Group highlights for the second quarter

**REVENUES**
- Revenues of EUR 262 million in line with second quarter last year, above company guiding of EUR 250 million
- Market outlook for Q3 indicates a revenue level of EUR 235 million

**PROFITABILITY**
- EBITDA of MEUR 28.6 (10.9%), up MEUR 8.6 from Q2 2012
- Improved profitability on same revenue reflecting the effects of operational and commercial improvements
- All business areas delivering stronger margin than Q2 last year
- Strong cash flow from operations exceeding EBITDA

**MARKET**
- Steady growth in North American light vehicle segment
- European market is still challenging but brand specific bright spots, market appears to have bottomed out
New business wins last 4 quarters

- **EUR 71 million per annum of new business booked in Q2-2013 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
### Q2 2013: Business area overview

<table>
<thead>
<tr>
<th>Market</th>
<th>EBITDA-margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Safety and comfort related products for vehicle interiors</td>
<td>12%</td>
</tr>
<tr>
<td>Gear shift systems for light duty vehicles</td>
<td>5%</td>
</tr>
<tr>
<td>Fluid handling systems for passenger cars, industrial and commercial vehicles</td>
<td>18%</td>
</tr>
<tr>
<td>Driver control systems and chassis related products to commercial vehicles</td>
<td>16%</td>
</tr>
</tbody>
</table>

- **PASSENGER CARS**
  - **INTERIOR**: 30% of total revenues
  - **DRIVELINE**: 26% of total revenues

- **COMMERCIAL VEHICLES**
  - **FLUID TRANSFER**: 18% of total revenues
  - **DRIVER CONTROL**: 26% of total revenues
Highlights and performance

- **Operational update**
  - Strong focus on continuous operational improvements has contributed to strengthening the year over year margins
  - High front end activity level with participation in Shanghai Auto Show and numerous “Tech Days” held with our key customers. Lot of interest generated in the next generation comfort products

- **Market & trends**
  - Continue to benefit from good North American market
  - Less exposure to southern EU OEMs, good position toward premium brands
New Contract with North American car brand – Life time value EUR 18.2 million

- Pneumatic seat support system sold to one of the world’s largest carmakers
- The life time of this contract is 6 years, with start of production in summer 2015
- This product will be manufactured from KA’s facility in Reynosa, Mexico

This contract confirms increasing interest of North American customers for pneumatic seat support systems
Operational update
- Continuous focus on margin improvements; focus on fixed cost, operational- and commercial improvements
- Focused R&D effort on developing new concepts for the next generation transmission technology
- Launch in Mexico of 120,000 automatic gear shifters per year for Chrysler in North America

Market & Trends
- Still exposed to a weak European market
- Continue to win significant global contracts with strong momentum in the BRIC regions
### Global business wins for Driveline

<table>
<thead>
<tr>
<th>Country</th>
<th>Product</th>
<th>Content</th>
<th>Customer</th>
<th>Production Facility</th>
<th>Life time value EUR million</th>
<th>Planned SOP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brazil</td>
<td>Shift tower system to B segment cars sold in South America</td>
<td>Global Brand</td>
<td>Jundiai in Brazil</td>
<td>37</td>
<td>2015</td>
<td></td>
</tr>
<tr>
<td>India</td>
<td>Manual Shift Cables, to one of the most popular cars in India</td>
<td>Domestic Brand</td>
<td>Gurgaon in India</td>
<td>10</td>
<td>2014</td>
<td></td>
</tr>
<tr>
<td>China</td>
<td>Automatic and manual gear shifter systems, for C and D segment cars sold in China</td>
<td>One Contract to a global brand Two contracts to a domestic brand</td>
<td>Wuxi in China</td>
<td>116</td>
<td>2014</td>
<td></td>
</tr>
</tbody>
</table>

These contracts confirm KA’s ability to win new business in the BRIC regions against local competitors.
Operational update
- Two new global program launches for Jaguar Land Rover within fuel-, vacuum- and air suspension lines. To be delivered from our plants in Epila (Spain) and Normanton (England)
- New global program launch for DAF Trucks on fluid mechanism package with total volume of 20,000 units to be delivered from our Epila (Spain) facility

Market & trends
- Improved top line in Europe and higher global automotive sales volumes, partially offset by weak commercial vehicle performance in North America
- Continue to win new contracts strengthening our position as an expert niche supplier
New contract worth EUR 18.2 million within commercial vehicle segment

- Fluid Transfer will deliver Air Brake coupling systems which includes the ABC coupling combined with Manifolds and KArtridgess
- The program is sold to one of the world’s largest supplier of braking and vehicle control systems for the truck and bus industry
- The life time of this contract is 3 years, the supply agreement begins with immediate effect
- Production will take place from KA’s facility in Raufoss, Norway

Confirms positive growth trend for Fluid Transfer Systems within commercial vehicles
Highlights and performance

- **Operational update**
  - Synergies from the combined business areas of PPS and A&C continue to be realized (i.e., a fully integrated front end of sales and engineering resources is now in place)
  - 1/3 of the business wins in the first half of 2013 were associated with BRIC countries

- **Market & Trends**
  - The revenue increase reflects a combination of new product launches and improving Brazilian market
  - Off-highway market outlook includes improving demand due to reducing inventories
  - Stabilized economic conditions within EU, indications of a EURO 6 pre-buy effect at some brands
New contract worth EUR 20 million within commercial vehicle segment

- Clutch Actuation, Gearshift Systems and Cabin Stabilizers for one of the leading manufacturers of Heavy Duty Trucks now entering the Brazilian market

- The life time of this contract is 5 years, with start of production at the end of 2013

- The production will partly take place in Europe and in Brazil

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

Trond Stabekk
Executive Vice President & CFO
Revenue and EBITDA

Revenues
EUR million

<table>
<thead>
<tr>
<th></th>
<th>Q2 2012</th>
<th>Q3 2012</th>
<th>Q4 2012</th>
<th>Q1 2013</th>
<th>Q2 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>262</td>
<td>239</td>
<td>233</td>
<td>252</td>
<td>262</td>
</tr>
</tbody>
</table>

EBITDA and EBITDA margin
EUR million and percent

<table>
<thead>
<tr>
<th></th>
<th>Q2 2012</th>
<th>Q3 2012</th>
<th>Q4 2012</th>
<th>Q1 2013</th>
<th>Q2 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA</td>
<td>20.0</td>
<td>14.8</td>
<td>19.0</td>
<td>25.1</td>
<td>28.6</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>7.6%</td>
<td>6.2%</td>
<td>8.1%</td>
<td>9.9%</td>
<td>10.9%</td>
</tr>
</tbody>
</table>
Segment financials 2nd quarter

Revenues and EBITDA margin
EUR million and percent

<table>
<thead>
<tr>
<th>Interior</th>
<th>Driveline</th>
<th>Driver Control</th>
<th>Fluid</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues</strong></td>
<td><strong>Revenues</strong></td>
<td><strong>Revenues</strong></td>
<td><strong>Revenues</strong></td>
</tr>
<tr>
<td>Q2 2012: 80</td>
<td>Q2 2012: 78</td>
<td>Q2 2012: 68</td>
<td>Q2 2012: 46</td>
</tr>
<tr>
<td>Q3 2012: 70</td>
<td>Q3 2012: 78</td>
<td>Q3 2012: 59</td>
<td>Q3 2012: 42</td>
</tr>
<tr>
<td>Q4 2012: 72</td>
<td>Q4 2012: 71</td>
<td>Q4 2012: 56</td>
<td>Q4 2012: 43</td>
</tr>
<tr>
<td>Q1 2013: 78</td>
<td>Q1 2013: 72</td>
<td>Q1 2013: 65</td>
<td>Q1 2013: 45</td>
</tr>
<tr>
<td>Q2 2013: 80</td>
<td>Q2 2013: 72</td>
<td>Q2 2013: 70</td>
<td>Q2 2013: 48</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>EBITDA</strong></th>
<th><strong>EBITDA</strong></th>
<th><strong>EBITDA</strong></th>
<th><strong>EBITDA</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 2012: 10.2%</td>
<td>Q2 2012: 0.4%</td>
<td>Q2 2012: 13.4%</td>
<td>Q2 2012: 16.2%</td>
</tr>
<tr>
<td>Q3 2012: 8.2%</td>
<td>Q3 2012: -2.7%</td>
<td>Q3 2012: 14.8%</td>
<td>Q3 2012: 14.4%</td>
</tr>
<tr>
<td>Q4 2012: 11.7%</td>
<td>Q4 2012: 3.6%</td>
<td>Q4 2012: 10.2%</td>
<td>Q4 2012: 15.4%</td>
</tr>
<tr>
<td>Q1 2013: 12.8%</td>
<td>Q1 2013: 4.7%</td>
<td>Q1 2013: 14.7%</td>
<td>Q1 2013: 15.4%</td>
</tr>
<tr>
<td>Q2 2013: 12.1%</td>
<td>Q2 2013: 4.9%</td>
<td>Q2 2013: 15.8%</td>
<td>Q2 2013: 17.5%</td>
</tr>
</tbody>
</table>

Enhancing the driving experience
# Consolidated income statement

<table>
<thead>
<tr>
<th>EUR Million</th>
<th>Twelve months ending</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>30.06.12</td>
</tr>
<tr>
<td>Revenues</td>
<td>1005.2</td>
</tr>
<tr>
<td>OPEX</td>
<td>-932.5</td>
</tr>
<tr>
<td>EBITDA</td>
<td>72.8</td>
</tr>
<tr>
<td>EBITDA (%)</td>
<td>7.2%</td>
</tr>
<tr>
<td>D&amp;A</td>
<td>-46.5</td>
</tr>
<tr>
<td>EBIT</td>
<td>26.2</td>
</tr>
<tr>
<td>EBIT (%)</td>
<td>2.6%</td>
</tr>
<tr>
<td>Financial items</td>
<td>-31.6</td>
</tr>
<tr>
<td>Profit before taxes</td>
<td>-5.2</td>
</tr>
<tr>
<td>Tax</td>
<td>3.1</td>
</tr>
<tr>
<td>Net profit</td>
<td>-2.0</td>
</tr>
</tbody>
</table>

- 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 (Last Twelve Months)

Revenues (Ltm)
EUR million

- Q2 2012: 1,005
- Q3 2012: 1,015
- Q4 2012: 1,001
- Q1 2013: 985
- Q2 2013: 986

ROCE (Ltm)
Percent

- Q2 2012: 5.0%
- Q3 2012: 4.5%
- Q4 2012: 5.6%
- Q1 2013: 5.8%
- Q2 2013: 8.0%

EBIT and EBIT margin (Ltm)
EUR million and percent

- Q2 2012: 2.6%
- Q3 2012: 2.4%
- Q4 2012: 3.1%
- Q1 2013: 3.2%
- Q2 2013: 4.3%

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

- Q2 2012: 532
- Q3 2012: 545
- Q4 2012: 548
- Q1 2013: 540
- Q2 2013: 528
Financial items

Interest rate margin reduced as a consequence of lower gearing

Effective interest rate was approximately 5%
Available funds and utilization

**Liquidity reserve**
- **EUR million**

- **Q2 2013**
  - Gross: 67.6
  - Net: 64.6

- **Q2 2013**
  - Un-utilized revolving credit facility: 64.7
  - Un-utilized facility: 34.7
  - Cash: 300
  - Cash reserve: 64.6
  - Restricted cash: -3.0
  - Overdraft: -30.0

**Credit utilization RRCF**
- **EUR Million**

- **Q2 2013**
  - Available credit: 365
  - Drawn credit: 300

- **Q4 2013**
  - Available credit: 346
  - Drawn credit: 346

- **Q2 2014**
  - Available credit: 326
  - Drawn credit: 326

- **Q4 2014**
  - Available credit: 306
  - Drawn credit: 306

- **Q2 2015**
  - Available credit: 286
  - Drawn credit: 286

Enhancing the driving experience
Cash flow and facility development

Available funds
EUR Million

<table>
<thead>
<tr>
<th></th>
<th>Q2 2012</th>
<th>Q3 2012</th>
<th>Q4 2012</th>
<th>Q1 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>105.7</td>
<td>100.3</td>
<td>106.0</td>
<td>102.0</td>
</tr>
<tr>
<td>Un-utilized facility</td>
<td>31.2</td>
<td>30.7</td>
<td>33.3</td>
<td>42.9</td>
</tr>
</tbody>
</table>

Cash flow

- Cash: 28.6
- Capital expenditures: 4.0
- Financial expenses: (7.7)
- Change in drawn amount incl. overdraft: (4.7)
- Change in un-utilized facility: (12.3)
- Scheduled reduction in facility: 12.3
- Other: (20.2)

Other

- Q2 2013: 99.0

Other

- Q2 2013: 34.7

Youthful and elegant.
Financial ratios

NIBD
EUR million

Q2 2012 | Q3 2012 | Q4 2012 | Q1 2013 | Q2 2013
---|---|---|---|---
310 | 311 | 289 | 297 | 275

Equity
EUR million

Q2 2012 | Q3 2012 | Q4 2012 | Q1 2013 | Q2 2013
---|---|---|---|---
193.6 | 193.5 | 184.7 | 189.0 | 189.4

NIBD/EBITDA
Times

Q2 2012 | Q3 2012 | Q4 2012 | Q1 2013 | Q2 2013
---|---|---|---|---
4.2 | 4.3 | 3.8 | 3.8 | 3.1

Equity ratio
Percent

Q2 2012 | Q3 2012 | Q4 2012 | Q1 2013 | Q2 2013
---|---|---|---|---
24.2% | 24.8% | 24.8% | 24.8% | 25.2%
Market Update
Philippe Toth
Vice President Investor Relations and M&A
### Production and revenue growth (YoY change)

<table>
<thead>
<tr>
<th>Region</th>
<th>CV production growth *</th>
<th>LV production growth **</th>
<th>KA revenue growth***</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td>-9 %</td>
<td>5 %</td>
<td>-1,9 %</td>
</tr>
<tr>
<td>Europe</td>
<td>-8,5 %</td>
<td>-1,5 %</td>
<td>2,7 %</td>
</tr>
<tr>
<td>Asia</td>
<td>29,4 %</td>
<td>4,8 %</td>
<td>-15,5 %</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Region</th>
<th>Percentage of KA sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td>35%</td>
</tr>
<tr>
<td>Europe</td>
<td>54%</td>
</tr>
<tr>
<td>Asia</td>
<td>7,5%</td>
</tr>
</tbody>
</table>

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

** KA is doing better than the market in EU, but still challenging**

China drop is escalated through phase out of certain non profitable Driveline business
Light vehicle production – 2013 forecast

**Total production** according to LMC has been revised upward from 83.5 millions to 83.6 millions vehicle in 2013 mainly due to a better outlook of Europe compared to the beginning of 2013.

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

**North America**: Higher forecast due to increasing demand of full size pickups and a better outlook of US economic.

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

Commercial vehicle production – 2013 forecast

Medium and heavy duty truck production: revised world estimates (ch Y/Y)

- **Europe**: Eurozone condition continues to act as a global headwind. Expect stronger demand in second half of 2013
- **North America**: Expect the market to continue to remain stable in 2013
- **China**: Slower growth in industrial output than preceding forecast but market remains dynamic

**Total production** for CV production is slightly down to 2.72 million vehicles from 2.75 in April outlook mainly due to a slower growth of the commercial vehicle market in China.

Source: LMC Automotive – July 2013
Hans Peter Havdal

Summary and Outlook
Summary and outlook

Company outlook for Q3 2013
EUR Million

- Strong double digit EBITDA margin of 10.9% despite a weak European market - demonstrating the effect of the operational improvements implemented over the last 2 years

- Significant reduction of gearing ratio (NIBD/EBITDA) from 3.8 to 3.1, well below covenant of 4.25

- The company expects revenue of approx. EUR 235 million for Q3 2013
Questions & Answers
Appendix
“Enhancing the driving experience”

Passionate  Accountable  Prepared
### Share price and shareholders

**Data:** 01.07.2013

<table>
<thead>
<tr>
<th>Investor Name</th>
<th>% Share Outstanding</th>
<th>Current Position</th>
<th>Nationality</th>
</tr>
</thead>
<tbody>
<tr>
<td>DNB BANK ASA INVESTERINGSDIVISJON</td>
<td>6.84</td>
<td>27.815.388</td>
<td>NOR</td>
</tr>
<tr>
<td>KLP AKSJE NORGE VPF</td>
<td>3.20</td>
<td>13.000.000</td>
<td>NOR</td>
</tr>
<tr>
<td>MP PENSIION PK</td>
<td>2.82</td>
<td>11.485.050</td>
<td>NOR</td>
</tr>
<tr>
<td>VERDIPAPIRFONDEN HAN NORGE</td>
<td>2.62</td>
<td>10.650.000</td>
<td>NOR</td>
</tr>
<tr>
<td>CITIBANK, N.A. S/A DFA-INTL SML CAP</td>
<td>2.50</td>
<td>10.167.813</td>
<td>USA</td>
</tr>
<tr>
<td>KOMMUNAL LANDSPENJSJO</td>
<td>2.24</td>
<td>9.091.639</td>
<td>NOR</td>
</tr>
<tr>
<td>J.P. Morgan Chase Ba NORDEA TREASY ACCOUN</td>
<td>2.12</td>
<td>8.625.007</td>
<td>GBR</td>
</tr>
<tr>
<td>JP Morgan Chase Bank HANDELSBANKEN NORDIC</td>
<td>2.04</td>
<td>8.300.000</td>
<td>SWE</td>
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<tr>
<td>VPF NORDEA KAPITAL C/O JPMORGAN EUROPE</td>
<td>1.89</td>
<td>7.670.934</td>
<td>NOR</td>
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<tr>
<td>KONGSBERG AUTOMATIVE</td>
<td>1.73</td>
<td>7.046.302</td>
<td>NOR</td>
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<tr>
<td>Goldman Sachs &amp; Co E GOLDMAN Sachs &amp; CO</td>
<td>1.63</td>
<td>6.618.079</td>
<td>USA</td>
</tr>
<tr>
<td>JOLLY ROGER AS</td>
<td>1.28</td>
<td>5.200.000</td>
<td>NOR</td>
</tr>
<tr>
<td>The Northern Trust C NORTHERN TRUST GUERN</td>
<td>1.11</td>
<td>4.513.091</td>
<td>GGY</td>
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<tr>
<td>ERLING NEBY AS</td>
<td>1.11</td>
<td>4.500.000</td>
<td>NOR</td>
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<tr>
<td>VPF NORDEA AVKASTNIN C/O JPMORGAN EUROPE</td>
<td>1.06</td>
<td>4.323.800</td>
<td>NOR</td>
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<td>NOR</td>
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<td>MORGAN STANLEY &amp; CO S/A MSIL EQUITY FIRM</td>
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<tr>
<td>VPF NORDEA SMB C/O JPMORGAN EUROPE</td>
<td>0.75</td>
<td>3.046.918</td>
<td>NOR</td>
</tr>
<tr>
<td>EBITEC INVEST AS</td>
<td>0.68</td>
<td>2.775.000</td>
<td>NOR</td>
</tr>
</tbody>
</table>

| 38,28 | 155.669.887 |
The Board of Directors of Kongsberg Automotive Holding ASA

Ulla-Britt Fräjdin Hellqvist (58)
- Chairwoman of the Board since 2010
- Other Corporate Affiliations:
  - Chairman of Data Respons ASA and SinterCast AB
  - Board member, Castellum, e-man, Fouriertransform, Micronic Mydata, SEI and Tallberg Foundation

Halvor Stenstadvold (69)
- Member of the Board since 2011
- Other Corporate Affiliations:
  - Chairman of SOS barnebyer Norge, Henie Onstad Kunstsenter and Civita AS
  - Board member, Storebrand ASA, Statkraft SF/Statkraft AS, Navamedic ASA, Sos Childrens Villages International and SOS CV USA

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

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

Maria Borch Helsengreen (47)
- Member of the Board since 2012
- Other Corporate Affiliations:
  - CFO, TV2
  - Board member, Norsk Tillitsmann and GIEK

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

Magnus Jonsson (57)
- Member of the Board since 2011
- Other Corporate Affiliations:
  - Board member, Powercell AB, LeanNova AB and Senseair AB

Kjell Kristiansen
- Member of the Board (Employee representative)
- HSE, Kongsberg Automotive
# Financial calendar and Investor Relations contacts

## Financial calendar 2013

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Interim Reports</th>
<th>Presentation</th>
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<tbody>
<tr>
<td>2th Quarter 2013</td>
<td>11 Jul 2013</td>
<td>12 Jul 2013</td>
</tr>
<tr>
<td>3th Quarter 2013</td>
<td>17 Oct 2013</td>
<td>18 Oct 2013</td>
</tr>
<tr>
<td>4th Quarter 2013</td>
<td>13 Feb 2014</td>
<td>14 Feb 2014</td>
</tr>
</tbody>
</table>

Capital Markets Day 2013: TBA

## IR contacts

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

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

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VP IRO and M&A  
Telephone: +47 98 21 40 21  
E-mail: Philippe.Toth@ka-group.com

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Telephone: +47 32 77 05 00

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