

# StrongPoint Q2 2024

12 July 2024



# Agenda

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Introduction

Q2 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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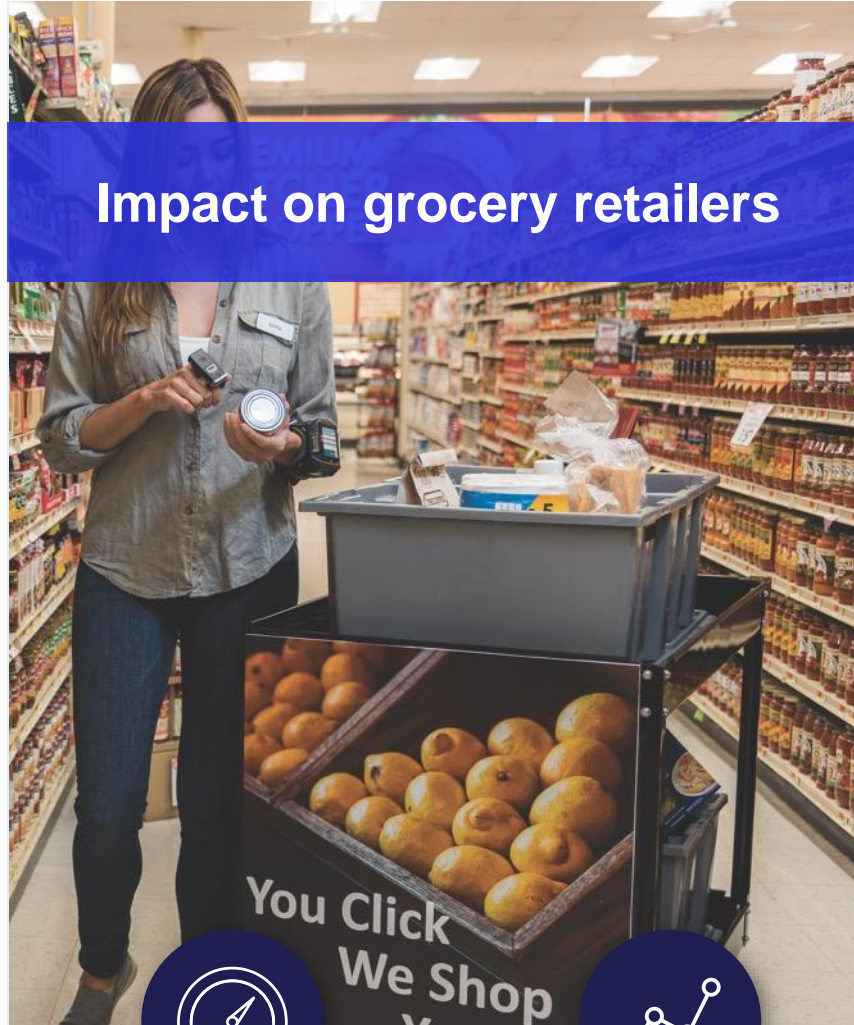
Chief Financial Officer

# Our purpose:

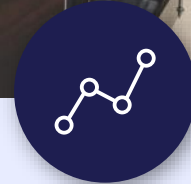


"Retail technology in every shopping experience for a smarter and better life"

## Impact on grocery retailers



**Driving Efficiency Savings**



**Boosting margins**



## Impact on end consumers



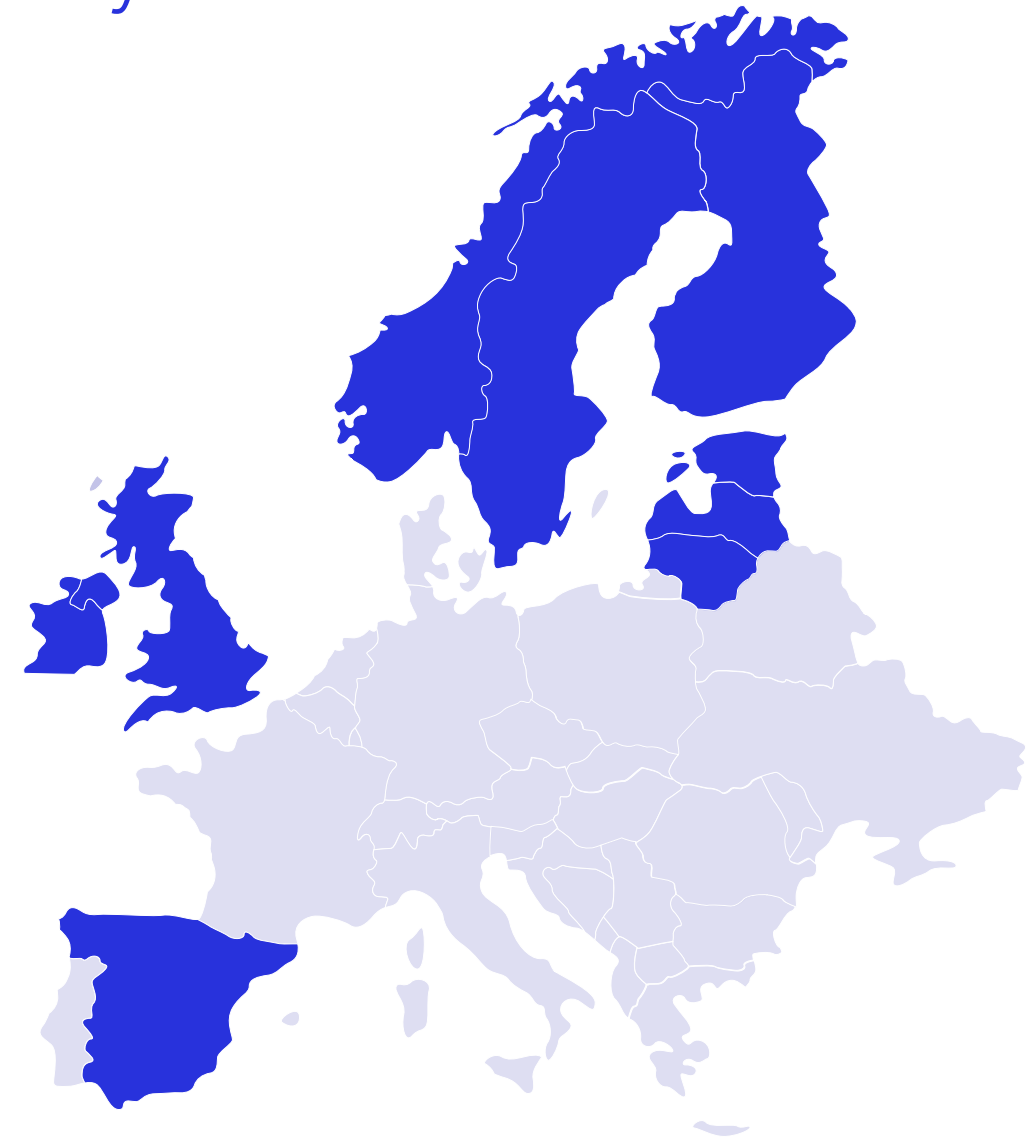
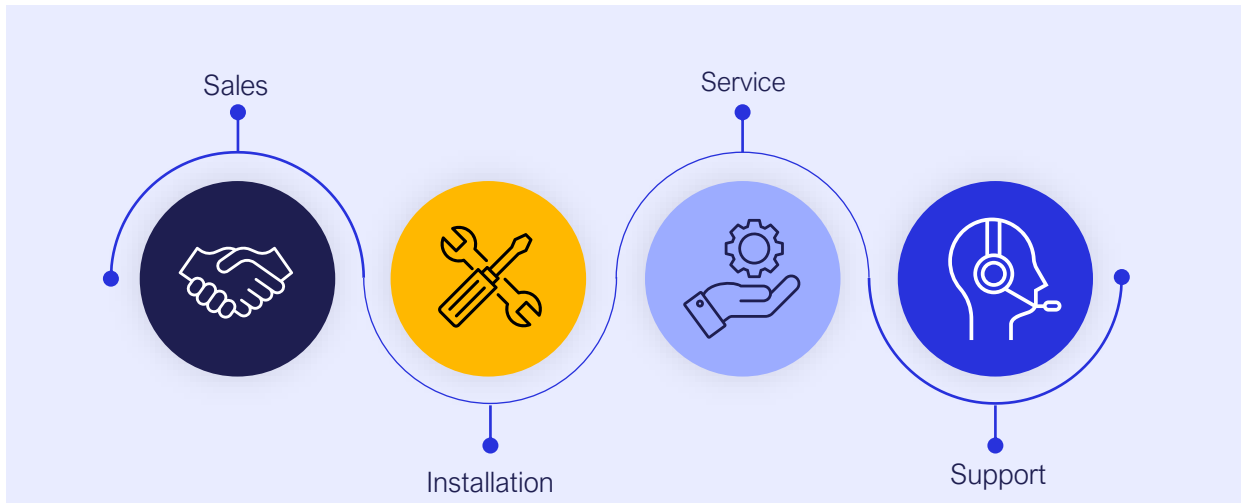
**Improving both the in-store and online experience for shoppers**

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

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



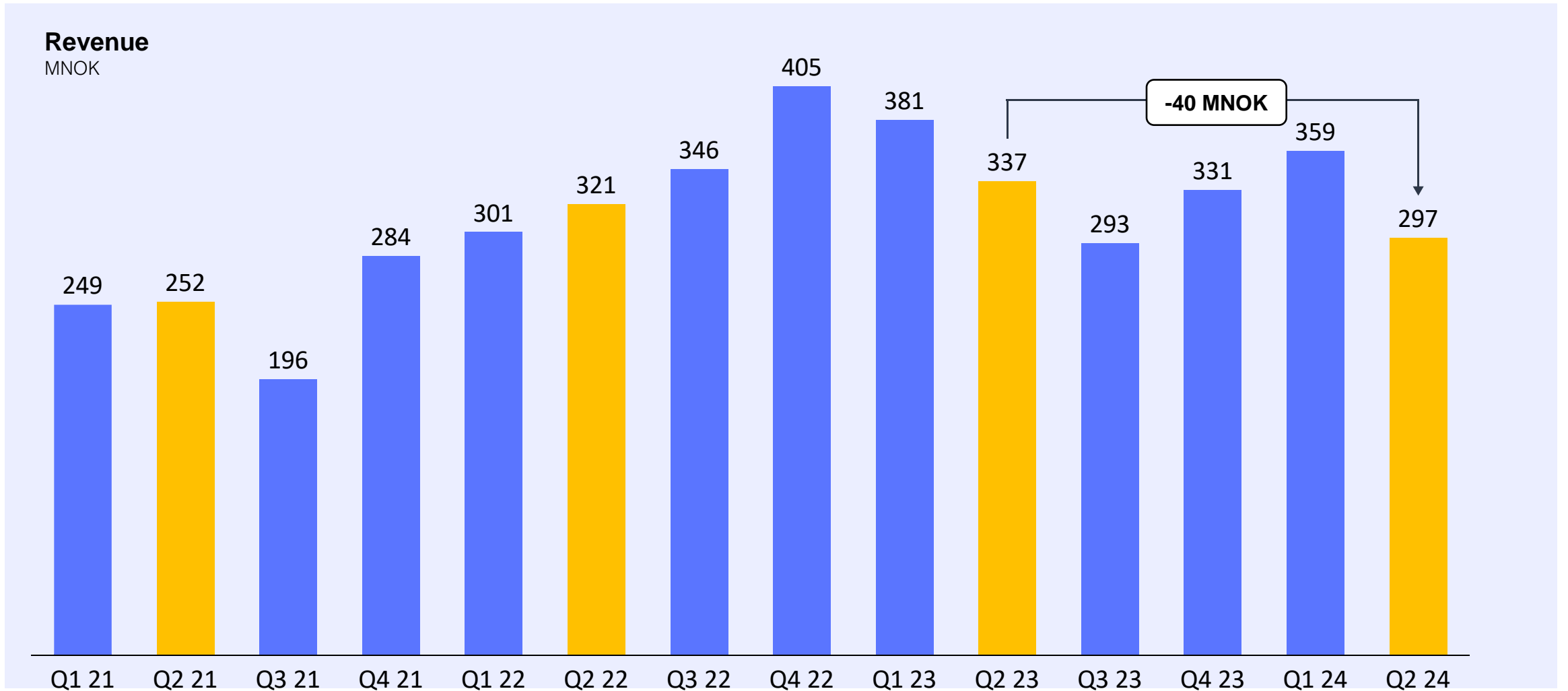
# Provide end-to-end solutions for grocery retailers in 9 core markets



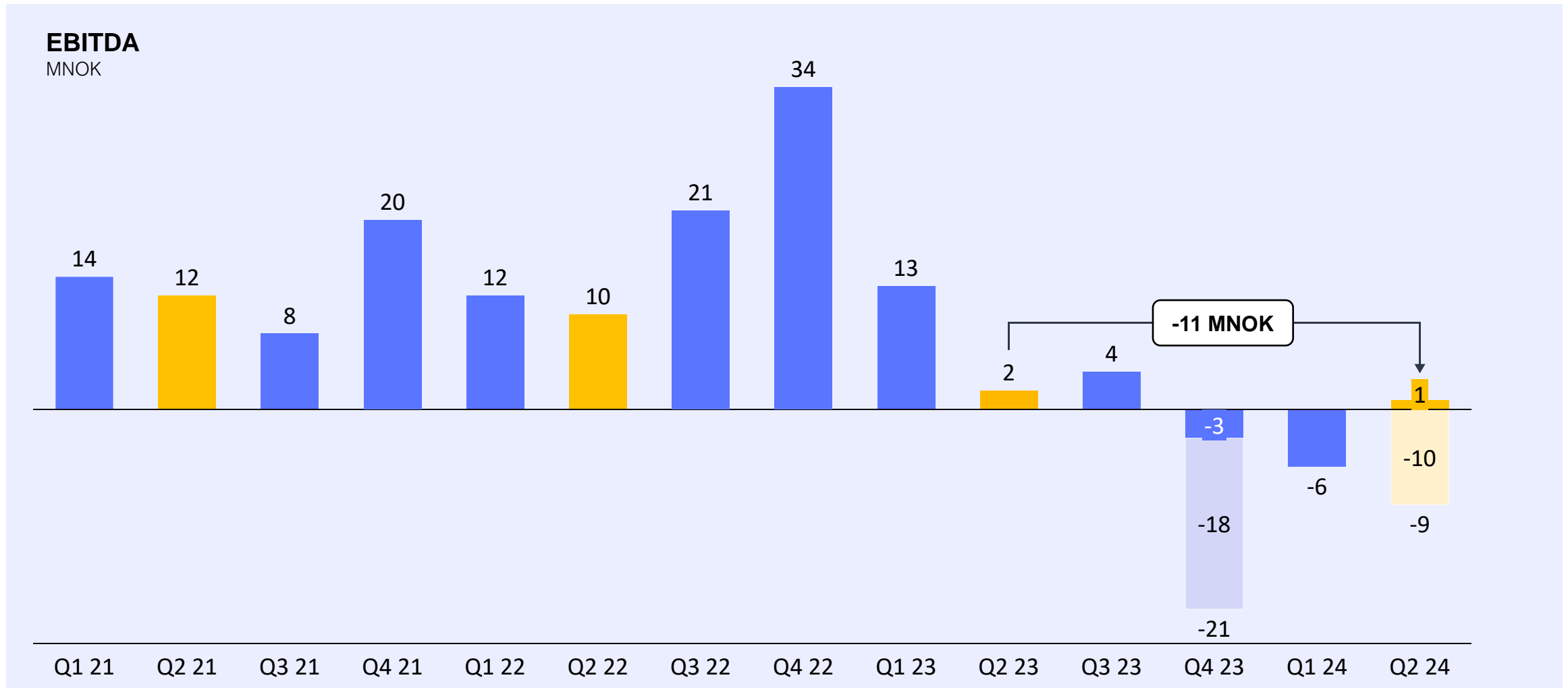
# Q2 2024 highlights

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# 2<sup>nd</sup> quarter revenue



# 2<sup>nd</sup> quarter EBITDA



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



CashGuard Connect pilot in-store in Spain's largest grocery retailer



Leading US grocery retailer expands grocery lockers with StrongPoint



Cyprus's largest grocery retailer chooses StrongPoint for its ESLs in all its stores

Select & Collect

Produkt hämtning

# Other financials

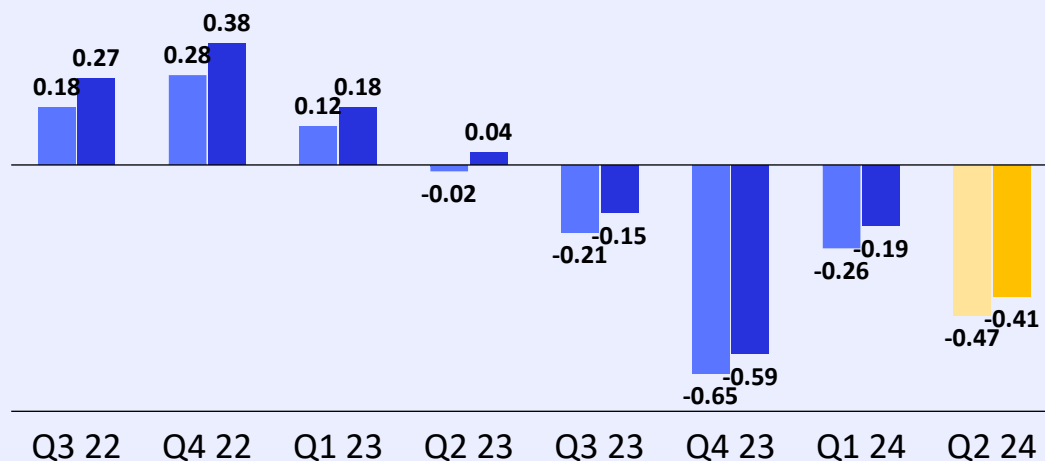


# Earnings per share

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

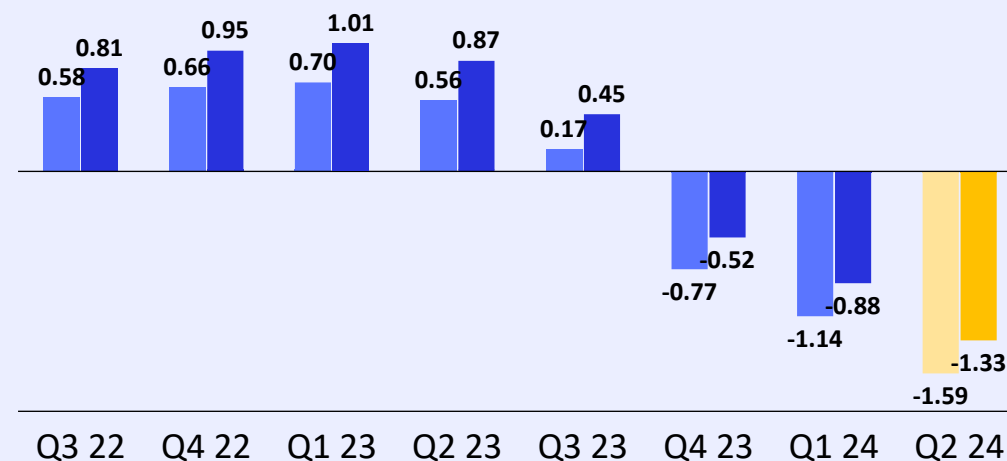
## EPS per quarter

NOK per share



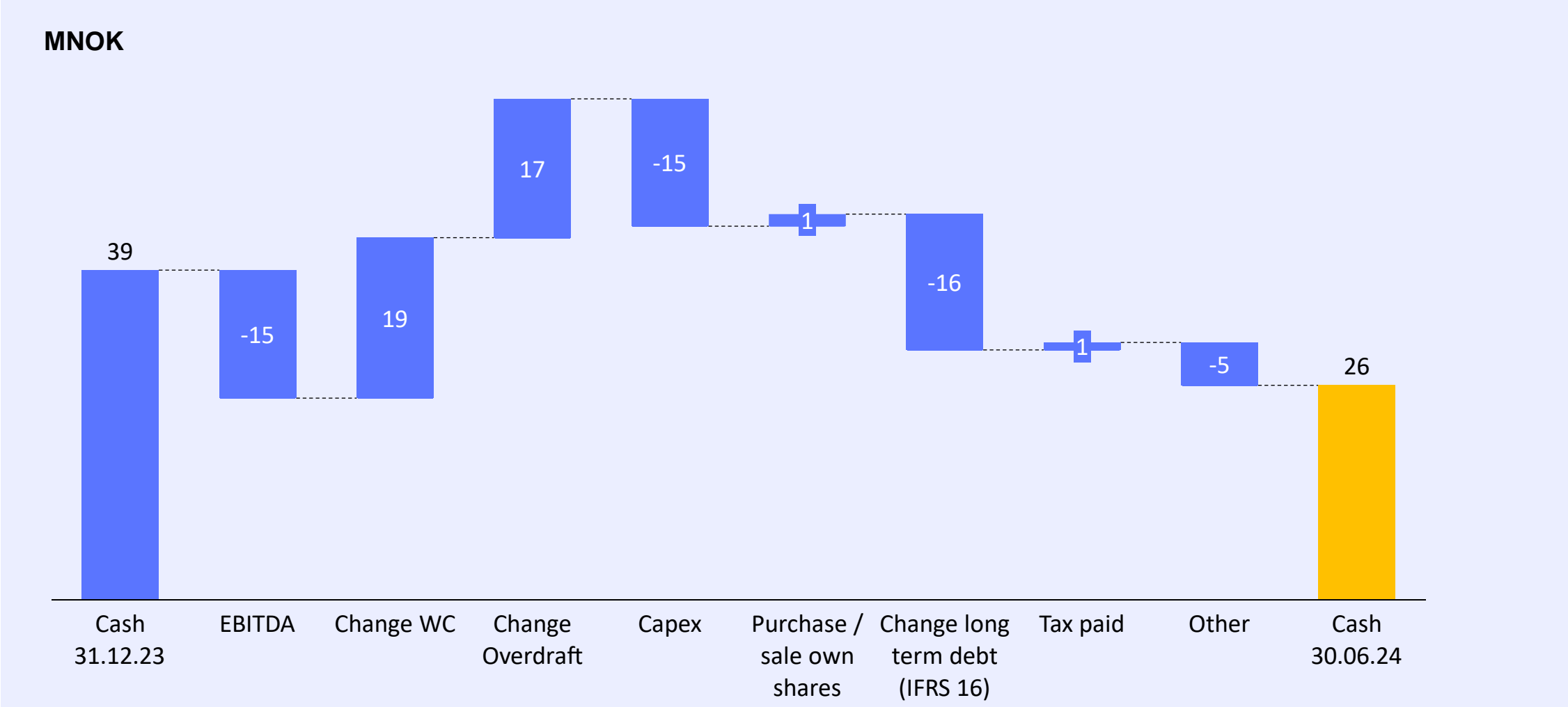
## EPS rolling 12 month

NOK per share

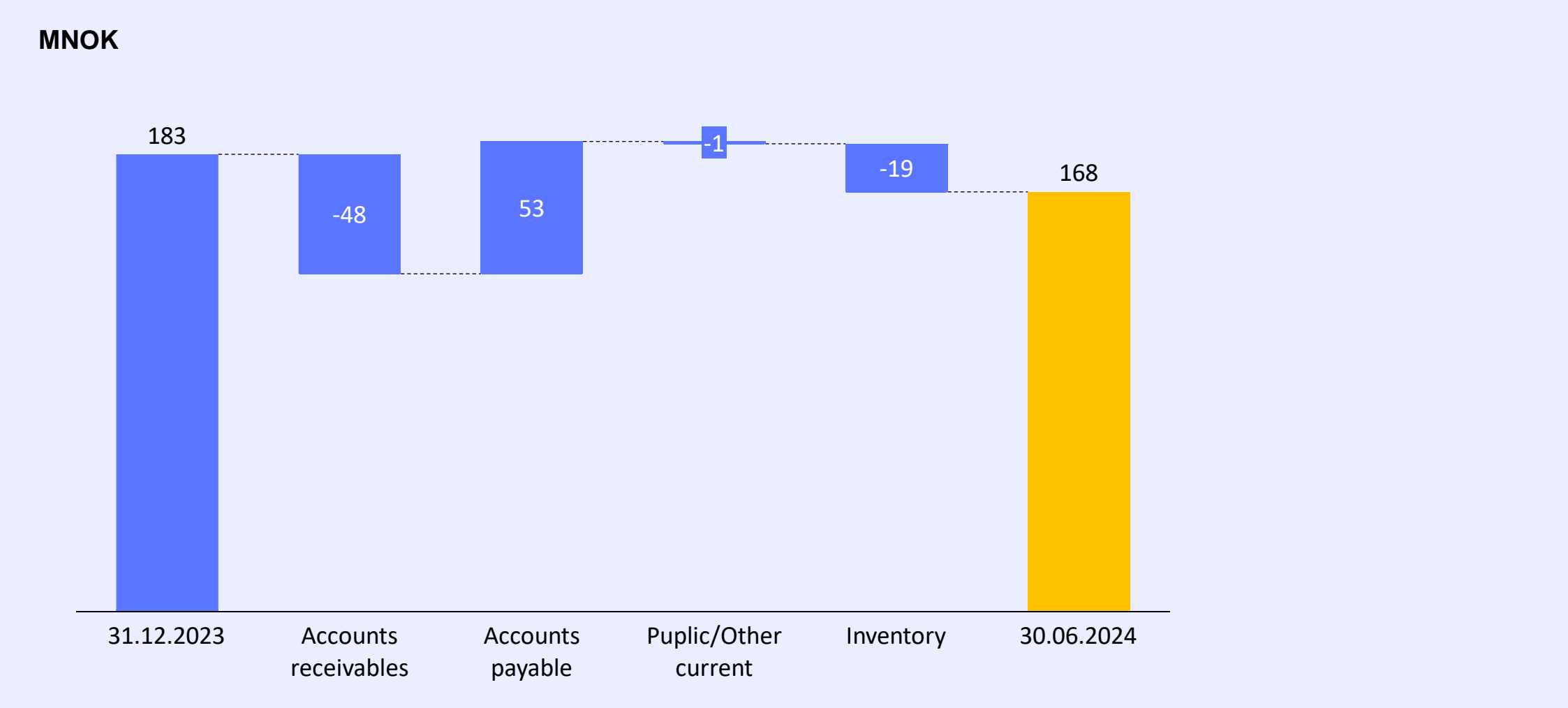


\*EPS excluding amortization of intangible assets from historic M&A

# Cash Flow movements in 2024

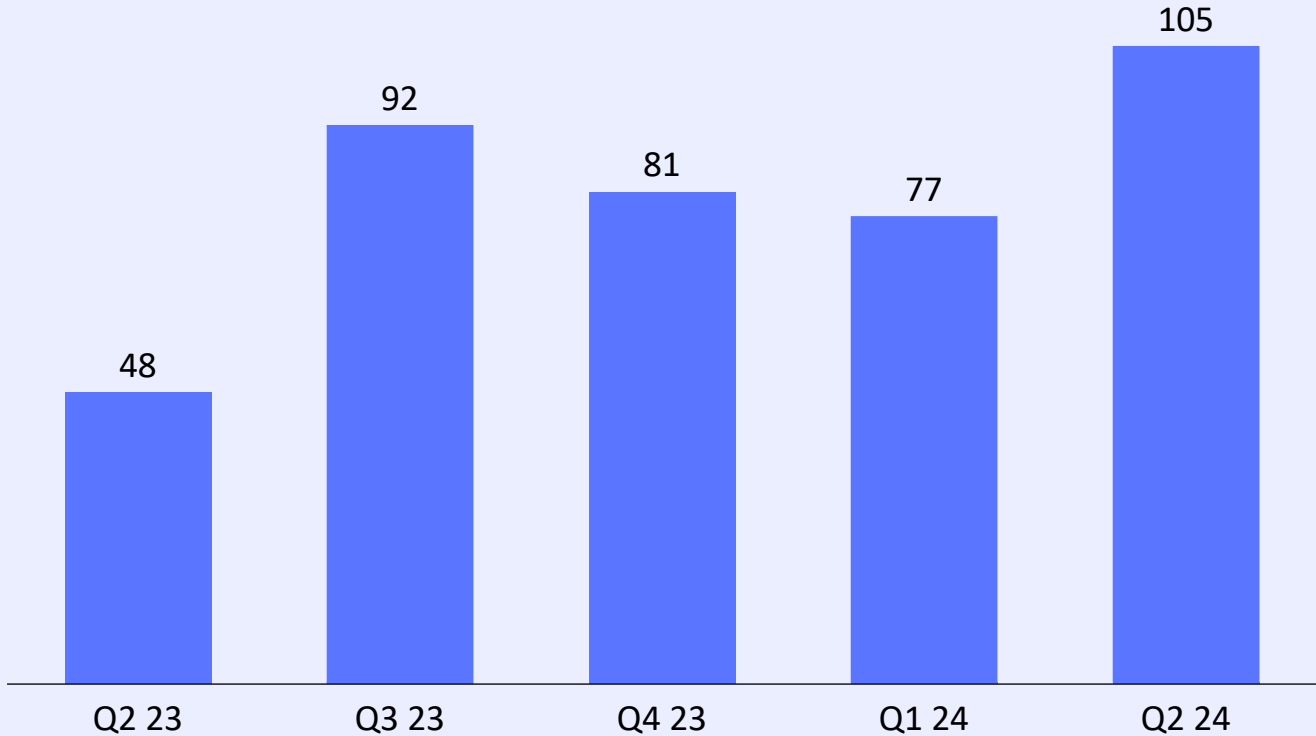


# Changes in main working capital items in 2024



# Net leverage and net interest-bearing debt

**Net interest-bearing debt**  
(MNOK)



Refinancing the facilities from MNOK 150 to MNOK 200 in progress

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

- Q2 2024 Q&A, 11:00 CET 12 July 2024
- Q3 2024 presentation, 18 October 2024

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Thank you

