

# StrongPoint Q1 2024

25 April 2024



# Agenda

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Introduction

Q1 2024 highlights

Customer success

Other financials

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**Jacob Tveraabak**

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Chief Executive Officer



**Marius Drefvelin**

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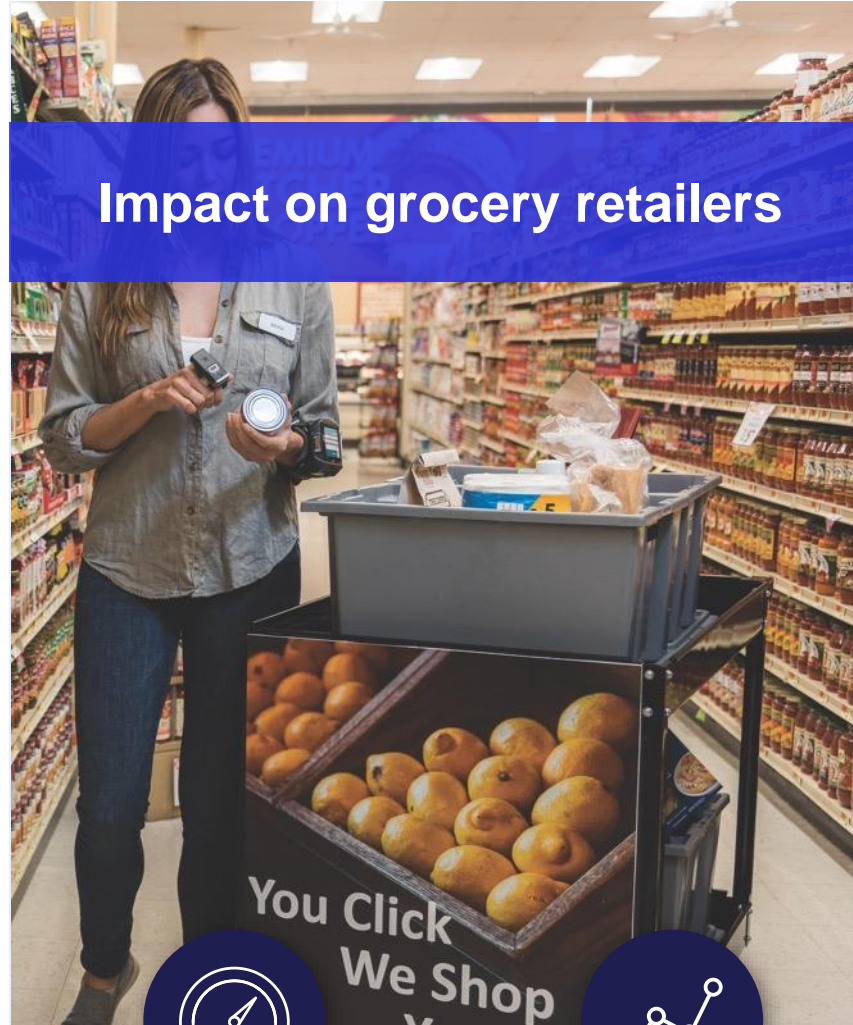
Chief Financial Officer

# Our purpose:

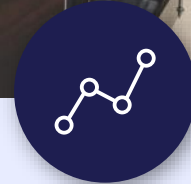


"Retail technology in every shopping experience for a smarter and better life"

## 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

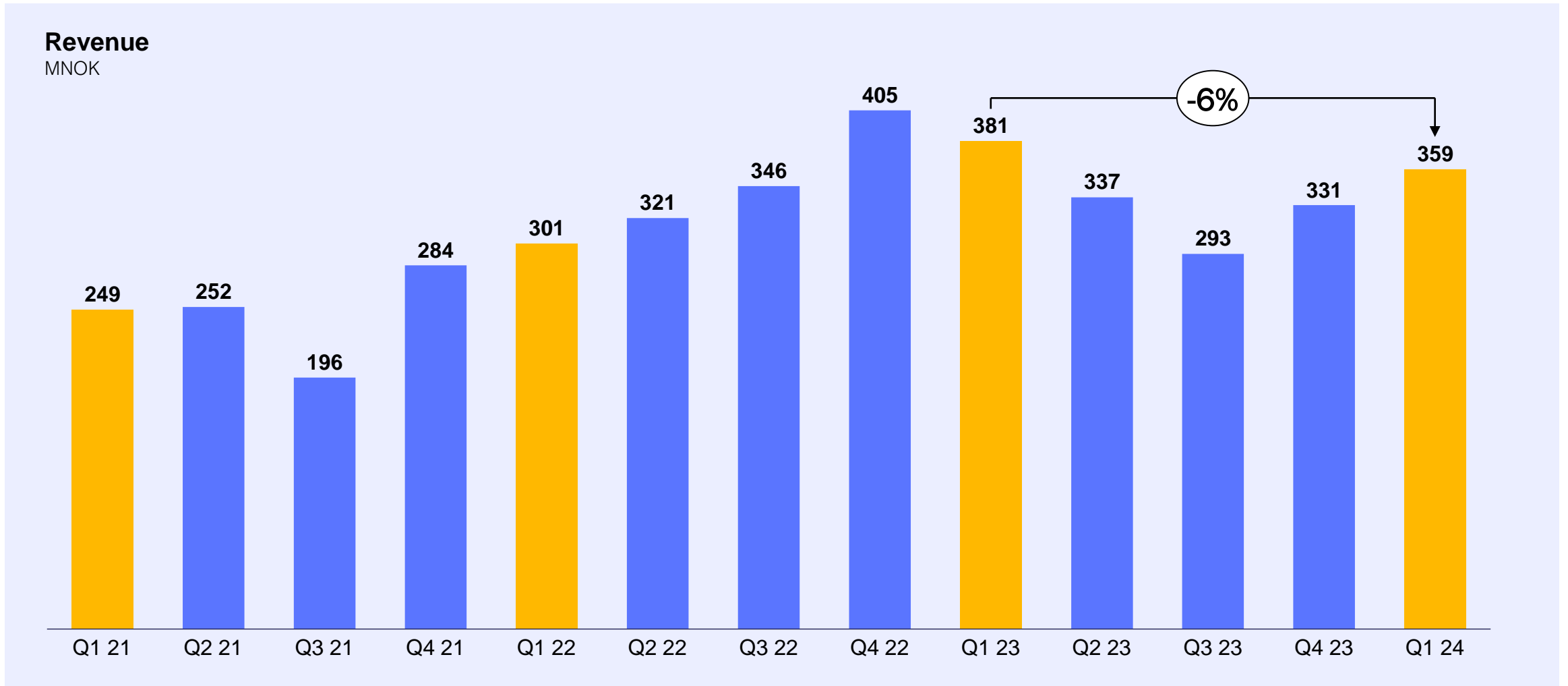
In-store	E-Commerce
<b>1</b> In-store Product Pickup (Vensafe) 	<b>9</b> In-store Manual Picking 
<b>2</b> Electronic Shelf Labels 	<b>10</b> Dark Store Manual Picking 
<b>3</b> Self-Checkout & AI solutions 	<b>11</b> Automated Fulfillment 
<b>4</b> Cash Management 	<b>12</b> Grocery Lockers 
<b>5</b>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



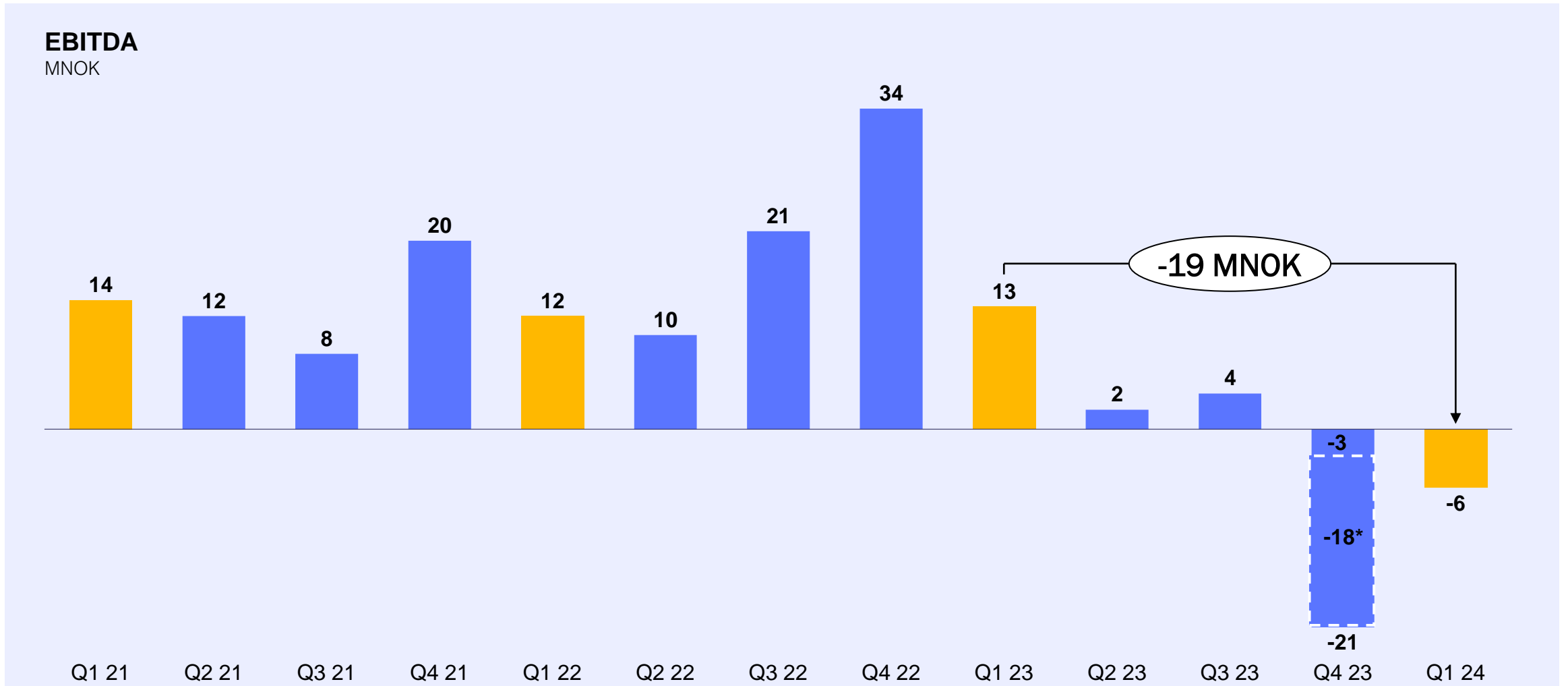
# Q1 2024 highlights

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# 1<sup>st</sup> quarter revenue



# 1<sup>st</sup> quarter EBITDA



\* The Q4 2023 EBITDA 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 was -2.7 MNOK.



# Customer success





# Investments bearing fruit



## Sainsbury's

UK's second largest grocery retailer  
picked StrongPoint's Order Picking for all  
its e-commerce fulfillment



## MERCADONA

StrongPoint's new 'CashGuard Connect'  
solution operational in-store with Spain's  
largest grocery retailer

Select & Collect

Produkt hämtning

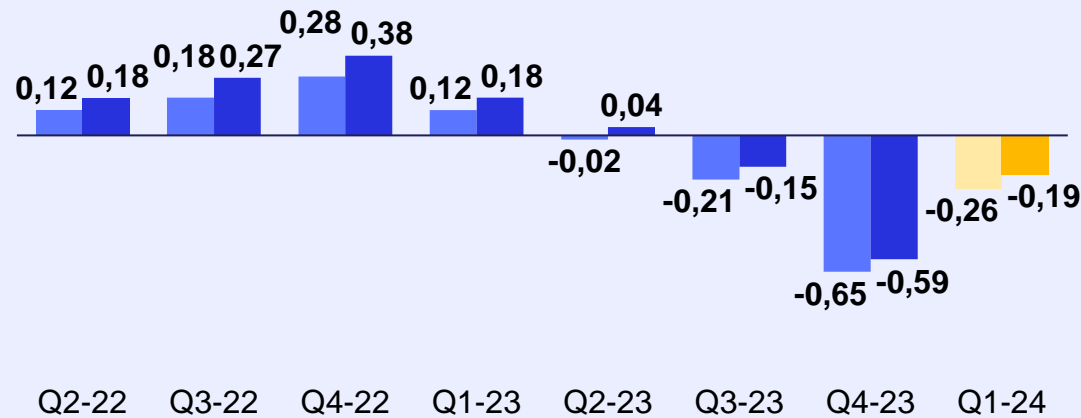
# Other financials



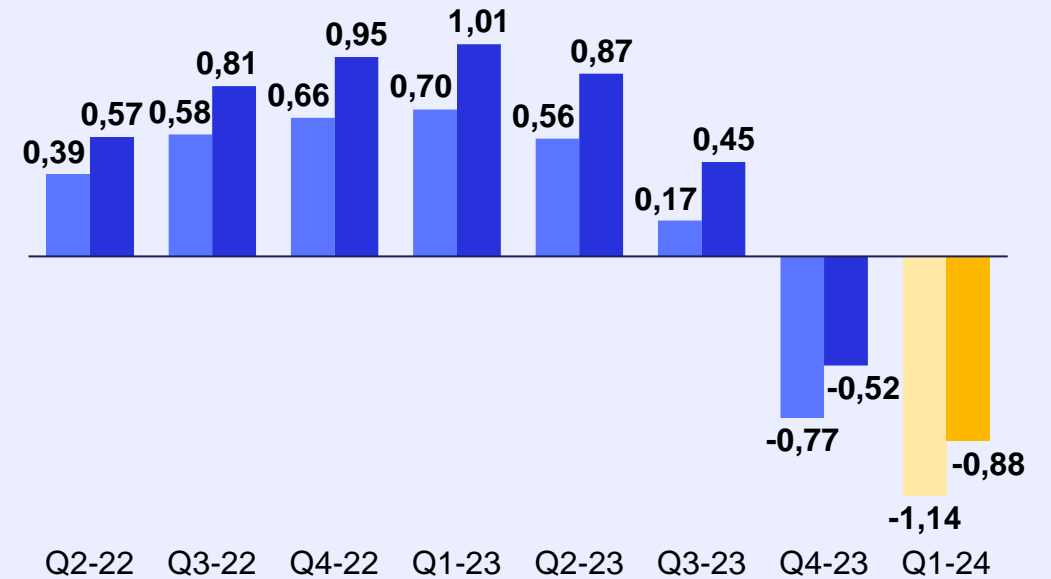
# Earnings per share

- EPS
- EPS excl. M&A amortization\*

**EPS per quarter**  
NOK per share



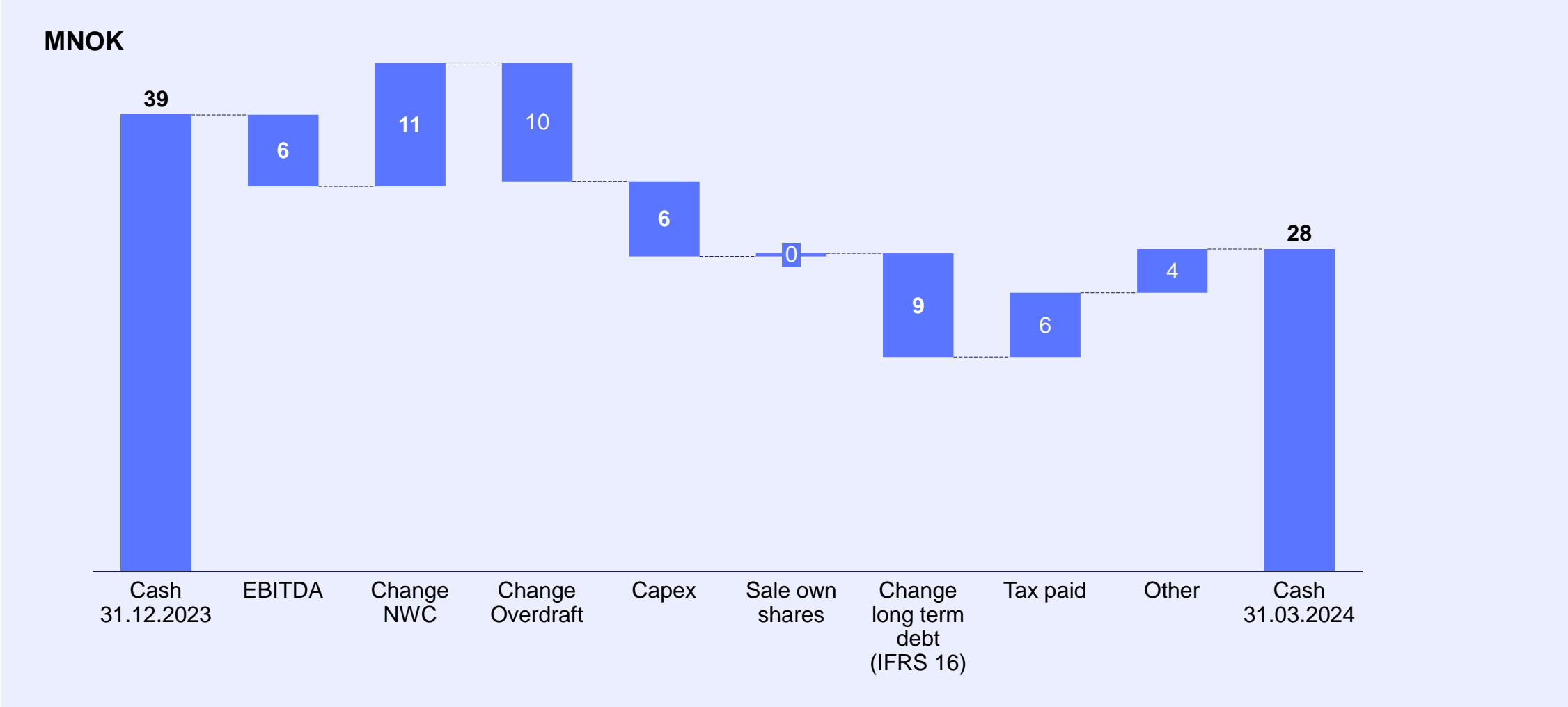
**EPS rolling 12 month**  
NOK per share



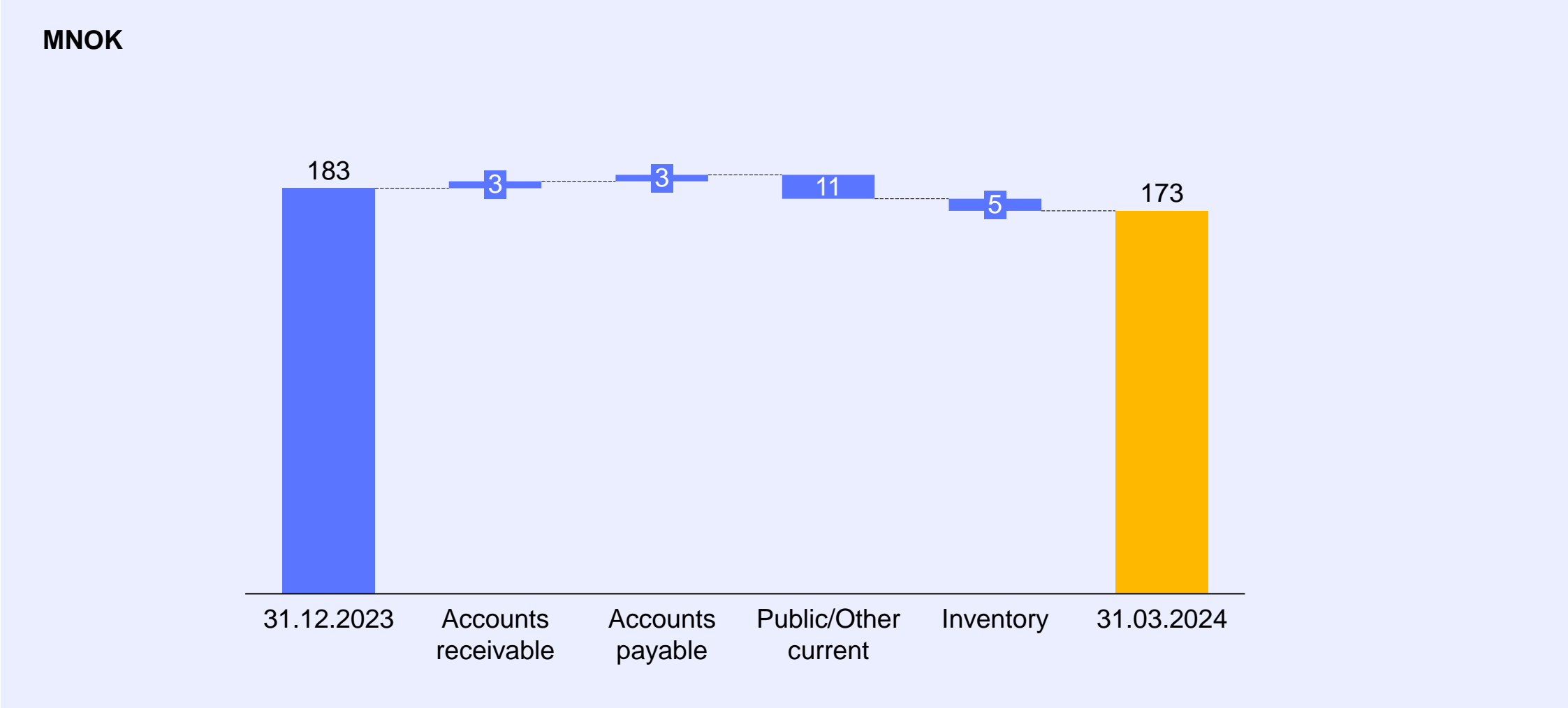
\*EPS excluding amortization of intangible assets from historic M&A



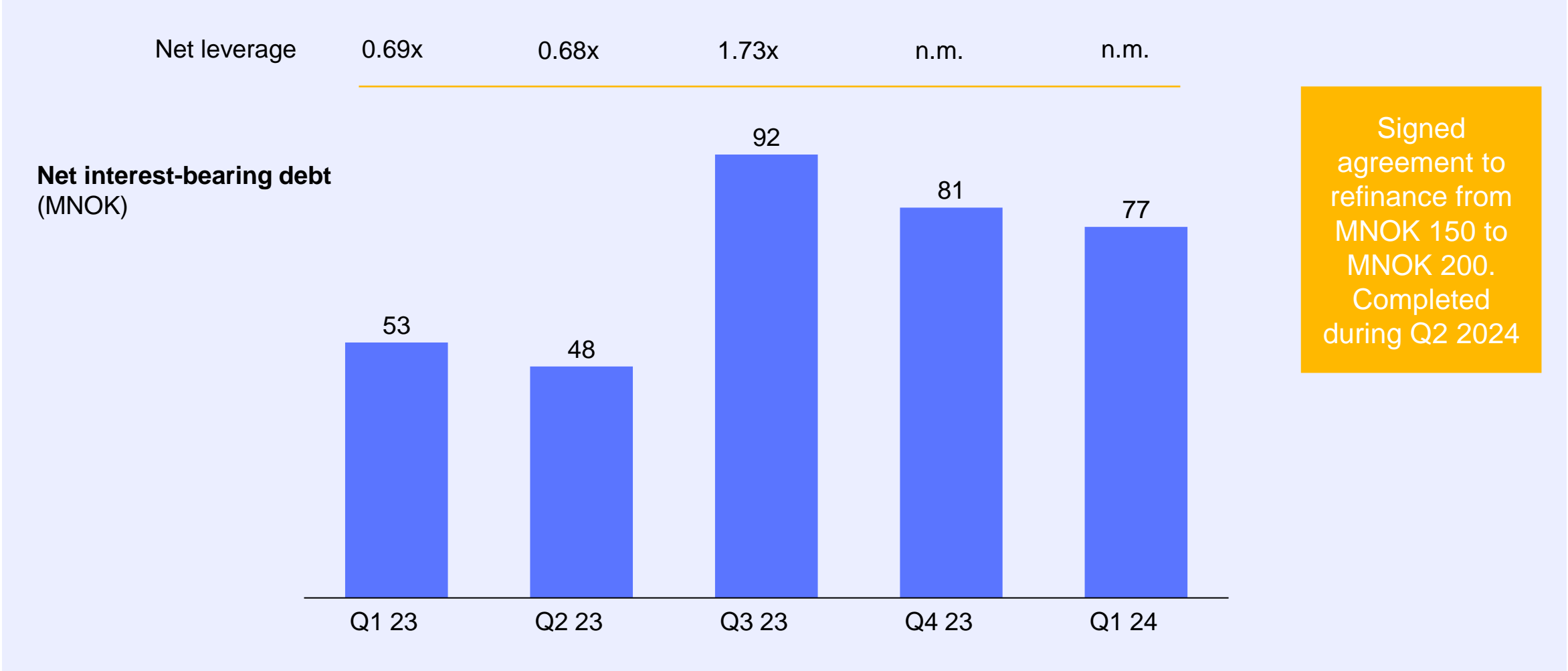
# Cash Flow movements in 2024



# Changes in main working capital items in 2024



# Net leverage and net interest-bearing debt



Signed agreement to refinance from MNOK 150 to MNOK 200. Completed during Q2 2024

Net leverage = Net interest-bearing debt / 12 months rolling EBITDA  
 Net interest-bearing debt includes interest bank loans and bank overdraft, financial lease and IFRS 16 car leasing. See the quarterly report for an overview of each component comprising net interest-bearing debt.



# Next presentation

- Strategy Update Session, 25 April 2024
- Q2 2024 presentation, 12 July 2024

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Thank you

