



Q2 2022

CEO Jacob Tveraabak

CFO Hilde Horn Gilen

July 13, 2022



Agenda

- Introduction to StrongPoint
- Highlights Q2 2022
- Other key financial figures

The StrongPoint double opportunity

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

TESCO

ICA

BARBORA

fotex

coop

coop

coop

ALIMERKA

Norge

axfood Snabbgross



EXTRA

Glovo?

Matkroken

REMA 1000



Grupo
MAS

Sainsbury's

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

Q2 2022

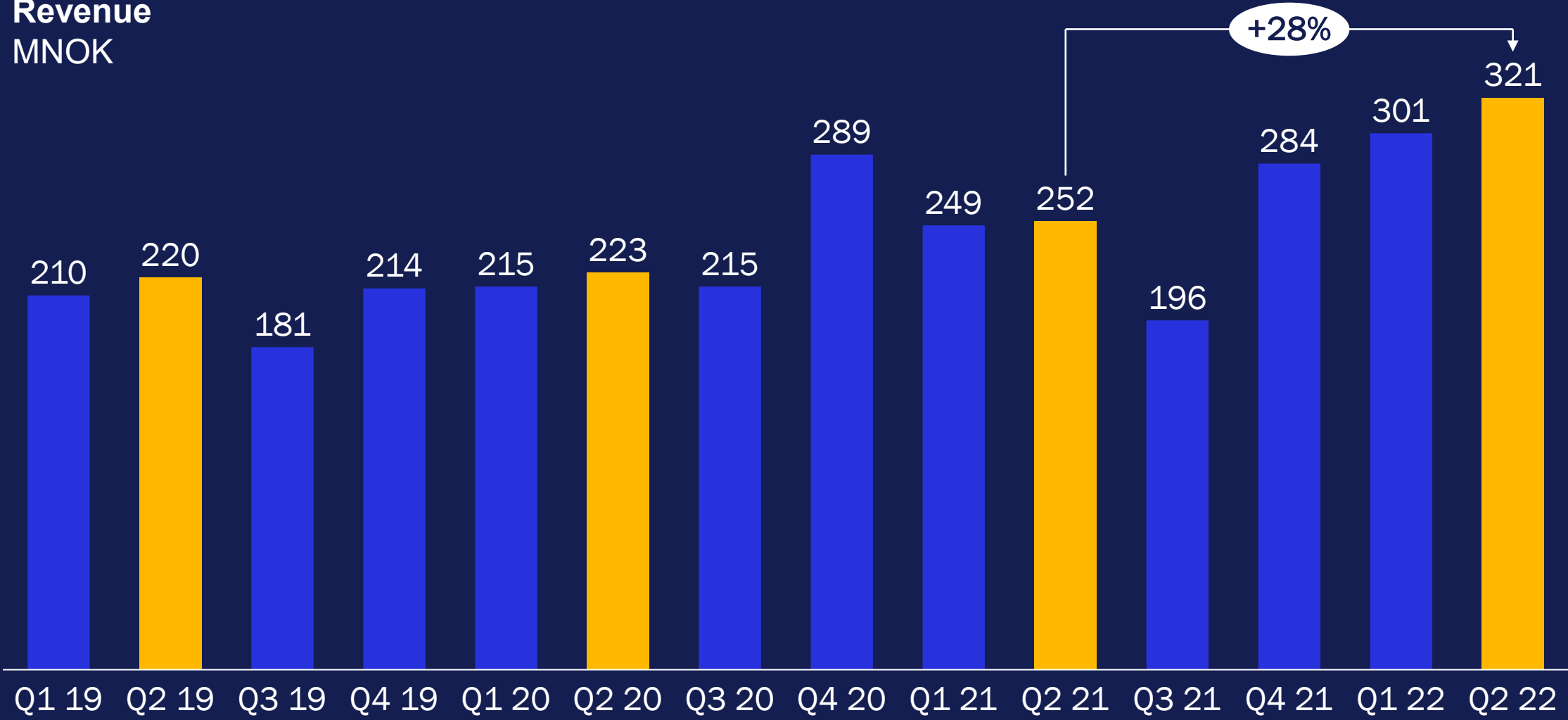
Highlights Q2 2022

- 1** Strong revenue growth despite continued global component shortages
- 2** Continued customer success in priority areas
- 3** Further progress on 2025 strategic ambitions



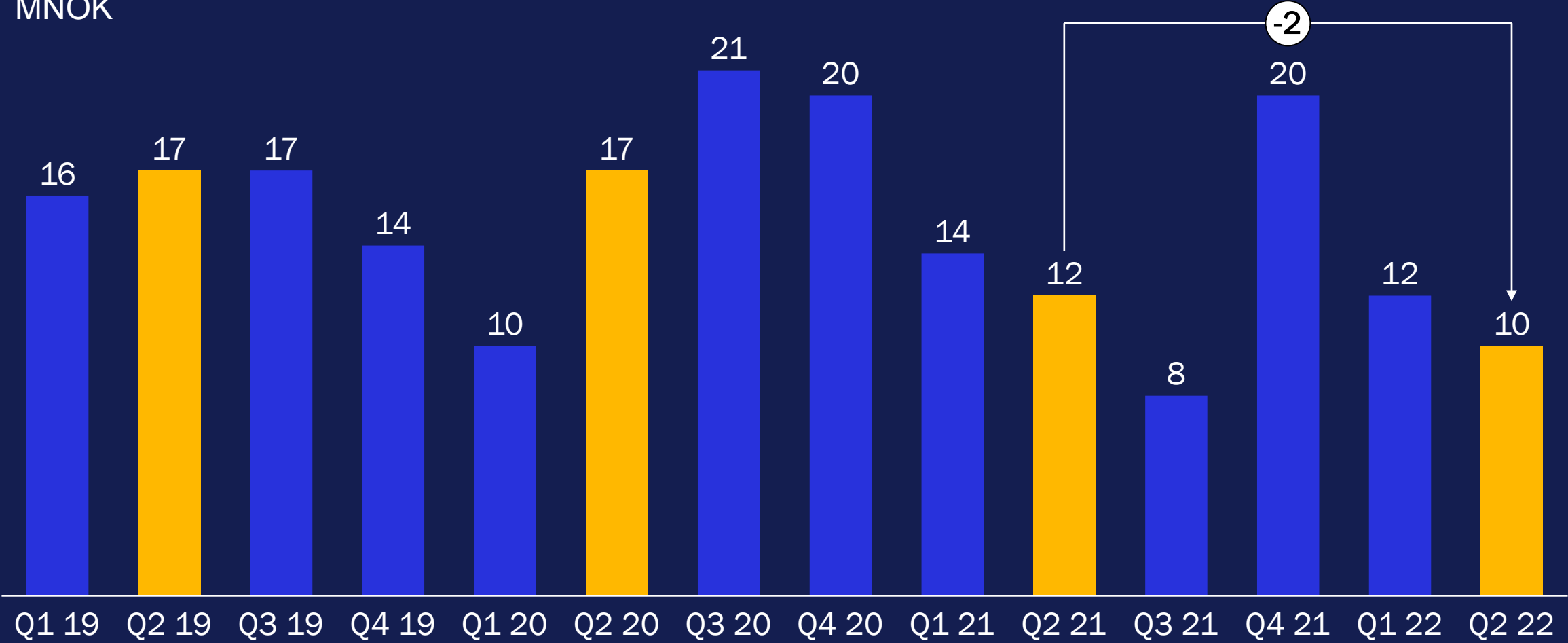
2nd quarter revenue

Revenue
MNOK



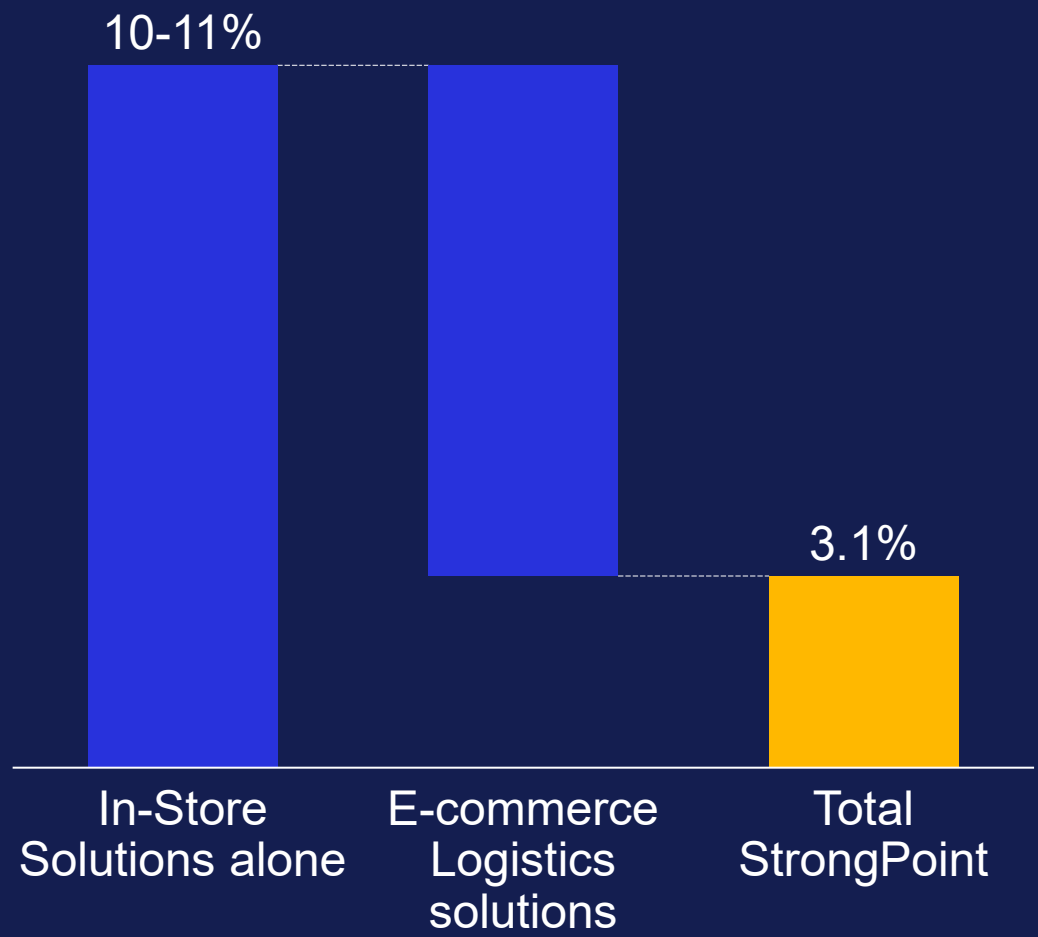
2nd quarter EBITDA

EBITDA
MNOK



Healthy in-store solutions' margin, significant and deliberate E-commerce solutions' investments

EBITDA margin Q2, 2022
Percent



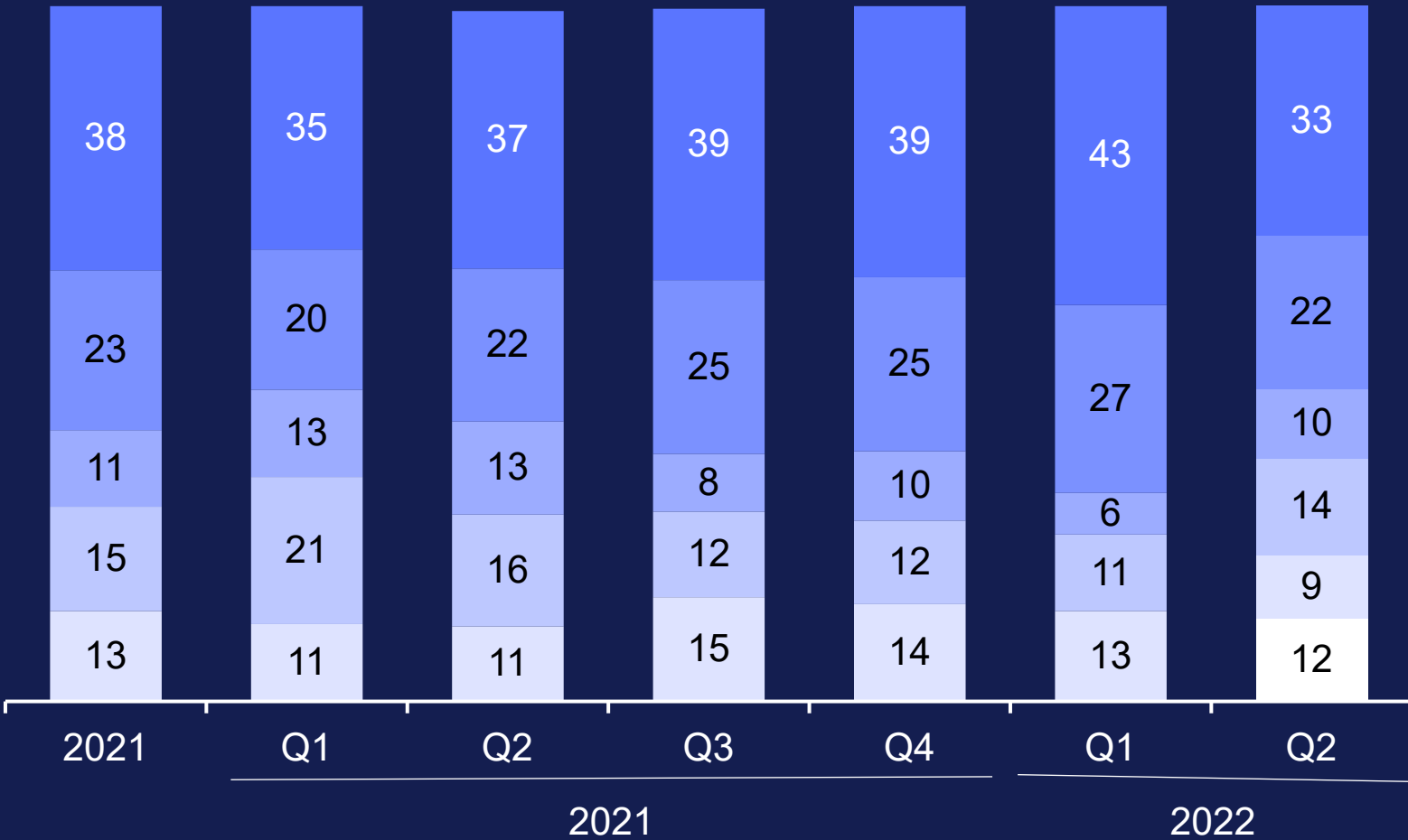
Healthy 10-11% EBITDA margin in mature In-Store Solutions business

Significant and deliberate E-commerce solutions' investments holds back current overall EBITDA level

Margin improvement towards 2025 13-15% ambition with significant growth and scale effects from E-commerce solutions

Revenue share per solutions' segments

Relative share of revenue per segment
Percent



Segments

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

Note: Roundings may make total different than 100%

2

Continued customer success in priority areas

- First **AutoStore** automated warehouse agreement signed with Norwegian company **ColliCare Logistics**
- Existing grocery e-commerce customer **Interspar Austria** scaled their click and collect offer with an order of additional grocery lockers
- Italian grocery retailer **Coop Alleanza** chose StrongPoint's grocery lockers to develop and scale their click and collect e-commerce offer



Further progress on 2025 strategic ambitions

- Closed the acquisition of UK & Ireland-based Air Link Group Ltd
- Continued investments to expand world-class scalable e-commerce business – with grocery focus and spillover effect to other verticals



Other key financial figures

Acquisition of Air Link Group Ltd June 1st, 2022

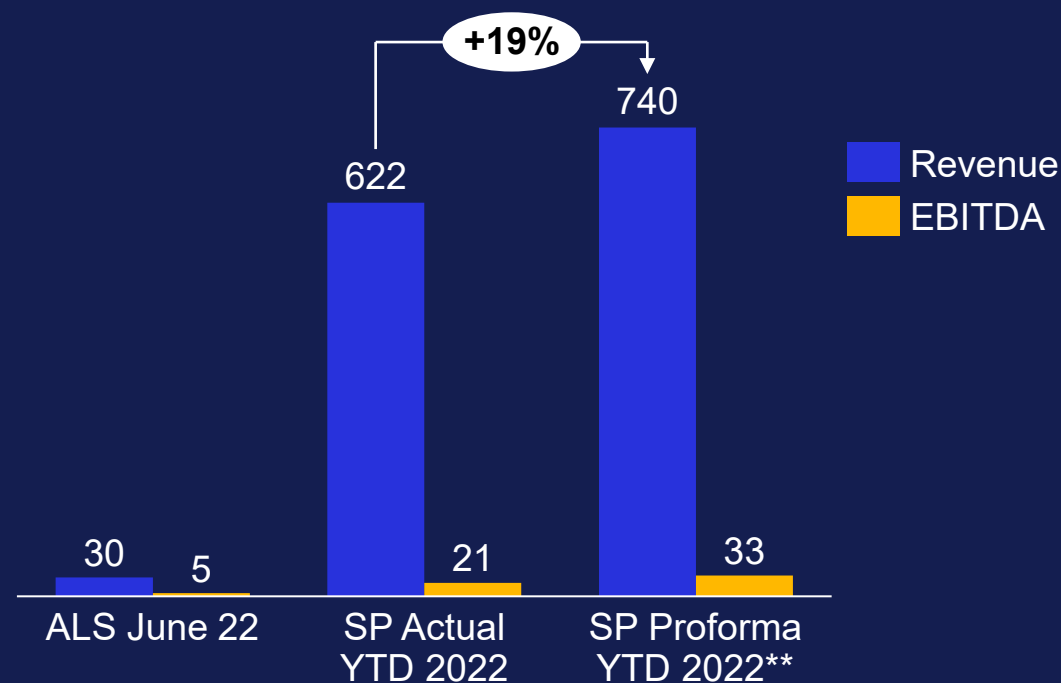
MNOK

Transaction figures

Purchase Price*	112
Cash	89
Shares in StrongPoint	23
Allocation	112
Identifiable assets	26
Intangible Assets	66
Goodwill	37
Deferred Tax	-17
Net Cash out	85
Paid in cash	89
Cash received	-4

ALS contribution to StrongPoint YTD

****Proforma figure for StrongPoint YTD**

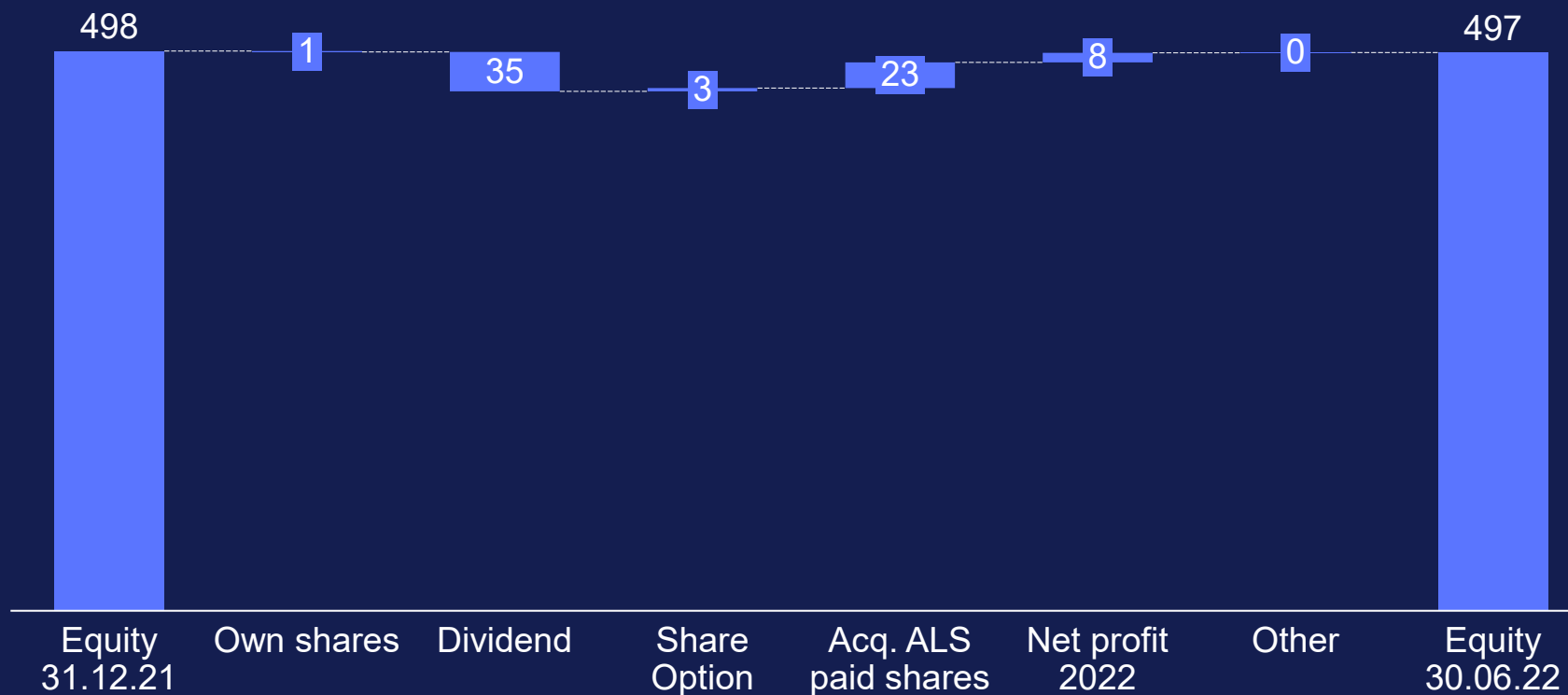


* Purchase price based on balance sheet per 31.12.21. To be adjusted with net debt/net working capital changes per closing 31.05.22 within end of Q3.

** Proforma = full consolidation from 1.1-30.06.22.

Changes in Equity during first half 2022

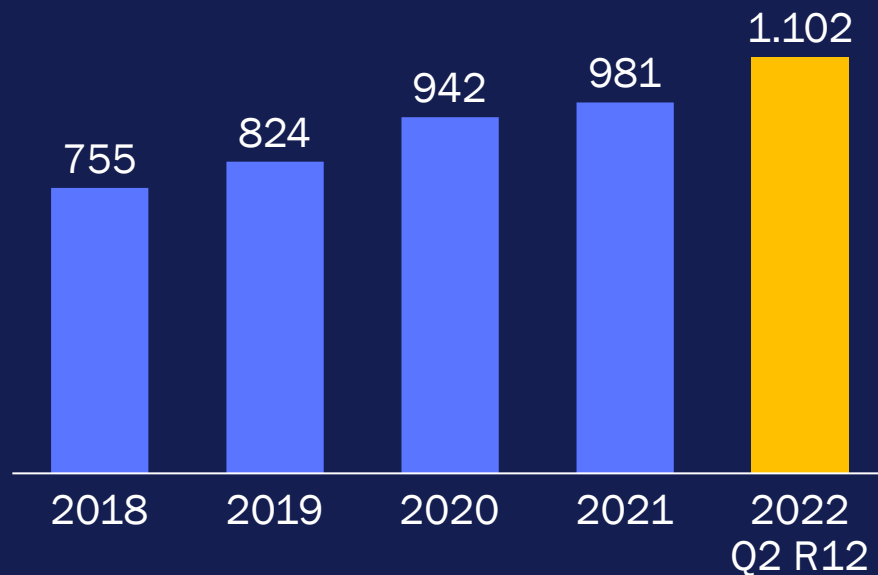
MNOK



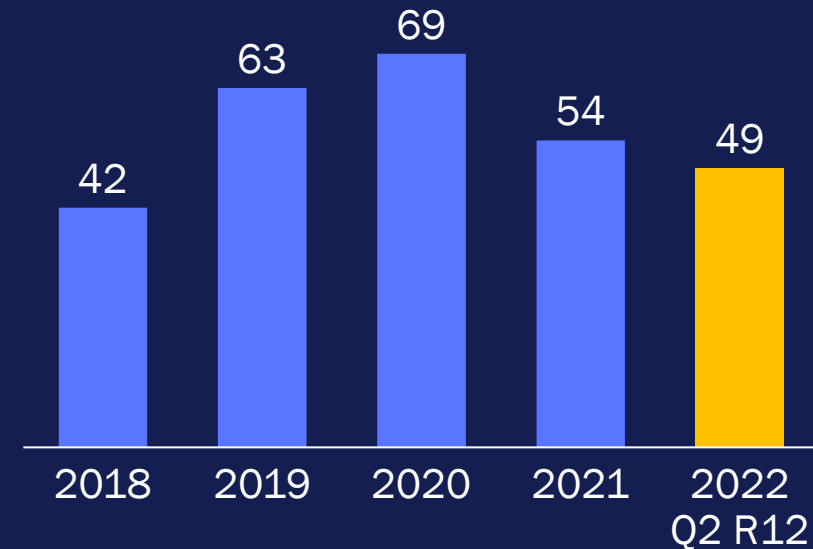
Growth in revenue, EBITDA affected by investments for the future and global component shortages

MNOK

Revenue

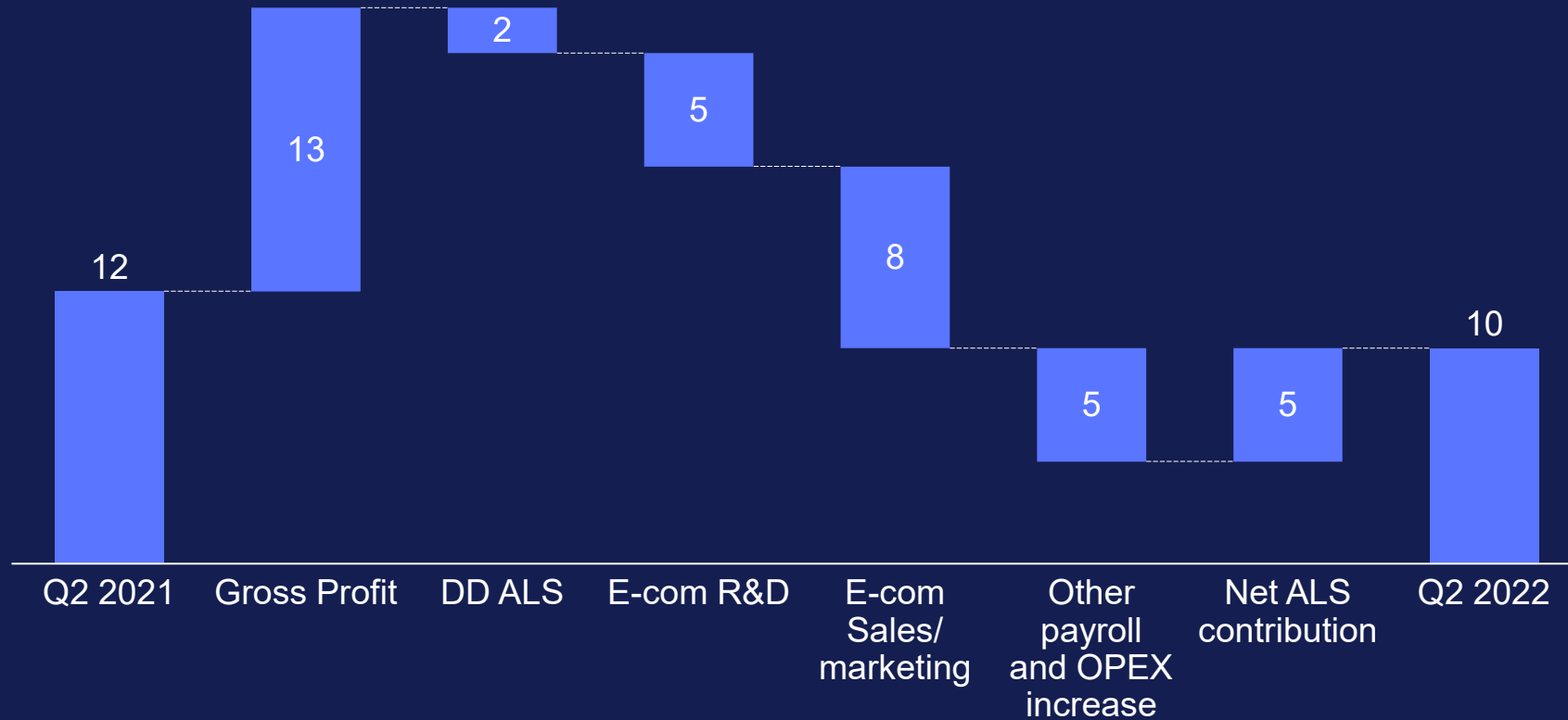


EBITDA



Operational and strategic investments affect the EBITDA for Q2 2022

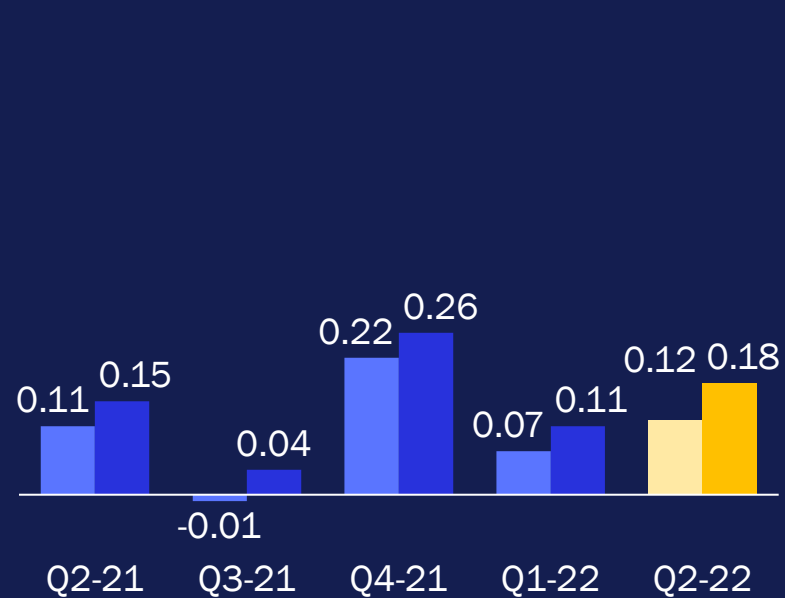
EBITDA
MNOK



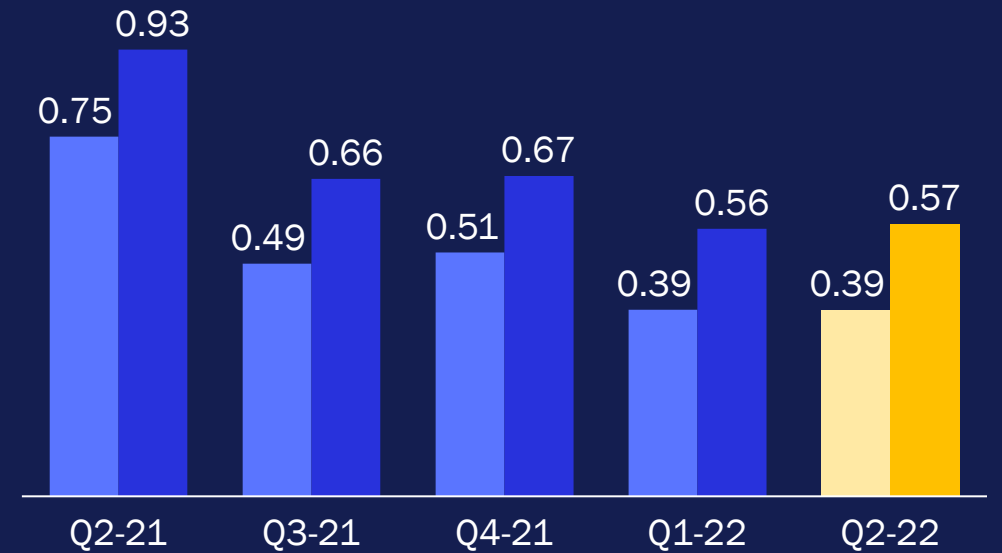
Earnings per share from continued operations

■ EPS
■ EPS adjusted*

EPS per quarter
NOK per share



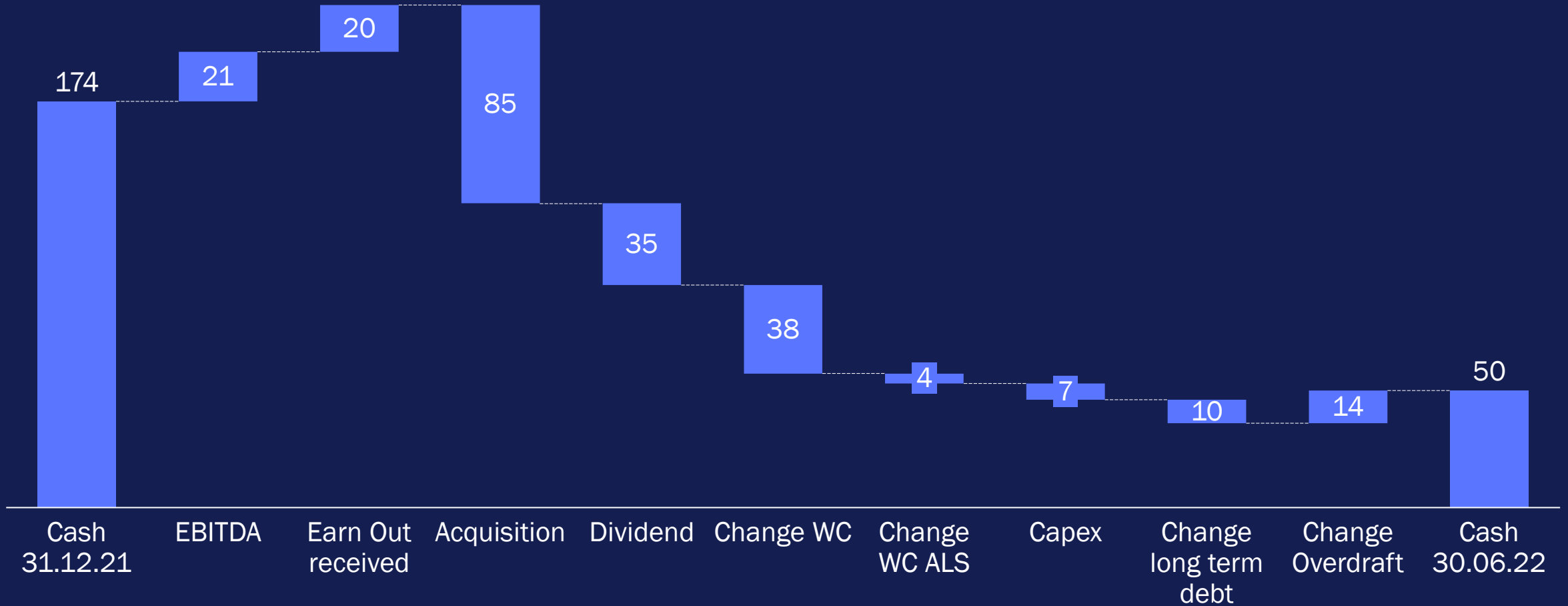
EPS rolling 12 month
NOK per share



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

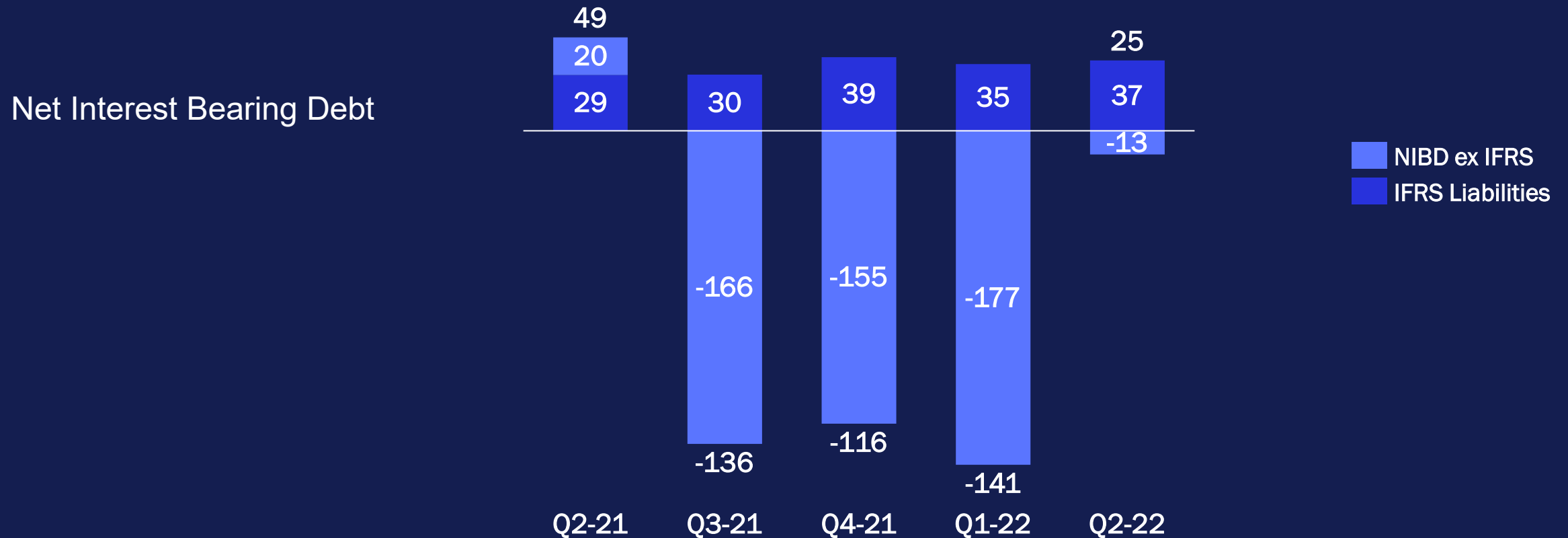
Cash Flow changes first half 2022

MNOK



Acquisition, dividend and tied-up working capital from operations lead to a net debt position

MNOK



Historic figures for Q2 2021 include discontinued operations

Financial calendar 2022

- 26 October: Q3 2022

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Thank you!