensations from customers
- ➤ In Q3 2022, the divested business to BRP amounted to MEUR 12.6

#### **FREE CASH FLOW**

 Impacted by increase in NWC to support future growth and to facilitate footprint optimization

#### **LEVERAGE RATIO / NIBD**

 Improved due to the proceeds received from the divestment to BRP in Q4 2022

#### **NEW BUSINESS WINS**

 Significant increase especially due to substantial contracts being awarded to P&C



 $<sup>^{1}</sup>$  Includes IFRS 16; excluding IFRS 16, leverage ratio is equal to 0.6x in Q3 2023 compared to 1.1x in Q3 2022

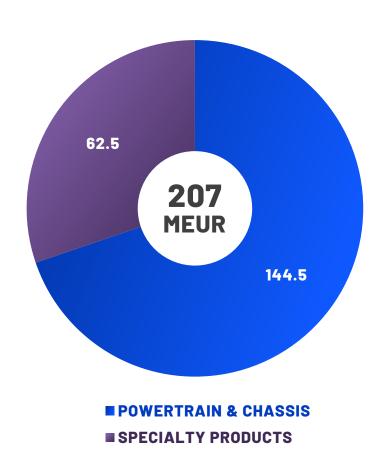
<sup>&</sup>lt;sup>2</sup> NIBD / Adjusted EBITDA (LTM)

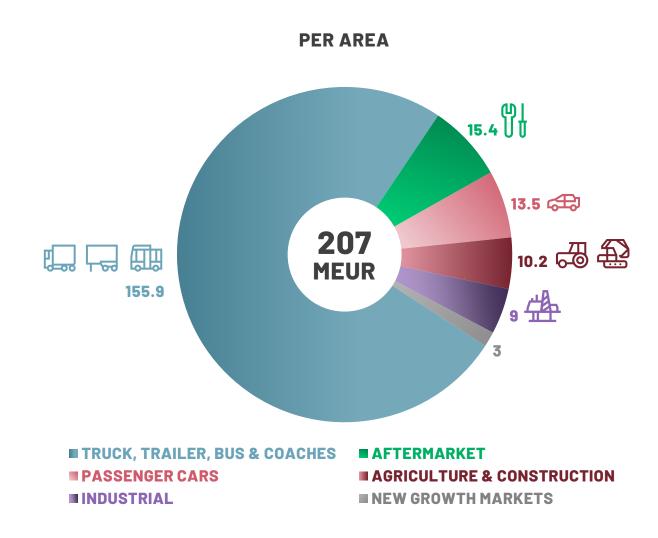
<sup>&</sup>lt;sup>3</sup> Lifetime revenue of business wins during the quarter

<sup>&</sup>lt;sup>4</sup> Net Interest-Bearing Debt

# NEW BUSINESS WINS Q3 LIFETIME REVENUES, MEUR

#### PER BUSINESS SEGMENT

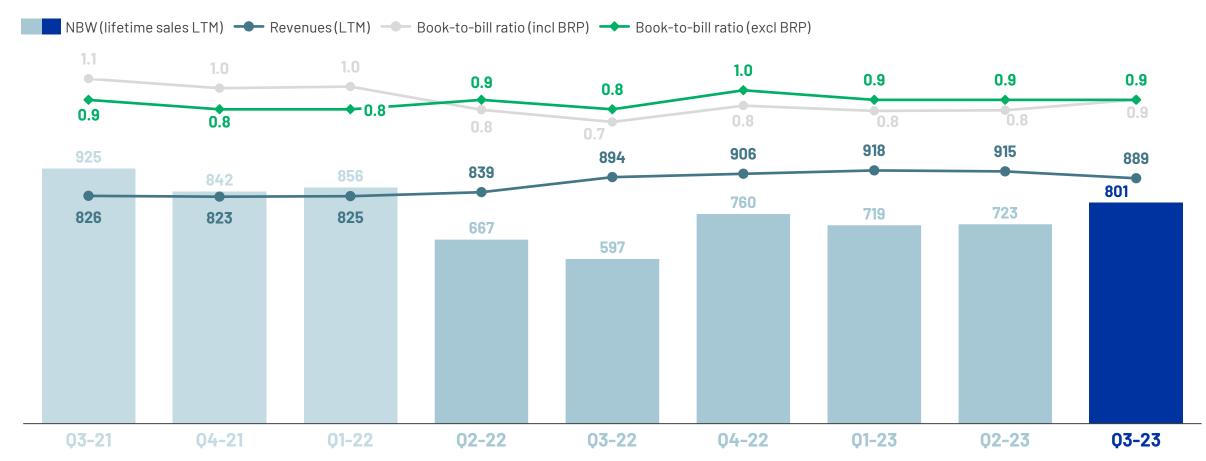




### **BOOK-TO-BILL**

# MAINTAINING STABLE BOOK TO BILL RATIO TARGET RATIO ABOVE 1 FOR FY2023

#### **BOOK-TO-BILL PERFORMANCE, MEUR**



<sup>1.</sup> Lifetime sales assumptions are based on IHS and LMC production estimates at the time of the booking



### **REVENUES**

## SOLID REVENUES DRIVEN BY SEASONALITY AND EXTRAORDINARY ITEMS

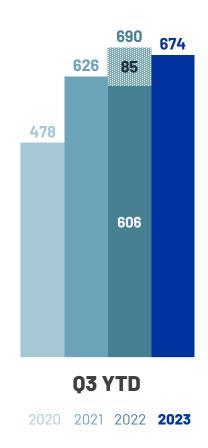
#### **REVENUES (continuing operations), MEUR** 246 229 226 2020 225 221 219 218 40 215 2021 209 206 25 20 2022 excl. BRP 193 187 **2022 BRP** 179 2023 112 212 206 201 199 Q2 Q1 **Q3 Q4**

2021 2022 **2023** 

2020 2021 2022 2023

2022

2021



Quarterly revenues in 2023 include significant negative translation effects. On the current currency basis, quarterly revenues are as follows:

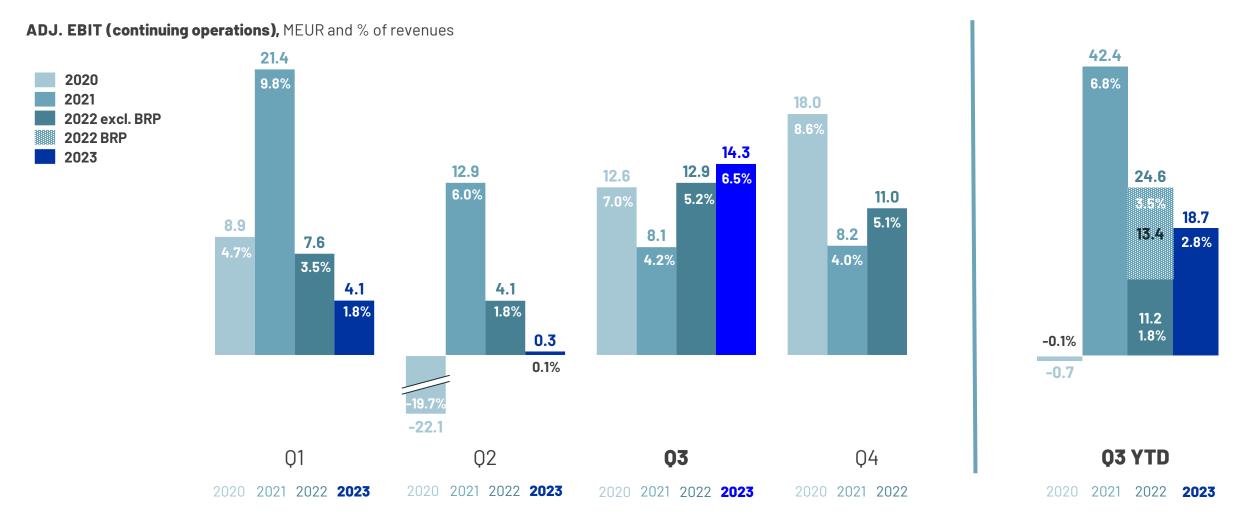
- Q1 2023: MEUR 226 (positive translation effects of MEUR 3)

2020 2021 2022 2023

- Q2 2023: MEUR 235 (negative translation effects of MEUR 10)
- Q3 2023: MEUR 236 (negative translation effects of MEUR 15)

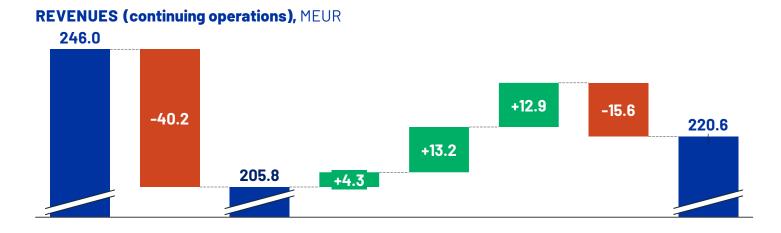
# **ADJUSTED EBIT**

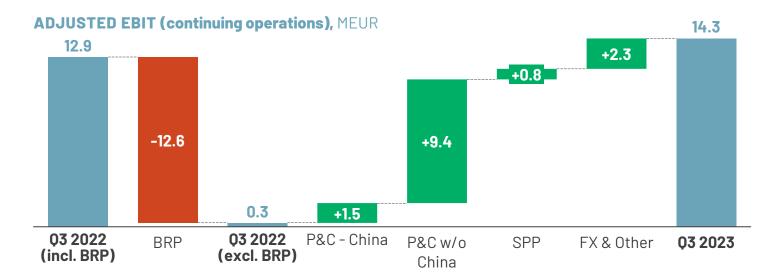
### POSITIVE EARNINGS PARTIALLY DRIVEN BY OPERATIONAL ONE-TIME EFFECTS



### **REVENUE AND ADJUSTED EBIT BRIDGE**

# POSITIVELY DRIVEN BY ONE-TIME EFFECTS NEGATIVELY IMPACTED BY UNFAVOURABLE REGIONAL PRODUCT MIX





#### P&C

- > Sales in Europe and the Americas increased by MEUR 12.2; adj. EBIT grew by MEUR 9.0. This was mainly driven by the positive one-time effects of MEUR 4.0, predominantly related to one-time reimbursements from customers and release of provision for customer claims
- > Sales and adj. EBIT in APAC (excl. China) grew by MEUR 1.0 and MEUR 0.4, respectively
- > Sales in China increased by MEUR 4.3, and adj. EBIT increased by MEUR 1.5, mainly in the commercial vehicles market

#### SPP

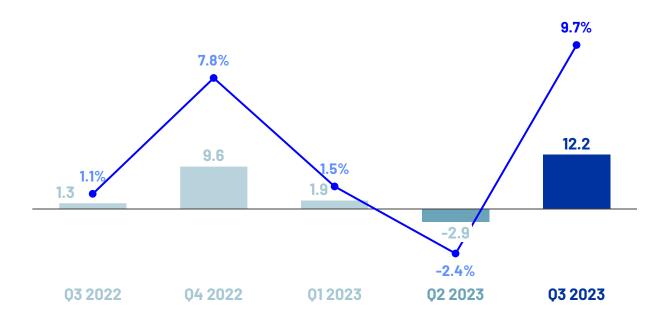
- > Sales of FCS grew by MEUR 8.6; adj. EBIT decreased by MEUR 0.3, mainly due to less favorable product mix in the fluid transfer systems business
- > Excluding the sales from the business divested to BRP (MEUR 40.2 with adj. EBIT of MEUR 12.6), OFH sales grew by MEUR 4.3, of which MEUR 1.7 related to retroactive price increases and one-time reimbursements from customers



# **POWERTRAIN & CHASSIS**

### **BUSINESS SEGMENTS UPDATE**

# ADJUSTED EBIT MARGIN, % ADJUSTED EBIT, MEUR



### **Q3 2023**

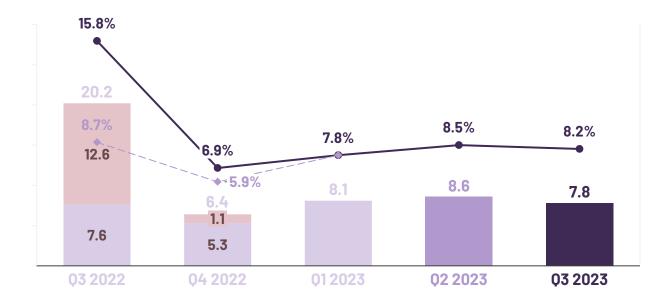
- > Growing business in the commercial vehicles market in all regions (Europe, the Americas and China) with relatively low margins
- Declining sales in the Chinese and European passenger car markets were positively offset by the growing sales in the passenger car market in the Americas
- One-time net effects of MEUR 4.0 positively contributed to the adj. EBIT, mainly related to retroactive price increase, one-time reimbursements from customers, release of provision for customer claims, and others



### **SPECIALTY PRODUCTS**

### **BUSINESS SEGMENTS UPDATE**





### **Q3 2023**

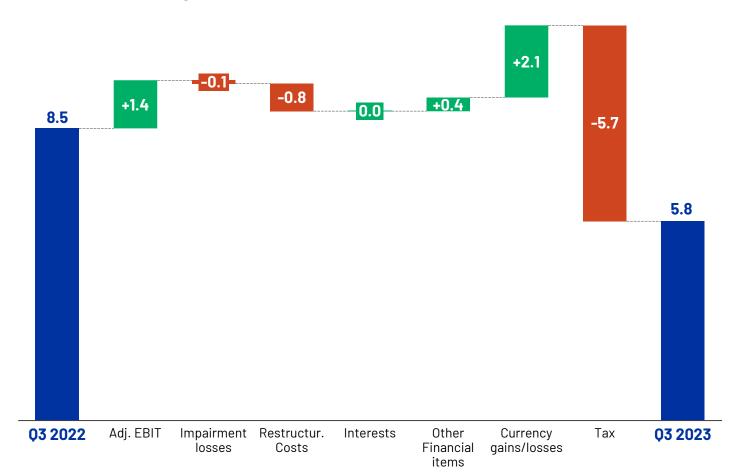
Decline Quarter over Quarter was mainly attributable to:

- > Less favorable product mix
- ➤ Lost earnings related to the business divested to BRP (Q3 2022 at MEUR 12.6 including the reimbursement of MEUR 8.2 for spot-buy costs incurred in prior periods)
- ➤ In Q3 2023, adjusted EBIT benefitted from retroactive price increases and one-time reimbursements from customers of MEUR 1.7

### **NET INCOME BRIDGE**

### HIGHER TAX EXPENSE OFFSET POSITIVE DEVELOPMENT

#### **NET INCOME (continuing operations), MEUR**



#### **NET INTERESTS AND OTHER FINANCIAL ITEMS**

- Net interests remained stable compared to 03 2022
- Other financial items in Q3 2023 include the change in expenses related to the securitization of MEUR 0.1 and other financial items of MEUR 0.3

#### **CURRENCY GAINS**

- > Currency gains amounted to MEUR 5.6 in Q3 2023 vs. MEUR 3.5 in Q3 2022
- Currency translation effects are made up of realized currency loss of MEUR 0.1 and unrealized currency gains of MEUR 5.7 in Q3 2023 (Q3 2022: realized gains of MEUR 1.6 and unrealized gains of MEUR 1.9)

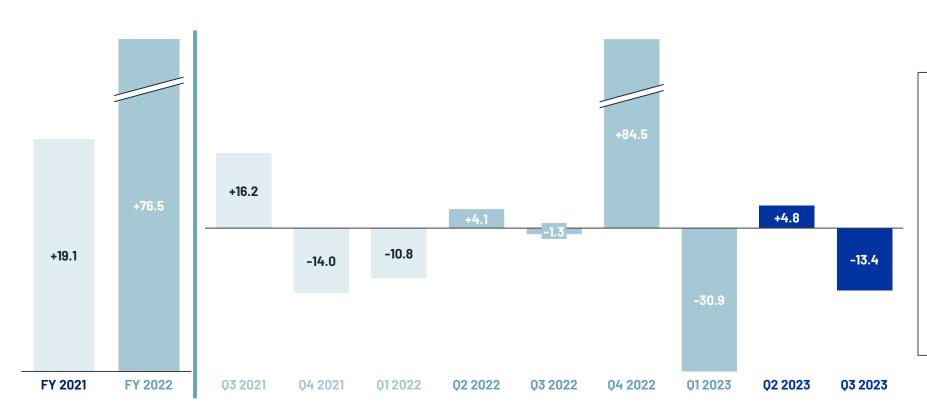
#### TAX

➤ Change in tax expenses was predominantly impacted by the losses considered not to be usable in the foreseeable future and therefore not capitalizable as DTA in Q3 2023 as well as prior year tax effects

### FREE CASH FLOW

# DECLINE IN FREE CASH FLOW DUE TO NWC INCREASE

#### FREE CASH FLOW<sup>1</sup>, MEUR



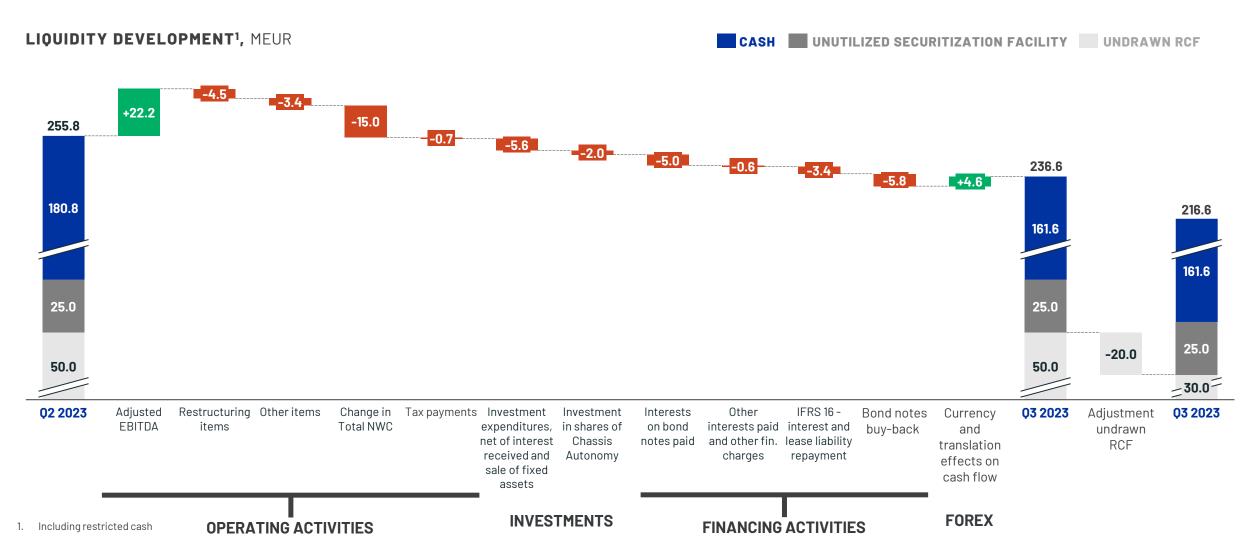
#### **03 2023 FCF DETAILS**

Operating activities	-1.4
Investing activities	-7.6
Financing activities	-14.8
Currency and translation effects on cash flow	+4.6
Total	-19.2
excluding repurchase of own bond notes	+5.8
FCF	-13.4



<sup>1.</sup> Free Cash Flow is measured based on sum of cash flow from operating activities, investing activities, financial activities and currency effects on cash (together described as change in cash), excluding net draw-down/repayment of debt and proceeds received from capital increase/purchase of treasury shares.

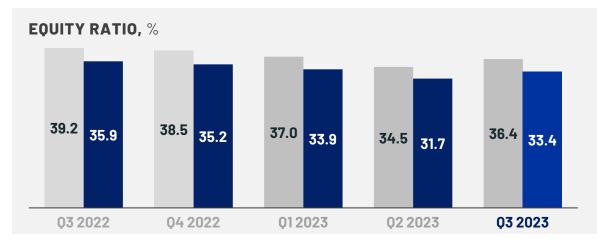
# **LIQUIDITY DEVELOPMENT**

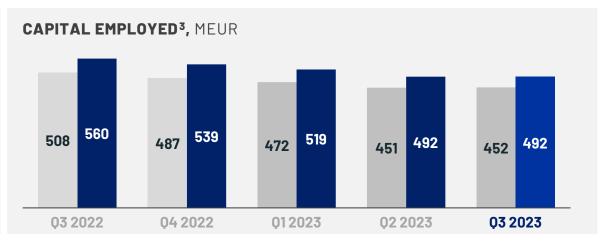


### **FINANCIAL RATIOS**

#### CONTINUING AND DISCONTINUED OPERATIONS







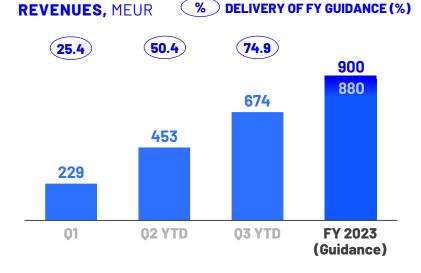
**EXCLUDING IFRS16** 

<sup>1.</sup> Adjusted EBITDA refers to continuing operation only

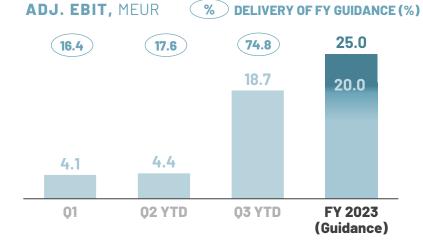
<sup>2.</sup>Excluding restructuring costs

<sup>3.</sup> Net interest-bearing debt

# ON TRACK TO DELIVER ON GUIDANCE



FY 2023 GUIDANCE MEUR 880-900



FY 2023 GUIDANCE MEUR 20-25 Based on YTD Q3 2023, KA maintains the full year 2023 guidance for both revenues and adjusted EBIT.



# EXTERNAL COMMUNICATION

# **EXTERNAL COMMUNICATION CHANNELS**

# **SOCIAL MEDIA**

**INSTAGRAM** 

# LINKEDIN FACEBOOK TWITTER

# **OSE ANNOUNCEMENTS**





# **OSE ANNOUNCEMENTS**





# **LEGAL CONSIDERATIONS**



While publishing news, we have to consider:

- > As a stock listed company, we are obliged to follow the Oslo Stock Exchange regulations
- > Not disclosing customer names, volumes this is based on **contractual obligations**
- > Not disclosing information on new/ patented technology to keep to patents and ensuring that competitors are not alerted





KA ensures that the flow of information from the company is factual and not misleading. The information should not be seen as an attempt to manipulate the market.

Information flow from listed companies are monitored by the **Financial Supervisory** Authority. Any violations to the regulations are subject to penalty - hefty fines, as well as reputational risk.

# **EXTERNAL COMMUNICATION CHANNELS**

## **SOCIAL MEDIA**

# INSTAGRAM LINKEDIN FACEBOOK TWITTER

# **OSE ANNOUNCEMENTS**





# **SOCIAL MEDIA**









- > Spread news and information
- > **Engage** and i**nform** about company's products, initiatives, and other positive stories
- > Share small and big wins from all our locations and create brand awareness
- > Engage with our employees and attract new talent
- > Target posts to engage better with the selected audiences, generating new leads/ sales
- > Showcase our products to partners, suppliers, customers and investors
- > Educate about our products



# NEW MEASURES

# PROCESS FOR NEW BUSINESS WINS ANNOUNCEMENTS



**THRESHOLD** 

FOR OSE REGULATORY
ANNOUNCEMENTS

FINANCIAL:

**EUR 3 MILLION ANNUAL REVENUE** 

OTHER:

NEW PRODUCT OR OTHER INNOVATIVE TECHNOLOGY



- > QUARTERLY SALES REPORT TO BE PUBLISHED TOGETHER WITH THE QUARTERLY PRESENTATION
- > FURTHER DETAILS IN THE QUARTERLY PRESENTATION



- > OSE ANNOUNCEMENT
- > SOCIAL MEDIA POST
- > PRESS RELEASE TRANSLATED IN NORWEGIAN
- > ADDITIONAL VISUALS

# MARKETING ACTIVATION ON SOCIAL MEDIA



We add variety to the content mix with product-oriented posts, targeting different stakeholder groups.



We create **engaging stories with definite call to action** to generate new business leads.



We tell our stakeholders about the technologies and innovations developed at KA.





LJUNGSARP

IS KA'S FIRST PLANT

**OPERATING WITH** 

ZERO CO2e

20000

WHAT

**DRIVES** 

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Q1 EARNINGS

MAY 09, 2023 | 8:00 CET

CALL

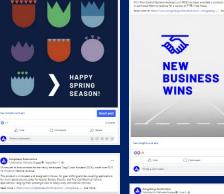


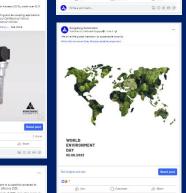
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_	Kangdierg Automotive			













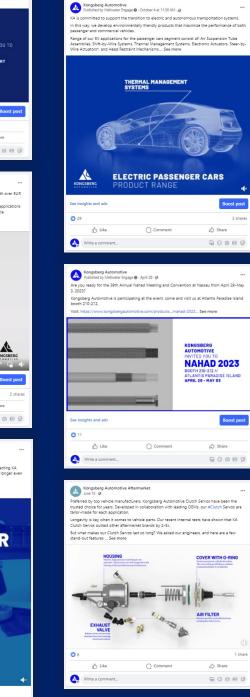
THERE ARE 330 RAUFOSS COUPLINGS®









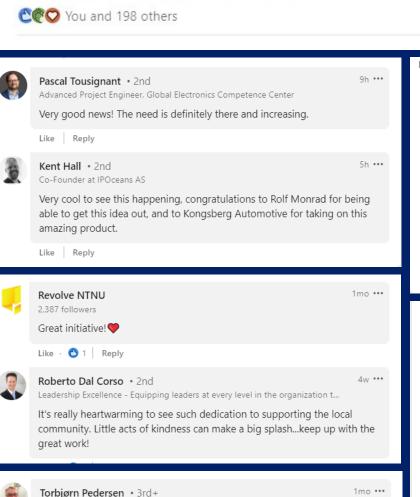


# **ENGAGEMENT**

COO You and 249 others

3 comments · 5 reposts

Congratulations Ka., team



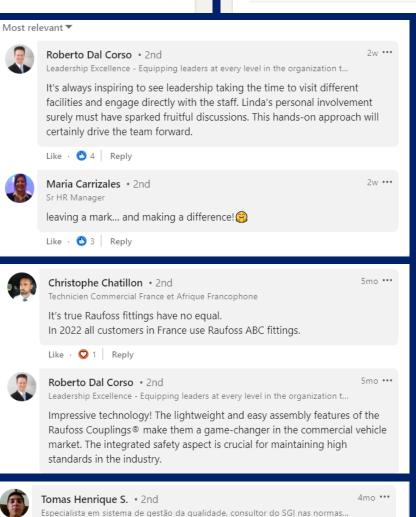
Very good explanation about how important weight reduction is in the

automotive industry and in virtually all products, but first people need to

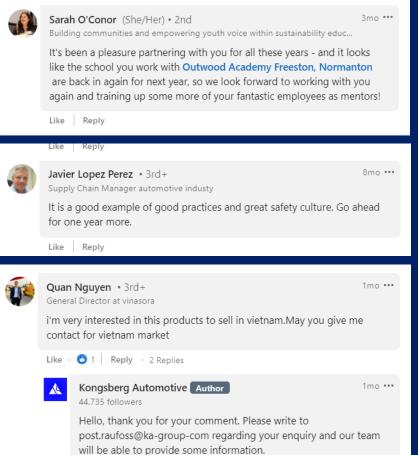
understand, for example, the phenomenal properties of used aluminium.

Oppfinner • Tidligere test- og driftsingeniør

Like · 💍 1 Reply



It was a pleasure to have participated with you in this project. Everyone is



Like Reply

Quan Nguyen • 3rd+

General Director at vinasora

1 comment · 14 reposts

1mo \*\*\*

# **MEDIA ACTIVITIES**



Stay ahead by distributing the press package and have a **touchpoint with journalists** when news is announced



Focus on **sharing news about our products and our achievements** in local and national media



#### **Kongsberg Automotive steg** etter kontrakt

oren og shippingaksjer ledet an en oppgang på Oslo Børs.



#### Sikret kontrakt til 800 millioner

Bildelprodusent Kongsberg Automotive (KOA) sikret kontrakt for sin egenutviklede komponent «dog clutch actuator» (DCA).

Det melder selskapet selv mandag morgen.



Kontrakten er verdt 73,4 millioner euro, rundt 833 millioner norske krone etter dagens kurs, og går over 8 år. Selskapet offentliggjør ikke hvem kunden er, men opplyser så mye som at det dreier seg om en ledende global leverandør av bildeler.

Komponenten er utviklet spesielt for elektriske tungtransportkjøretøy.

#### Kongsberg Automotive signerer kontrakt på 833 millioner kroner



Kontrakten er den første for deres nye elektriske aktuator Dog Clutch

millioner euro, tiltvarende om lag 633 millioner kroner, ifelge en melding.

Aktuatoren er designet for girskifting og frakopling i kjøretøy med elektriske aksler med flere glr. Den er designet for bruk i hybrid, helelektriske og fossildrevne kjøretøy, som omfatter alt fra passasjerbiler til tunge is stebiler.

sier teknologisief I KOA. Christian Amsel

KOA, 0.45%





#### Nytt styre i Kongsberg **Automotive**



Nytt styre ble valgt i Kongsberg Automotive (KA) under den ekstraordinære generalforsamlingen 27. september. Ny styreleder blir Peter Thostrup.

Publisert 30 00 23 17 38 Del

idatraordinare generaltorsamingen. Danske Peter I hostrup en vags som ny styrielder. Med seg i styret får han Drian Kristoffersen, samt Junyang Shao. Emese Weissenbacher og tidligere Kark-isjet Erik Volden. De ansatte er representert i styret ved Sw. Reidun Wards, Knut Magne Alfsvåg, og Bigm Ivan Ødepård.

Setslage has stole norsion ratter og har gjennom en årrelike vært en serral aktør i europeisk bidelproduksjon. Nå ser jeg fram til å lede setskapat inn en spennerde fermell, sier Peter Thostrup, ryvalgt styreleder i Kongsberg Ausomotive i en pressemelsting.

This strup har bred erfaring som styreleder og styremedlem fra en rekke europeiske selskaper innen industri, telekom og retail. Brian Kristofferser er investor og har innehatt en rekke styrevery, mens lunyang Shao har erfaring som i svinengig konsulent og er i dag investeringsdirektør i Fosur Graup. Inn i styret kommer også Erik Volden som ledet Kavli-konsernet i nessen 16 år.

### Opprørernes styre på plass



**000** @ @

Kongsberg Automotive felger fredag opp ensdagens bersmelding, og skriver i en pressemelding at et nytt styre ble valgt på denne ukens ekstraordinære eneralforsamling. Ny styreleder blir danske Peter Thostrup, som erstatter Firas

Med seg i styret får han med seg en annen danske. Brian Kristoffersen, samt unyang Shao. Emese Weissenbacher og tidligere Kavli-sjef Erik Volden. Disse ommer inn for Ellen M. Haneths, Mark Wilhelms og ikke minst initiativtakeren til aksjonæropprøret, kransekakebaker Arild Christoffersen.

Opprørere vant frem

statte fra over 25 prosent tirsdag I forrige uke. Dermed hadde Telelos og congrerme totalt over 50 propent av aksjonærene bak sen. Flaggingen bete

#### Kongsberg Automotive vil nedbemanne med 150-200 ansatte

Bildelprodusenten venter å spare 15-20 millioner euro i 2024 på kostnadskutt



ansatte, sier

- Det viktigste for oss er de produksjonssjefen etter hendelsen



# Ny kontrakt til Kongsberg **Automotive** Bildelprodusenten Kongsberg Automotive er tildelt en DCA- kontrakt verdt 73.4 millioner euro over hele kontraktens levetid, ifølge en melding Dog Clutch Actuator (DCA) er en løsning utviklet av Kongsberg Automotive og er laget for girskifte og frakoblingsapplikasjoner for blant annet hybrid og el-løsninger til både passasjerbiler og lastebiler. foregå av selskapets anlegg i Wuxi i Kina. KONGSBERG AUTOMOTIVE

#### Andrine (19) drømmer om å én dag kalle seg en leder i industriparken



ungdomsskoleelever i jakten på nye lærlinger.

#### **KA-kontrakt verdt 833 millioner** kroner



Kongsberg Automotive har tegnet en betydelig kontrakt for et nytt girskifttem beregnet på moderne kjøretøyer. Selskapet melder om vind i seilene og hinter om mer virksomhet på hjemmebane.

Kontrakten er den første for deres nyutviklede innretning - en elektrisk aktuator med navn <u>Ros Clunch Actuator (DCA)</u>. Det er kjægt forklart en innretning som overfærer bevegelse med tanke på girskift og frakobling i kjøretøy med elektriske aksler med flere gir.

En avantert hildel, med enidere ord



#### Utviklet lokalt

Kommunikasjonsdirekter i KA, Therese Skurdal, forteller at utvikling av produktet har blitt gjort i KA sin hjemby Kongsberg og i Sverige over en 2-3 års periode. Selve produksjonen vil foregå i Kina.



Den er designet for bruk i hybrid, helelektriske og tradisjonelle



#### Linda tok sjansen på industrien: Nå er parken blitt hennes andre hjem

Linda Nyquist-Evenrud er nå interim president og CED i det globale selskapet Kongsberg &utomotive.



Hun er oppvokst i en industrifamilie i Sverige. Begge foreidrene lobbet i en rullestolfsbrikk, hvor faren hennes var produksjonssjef. Mullatorfabrikken var også Nyquist-Evennuds inngang til arbeidslivet og Industrien Lunadomairens.

Den store klærlicheten er hekassynnen for at Nussist-Evennud fant selen til Toten og industrien så Raufoss. 1999 mette hun mannen i sitt liv, en totning på reise ute i Europa.

Sverige hvor vi begge begynte på studier, sier Nyquist-Evenrud.

Etter endt utdanning fikk mannen hennes rapp på lobb hiemme i Norge. Nyoulst-Evennud ble med og slik startet hennes karriere i Raufoss Industripark.

#### 2004 fannet en annonge fra Raufouy Technology Interessen on buy sakte på John yom Design Frances.

-Det var en stilling jeg ikke var kvalifisert til der og da, men jeg fikk sjansen likevel, sier Nyquist-Evennud.

byttet hun sydelling I samråd med ledelsen.

Det ble en overgang til markedsavdelingen i stedet, noe som best kan beskrives som en trainee-stilling, Det var utrolig lærerikt og jag fikk muligheten til å være med på mye forskjellig, sler Nyquist-Evernud og

-Jeg var opptatt av å si ja til alt! Slik fikk jeg erfaring innen kvalitet, Innkløp, salg og marked blant annet. Det passet meg godt og leg var heldig som fikk være med Raufoss Technology ut i verden på relse.



12005 var han klær for å ta eteget videre og han fikk jobb som salgælef i Kongsberg Automotive (KA). Der startet hun raskt med å jobbe for at selskapet utvidet sitt kundefokus fra å i stor grad omhendie Duropa. til å se mer mot Axis og Nord-Amerika. Hun var også opptatt av å bygge et godt lag og en organisasjon rundt

Sommeren 2016 fikk hun sitt første opervikk og ble utnevnt til Global Sales Director I KA. Ikke mange måneder senere ble han utnevnt til Senior Woe Prexident for «Couplings»-avdelingen, januar 2017.

Perioden og årene som følgte deretter er han svært stolt over.

-Fra 2017 applevde vi en formidisbel vakst på Raufoxe i KA. W fikk agredt oxa godt utover hele verden, med det som foreglikk her I sentrum for utviklingen, siet Nyquist-Evennad.

2022 ble han utnevnt Executive Vice Freeldent/Yor KA sin Fleid Control Systems-oxideling, Dette var en sammerstäing av Couplings og Fluid Transfer Systems.

Sommeren 2025 tikk hun tilbudt stillingen som president og CEO for hele K.S.

i lapet av mine 15 år i selskapet har jeg hele tiden vært opptatt av å ta steg for steg, og prestere der jeg har vært. Derfor var det et stort privileglum å få tilbudet om å ta over styringen i KA.

om at Linda var en rett kondidet for lobben. Nå er hun den eneste kvinnen i selskapets konsernis



#### Alle har en far i Raufossfabrikke



Gigviky av Alf Praysen het, om Praysen selv van

or de fire terlingene Andrine Enger Foxs (19). ther Sphm (15), Maria Granstad (17) og Mina Switz (17) er fellesnevneren nettopp familie.

rye derfta jeg tror nok han syns det er litt artig at av unga driver med det kamme kom han, sler

Det er det samme for meg. Både broren og spa jobber her, samtidig har jeg besteforeidre om har jobbet i fabrikken, sier Andrine.

Interesse av mekk og skruing i utgangspunktet men fant fort ut at fabrikken kunne være interessant, errer besak i tlendeklasse.

à prave noe nytt, og utfordre seg på nye omtåder hun ikke har provd for.

- Det har vært et helt nytt interessefelt for men, men leg har merket at det

#### Til topps

er en place det er mulig il srives.

19-år gamle Andrine er på mange måter utraditionell, og har klempet set inn i industrien innenfor sitt fagfelt, som er kontorvirksomhet, hvor det vanlgvis ikke er noe oppsak.



så det hadde vært veldig gay, sier Andrine og jeg har blitt veldig inspirert av å få hjelpe til i

elsen innen HR og logistikk, jeg har veldig lyst I à være den personen som får rapportene lsends, og bil en leder. Det er kanskje vilgals å si, og kanskje angrer jeg meg, men det er dette jeg

#### Trivsel og respekt

prove seg i en av bransjene som skriker etter flere

De mor nok flare kan være litt skentiske til

Derfor mener de en slik fandag kan være med å rekruptere viktie.

- les trives veids her. For mes handler det om folks, hvor miliget er veids karecatt, forteller Waria.



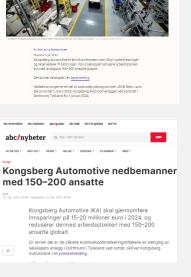
Dagens industri start bors marknadsnytt bevakningar ledare d

#### **KONGSBERG AUTOMOTIVE ASA: KONGSBERG AUTOMOTIVE ANNOUNCES COST OPTIMIZATION MEASURES**

Zurich, October 23, 2023: Kongsberg Automotive (KA) announces measures to optimize costs, right size the company, and enhance its competitiveness. This includes global workforce adjustment, restructuring of its geographic footprint, and other cost optimization measures

KA's cost optimization measures are a part of Gear I of the Shift Gear









Kongsberg Automotive har mandag gått offentlig ut og sagt at de må kutte

For abonnenter

Nyheten kom i form av an børsmelding mandag.

ansatte globalt skrev NTB tidlig mandag.

Kongsberg Automotive (KA) skal gjennomføre innsparinger på 15-20 millioner euro i 2024, og reduserer dermed arbeidsstokken med 150-2i



Autonomy med adresse i Sverige, som de laget en intensjonsavtale med i fjor. Planen inneholder utvidet samarbeid og opsjoner om videre oppkjør

Chassis Autonomy er spesialister på design og utvikling av styrings- og



HALV PRIS PÅ ÅRSABONNEMENT

Ledige stillinger Nyhetsbrev Video Nyhetsstudio

March 2023. As a part of this action, KA will reduce its workforce by an estimated 150-200

Additionally, effective January 1, 2024, KA will close its Dortmund, Germany site and will continue to optimize its global footprint.

KA expects annualized savings of EUR 15-20 million during 2024 by these

The initiatives taken will not change the guidance given for the fiscal year

Q Logg inn EQ Meny

Bestill ná

INDUSTRI

TIDSBEGRENSET TILBUD:

### Kongsberg Automotive nedbemanner

Dårlige tider i bilindustrien rammer Kongsberg Automotive.



Kongaberg Automotives febrikk på Raufoss her rundt 250 ensette. Pressemeldingen sier ikke hvor menge som eventuelt mister Jobben her. Pebrikken nedbemonnet med 20 personer | 2019. Foto: Kongaberg Automotive/Gev Olsen



- Kommenter



Martia Valle Journalist



22. ekt. 2022 - 16:01

Kongsberg Automotive (KA) skal gjennomføre innsparinger på 15-20 millioner euro i 2024, og reduserer dermed arbeidsstokken med 150-200 ansatte globalt. Hvor mange som eventuelt rammes i Norge er ikke









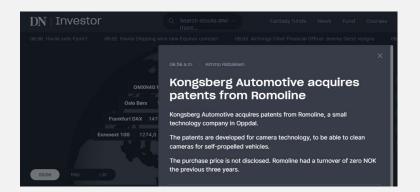
# med 150-200 jobb - stänger anläggning i Dortmund

Norska Kongsberg Automotive genomför en global anpassning av personalstyrkan och omstrukturering av verksamheten för att optimera kostnaderna samt öka konkurrenskraften Det framgår av ett pressmeddelande.Bolaget kommer minska personalstyrkan med omkring 150-200 personer globalt.

# MEDIA COVERAGE FROM ROMOLINE ACQUISITION







Dagens industri start stock exchange market news alerts leader dity jo

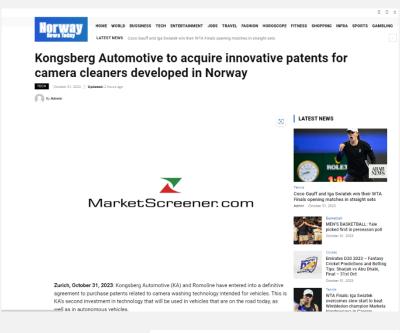
# **KONGSBERG AUTOMOTIVE ASA: KONGSBERG AUTOMOTIVE TO ACQUIRE** INNOVATIVE PATENTS FOR CAMERA CLEANERS **DEVELOPED IN NORWAY**

Zurich, October 31, 2023: Kongsberg Automotive (KA) and Romoline have entered into a definitive agreement to purchase patents related to camera washing technology intended for vehicles. This is KA's second investment in technology that will be used in vehicles that are on the road today, as well as in autonomous vehicles.

Based in Oppdal, Norway, Romoline is a company focused on research and technology development.

According to the agreement, the parties have decided on a license fee based on KA's gross profit on the product. KA will share portions of its gross profits with Romoline. Meanwhile, Romoline will continue its partnership with KA, providing services to facilitate the technology's commercialization and further development.

Developed in Norway, Romoline's technology is a modern camera cleaning technology. Unlike traditional nozzle cleaners, this technology uses less fluid







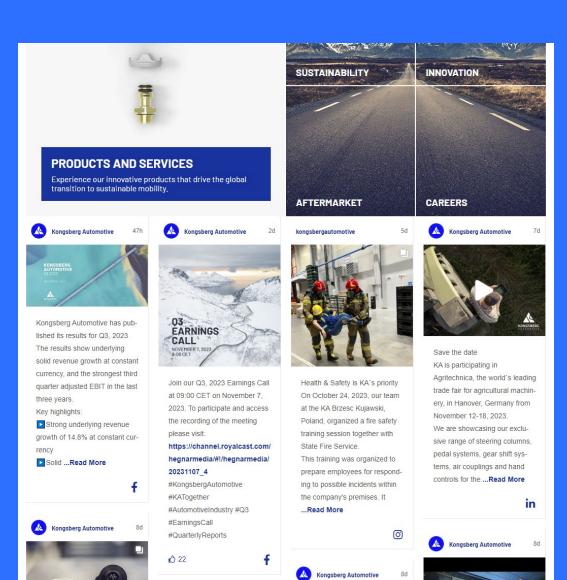
Autonomous Mobility Connected Mobility Electric Mobility Shared Mobility Truck & Bus

Automotive World est. 1992

Kongsberg Automotive (KA) and Romoline have entered into a definitive agreement to second investment in technology that will be used in vehicles that are on the road today, as well as in autonomous vehicles

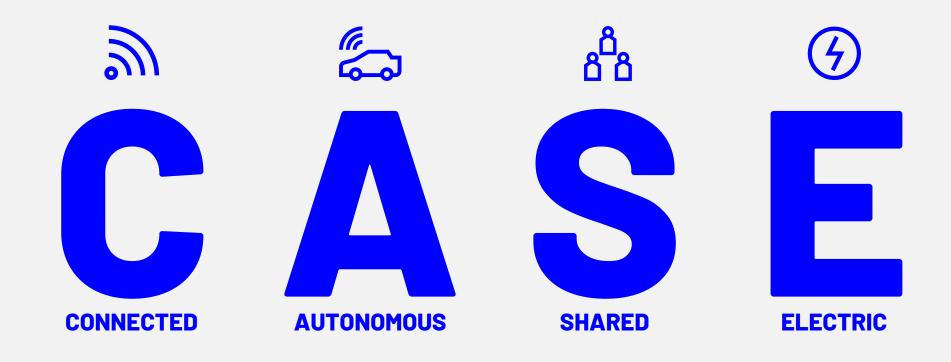


# INTEGRATING SOCIAL MEDIA FEED TO OUR WEBSITE





# **DRIVER FOR THE AUTOMOTIVE TRANSFORMATION**

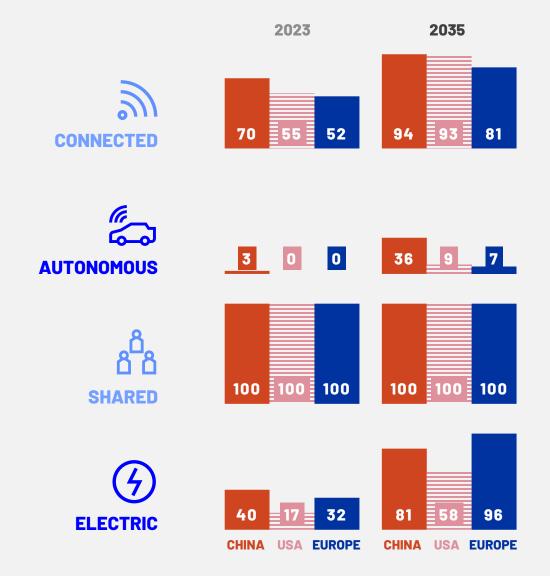


MAIN STRATEGIC AREAS OF FOCUS FOR THE AUTOMOTIVE INDUSTRY

# **DRIVER FOR THE AUTOMOTIVE TRANSFORMATION**



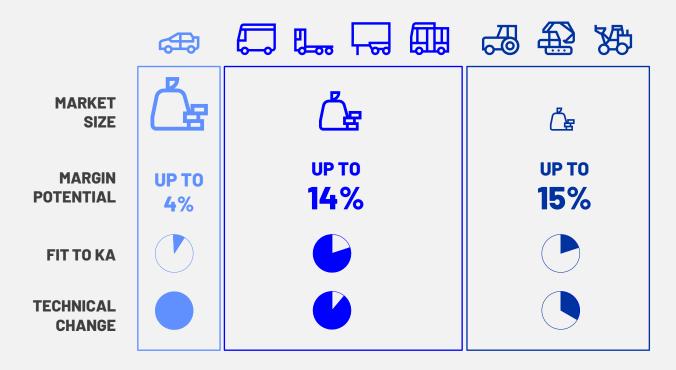
# TRANSFORMATION OF THE AUTOMOTIVE SECTOR IS HAPPENING EVERYWHERE, BUT AT DIFFERENT SPEEDS



- > Vehicle advanced connectivity (3G/4G) is advancing quickly, 5G expected uptake with Automated Driving (AD)
- > OEMs have reached a critical size and provide global services
- > Rise of e-mobility drives demand for further digital services
- > AD is moving from trial to commercial modes
- > Mercedes with first hand-off autobahn pilot (L3) in production
- > Waymo and Cruise with first licenses in San Francisco for Robotaxi
- > AD **legislation** evolving very differently across regions
- > Shared modes beyond vehicle ownership are expected to grow in the <u>long</u> term.
- > Autonomous Driving will be a boost.
- > E-mobility in EU driven by regulation, ICE ban by 2035; China, the US provide incentives to promote sales and local production, no ICE ban
- > Charging infrastructure evolves differently but a bottle neck rurally



# AS A PART OF OUR PORTFOLIO MODERNIZATION, WE MADE A STRUCTURED ASSESSMENT OF DIFFERENT SEGMENTS



- > Innovation involves uncertainty we are managing our risks using a structured methodology, ensuring a cost-efficient development processes
- > We have identified areas where there will be:
  - » High margin potential
  - » Good fit to our existing technology, production and customer base
  - » High degree of technical change
- > Major disruptions act as **door openers for suppliers** to access new clients and segments

# **AUTONOMOUS AUTOMATED DRIVING**



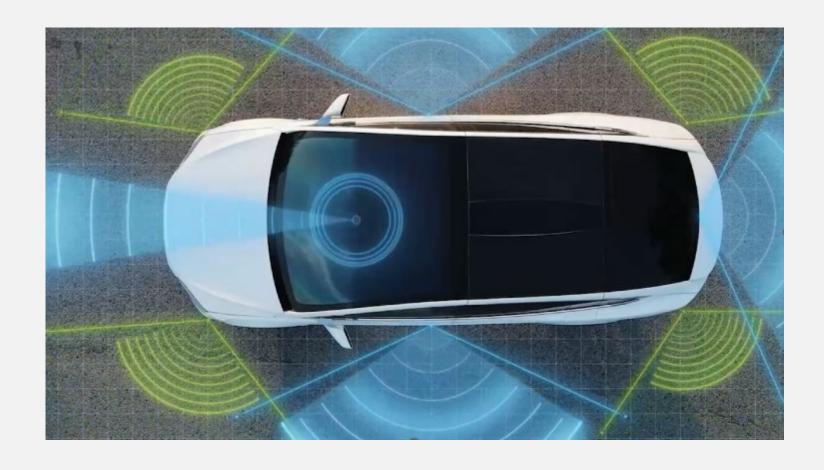
1 FEET OFF
Driver assistance

2 HANDS OFF Partial driving automation

**3** EYES OFF Conditional autonomy

4 ATTENTION OFF High driving automation

5 Pull automation





# ISSUES IN TODAY'S VEHICLES WITH L1/L2 DRIVER ASSISTANCE SYSTEMS



> Electrical sensors and actuators are sensitive to cyber attacks and need to comply with cybersecurity legislation. Cybersecurity will be mandatory as part of homologation of vehicles



> Optical sensors are sensitive to environmental influences like dirt, dust, snow etc., which reduces or loses its functionality causing the AD vehicle to stop driving



> Steering and braking systems need to be upgraded to provide full redundancy. This secures steering and braking functionality even after severe system or vehicle fault







# KA PROVIDES ENABLING TECHNOLOGY FOR AUTONOMOUS DRIVING AND WILL PROVIDE MODULAR PLATFORMS TO SCALE THE TECHNOLOGY TO DIFFERENT MARKETS

# For example:

- > First to market to comply with cybersecurity and functional safety (ASIL-C) standards in truck segment (100% in-house development)
- > Provide Steer-by-Wire technology platform with fail operational performance in the event of severe system or vehicle fault
- > Introduce Camera Washer technology to secure proper cleaning of camera lenses to eliminate dirt and improve availability of camera functions even under bad weather conditions



# STEER-BY-WIRE WITH CHASSIS AUTONOMY





### **CURRENT STATUS**

- > KA signed an agreement to acquire 20% of Chassis Autonomy on July 19, 2023
- > Chassis Autonomy specializes in design and development of steer-by-wire and brake-by-wire systems for use in highly automated (L3) and fully autonomous (L4 and L5) vehicles
- > Competitive advantage both in terms of technology and time
- > 5 customers already working with us on advanced development projects and business case evaluations
- > Similarities and synergies with our ECA product technologies and know-how that can be used to further develop the steer-by-wire actuators

### **KEY BENEFITS**

- > Modular product family for passenger cars (10-17,5kN) and people movers (17,5-22kN)
- > Fail operational performance in the event of severe system or vehicle fault
- > **Dynamic performance** even in fail operational mode







# AUTONOMOUS CAMERA CLEANER L2 - L5

### **CURRENT STATUS**

- > Can be used for most cars and trucks, but availability of cameras even more important in AD vehicles
- Next steps for KA to expand in this product area will be to develop the product into complete systems and sensor cleaning solutions
- > KA expects revenues in a 2-3 years time frame

### **KEY BENEFITS**

- > Best cost benefit ratio
- > Minimized package to secure vehicle integration
- > **Highly efficient system** in terms of water consumption and cleaning performance









# E-MOBILITY EVOLUTION OF POWERTRAIN PORTFOLIO



- > Since 2020, the powertrain portfolio has moved from technology openness towards a BEV-centric powertrain portfolio.
- > Plug-in hybrid and fuel cell vehicles have declined in significance.

### **TECHNOLOGICAL DEVELOPMENT UNTIL 2030**



> Battery and cell chemistry are expected to be far from a commodity, but the key brand differentiator and competitive driver.



> Vehicle range, charging speeds and vehicle costs are key factors in the differentiation. Enhanced cooling allows brand differentiation in fast-charging solutions.



### PLATFORM CHARACTERISTICS AND SPECIFICATIONS

> To meet differentiated customer needs, tailor-made product platforms need to be developed.





# KA PROVIDES ENABLING TECHNOLOGY FOR E-MOBILITY AND WILL PROVIDE MODULAR PLATFORMS TO SCALE THE TECHNOLOGY TO DIFFERENT MARKETS

# For example:

- > Focus on Electric Actuator Platforms for clutch and gear shift actuation systems in new electric powertrain applications of the future
- > Focus on Thermal Management Systems to enhance vehicle and battery cooling systems achieving longer lifetime of batteries, enhanced cooling for fast charging, higher efficiency and longer range

- > KA developed a **scalable product platform** of **electric actuators**. All products are developed **100% in-house** (electronics, software, functional safety, cybersecurity).
- > The products meet the customer requirements for different drivetrain types (multi-speed e-axle, multi-speed central drive, e-axle for low floor applications like busses) and comply with functional safety and cybersecurity.
- > KA offers **electric Dog Clutch Actuators** as single and dual eDCA and received already the 1<sup>st</sup> nomination.
- > The **electric Gear Shift Actuator** (eGSA) is offering different kind of gear shift and decoupling features. KA delivered protypes to several global customers. Up to **3 actuators** in one e-axle.

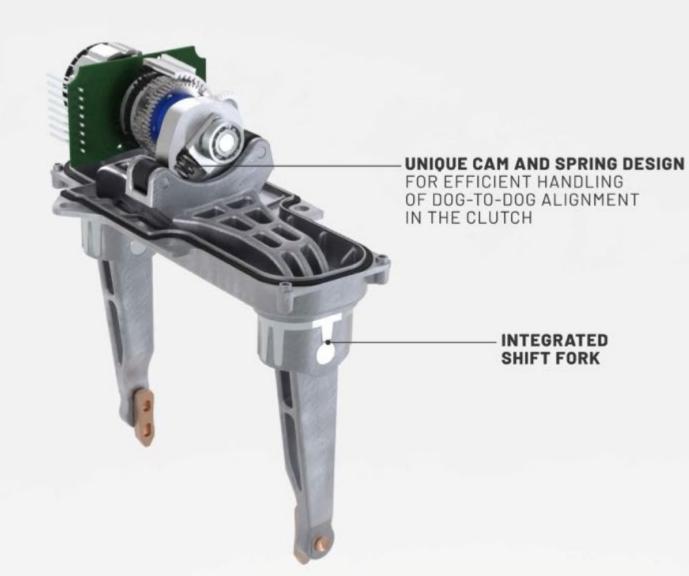


# **ELECTRIC ACTUATORS**

# DCA DOG CLUTCH ACTUATOR

FOR APPLICATIONS SUCH AS:

- > GEARSHIFTING
- > DECOUPLING







- > KA is among the top 3 market leaders providing efficient Air Brake Solutions for Trucks/Busses and Trailers as well as Cooling solutions for water and oil cooling systems.
- > We aim to deliver the world most sustainable, cost effective and advanced Thermal Management System for future powertrain platforms
- > KA is offering a scalable product family for electric and fuel cell powertrains covering all kind of cooling systems outside and inside of the battery. KA bas been nominated for selected applications and is involved in several prototype phases for future electric and fuel cell vehicles.

# **EXAMPLES OF COOLING SYSTEMS**

- > Battery cooling inside and outside of batteries (25°C)
- > **Powertrain**: E-axle or traditional e-motor and gear system (55°C)
- > HVAC cooling loops (75°C)
- > Fuel cell high temperature cooling loop



# THERMAL MANAGEMENT SYSTEMS

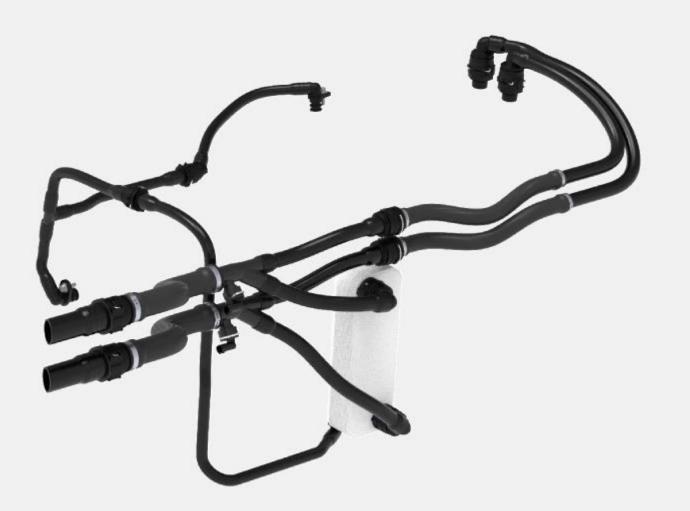
# EV THERMAL MANAGEMENT SYSTEMS

### SAFETY

- > BEST-IN-CLASS TECHNOLOGY
- > LIFETIME DURABILITY

### **EFFICIENCY**

> SIMPLIFIED ASSEMBLY AND DISASSEMBLY



# **SUMMARY AND OUTLOOK**

# **KA IS ON THE RIGHT TRACK AND IS PURSUING 2 DIRECTIONS:**

- > Scaling of existing technology in all Business Units to current and emerging markets. We still see strong growth potential as all markets develop differently!
- Offering new technology platforms to follow the Mega Trends in E-Mobilty and Autonomous Driving, KA is focusing on growth areas where KA is well-positioned and which fits well to KA's competencies.
  Allow for bolt-on acquisitions in the coming year, so KA can strengthen businesses in core areas.



