



Q3 2022

CEO Jacob Tveraabak

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October 26, 2022



Agenda

- Introduction to StrongPoint
- Highlights Q3 2022
- Other key financial figures

The StrongPoint double opportunity

E-COMMERCE, INFLATION, WAGE INCREASES

Retailers' needs

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



Opportunity for StrongPoint

Technology solutions in-store to improve retailers' productivity and hence uphold margins

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



World-class e-commerce solutions for picking and delivery

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

The StrongPoint sandwich

Sauce

Tomorrow's solutions

Toppings

E-commerce solutions

Bread & Butter

In-store solutions



Reiterating StrongPoint's 2025 financial ambitions

NOK 2.5 bn in 2025

EBITDA 13-15%

Highlights

Q3 2022

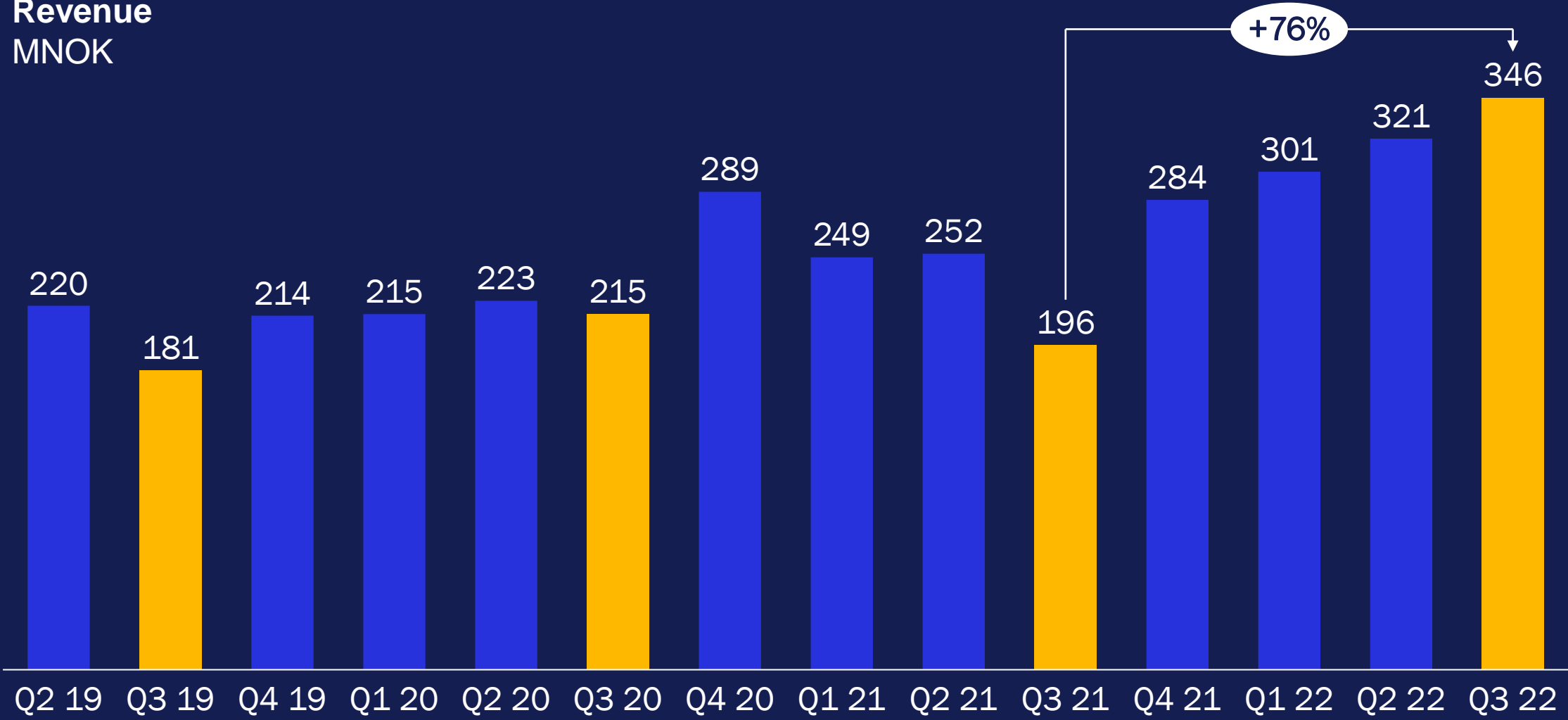


Highlights Q3 2022

- 1** Strong growth despite macro challenges
- 2** Continued customer success in priority areas
- 3** Further progress on 2025 strategic ambitions

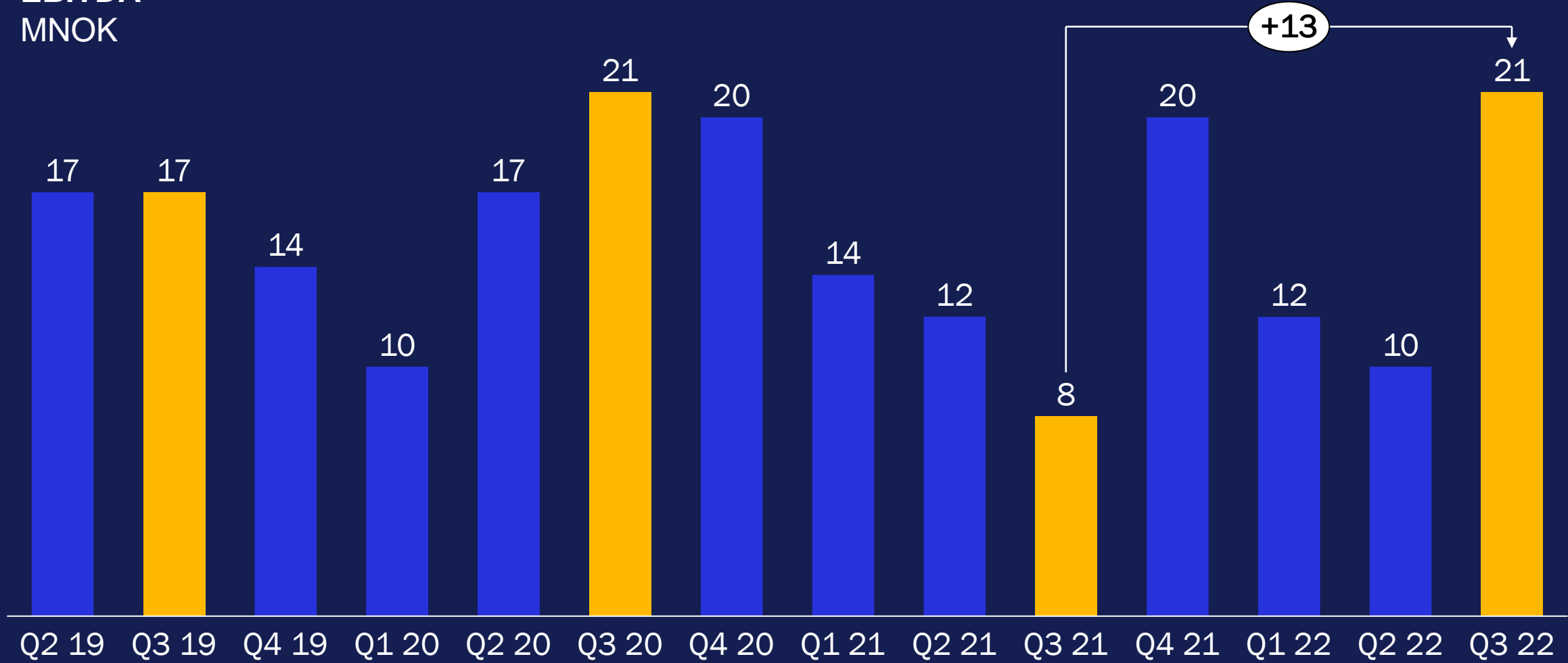
3rd quarter revenue

Revenue
MNOK



3rd quarter EBITDA

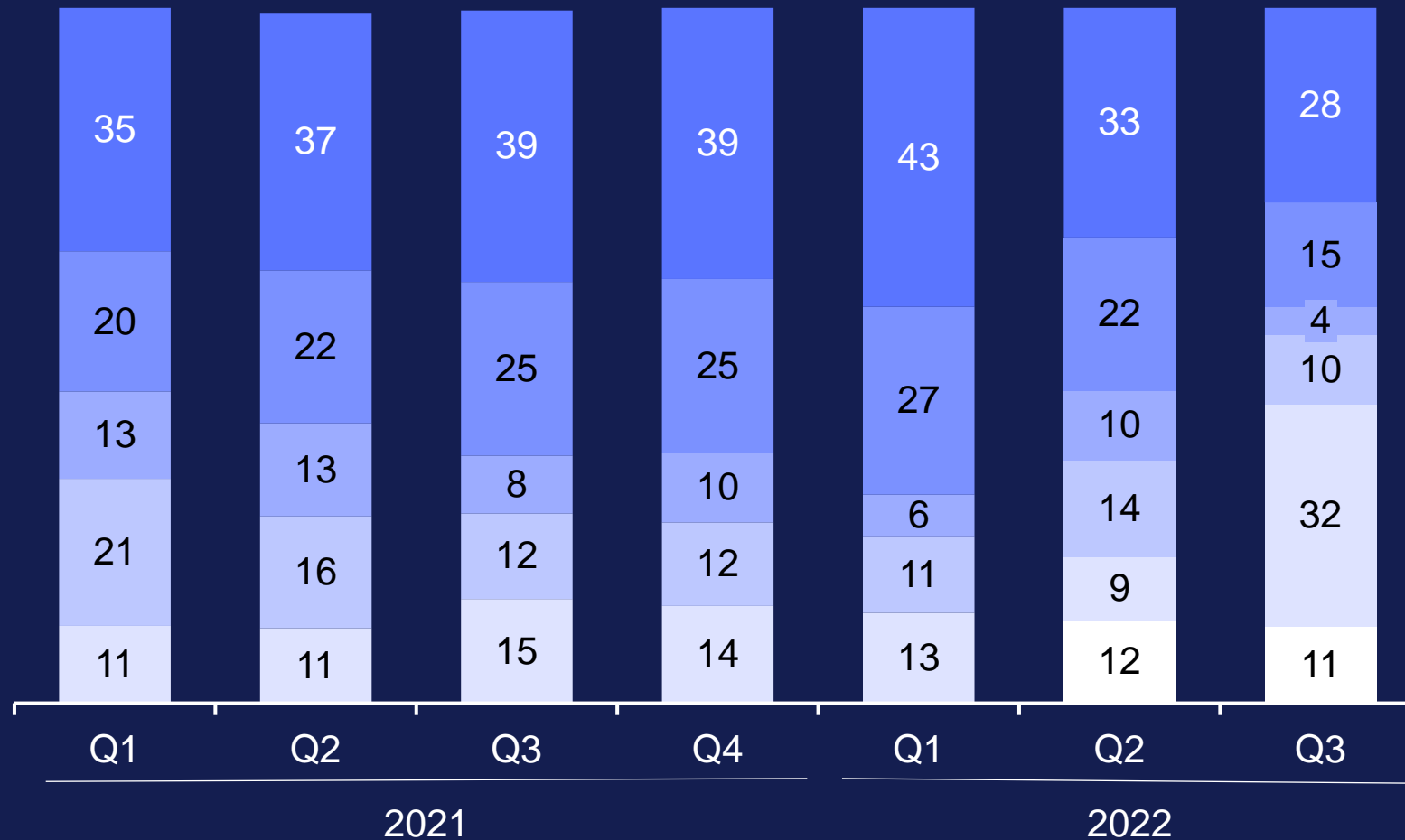
EBITDA
MNOK



Revenue share per solutions' segments

Relative share of revenue per segment
Percent

Segments



Note: Roundings may make total different than 100%

Continued customer success in priority areas

- StrongPoint ALS in UK signed two contracts with leading grocery retailers.
- Contract with leading Do-It-Yourself retail chain in the Baltics for software delivery project.
- All time high installation level of Electronic Shelf Labels (ESL) in a single quarter in Sweden.

Further progress on 2025 strategic ambitions

- Well aligned with the 2025 revenue growth path. Grocery retail proves to be non-cyclical and resilient.
- ALS well integrated, enabling sales opportunities from the combined solutions.
- Long-term positive fundamentals and outlook for e-groceries, although short-term turmoil, hence adjusting investments from e-commerce to in-store whilst enacting strong cost prudence.

Importance of ALS acquisition to StrongPoint

- Acquisition of ALS as a strategically important step to gain foothold for additional growth in the UK & Ireland
- Financially comes across as a very sound and highly accretive acquisition
- Added potential from ‘exporting’ their ‘swivel’ checkout – enabling a manned check-out to become a self-service solution – and checkout refurbishment offering





World's first AutoStore installation with frozen zone

- AutoStore's first grocery-focused partner.
- Installing world's first multi-temperature grid with ambient, chilled and now frozen food automation.
- Successful execution of e-commerce strategy and partnership with AutoStore.

Other key financial figures

Air Link Group Ltd – a very attractive acquisition

- Revenue acc. Q3: 141 MNOK
- EBT acc. Q3: 20 MNOK

- Final purchase price 116 MNOK
 - Cash paid at closing: 89 MNOK
 - Shares in StrongPoint 23 MNOK
 - Adj. amount to be paid 4 MNOK

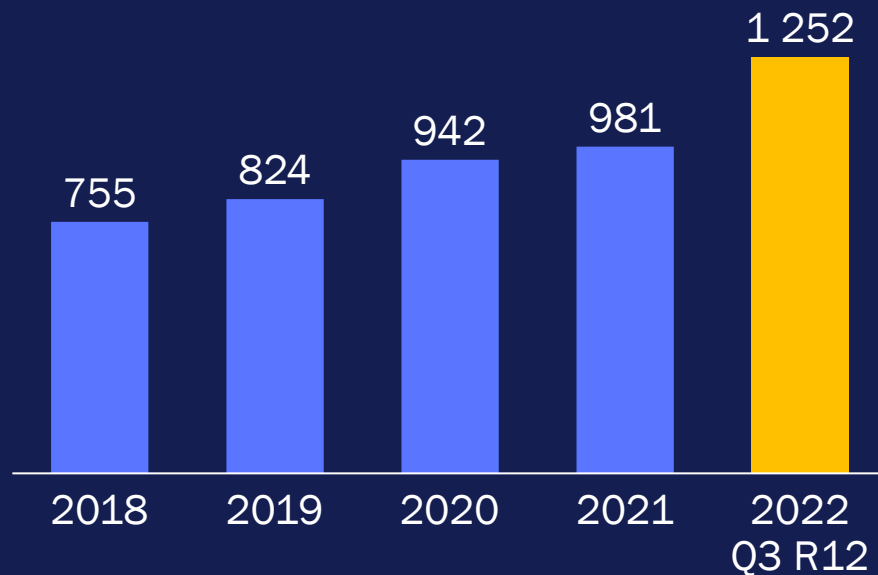
- EV/R12 EBITDA pr Q3: 2.5



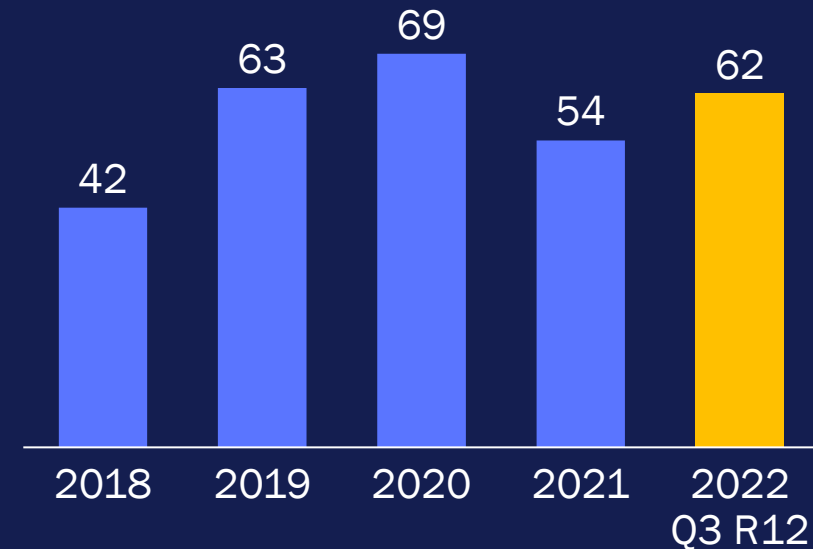
Revenue and EBITDA growth driven by organic and inorganic performance

MNOK

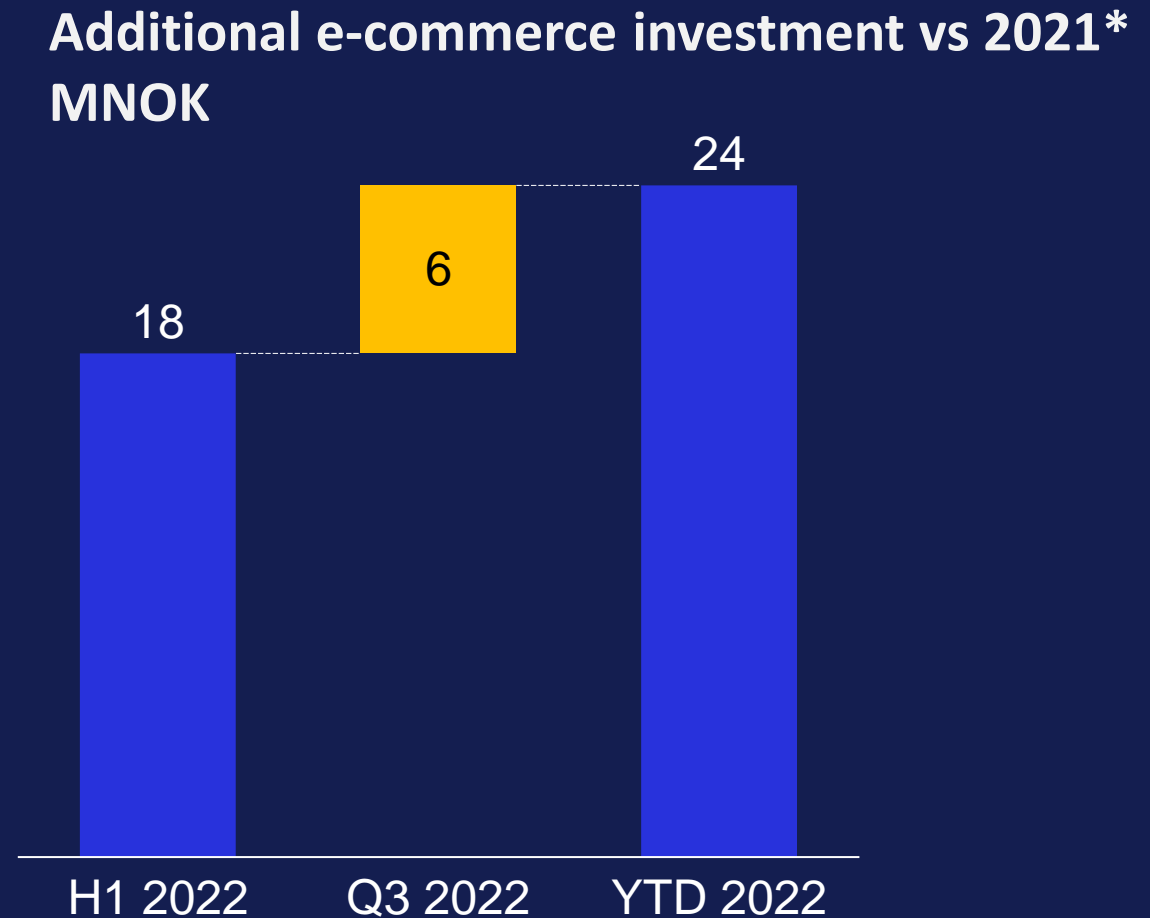
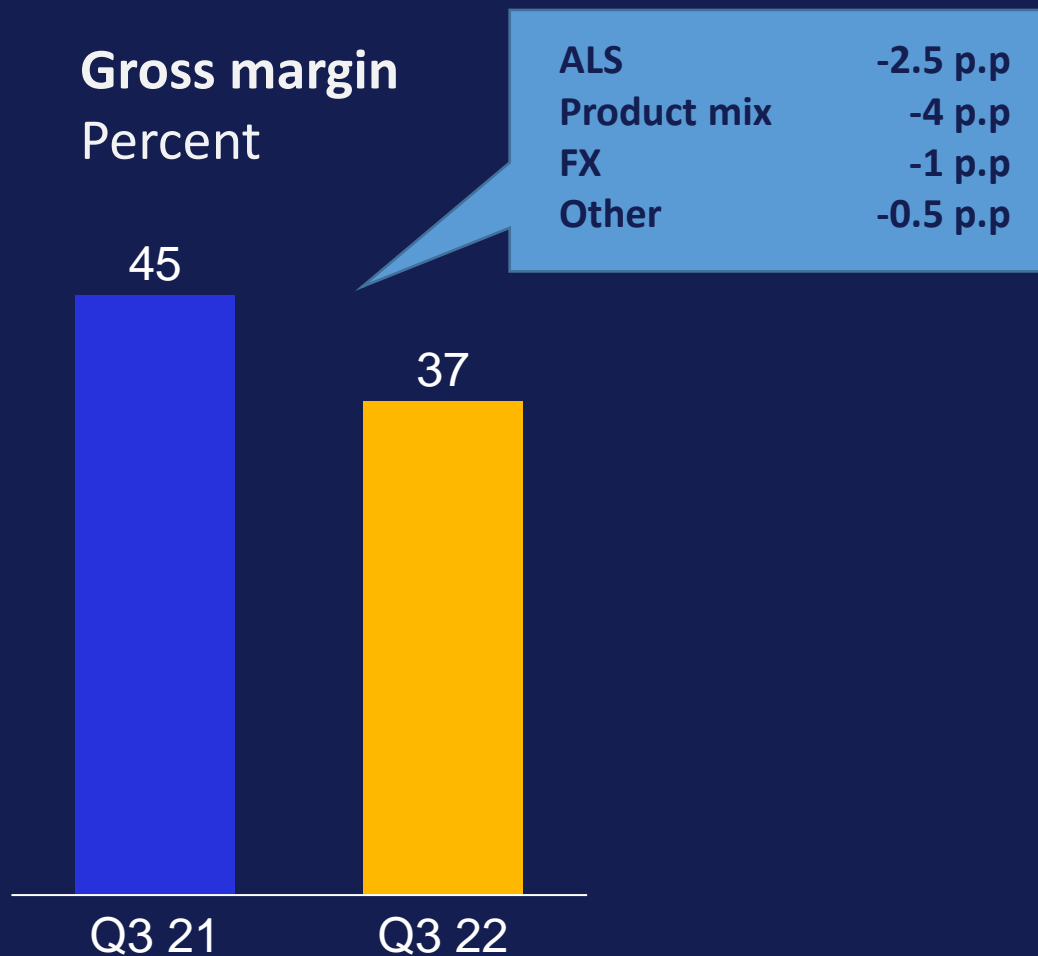
Revenue



EBITDA



Fully explainable gross margin changes and deliberate e-commerce investment held back EBITDA in Q3



* Fully costed

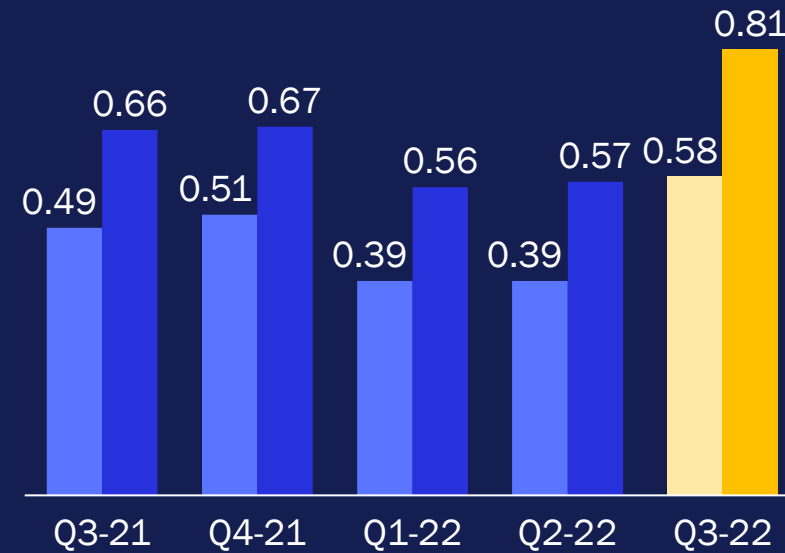
Earnings per share from continued operations

■ EPS
■ EPS adjusted*

EPS per quarter
NOK per share



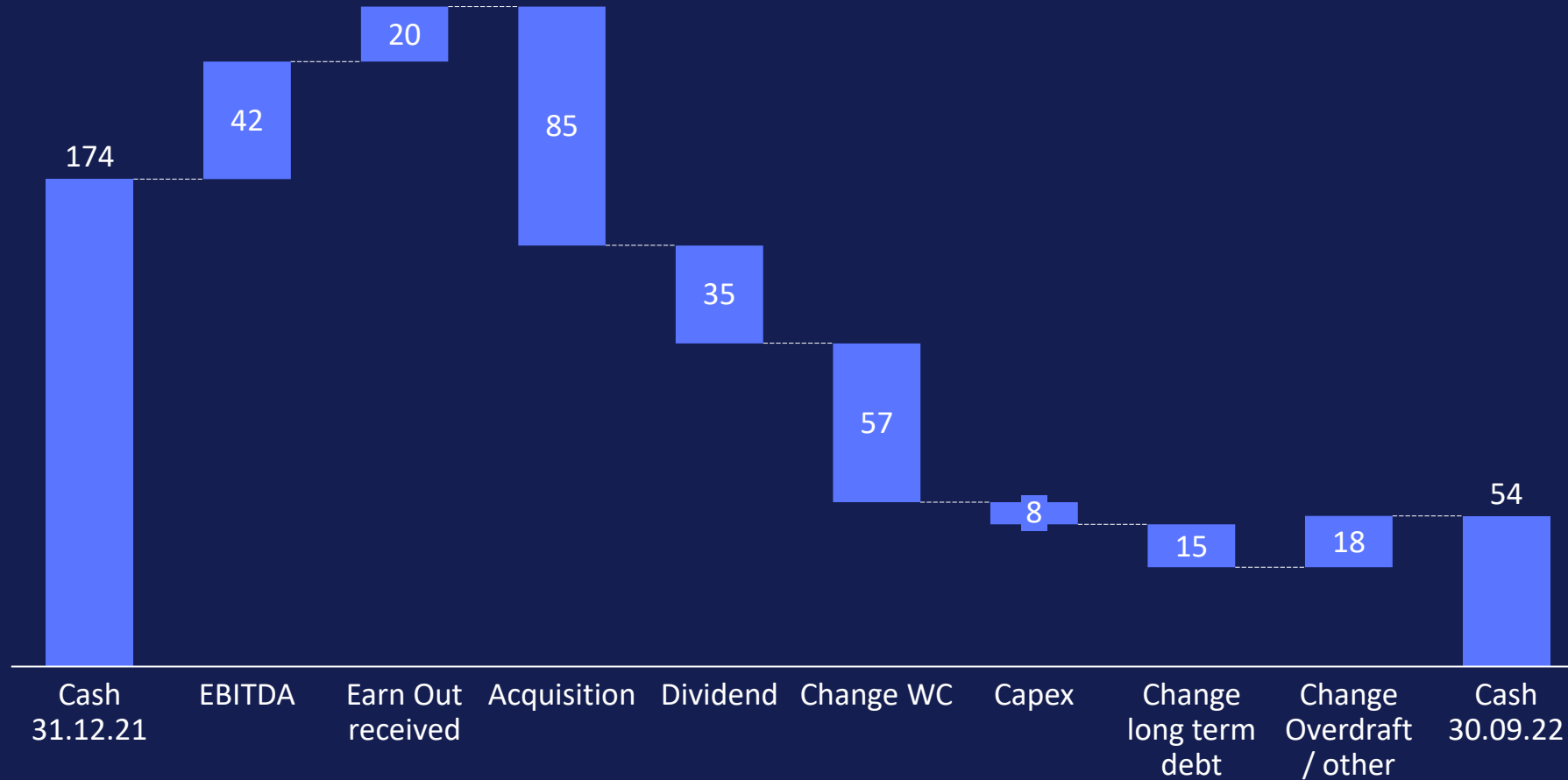
EPS rolling 12 month
NOK per share



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

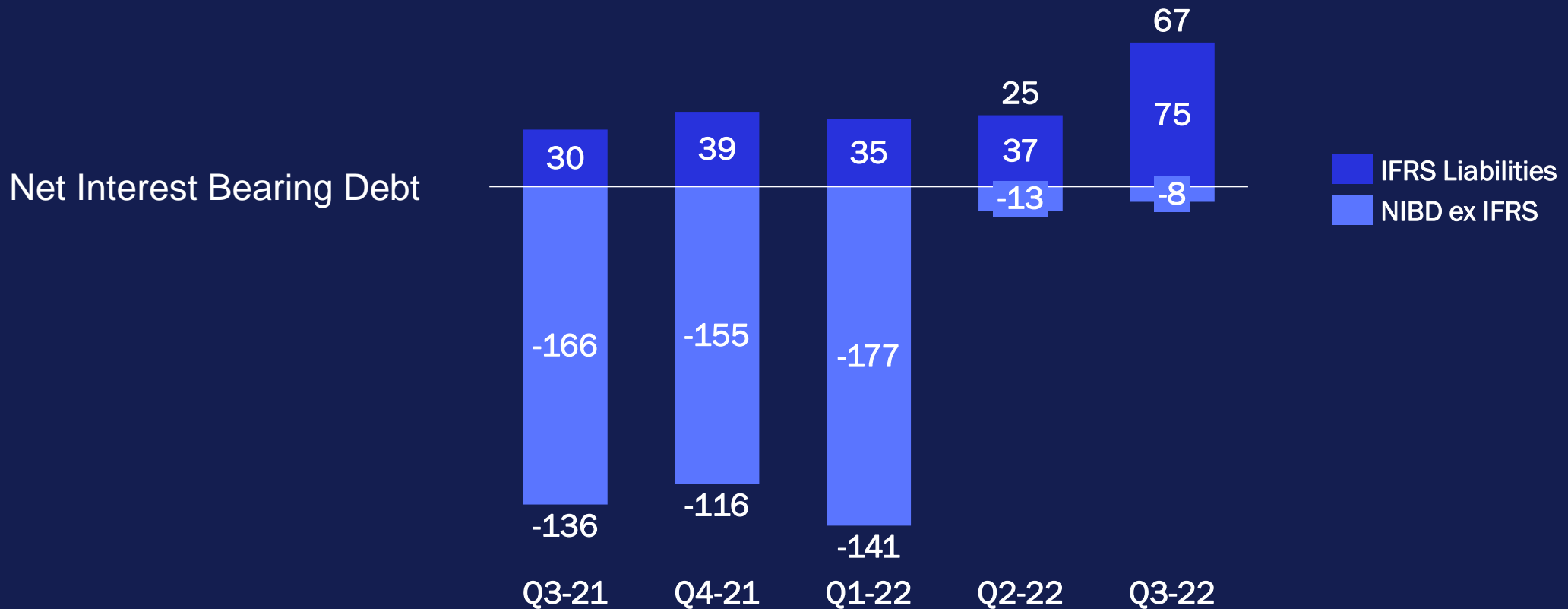
Cash Flow changes first 3 quarters 2022

MNOK



Renewal of lease agreement for ALS UK increased the net leverage to 1.08* in Q3 2022

MNOK



* Net leverage = Net Debt / 12 months rolling revenue

Financial calendar 2023

- February 13: Q4 2022
Strategy Update Session
- March 31: Annual Report
- April 27: Q1 2023
General Meeting 2023
- July 14: Q2 2023
- October 23: Q3 2023

New time:

Launch of documents: 0800 CET

Presentation/Webcast: 0830 CET

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#STRONG

Thank you!