



Q1 2022

CEO Jacob Tveraabak

CFO Hilde Horn Gilen

April 28, 2022



Agenda

- Introduction to StrongPoint
- Highlights Q1 2022
- Other key financial figures

E-commerce growth providing a “double opportunity” for StrongPoint

E-COMMERCE

Retailers' needs

1. **In-store:** Pressure on brick & mortar retailers' margin



Opportunity for StrongPoint

Technology solutions in-store to improve retailers' productivity, provide safe shopping and hence uphold margins

2. **E-commerce:** Pressure to develop online presence



World-class e-commerce solutions for picking and delivery

Purpose

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



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

coop

fotex

Norge

ALIMERKA

axfood Snabbgross



EXTRA

Glovo? Matkroken

REMA 1000



Grupo MAS

MENY

KIWI mini pris

MAXIMA

coop mega

coop marked

coop prix

Rimi

Obs

Hemköp

BUNNPRIS

coop

Reiterating StrongPoint's 2025 financial ambitions

NOK 2.5 bn in 2025

EBITDA 13-15%

Highlights

Q1 2022

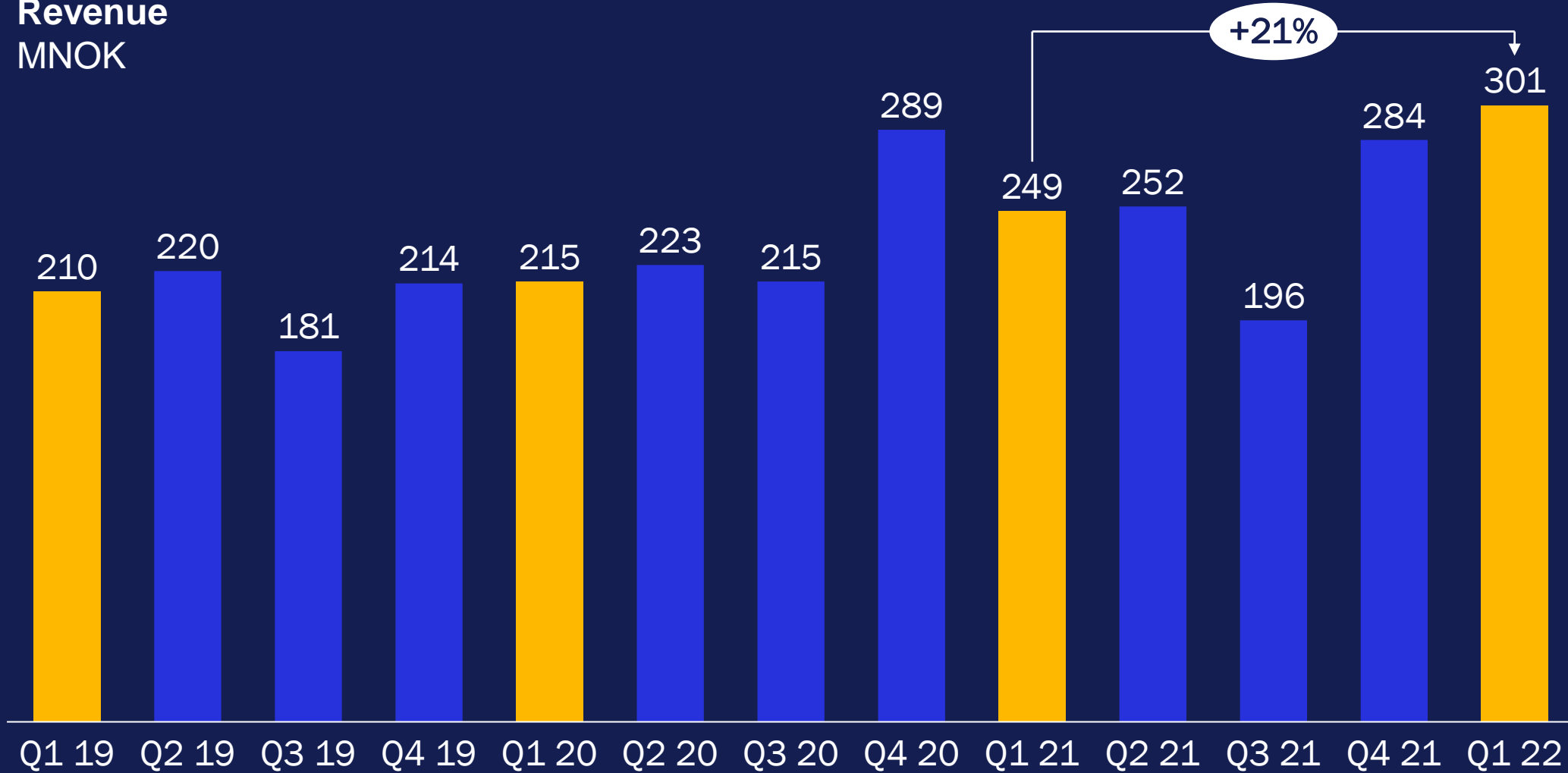
Highlights Q1 2022

- 1 Record revenue despite impact from global component shortages
- 2 Continued customer success in priority areas
- 3 Further progress on 2025 strategic ambitions



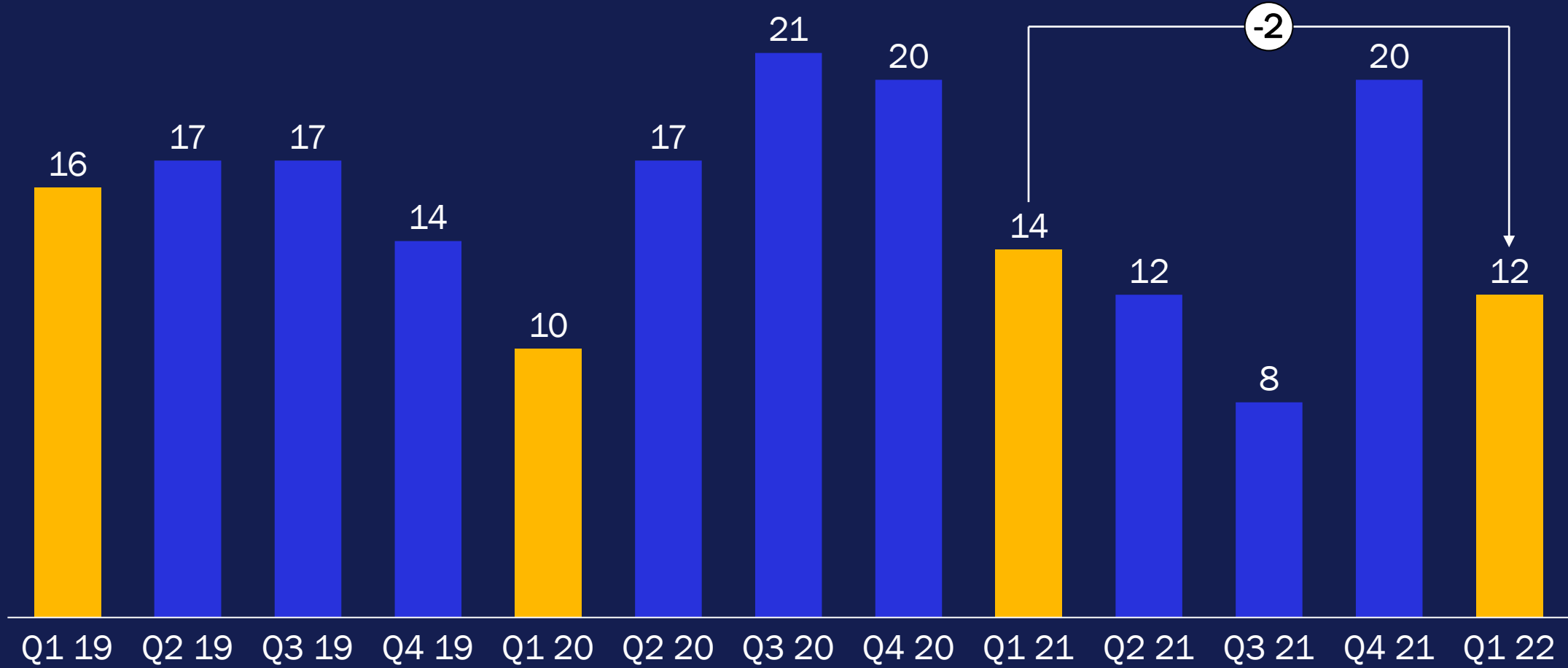
1st quarter revenue

Revenue
MNOK



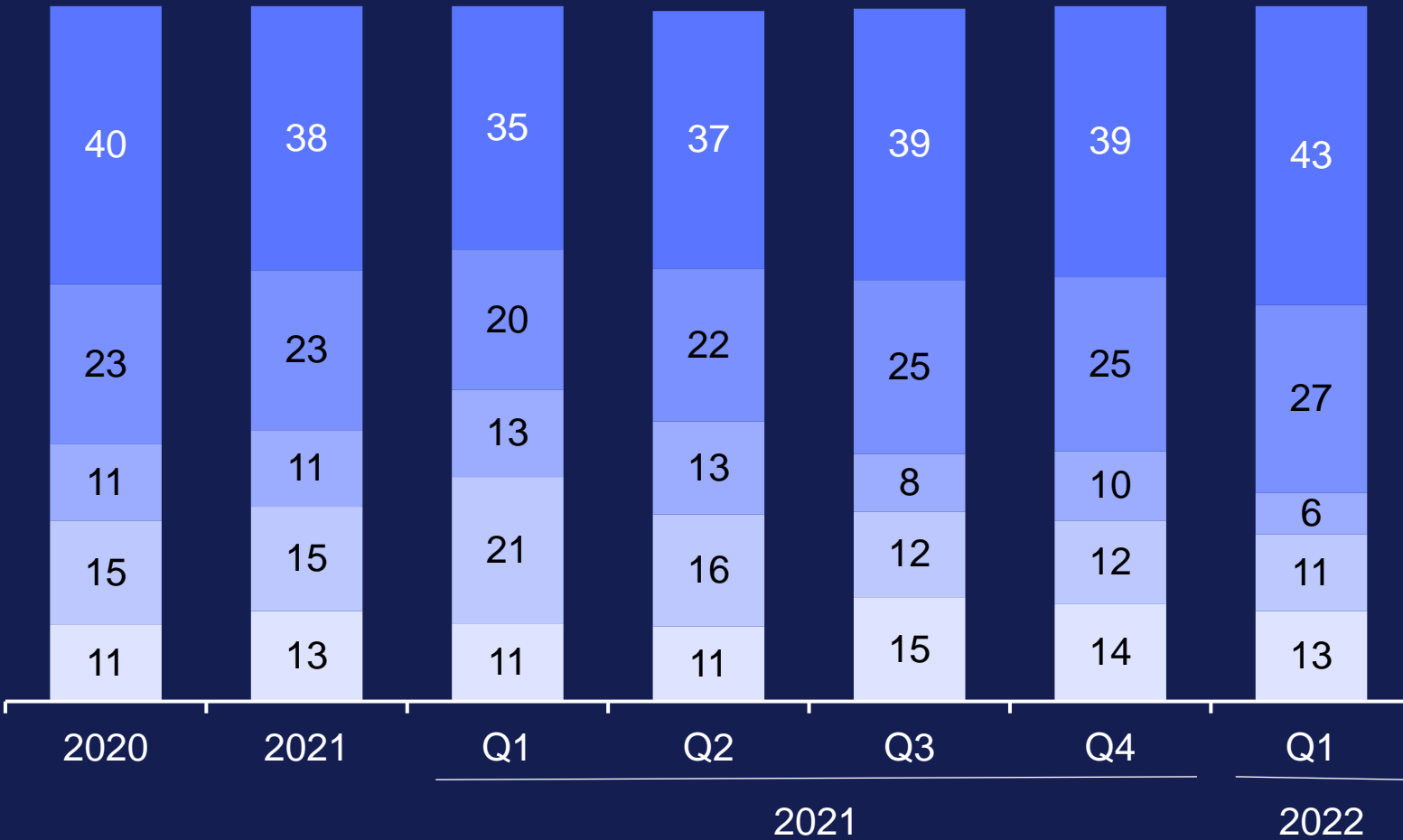
1st quarter EBITDA

EBITDA
MNOK



Revenue share per solutions' segments

Relative share of revenue per segment
Percent



Segments

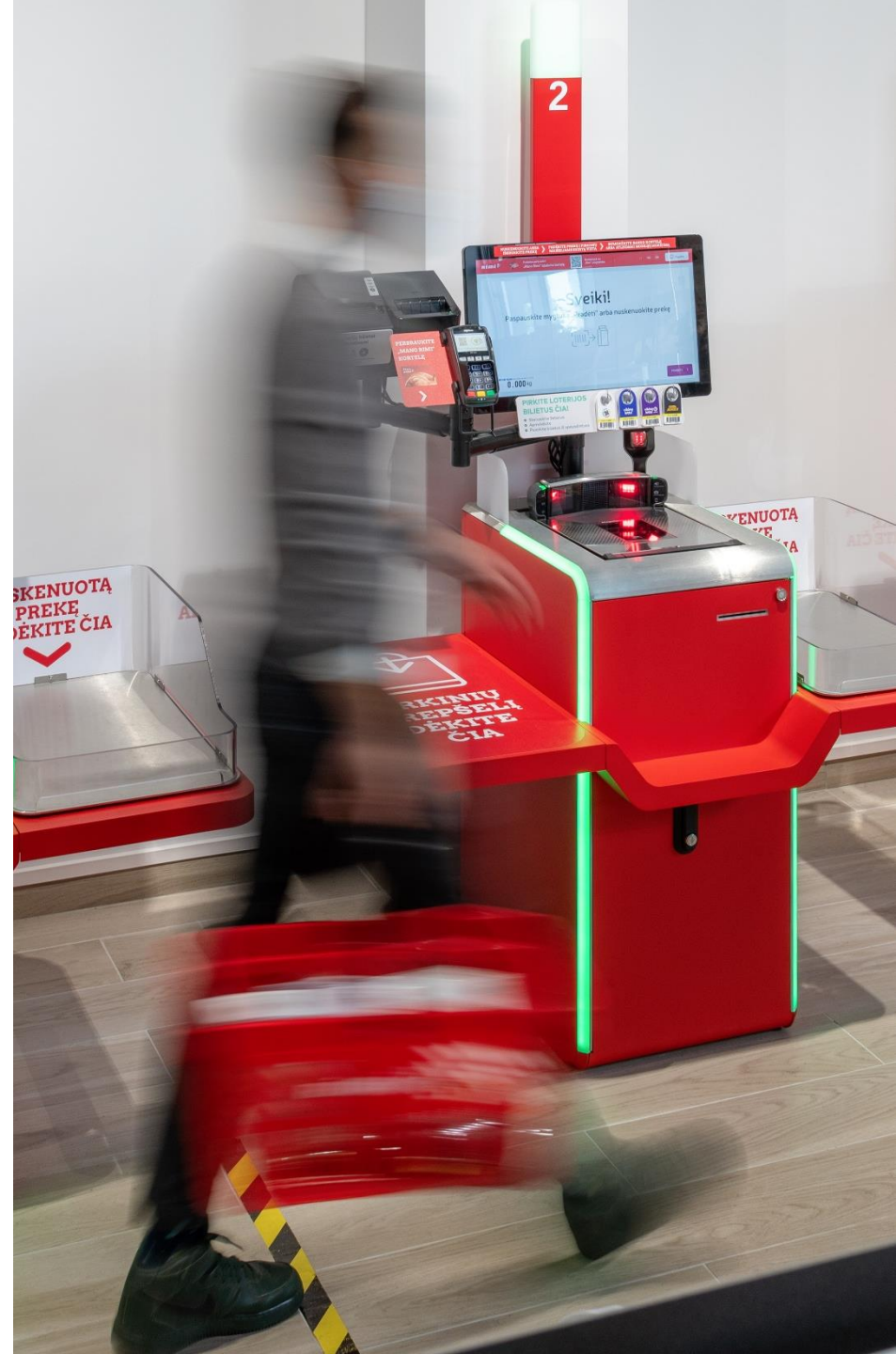
- In-store productivity
- Payment Solutions
- E-commerce Logistics
- Check Out Efficiency
- Other retail technology

Note: Roundings may make total different than 100%

2

Continued customer success in priority areas

- Salling Group, the largest grocery retailer in Denmark, ordered additional grocery lockers
- Agreement with Palink (part of REWE Group) for Self-Checkout solutions in the Baltics
- Framework agreement with SPAR International as a Preferred Supplier for e-commerce solutions



Further progress on 2025 strategic ambitions

- The Spanish operation achieved a close to break even EBITDA in Q1 2022
- Two new members was appointed to Executive Management Team:
Chris Mackie as SVP E-commerce and Magnus Rosén as SVP & MD Sweden
- StrongPoint signed an exclusive, non-binding term sheet to acquire 100% of the shares in Air Link Group Ltd in UK and Ireland

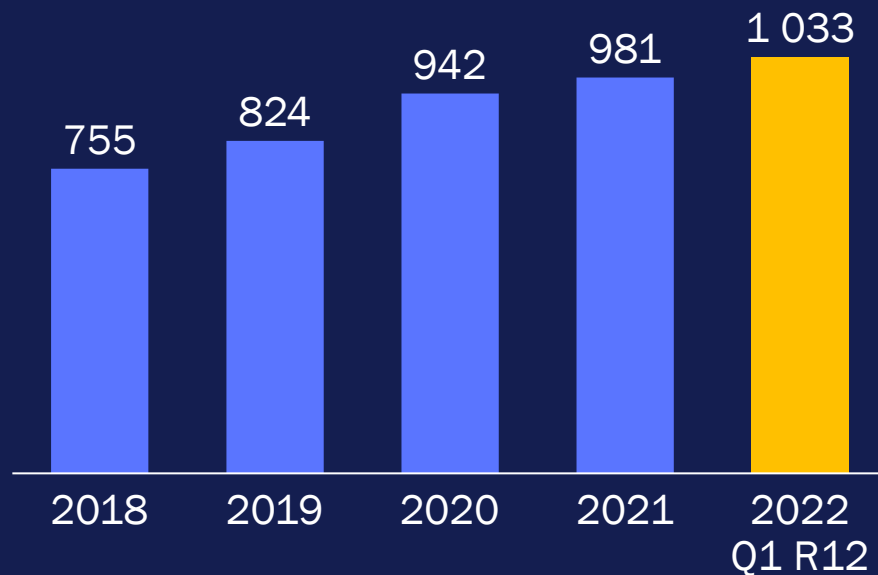


Other key financial figures

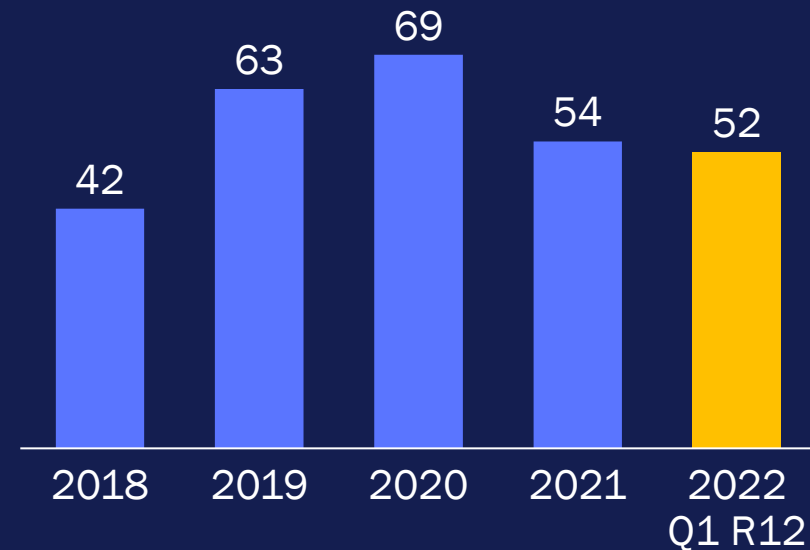
Growth in revenue, EBITDA affected by investments for the future and global component shortages

MNOK

Revenue

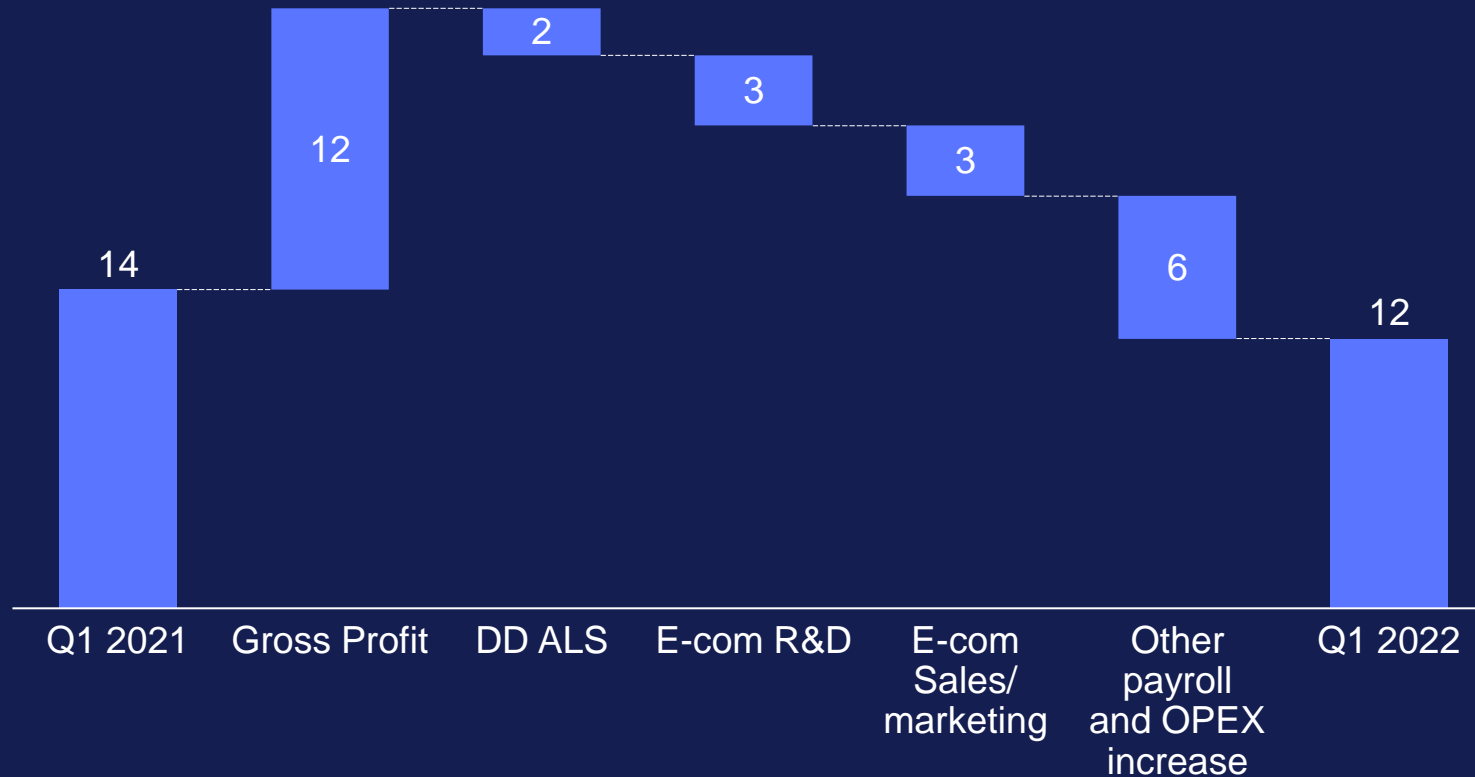


EBITDA

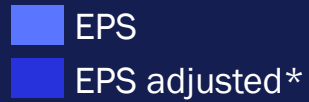


Operational and strategic investments affect the EBITDA for Q1 2022 compared to same quarter last year

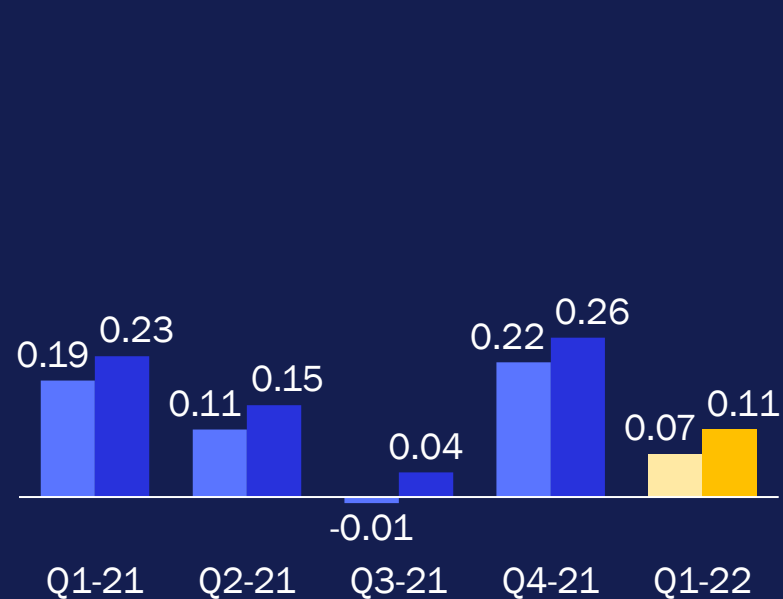
EBITDA
MNOK



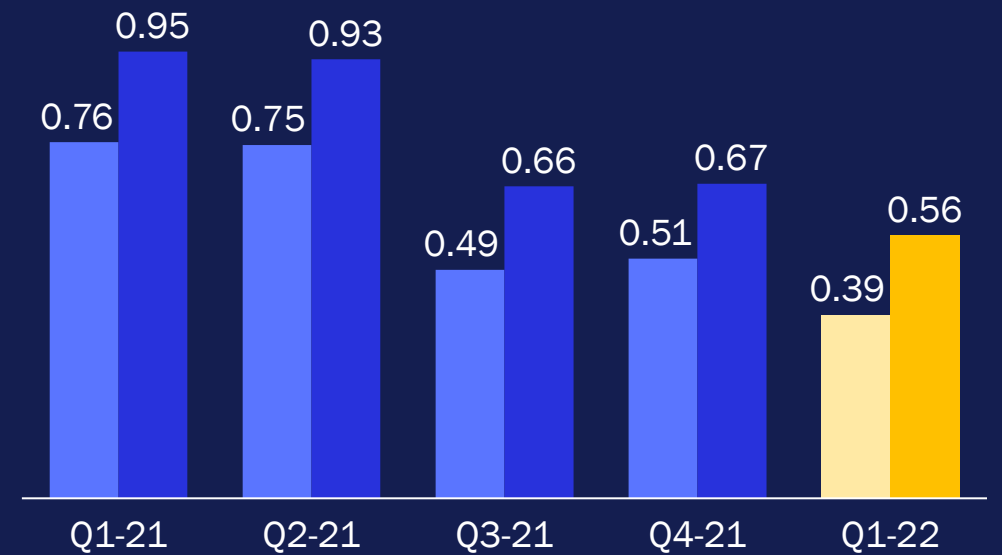
Earnings per share from continued operations



EPS per quarter
NOK per share



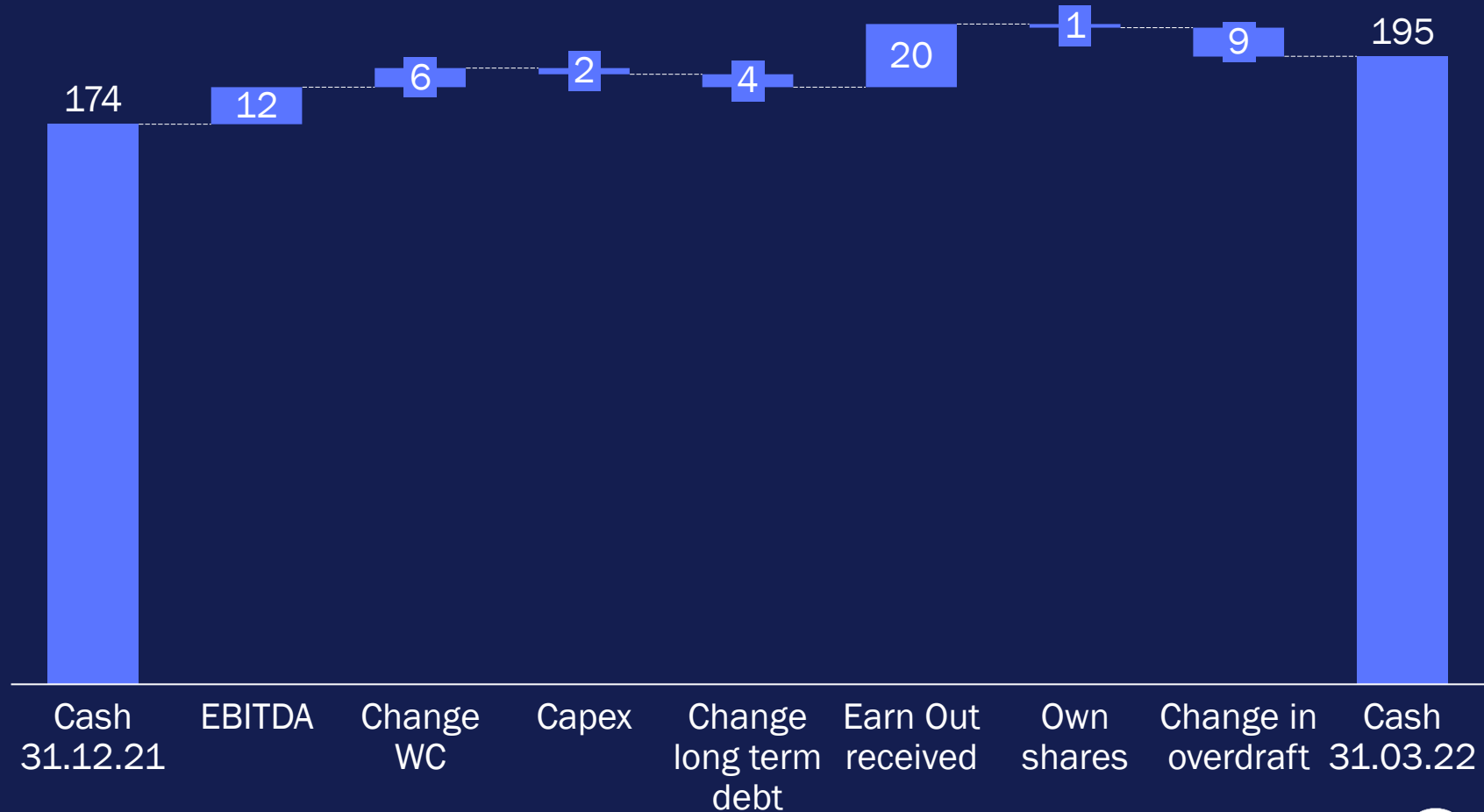
EPS rolling 12 month
NOK per share



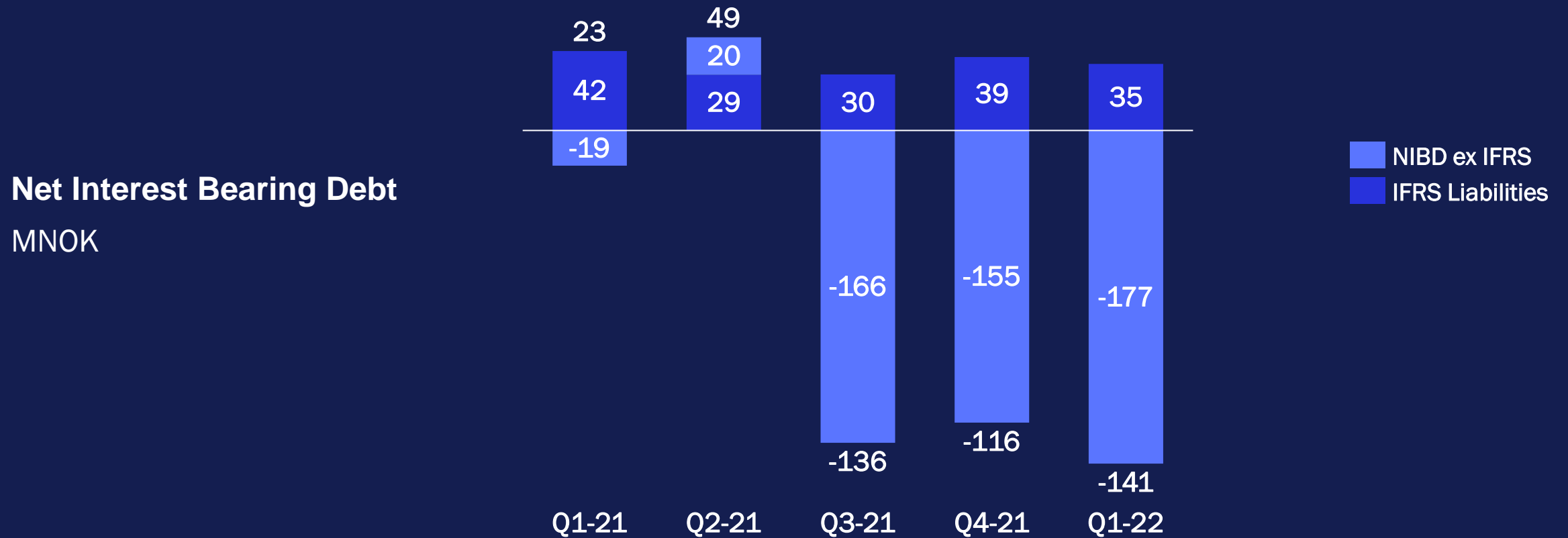
* EPS adjusted for amortisation of intangible assets, mainly from historic M&A

Strong cash position end of 1st quarter

MNOK



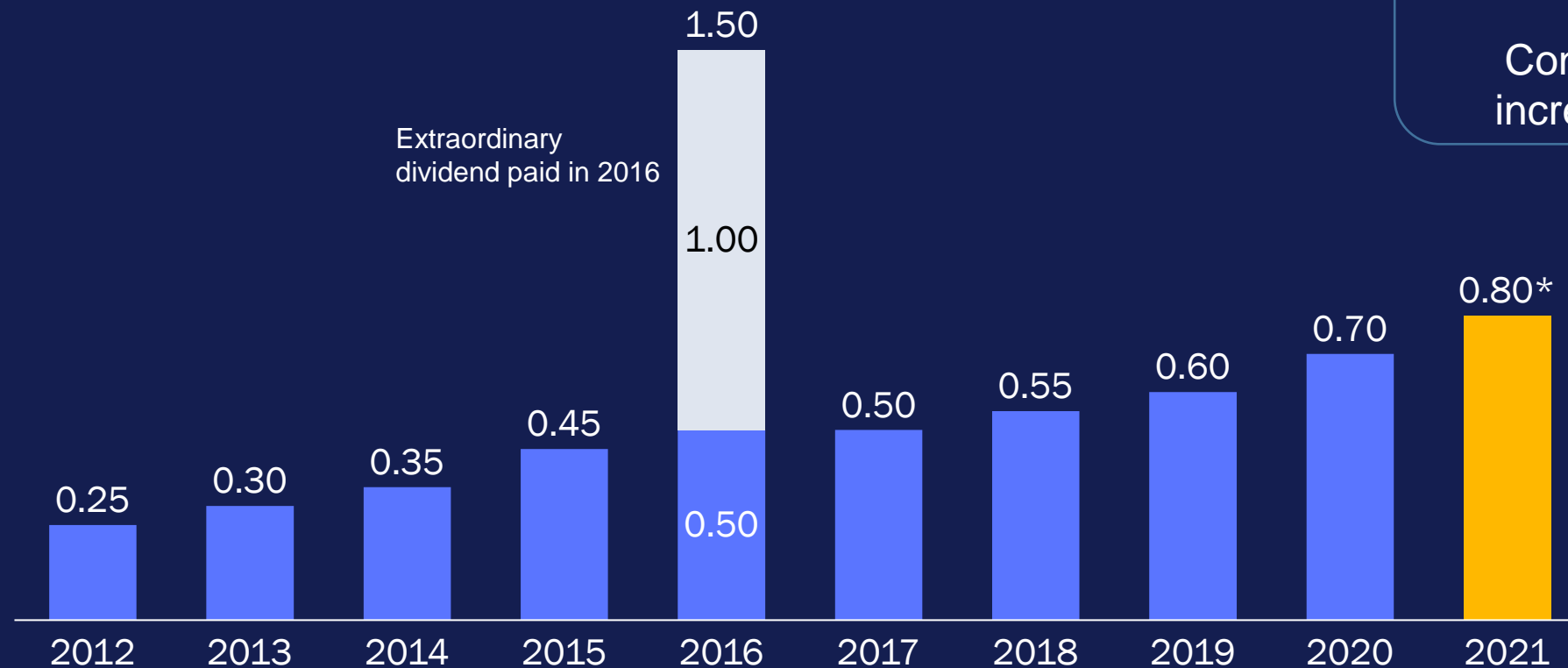
Continued high net positive cash position



Historic figures for the quarters Q1 2021 to Q2 2021 include discontinued operations

Dividend for 2022 follows the long-term ambitions from the Board. To be decided at the Annual General Meeting

Dividend
NOK per share



* Proposed dividend to GM

Financial calendar 2022

- 13 July: Q2 2022
- 26 October: Q3 2022

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Thank you!