Fourth quarter results 2019 12 February 2019

KV/ERNER[®]

Highlights, fourth quarter 2019

- > High activity in most parts of the organisation
- > Valhall Flank West WHP in operation
- > High marketing activity
- > Strategic breakthrough, Hywind Tampen
- > Strategic FPSO partnership, Aker Solutions and Samsung

Subsequent events:

- > Dividend of NOK 0.50 proposed
- > Dividend policy updated



Hywind Tampen offshore wind power



Best in class HSSE = Competitive advantage

- > No serious injuries in 2019
- > High HSSE attention throughout org.
- Positive development within Sick leave, Serious incident frequency (SIF) and Falling object frequency (FOF)
- > Joint industry campaign for safety
- Safety behaviour program ongoing

One serious incident
 Need to reduce minor medical treatment cases

Lost time injury frequency (LTIF) & total recordable injury frequency (TRIF) Per million worked hours (12 months average)



KV/ERNER[®]

Cross-industrial cooperation: Standardised approach for best-in-class safety





Ongoing projects

Johan Castberg FPSO

Njord A upgrade

Sverdrup P2 jacket

Sverdrup RP module

Smaller/medium projects









Hywind Tampen offshore wind

Hydro Husnes Aluminium

Removal of platform, Canada

West White Rose marine ops

Decommissioning projects

Nord Stream 2



Order intake and backlog



Fourth quarter financials

Idar Eikrem, Chief Financial Officer



Field Development review

EBITDA margin for fourth quarter 2019 was 3.8 percent, and for 2019 as a whole 5.4 percent



Note: All figures include Kvaerner's scope of work of jointly controlled entities

KV/ERNER

Cash flow and working capital development

Amounts in NOK million	Q4 2019	Q3 2019	Q4 2018	FY 2019	FY 2018
Cash flow from operating activities	54	(171)	370	(98)	719
Cash flow from investing activities	(115)	(105)	(126)	(391)	(335)
Cash flow from financing activities	(29)	(29)	(15)	(367)	(29)
Translation adjustments	(5)	10	7	15	(4)
Net increase/(decrease) in cash and bank					
deposits	(96)	(294)	236	(841)	352

- Negative working capital of NOK 361 million
- Fluctuations in working capital must be expected
- Capital tied up in the Nordsee
 Ost project

Net current operating assets (NCOA) – Continuing operations (NOK million)



Market opportunities transformed to predictable deliveries 34 quarters in a row



Project example

new topside EPC

Project example, Modification



Own value creation Procurement Subcontractors

New dividend policy

Kvaerner's financial results are the effects of a business characterised by projects running over long period. The overall financial performance is best assessed looking at longer intervals. A solid financial platform is a key enabler for growth in new target segments and for establishing alliances with strategic partners.

Hence, the Board of Directors has decided to change from the previous dividend policy, where dividend payment has been considered two times per year, to an updated policy where dividend payment is considered once every year, after the fourth quarter accounts.

The following updated dividend policy decided by the Board of Directors is implemented with immediate effect:

- Kværner ASA's dividend policy is based on an annual evaluation of dividend distribution. Decisions as to actual dividend payments shall depend on outlook, liquidity, and considerations such as alternative use of cash and future strengthening of the company's financial structure. The dividend payments could either be through cash dividend and/or share buyback
- 2) Extraordinary dividends may be considered if, and when the liquidity, financial strength and financial structure of the company allows
- 3) The Annual General Meeting will approve the final and total annual dividend based on a proposal from the Board



Markets







>165 BNOK prospect pipeline*





4Q19 summary and way forward



- 1. Operations and results on track
- 2. Dividend and dividend policy
- 3. Focus on safe execution of ongoing projects
- 4. Further strengthening of competitiveness Cost improvements, new delivery models, digitalisation, standardisation
- Market outlook with several important prospects expected to be concluded in 2020 and 2021 High activity for bidding/positioning for new contracts

KV/ERNER

Appendix fourth quarter results 2019



Income statement

Amounts in NOK million	Q4 2019	Q3 2019	Q4 2018	FY 2019	FY 2018
Total revenue and other income ¹	2 588	2 450	1 715	9 032	7 220
Operating expenses	(2 489)	(2 312)	(1 638)	(8 534)	(6 783)
EBITDA	99	138	77	498	437
Depreciation, amortisation and impairment	(44)	(65)	(29)	(193)	(110)
EBIT	54	73	49	306	327
Net financial income/(expense)	0	13	33	2	11
Profit/(loss) before tax	55	86	81	307	338
Income tax expense	(12)	(13)	6	(64)	(60)
Profit/(loss) from continuing operations	43	72	87	244	278
Profit/(loss) from discontinued operations	(5)	(0)	(2)	(10)	0
Net profit/(loss)	39	72	86	233	278
EBITDA	99	138	77	498	437
Adjusted EBITDA ²	100	135	60	505	427
Adjusted EBITDA margin	3.9 %	5.5 %	3.5 %	5.6 %	5.9 %
Earnings per share (NOK)					
Basic and diluted EPS continuing operations	0.16	0.27	0.33	0.91	1.04
Basic and diluted EPS discontinued operations	(0.02)	(0.00)	(0.01)	(0.04)	0.00
Basic and diluted EPS total operations	0.14	0.27	0.32	0.87	1.04

> IFRS 16 Leases

- The standard has been implemented from 1 January 2019
- Comparative figures are not restated
- Impacts of the new standard are further specified in slide 25

¹ Revenues excluding Kvaerner's scope of work of jointly controlled entities.

² Adjusting impact related to embedded derivatives in jointly controlled entities closely related to Kvaerner's operating activities.



Segment information fourth quarter

	Field Deve	lopment	Group acti elimina		Consol	idated
Amounts in NOK million	Q4 2019	Q4 2018	Q4 2019	Q4 2018	Q4 2019	Q4 2018
Construction contracts	2 241	1 051	-	-	2 241	1 051
Services revenue	222	496	-	-	222	496
Revenue/share of result from joint ventures	270	216	(255)	(166)	15	50
Other revenue	51	(13)	59	123	110	110
Revenue from contracts with customers	2 784	1 749	(196)	(43)	2 588	1 706
Lease revenue	14	-	(14)	4	-	4
Gain on sale of assets	-	6	-	-	-	6
Internal revenue	0	0	(0)	(0)	-	-
Total revenue and other income	2 789	1 755	(201)	(40)	2 588	1 715
Adjusted EBITDA ¹	105	75	(5)	(15)	100	60
EBITDA	105	75	(7)	2	99	77
Depreciation, amortisation and impairment	(35)	(29)	(9)	-	(44)	(29)
EBIT	70	46	(16)	2	54	49
Net current operating assets	(321)	(885)	(40)	(64)	(361)	(949)

¹ Adjusting impact related to embedded derivatives in jointly controlled entities closely related to Kvaerner's operating activities.

- Following sale of Kvaerner's onshore construction business in North America in 2013, Kvaerner only has one reportable segment; Field Development
- > The Field Development segment reporting includes Kvaerner's share (proportionate consolidation) of jointly controlled entities closely related to Kvaerner's activities



Segment information full year

	Field Deve	elopment	Group acti elimina		Consol	idated
Amounts in NOK million	FY 2019	FY 2018	FY 2019	FY 2018	FY 2019	FY 2018
Construction contracts	7 316	4 811	-	-	7 316	4 811
Services revenue	936	1 272	-	-	936	1 272
Revenue/share of result from joint ventures	867	898	(709)	(706)	158	192
Other revenue	293	267	315	658	608	925
Revenue from contracts with customers	9 412	7 248	(395)	(48)	9 018	7 200
Lease revenue	14	-	-	14	14	14
Gain on sale of assets	0	6	-	-	0	6
Internal revenue	0	0	(0)	(0)	-	-
Total revenue and other income	9 427	7 253	(395)	(34)	9 032	7 220
Adjusted EBITDA ¹	512	487	(8)	(60)	505	427
EBITDA	512	487	(14)	(51)	498	437
Depreciation and amortisation	(147)	(110)	(45)	-	(193)	(110)
EBIT	365	377	(59)	(51)	306	327

¹ Adjusting impact related to embedded derivatives in jointly controlled entities closely related to Kvaerner's operating activities.

- Following sale of Kvaerner's onshore construction business in North America in 2013, Kvaerner only has one reportable segment; Field Development
- > The Field Development segment reporting includes Kvaerner's share (proportionate consolidation) of jointly controlled entities closely related to Kvaerner's activities



Discontinued operations

Amounts in NOK million	Q4 2019	Q4 2018	FY 2019	FY 2018
Total revenue and other income	-	-	-	-
Administrative and legal expenses	(4)	(3)	(11)	(1)
EBIT	(4)	(3)	(11)	(1)
Net financial income/(expense)	(1)	2	0	2
Profit/(loss) before tax	(5)	(1)	(10)	1
Income tax income/(expense)	-	(1)	-	(1)
Profit/(loss) from discontinued operations	(5)	(2)	(10)	0
Basic and diluted earnings/(losses) per share (NOK)	(0.02)	(0.01)	(0.04)	0.00
Net assets	(26)	(34)	(26)	(34)

Full year 2018 results reflecting insurance settlements in Q2 2018

Amounts in NOK million	Q4 2019	Q4 2018	FY 2019	FY 2018
Cash flow from operating activities	(3)	(4)	(18)	(6)
Cash transferred (to)/from parent	2	3	12	1
Translation adjustments	(1)	2	0	2
Net increase/(decrease) in cash and bank deposits	(1)	0	(6)	(3)
Cash at the beginning of the period	23	28	28	31
Cash at the end of the period	22	28	22	28



Financial items

Amounts in NOK million	Q4 2019	Q4 2018	FY 2019	FY 2018
Net interest income/(expense) pre IFRS 16	7	3	19	6
Interest expense on lease liabilities	(1)	-	(12)	-
Profit/(loss) on foreign currency contracts	-	-	0	(0)
Foreign currency embedded derivatives impact	(5)	32	(6)	7
Net foreign exchange gain/(loss)	1	2	2	2
Other financial items, net	0	(3)	(1)	(4)
Net financial income/(expense)	0	33	2	11



Cash flow

Amounts in NOK million	Q4 2019	Q4 2018	FY 2019	FY 2018
Profit before tax continuing operations	55	81	307	338
Profit before tax discontinued operations	(5)	(1)	(10)	1
Profit/(loss) before tax total operations	50	80	297	339
Depreciation, amortisation and impairment	44	29	193	110
Taxes (paid)/refund	(11)	(2)	(14)	(10)
Other cash flow from operating activities	(29)	263	(574)	281
Cash flow from operating activities	54	370	(98)	719
Capital expenditure	(108)	(132)	(374)	(334)
Other cash flow from investing activities	(8)	6	(16)	(1)
Cash flow from investing activities	(115)	(126)	(391)	(335)
Interest portion on lease liabilities	(1)	-	(12)	-
Principle portion on lease liabilities	(9)	-	(40)	-
Dividends	-	-	(268)	-
Other cash flow from financing activities	(19)	(15)	(47)	(29)
Cash flow from financing activities	(29)	(15)	(367)	(29)
Translation adjustments	(5)	7	15	(4)
Net increase/(decrease) in cash and bank deposits	(96)	236	(841)	352
Cash at the beginning of the period	2 420	2 929	3 165	2 812
Cash at the end of the period	2 324	3 165	2 324	3 165



Balance sheet - Assets

Amounts in NOK million	31.12.2019	31.12.2018
Assets		
Non-current assets		
Property, plant and equipment	1 164	967
Right-of-use assets (IFRS 16)	121	-
Intangible assets	740	710
Investments in associates and jointly controlled entities	73	69
Interest-bearing receivables	20	-
Other non-current assets	8	7
Total non-current assets	2 126	1 753
Current assets		
Trade and other receivables	1 906	1 402
Prepaid company tax	1	-
Total cash and bank	2 324	3 165
Retained assets of business sold	0	0
Total current assets	4 231	4 567
Total assets	6 357	6 320

Trade and other receivables at end of Q4 2019 includes contract assets of NOK 915 million



Balance sheet – Equity and liabilities

31.12.2019	31.12.2018
91	91
729	729
2 672	2 710
(107)	(91)
3 385	3 439
87	-
313	265
243	229
643	494
36	_
	2 118
	2110
•	233
26	35
	2 386
	6 320
	729 2 672 (107) 3 385 87 313 243 643 643 36 2 096 1 170

Trade and other payables at end of Q4 2019 includes contract liabilities of NOK 84 million



Basis for preparation

> Accounting principles

The accounting principles applied in these condensed consolidated interim financial statements are the same as those applied in the Annual accounts 2018 except the implementation of new financial reporting standards as indicated below. Reference is also made to annual accounts 2018 note 2, discussing the new standards and potential impacts to the accounts

IFRS 16 Leases

- The group adopted IFRS 16 as from 1 January 2019. There were no transition impacts on equity on transition date
- The new standard significantly changes how Kvaerner's lease contracts are accounted for
- Kvaerner has elected to apply the modified retrospective approach (with practical expedients) at the date of initial application; 1 January 2019, with no restatement of comparable periods



IFRS 16 – impacts of new standard

Right-of-use assets and lease liabilities

Amounts in NOK million	Land and buildings	Machinery and vehicles	Total right-of- use assets	Lease liabilities
Balance at 1 January 2019	248	12	260	295
Depreciation expense	(43)	(2)	(45)	
Additions ¹	57	2	59	59
Terminations ¹ Installment lease payments	(153)	-	(153)	(191) (40)
Balance at 31 December 2019	109	11	121	123

Effects on income statement

Amounts in NOK million	2019
Depreciation of right-of-use assets	(45)
Interest expense on lease liabilities	(12)
Gain on termination of lease agreements ¹	38
Expense relating to variable lease payments not included in lease liabilities	(3)
Expense relating to short-term leases	(197)
Expense relating to leases of low value assets	(18)
Effect on profit/(loss) before tax	(237)

¹ Main effects are due to relocation of Kvaerner's headquarters at end of September

- Earnings before interest, taxes, depreciation and amortisation (EBITDA) increases following implementation of IFRS 16, as lease payments are presented as depreciation and finance cost rather than operating expense
- Cash flow from operating activities increases and cash flow from financing activities decreases as the interest portion paid for the lease liability and the principle portion of the lease payments are presented within financing activities



Alternative performance measures

Kvaerner discloses alternative performance measures in addition to those normally required by IFRS. Kyaerner believes that the alternative performance measures provide useful supplemental information to management, investors, security analysts and other stakeholders and are meant to provide an enhanced insight into the financial development of Kvaerner's business operations and to improve comparability between periods. Order intake and backlog are indicators of the company's revenues and operations in the future

Profit measures

- EBITDA is short for Earnings before Interest, Taxes, Depreciation and Amortisation and is term commonly used by analysts and investors
- > Adjusted EBITDA Earnings before Interest, Taxes, Depreciation and Amortisation excluding impact of embedded foreign currency derivatives reported in jointly controlled entities closely related to Kvaerner's operating activities

Alternative performance measures

Order intake measures

- Order intake represents expected revenue from contracts entered into in period or growth in existing contracts
- Order backlog represents remaining expected revenue from contracts entered into as per reporting date

Financing measures

- Net current operation assets (NCOA) Kvaerner's measure of net working capital, defined as Trade and other receivables less Trade and other payables and Provisions
- Net interest bearing deposits and loans Kvaerner's measure of net interest bearing debt, defined as interest bearing receivables and cash and bank less interest bearing liabilities
- > Equity ratio is calculated as total equity divided by total assets

In the below tables it is shown how certain of the above measures are derived from the IFRS consolidated financial statements:

Amounts in NOK million	Q4 2019	Q4 2018	FY 2019	FY 2018
EBITDA	99	77	498	437
Adjustment for equity accounted investees ¹	2	(17)	6	(9)
Adjusted EBITDA	100	60	505	427

¹ Excluding embedded derivatives' impact reported.

Amounts in NOK million	31.12.2019	31.12.2018
Trade and other receivables	991	979
Contract assets	915	423
Trade and other payables	(2 013)	(1 775)
Contract liabilities	(84)	(343)
Provisions	(170)	(233)
Net current operating assets (NCOA)	(361)	(949)
Total cash and bank	2 324	3 165
Interest-bearing receivables	20	-
Net interest bearing deposits and loans pre		
IFRS 16	2 344	3 165
Non-current lease liabilities (IFRS 16)	(87)	-
Current lease liabilities (IFRS 16)	(36)	-
Net interest bearing deposits and loans	2 221	3 165



KVERNER[™]

Copyright and disclaimer

Copyright

Copyright of all published material including photographs, drawings and images in this document remains vested in Kvaerner and third party contributors as appropriate. Accordingly, neither the whole nor any part of this document shall be reproduced in any form nor used in any manner without express prior permission and applicable acknowledgements. No trademark, copyright or other notice shall be altered or removed from any reproduction.

Disclaimer

This Presentation includes and is based, inter alia, on forward-looking information and statements that are subject to risks and uncertainties that could cause actual results to differ. These statements and this Presentation are based on current expectations, estimates and projections about global economic conditions, the economic conditions of the regions and industries that are major markets for Kværner ASA and Kværner ASA's (including subsidiaries and affiliates) lines of business. These expectations, estimates and projections are generally identifiable by statements containing words such as "expects", "believes", "estimates" or similar expressions. Important factors that could cause actual results to differ materially from those expectations include, among others, economic and market conditions in the geographic areas and industries that are or will be major markets for Kværner's businesses, oil prices, market acceptance of new products and services, changes in governmental regulations, interest rates, fluctuations in currency exchange rates and such other factors as may be discussed from time to time in the Presentation. Although Kværner ASA believes that its expectations and the Presentation are based upon reasonable assumptions, it can give no assurance that those expectations will be achieved or that the actual results will be as set out in the Presentation. Kværner ASA is making no representation or warranty, expressed or implied, as to the accuracy, reliability or completeness of the Presentation, and neither Kværner ASA nor any of its directors, officers or employees will have any liability to you or any other persons resulting from your use.

