

StrongPoint Q3 2024

18 October 2024



Agenda

Introduction

Q3 2024 highlights

Customer success

Other financials



Jacob Tveraabak

Chief Executive Officer



Marius Drefvelin

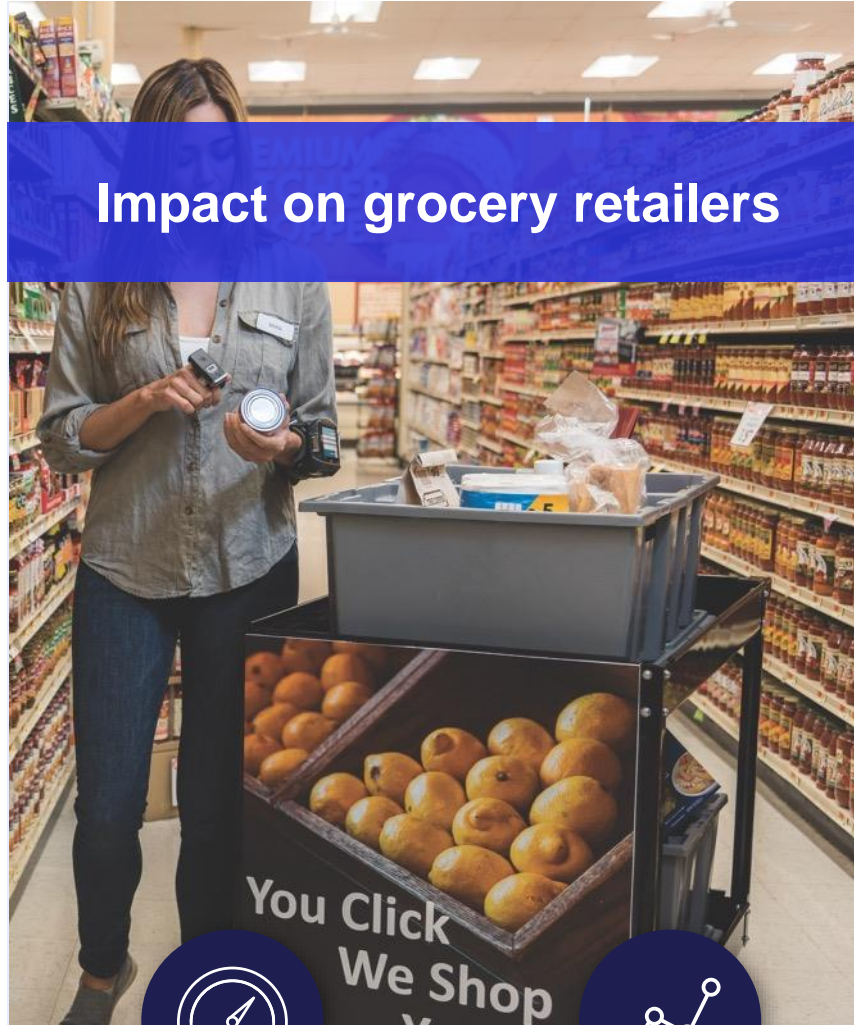
Chief Financial Officer

Our purpose:

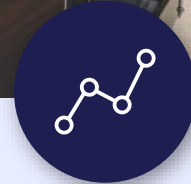


"Retail technology in every shopping experience for a smarter and better life"

Impact on grocery retailers



Driving Efficiency Savings



Boosting margins



Impact on end consumers



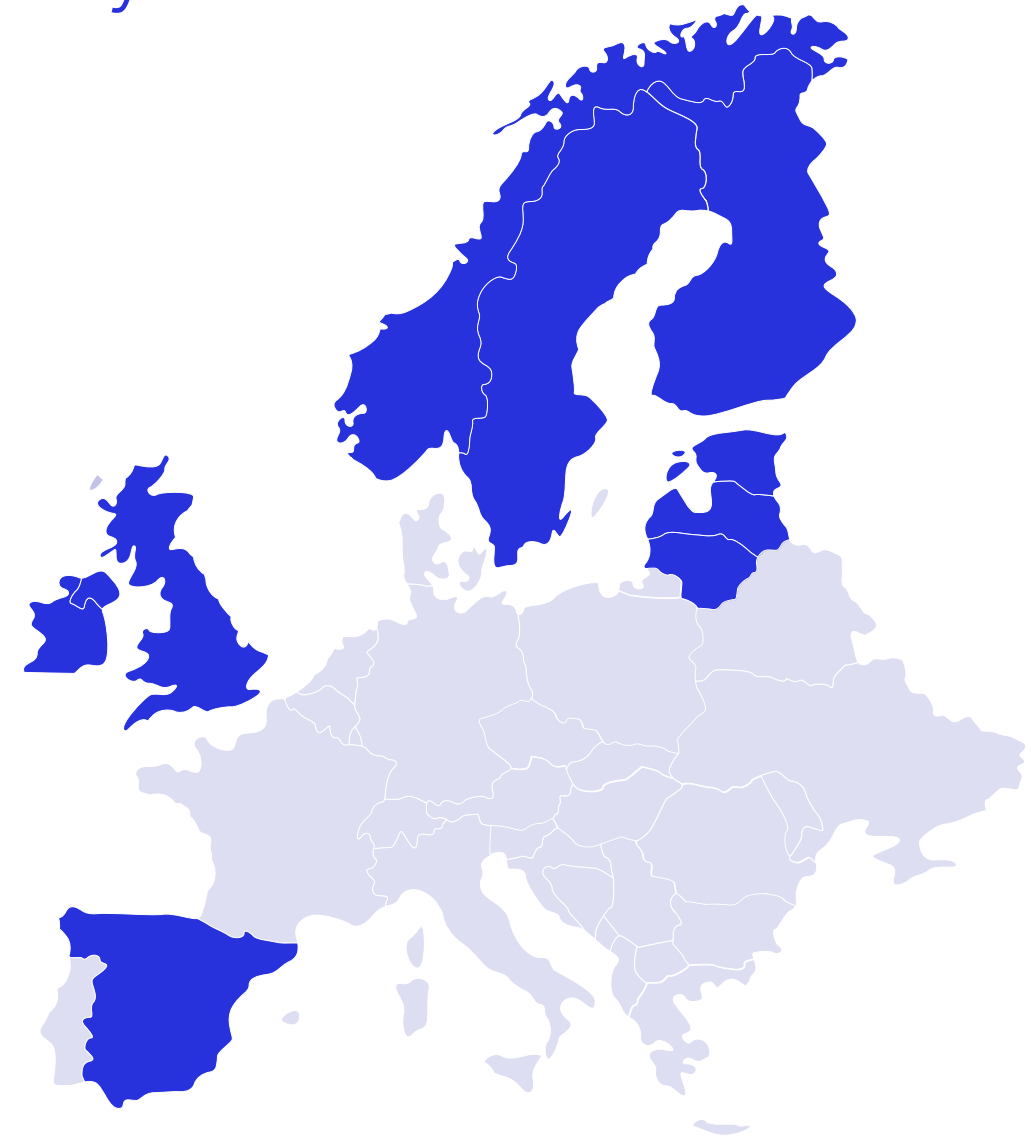
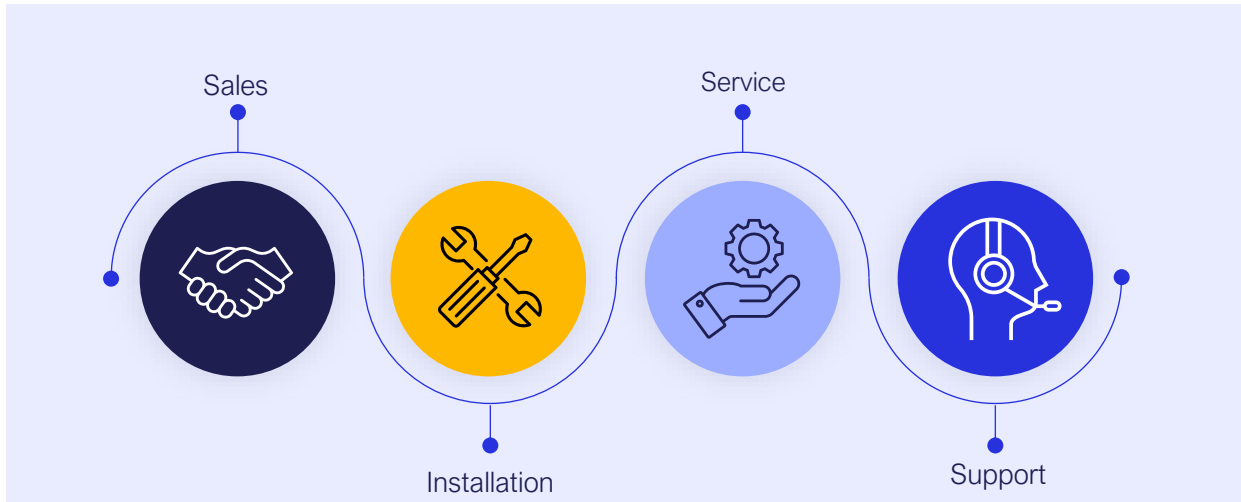
Improving both the in-store and online experience for shoppers

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

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

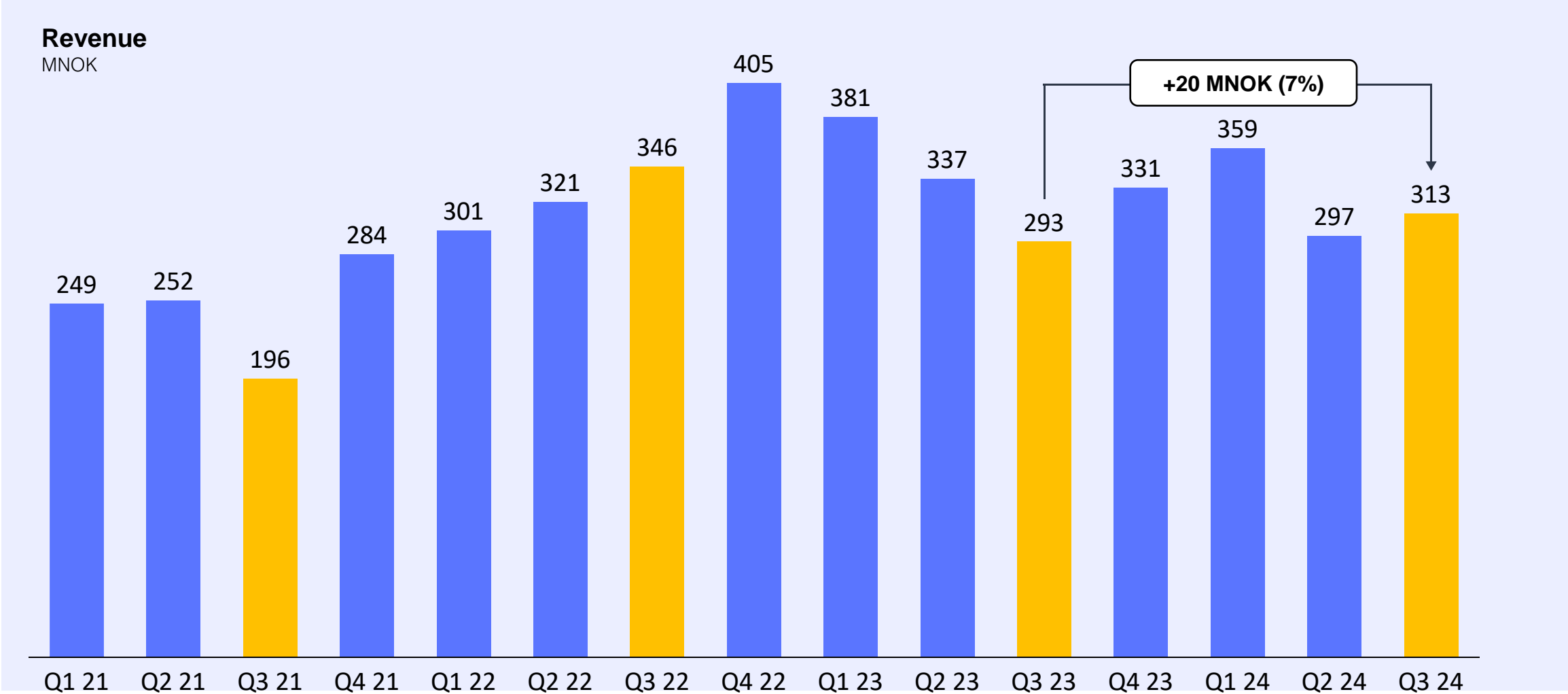


Provide end-to-end solutions for grocery retailers in 9 core markets

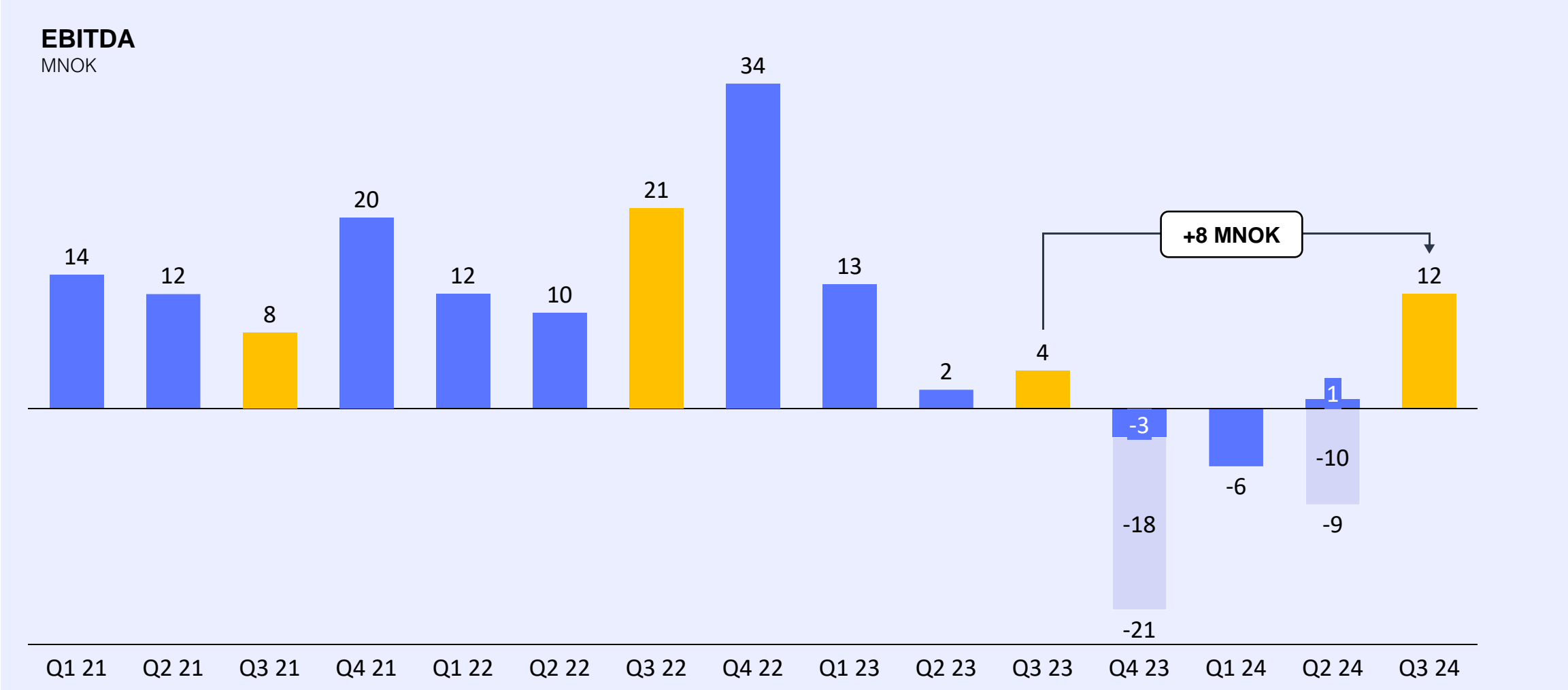


Q3 2024 highlights

3rd quarter revenue



3rd quarter EBITDA

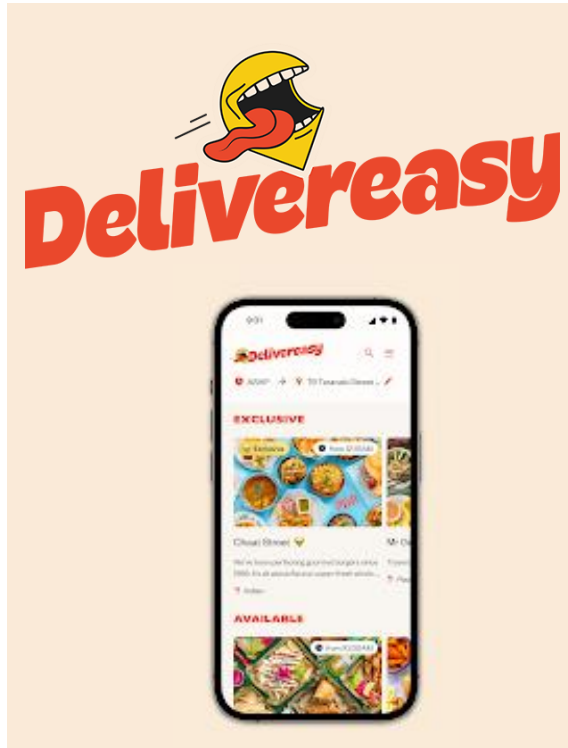


The Q4 2023 EBITDA reported was -20.6 MNOK, including non-recurring restructuring and M&A costs of 7.3 MNOK and write-downs 10.6 MNOK. Excluding these adjustments, the Q4 2023 EBITDA adjusted was -2.7 MNOK.
 The Q2 2024 EBITDA reported was -9.1 MNOK, including non-recurring restructuring costs of 10 MNOK. Excluding these adjustments, the Q2 2024 EBITDA adjusted was 0.9 MNOK.

Customer success



Continued customer success in priority areas



Delivereasy selected StrongPoint's Order Picking



StrongPoint's installed AutoStore™ with frozen opened



Started rollout of Self-Checkouts to Maxima in the Baltics.

Order Picking with Sainsbury's update

- Order Picking solution has been deployed in 13 Sainsbury's grocery stores so far
- The first phase has been successful, with positive customer feedback
- Further rollout of close to 300 stores in Q1 and Q2, 2025



CashGuard Connect update

- Development and industrialization of CashGuard Connect progressing, with final developments being completed for next phase of planned pilots.
- Preparations for the production launch of the hardware advancing, goal of having the first units ready in Q4 2025
- Strong commercial interest in the new groundbreaking solution continues



Select & Collect

Produkt hämtning

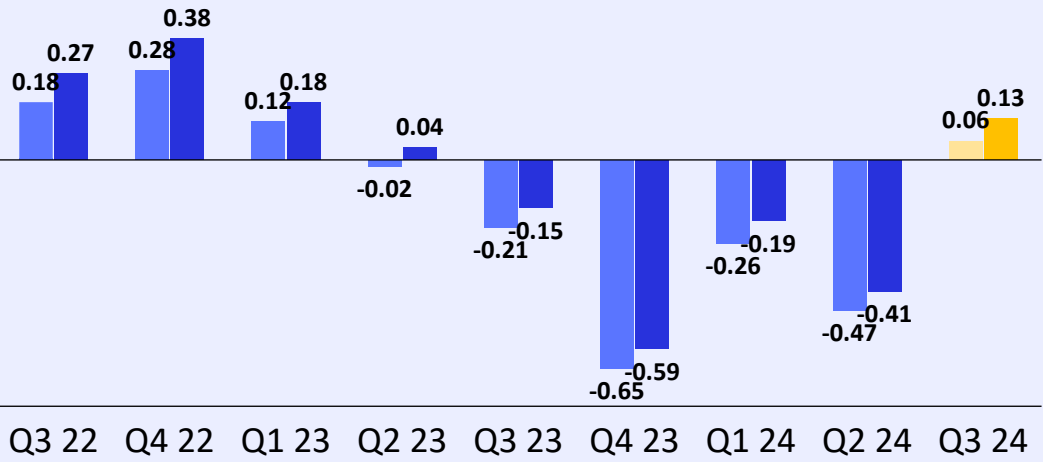
Other financials

 **StrongPoint**

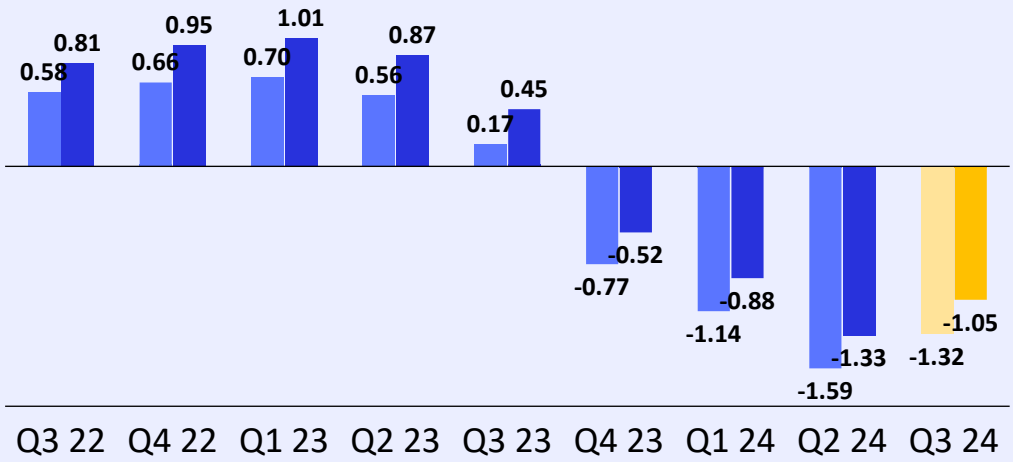


Earnings per share

EPS per quarter
NOK per share



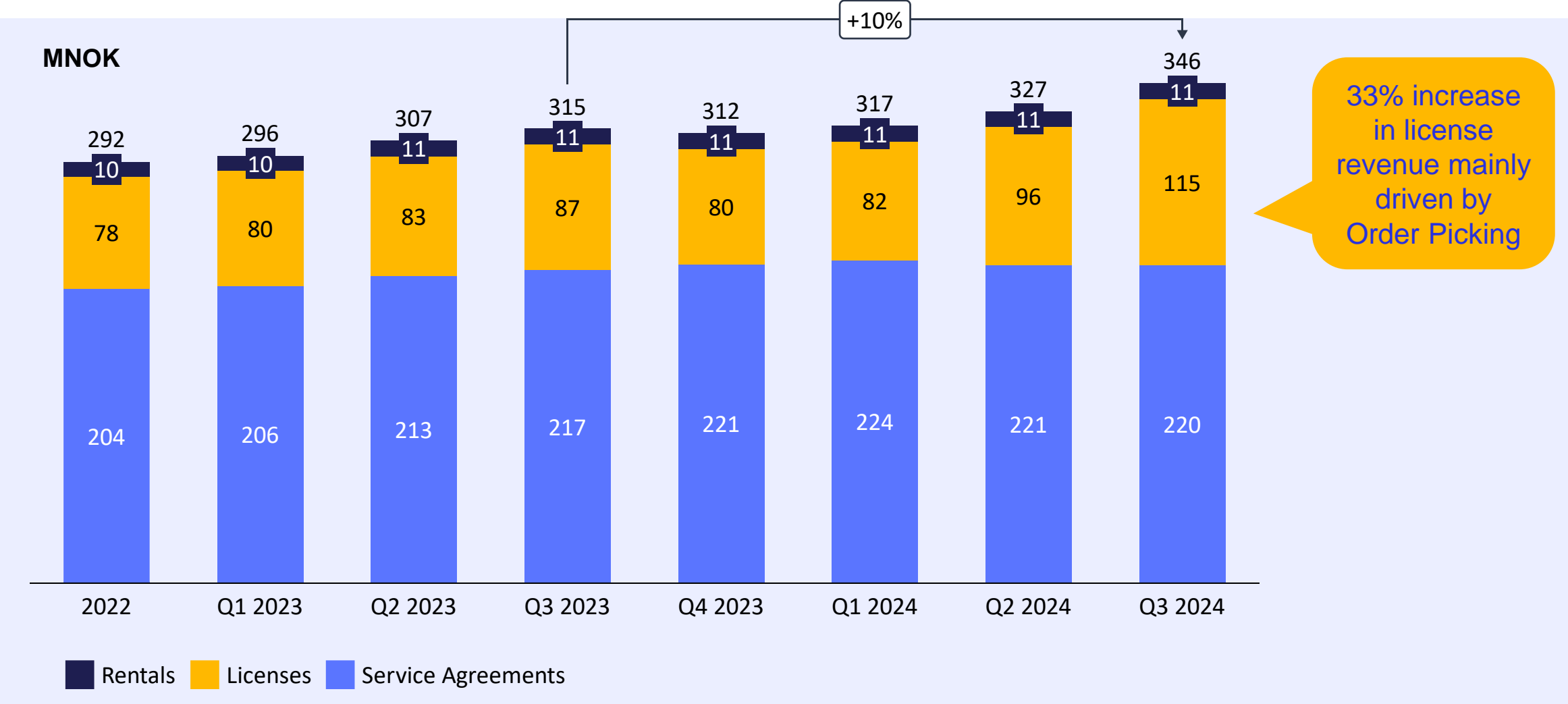
EPS rolling 12 month
NOK per share



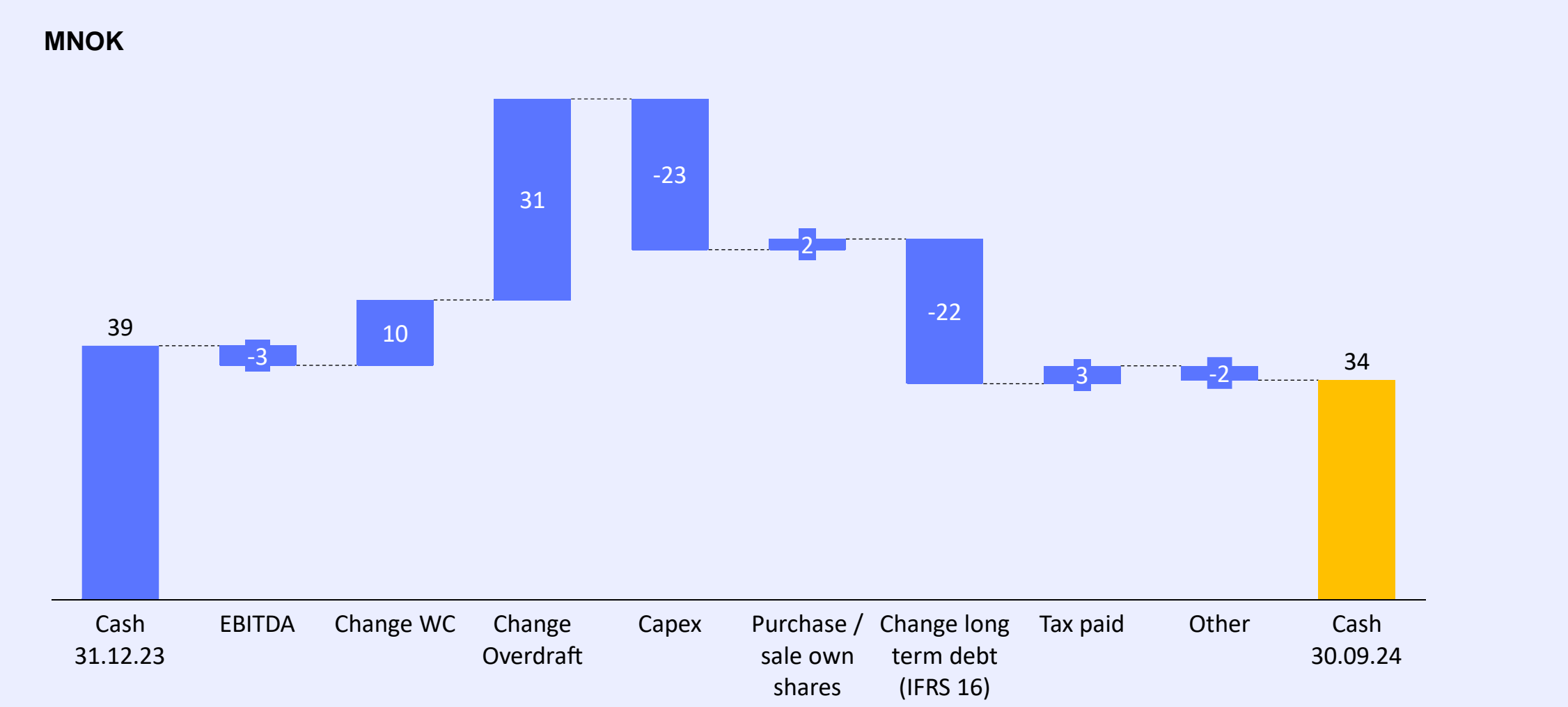
- EPS
- EPS excl. M&A amortization*

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

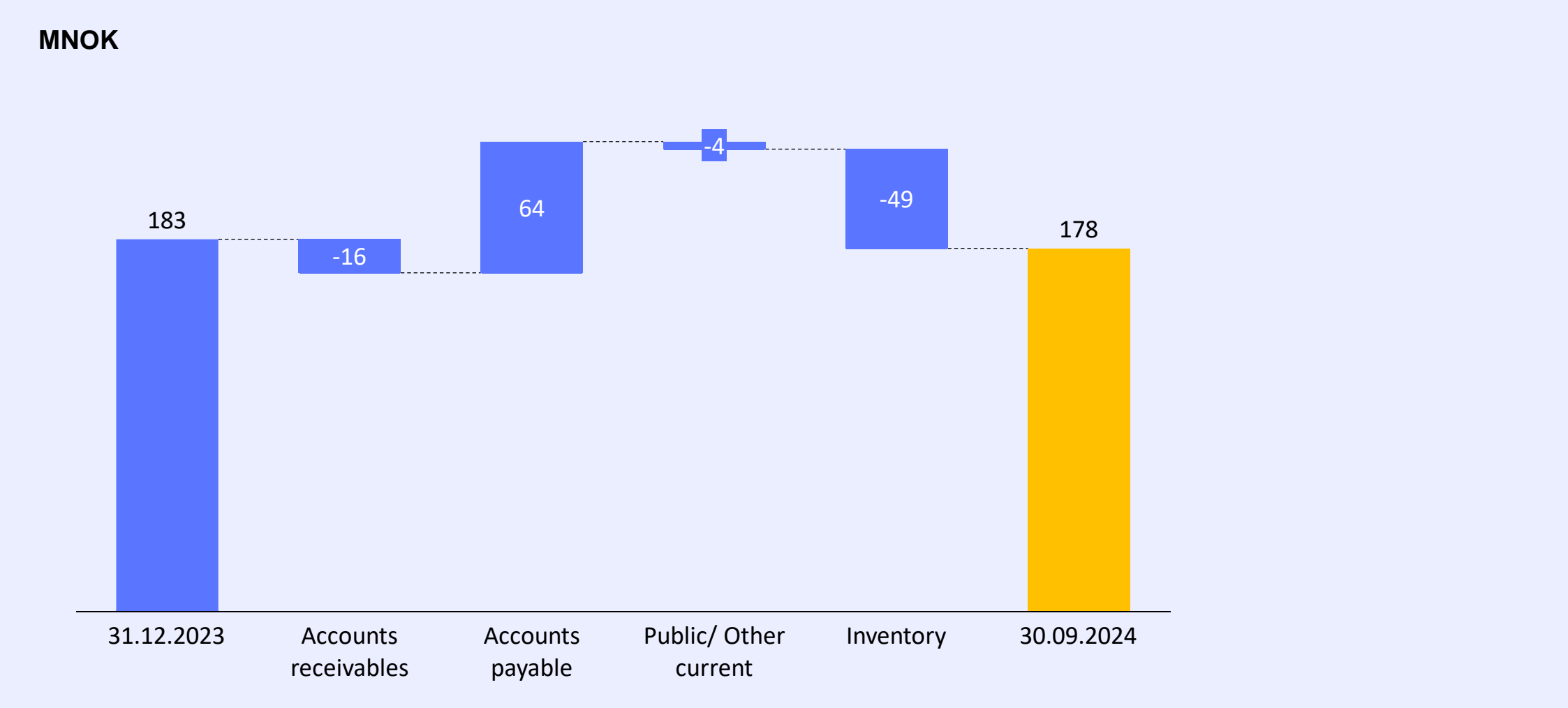
Total recurring revenue (12 months rolling)



Cash Flow movements in 2024

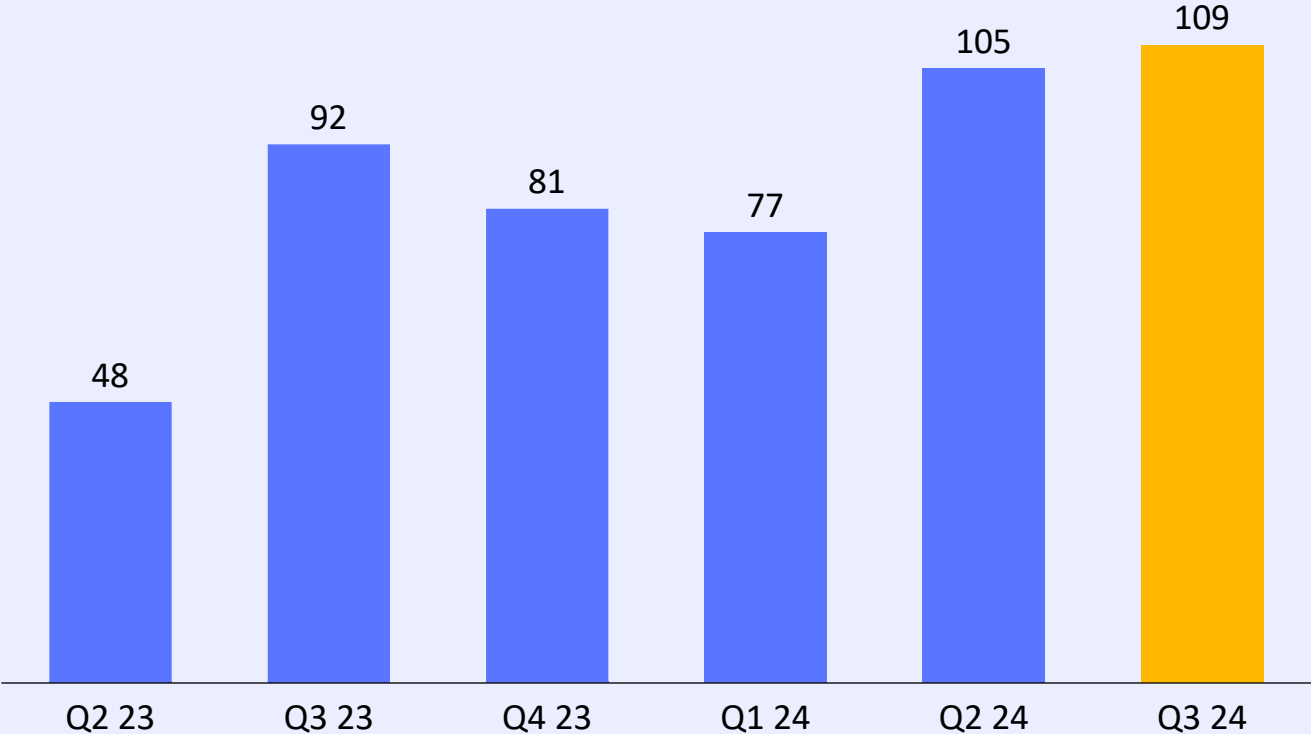


Changes in main working capital items in 2024



Net leverage and net interest-bearing debt

Net interest-bearing debt
(MNOK)



Disposable funds of
NOK 61 million at
the end of Q3 2024

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

- Q4 2024 presentation, 13 February 2025

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Thank you

