

StrongPoint Q4 2024

13 February 2025



Agenda

Introduction

Q4 2024 highlights

Customer success

Other financials



Jacob Tveraabak

Chief Executive Officer



Marius Drefvelin

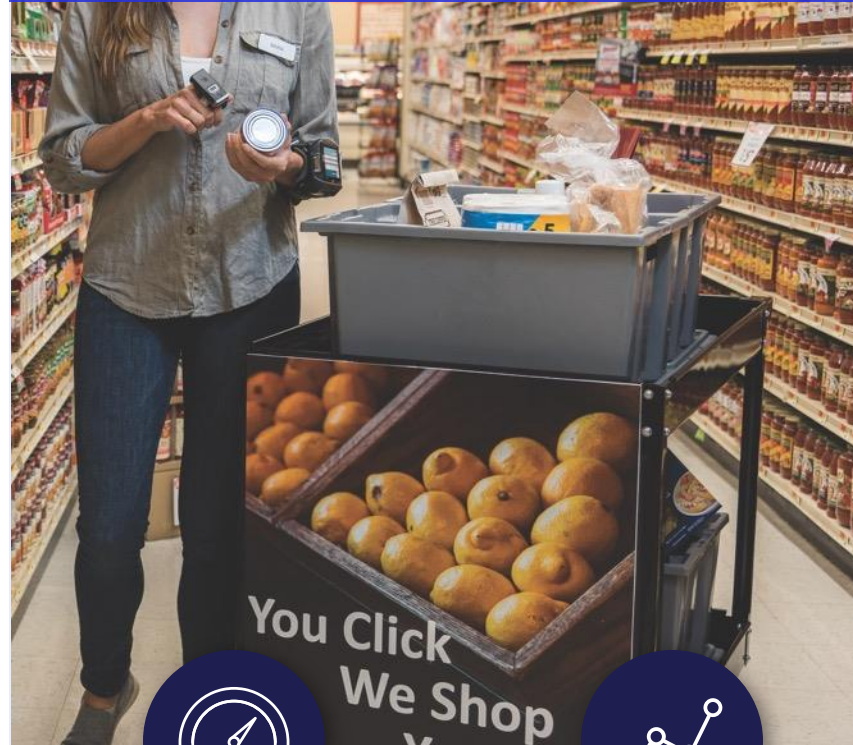
Chief Financial Officer

Our purpose:

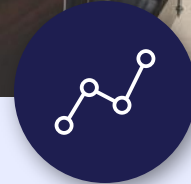


"Retail technology in every shopping experience for a smarter and better life"

Impact on grocery retailers



Driving Efficiency Savings



Boosting margins



Impact on end consumers



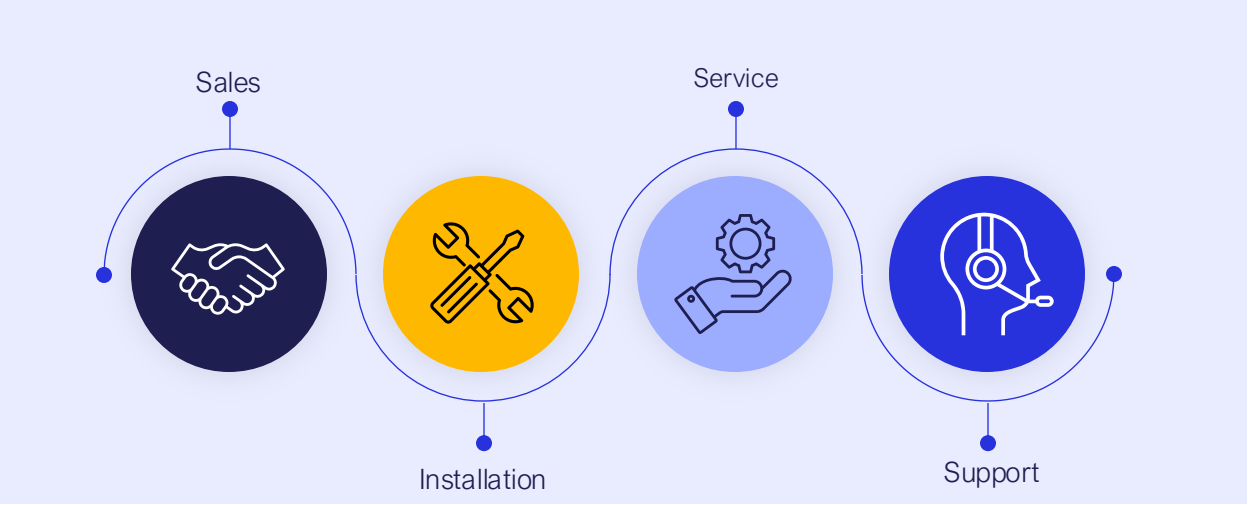
Improving both the in-store and online experience for shoppers

Our grocery retail solutions - aisle to aisle & door to door

In-store	E-Commerce
1 In-store Product Pickup (Vensafe) 	9 In-store Manual Picking 
2 Electronic Shelf Labels 	10 Dark Store Manual Picking 
3 Self-Checkout & AI solutions 	11 Automated Fulfillment 
4 Cash Management 	12 Grocery Lockers 
5 ShopFlow Logistics 	13 Home Delivery 
6 Scales 	14 In-store Pickup 
7 Autonomous Mobile Robots 	15 Drive-thru Pickup 
8 Humanoid Grocery Robot 	16 Warehouse Management System 



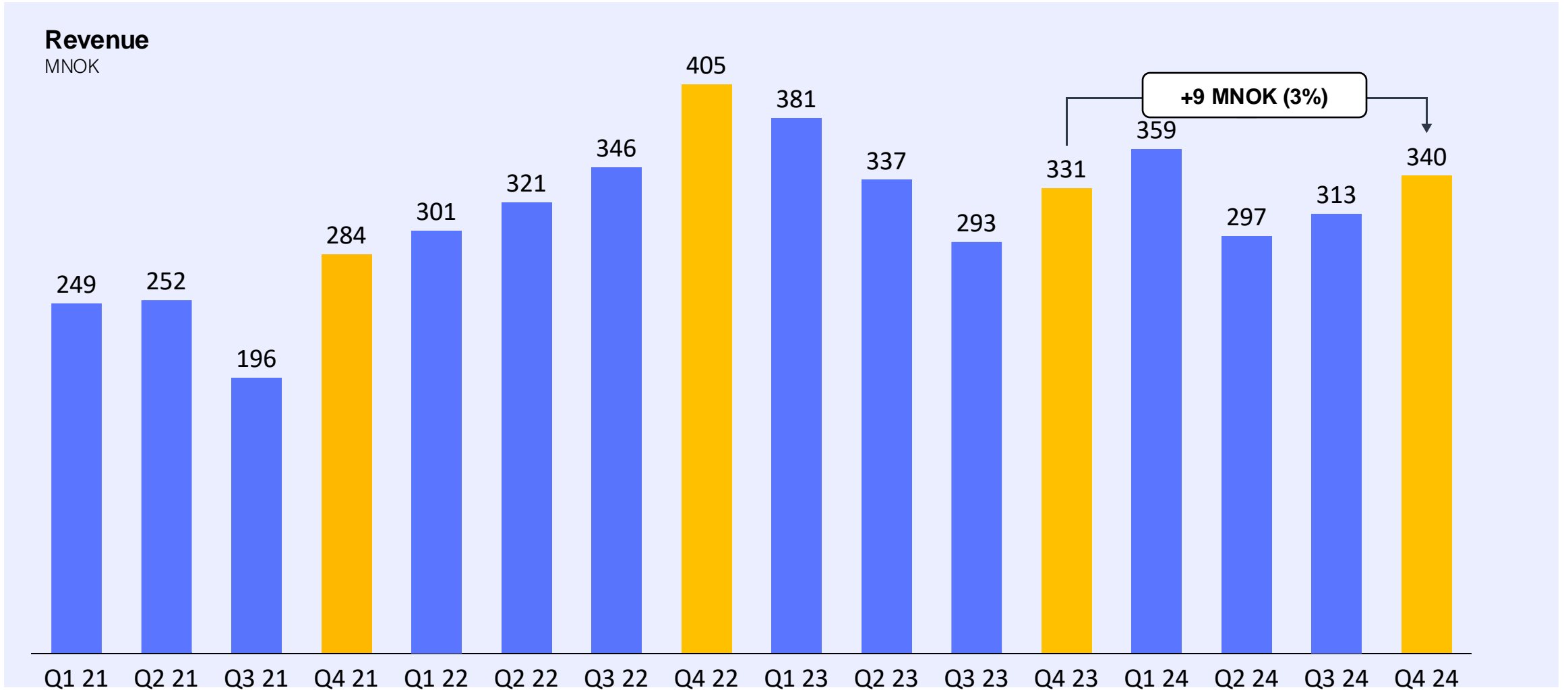
Provide end-to-end solutions for grocery retailers in 9 core markets



Q4 2024 highlights

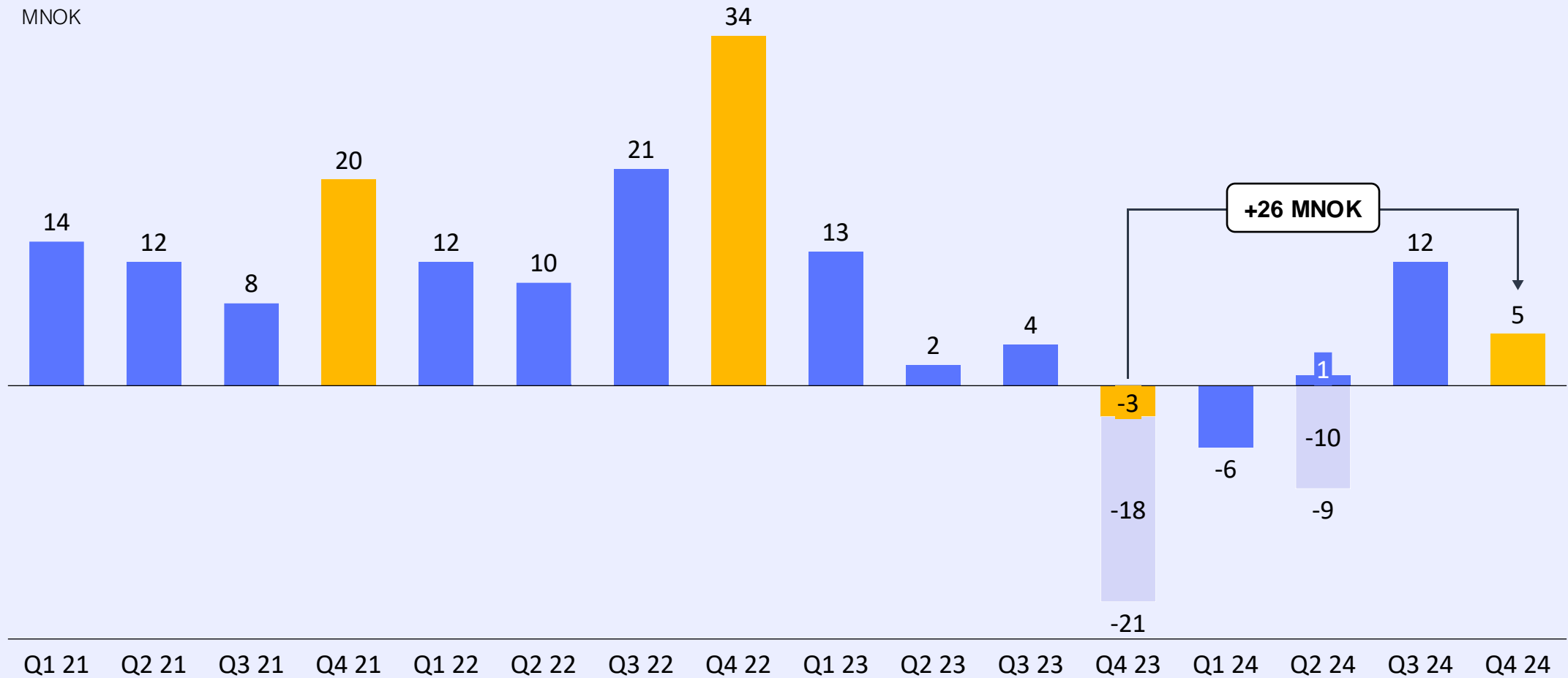


4th quarter revenue



4th quarter EBITDA

EBITDA
MNOK



The Q4 2023 EBITDA reported was -20.6 MNOK, including non-recurring restructuring and M&A costs of 7.3 MNOK and write-downs 10.6 MNOK. Excluding these adjustments, the Q4 2023 EBITDA adjusted was -2.7 MNOK. The Q2 2024 EBITDA reported was -9.1 MNOK, including non-recurring restructuring costs of 10 MNOK. Excluding these adjustments, the Q2 2024 EBITDA adjusted was 0.9 MNOK.

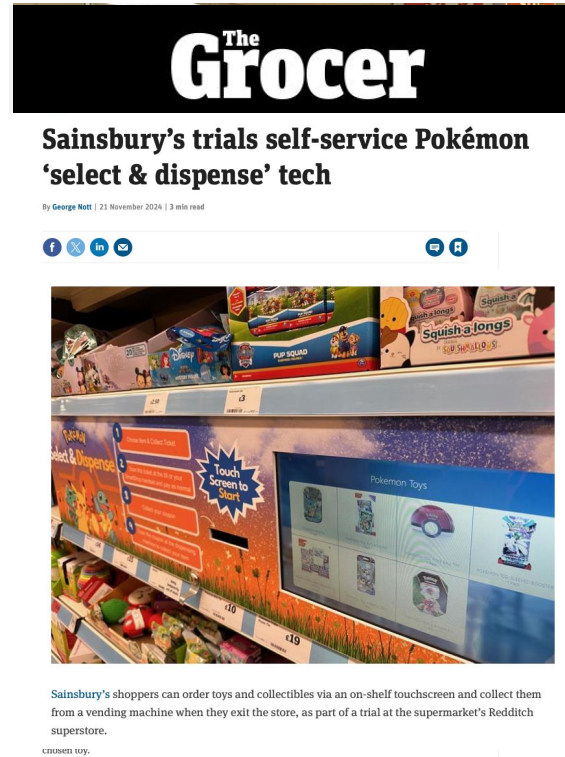
Customer success



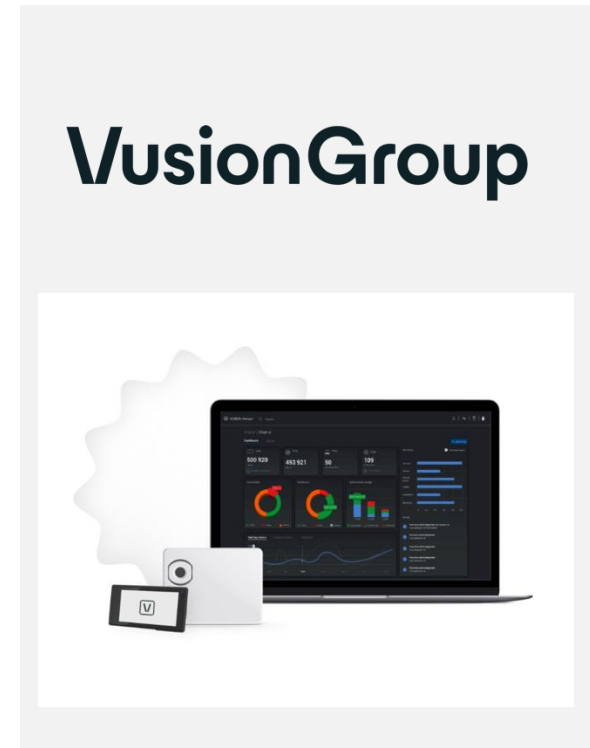
Continued customer success in priority areas



Baltic grocery retailers ordered Self-Checkouts



Two Vensafe Proof of Concepts launched in UK



Multifaceted Partnership with VusionGroup

Self-Checkout in Baltics with Rimi and IKI

- Baltic grocery retailers Rimi and IKI placed substantial order for self-checkouts.
- Example of long-standing and deep customer intimacy.
- Demonstrates our proprietary solutions are world-class and can compete with, and even outperform, leading global retail providers.



Vensafe Proof of Concepts launched in UK

- Two Vensafe proof-of-concept projects launched in the UK with Sainsbury's and Asda.
- First instance of Vensafe being stocked with a single non-tobacco product, demonstrating potential for wider range of high-theft items.
- A third proof-of-concept with another major UK grocery retailer is set to launch Q1 2025.



Multifaceted partnership with VusionGroup

- Announced international partnership with VusionGroup, a leader in digitalization solutions for physical commerce.
- StrongPoint's e-commerce platform will be integrated into VusionGroup's Retail IoT Cloud Platform.
- StrongPoint will act as reseller for VusionGroup's retail technology portfolio.

VusionGroup



Order Picking and CashGuard Connect update

Order Picking at: **Sainsbury's**

- Project continues to progress with more stores being onboarded.
- Installation expected to be completed in all relevant stores by Q3 2025.

CashGuard Connect solution:



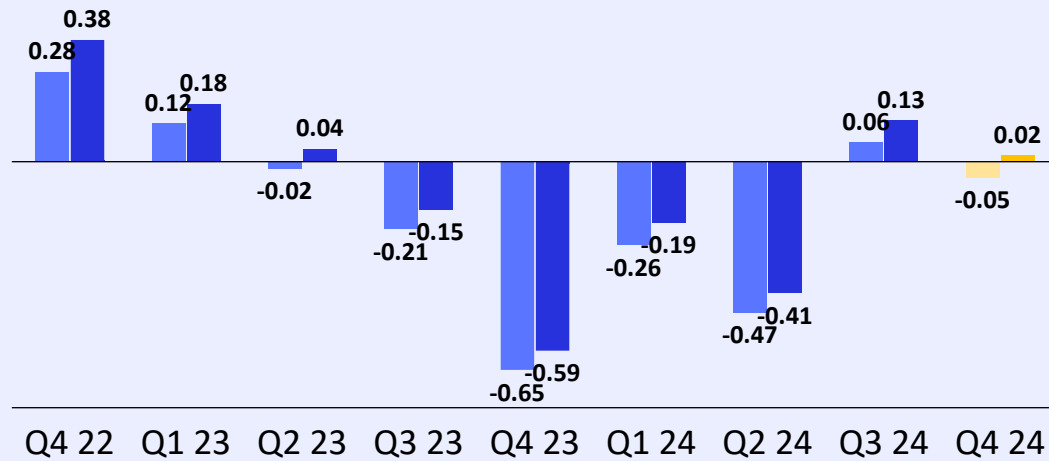
- Project taken longer than anticipated due to a complex product development and challenges with our JV partner.
- Continuing to progress in both the development and industrialization of the solution.

Other financials

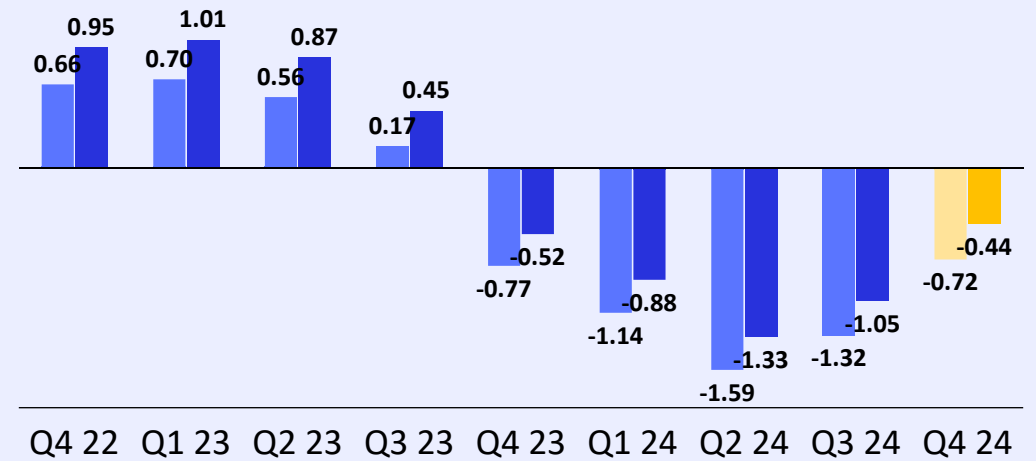


Earnings per share

EPS per quarter
NOK per share



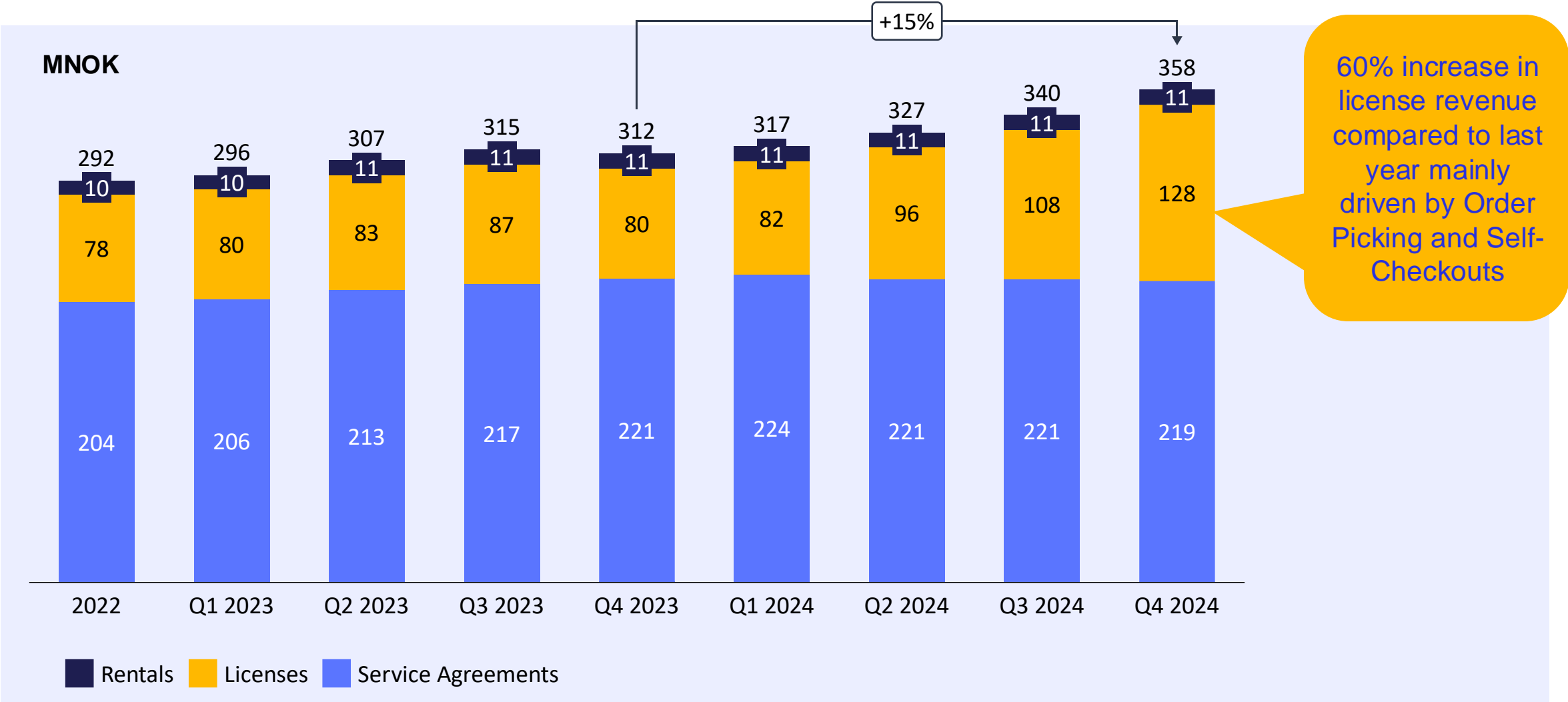
EPS rolling 12 month
NOK per share



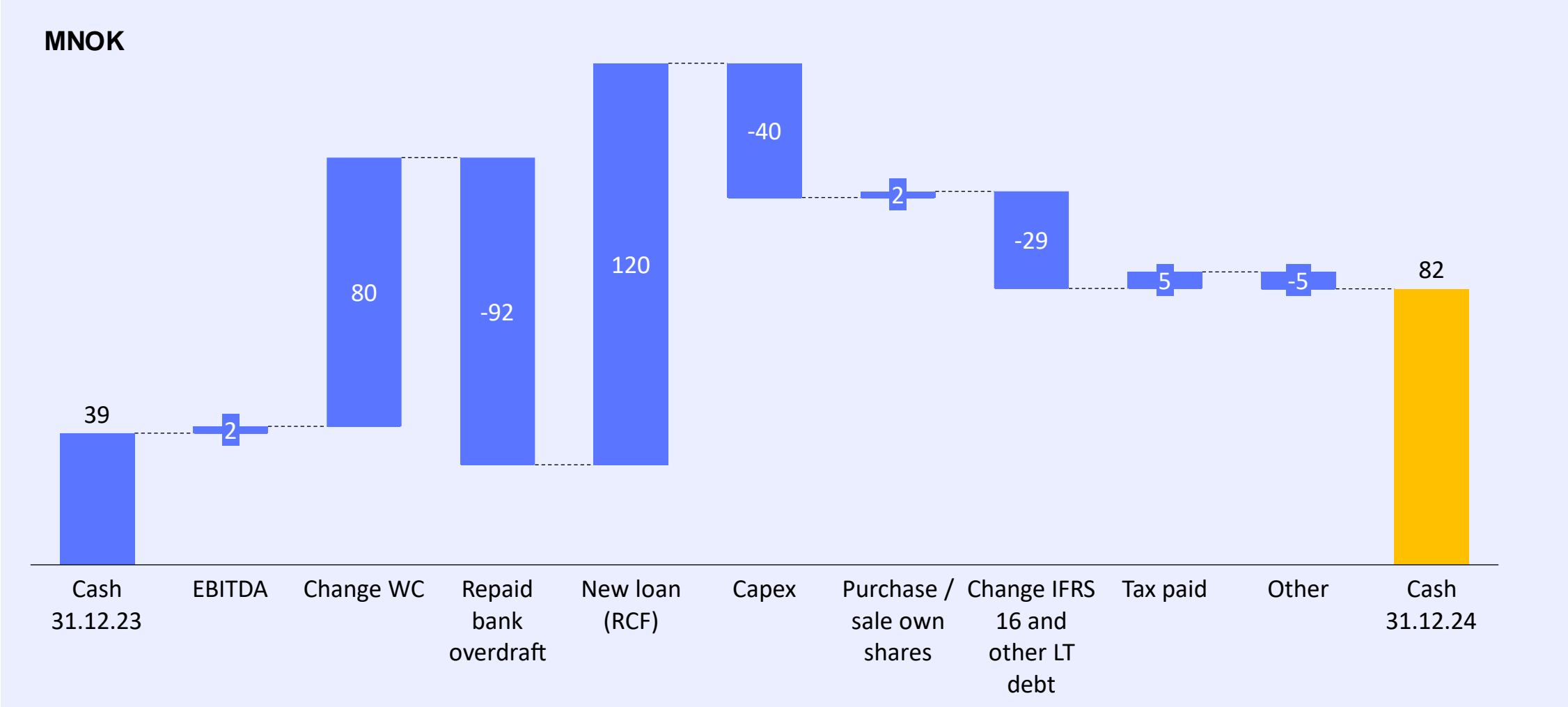
■ EPS
■ EPS excl. M&A amortization*

*EPS excluding amortization of intangible assets from historic M&A

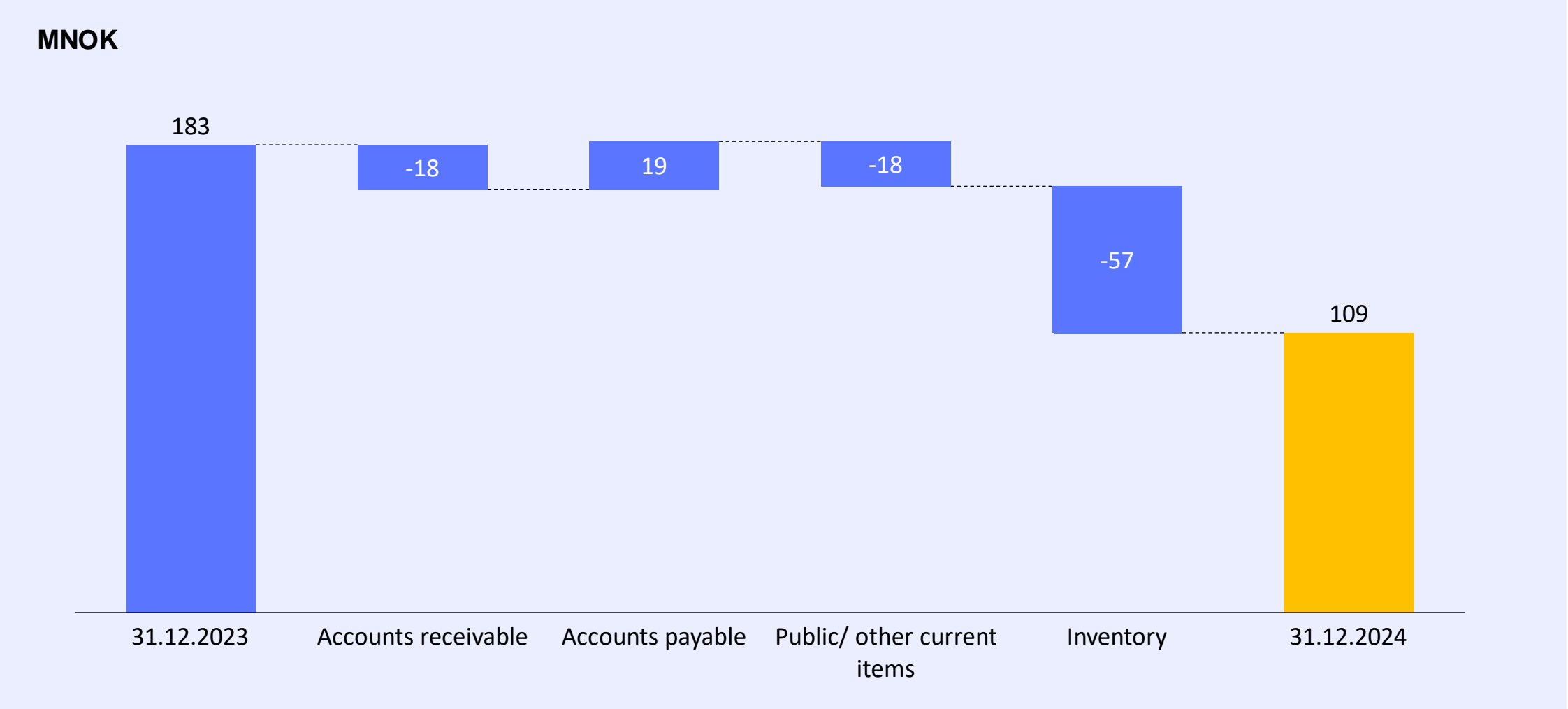
Total recurring revenue (12 months rolling)



Cash Flow movements in 2024

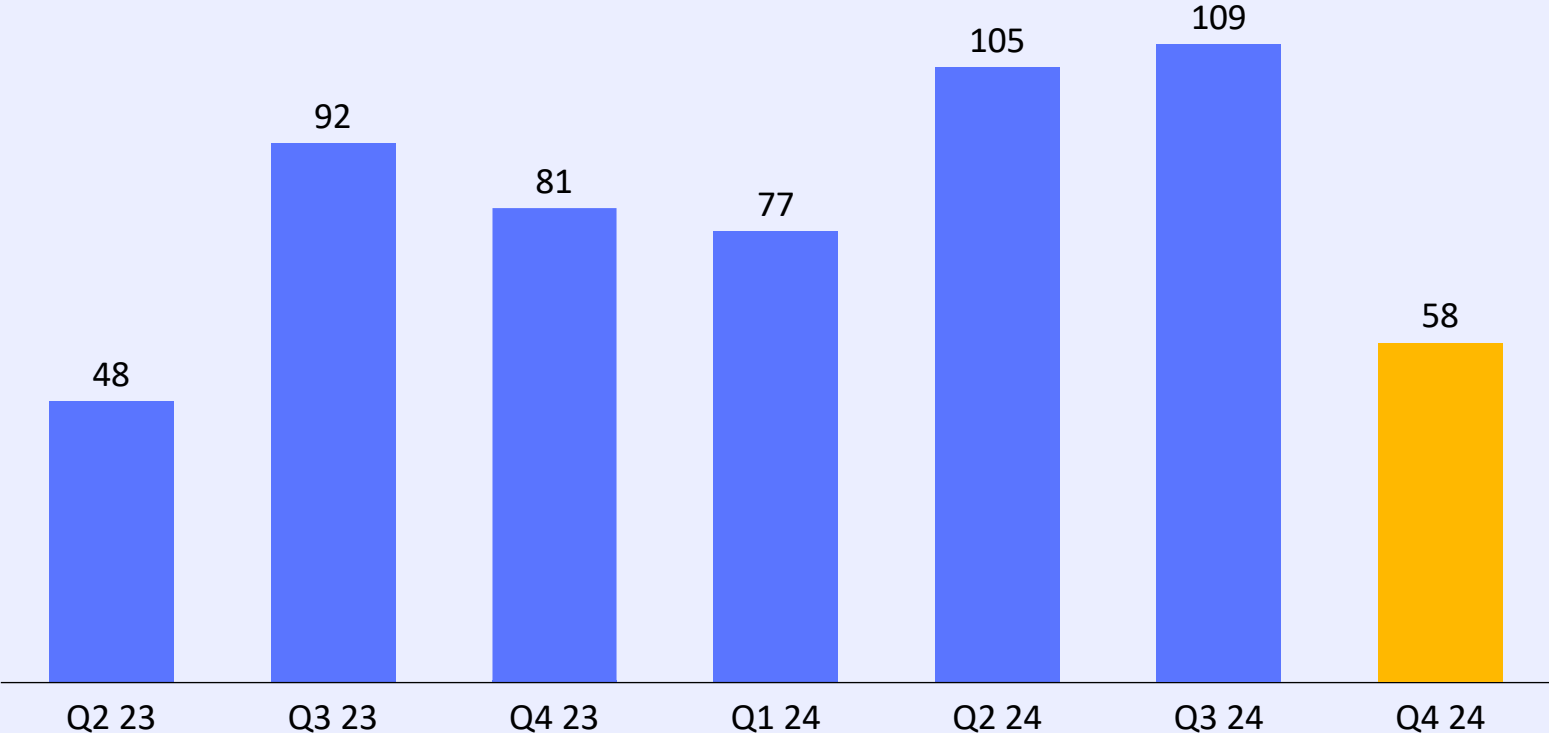


Changes in main working capital items in 2024



Net interest-bearing debt

Net interest-bearing debt (MNOK)



Disposable funds of NOK 102 million (Q4 2024), up from NOK 61 million (Q3 2024)

Net interest-bearing debt includes interest-bearing bank loans, financial lease and IFRS 16 car leasing. See the quarterly report for an overview of each component comprising net interest-bearing debt.

Next presentation

- Q1 2025 presentation and AGM,
29 April 2025

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Thank you

