



**Q4 2021**

CEO Jacob Tveraabak

CFO Hilde Horn Gilen

February 15, 2022

# Air Link Systems Ltd (ALS) – our first acquisition\*



~240 MNOK revenue with 10% EBITDA



## Strong presence in UK & Ireland

- Priority market as outlined in 2025 strategy
- Additional satellite offices in Europe



## Supply and install grocery retail technology

- Temperature-controlled grocery lockers
- Self-check-out solutions
- Vending solutions



## Worked with leading grocery retailers in UK and abroad

- Tesco
- Asda
- Sainsbury's
- Carrefour



## Agenda

- Introduction to StrongPoint
- Highlights Q4 2021
- Other key financial figures

# E-commerce growth providing a “double opportunity” for StrongPoint

## 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

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**“Retail technology in every shopping experience for a smarter and better life”**

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# 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

ICA

BARBORA

coop

coop

coop

fotex

Norge

ALIMERKA

axfood Snabbgross



EXTRA

Glovo? Matkroken

REMA 1000



Grupo MAS

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

## Q4 2021



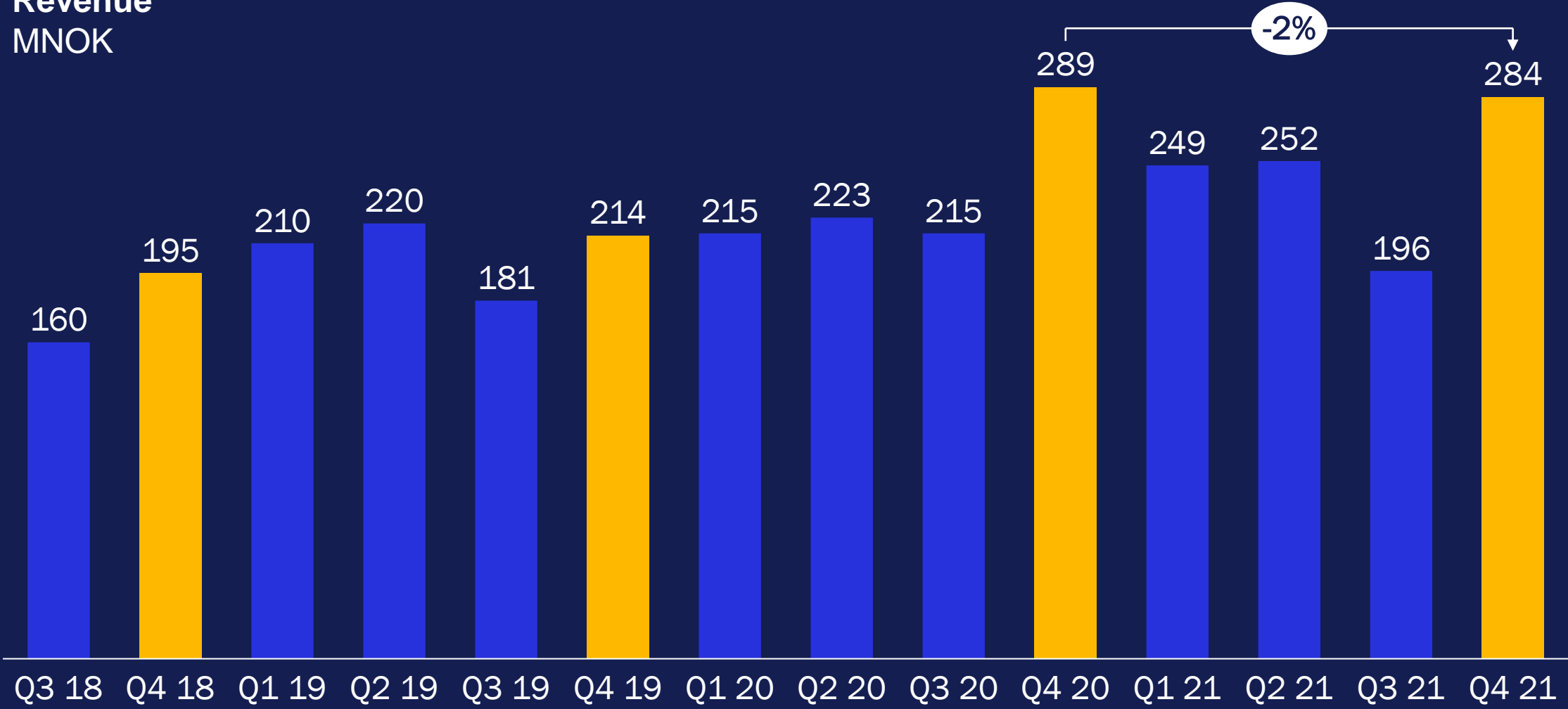
# Highlights Q4 2021

- 1 Maintained record revenue and profit despite impact from global component shortages
- 2 Continued customer success in priority areas
- 3 Further progress on 2025 strategic ambitions



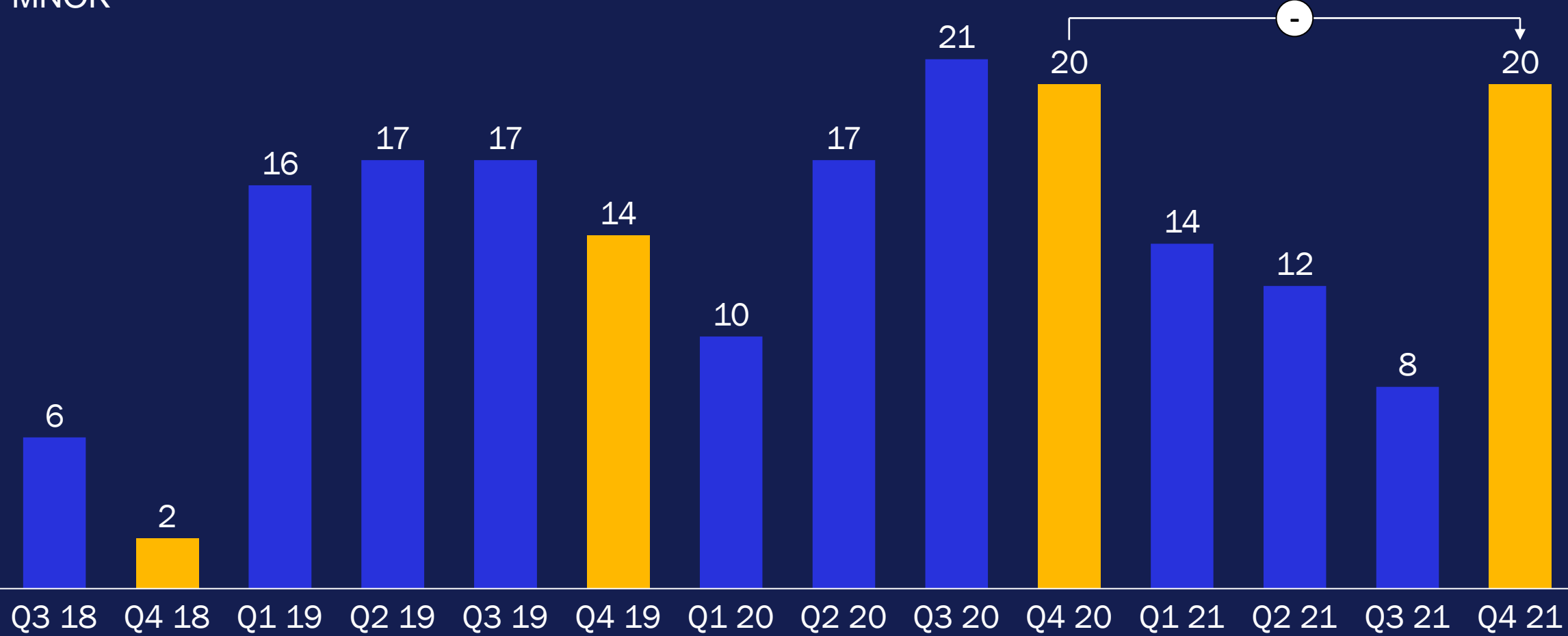
# 4<sup>th</sup> quarter revenue

Revenue  
MNOK



# 4<sup>th</sup> quarter EBITDA

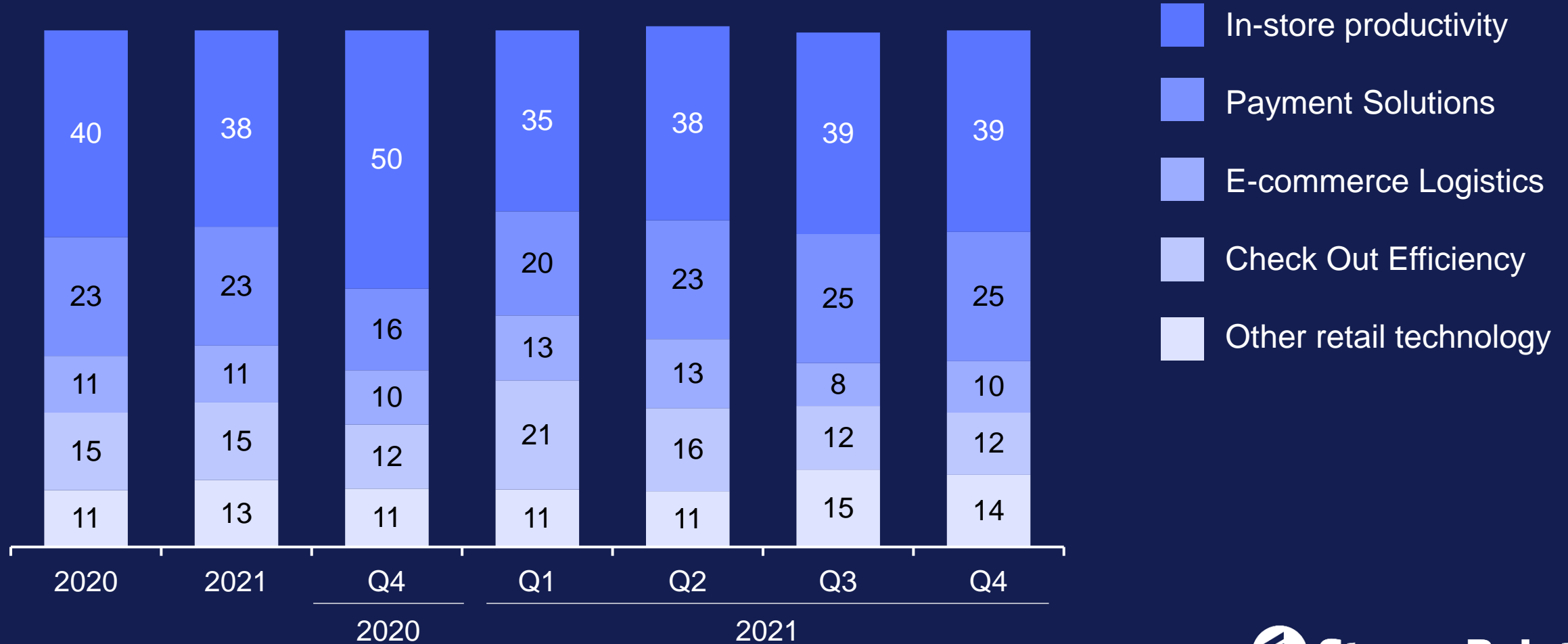
EBITDA  
MNOK



# 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

- Renewed and expanded 5-year contract with COOP Sweden on Order Picking software, confirming 100% retention rate on the software solution
- Finalised Glovo – Carrefour integration on Order Picking software
- Gordon Delivery expands its delivery offer with Grocery Lockers from StrongPoint



## Further progress on 2025 strategic ambitions

- Signed partnership agreement with Hörmann Logistik to provide AutoStore grocery micro fulfillment center (MFC) solutions

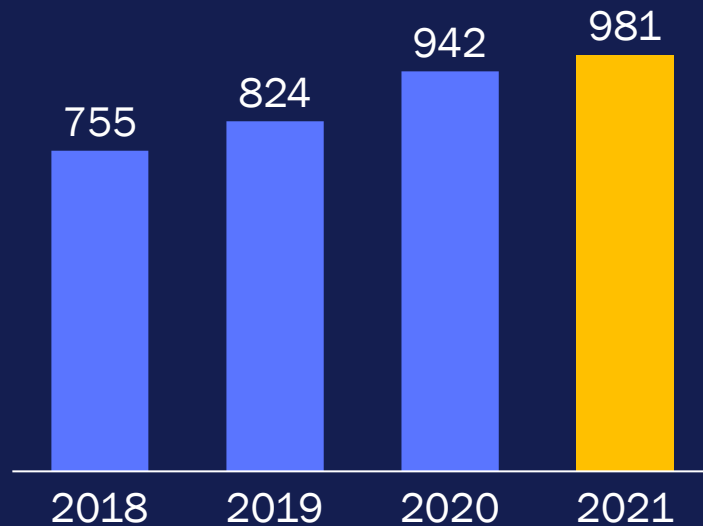


# Other key financial figures

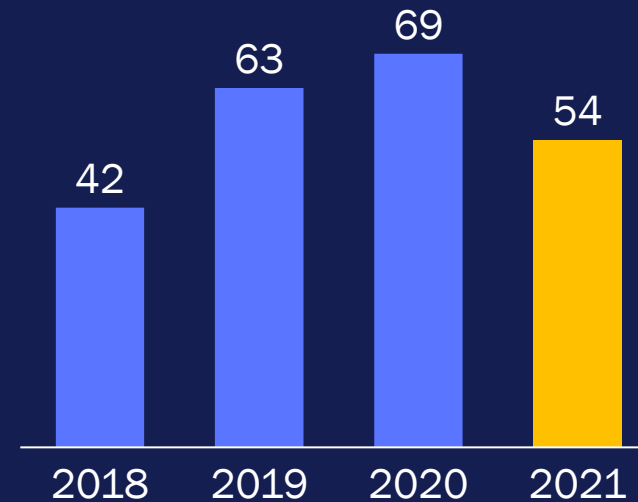
# Growth in revenue, EBITDA declined due to costed investments in product development, marketing, IT and an extraordinary writedown in Spain in Q2 2021

MNOK

Revenue



EBITDA

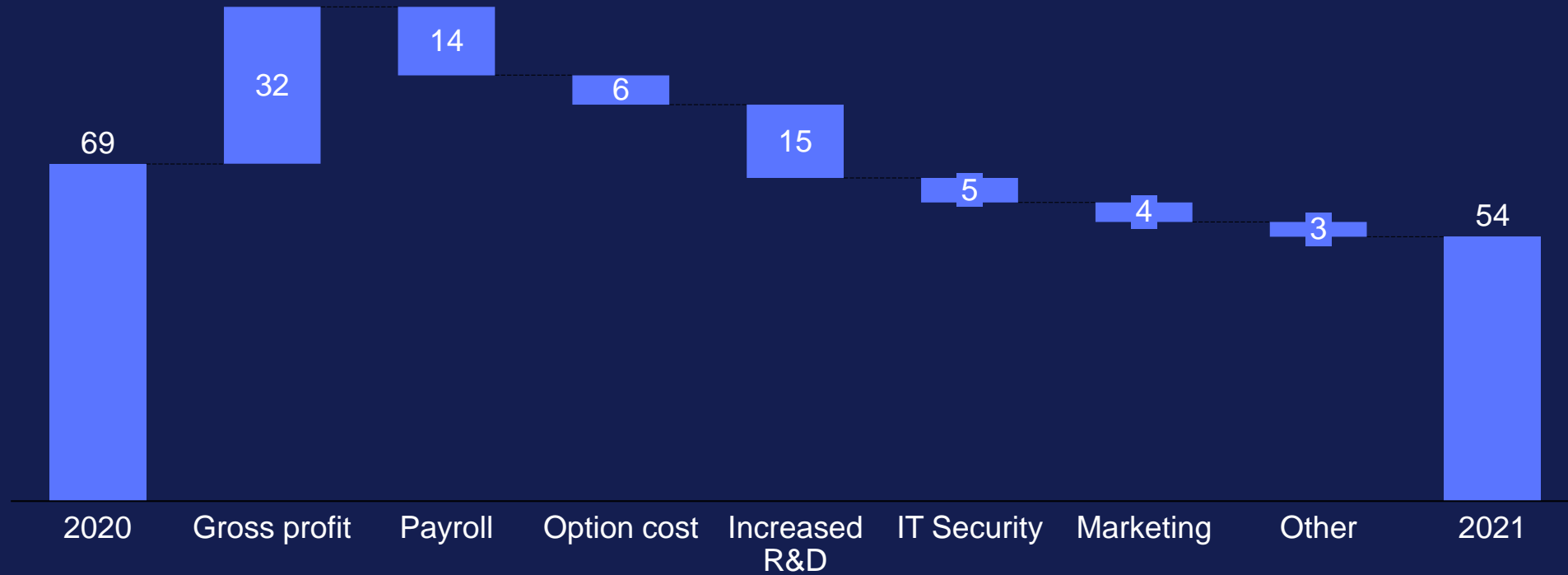


Excluding discontinued operations (Cash Security and Labels)

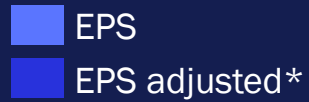


# Operational and strategic investments affect the EBITDA for 2021

EBITDA  
MNOK



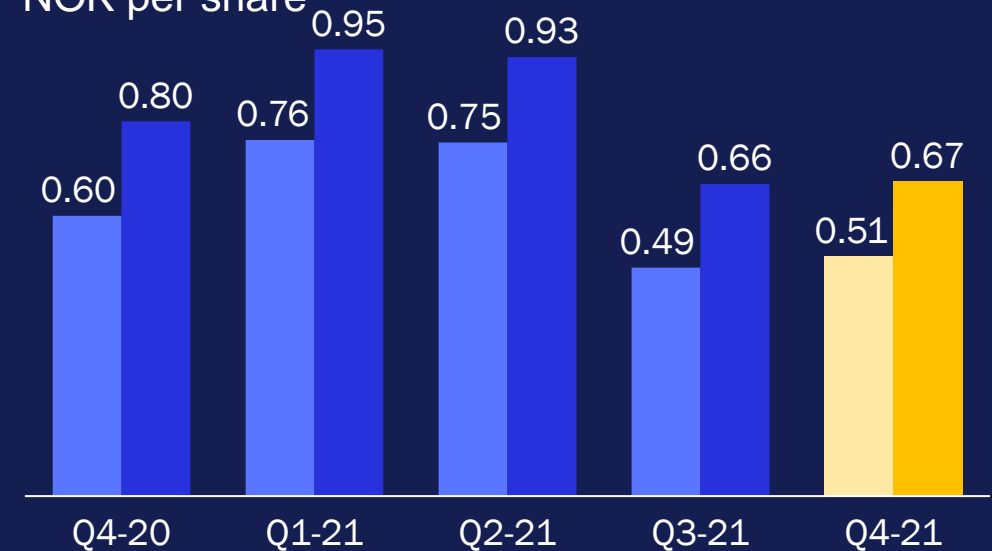
# Earnings per share from continued operations



EPS per quarter  
NOK per share



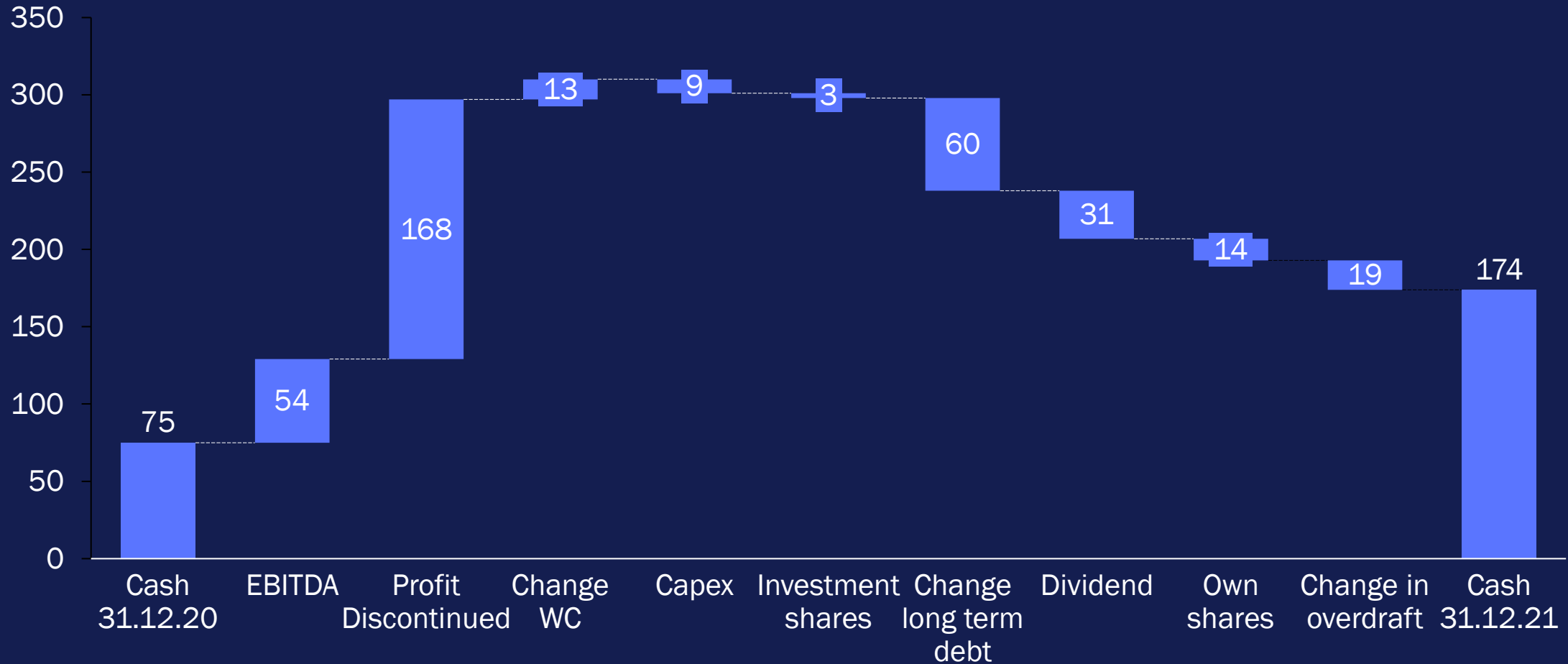
EPS rolling 12 month  
NOK per share



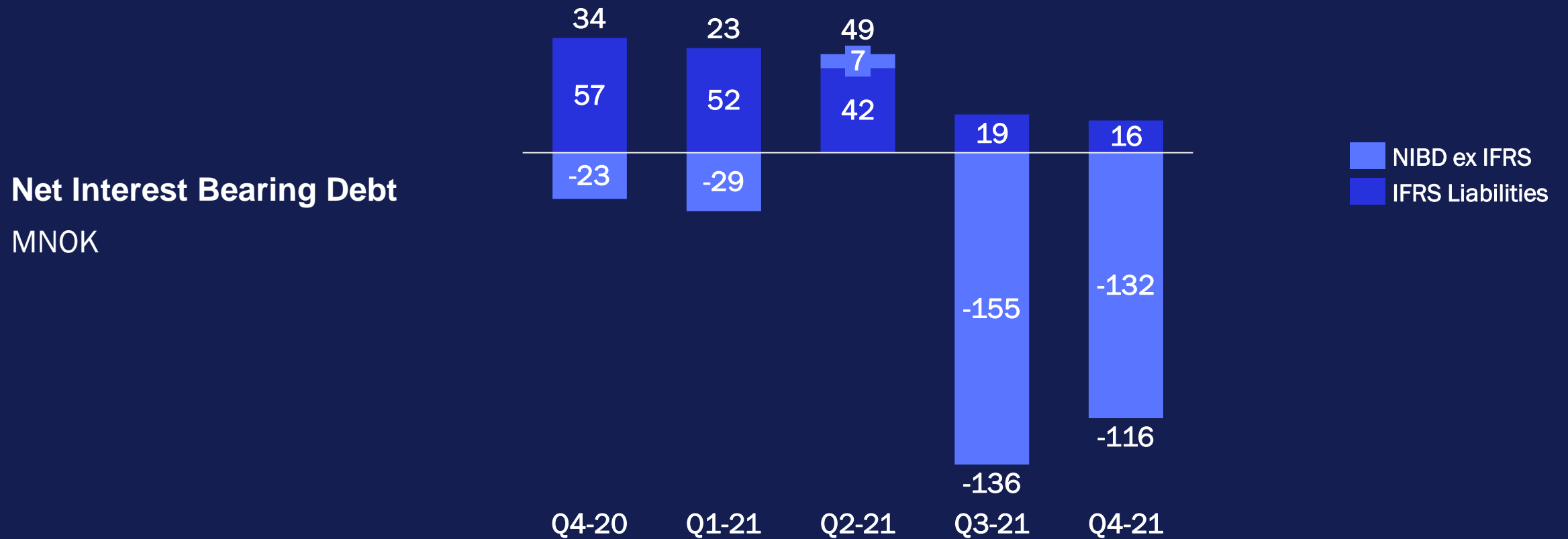
\* EPS adjusted for amortisation of intangible assets, mainly from historic M&A

# Strong cash position end of year

MNOK



# Continued high net positive cash position



Historic figures for the quarters Q4 2020 to Q2 2021 include discontinued operations

# Financial calendar 2022

- 28 April: Q1 2022 and AGM
- 13 July: Q2 2022
- 26 October: Q3 2022

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**Thank you!**