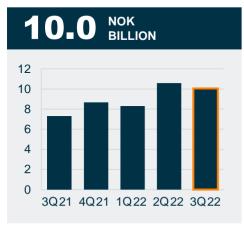


### 3Q 2022 | On-Track with Financial Targets

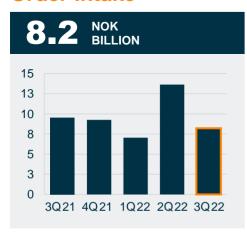
#### Revenue Excluding special items



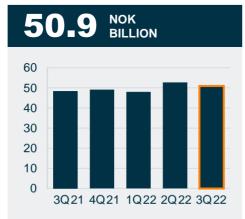
#### EBITDA Excluding special items



#### **Order Intake**



### **Order Backlog**



### **Financials**

- On-track with financial targets
- Top and bottom lines increased from same period last year
  - Strong periodic profit in Subsea positively impacted by initiating margin recognition on the Jansz subsea gas compression project
- Continued high FEED and tender activity across segments
  - Supporting the potential for record high order intake in 2022

#### **Transformation**

- Subsea Joint Venture with Schlumberger and Subsea 7
- Further strengthening Engineering Consultancy services
- Around 2,300 new employees recruited year-to-date globally

### **Outlook and Developments**

- Well-positioned for project sanctioning
- Strong focus on energy security, increasing demand
- Managing global inflation and capacity proactively

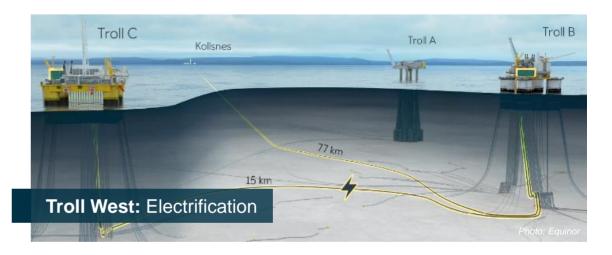


# 3Q 2022 | Operational Highlights





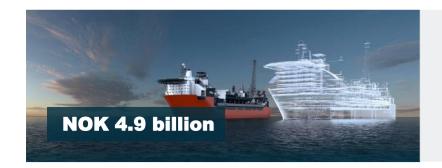






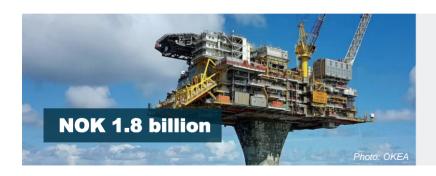
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### 3Q 2022 | New Orders



### **Renewables and Field Development**

- Jackdaw unmanned wellhead platform for the Jackdaw gas field in the UK for Shell
- HVDC platform for the Norfolk Boreas offshore wind farm in the UK for Vattenfall<sup>1</sup>
- Growth in scope on existing contracts and frame agreements



### **Electrification, Maintenance and Modifications**

- Modification work for customers including for Shell and Aker BP
- Halten East EPCI work and growth in scope on existing contracts including Troll West Electrification and Johan Sverdrup phase 2 hook-up



#### Subsea

- Trell & Trine Subsea Production System and Umbilicals for Aker BP
- Growth in scope on existing contracts and frame agreements

<sup>1</sup> Limited notice to proceed contract with FID expected in 2Q 2023



### Record High Tender Value at NOK 115 Billion



<sup>\*</sup> i.e. the segments Renewables & Field Development (R&FD) and Electrification, Maintenance and Modifications (EMM)

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# Safeguarding Capacity in a Planned and Controlled Way

Planning and managing capacity to deliver solid project execution

**Front End** 

- Strong and differentiating Front End engineering capabilities
- Early-phase studies and FEEDs 1-2 years pre-sanctioning
- De-risking and planning for capacity

Planning & Prioritization

- Prioritization and portfolio approach in close dialogue with customers
- Planning execution ahead of time
- Spreading out execution over time, agree schedules through 2027

**Partnerships** 

- Working closely with partners and sub-contractors
- Partnering with external yards for parts of the scope, reserving capacity well in advance



## **Enterprise Strategy – Main Principles**

**Strategic Beliefs** 

**Strategic Moves** 

2030 Ambition

Strong **growth in energy spending**, transitioning into
renewables over the longer term

Safeguard and deliver on project portfolio and upcoming activity increase

Customers are **transitioning** and looking for new commercial models in **alliances and partnerships** 

Build and scale a **digitally-driven engineering consultancy** business as a catalyst for change

A digitally-driven engineering and project execution company

Increasing investments into sustainable solutions, need for engineering- and project execution competence

**Transform** role, offering and execution models to meet customer needs and **deliver value creation** 



# Strong Growth in Engineering Consultancy Offering

+52%

Increase in Energy Transition Studies (year-on-year)

44%

Energy Transition Studies as proportion of all studies (year-to-date 2022)

27%

Energy Transition Studies as proportion of all studies (2021)



Proprietary digital tools and benchmark data to predict CO2 reduction measures for a nation's major emitters



Providing early assessments of large offshore wind development concepts incl. complete grid connection solutions



Advising on the feasibility of repurposing existing gas infrastructure for hydrogen production



Evaluating feasibility of an integrated offshore wind energy- and hydrogen power generation system



# Outlook

- Well positioned in key growth markets
  - Capitalize on near-term cyclical recovery
  - Increase focus on alliances and partnerships within renewables
  - Well positioned to capitalize on longer-term structural changes in the energy markets
- Tendering for NOK 115 billion and high ongoing FEED activity
  - Potential for record-high order intake in 2022
- Deliver predictable project execution
- All supporting long-term growth and value creation





### 3Q 2022 | On-Track With Financial Targets

NOK million	3Q 2022	3Q 2021	2Q 2022	2021
Revenue	10,035	7,314	10,635	29,473
Revenue ex. special items <sup>1</sup>	10,041	7,311	10,581	29,464
EBITDA	736	441	653	1,842
EBITDA margin	7.3%	6.0%	6.1%	6.2%
EBITDA ex. special items <sup>1</sup>	749	459	691	1,871
EBITDA margin ex. special items <sup>1</sup>	7.5%	6.3%	6.5%	6.4%
Depreciation, amortization and impairment	(219)	(263)	(284)	(1,149)
EBIT	517	178	369	693
EBIT margin	5.1%	2.4%	3.5%	2.4%
EBIT ex. special items <sup>1</sup>	476	178	418	775
EBIT margin ex. special items <sup>1</sup>	4.7%	2.4%	4.0%	2.6%
Net financial items	(42)	(62)	(32)	(173)
FX on disqualified hedging instruments	(24)	(4)	83	(0)
Income (loss) before tax	450	111	420	520
Income tax	(165)	(11)	(145)	(271)
Net income (loss)	285	100	276	249
Net income (loss) ex. special items <sup>1</sup>	265	101	231	313
Earnings per share (NOK)	0.62	0.21	0.55	0.52
Earnings per share (NOK) ex. special items <sup>1</sup>	0.58	0.22	0.46	0.65
Dividend per share (NOK)	-	-	-	0.20

<sup>&</sup>lt;sup>1</sup> Special items mainly include gain/loss on sale of assets, M&A costs, restructuring costs, impairments and costs linked to the impact of currency derivatives not qualifying for hedge accounting. See the appendix for details on special items

# Financials continue on-track with targets, with a strong financial position

- Revenue of NOK 10.0 billion
  - Continued good progress in project portfolio
- EBITDA¹ of NOK 749 million (7.5% margin)
  - Strong periodic profit in Subsea positively impacted by initiating margin recognition on the Jansz subsea gas compression project, leading to a periodic catch-up effect in the period
- **EPS**<sup>1</sup> for the quarter increased to NOK 0.58 from NOK 0.22 a year ago
- Positive outlook for project sanctioning in rest of 2022 and in 2023
  - Very high ongoing FEED and tender activity across segments

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Strong potential to increase secured backlog significantly



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### Solid Finances – Net Cash Position of NOK 3.5 Billion<sup>2</sup>

### Working capital<sup>1</sup> at minus NOK 2.3 billion

Continued good progress triggering milestones and pre-payments

Cash flow from operations at NOK 769 million

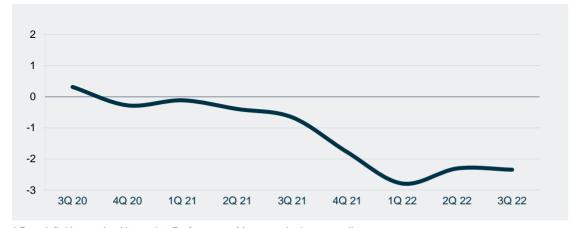
Cash flow from investing activities at minus NOK 70 million

Net cash position<sup>2</sup> of NOK 3.5 billion

Available liquidity of NOK 9.5 billion

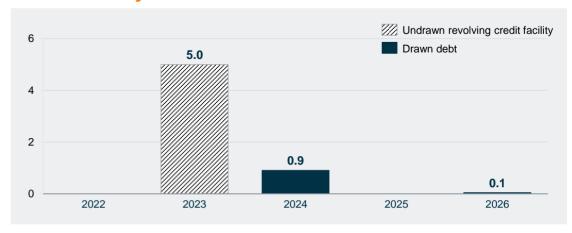
Cash NOK 4.5 billion and RCF NOK 5.0 billion

### Working Capital<sup>1</sup> NOK billion

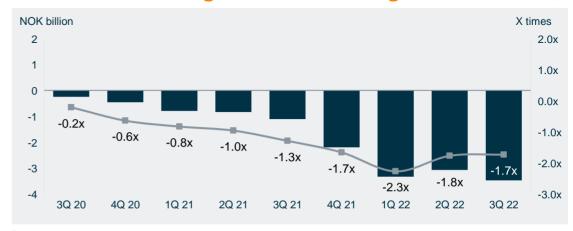


<sup>&</sup>lt;sup>1</sup> See definition under Alternative Performance Measures in the appendix

### **Debt Maturity Profile<sup>2</sup> NOK billion**



### Net Interest-Bearing Debt and Leverage<sup>1,2</sup> (covenants at 3.5x)



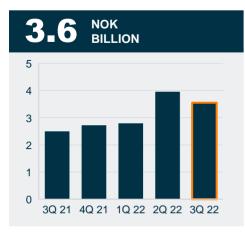
<sup>&</sup>lt;sup>2</sup> Excluding the effects of IFRS 16 as covenants are based on frozen GAAP

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### Renewables and Field Development

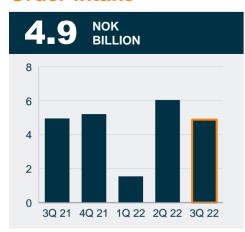
#### Revenue



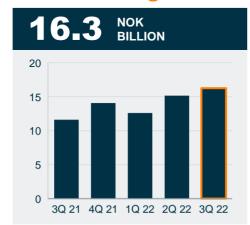
### EBITDA and Margin<sup>1</sup>



#### **Order Intake**



### **Order Backlog**



### **Financials and Highlights**

- Revenue of NOK 3.6 billion
  - Continuing progress on recently awarded work
- EBITDA¹ of NOK 124 million (3.5% margin)
  - Several projects in early phases of execution
- Solid order intake of NOK 4.9 billion (1.4x book-to-bill)
  - Jackdaw platform for Shell in the UK
  - Norfolk HVDC platform for Vattenfall for the Norfolk Boreas offshore wind farm in the UK
  - Growth in scope on existing contracts and frame agreements
- Solid order backlog of NOK 16.3 billion
- Revenue expected to increase more than 35% in 2022
  - Progress increasing on recently awarded work
  - Record high tendering activity

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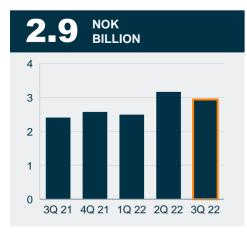
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<sup>&</sup>lt;sup>1</sup> Excluding special items

### Electrification, Maintenance and Modifications (EMM)

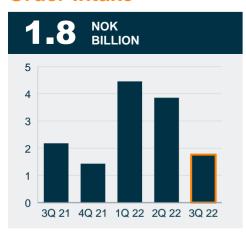
#### Revenue



### EBITDA and Margin<sup>1</sup>



#### **Order Intake**



### **Order Backlog**



### **Financials and Highlights**

- Revenue of NOK 2.9 billion
  - Continued good progress on ongoing work
- EBITDA¹ of NOK 146 million (5.0% margin)
  - Continued good performance on ongoing projects and multiyear frame agreements
- Order intake of NOK 1.8 billion (0.6x book-to-bill)
  - Order intake in EMM is lumpy in nature, driven by large longterm frame agreements and timing of larger project awards
  - Various modification work and growth in existing contracts
- Strong order backlog of NOK 19.5 billion
  - Excluding potential growth in existing contracts and frame agreements, and value of extension options
- Revenue expected to increase more than 25% in 2022
  - EMM has a stable revenue profile over time, driven by large multi-year frame agreements for Maintenance and Modification of offshore infrastructure
  - High tendering activity

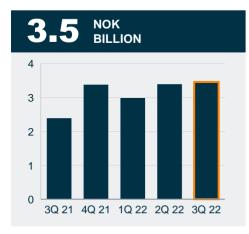
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<sup>&</sup>lt;sup>1</sup> Excluding special items

### Subsea

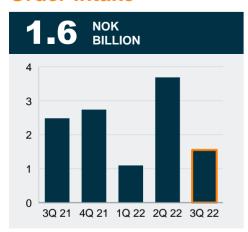
#### Revenue



### EBITDA and Margin<sup>1</sup>



#### **Order Intake**





### **Financials and Highlights**

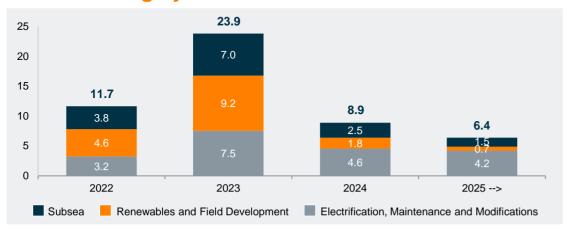
- Revenue of NOK 3.5 billion
  - Continued good progress in the project portfolio
- EBITDA¹ of NOK 603 million (17.5% margin)
  - Strong periodic profits positively impacted by initiating margin recognition on the large Jansz subsea gas compression project after reaching 20% progress during the quarter, leading to a catch-up effect in the period
- Order intake of NOK 1.6 billion (0.4x book-to-bill)
  - Trell & Trine subsea production system for Aker BP
  - Order intake in subsea can be lumpy in nature, driven by timing of larger projects, with large opportunities in the near term
- Solid order backlog of NOK 14.9 billion
  - Excluding short-cycled or book-and-turn service work
- Revenue expected to increase more than 35% in 2022
  - Progress increasing on recently awarded work
  - Very high tendering activity

<sup>1</sup> Excluding special items

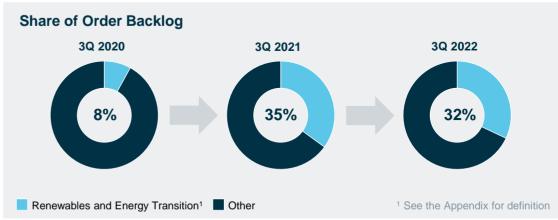
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### Solid Order Backlog and Visibility

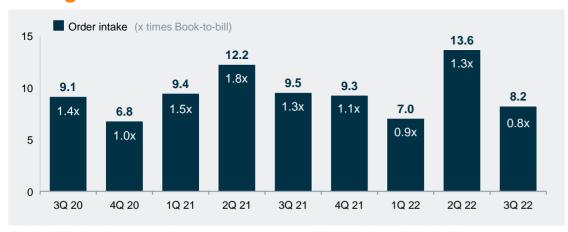
### Order Backlog by Execution Year NOK billion



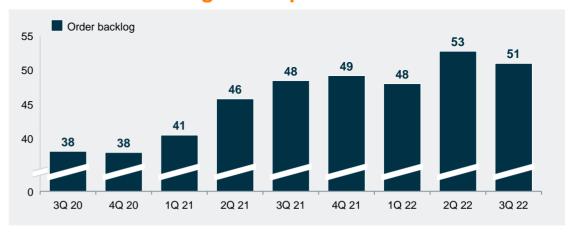
### Renewables and Energy Transition<sup>1</sup> NOK billion, %



### Strong Order Intake Over Time NOK billion



### Solid Order Backlog Development NOK billion



(Book-to-bill is based on revenue from customer contracts, see APM in the Appendix for details)

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# Summary

- On-track with financial targets
- Record high tendering activity
  - Selective approach
  - Several important large singlesource FEEDs ongoing
- Positive outlook for project sanctioning
  - Potential for record high order intake in 2022
  - Re-focusing renewables on alliances and partnerships
- Solid financial position

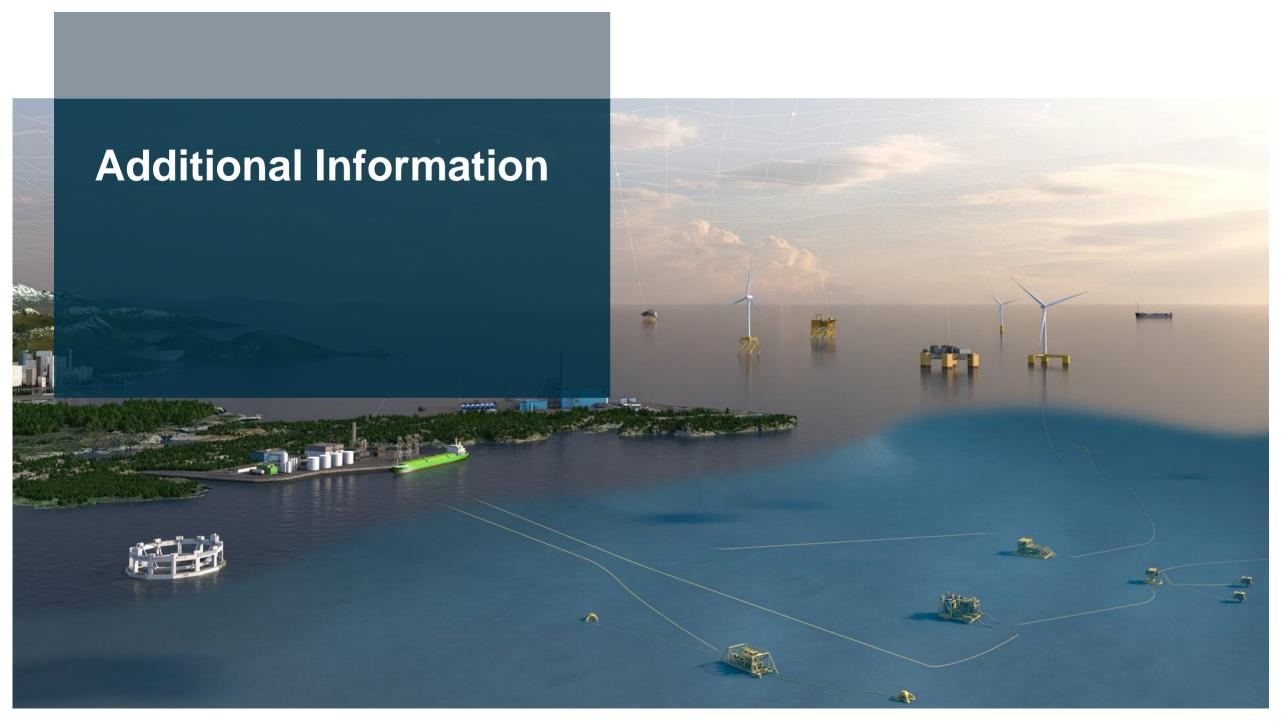
Outlook



- 2022 overall underlying
   EBITDA-margin continues to be expected up from 2021
- Working Capital fluctuates with large project work and is expected to trend in the range around NOK -2,500 to -1,500 million moving forward
- Annual dividends of 30-50% of Net Profit over-time







### **Guidance – Additional Items**



Forward-looking information and statements are subject to significant risks, uncertainties and assumptions that could cause actual results to differ materially from historical experience and present expectations or projections.

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# JV Transaction Unlocking Significant Shareholder Value

### Final ownership structure



### **Receiving USD 700 million**

as consideration for 20% ownership

### **USD 306.5 million**

Cash

### USD 306.5 million

Ownership in Schlumberger

(0.55% ownership<sup>1</sup>)

### **USD 87.5 million**

Cash

(vendor note from JV)

<sup>1</sup>As at close of Aug 26, 2022

### **Retaining 20% ownership**

and cash generation until close

### 20% JV ownership

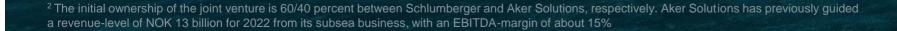
A leading subsea company<sup>2</sup>

Will contribute to Aker Solutions' EBITDA, as well as cash flow via dividend

### **USD 300 million**

Cash generation from subsea

(est. cash generation until closing; 2Q'22-4Q'23)





### Renewables and Energy Transition

#### NOK billion. %

Revenue	3Q 2020	4Q 2020	FY 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	FY 2021	1Q 2022	2Q 2022	3Q 2022
Total Revenue (excl. special items)	6.4	6.8	28.5	6.5	7.0	7.3	8.7	29.5	8.3	10.6	10.0
Renewables and Energy Transition revenue	0.3	0.5	1.6	0.6	1.0	1.1	1.6	4.3	1.6	1.9	2.1
Renewables revenue	0.0	0.0	0.1	0.1	0.1	0.2	0.3	0.8	0.3	0.5	8.0
Energy Transition revenue	0.2	0.4	1.4	0.6	8.0	0.9	1.3	3.5	1.2	1.4	1.3
Renewables and Energy Transition share	4 %	7 %	6 %	10 %	14 %	15 %	18 %	15 %	19 %	18 %	21 %
Renewables share	1 %	1 %	1 %	1 %	2 %	3 %	4 %	3 %	4 %	5 %	8 %
Energy Transition share	4 %	6 %	5 %	9 %	12 %	12 %	15 %	12 %	15 %	13 %	13 %

Order Backlog	3Q 2020	4Q 2020	FY 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	FY 2021	1Q 2022	2Q 2022	3Q 2022
Total Order Backlog	38.1	38.0	38.0	40.5	45.8	48.4	49.2	49.2	48.0	52.7	50.9
Renewables and Energy Transition backlog	2.9	4.3	4.3	7.1	13.7	16.9	16.6	16.6	15.7	17.1	16.3
Renewables backlog	0.2	1.9	1.9	2.3	2.3	6.0	5.7	5.7	5.5	8.1	8.2
Energy Transition backlog	2.7	2.4	2.4	4.9	11.4	10.9	10.9	10.9	10.3	9.0	8.1
Renewables and Energy Transition share	8 %	11 %	11 %	18 %	30 %	35 %	34 %	34 %	33 %	32 %	32 %
Renewables share	1 %	5 %	5 %	6 %	5 %	12 %	12 %	12 %	11 %	15 %	16 %
Energy Transition share	7 %	6 %	6 %	12 %	25 %	22 %	22 %	22 %	21 %	17 %	16 %

#### **Definition**

Revenue and order backlog from work related to renewables and transitional solutions incl. advanced and cleaner fossil-fuel solutions (ref. UN SDG 7.a)

- · Renewables mainly include projects with solutions and technologies for offshore wind, carbon capture and storage (CCS), hydropower and green hydrogen
- Energy Transition mainly include projects within subsea gas compression, electrification of offshore and onshore facilities, decommissioning & recycling, and blue hydrogen These figures are compiled from a bottom-up approach of projects and work in Aker Solutions for the the relevant periods. The figures are unaudited and subject to change.

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### **Transition Journey Well Underway**

### **Selection of Work Related to Renewables and Energy Transition**

Туре	Project	Main scope	Customer	Region
Offshore Wind	Hywind Tampen	Floating foundations for wind turbine generators	Equinor	NOR
	Sunrise Wind	1 HVDC platform	Ørsted and Eversource	US
	East Anglia 3	1 HVDC platform	ScottishPower Renewables	UK
	Norfolk Boreas (awarded notice to proceed contract)	1-3 HVDC platforms	Vattenfall	UK
Carbon Capture and Storage	Norcem CCUS	Carbon capture facility at HeidelbergCement's Norcem facility	Aker Carbon Capture	NOR
(CCS)	Northern Lights	Storage of captured CO2. In EPC for Phase 1 and FEED awarded for Phase 2	Equinor, with Shell and Total	NOR
	Net Zero Teesside (FEED)	Carbon capture facility at Net Zero Teesside Power plant	BP and partners	UK
	Keadby 3 (FEED)	Carbon capture facility at Keadby 3 Power plant	SSE Thermal	UK
Hydrogen	Undisclosed (study)	200-600 MW green hydrogen and ammonia plant	Aker Clean Hydrogen	NOR
	Hydrogen Technology center Mongstad (study)	Blue hydrogen, CO2 liquefaction and test qualification for conversion of gas power generator	Equinor	NOR

Туре	Project	Main scope	Customer	Region
Subsea Gas Compression	Jansz-lo	Subsea Gas Compression	Chevron	AUS
Electrification	Troll West Electrification	Electrification, from shore	Equinor	NOR
Decommissioning and Recycling	Heimdal and Veslefrikk	Decommissioning of >65,000 tons, 98% recycling target	Heerema Marine Contractors	NOR
	Valhall and Hod	Decommissioning of >30,000 tons, 98% recycling target	Allseas	NOR
	Gyda	Decommissioning with 98% recycling target (>25,000 tons)	Allseas	NOR
Aquaculture	Arctic Offshore Farming	Offshore fish farming facility	Norway Royal Salmon	NOR
	Ocean Farm 1	Offshore fish farm upgrades and net replacement	SalMar Aker Ocean	NOR
	Ocean Farm 2 (FEED)	Offshore fish farming facility	SalMar Aker Ocean	NOR

(HVDC = high-voltage, direct current electricity conversion)

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### **Basis for Preparation**

This presentation provides financial highlights for the quarter for Aker Solutions, a Norwegian limited company listed on the Oslo Stock Exchange.

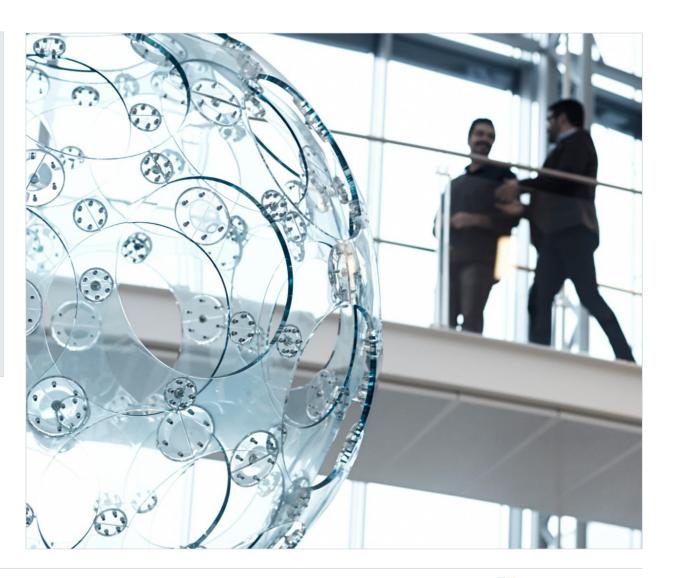
Aker Solutions ASA merged with Kværner ASA in November 2020. The consolidated financial statements in this report include financial performance and position of both companies and its subsidiaries from the earliest period presented (January 1, 2019) based on the bookvalue approach.

The same measurement principles as presented in the Annual Report 2021 have been used when preparing this report. The report does not meet all disclosure requirements in IAS 34 (Interim Financial Reporting) and the figures are not audited.

#### **Alternative Performance Measures**

Aker Solutions discloses alternative performance measures in addition to those normally required by IFRS as such performance measures are frequently used by securities analysts, investors and other interested parties.

Alternative performance measures are meant to provide an enhanced insight into the operations, financing and future prospects of the company.





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#### **Profit Measures**

EBITDA and EBIT terms are presented as they are used by financial analysts and investors. Special items are excluded from EBITDA and EBIT as alternative measures to provide enhanced insight into the financial development of the business operations and to improve comparability between different periods.

**EBITDA** is short for earnings before interest, taxes, depreciation and amortization. EBITDA corresponds to the "operating income before depreciation, amortization and impairment" in the consolidated income statement in the annual report.

**EBIT** is short for earnings before interest and taxes. EBIT corresponds to "operating income" in the consolidated income statement in the annual report.

**Margins** such as EBITDA margin and EBIT margin are used to compare relative profit between periods. EBITDA margin and EBIT margin are calculated as EBITDA or EBIT divided by revenue.

**Special items** may not be indicative of the ongoing operating result of cash flows of the company. Profit measures excluding special items are presented as alternative measures to improve comparability of the underlying business performance between the periods.

	Renewa Fie Develo	ld	Electrifi Mainten Modific	ance &	Sub	sea	Oth elimin		Aker So	olutions
NOK million	3Q 2022	3Q 2021	3Q 2022	3Q 2021	3Q 2022	3Q 2021	3Q 2022	3Q 2021	3Q 2022	3Q 2021
Revenue	3,551	2,499	2,938	2,406	3,451	2,385	96	25	10,035	7,314
Non-qualifying hedges	-	-	-	-	-	-	6	(3)	6	(3)
Sum of special items excluded from revenue	-	-	-	-	-	-	6	(3)	6	(3)
Revenue ex. special items	3,551	2,499	2,938	2,406	3,451	2,385	101	21	10,041	7,311
EBITDA	124	89	146	113	603	330	(137)	(91)	736	441
Restructuring cost	0	0	(0)	13	(0)	5	-	0	(0)	19
Non-qualifying hedges	-	-	-	-	-	-	(4)	(1)	(4)	(1)
Other special items	-	-	-	-	-	-	17	1	17	1
Sum of special items excluded from EBITDA	0	0	(0)	13	(0)	5	13	(0)	13	18
EBITDA ex. special items	124	89	146	126	603	336	(123)	(92)	749	459
EBITDA margin	3.5 %	3.6 %	5.0 %	4.7 %	17.5 %	13.8 %			7.3 %	6.0 %
EBITDA margin ex. special items	3.5 %	3.6 %	5.0 %	5.2 %	17.5 %	14.1 %			7.5 %	6.3 %
EBIT	48	19	120	84	458	169	(109)	(94)	517	178
Sum of special items excluded from EBITDA	0	0	(0)	13	(0)	5	13	(0)	13	18
Impairments	0	-	- '	0	- '	2	(54)	(20)	(54)	(19)
Sum of special items excluded from EBIT	0	0	(0)	13	(0)	7	(41)	(21)	(41)	(0)
EBIT ex. special items	48	19	120	97	458	176	(150)	(115)	476	178
EBIT margin	1.3 %	0.8 %	4.1 %	3.5 %	13.3 %	7.1 %			5.1 %	2.4 %
EBIT margin ex. special items	1.3 %	0.8 %	4.1 %	4.0 %	13.3 %	7.4 %			4.7 %	2.4 %
Net income									285	100
Sum of special items excluded from EBIT									(41)	(0)
Non-qualifying hedges									24	4
Tax effects on special items									(3)	(3)
Net income ex. special items									265	101
Net income to non-controlling interests									20	5
Net income ex. non-controlling interests									285	106
Average number of shares (in '000)									489,128	489,740
Earnings per share <sup>1)</sup>									0.62	0.21
Earnings per share ex. special items <sup>2)</sup>									0.58	0.22



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<sup>&</sup>lt;sup>1)</sup> Earnings per share is calculated using Net income, adjusted for non-controlling interests, divided by average number of shares

<sup>&</sup>lt;sup>2)</sup> Earnings per share ex. special items is calculated using Net income ex. Special items, adjusted for non-controlling interests, divided by average number of shares

#### **Financing Measures**

Alternative financing and equity measures are presented as they are indicators of the company's ability to obtain financing and service its debts.

**Liquidity buffer** (available liquidity) is a measure of available cash and is calculated by adding together the cash and cash equivalents and the unused credit facility.

NOK million	3Q 2022	3Q 2021
Cash and cash equivalents	4,469	3,504
Credit facility (unused)	5,000	5,000
Liquidity buffer	9,469	8,504

**Net Current Operating Assets (NCOA)** or **Working Capital** is a measure of the current capital necessary to maintain operations. Working capital includes trade receivables, trade payables, accruals, provisions and current tax assets and liabilities.

NOK million	3Q 2022	3Q 2021
Current tax assets	97	89
Inventory	258	252
Customer contract assets and other receivables	4,630	4,027
Trade receivables	5,546	3,727
Prepayments	1,917	2,039
Current tax liabilities	(70)	(72)
Provisions	(1,774)	(721)
Trade payables	(2,660)	(1,906)
Other payables	(7,963)	(6,676)
Customer contract liabilities	(2,329)	(1,426)
Net current operating assets (NCOA)	(2,347)	(666)

**Net interest-bearing debt to EBITDA (leverage ratio)** is a key financial measure that is used by management to assess the borrowing capacity of a company. The ratio shows how many years it would take for a company to pay back its debt if net debt and EBITDA are held constant. The ratio is one of the debt covenants of the company.

The ratio is calculated as net interest-bearing debt (total principal debt outstanding less unrestricted cash) divided by EBITDA. If a company has more cash than debt, the ratio can be negative. The leverage ratio for Aker Solutions does not include the effects of IFRS 16 Leasing, as the debt covenants are based on frozen GAAP.

Further, the EBITDA is calculated based on the last four quarter period and it excludes certain special items as defined in the loan agreements, such as restructuring of offices (onerous leases) and other restructuring costs.

NOK million, x times	3Q 2022	3Q 2021
Non-current borrowings	960	944
Current borrowings	40	1,454
Cash and cash equivalents	(4,469)	(3,504)
Net interest-bearing debt	(3,469)	(1,106)
Trailing four quarters:		
EBITDA	2,571	1,341
IFRS 16 effects excl. onerous lease cost	584	508
EBITDA excl. IFRS 16 effects and onerous lease cost	1,986	833
Onerous lease cost (IAS 17)	(0)	0
Restructuring cost	1	85
Non-qualifying hedges	13	(15)
Gain on non-cash dividend distribution and sale of PPE	-	(45)
Net operating cost, divested businesses	-	-
Adjusted EBITDA	2,001	859
Net interest-bearing debt to EBITDA (leverage ratio)	-1.7x	-1.3x

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#### **Order Intake Measures**

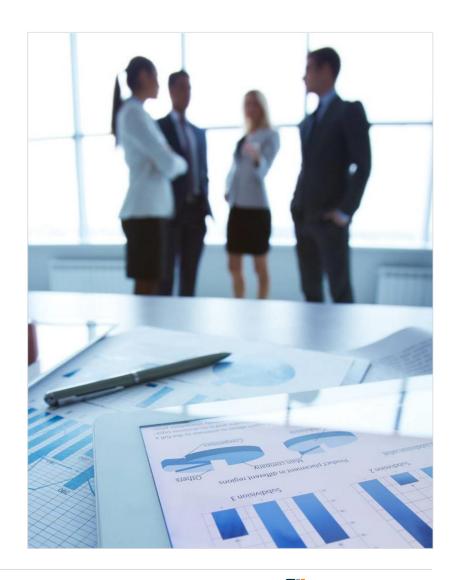
Order intake, order backlog and book-to-bill ratios are presented as alternative performance measures, as they are indicators of the company's revenues and operations in the future.

**Order intake** includes new agreed customer contracts in the period in addition to expansion of existing contracts. For construction contracts, the order intake includes the value of agreed contracts and options, and value of agreed change orders and options. It does not include potential options and change orders. For service contracts, the order intake is based on estimated customer revenue in periods that are firm in the contracts.

**Order backlog** represents the estimated value of remaining work on agreed customer contracts. The order backlog does not include parts of the services contracts, which is short-cycled or book-and-turn in nature. The order backlog does also not include potential growth or value of options in existing contracts.

**Book-to-bill ratio** is calculated as order intake divided by revenue in the period. A book-to-bill ratio higher than 1 means that the company has secured more contracts in the period than what has been executed in the same period.

NOK million, x times		3Q 2022			3Q 2021	
		Revenue			Revenue	
	Order intake	from customer	Book-to-bill	Order intake	from customer	Book-to-bill
		contracts			contracts	
Renewables and Field Development	4,881	3,551	1.4x	4,952	2,498	2.0x
Electrification, Maintenance and Modifications	1,766	2,938	0.6x	2,180	2,408	0.9x
Subsea	1,550	3,450	0.4x	2,481	2,383	1.0x
Other/eliminations	11	56		(81)	(39)	
Aker Solutions	8,208	9,994	0.8x	9,532	7,250	1.3x





# **Special Items**

NOK million, (Gain) / Loss

Special items (EBITDA)	3Q 2020	4Q 2020	FY 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	FY 2021	1Q 2022	2Q 2022	3Q 2022
Restructuring	183	61	516	2	3	19	0	25	1	0	(0)
Non-qualifying hedges	(1)	(5)	(4)	(7)	(2)	(1)	3	(7)	(18)	32	(4)
Gain on dividend distribution of CCUS and AOW shares	(804)	(3)	(808)	-	-	-	-	-	-	-	-
(Gain) loss on sale of subsidiaries	-	(42)	(42)	-	-	-	-	-	-	-	-
(Gain) loss on sale of PPE	(3)	0	(3)	-	-	-	-	-	-	-	-
Other special items	(1)	27	39	2	3	1	6	12	2	6	17
Total special items EBITDA	(626)	38	(302)	(2)	4	18	9	29	(14)	38	13
Special items (EBIT)											
Impairments	19	457	1,027	2	11	(19)	58	52	-	11	(54)
Total special items EBIT	(607)	495	725	(1)	16	(0)	67	81	(14)	49	(41)

The table shows the Special items to be added to reported figures to get underlying figures



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### **Income Statement**

#### NOK million

NOK IIIIIIOII											
Income statement consolidated	3Q 2020	4Q 2020	FY 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	FY 2021	1Q 2022	2Q 2022	3Q 2022
Revenue	7,198	6,875	29,396	6,470	7,020	7,314	8,668	29,473	8,291	10,635	10,035
Operating expenses	(6,122)	(6,792)	(27,857)	(6,041)	(6,632)	(6,873)	(8,085)	(27,631)	(7,693)	(9,982)	(9,299)
EBITDA	1,077	83	1,539	429	388	441	583	1,842	598	653	736
Of which related to hedging	1	5	4	7	2	1	(3)	7	18	(32)	4
Depreciation and amortization	(302)	(303)	(1,287)	(259)	(266)	(282)	(289)	(1,097)	(267)	(273)	(273)
Impairment	(19)	(457)	(1,027)	(2)	(11)	19	(58)	(52)	-	(11)	54
EBIT	755	(677)	(776)	169	110	178	237	693	331	369	517
Net interest cost	(99)	(103)	(404)	62	(75)	(67)	(61)	(141)	(67)	(57)	(27)
Net other financial items	(16)	(61)	(134)	(24)	2	0	(10)	(32)	17	108	(39)
Net financial cost	(115)	(165)	(538)	38	(73)	(67)	(71)	(173)	(50)	51	(67)
Net income (loss) before tax	641	(842)	(1,314)	206	37	111	166	520	281	420	450
Income tax	(350)	(2)	(206)	(180)	22	(11)	(103)	(271)	(105)	(145)	(165)
Net income (loss) for the period	291	(844)	(1,520)	27	60	100	63	249	175	276	285
Net income attributable to:											
Equity holders of the parent company	296	(852)	(1,540)	27	61	104	62	254	164	269	305
Non-controlling interests	(6)	(832)	(1,340)	(0)	(1)	(5)	1	(5)	104	7	(20)
Non-controlling interests	(0)	O	20	(0)	(1)	(3)	'	(3)	11	′	(20)
EBITDA margin	15.0 %	1.2 %	5.2 %	6.6 %	5.5 %	6.0 %	6.7 %	6.2 %	7.2 %	6.1 %	7.3 %
Basic earnings per share (NOK)	0.60	(1.73)	(3.13)	0.05	0.12	0.21	0.13	0.52	0.34	0.55	0.62
Dividend per share (NOK)	-	-	-	-	-	-	-	0.20	-	-	-

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### **Cash Flow**

#### NOK million

NOR IIIIIIOII											
Cash flow	3Q 2020	4Q 2020	FY 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	FY 2021	1Q 2022	2Q 2022	3Q 2022
Net profit	291	(844)	(1,520)	27	60	100	63	249	175	276	285
Change in cash flow from operating activities	604	1,455	2,421	455	200	476	1,418	2,549	1,409	(303)	484
Net cash flow from operating activities	894	611	901	482	259	576	1,481	2,799	1,584	(28)	769
Acquisition of property, plant and equipment	(47)	(74)	(431)	(25)	(26)	(42)	(125)	(218)	(33)	(91)	(151)
Payments for capitalized development	(59)	(9)	(197)	(29)	(32)	(34)	(48)	(144)	(29)	(26)	(25)
Acquisition of subsidiaries, net of cash acquired	-	-	-	-	-	-	-	-	(126)	8	(4)
Change in current interest-bearing receivables	-	(0)	(0)	20	(16)	-	(0)	4	(9)	(0)	9
Sub-lease income received	(1)	45	107	32	31	31	31	125	28	32	33
Interest received	20	17	95	161	14	21	24	220	19	32	43
Cash flow from other investing activities	193	74	155	9	1	1	8	18	3	1	25
Net cash flow from investing activities	107	53	(271)	168	(28)	(23)	(111)	6	(147)	(44)	(70)
Change in external borrowings	(29)	(2,053)	(733)	(41)	(47)	(222)	(42)	(352)	(491)	(22)	(950)
Lease installments paid	(148)	(204)	(669)	(194)	(126)	(158)	(201)	(680)	(175)	(166)	(169)
Paid dividends	(19)	-	(19)	-	-	-	(3)	(3)	-	(97)	(0)
Interest paid	(115)	(94)	(451)	(97)	(75)	(85)	(83)	(340)	(87)	(87)	(76)
Other financing activities	(5)	(16)	(86)	(22)	0	(26)	(2)	(49)	(0)	0	(2)
Net cash flow from financing activities	(316)	(2,367)	(1,958)	(354)	(249)	(490)	(331)	(1,424)	(753)	(372)	(1,196)
Net increase (decrease) in cash and cash equivalents	685	(1,703)	(1,328)	296	(18)	63	1,040	1,381	685	(443)	(497)
Cash and cash equivalents as at the beginning of the period	4,392	5,037	4,483	3,171	3,457	3,459	3,504	3,171	4,560	5,198	5,026
Effect of exchange rate changes on cash and cash equivalents	(41)	(163)	16	(10)	19	(17)	16	8	(47)	272	(60)
Cash and cash equivalents at the end of the period	5,037	3,171	3,171	3,457	3,459	3,504	4,560	4,560	5,198	5,026	4,469

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### **Balance Sheet – Assets**

#### NOK million

Assets	3Q 2020	4Q 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	1Q 2022	2Q 2022	3Q 2022
Property, plant and equipment	3,912	3,567	3,400	3,397	3,262	3,231	3,269	3,424	3,533
Intangible assets including Goodwill	6,002	5,825	5,806	5,768	5,743	5,724	5,808	6,101	6,064
Right-of-use assets and investment property	3,451	2,938	2,926	2,837	2,623	2,803	2,746	2,824	2,693
Deferred tax assets	837	464	527	500	520	581	540	671	593
Non-current lease receivables	720	668	582	551	708	634	569	572	580
Investments in other companies	159	318	313	296	336	262	221	94	101
Interest-bearing receivables	229	196	200	202	250	206	209	212	215
Other non-current assets	22	9	10	5	5	22	19	28	20
Total non-current assets	15,332	13,984	13,764	13,556	13,446	13,463	13,381	13,927	13,800
Current tax assets	98	83	81	76	89	69	62	79	97
Inventories	237	255	285	280	252	293	211	229	258
Trade receivables	3,120	2,945	3,816	3,762	3,727	4,677	4,256	4,782	5,546
Customer contract assets and other receivables	5,965	4,655	3,686	3,632	4,027	3,713	3,833	4,648	4,630
Prepayments	1,656	1,312	1,359	1,507	2,039	1,774	1,940	1,652	1,917
Derivative financial instruments	186	223	162	290	168	175	450	502	484
Interest-bearing receivables	211	200	174	173	137	143	143	150	133
Cash and cash equivalents	5,037	3,171	3,457	3,459	3,504	4,560	5,198	5,026	4,469
Total current assets	16,510	12,843	13,021	13,179	13,943	15,405	16,091	17,068	17,534
Total assets	31,842	26,827	26,785	26,735	27,389	28,868	29,472	30,995	31,334



# **Balance Sheet – Liabilities and Equity**

#### **NOK** million

NOK MILLION									
Liabilities and equity	3Q 2020	4Q 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	1Q 2022	2Q 2022	3Q 2022
Total equity attributable to the parent	9,141	7,870	7,784	7,903	7,870	7,833	8,011	8,727	9,129
Non-controlling interests	58	38	38	37	35	28	39	64	41
Total equity	9,199	7,908	7,822	7,940	7,904	7,861	8,050	8,791	9,169
Non-current borrowings	4,535	2,513	2,503	2,498	944	925	907	958	960
Non-current lease liabilities	4,757	4,468	4,339	4,183	4,048	4,056	3,874	3,942	3,707
Pension obligations	974	1,082	1,049	1,025	1,002	1,010	987	982	962
Deferred tax liabilities	553	223	405	336	296	333	320	517	524
Other non-current liabilities	3	5	6	2	2	4	30	25	26
Total non-current liabilities	10,822	8,291	8,304	8,043	6,292	6,327	6,118	6,423	6,179
Current tax liabilities	223	108	61	59	72	69	73	55	70
Current borrowings	250	202	160	125	1,454	1,434	963	996	40
Current lease liabilities	627	643	617	649	679	692	665	707	705
Provisions	632	590	627	720	721	784	901	1,519	1,774
Trade payables	2,725	2,125	2,137	1,338	1,906	1,429	2,007	2,360	2,660
Other payables	6,359	5,696	5,320	6,206	6,676	7,372	7,568	7,790	7,963
Customer contract liabilities	824	1,010	1,201	1,332	1,426	2,656	2,542	1,974	2,329
Derivative financial instruments	180	254	535	323	260	242	585	380	446
Total current liabilities	11,821	10,628	10,658	10,752	13,193	14,679	15,305	15,781	15,985
Total liabilities and equity	31,842	26,827	26,785	26,735	27,389	28,868	29,472	30,995	31,334

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# **Split Per Segment**

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EBIT margin

NOK million											
Revenue	3Q 2020	4Q 2020	FY 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	FY 2021	1Q 2022	2Q 2022	3Q 2022
Renewables and Field Development	2,538	2,879	10,829	2,750	2,655	2,499	2,721	10,625	2,795	3,958	3,551
Electrification, Maintenance and Modifications	1,877	2,052	8,733	1,863	2,360	2,406	2,568	9,197	2,490	3,160	2,938
Subsea	2,091	1,939	9,457	1,907	2,046	2,385	3,374	9,712	2,983	3,386	3,451
Other	861	52	982	31	22	70	81	204	51	152	119
Eliminations	(168)	(48)	(606)	(81)	(64)	(45)	(76)	(266)	(27)	(20)	(24)
Revenue	7,198	6,875	29,396	6,470	7,020	7,314	8,668	29,473	8,291	10,635	10,035
EBITDA	3Q 2020	4Q 2020	FY 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	FY 2021	1Q 2022	2Q 2022	3Q 2022
Renewables and Field Development	123	245	434	248	94	89	104	535	101	76	124
Electrification, Maintenance and Modifications	64	(188)	27	74	124	113	92	402	140	189	146
Subsea	238	(11)	569	172	224	330	518	1,244	429	525	603
Other	652	37	509	(64)	(53)	(91)	(131)	(340)	(73)	(137)	(137)
EBITDA	1,077	83	1,539	429	388	441	583	1,842	598	653	736
EDITO A vera veries	20.0000	40.0000	EV 2022	40.0004	00.0004	20.0004	40.0004	EV 2024	40.0000	20 2022	20.0000
EBITDA margin	3Q 2020	4Q 2020	FY 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	FY 2021	1Q 2022	2Q 2022	3Q 2022
Renewables and Field Development	4.9 %	8.5 %	4.0 %	9.0 %	3.5 %	3.6 %	3.8 %	5.0 %	3.6 %	1.9 %	3.5 %
Electrification, Maintenance and Modifications	3.4 %	-9.2 %	0.3 %	4.0 %	5.2 %	4.7 %	3.6 %	4.4 %	5.6 %	6.0 %	5.0 %
Subsea	11.4 %	-0.6 %	6.0 %	9.0 %	10.9 %	13.8 %	15.4 %	12.8 %	14.4 %	15.5 %	17.5 %
EBITDA margin	15.0 %	1.2 %	5.2 %	6.6 %	5.5 %	6.0 %	6.7 %	6.2 %	7.2 %	6.1 %	7.3 %
EBIT	3Q 2020	4Q 2020	FY 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	FY 2021	1Q 2022	2Q 2022	3Q 2022
Renewables and Field Development	88	189	153	193	28	19	78	317	31	0	48
Electrification, Maintenance and Modifications	23	(185)	(234)	44	94	84	51	273	114	163	120
Subsea	34	(304)	(623)	27	69	169	362	627	282	377	458
Other	610	(377)	(72)	(96)	(81)	(94)	(254)	(524)	(96)	(171)	(109)
EBIT	755	(677)	(776)	169	110	178	237	693	331	369	517
EBIT margin	3Q 2020	4Q 2020	FY 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	FY 2021	1Q 2022	2Q 2022	3Q 2022
Renewables and Field Development	3.5 %	6.6 %	1.4 %	7.0 %	1.0 %	0.8 %	2.9 %	3.0 %	1.1 %	0.0 %	1.3 %
Electrification, Maintenance and Modifications	1.2 %	-9.0 %	-2.7 %	2.4 %	4.0 %	3.5 %	2.0 %	3.0 %	4.6 %	5.1 %	4.1 %
Subsea	1.6 %	-15.7 %	-6.6 %	1.4 %	3.4 %	7.1 %	10.7 %	6.5 %	9.4 %	11.1 %	13.3 %



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-2.6 %

2.6 %

1.6 %

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4.0 %

3.5 %

5.1 %

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-9.8 %

10.5 %

# **Split Per Segment**

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NCOA	3Q 2020	4Q 2020		1Q 2021	2Q 2021	3Q 2021	4Q 2021		1Q 2022	2Q 2022	3Q 2022
NCOA	312	(280)		(118)	(398)	(666)	(1,784)		(2,791)	(2,307)	(2,347)
Order intake	3Q 2020	4Q 2020	FY 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	FY 2021	1Q 2022	2Q 2022	3Q 2022
Renewables and Field Development	2,304	3,368	11,402	2,630	1,231	4,952	5,214	14,028	1,543	6,040	4,881
Electrification, Maintenance and Modifications	4,353	1,910	13,792	4,068	2,202	2,180	1,432	9,882	4,459	3,858	1,766
Subsea	2,331	1,948	9,076	2,788	8,829	2,481	2,738	16,837	1,094	3,686	1,550
Other and eliminations	147	(453)	(107)	(43)	(29)	(81)	(128)	(281)	(57)	64	11
Order intake	9,135	6,774	34,163	9,444	12,232	9,532	9,257	40,466	7,039	13,647	8,208
Order backlog	3Q 2020	4Q 2020		1Q 2021	2Q 2021	3Q 2021	4Q 2021		1Q 2022	2Q 2022	3Q 2022
Renewables and Field Development	8,001	10,632		10,063	8,818	11,599	14,058		12,590	15,139	16,255
Electrification, Maintenance and Modifications	18,760	16,527		18,954	18,769	18,576	17,553		19,345	20,626	19,542
Subsea	11,198	10,912		11,675	18,365	18,470	17,826		16,145	16,705	14,927
Other and eliminations	182	(91)		(185)	(167)	(209)	(269)		(67)	252	223
Order backlog	38,142	37,979		40,507	45,786	48,436	49,168		48,013	52,722	50,947
Own employees	3Q 2020	4Q 2020		1Q 2021	2Q 2021	3Q 2021	4Q 2021		1Q 2022	2Q 2022	3Q 2022
Renewables and Field Development	4,002	4,675		4,535	4,550	4,452	4,553		4,795	4,962	5,274
Electrification, Maintenance and Modifications	5,624	5,694		5,925	6,200	6,216	6,085		5,792	4,435	4,408
Subsea	3,169	3,500		3,431	3,428	3,465	3,607		3,736	3,927	4,281
Other	2,024	625		600	611	755	767		802	1,007	1,034
Own employees	14,819	14,494		14,491	14,789	14,888	15,012		15,125	14,331	14,997



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### **Split Per Segment – Excluding Special Items**

#### NOK million

EBITDA (excl. special items)	3Q 2020	4Q 2020	FY 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	FY 2021	1Q 2022	2Q 2022	3Q 2022
Renewables and Field Development	193	259	549	248	95	89	108	540	102	76	124
Electrification, Maintenance and Modifications	66	(124)	161	76	126	126	92	420	140	189	146
Subsea	242	16	748	172	224	336	512	1,244	429	525	603
Other	(50)	(30)	(222)	(69)	(53)	(92)	(120)	(333)	(88)	(99)	(123)
EBITDA (excl. special items)	451	121	1,236	427	392	459	593	1,871	583	691	749

EBITDA margin (excl. special items)	3Q 2020	4Q 2020	FY 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	FY 2021	1Q 2022	2Q 2022	3Q 2022
Renewables and Field Development	7.6 %	9.0 %	5.1 %	9.0 %	3.6 %	3.6 %	4.0 %	5.1 %	3.6 %	1.9 %	3.5 %
Electrification, Maintenance and Modifications	3.5 %	-6.1 %	1.8 %	4.1 %	5.3 %	5.2 %	3.6 %	4.6 %	5.6 %	6.0 %	5.0 %
Subsea	11.6 %	0.8 %	7.9 %	9.0 %	11.0 %	14.1 %	15.2 %	12.8 %	14.4 %	15.5 %	17.5 %
EBITDA margin (excl. special items)	7.0 %	1.8 %	4.3 %	6.6 %	5.6 %	6.3 %	6.8 %	6.4 %	7.0 %	6.5 %	7.5 %

EBIT (excl. special items)	3Q 2020	4Q 2020	FY 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	FY 2021	1Q 2022	2Q 2022	3Q 2022
Renewables and Field Development	153	206	324	193	29	19	44	285	32	3	48
Electrification, Maintenance and Modifications	20	(123)	22	46	96	97	52	291	114	163	120
Subsea	61	(208)	(45)	22	72	176	359	630	282	377	458
Other	(86)	(57)	(351)	(93)	(71)	(115)	(152)	(431)	(111)	(125)	(150)
EBIT (excl. special items)	148	(182)	(51)	168	126	178	303	775	316	418	476

EBIT margin (excl. special items)	3Q 2020	4Q 2020	FY 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	FY 2021	1Q 2022	2Q 2022	3Q 2022
Renewables and Field Development	6.0 %	7.1 %	3.0 %	7.0 %	1.1 %	0.8 %	1.6 %	2.7 %	1.1 %	0.1 %	1.3 %
Electrification, Maintenance and Modifications	1.1 %	-6.0 %	0.3 %	2.5 %	4.1 %	4.0 %	2.0 %	3.2 %	4.6 %	5.1 %	4.1 %
Subsea	2.9 %	-10.7 %	-0.5 %	1.2 %	3.5 %	7.4 %	10.6 %	6.5 %	9.5 %	11.1 %	13.3 %
EBIT margin (excl. special items)	2.3 %	-2.7 %	-0.2 %	2.6 %	1.8 %	2.4 %	3.5 %	2.6 %	3.8 %	4.0 %	4.7 %

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# **Order Backlog by Market**

#### NOK billion. %

,		
Order Backlog by Market	3Q 2021	3Q 2022
Africa	3 %	2 %
Asia Pacific	21 %	16 %
North America	13 %	11 %
Norway	60 %	54 %
Europe	1 %	14 %
South America	3 %	4 %
Total	100 %	100 %
Total backlog (NOK billion)	48.4	50.9



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