



INVESTOR PRESENTATION

30 JUNE 2021

# Labels Business Divested

Labels Business acquired by Volati

Financial gain of 165 MNOK

Completing the journey to becoming a *pure* Retail  
Technology company

# Focus on grocery retail

## Retail

Solutions that increase efficiency and improve the shopping experience in-store and online

We have a focus on the resilient grocery retail sector with spillover effects to other retail verticals



plusfrésc:  
de Lleida

SPAR

joker



NorgesGruppen

WILLY:S

Bergendahls

Axfood

ICA

BARBORA

coop

coop

Matkroken

Norge

ALIMERKA

axfood Snabbgross



EXTRA

Glovo?

REMA 1000



Grupo  
MAS

MENY

KIWI mini pris

MAXIMA

coop mega

coop marked

coop prix

Rimi

Obs

Hemköp

BUNNPRIS

coop

# Purpose

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**“Retail technology in every shopping experience for a smarter and better life”**

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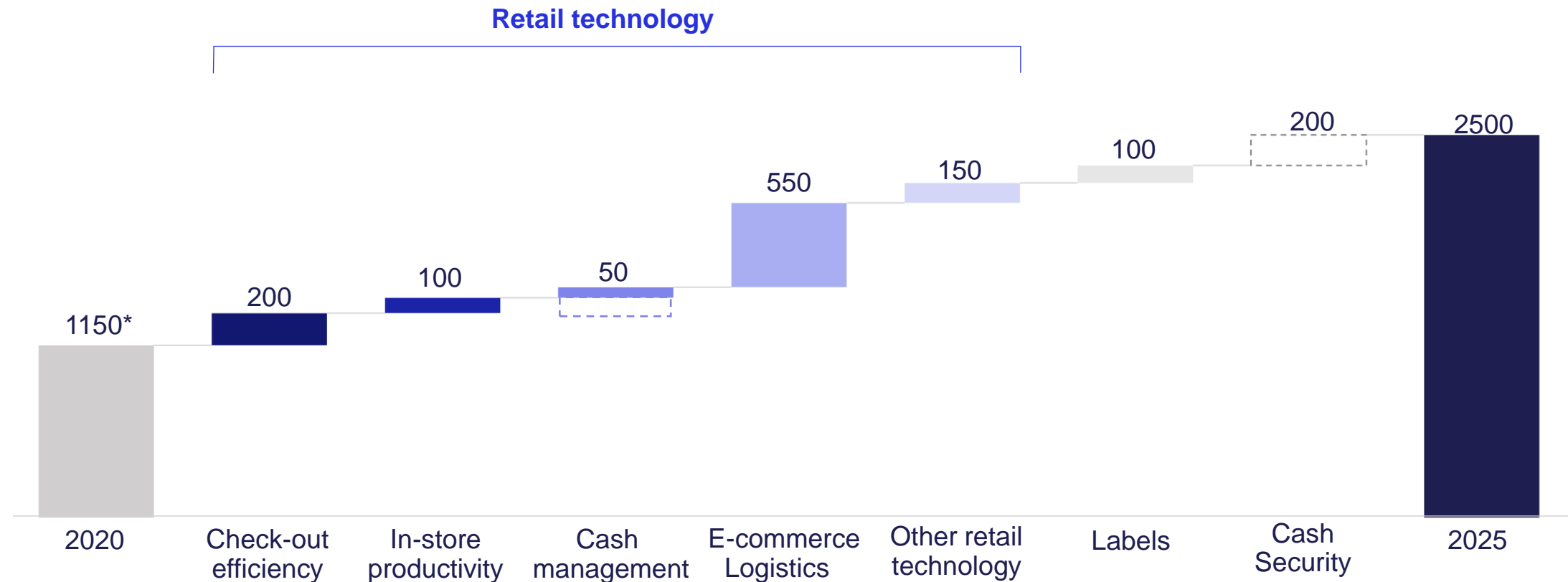
# StrongPoint's 2025 financial ambitions

**NOK 2.5 bn in 2025**

**EBITDA 13-15%**

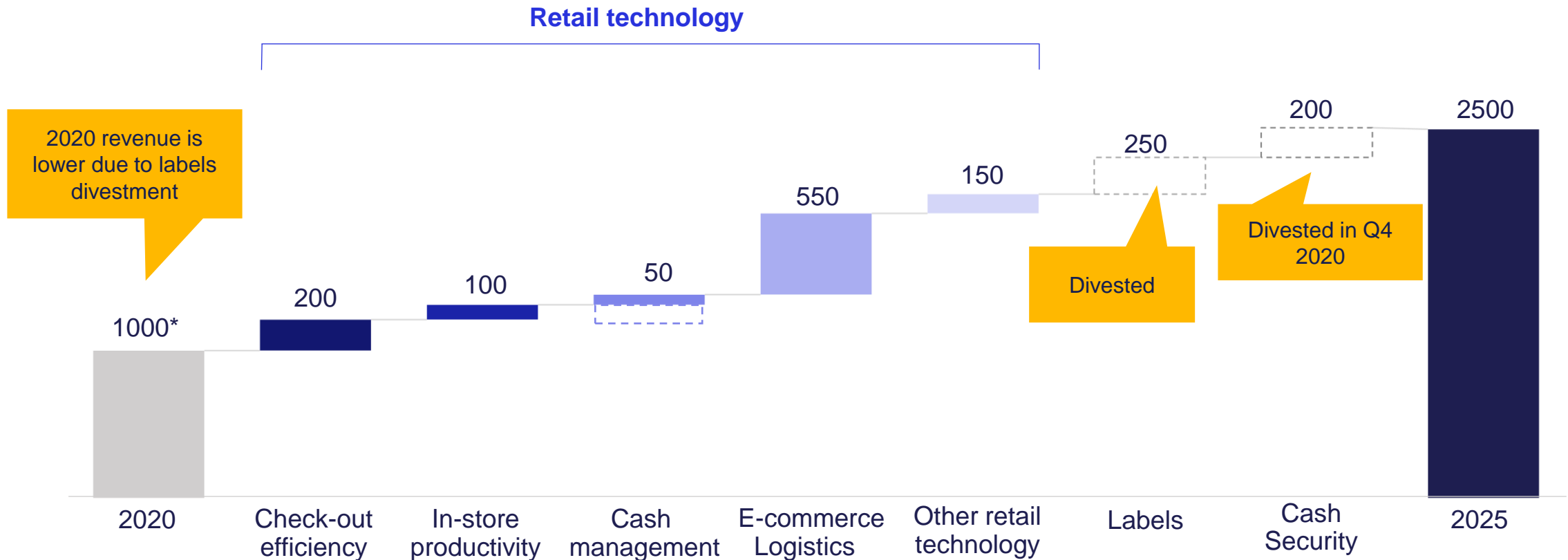
# Build-up of 2025 revenue ambition – shown at Strategy Update Session in February, 2021

Revenue  
MNOK



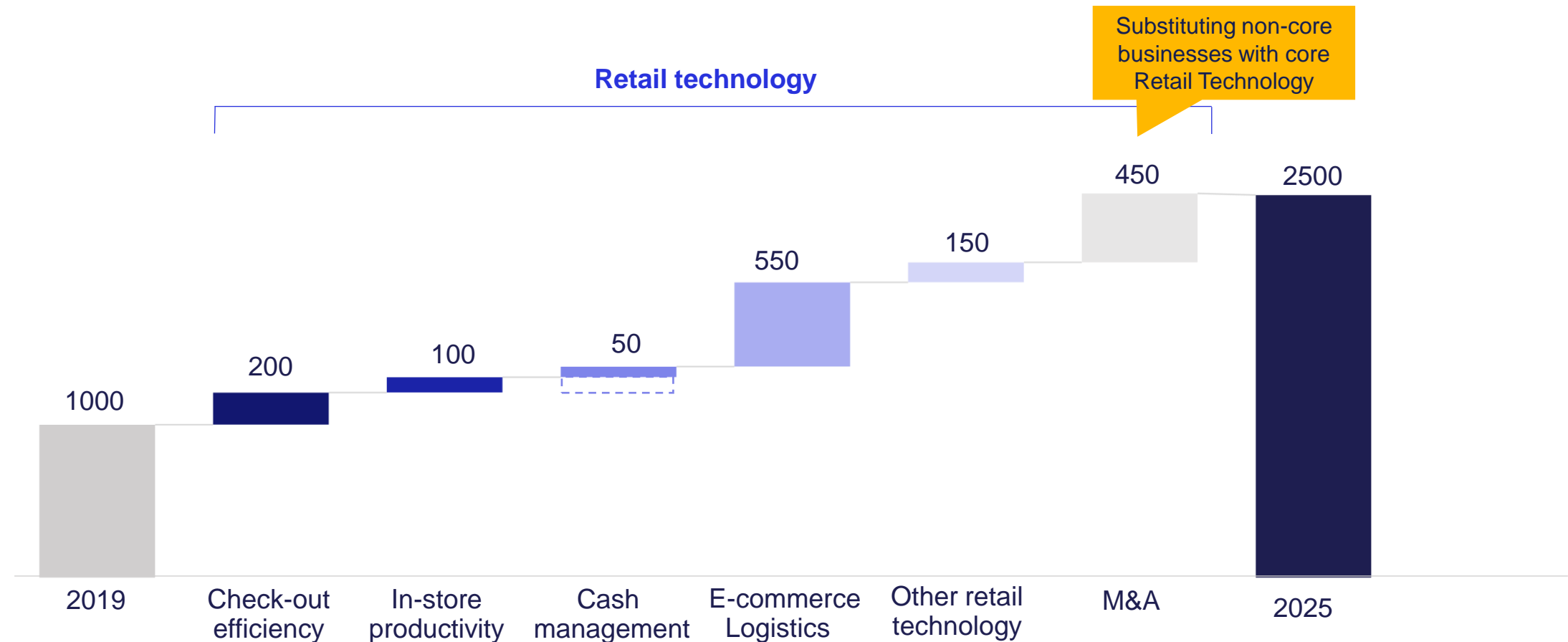
# Build-up of 2025 revenue ambition – shown at Strategy Update Session in February, 2021

Revenue  
MNOK



# Build-up of 2025 revenue ambition – as a *pure* Retail Technology Company

Revenue  
MNOK



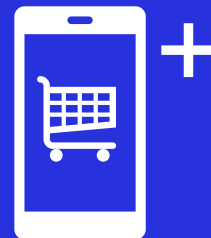


# M&A strategy – patiently exploring relevant opportunities



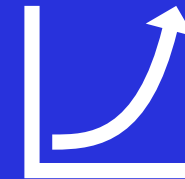
## Geographic expansion (to markets with good product/market fit)

- UK
- Denmark
- Finland
- US
- ...



## Technology additions\*

- E-commerce
- Check-out efficiency
- ...



## Strengthening of core markets

- Spain
- Norway
- Sweden
- Baltics

# Changes and update on our Spanish operations



Updated strategy on Spain



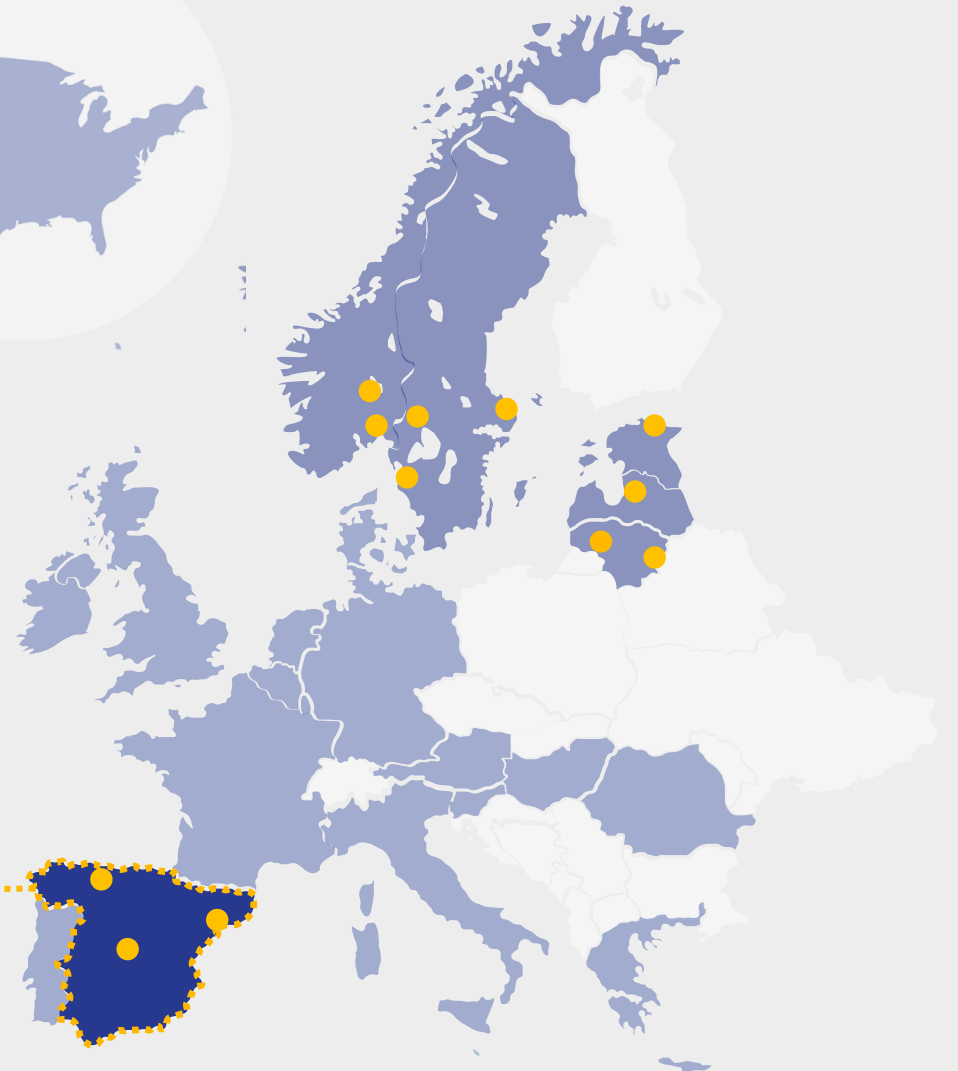
New managing director and restructuring



Leveraging opportunities



Continued challenging short-term-financial results



● Own Offices

# Riding the wave of grocery e-commerce

FINANCIAL TIMES

How grocery retailers are boosting their order pickers' efficiency to stay profitable

## Vil ha robotrevolusjon i matbutikker

Halodi Robotics og StrongPoint skal utvikle roboter for å gjøre repetitive oppgaver i matbutikken. Nå jakter robotselskapet 100 millioner kroner før en børsnotering til neste år.



Catherine Douglas Moran

WINSIGHT  
GROCERY  
BUSINESS

RETAILERS

## Betting on the Need for Speed, StrongPoint Enters U.S. Market

E-commerce picking solutions provider says in-store associates average 240 items per hour

By Jennifer Straley on Jun. 23, 2021



Alimarket  
Cuestión de confianza

Recibir newsletters

StrongPoint lanza 'Order Picking' para la preparación de pedidos online de alimentación

Q & A



**StrongPoint**