



Q3 2020

CEO Jacob Tveraabak

CFO Hilde Horn Gilen

October 22, 2020



Agenda

- Intro
- Highlights Q3 2020
- Other key financial figures

Our WHY statement

We work at StrongPoint because we know that every retailer will get a smarter shop, and every end-customer will get a better shopping experience with our solutions.

In a shop or online.

This will give more time, lower prices, better service, fresher products, and ultimately we all get a better and smarter life

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

Strong market fundamentals 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

In-store: Well positioned to provide technology solutions

Self checkout*

Electronic Shelf Labels (Pricer)

Vensafe*

Workforce management system (Reflexis)

Cash management*

Pick & Collect*

Click & Collect lockers*



*StrongPoint's proprietary technologies

E-commerce: StrongPoint's e-commerce logistics solutions serves the full logistics value chain





NorgesGruppen



WILLY:S



Norge

Bergendahls



Axfood

ICA

coop

ALIMERKA



Matkroken

BARBORA



REMA 1000



MAXIMA



Obs



Hemköp

BUNNPRIS

coop



Highlights

Q3 2020

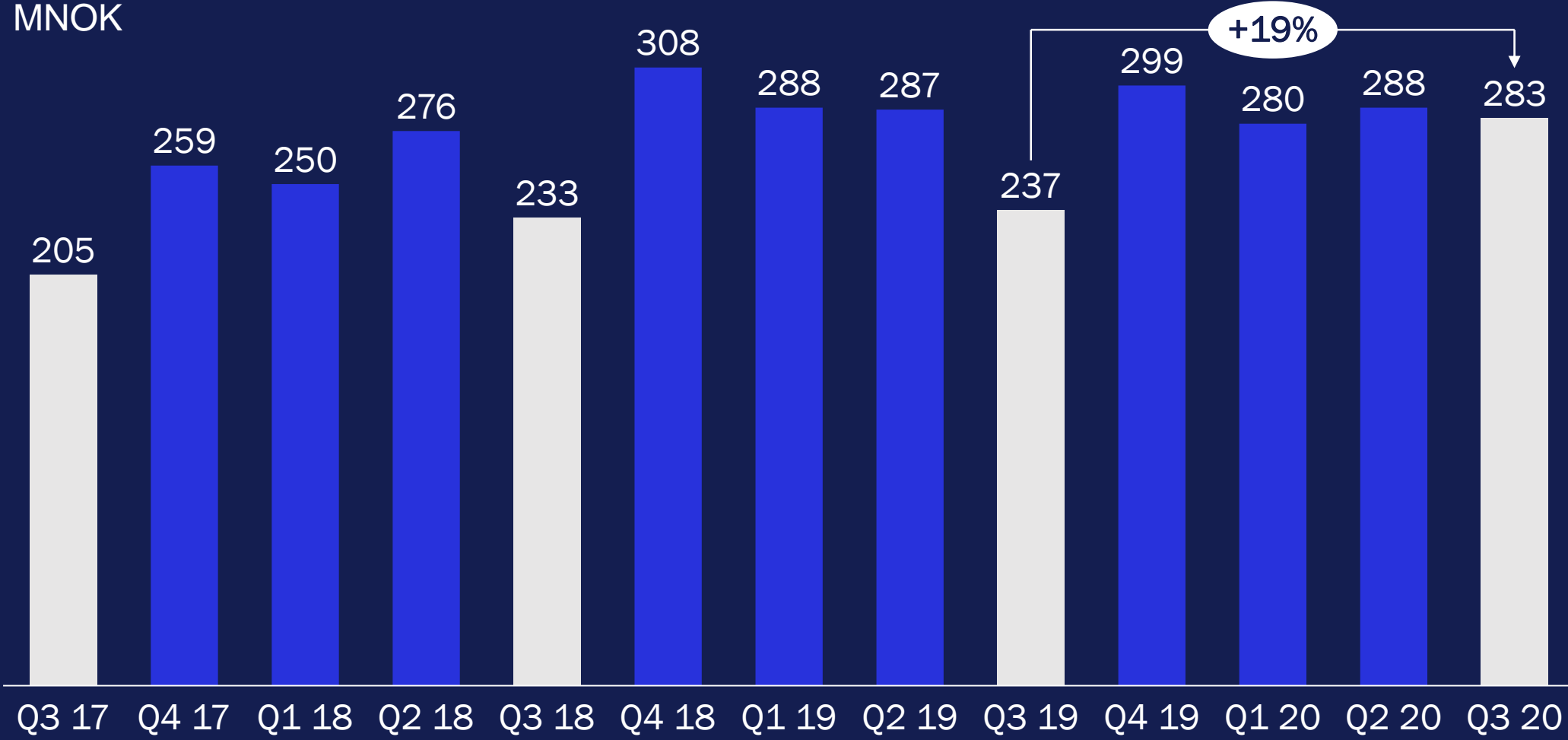
Highlights Q3 2020

- 1 Strong performance in Retail Technology and overall
- 2 Continued sales success in priority areas
- 3 Steady progress on key pillars of 2025 strategic ambitions



3rd quarter revenue: strong top line growth

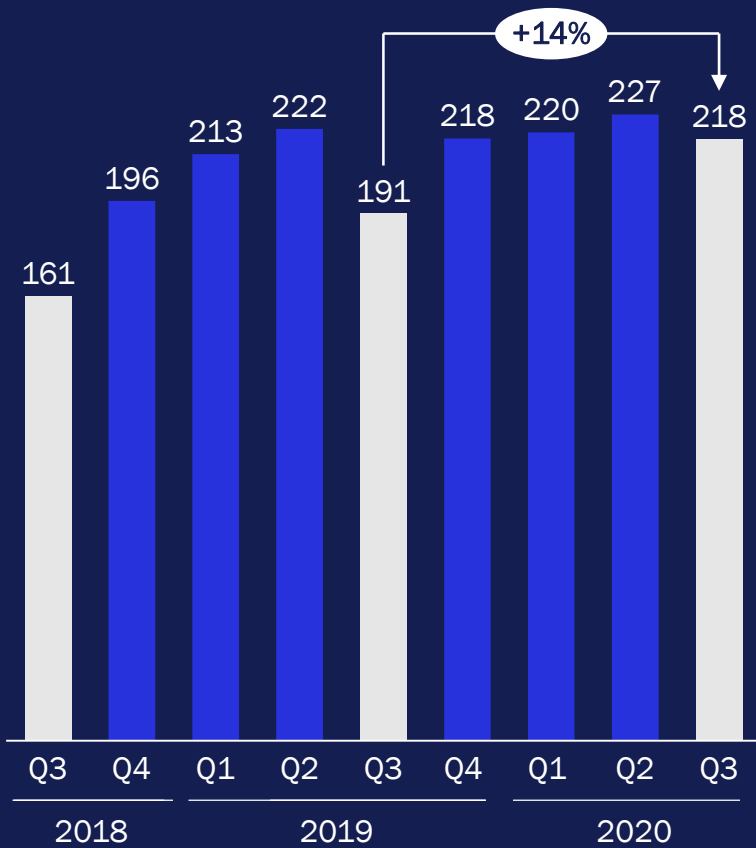
Revenue
MNOK



3rd quarter revenue in BAs: growth in all Business Areas

Revenue
MNOK

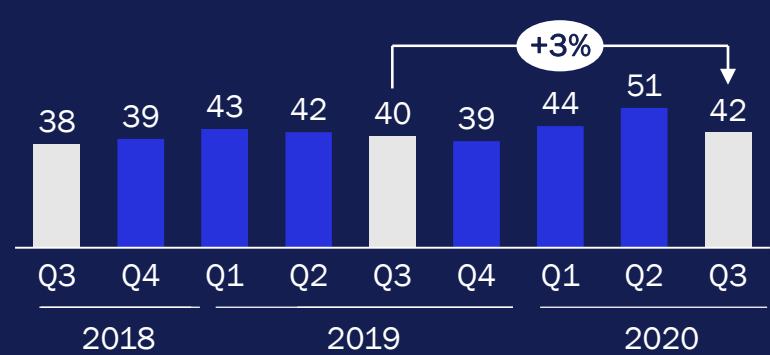
Retail Technology



Cash Security

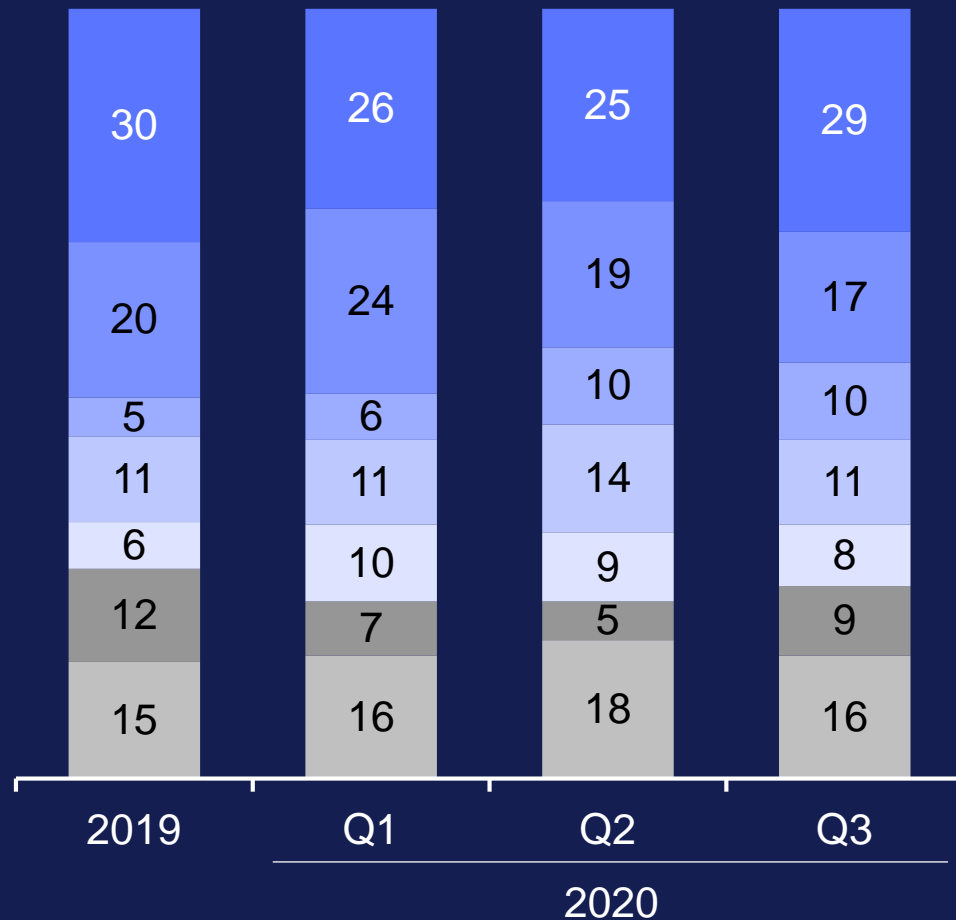


Labels



A balanced solutions portfolio

Relative share of revenue per segment
Percent



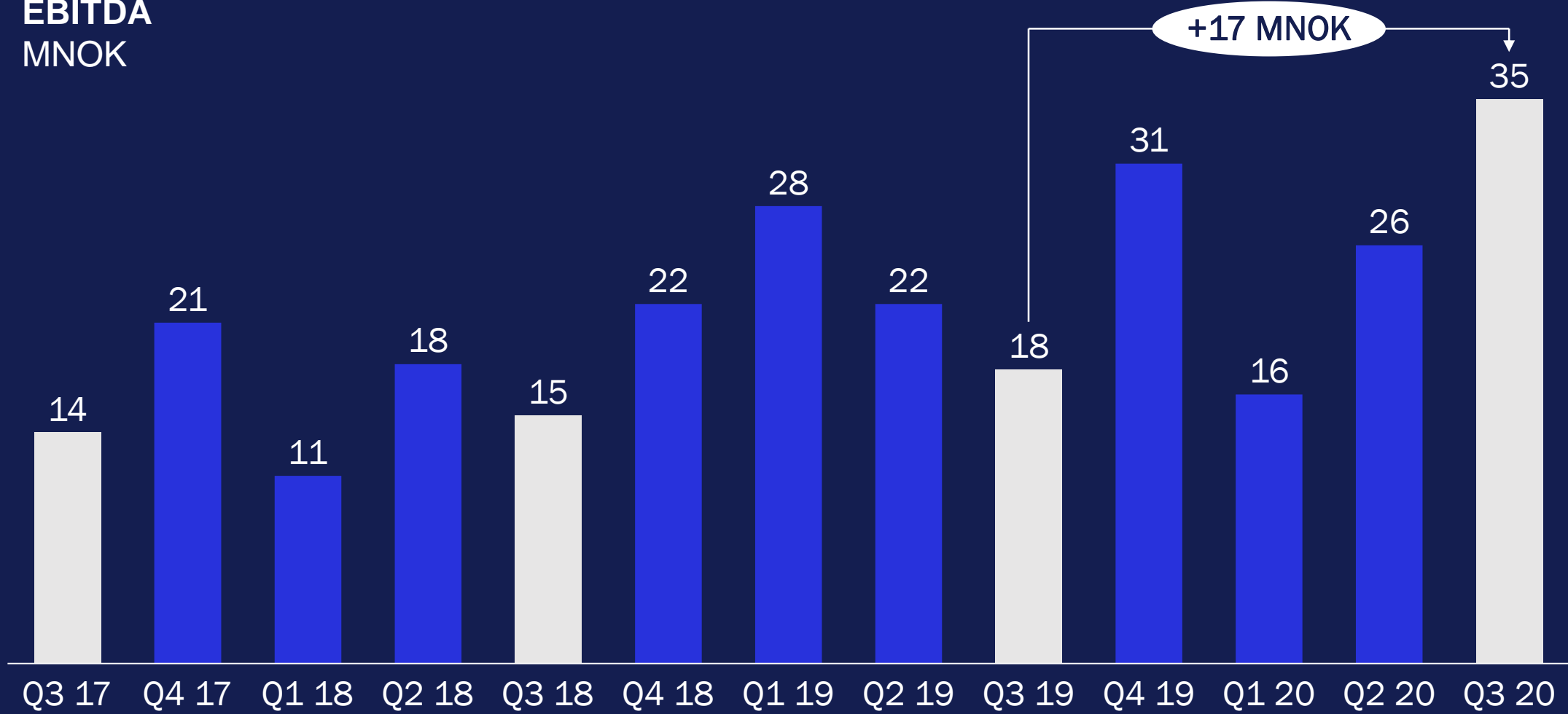
Retail Technology

- In-store productivity
- Payment Solutions
- E-commerce Logistics
- Check Out Efficiency
- Other retail technology
- Cash Security
- Labels

Note: Roundings may make total different than 100%

3rd quarter profitability: close to doubled EBITDA

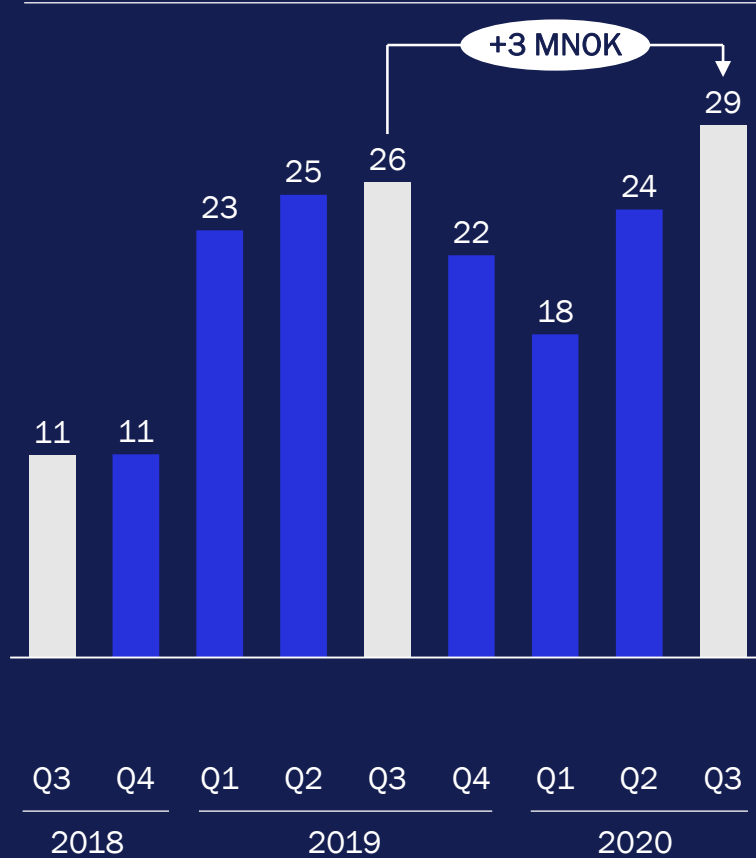
EBITDA
MNOK



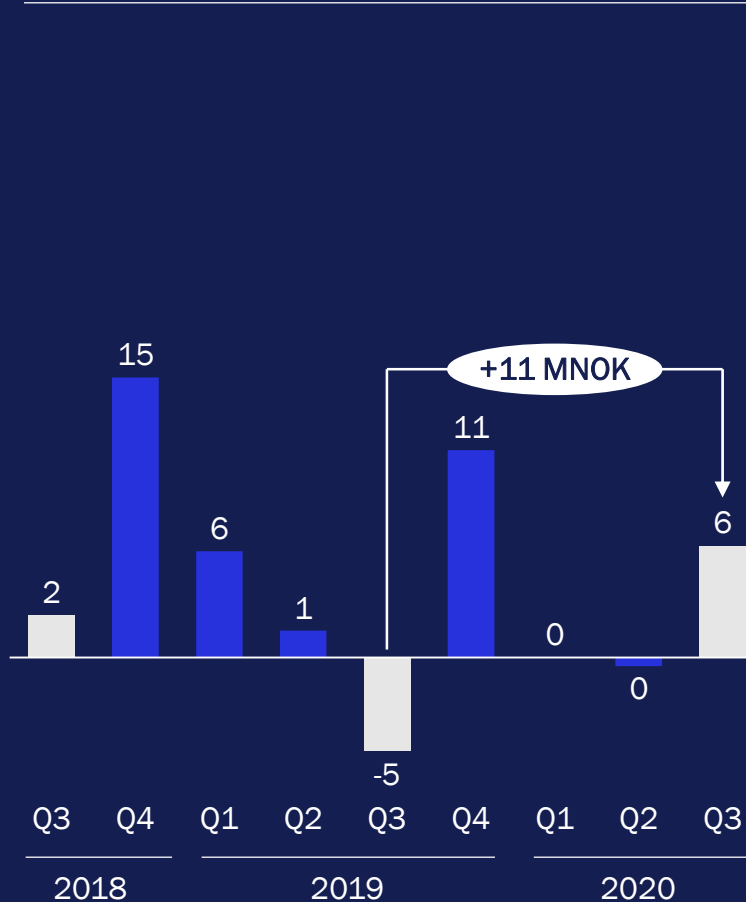
3rd quarter profitability : Increased EBITDA in all BAs

EBITDA
MNOK

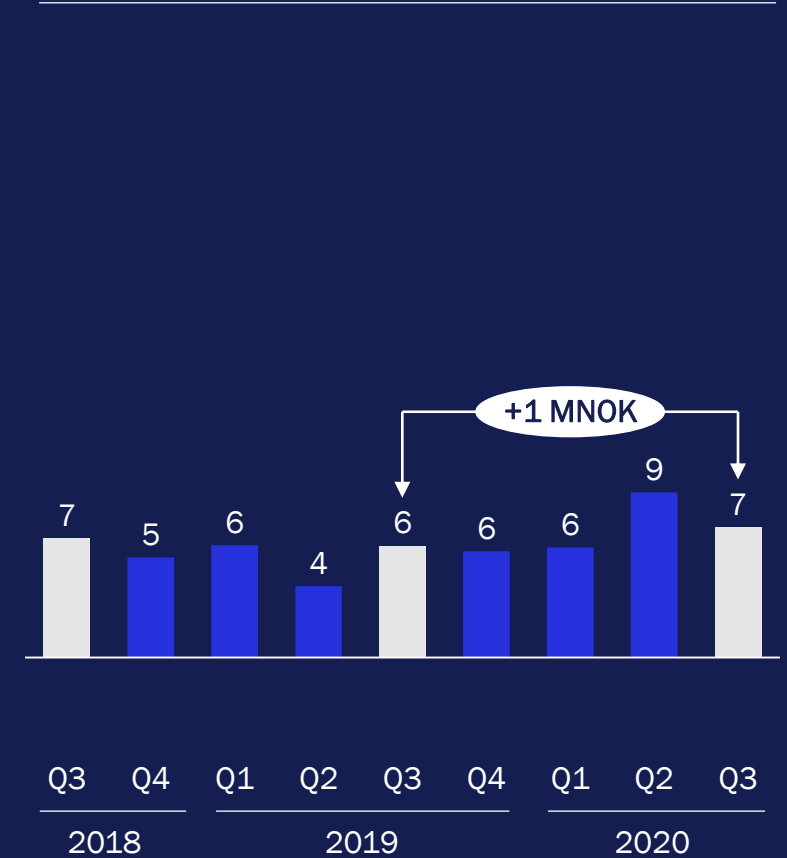
Retail Technology



Cash Security



Labels



Continued sales success in priority areas

- Order of Pricer ESL for NorgesGruppen estimated at ~70 MNOK
- Click & Collect delivered to key markets, and several proof of concepts progressing
- Continued strong demand internationally for our e-commerce picking solution



Steady progress on key pillars of 2025 strategic ambitions

- Proven operational leverage in Norway, Sweden and the Baltics
- Initial delivery on required supporting elements of Strategy 2025, incl. recruitment of sales and marketing resources and implementation of CRM system
- Proposed dividend for 2019 at Extraordinary General Meeting October 22, 2020

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

2025 ambitions



I



Strong local expertise and presence in key markets²

II



Roll-out of proprietary technology in selected markets³

III



Market access platform for global technology providers in key markets⁴

IV



Best-in-class sales, service and support

V



Profitable growth, cost control and a solid balance sheet

¹ Organic growth ambition

² Norway, Sweden, the Baltics and Spain

³ Cash Management solutions in e.g., Italy and Greece, and E-commerce solutions globally

⁴ The Nordics and the Baltics

Other key financial figures

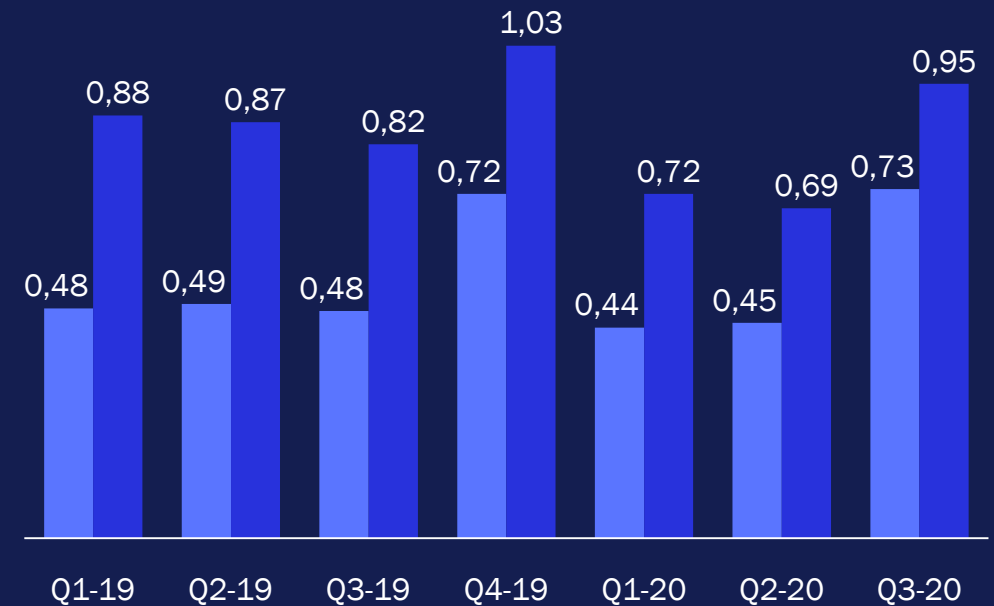
Earnings per share (EPS) improved in Q3

■ EPS
■ EPS adjusted*

EPS per quarter
NOK per share



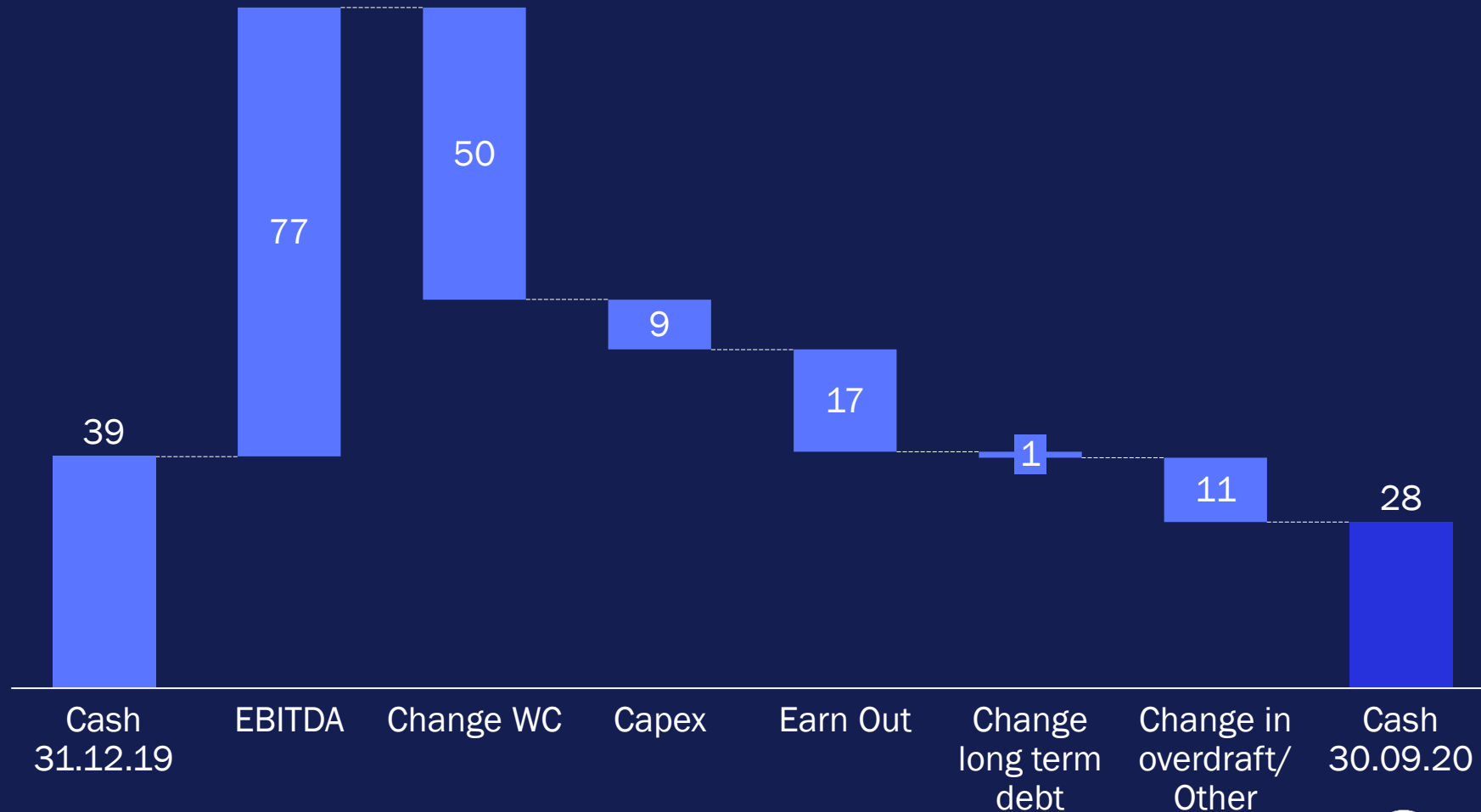
EPS rolling 12 month
NOK per share



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

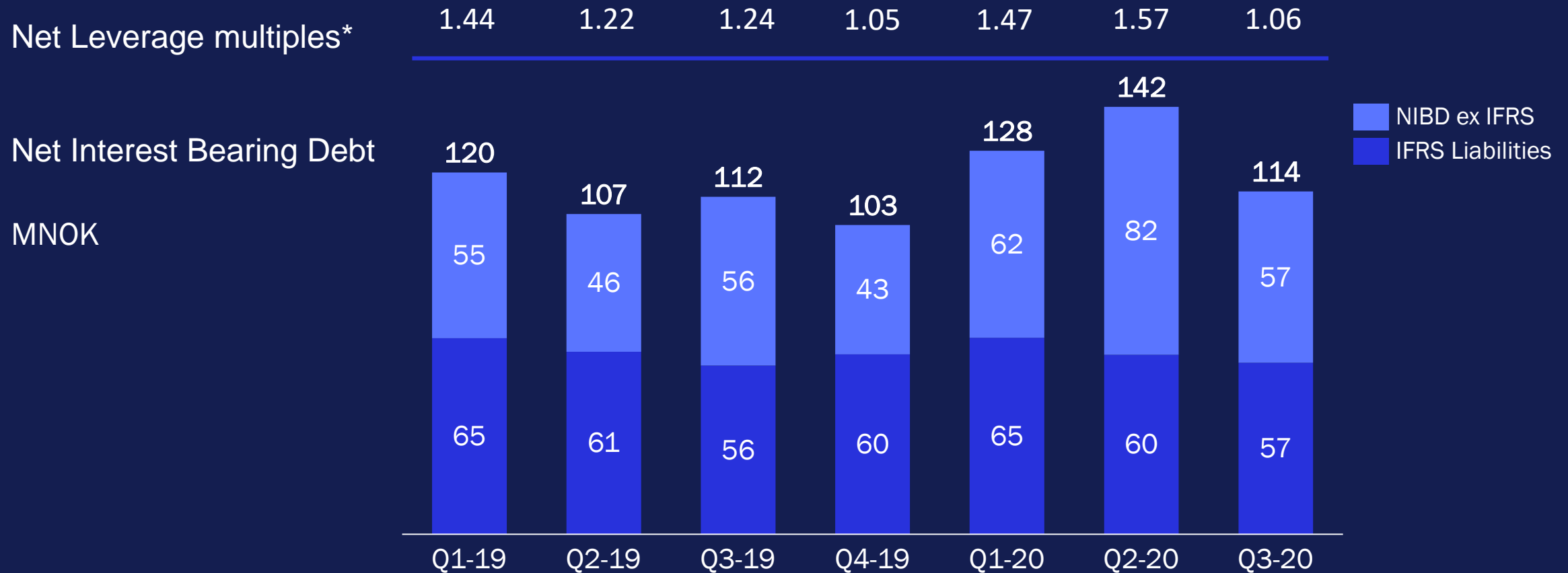
Cash Flow effects YTD

Cash
MNOK



Decrease in Net leverage to 1.06x rolling 12 months EBITDA

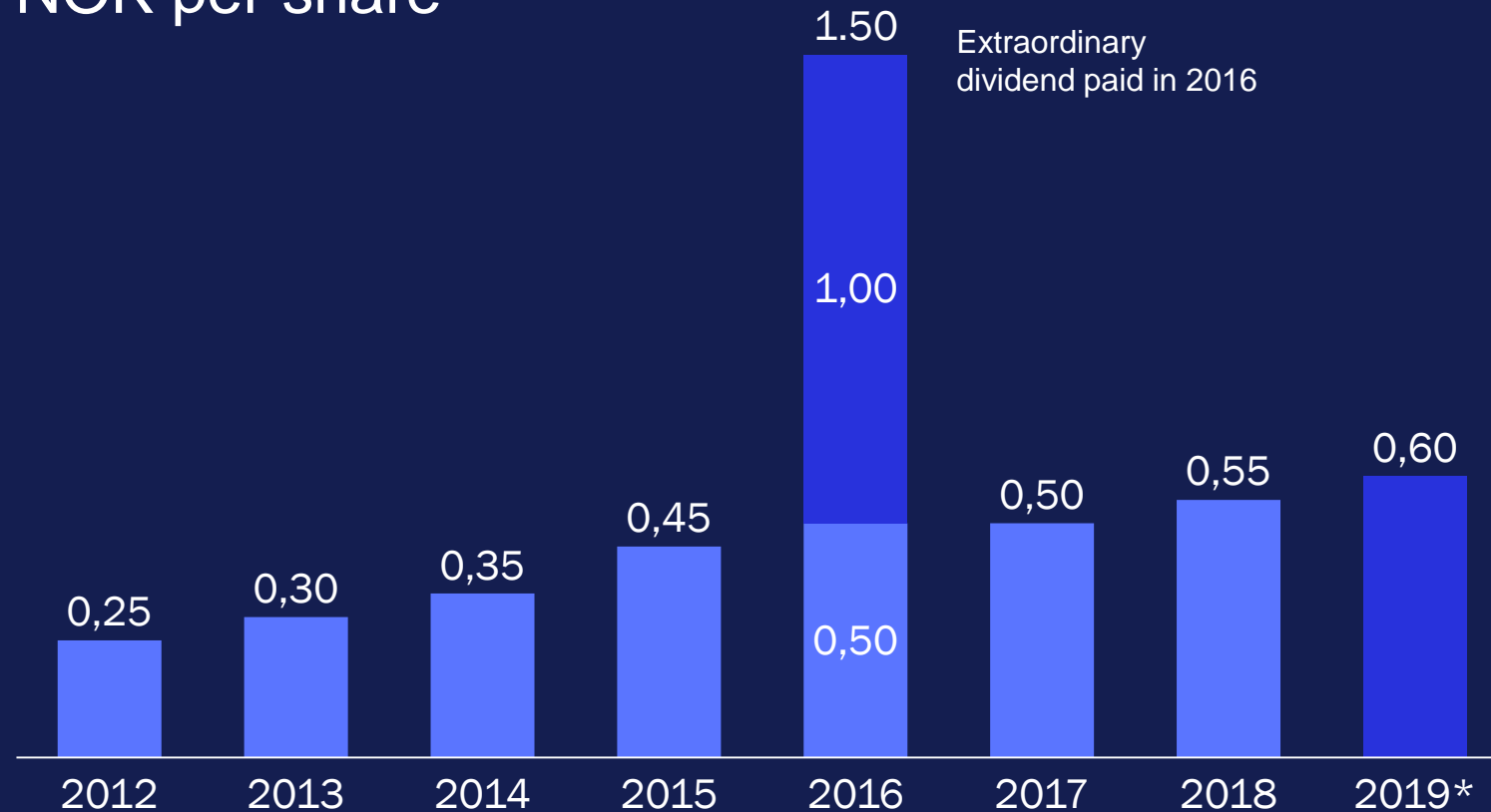
Solid financial position



* Net Interest Bearing Debt / Rolling 12 EBITDA

Dividend for 2019 to be decided in Extraordinary General Meeting at 0900 CET 22 October 2020

Dividend
NOK per share



- Historic view: year-on-year slightly positive trend
- Confirmed ambition at the Strategy Update Session 2020

* Proposed dividend to EGM

Financial calendar 2021

Q4 2020 – 11.02

Q1 2021 – 28.04

Q2 2021 – 14.07

Q3 2021 – 21.10

Strategy Update Session: February 11, 2021

Annual General Meeting: April 28, 2021

Location to be announced

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Thank you!