



# StrongPoint

Over 80%  
of our business  
is from grocery  
retailers



## Serving the robust, non-cyclical grocery market

DNB TMT & Consumer Conference, 30<sup>th</sup> August 2023



# StrongPoint serves robust and resilient grocery retailers



## Our customers are grocery retailers

>80% of revenue from grocery retailers



## Non-cyclical market

Robust, growing and resilient, unlike retail in general



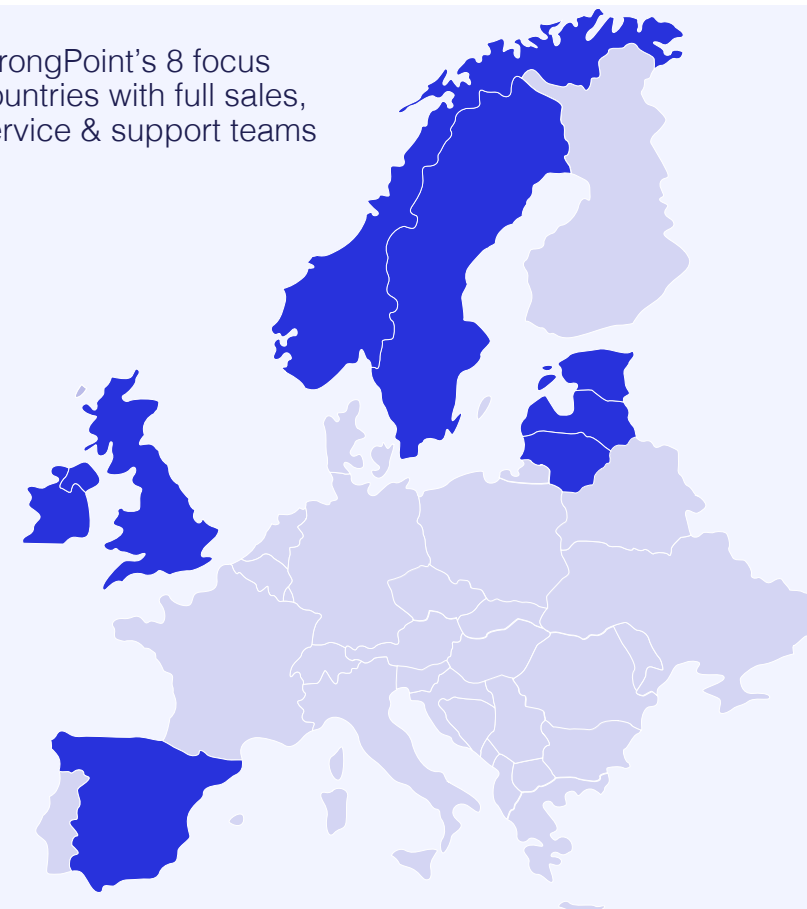
## Scandinavia leading on efficiency

Other markets need our efficiency-saving technologies

# A leading grocery retail solutions provider focusing on 8 countries

	Years in business	37		Revenue from grocery retailers	>80%
	Countries with full sales, service and support	8		NOK Annual revenue	1.4Bn
	No. of Employees	500+		Listed on Oslo Stock Exchange since	2003
	Our Engagement eNPS score	36		Retail technology unit growth in last 3 years	67%
	Countries covered with partners	20		GRI reporting & member of UN Global Compact	2021

StrongPoint's 8 focus countries with full sales, service & support teams



# Challenging macro environment opportunity for StrongPoint

## Inflation



Price changes and increased  
competitive pressure

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## Discounters



Shoppers looking for  
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Shoppers looking for cheaper alternatives

## E-Commerce



Expensive for everyone, unprofitable for many

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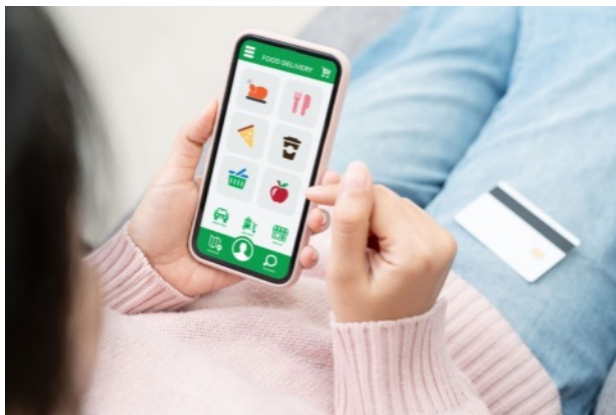
Price changes and increased competitive pressure

## Discounters



Shoppers looking for cheaper alternatives

## E-Commerce



Expensive for everyone, unprofitable for many

**Technology** is a vital and integral part of the **solution** to these challenges

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

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





# Exporting efficiency saving solutions

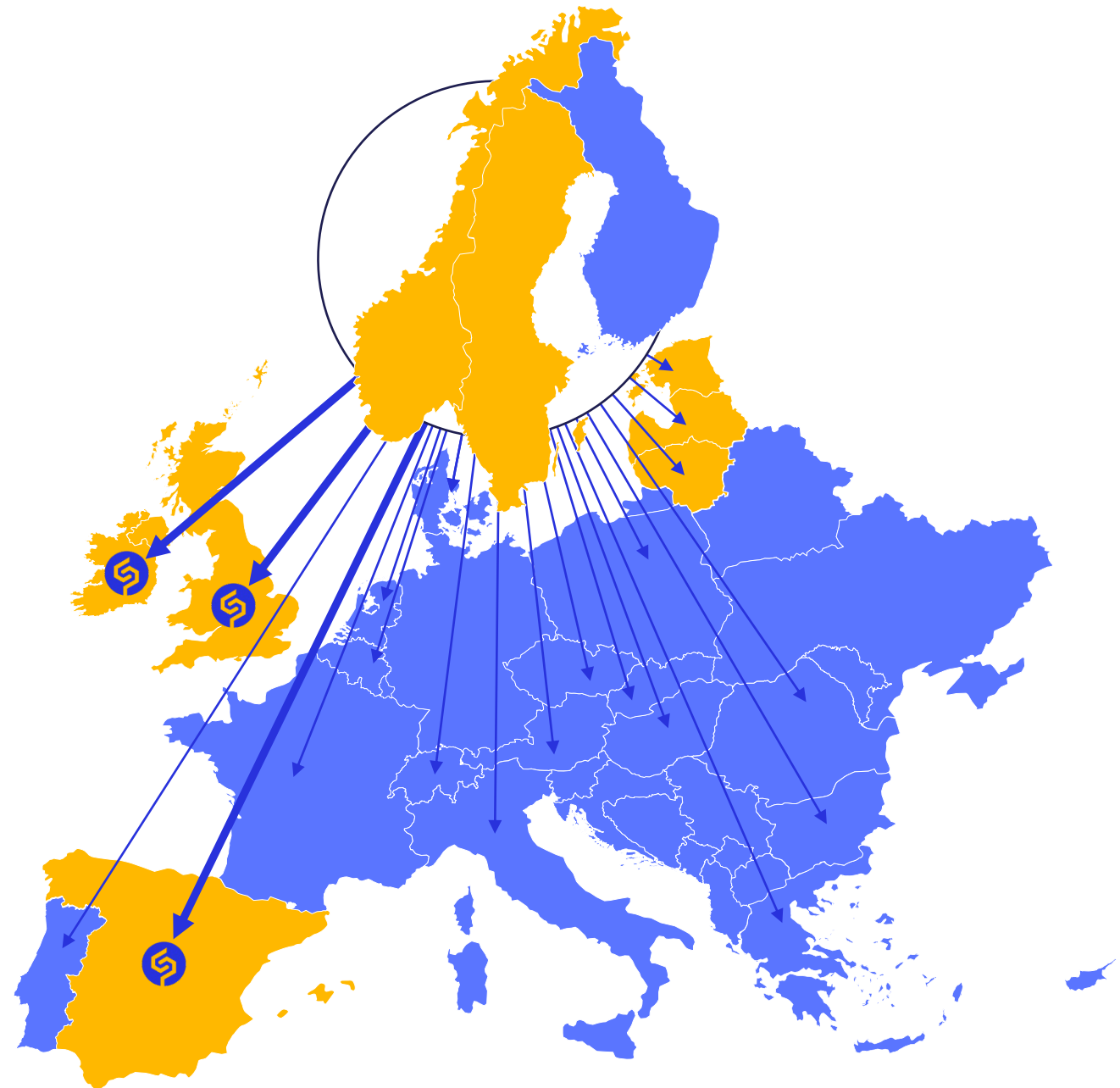
## UK, Ireland & Spain facing challenges, some already overcome by Scandinavian retailers:

- Labour costs soaring
- Labour getting scarcer
- Inflation means frequent price changes






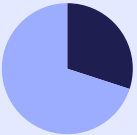



## Driving opportunities:

- Electronic Shelf Labels
- Vensafe
- Order Picking
- Click & Collect Grocery Lockers
- Automated Fulfilment (AutoStore)
- Cash Management (in Spain)

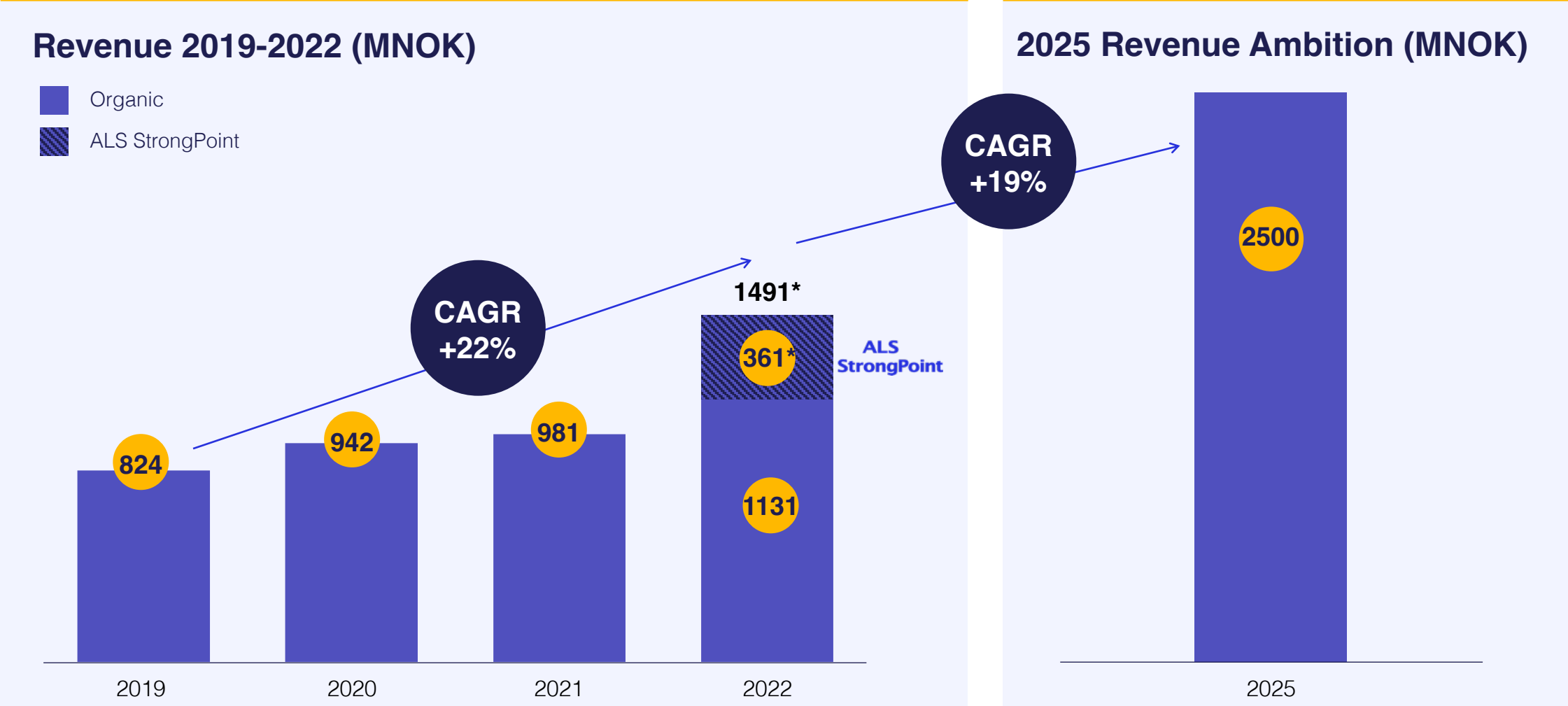


# White space opportunities

Country	Market size (BnNOK)*	StrongPoint grocery chain coverage	StrongPoint solution penetration	Examples of opportunities
<b>Norway</b>	<b>270</b>	100%		Vensafe, Self-checkout, E-Commerce
<b>Sweden</b>	<b>300</b>	100%		Electronic Shelf Labels, Self-Checkout, E-Commerce
<b>Baltics</b>	<b>130</b>	100%		Vensafe, Self-Checkout, Electronic Shelf Labels
<b>Spain</b>	<b>1,230</b>			Cash Management, E-Commerce, Self-Checkout
<b>UK &amp; Ireland</b>	<b>2,650</b>			Electronic Shelf Labels, E-Commerce, Self-Checkout

\*Source: IGD

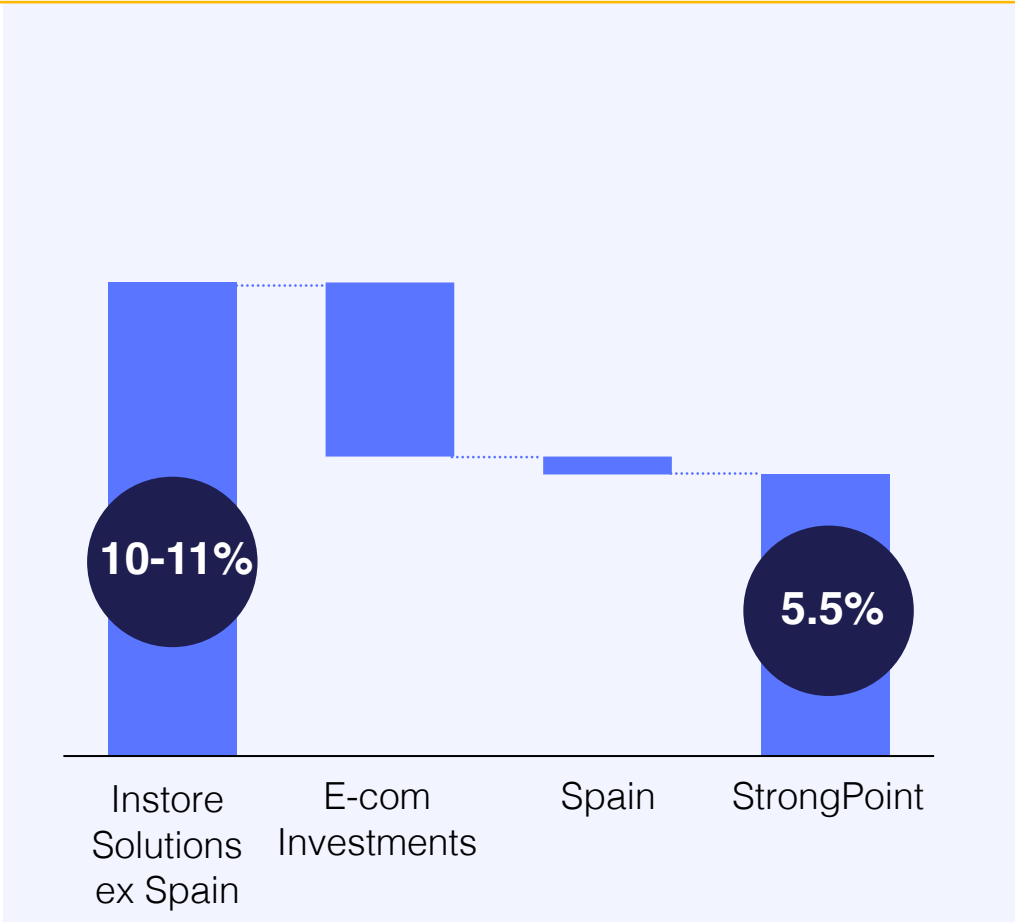
# Continuing recent historic growth will ensure revenue ambition in 2025



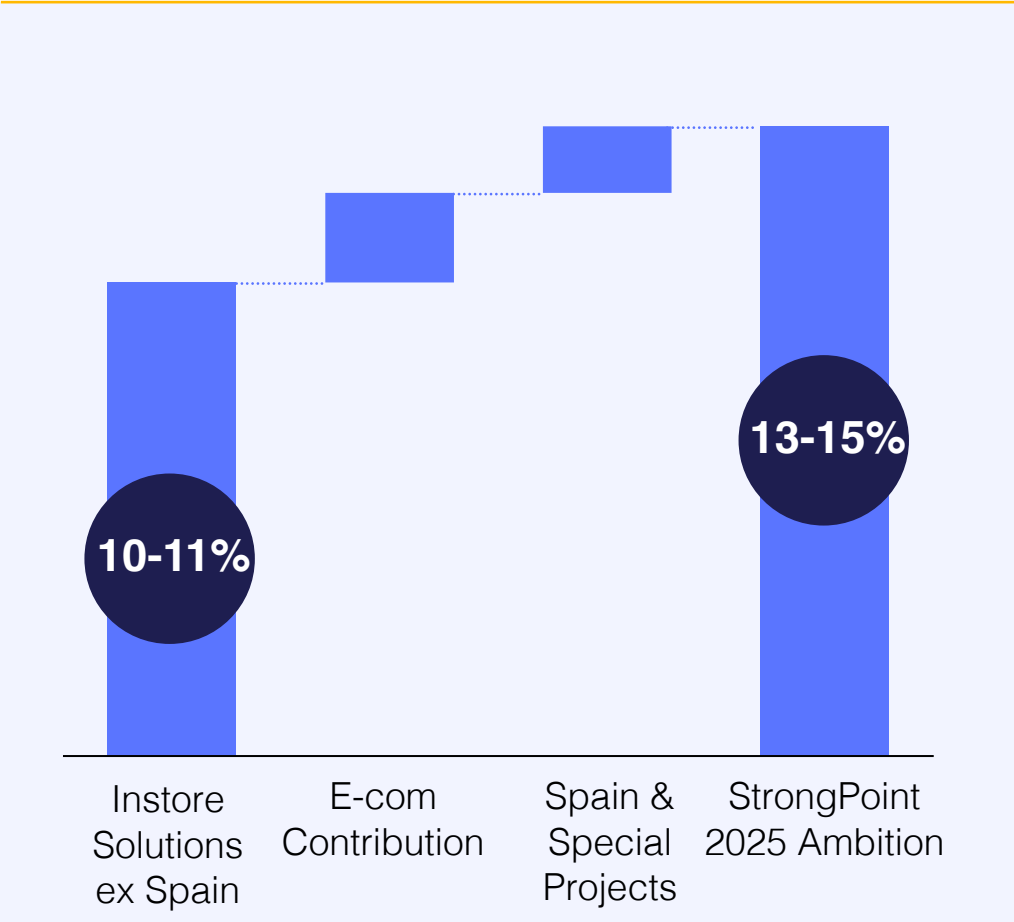
\*Proforma

# Path to achieving EBITDA margin ambitions (Strategy Update Session)

2022 EBITDA Margin



2025 EBITDA Margin



# Why you should invest in StrongPoint



## Safe Market

Grocery market is stable, growing and profitable



## Mature & Solid

35+ years experience, solid balance sheet



## Current & Future Growth

Growing with existing and new customers

Thank you



# StrongPoint

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