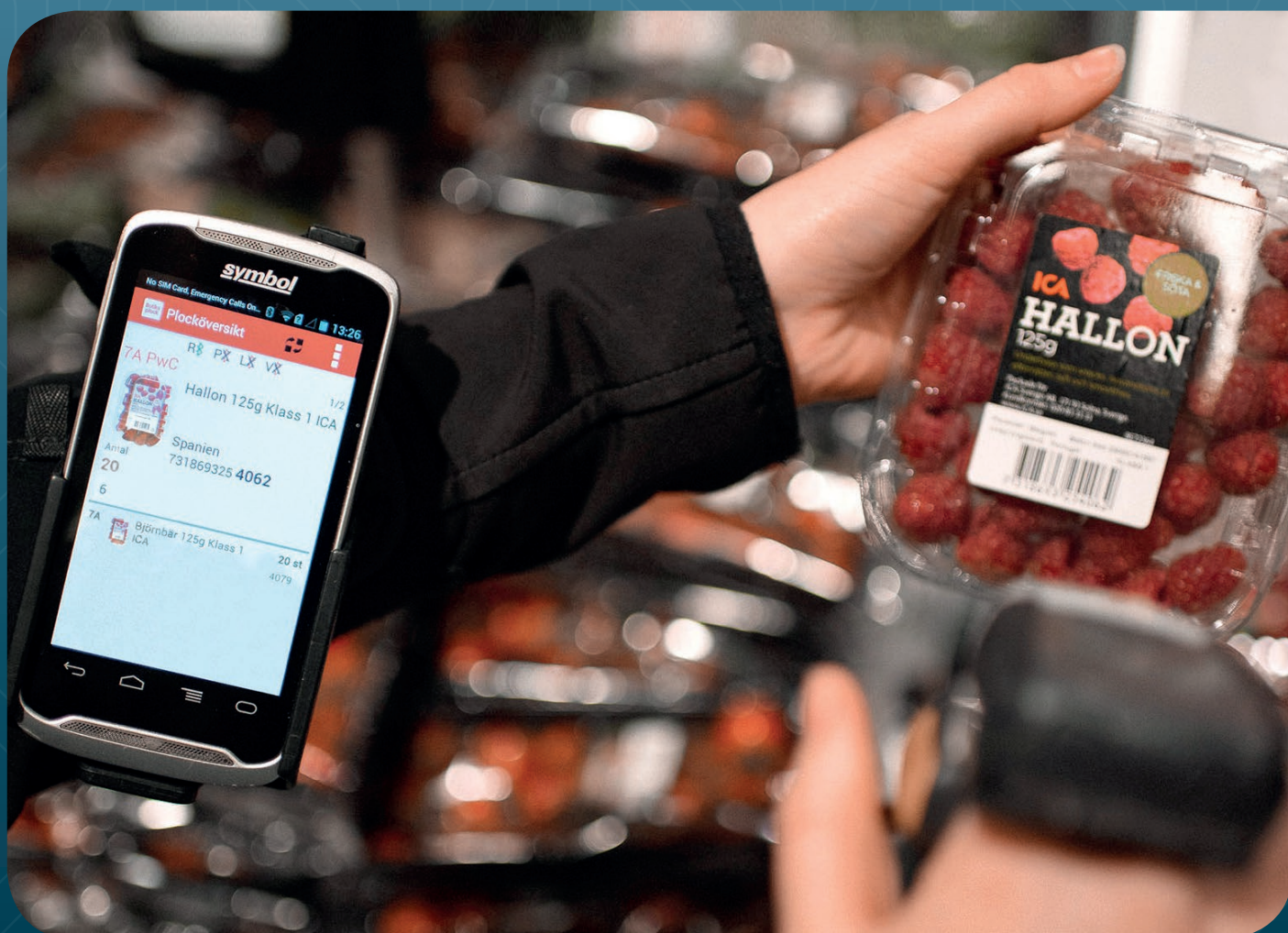




StrongPoint



Q3 and YTD 2018

Financial report and status

CHILLED



Highlights third quarter

- **Solid financial results**
 - Operating revenues: MNOK 233.3 (204.8)
 - EBITDA: MNOK 15.2 (14.1)
 - Cash flow from operational activities: MNOK 1.2 (- 2.2)
- **Important new customer contracts**
 - Electronic Shelf Labels (ESL) to up to 350 Joker-stores
 - Framework agreement of MNOK 50 on electronic shelf labels (ESL) to a speciality retail chain
 - Exclusive contract for 960 CIT cases for Sberbank
- **Reinforcement of the organization**
 - Dedicated E-commerce unit, led by Göran Thörn in Cub
 - Dedicated SVP Global Partner, Roine Gabrielsson, from January 2019
 - Technology with new SVP, Julius Stulpinas, from January 2019, and establishment of a cross-functional product development team
- **Cost optimization and focus in the future**
 - Cost savings estimated to MNOK 30 per year from January 2019
 - Organic growth of own e-commerce solutions, sales of cash management solutions through "RoadRunners", and sales of own solutions through external partners
 - Growth through M&A and partnership

Key figures

MNOK	Q3 2018	Q3 2017	YTD 2018	YTD 2017	Year 2017
Revenue	233,3	204,8	759,8	692,3	951,5
EBITDA	15,2	14,1	45,0	31,6	52,4
EBITDA margin	6,5 %	6,9 %	5,9 %	4,6 %	5,5 %
Operating profit (EBIT)	6,6	6,2	17,5	7,8	19,9
Ordinary profit before tax (EBT)	4,3	4,5	20,1	3,4	14,2
Cash flow from operational activities	1,2	-2,2	0,9	6,1	26,8
Disposable funds	49,5	37,8	49,5	37,8	54,3
Earnings per share (NOK)	0,07	0,05	0,35	0,04	0,23

StrongPoint Group

StrongPoint develops and markets technology that streamlines and simplifies store operations, as well as delivering leading e-commerce solutions. The company focuses on Retail Technology, CIT (Cash Security) and Labels.

Solid financial results

StrongPoint's 3rd quarter operating revenues increased by 14 % compared to last year and amounted to MNOK 233.3 (204.8). Turnover of own technology has increased by 30 %, for the same period. Operating revenues year to date have increased by 10 % compared to last year to a total of MNOK 759.8 (692.3).

Aftermarket revenues consists of installation revenues and monthly services and license fees, which increases in line with the installed base. In the third quarter, these revenues represented 31 % of the total revenue. The company experienced an increase in aftermarket revenues in 2015, 2016 and parts of 2017, due to major upgrade projects in Norway and Sweden. In 2018, aftermarket revenues increased due to the acquisition of Cub.

EBITDA was MNOK 15.2 (14.1) in the third quarter. Several product development projects were completed or were in the final phase, which resulted in somewhat lower development costs in the quarter. Year to date, EBITDA was MNOK 45.0 (31.6). The result included a positive net effect from non-recurring items of MNOK 4.1.

Earnings before tax (EBT) for the Group showed a profit of MNOK 4.3 (4.5) in the third quarter. Year to date, EBT is MNOK 20.1 (3.4).

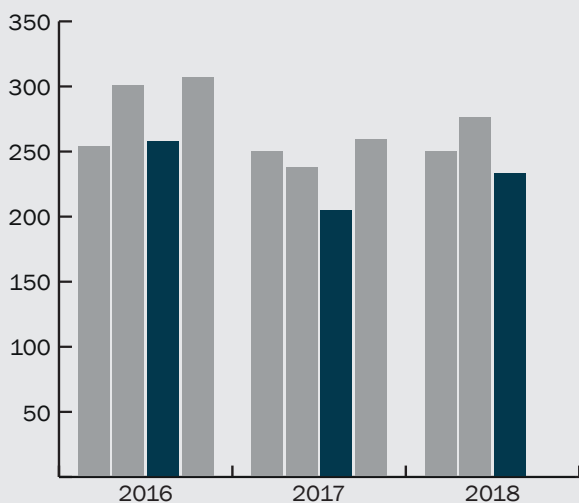
StrongPoint Cub AB, which was acquired in December 2017, has had a very positive year so far. The company experiences a growing interest for its e-commerce solution (E-Commerce Logistics Suite) from grocery chains in and outside Sweden. It is also a positive sales trend for ShopFlow Logistics, a mobile store logistics system developed by Cub. The turnover in Cub consists of a combination of consultancy revenue related to implementation and operation, annual license income and software. Year to date, the company had a turnover of MNOK 34.6 with an EBITDA of MNOK 5.3, where annual license revenues are expected to increase year over year.

Important new customer contracts

StrongPoint has entered into several important agreements during the third quarter as a supplier of Pricer's electronic shelf labels, including up to 350 Joker stores in NorgesGruppen, as well as a speciality retail

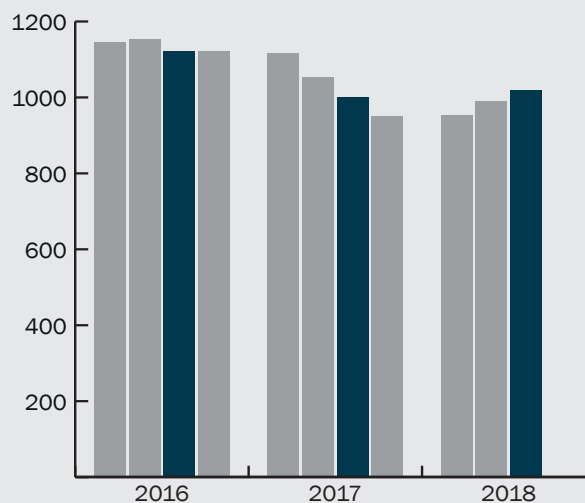
StrongPoint Group

*Operating revenue per quarter
(MNOK)*



■ Q3

*Operating revenue trailing 12 months
(MNOK)*



chain in Norway.

In the third quarter, StrongPoint received an exclusive contract for 960 CIT cases for Sberbank, Russia's largest bank.

E-commerce is an important focus area for StrongPoint and consists of solutions from both Cub (E-Commerce Logistics Suite) and Click & Collect. During the third quarter, one of Denmark's largest grocery chains chose E-Commerce Logistics Suite as an important component of its e-commerce solution. StrongPoint has received several pilot orders for Click & Collect pickup stations in the European market.

In the third quarter, StrongPoint also entered into an agreement to deliver 85 self-checkout solutions (hardware and software) to a major grocery chain in StrongPoints home market (Norway, Sweden, the Baltics).

EMEA is becoming an increasingly important market for our own technology. In the quarter, more than nine out of ten Cash Management solutions sold, were delivered to countries outside Norway and Sweden. The Cash Management solutions sold in EMEA are typically to smaller chains and independent stores.

Reinforcement of the organization

StrongPoints E-commerce business have been gathered in a common business area led by Göran Thörn in Cub. This will provide comprehensive solutions and increased expertise within E-commerce. For the first time,

StrongPoint has established a dedicated team, led by SVP Global Partner, Roine Gabriellsson, responsible for increasing sales and distribution of own solutions through partners. The position will take effect from January 2019.

StrongPoint also reorganizes its product development efforts by promoting Julius Stulpinas to SVP Technology. Until 1 January 2019, Julius will continue as SVP for the Baltics. In addition, the company now is establishing a cross-functional group to ensure faster and more accurate product modifications and product launches.

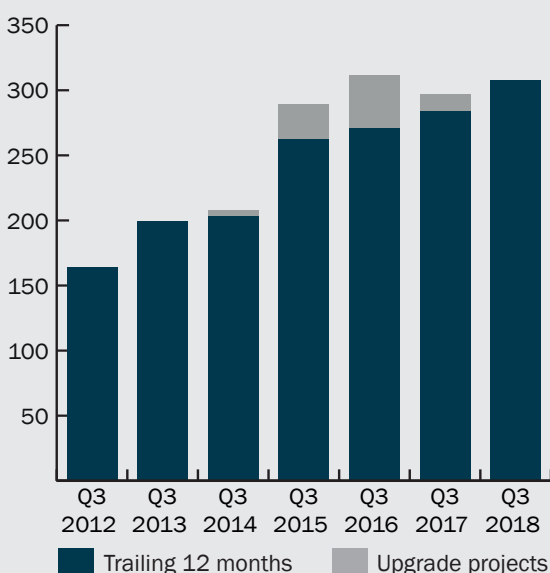
Cost optimization and focus in the future

StrongPoint has had a thorough review of its cost base and expect cost savings in the range of MNOK 30 per year, due to reduction of consultants and employees in product development, e-commerce synergies, and general reduction of administrative costs. Parts of this savings will be invested in selected focus areas. Full effect of cost optimization is expected from January 2019.

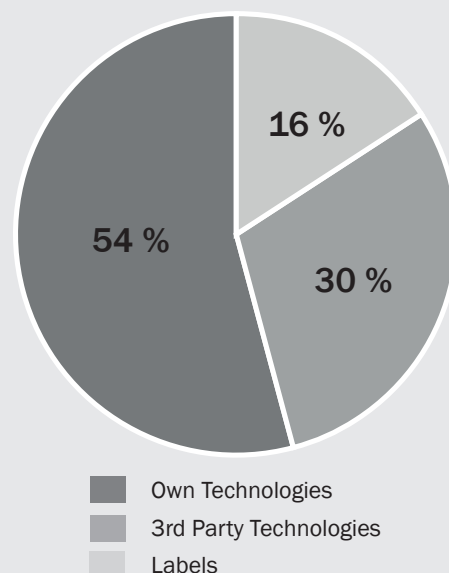
StrongPoint will focus on selling its e-commerce solutions outside Sweden, strengthening its own distribution network and sales resources in selected European markets, as well as focusing on selling its own solutions through partners by establishing the SVP Global Partner position. In addition, StrongPoint will actively search for acquisition targets and strategic agreements to grow top and bottom lines beyond what organic growth is performing on its own.

StrongPoint Group

Aftermarket revenue trailing 12 months (MNOK)



Operating revenue per business area in the third quarter



Operating revenue

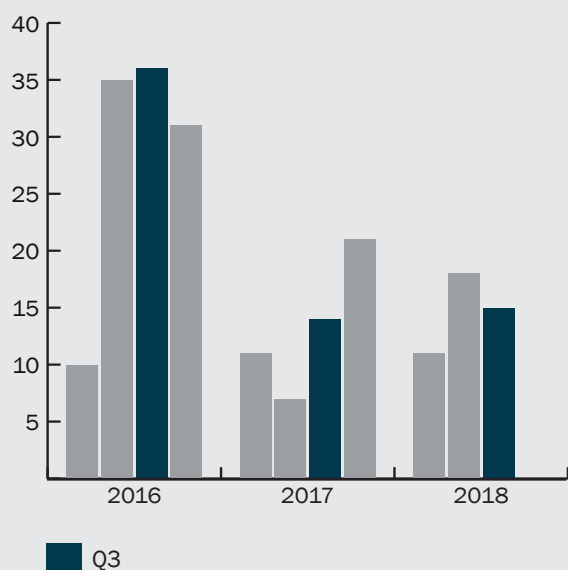
Revenue MNOK	Q3		YTD		Year
	2018	2017	2018	2017	2017
Own Tech	125,9	97,1	392,0	324,8	449,1
3rd Party	71,0	68,3	246,0	245,9	338,6
Labels	37,7	43,5	126,2	132,2	176,4
Elim / ASA	-1,2	-4,1	-4,5	-10,6	-12,6
Total	233,3	204,8	759,8	692,3	951,5

EBITDA

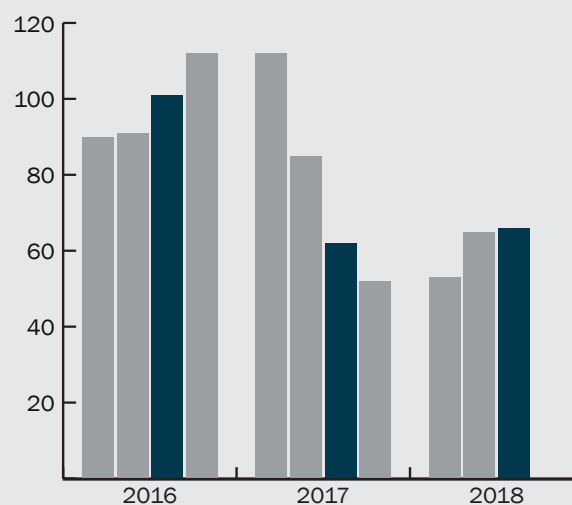
EBITDA MNOK	Q3		YTD		Year
	2018	2017	2018	2017	2017
Own Tech	5,8	4,1	17,4	11,4	20,4
3rd Party	7,6	4,8	27,6	16,4	27,0
Labels	6,5	8,6	17,5	16,1	24,9
Elim / ASA	-4,7	-3,3	-17,5	-12,3	-19,9
Total	15,2	14,1	45,0	31,6	52,4

StrongPoint Group

*EBITDA per quarter
(MNOK)*



*EBITDA trailing 12 months
(MNOK)*



Business areas

Own Technologies

Proprietary technology solutions that improves store efficiency, e-commerce and simplifies the shopping experience, and IBNS (Intelligent Banknote Neutralization System) technology, which secures ATM and CIT.

Retail Technology



E-Commerce Logistics Suite

E-Commerce Logistics Suite handles and optimizes the entire work flow of web orders - from planning, picking to delivery of goods. The solution is easy to integrate with existing systems.



Click & Collect

Click & Collect makes it possible to shop online and pick up groceries without having to deal with the shop opening hours.



Select & Collect

Select & Collect stores and ensures high-value products in store. Our customers reduce waste and inventory management becomes even more efficient.

ShopFlow Logistics

ShopFlow linked to mobile devices simplifies your in-store routines while also making them more efficient. Minimize the time put into stocktaking, take control of shipping, prices, orders and loss of goods.



Self-checkout

Self-checkout is especially suitable for retailers with a high number of transactions and having customers with medium-sized shopping carts. Our customers improve customer experience and reduce queues in the cashier area.

IBNS Technology



CIT-cases

CIT-cases based on IBNS (Intelligent Banknote Neutralisation System) technology which ensures cash during transportation.



Cash Management

Closed cash handling automates, seals and secures the cash at the cash point and in the back office. Our customers reduce costs and achieves increased flexibility, security and customer service.

3rd Party Technologies

Innovative retail solutions from leading third-party technology providers, consisting of among others ESL, POS, ERP, consulting services, scales and wrapping machines.

Labels

Leading expertise in the design and manufacturing of adhesive labels.

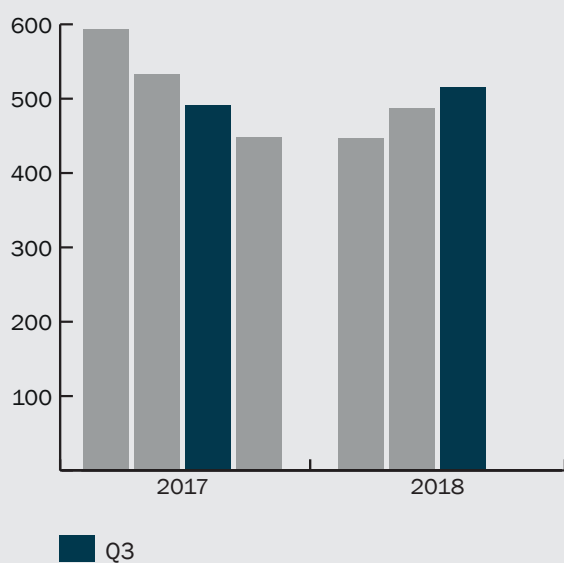
Own Technologies

Proprietary technology solutions that improves store efficiency, e-commerce and simplifies the shopping experience, and IBNS (Intelligent Banknote Neutralization System) technology, which secures ATM and CIT.

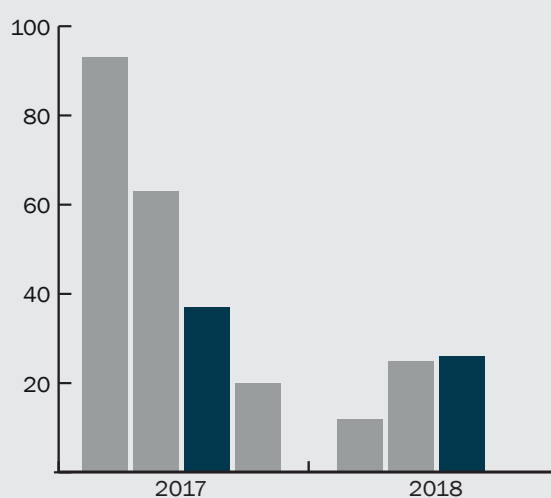
MNOK	Q3		YTD		Year
	2018	2017	2018	2017	2017
Product Sales	73,1	51,0	224,6	177,5	249,8
Service	52,7	46,0	167,4	147,3	199,2
Revenue	125,9	97,1	392,0	324,8	449,1
EBITDA	5,8	4,1	17,4	11,4	20,4
EBITDA-margin	4,6 %	4,2 %	4,4 %	3,5 %	4,5 %
EBT	1,5	0,8	5,3	2,4	7,5

Own Technologies

Operating revenue trailing 12 months
(MNOK)



EBITDA trailing 12 months
(MNOK)



Norway

MNOK	Q3		YTD		Year
	2018	2017	2018	2017	2017
Product sales	9,5	3,6	20,1	31,8	45,5
Service	18,8	18,0	54,8	60,9	79,4
Revenue	28,3	21,6	74,9	92,7	124,9

In the third quarter, Norway's first automated pickup station (Click & Collect) was installed at MENY Strømmen Storsenter.

Plantasjen has chosen Cash Management solutions from StrongPoint. Deliveries started in the third quarter.

The upgrade and replacement project of existing Cash Management solutions, to handle new bank-notes in Norway, was completed in the second quarter 2017. There is now a large installed base of modern cash handling solutions in Norwegian stores. This has resulted in a decline in revenue from new systems in 2018.

In the first half, a replacement campaign for Select & Collect (Vensafe) was initiated for the big grocery chains, resulting in 45 solutions sold.

Sweden

MNOK	Q3		YTD		Year
	2018	2017	2018	2017	2017
Product sales	26,9	9,4	53,8	37,5	55,7
Service	25,9	17,7	79,9	53,9	73,8
Revenue	52,8	27,2	133,7	91,3	129,5

StrongPoint Cub is experiencing an increasing demand for its e-commerce software solution, as well as ShopFlow Logistics (a mobile retail logistics system) from both existing and new customers.

Coop has started picking in stores. Previously, e-commerce orders were picked in their darkstores. The decision of starting to pick in stores has led to an increase in the use of StrongPoint's E-Commerce Logistics Suite.

Based on their good experiences with Click & Collect, a Swedish retail chain ordered another 17 pickup stations. The company already has 44 Click & Collect pickup stations.

Baltic/Russia

MNOK	Q3		YTD		Year
	2018	2017	2018	2017	2017
Product sales	0,0	0,0	0,0	7,1	22,0
Service	3,2	1,0	6,9	3,6	6,1
Revenue	3,3	1,0	7,0	10,6	28,2

During the third quarter, StrongPoint has installed 6 Click & Collect pickup stations at Coop Estonia, as well as pickup stations in Lithuania. This customer also has a pilot installation with StrongPoint Cub's E-Commerce Logistics Suite.

Installations of Click & Collect pickup stations in Russia takes longer time than expected. The reason for this is that the customer, Utkonos, still evaluates the installed pickup stations, as well as challenges related to access to appropriate locations and permissions from public authorities.

StrongPoint has been chosen as an exclusive supplier of 960 CIT cases to Russia's largest bank, Sberbank. The agreement was signed by the parties in the third quarter and will be completed during the year.

EMEA/APAC

MNOK	Q3		YTD		Year
	2018	2017	2018	2017	2017
Product sales	36,7	38,0	150,6	101,2	126,6
Service	4,7	9,3	25,8	28,9	39,9
Revenue	41,5	47,3	176,4	130,1	166,5

One of Denmark's largest retail chains has chosen StrongPoint's E-Commerce Logistics Suite. The first installations are already in place, with additional installations in 2019

StrongPoint's e-commerce solutions are being presented to the largest chains in Europe, and the company has great expectations for these solutions. In the second quarter, a Click & Collect pilot was installed at COOP in Italy. This pilot will be evaluated by the end of 2018. StrongPoint has received orders for two pilots on Click & Collect in Spain.

The development in the prioritized markets outside Norway, Sweden and the Baltics are very positive. EMEA accounted for more than 9 out of 10 Cash Management solutions delivered in the third quarter.

In 2016, StrongPoint and Alimerka entered into a "cash management as a service" agreement. A total of

725 solutions was installed, which are 225 solutions more than originally planned. The roll out has been a success. After renting the solutions for two years, Alimerka chose to buy the remaining contract period. In the second quarter, MNOK 36.0 was booked as revenue from the sale of the rental agreement. Service Level Agreement (SLA) and software licenses will continue to run throughout the life of the contract.

There is high activity in the Spanish market, and StrongPoint is working to recruit more agents (RoadRunners). These are small selected sales and service companies, which focus on selling Cash Management solutions. This is a well-proven concept, which StrongPoint has developed the last years, and which the company wishes to build on in Spain and in other selected markets.

Based on the success of "cash management as a service" to Alimerka, StrongPoint wants to offer similar solutions to other Spanish customers.

StrongPoint has strengthened its sales team in Germany with a new senior Sales Manager, and are

looking for a replacement for the Country Manager. For the second consecutive year, the company has near doubled its revenue from Cash Management solutions in the country. Volumes are still low compared to France and Spain, but the development is very positive

Aramark in Spain has, after running pilots from several suppliers, chosen StrongPoint Cash Management as its main cash management solution for selected Spanish Aramark restaurants.

Early in September 2018, StrongPoint APAC received an order for Cash Management solutions from an airport rail company in Malaysia. The solutions will be installed during the fourth quarter.

Roine Gabrielsson is going to be SVP Global Partners, January 1, 2019 and will be located in Kista. Due to this, StrongPoint is working with a further operational plan for APAC.

3rd Party Technologies

Innovative retail solutions from leading third-party technology providers, consisting of among others ESL, POS, ERP, consulting services, scales and wrapping machines.

MNOK	Q3		YTD		Year
	2018	2017	2018	2017	2017
Product Sales	50,9	47,3	180,7	173,9	243,1
Service	20,1	21,0	65,3	72,0	95,5
Revenue	71,0	68,3	246,0	245,9	338,6
EBITDA	7,6	4,8	27,6	16,4	27,0
EBITDA-margin	10,7 %	7,0 %	11,2 %	6,7 %	8,0 %
EBT	5,9	3,4	21,6	11,9	19,6

The interest in electronic shelf labels is increasing, and an increasing number of our customers see the benefits of the technology. In the third quarter, NorgesGruppen in Norway chose StrongPoint as a supplier of Pricer electronic shelf labels for up to 350 Joker stores. The agreement has a value of approximately MNOK 60. Deliveries are expected to start this year and will be completed in 2019.

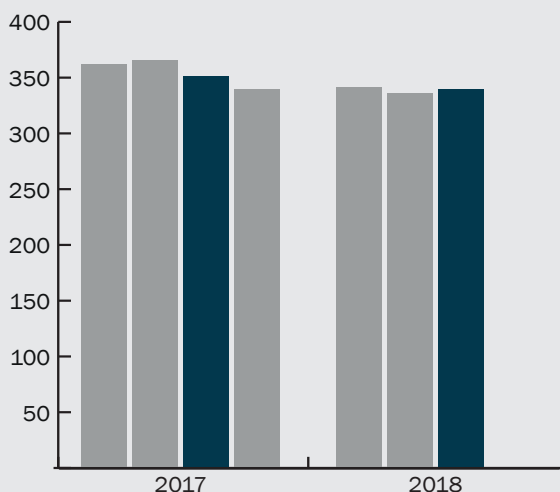
In the third quarter, a specialty retail chain in Norway entered into a framework agreement on electronic shelf labels with an estimated value of MNOK 50.

In the second quarter, Coop Norge prolonged the agreement with StrongPoint, and the company was awarded the contract of electronic shelf labels for an additional 70 Coop Extra stores. The agreement has an estimated value of MNOK 35.

In the second quarter, StrongPoint signed an agreement with a specialty retail chain in the Baltics for deliveries of ERP and POS solutions. The agreement includes software licenses and implementation of Microsoft Dynamics NAV and LS Nav for more than 700 points of sales, as well as 24/7 service level agreement. The project will last over the next three years.

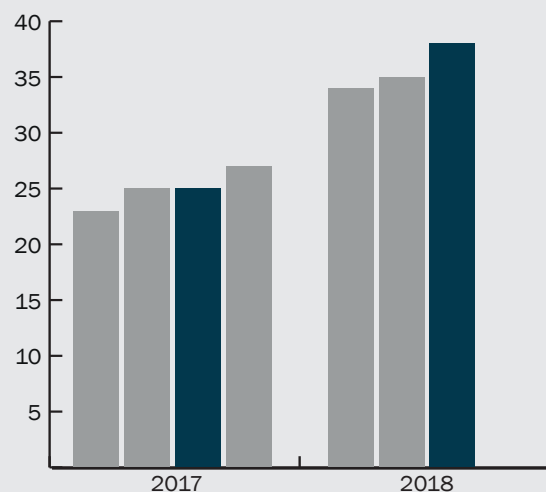
3rd Party Technologies

*Operating revenue trailing 12 months
(MNOK)*



■ Q3

*EBITDA trailing 12 months
(MNOK)*



Labels

Leading expertise in the design and manufacturing of adhesive labels.

MNOK	Q3		YTD		Year
	2018	2017	2018	2017	2017
Revenue	37,7	43,5	126,2	132,2	176,4
EBITDA	6,5	8,6	17,5	16,1	24,9
EBITDA-margin	17,2 %	19,8 %	13,8 %	12,2 %	14,1 %
EBT	3,1	4,7	7,1	4,7	9,8
EBT-margin	8,3 %	10,8 %	5,6 %	3,5 %	5,6 %

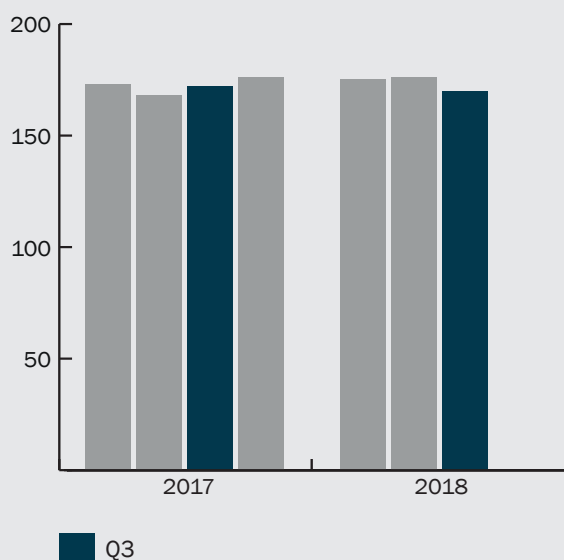
Production of labels is capital intensive and requires significant investments in new technology which is depreciated. This means that EBT is an important measurement parameter. EBT decreased in the quarter to MNOK 3.1 (4.7). Continuous focus on efficient operations and investments in modern and flexible machines in both Norway and Sweden has given results on EBT year to date. In addition, we now see the

effect of the investments to co-locate production into one modern and efficient production unit in Sweden, which was carried out in 2016/2017.

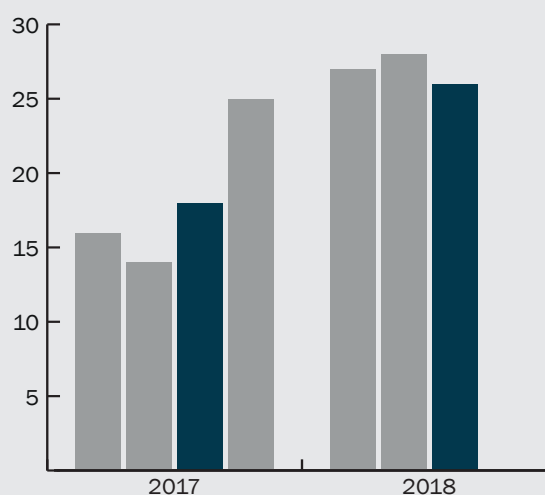
The business area is well adapted to today's market situation with efficient work processes, modern technology and new efficient premises.

Labels

*Operating revenue trailing 12 months
(MNOK)*



*EBITDA trailing 12 months
(MNOK)*





Reinforcement of the organization

As an integrated technology company, StrongPoint is dependent on having the best people to deliver results over time. StrongPoint strengthens its management and organization through a variety of actions.

StrongPoint has established an E-commerce unit, led by Göran Thörn from Cub. As of September, both Cub's solutions (E-Commerce Logistics Suite and ShopFlow Logistics) and Click & Collect are part of the E-commerce's unit. The change will provide comprehensive solutions, as well as increased expertise in this business area. Future e-commerce solutions will also be added under the E-commerce unit.

To increase sales and distribution of own solutions through partners, StrongPoint will establish a SVP Global Partner from January 2019. The unit will be led by Roine Gabrielsson, who has a long experience in the company. Sales through partners are currently too low and unstable considering the potential of own products. The establishment of a separate Global Partner unit is expected to significantly increase partner sales.

StrongPoint reorganizes its product development efforts by promoting Julius Stulpinas to SVP Technology. Until 1 January 2019, Julius will continue as SVP for the Baltics. Today's SVP Technology, Evaldas Budvilaitis,

will continue to lead Technology until January 1, 2019.

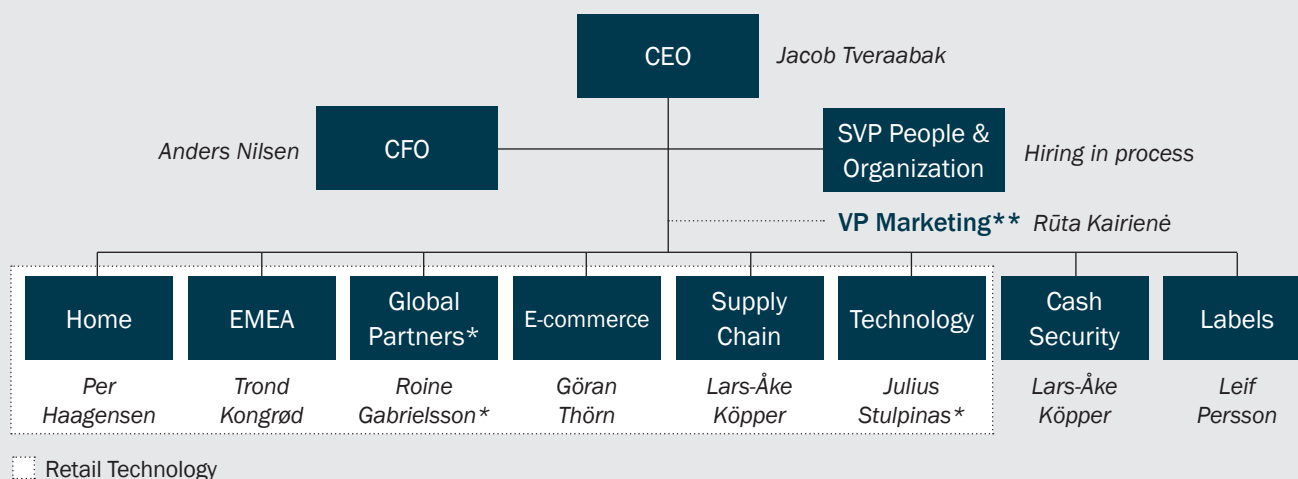
In addition, the company will establish a cross-functional team ("Retail Technology Product Board") to ensure faster and more accurate product changes and launches. This cross-functional group will be led by SVP Supply Chain, Lars-Åke Köpper.

The group's marketing unit, headed by VP Marketing, Rūta Kairienė, will report directly to the CEO in the future. This is to focus on external marketing of products, solutions and activities in StrongPoint.

Cash Security and Labels are set up as own business areas. From 1 January 2018, a work began to integrate Cash Security in Retail Technology. To ensure focus on each business area, it was announced in the third quarter to reverse this integration work and keep Cash Security as its own business area.

In order to ensure the best recruitment, motivation and development of managers and employees, in the third quarter, it was also decided to start recruiting SVP People & Organizational Development.

Executive Management Team



* As of January 1, 2019

** Part of Extended Executive Management Team (EMT). Sven Calissendorf in Sweden, and Rimantas Mažulis in the Baltics

Cost optimization and focus in the future

StrongPoint optimizes its cost base and invests in growth areas in the future.

Cost optimization

StrongPoint has had a thorough review of its cost base and expect savings in the range of MNOK 30 per year due to the reduction of consultants and employees in product development, e-commerce synergies, and general reduction of administrative costs. The cost optimization is not expected to have negative effect on the company's operations. The savings will partly be used to invest in future growth areas. Full effect of cost optimization is expected from January 2019.

Focus in the future

StrongPoint has expectations of selling Cub's e-commerce solution outside Sweden. The sales in Denmark must be called a breakthrough in this way. In addition, it is expected that the value of Cub's e-commerce solution will increase even further as integration of Pricer's electronic shelf labels is in place to streamline pickup. The solution ("pick by light") is now being tested in some of Sweden's largest retail stores. Early test results show a productivity improvement of 15-30 % with "pick by light".

The process of strengthening our own distribution network and sales resources in selected European markets is ongoing. The concept "RoadRunners" - small selected sales and service companies, focusing on

selling cash handling solutions - shows early success in Spain. StrongPoint currently has a approximately 40 agents with approximately 200 sales people spread across Spain as "RoadRunners". In the future, the agents will also explore the possibilities for additional sales through "cash management as a service" to Spanish customers. These agents account for an increasing proportion of the company's Cash Management sales

From 2019, StrongPoint also expects increased sales of all its own solutions by further focusing on sales through partners and the creation of the SVP Global Partner position.

StrongPoint will in the future actively search for acquisition targets and strategic agreements to grow top and bottom line beyond what organic growth is performing on its own.

The company can acquire technology or products that match existing product portfolio, and can effectively be sold in geographies where StrongPoint is present, or seeks companies that will increase presence in selected geographies, which will increase the power to sell existing products and solutions even more effectively. The CEO, together with the CFO and the operational SVPs, will manage this important source of growth.

Cash flow and equity

Cash flow from operational activities in the third quarter was MNOK 1.2 (- 2.2). Year to date cash flow from operational activities was MNOK 0.9 (6.1). Disposable funds were MNOK 49.5 per September 30, 2018. The net interest-bearing debt increased by MNOK 0.8 compared with the end of the last quarter and totalled MNOK 71.8. A dividend of NOK 0.50 per share was paid in May 2018. The Groups holding of own shares amounted to 104,544, which represents 0.2 per cent of the outstanding shares. The Group has a shareholder program for the Group executive management and the employees in Norway and Sweden. Through these programs, employees subscribed for a total of 67,494 shares in 2017 and 109,299 shares so far in 2018.

Accounting year	General assembly	Dividend per share
2017	24.04.2018	0,50
2016	20.04.2017	0,50
2016	05.01.2017 Extraordinary	1,00
2015	28.04.2016	0,45
2014	30.04.2015	0,35
2013	25.04.2014	0,30
2012	26.04.2013	0,25
2011	08.05.2012	0,25

Statement from the Board

The board and group CEO have today considered and approved StrongPoint's financial statements for the third quarter and year to date 2018, including comparative consolidated figures for the third quarter and year to date 2017. This report has been prepared in accordance with IAS 34 on interim financial reporting as determined by the European Union, and with supplementary requirements pursuant to the Norwegian Securities Trading Act.

The board and CEO hereby declare, to the best of their knowledge, that the financial statements for the third quarter and year to date 2018 have been prepared in accordance with prevailing accounting principles and that the information in the financial statements gives a true and fair view of the assets, liabilities, financial position and profit of the group taken as a whole at 30 September 2018 and 30 September 2017. To the best of their knowledge, the report gives a true and fair overview of important events during the accounting period and the impact of these events on the financial statements.

The Board of Directors of StrongPoint ASA

Täby 18, October 2018

Morthen Johannessen
Chairman

Klaus de Vibe
Director

Camilla AC Tepfers
Director

Inger Johanne Solhaug
Director

Peter Wirén
Director

Jacob Tveraabak
CEO



Consolidated income statement

KNOK	Q3 2018	Q3 2017	Chg. %	YTD 2018	YTD 2017	Chg. %	Year 2017
Operating revenue	233 214	204 717	13,9 %	759 533	692 315	9,7 %	951 388
Profit from AC, Service companies	90	50		238	30		90
Cost of goods sold	120 212	98 427	22,1 %	372 509	344 552	8,1 %	472 003
Payroll	68 104	64 037	6,4 %	244 587	223 952	9,2 %	298 916
Other operating expenses	29 821	28 162	5,9 %	97 702	92 256	5,9 %	128 112
Total operating expenses	218 137	190 626	14,4 %	714 797	660 761	8,2 %	899 032
EBITDA	15 167	14 142	7,3 %	44 974	31 584	42,4 %	52 446
Depreciation tangible assets	4 155	4 562	-8,9 %	12 687	13 221	-4,0 %	18 405
Depreciation intangible assets	4 371	3 390	28,9 %	14 743	10 538	39,9 %	14 137
EBIT	6 640	6 189	7,3 %	17 544	7 825	124,2 %	19 905
Interest expenses	766	751	1,9 %	2 049	2 303	-11,1 %	2 209
Other financial expenses	1 590	919	72,9 %	-4 649	2 086	-322,9 %	3 465
EBT	4 285	4 519	-5,2 %	20 144	3 436	486,3 %	14 231
Taxes	1 000	2 177	-54,1 %	4 455	1 703	161,6 %	4 197
Profit/loss after tax	3 285	2 342	40,3 %	15 689	1 733	805,2 %	10 034
Earnings per share							
Number of shares outstanding	44 376 040	44 376 040		44 376 040	44 376 040		44 376 040
Av. Number of shares - own shares	44 271 496	44 271 496		44 271 496	44 271 496		44 271 496
Earnings per share	0,07	0,05		0,35	0,04		0,23
Diluted earnings per share	0,07	0,05		0,35	0,04		0,23
EBITDA per share	0,34	0,32		1,02	0,71		1,18
Diluted EBITDA per share	0,34	0,32		1,02	0,71		1,18
Total earnings	Q3 2018	Q3 2017	Chg. %	YTD 2018	YTD 2017	Chg. %	Year 2017
Profit/loss after tax	3 285	2 342	40,3 %	15 689	1 733	805,2 %	10 034
Exchange differences on foreign operations	2 314	-4 605	150,3 %	-26 144	8 791	-397,4 %	16 405
Total earnings	5 599	-2 263	-347,4 %	-10 455	10 524	-199,3 %	26 439

Consolidated balance sheet

KNOK	30.09.2018	30.09.2017	30.06.2018	31.12.2017
ASSETS				
Intangible assets	61 630	47 050	65 481	81 796
Goodwill	134 884	116 088	127 605	139 213
Tangible assets	60 017	82 298	62 969	81 341
Long term investments	1 717	1 412	1 628	1 110
Deferred tax	16 241	29 763	17 208	20 930
Non-current assets	274 489	276 611	274 892	324 391
Goods	141 677	113 648	136 608	131 455
Accounts receivable	174 434	162 355	167 416	160 027
Prepaid expenses	13 362	11 149	18 572	14 061
Other receivables	15 533	23 111	11 764	24 172
Bank deposits	20 381	24 329	24 255	41 503
Current assets	365 386	334 592	358 617	371 218
TOTAL ASSETS	639 875	611 203	633 508	695 609
EQUITY AND LIABILITIES				
Share capital	27 513	27 513	27 513	27 513
Holding of own shares	-65	-65	-65	-65
Other equity	220 974	237 650	215 375	253 564
Total equity	248 422	265 098	242 823	281 013
Long term interest bearing liabilities	38 855	26 958	43 648	24 623
Other long term liabilities	19 596	3 668	23 575	27 422
Total long term liabilities	58 451	30 626	67 223	52 046
Short term interest bearing liabilities	53 345	66 236	51 658	68 229
Accounts payable	76 154	81 972	67 245	93 070
Taxes payable	493	-	970	1 852
Other short term liabilities	203 010	167 271	203 590	199 399
Total short term liabilities	333 002	315 479	323 462	362 551
TOTAL EQUITY AND LIABILITIES	639 875	611 203	633 508	695 609

Overview of changes in the equity

KNOK	Share capital	Treasury shares	Other paid-in equity	Translation variances	Other equity	Total equity
Equity 31.12.2016	27 513	-65	351 262	35 912	-93 640	320 981
Dividend 2016	-	-	-	-	-66 407	-66 407
Profit this year after tax	-	-	-	-	10 034	10 034
Other comprehensive income and expenses	-	-	-	16 405	-	16 405
Equity 31.12.2017	27 513	-65	351 262	52 316	-150 013	281 013
Dividend 2017	-	-	-	-	-22 136	-22 136
Profit this year after tax	-	-	-	-	15 689	15 689
Other comprehensive income and expenses	-	-	-	-26 144	-	-26 144
Equity 30.09.2018	27 513	-65	351 262	26 172	-156 459	248 422

Statement of cash flow

KNOK	Q3 2018	Q3 2017	YTD 2018	YTD 2017	Year 2017
Ordinary profit before tax	4 285	4 519	20 144	3 436	14 231
Net interest	766	751	2 049	2 303	2 209
Tax paid	-472	-	-472	-	3 596
Share of profit, associated companies	-90	-50	-238	-30	-90
Ordinary depreciation	8 526	7 952	27 430	23 759	32 541
Profit / loss on sale of fixed assets	-198	-42	-593	-517	-390
Change in inventories	-4 622	-12 957	-17 530	-10 039	-24 508
Change in receivables	-6 574	-10 988	-22 048	2 021	17 861
Change in accounts payable	8 548	12 328	-12 527	-22 537	-22 553
Change in other accrued items	-8 991	-3 715	4 638	7 706	3 863
Cash flow from operational activities	1 177	-2 202	853	6 102	26 760
Payments for fixed assets	-1 327	-5 099	-6 942	-13 220	-15 446
Payment from sale of fixed assets	459	8	36 134	2 392	2 772
Profit on sale to Alimerka	-	-	-21 299	-	-
Net effect acquisitions	-	-	-	-	-462
Interest income	-17	-54	152	-16	2 131
Cash flow from investment activities	-884	-5 144	8 044	-10 844	-11 004
Change in long-term debt	-5 048	-2 445	11 368	-17 732	-22 060
Change in overdraft	1 619	5 018	-14 807	47 646	49 559
Interest expenses	-749	-698	-2 200	-2 288	-4 340
Dividend paid	-	-	-22 136	-66 407	-66 407
Cash flow from financing activities	-4 178	1 875	-27 776	-38 781	-43 249
Net change in liquid assets	-3 885	-5 471	-18 879	-43 522	-27 493
Cash and cash equivalents at the start of the period	24 255	30 232	41 503	67 090	67 090
Effect of foreign exchange rate fluctuations on foreign currency deposits	11	-432	-2 243	761	1 905
Cash and cash equivalents at the end of the period	20 381	24 329	20 381	24 329	41 502

Key figures

KNOK	Q3 2018	Q2 2018	Q1 2018	Q4 2017	Q3 2017	YTD 2018	YTD 2017
Income statement							
Operating revenue	233 304	276 401	250 066	259 133	204 767	759 771	692 345
EBITDA	15 167	18 326	11 481	20 862	14 142	44 974	31 584
Operating revenue EBIT	6 640	8 965	1 938	12 080	6 189	17 544	7 825
Ordinary profit before tax (EBT)	4 285	9 425	6 434	10 795	4 519	20 144	3 436
EBITDA-margin	6,5 %	6,6 %	4,6 %	8,1 %	6,9 %	5,9 %	4,6 %
EBT-margin	1,8 %	3,4 %	2,6 %	4,2 %	2,2 %	2,7 %	0,5 %
Balance sheet							
Non-current assets	274 489	274 892	301 064	324 391	276 611	274 489	276 611
Current assets	365 386	358 617	354 503	371 218	334 592	365 386	334 592
Total assets	639 875	633 508	655 567	695 609	611 203	639 875	611 203
Equity	248 422	242 823	266 767	281 013	265 098	248 422	265 098
Long-term debt	58 451	67 223	68 815	52 046	30 626	58 451	30 626
Short-term debt	333 002	323 462	319 985	362 551	315 479	333 002	315 479
Working capital	239 957	236 780	225 311	198 413	194 031	239 957	194 031
Equity ratio	38,8 %	38,3 %	40,7 %	40,4 %	43,4 %	38,8 %	43,4 %
Liquidity ratio	109,7 %	110,9 %	110,8 %	102,4 %	106,1 %	109,7 %	106,1 %
Net interest bearing debt	71 819	71 050	62 298	51 350	68 865	71 819	68 865
Cash Flow							
Cash flow from operatinal activities	1 177	5 985	-6 309	20 658	-2 202	853	6 102
Share information							
Number of shares	44 376 040	44 376 040	44 376 040	44 376 040	44 376 040	44 376 040	44 376 040
Weighted average shares outstanding	44 271 496	44 271 496	44 271 496	44 271 496	44 271 496	44 271 496	44 271 496
EBT per shares	0,10	0,21	0,15	0,24	0,10	0,46	0,08
Earnings per share	0,07	0,16	0,12	0,19	0,05	0,35	0,04
Equity per share	5,6	5,5	6,0	6,3	6,0	5,6	6,0
Dividend per share	-	0,50	-	-	-	0,50	1,50
Employees							
Number of employees (end of period)	570	564	567	580	573	570	573
Average numbers of employees	567	566	574	577	573	569	573

Note 1 Confirmation of reporting framework

The condensed and consolidated quarterly financial statements are prepared in accordance with IAS 34 Interim Financial Reporting. The quarterly financial statements do not contain all the information required in an annual financial statement and should be read in connection with the Group financial statements for 2017.

Note 2 Key accounting principles

The accounting principles for the report are described in the annual financial statements for 2017. The Group financial statements for 2017 were prepared in accordance with the IFRS principals and interpretations thereof, as defined by the EU, as well as other disclosure requirements pursuant to the Norwegian Accounting Act and the Oslo Stock Exchange regulations and rules applicable as at 31.12.2017. The quarterly report and the interim financial statements have not been revised by auditor. StrongPoint has conducted an assessment of IFRS 15, and its implementation will not have any significant impact on the Group. See the Annual report 2017, note 2 for further information.

Note 3 Segment information

Business areas

MNOK	Q3 2018			Q3 2017			YTD 2018			YTD 2017			Year 2017		
	Re- venue	EBITDA	EBT	Re- venue	EBITDA	EBT	Re- venue	EBITDA	EBT	Re- venue	EBITDA	EBT	Re- venue	EBITDA	EBT
Own Tech	125,9	5,8	1,5	97,1	4,1	0,8	392,0	17,4	5,3	324,8	11,4	2,4	449,1	20,4	7,5
3rd Party	71,0	7,6	5,9	68,3	4,8	3,4	246,0	27,6	21,6	245,9	16,4	11,9	338,6	27,0	19,6
Labels	37,7	6,5	3,1	43,5	8,6	4,7	126,2	17,5	7,1	132,2	16,1	4,7	176,4	24,9	9,8
Elim / ASA	-1,2	-4,7	-6,2	-4,1	-3,3	-4,4	-4,5	-17,5	-13,8	-10,6	-12,3	-15,5	-12,6	-19,9	-22,7
Total	233,3	15,2	4,3	204,8	14,1	4,5	759,8	45,0	20,1	692,3	31,6	3,4	951,5	52,4	14,2

Operating revenue by geographical market

MNOK	Q3 2018			Q3 2017			YTD 2018			YTD 2017			Year 2017		
	Norway	Sweden	Other	Norway	Sweden	Other	Norway	Sweden	Other	Norway	Sweden	Other	Norway	Sweden	Other
Own Tech	28,3	52,8	44,7	21,6	27,2	48,3	74,9	133,7	183,4	92,7	91,3	140,7	124,9	129,5	194,7
3rd Party	15,3	30,6	25,0	25,7	32,4	10,2	81,0	92,6	72,4	96,4	98,4	51,0	105,5	133,7	99,4
Labels	15,0	22,8	0,0	15,1	26,9	1,4	48,7	77,5	0,0	43,7	85,3	3,2	60,8	115,7	0,0
Elim / ASA	0,0	-1,2	0,0	0,0	-4,0	-0,1	0,0	-4,2	-0,3	0,0	-9,4	-1,1	-0,0	-11,2	-1,4
Total	58,6	105,0	69,7	62,5	82,5	59,8	204,6	299,6	255,5	232,8	265,6	193,9	291,1	367,6	292,7

Operating revenue by product and service

MNOK	Q3 2018		Q3 2017		YTD 2018		YTD 2017		Year 2017	
	New sales	Service	New sales	Service	New sales	Service	New sales	Service	New sales	Service
Own Tech	73,1	52,7	51,0	46,0	224,6	167,4	177,5	147,3	249,8	199,2
3rd Party	50,9	20,1	47,3	21,0	180,7	65,3	173,9	72,0	243,1	95,5
Labels	37,7	0,0	43,5	0,0	126,2	0,0	132,2	0,0	176,4	0,0
Elim / ASA	-1,2	0,0	-4,1	0,0	-4,5	0,0	-10,6	0,0	-12,6	0,0
Total	160,5	72,8	137,8	67,0	527,1	232,7	473,1	219,2	656,8	294,7

Note 4 Related parties

No significant transactions between the Group and related parties had taken place as at 30 September 2018.

Note 5 Topp 20 shareholders as at 30 September 2018

No.	Name	No. of shares	
1	STRØMSTANGEN AS	3 933 092	8,9 %
2	HOLMEN SPESIALFOND	2 400 000	5,4 %
3	AVANZA BANK AB	2 037 825	4,6 %
4	HSBC TTEE MARLB EUROPEAN TRUST	1 976 000	4,5 %
5	PROBITAS HOLDING AS	1 788 276	4,0 %
6	ZETTERBERG, GEORG (incl. fully owned companies)	1 623 000	3,7 %
7	NORDNET LIVSFORSIKRING AS	1 603 686	3,6 %
8	NORDNET BANK AB	1 563 897	3,5 %
9	V. EIENDOM HOLDING AS	1 442 610	3,3 %
10	WAALER, JØRGEN (incl. fully owned companies)	1 030 000	2,3 %
11	VERDADERO AS	988 308	2,2 %
12	GLAAMENE INDUSTRIER AS	873 549	2,0 %
13	RING, JAN	869 372	2,0 %
14	MP PENSJON PK	777 402	1,8 %
15	GRESSLIEN, ODD ROAR	660 000	1,5 %
16	SKANDINAVISKA ENSKILDA BANKEN AB	533 363	1,2 %
17	JOHANSEN, STEIN	450 000	1,0 %
18	NHO - P665AK	405 342	0,9 %
19	JACOBSEN, SVEIN (incl. fully owned companies)	400 000	0,9 %
20	SVENSKA HANDELSBANKEN AB	391 040	0,9 %
Sum 20 largest shareholders		25 746 762	58,0 %
Sum 1 798 other shareholders		18 629 278	42,0 %
Sum all 1 818 shareholders		44 376 040	100,0 %

Definitions

Working capital	Inventories + accounts receivables – accounts payable
Equity per share	Book value equity / number of shares
Operating revenue	Sales revenue and profit from AC, Service companies
Operating revenue per employee	Operating revenue / average number of employees
Operating cost per employee	Operating cost / average number of employees
EBT	Profit before tax
EBT-margin	EBT / operating revenue
EBIT	Operating profit
EBITDA	Operating profit + depreciation fixed assets and tangible assets
EBITDA-margin	EBITDA / operating revenue
Equity ratio	Book value equity / total assets
Weighted average basic shares	Issued shares adjusted for own shares on average for the year
Liquidity ratio	Current assets / short term debt
Earnings per share	Paid dividend per share throughout the year

The logo consists of two overlapping, curved shapes. The top shape is blue and the bottom shape is yellow, both with a slight gradient.

StrongPoint

Vi hjälper dig att driva lönsam butik.





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