

Hvorfor og hvordan satser Kongsberg Gruppen innenfor Offshore vind?

Sverre Gotaas, Innovasjonsdirektør, Kongsberg Gruppen ASA



KONGSBERG



KONGSBERG

Industrial pioneer established in 1814



KONGSBERG was internationally known for its Krag-Jørgensen rifle, developed in the late 19th century, and adopted as the standard US army rifle in 1892.

KONGSBERG has an unique history and a strong culture



KONGSBERG

Today: International high-tech solutions, from deep sea to outer space

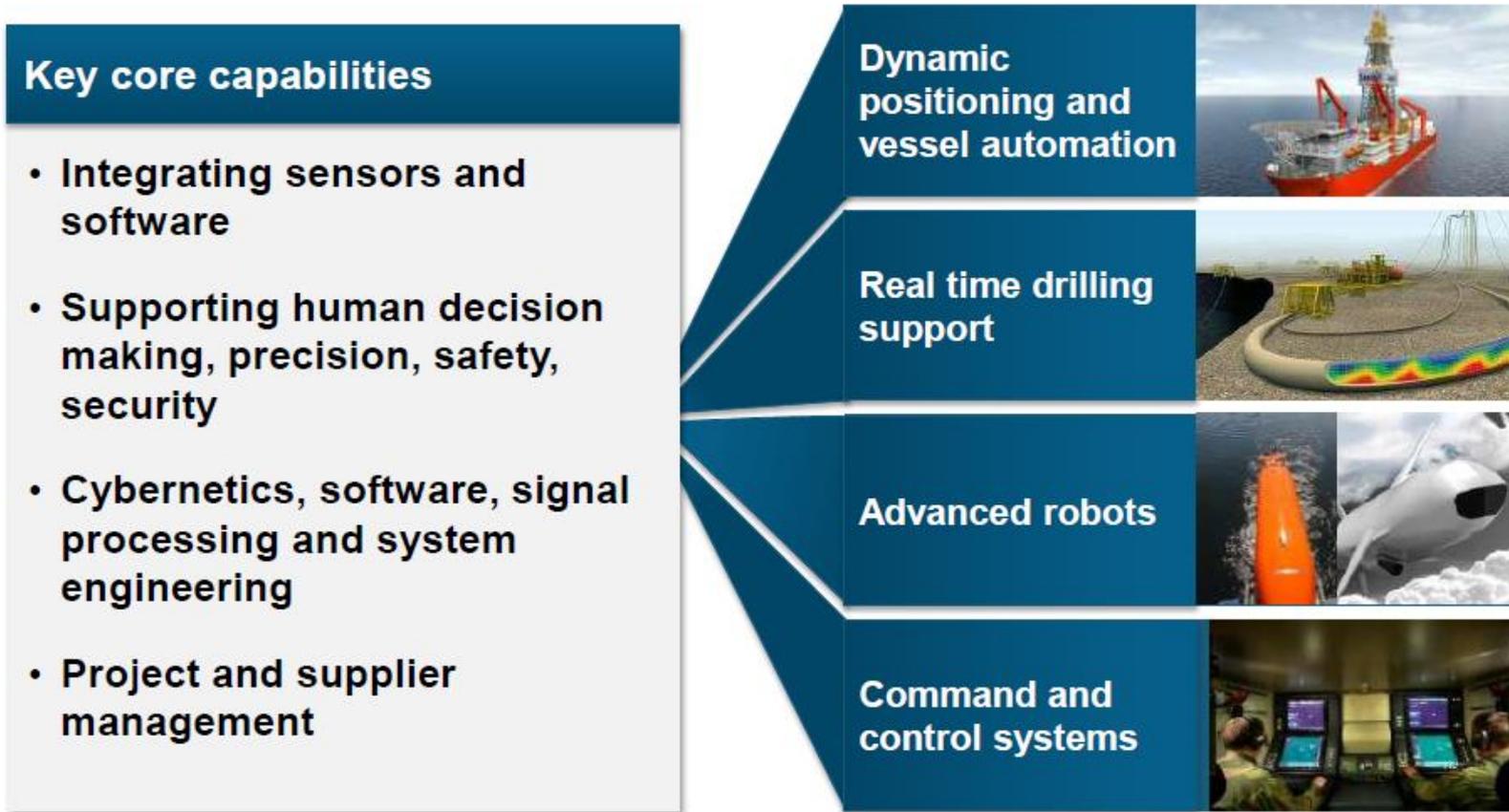


Advanced solutions and applications for the maritime, oil & gas, defence and space industry.

- *Extreme Performance for Extreme Conditions* -



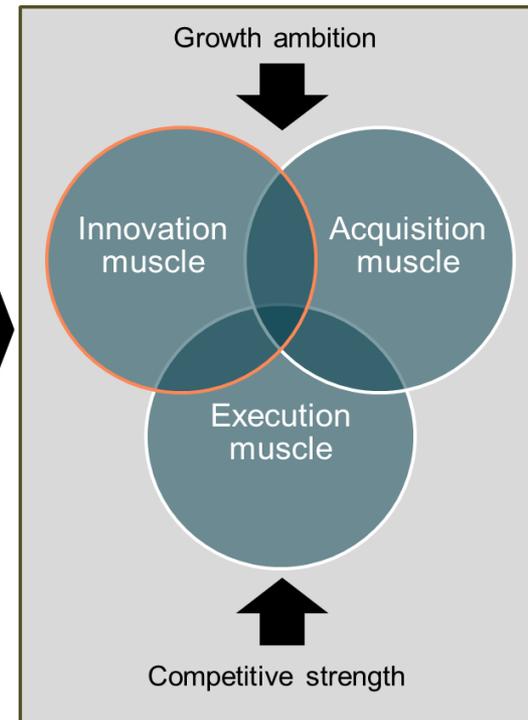
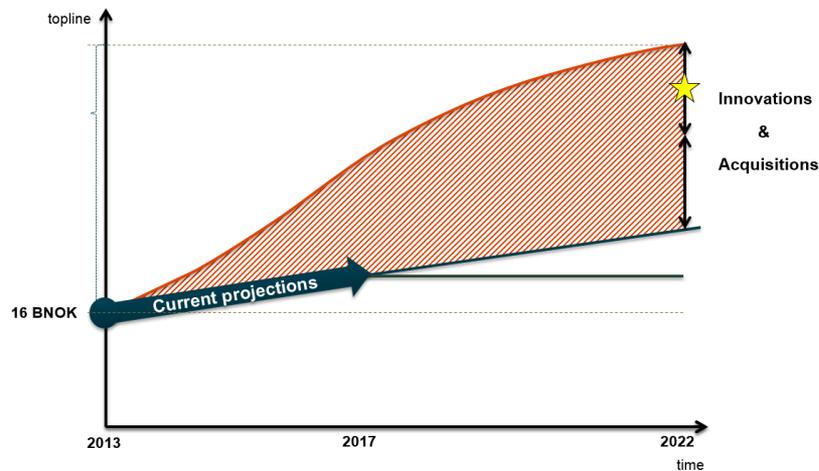
KONGSBERG integrates advanced technologies into complete solutions



WHY? The coming 10 years we need to generate significant growth through innovation

Task: Move onto the next growth cycle

⇒ Requires hefty new value creation through innovations...

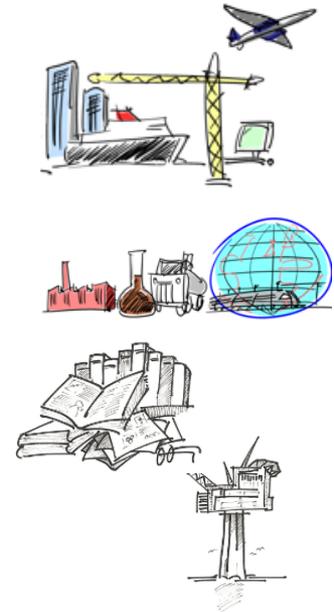
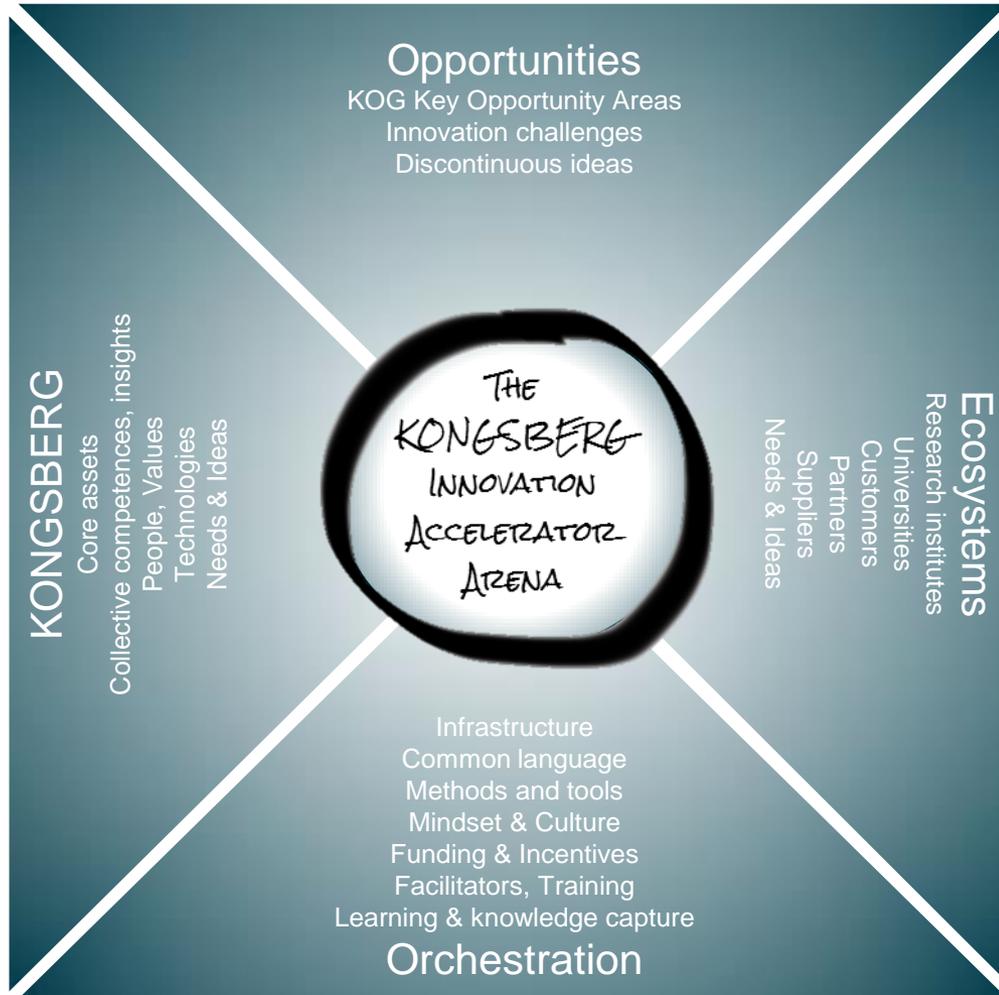


«Innovate with KONGSBERG» is the initiative to create a platform for handling this challenge

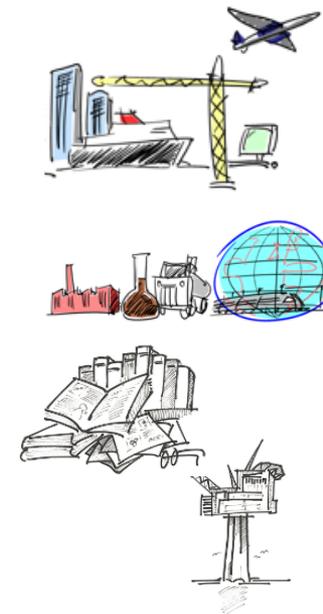
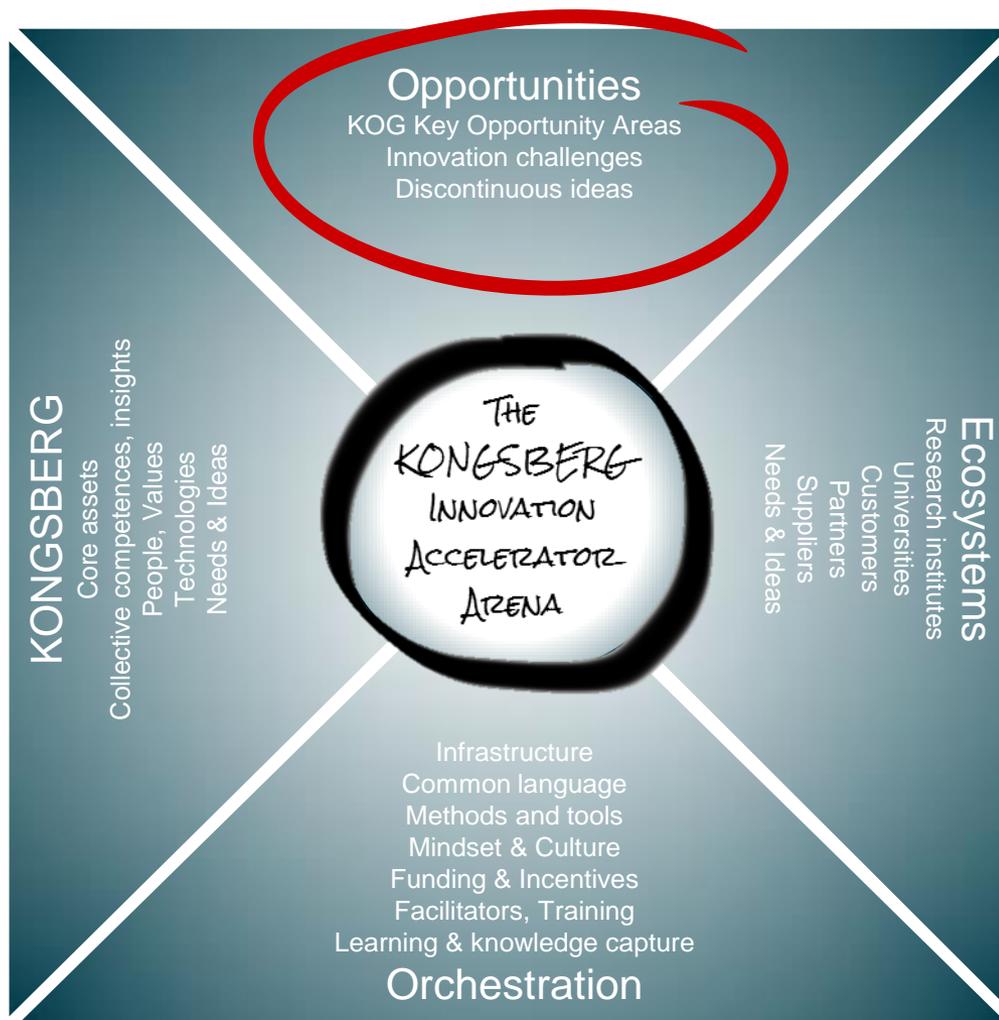


The KONGSBERG Innovation model

– a structured approach leveraging collective capabilities to identify and address business opportunities



The KOA's are central in the KONGSBERG Innovation model



Ocean Space

- Leveraging our's and Norway's unique position to take a leading role in exploring innovative opportunities in the ocean space



Smart communities

- **KONGSBERG technologies enabling and protecting the intelligent – but vulnerable – society. Optimizing, securing and protecting critical interests, such as supply-, distribution- and consumption of resources**



HOW? KONGSBERG opportunity space within sustainable energy

Energy generation or related

Biofuel

Biomass

CCS

Hydrogen

Geothermal

Solar

Wave and tidal

Wind

Hydropower

Nuclear

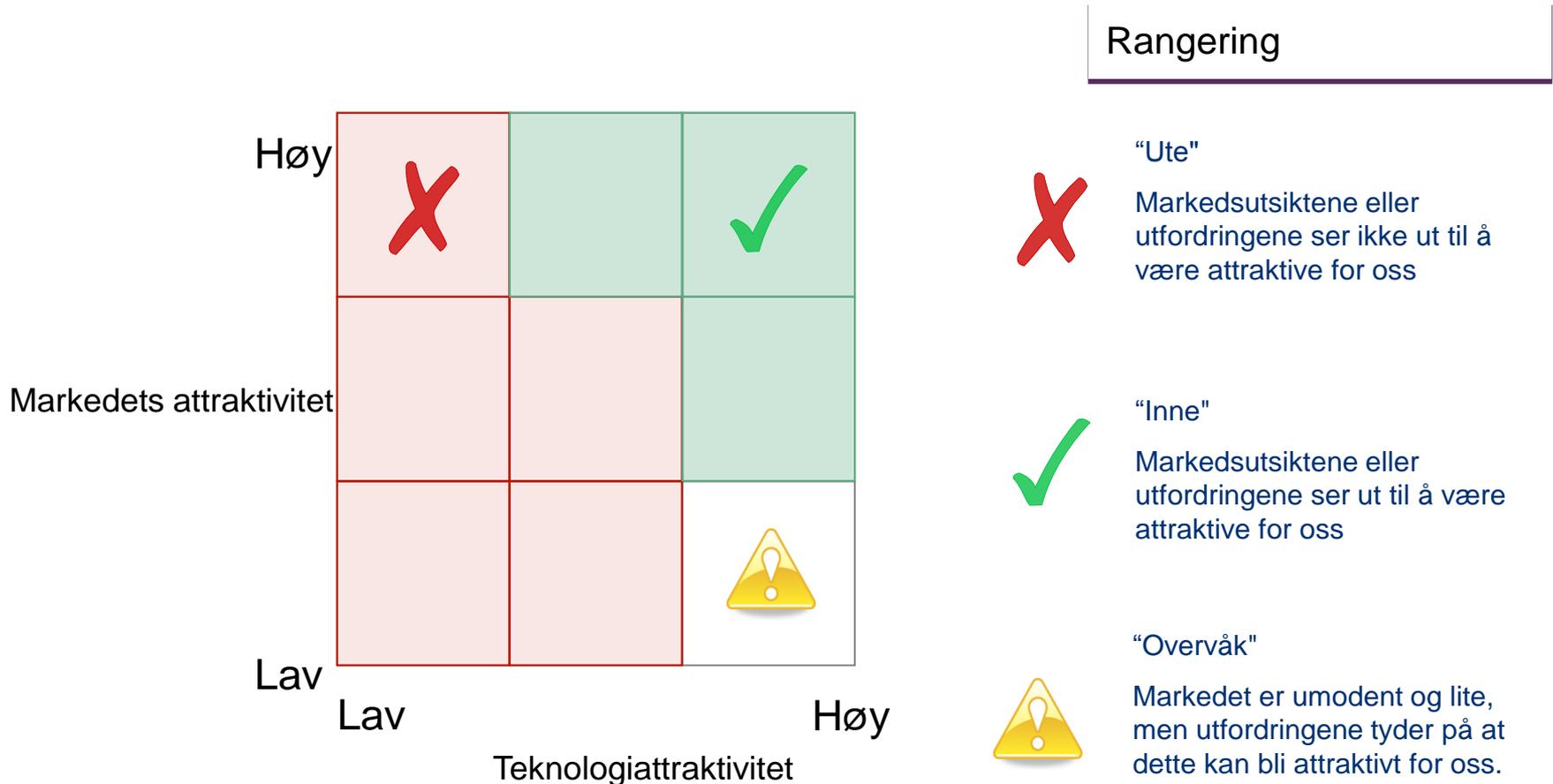
Product/services

Smart grids

Fuel cells

Energy storage

De forskjellige mulighetene ble rangert i hhv “Inne”, “Ute” og “Overvåk”

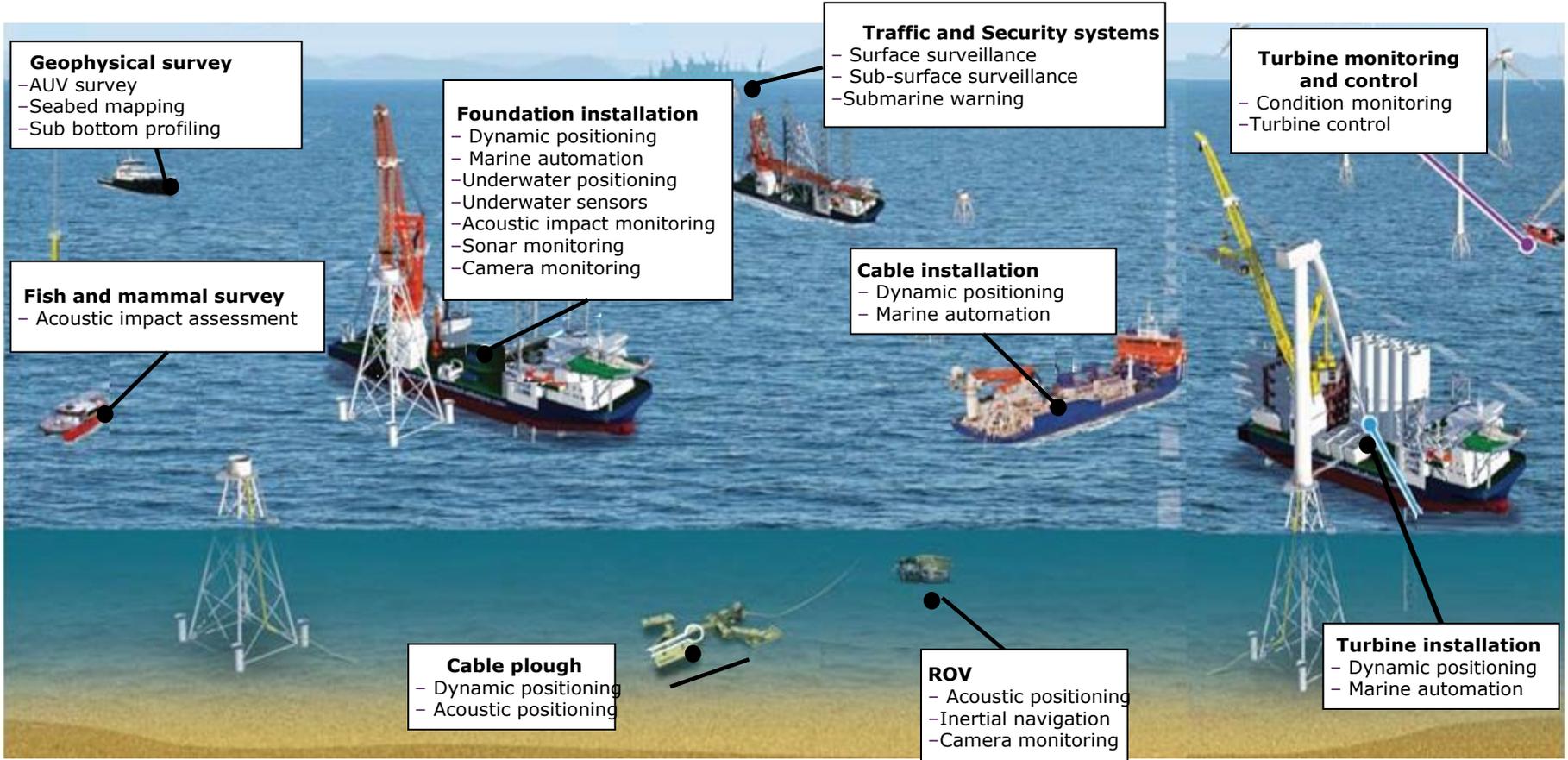


Offshore Wind Development

KONGSBERG Capabilities



KONGSBERG





Establishing hypothesizes

- Business decision support

Confirmed

Product definition

- Based on KONGSBERG knowledge

Established

Market confirmation

- Define market access strategy

Great feedback

Product development

- Product specification

Ongoing

Sales & marketing

- Sales & marketing strategy

Started



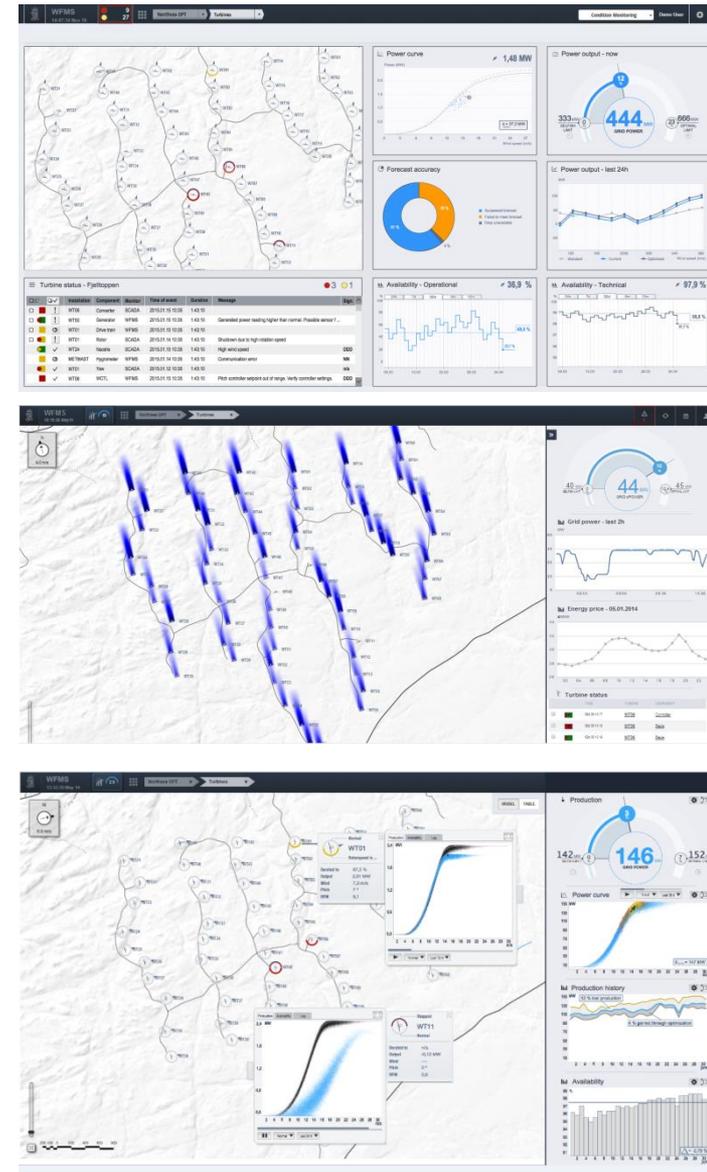


Background

- Initiated in 2012
- Goal of being established as a new BU First goal is to reach an revenue of 200MNOK
- Growth through an mixture of organic growth and acquisitions

KONGSBERG possibilities

- An market looking for solutions for cost reductions
- High technology content
- Advanced turbine regulation algorithms
- Immature market compared to known KONGSBERG markets
- High growth especially in Offshore wind
- Technology can be used in eg solar and hydro applications



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