



Q2 and 1st half 2024

Financial report and status

CEO's Perspective

Our second quarter 2024 was difficult. Revenue from our product sale was down across our business units. Even though this was foreseen, and hence additional cost measures were announced following our first quarter results, the decline in revenue from many of our solutions was hard to swallow. However, on the positive side, we have improved both our gross margin, increased our service revenue and our recurring revenue base. To be more specific, we saw a growth in service revenue across all segments except shop fitting, which is predominantly a project based business. Furthermore, we announced the installation of our pilot for our innovative new cash management solution, CashGuard Connect, at the largest grocery retailer in Spain. These are all important achievements and levers to ensure a healthy business forward. As we are entering the second half of a tough financial year this far, we are cautiously positive about improving business performance for the remainder of this year. And equally important, with major customer projects at Sainsbury's and with CashGuard Connect in Spain as announced earlier this year, we anticipate these major wins to open additional opportunities, providing us a prosperous long-term future for StrongPoint.



Jacob Tveraabak
CEO of StrongPoint

Our revenue in the second quarter of 2024 was 297 MNOK, reflecting a 12% decline compared to same quarter in 2023. Product sales were down across our markets, reflecting continued hesitation at large to invest in new products and solutions, whereas service and recurring revenue improved.

Our reported EBITDA for the quarter was -9.1 MNOK (-3%) vs. a positive 2.1 MNOK (1%) same quarter last year. This includes severance payments of 10 MNOK in the quarter following an additional 20 MNOK p.a. cost reduction measures, leaving an EBITDA adjusted for this quarter at slightly positive figures. The cost reduction measures are expected to provide an additional saving on top of the earlier announced cost measures at the end of 2023 (20 MNOK p.a.).

We have taken – and are taking – a number of organizational, cost and commercial measures to both grow our top line as well as to improve our bottom line. The effects from some of these measures have already started to be observed and I expect the measures to reach their full potential in the months and quarters to come.

At the same time, beyond looking at just one quarter, we are making progress with major customer wins with our proprietary products and solutions. The delivery of our Order Picking solution to Sainsbury's announced in first quarter this year is progressing well and already resulting in revenue this quarter. We expect to go live

with the first stores of our solution with Sainsbury's in third quarter. The development of our innovative new CashGuard Connect solution is progressing with the first deployment of the solution live in-store with Spain's largest grocery retailer. In addition, we announced additional sales of our proprietary temperature-controlled Click & Collect grocery lockers to a major grocery retail customer in the US.

As we move into the second half of 2024, I recognize that the uncertainty levels regarding our business performance remain high. Given this uncertainty, I am cautious about promising any certain financial improvement in the short term. However I do not expect the weak market conditions to continue in the medium-term. To summarise, when including the measures we have already taken, I am hopeful about the financial performance for the second half of this year, although the financial performance for the year as a whole will be far from where we aspire to.

In conclusion, I extend my heartfelt thanks to our dedicated StrongPoint team, our valued customers, our partners, and our shareholders for their support in these turbulent times. Together, we will continue to uphold our commitment to providing retail technology in every shopping experience for a smarter and better life.

Stay safe, strong, and passionate!

HIGHLIGHTS

Continued weak 2nd quarter including additional restructuring costs

Financial performance 2nd quarter and first half of 2024

- Revenue declined 12% to 297 MNOK (337) in the second quarter compared to the same quarter last year, while the rolling twelve months recurring revenue increased by 6% to 327 MNOK for the same period. In the first half, the revenue declined by 9% to 656 MNOK (719).
- EBITDA for the quarter ended at -9.1 MNOK (2.1), including non-recurring restructuring personnel costs of 10 MNOK. In the first half, the EBITDA ended at -15.3 MNOK (15.6). Without restructuring costs, EBITDA would have been 0.9 MNOK and -5.3 MNOK respectively for the second quarter and first half of 2024.
- Gross margin improved to 45% (40%) for the quarter and ended at 40% (38%) for the first half, driven by product mix.
- Cash flow from operations was -9.7 MNOK (60.2) for the quarter and 5.6 MNOK (16.0) for the first half.

Continued customer success in priority areas

- A pilot of StrongPoint's new CashGuard Connect solution went live in-store in Spain's largest grocery retailer.
- Leading US grocery retailer increased purchases of StrongPoint grocery lockers as it advances to the next phase of its grocery lockers process.
- Largest grocery retailer in Cyprus, Alphamega, selected StrongPoint as its ESL partner and ordered 37 MNOK of ESLs.

Outlook and long term ambitions

- On the short to near term perspective, the uncertainty in the market continues with cautious customer spend, but the customer interest in our portfolio of solutions remains, making us confident about our market position and strategic direction.
- Long term ambitions of healthy revenue growth and an EBITDA margin of >10%.

Key figures

| MNOK | Q2 2024 | Q2 2023 | YTD 2024 | YTD 2023 | Year 2023 |
|---------------------------------------|---------|---------|----------|----------|-----------|
| Revenue | 297.2 | 337.2 | 656.1 | 718.6 | 1,342.4 |
| EBITDA | -9.1 | 2.1 | -15.3 | 15.6 | -1.3 |
| EBITDA margin | -3.1 % | 0.6 % | -2.3 % | 2.2 % | -0.1 % |
| EBITDA excluding option cost | -7.6 | 3.6 | -12.3 | 18.6 | 5.1 |
| Operating profit (EBIT) | -19.6 | -7.3 | -36.3 | -3.3 | -39.4 |
| Ordinary profit before tax (EBT) | -27.6 | -1.1 | -42.4 | 6.6 | -45.3 |
| Cash flow from operational activities | -9.7 | 60.2 | 5.6 | 16.0 | 25.2 |
| Disposable funds | 65.7 | 129.6 | 65.7 | 129.6 | 95.2 |
| Earnings per share (NOK) | -0.47 | -0.02 | -0.73 | 0.10 | -0.77 |

StrongPoint Group

StrongPoint is a grocery-focused retail tech company that serves customers with products and solutions for in-store and online shopping.

| Revenue MNOK | Q2 | | YTD | | Year |
|------------------------|--------------|--------------|--------------|--------------|----------------|
| | 2024 | 2023 | 2024 | 2023 | 2023 |
| Scandinavia | 142.1 | 160.2 | 362.0 | 373.8 | 636.0 |
| International incl R&D | 155.1 | 176.9 | 294.2 | 344.7 | 706.4 |
| ASA/Elim | - | - | - | - | - |
| Total | 297.2 | 337.2 | 656.1 | 718.6 | 1,342.4 |

| EBITDA MNOK | Q2 | | YTD | | Year |
|------------------------|-------------|------------|--------------|-------------|-------------|
| | 2024 | 2023 | 2024 | 2023 | 2023 |
| Scandinavia | 4.3 | 10.1 | 23.8 | 25.3 | 41.5 |
| International incl R&D | -5.6 | 0.2 | -22.9 | 6.6 | -10.4 |
| ASA/Elim | -7.8 | -8.2 | -16.2 | -16.4 | -32.4 |
| Total | -9.1 | 2.1 | -15.3 | 15.6 | -1.3 |

| Number of employees ¹ | Q2 | YTD | Year |
|----------------------------------|------|------|------|
| | 2024 | 2023 | 2023 |
| | 516 | 519 | 524 |

1) This includes 17 employees who were employees as of 30 June 2024, but who will be leaving during 2024 as part of the restructuring process. Moreover, there were six employees added from the acquisition of Hamari in Finland in Q4 2023.
 2) The Q4 2023 EBITDA was -20.6 MNOK, including non-recurring restructuring and M&A costs of 7.3 MNOK and write-downs 10.6 MNOK. Excluding these costs, the Q4 2023 EBITDA was -2.7 MNOK.
 3) The Q2 2024 EBITDA was -9.1 MNOK, which includes restructuring cost and severance pay of 10 MNOK. Excluding these costs, EBITDA was 0.9 MNOK.

Financial performance

For Q2 2024, the total revenue declined by 11.9% compared to the same quarter last year. The segment Scandinavia declined by 11.3% and the segment International declined by 12.4% in revenue compared to the same quarter last year. Overall, the weak market conditions continue, with generally lower customer spending and longer lead times on investment decisions in all regions. In addition, measures to improve and strengthen our teams have been taken, particularly in the UK and in Spain.

In Scandinavia, some large ESL rollouts were completed from the order reserve in Norway, however due to some large deliveries of AutoStore in Norway and ESL in Sweden last year, there is a year-on-year reduction. The International segment saw revenue decline in all regions except for the UK & Ireland, which had a revenue increase of 2.0% for the period. This included increased revenue on Order Picking relating to onboarding preparations for the store rollout for Sainsbury's, starting in H2 2024. For the other regions, revenues declined mainly on CashGuard and Self-Checkout product sales. Finland which was consolidated for the first time in Q4 2023 after closing the acquisition of Brand ID Hamari Group Oy in October 2023, thus not included in the Q2 2023 figures, contributed with 2.9 MNOK.

During the quarter, the gross margin increased from 40.3% to 44.6% year on year, mainly due to product mix with lower product sales and an increase in service revenue from ESL installations in Norway and Order Picking in the UK. Whereas the rollout of the stores is planned to start in H2 2024, professional services and upfront licenses relating to the onboarding, have been delivered. The cost of goods sold is still impacted by higher prices driven by inflation and depreciation of NOK compared to USD and EUR, consequently increasing the purchase price. Mitigation efforts continue to protect and improve the gross margin on both our own products as well as third party products.

Personnel costs were 106.6 MNOK in Q2 2024 compared to 93.0 MNOK the same quarter last year. This includes non-recurring restructuring cost for severance pay of 10 MNOK and the consolidation of Finland with 1.5 MNOK, which was not included in the Q2 2023 figures. For the same period, other operating expenses decreased from 39.5 MNOK to 33.4 MNOK due to the completion of cost reducing measures and a prudent approach to non-critical cost drivers.

The EBITDA decreased to -9.1 MNOK in Q2 2024 (2.1 MNOK) and includes the non-recurring restructuring cost of 10 MNOK. Without this restructuring cost, EBITDA would have been 0.9 MNOK with an EBITDA margin of 0.3% (0.6%).

As of the end of Q2 2024, the net interest-bearing debt was 105.1 MNOK, representing an increase of 28.1 MNOK compared to the end of Q1 2024.

Continued customer success in priority areas

A leading US grocery chain has increased its purchases of StrongPoint Click & Collect grocery lockers as it advances to the next phase of its grocery lockers process. This strategic move underscores the company's commitment to enhancing customer convenience and streamlining operations.

In Cyprus, the largest grocery retailer, Alphamega, selected StrongPoint as its partner for electronic shelf labels (ESL). Alphamega placed an order of 37 MNOK for ESLs in the quarter to be delivered over the next two years.

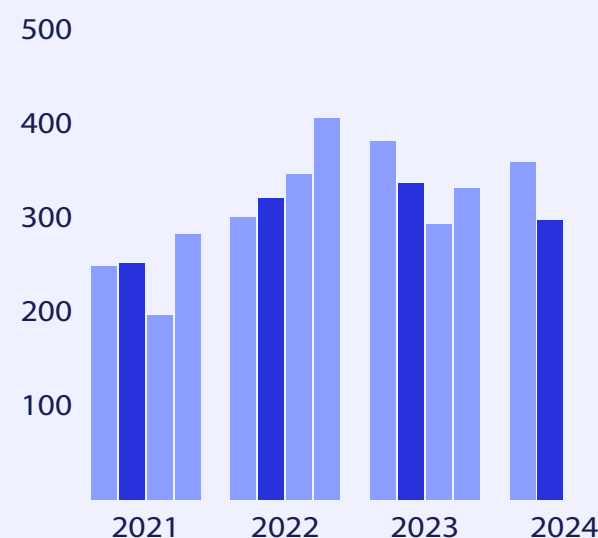
Additionally, StrongPoint's innovative CashGuard Connect solution now has a pilot gone live in-store at Spain's largest grocery retailer. This deployment marks a key milestone in the adoption of advanced cash management solutions, enhancing operational efficiency and security in the retail sector.

Outlook and long term ambitions

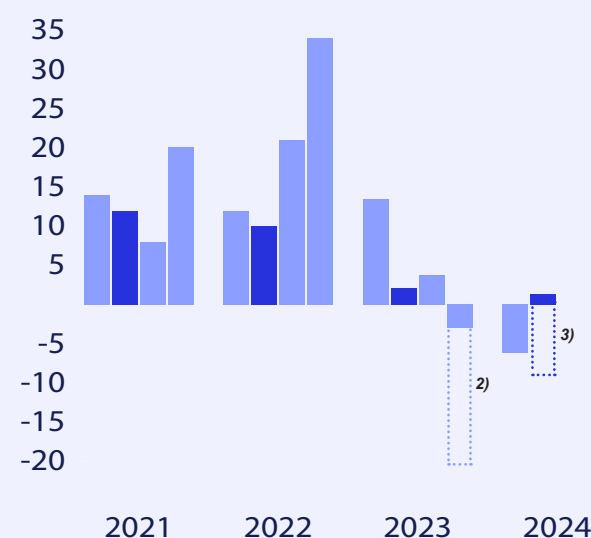
Although an improvement in customer spend and the release of postponed investments are needed, the uncertainty in the market persists. Therefore, we are still cautious about expecting significant improvements in the short-term. Consequently, adjustments have been made to reduce the cost base and will materialize in the second half 2024. From a medium to longer term perspective, the customers' interest in our portfolio of solutions remains. As such, we are confident about our market position and our strategy. Hence, we are fully committed to achieving our long term goals of healthy revenue growth and an EBITDA margin of more than 10%.

StrongPoint Group

Operating revenue per quarter (MNOK)



EBITDA per quarter (MNOK)



StrongPoint’s product-market fit – our ‘double opportunity’

Grocery retailers are facing pressures like never before – in-store and online.

The growth in In-store costs for goods, transportation and labour has recently come down, but is still higher than two-three years ago. This has driven many customers to shop at discounters. In addition, theft in-store is a growing concern for retailers and their staff.

In mature grocery e-commerce markets such as the UK where e-grocery makes up over 10% of the grocery market, profitability is a major challenge and costs continue to surge.

This means that grocery retailers need to find efficiency-savings in-store and online to maintain their already razor-thin margins. As well as ensuring a safe and secure working and shopping environment.

StrongPoint focuses on providing smart retail technologies to grocery retailers to boost profitability in-store and online.

From in-store self-checkouts, electronic shelf labels, cash management solutions to world-class e-commerce fulfilment solutions, StrongPoint solutions cut grocery retailers costs and create outstanding customer experiences.

StrongPoint Solutions



In-store

In-store Productivity

- ShopFlow Logistics *
- Digi Scales and Wrapping Systems
- Electronic Shelf Labels (ESLs)
- Autonomous Mobile Robots (AMRs)

Payment Solutions

- CashGuard Cash Management *

Check Out Efficiency

- Self-Checkout *
- Self-Scanning
- Vensafe Sales Automation *

Retail Management

- POS Systems
- Commerce Management System

Shop Fitting

The StrongPoint double opportunity

Grocery retailers are under pressure:

- Labour costs going up
- Discounters becoming mainstream
- In mature e-commerce markets, profitability a challenge

StrongPoint Opportunity #1

Efficiency-saving in-store solutions

StrongPoint Opportunity #2

Efficiency-saving e-commerce solutions, especially in the UK

StrongPoint Double Opportunity:

Technology solutions solving

- 1) instore and
- 2) online challenges

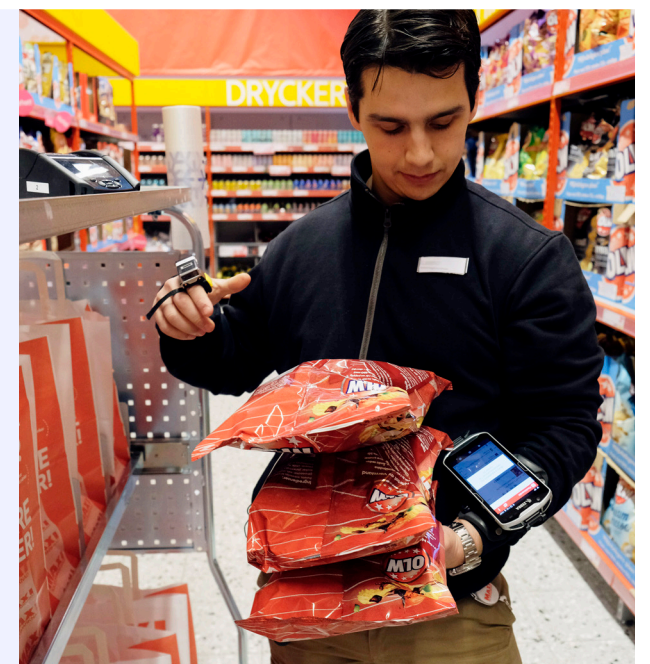
Online

Grocery Picking

- Order Picking solution *
- AutoStore Automated Fulfilment
- Warehouse Management Software (WMS)

Last mile

- Click & Collect Lockers *
- Drive-thru *
- Pick-up in-store *
- Home delivery with route optimization



*) Proprietary technologies

OUR MARKETS

■ Key markets *



*) Other major markets in Europe, plus USA and South Africa, are served through partners.

Scandinavia

The business segment Scandinavia currently consists of the operating business units in Norway and Sweden. The revenue also includes some deliveries to Denmark.

| MNOK | Q2 | | YTD | | Year |
|---------------|-------|-------|-------|-------|-------|
| | 2024 | 2023 | 2024 | 2023 | 2023 |
| - Norway | 77.4 | 82.7 | 217.6 | 209.6 | 340.3 |
| - Sweden | 64.7 | 77.5 | 144.3 | 164.2 | 295.7 |
| Total Revenue | 142.1 | 160.2 | 362.0 | 373.8 | 636.0 |
| EBITDA | 4.3 | 10.1 | 23.8 | 25.3 | 41.5 |
| - In % | 3.0 % | 6.3 % | 6.6 % | 6.8 % | 6.5 % |
| EBT | 2.5 | 8.4 | 20.5 | 22.0 | 35.1 |
| - In % | 1.8 % | 5.3 % | 5.7 % | 5.9 % | 5.5 % |

The weak market conditions continue, with generally lower customer spending and longer lead time on investment decisions. The revenue in the Scandinavian segment declined 11% compared to the same quarter last year, mainly due to lower volumes in CashGuard sales and AutoStore in Norway, as a large AutoStore project was delivered during Q2 2023, and lower ESL revenue in Sweden. This reduction was partly mitigated by an increase in ESL revenue in Norway, with project deliveries being completed by H1 2024. The revenue reduction resulted in EBITDA decreasing to 4.3 MNOK (10.1), partly offset with positive impact from cost reduction measures both in Q4 2023 and Q2 2024.

Norway

| MNOK | Q2 | | YTD | | Year |
|----------|------|------|-------|-------|-------|
| | 2024 | 2023 | 2024 | 2023 | 2023 |
| Products | 46.0 | 56.2 | 155.1 | 155.0 | 230.4 |
| Services | 31.4 | 26.5 | 62.5 | 54.6 | 109.8 |
| Revenue | 77.4 | 82.7 | 217.6 | 209.6 | 340.3 |

The revenue for Norway in Q2 2024 decreased by 6% compared to the same quarter last year, due to a decrease in CashGuard product sales and a large AutoStore project last year, partly mitigated by an increase in ESL deliveries this quarter. Services revenue increased by 19%, driven by previous rollouts of ESLs.

Sweden

| MNOK | Q2 | | YTD | | Year |
|----------|------|------|-------|-------|-------|
| | 2024 | 2023 | 2024 | 2023 | 2023 |
| Products | 27.8 | 43.2 | 70.5 | 96.4 | 157.4 |
| Services | 36.9 | 34.3 | 73.8 | 67.8 | 138.4 |
| Revenue | 64.7 | 77.5 | 144.3 | 164.2 | 295.7 |

The revenue in Sweden declined by 17% compared to the same quarter last year. This includes lower volumes on Pricer ESL and Scales & Packing, mainly explaining the reduction on Product revenue. Service revenue increased by 8%, primarily due to increases in CashGuard, Lockers and Order Picking service revenue.

International incl. R&D

The business segment International incl. R&D consists of the operating business units in the Baltics, Finland, Spain and UK & Ireland, in addition to partner sales in the rest of Europe and rest of world. The ongoing R&D activities for own products have been allocated to this segment.

| MNOK | Q2 | | YTD | | Year |
|---------------------|--------|--------|---------|--------|--------|
| | 2024 | 2023 | 2024 | 2023 | 2023 |
| - Baltics & Finland | 64.6 | 75.0 | 117.9 | 121.0 | 255.5 |
| - Spain | 16.8 | 22.5 | 33.4 | 42.6 | 87.6 |
| - UK & Ireland | 57.4 | 56.3 | 114.0 | 134.5 | 283.5 |
| - Rest of Europe | 16.3 | 23.1 | 29.0 | 46.7 | 79.8 |
| Total Revenue | 155.1 | 176.9 | 294.2 | 344.7 | 706.4 |
| EBITDA | -5.6 | 0.2 | -22.9 | 6.6 | -10.4 |
| - In % | -3.6 % | 0.1 % | -7.8 % | 1.9 % | -1.5 % |
| EBT | -15.1 | -7.9 | -41.8 | -9.5 | -51.5 |
| - In % | -9.7 % | -4.5 % | -14.2 % | -2.8 % | -7.3 % |

The business segment International including R&D decreased in revenue by 12% compared to same quarter last year. UK & Ireland had an increase of 2%. The Baltics & Finland had a revenue decline of 14%. Finland, which was consolidated for the first time in Q4 2023 after closing the acquisition of Brand ID Hamari Group Oy in October 2023, contributed with MNOK 2.9. Spain and Rest of Europe had a decline of 25% and 30%, respectively. Overall, these regions are impacted by continued challenging market conditions. In the UK and Spain, we continue to strengthen the sales teams.

EBITDA for Q2 2024 ended at -5.6 MNOK compared to 0.2 MNOK for the same quarter last year. In addition to the impact of the revenue decline, this is also due to our continued development costs to support the e-commerce Order Picking solution and the new cash management solution, as we seek to leverage new commercial opportunities from these positive commercial developments.



Baltics & Finland

| MNOK | Q2 | | YTD | | Year |
|----------|------|------|-------|-------|-------|
| | 2024 | 2023 | 2024 | 2023 | 2023 |
| Products | 32.6 | 45.2 | 56.3 | 64.5 | 131.1 |
| Services | 32.0 | 29.8 | 61.5 | 56.5 | 124.4 |
| Revenue | 64.6 | 75.0 | 117.9 | 121.0 | 255.5 |

Revenue from the Baltic & Finland operations declined by 14% compared to the same quarter last year, mainly driven by lower product sales of Self-Checkout and ESL. The deliveries of the previously announced Self-Checkout order from Maxima are expected to start during the summer 2024. Service revenue, however, increased by 7% including growth in Self-Checkout as a result of previous installations, and Finland ESL license revenue. In Q2 2024, the total revenue contribution from Finland was 2.9 MNOK.

Spain

| MNOK | Q2 | | YTD | | Year |
|----------|------|------|------|------|------|
| | 2024 | 2023 | 2024 | 2023 | 2023 |
| Products | 11.7 | 17.3 | 22.5 | 32.6 | 67.6 |
| Services | 5.2 | 5.3 | 10.8 | 10.0 | 20.0 |
| Revenue | 16.8 | 22.5 | 33.4 | 42.6 | 87.6 |

The Spanish revenue declined by 25% compared to the same quarter last year, due to a reduction in CashGuard sales. The majority of the total revenue in Spain relates to the Horeca industry, in which customer spending is also impacted by the increases in inflation and interest rates. StrongPoint Cash Tech S.L., a joint venture in which StrongPoint has a 60% holding, is managing the development of the new cash management solution, as announced in April 2024. In Q2 2024, development costs of 6.4 MNOK were capitalized. Most of the development costs for the joint venture are capitalized, as opposed to other development costs in the group, which are expensed over the profit and loss statement.

UK & Ireland

| MNOK | Q2 | | YTD | | Year |
|----------|------|------|-------|-------|-------|
| | 2024 | 2023 | 2024 | 2023 | 2023 |
| Products | - | - | - | - | - |
| Services | 57.4 | 56.3 | 114.0 | 134.5 | 283.5 |
| Revenue | 57.4 | 56.3 | 114.0 | 134.5 | 283.5 |

The revenue increased 2% compared to the same quarter last year. This includes a reduction in Shop Fitting revenue of 15%, driven by lower volume in the market. The revenue decrease was fully mitigated by an increase in Order Picking revenue, as we have started to deliver professional services to Sainsbury's as part of planning for the in-store rollout later this year and further into next year.

Partners

| MNOK | Q2 | | YTD | | Year |
|----------|------|------|------|------|------|
| | 2024 | 2023 | 2024 | 2023 | 2023 |
| Products | 15.5 | 20.7 | 25.9 | 42.0 | 75.5 |
| Services | 0.7 | 2.4 | 3.1 | 4.7 | 4.2 |
| Revenue | 16.3 | 23.1 | 29.0 | 46.7 | 79.8 |

Partner revenue relates to outside of our core markets. In Q2 2024, revenue declined by 30% compared to the same quarter last year due to lower volume of CashGuards and Lockers.

Product segments

In-store Productivity

| MNOK | Q2 | | YTD | | Year |
|----------|------|------|-------|-------|-------|
| | 2024 | 2023 | 2024 | 2023 | 2023 |
| Products | 54.7 | 57.0 | 191.1 | 135.6 | 219.7 |
| Services | 28.0 | 24.7 | 57.0 | 49.3 | 100.1 |
| Revenue | 82.7 | 81.7 | 248.1 | 184.9 | 319.7 |

Revenue for the In-Store Productivity segment increased by 1.2% compared to the same quarter last year. This includes completion of a few large ESL rollouts in Norway, reduced by lower ESL product volume in Sweden. The increase in service revenue originates from previous projects on ESL, leading to increased support and license revenue.

Payment Solutions

| MNOK | Q2 | | YTD | | Year |
|----------|------|------|-------|-------|-------|
| | 2024 | 2023 | 2024 | 2023 | 2023 |
| Products | 24.7 | 41.7 | 47.6 | 86.0 | 148.2 |
| Services | 29.7 | 28.1 | 59.1 | 56.5 | 111.3 |
| Revenue | 54.3 | 69.8 | 106.7 | 142.5 | 259.5 |

The revenue declined by 22.2% compared to the same quarter last year, due to lower product sale of CashGuards in both Norway and Spain.

Check Out Efficiency

| MNOK | Q2 | | YTD | | Year |
|----------|------|------|------|------|-------|
| | 2024 | 2023 | 2024 | 2023 | 2023 |
| Products | 32.0 | 40.7 | 51.2 | 59.4 | 117.6 |
| Services | 15.0 | 11.5 | 26.9 | 20.9 | 44.4 |
| Revenue | 47.0 | 52.2 | 78.1 | 80.3 | 162.0 |

Revenue declined by 9.9% compared to the same quarter last year, driven by reduced self-checkout volume in the Baltics. Vensafe revenue remained stable during the period.

Shop Fitting

| MNOK | Q2 | | YTD | | Year |
|----------|------|------|-------|-------|-------|
| | 2024 | 2023 | 2024 | 2023 | 2023 |
| Products | - | - | - | - | - |
| Services | 47.6 | 56.3 | 102.4 | 134.5 | 283.5 |
| Revenue | 47.6 | 56.3 | 102.4 | 134.5 | 283.5 |

Revenue for the Shop Fitting segment declined by 15.3% compared to same quarter last year. The Shop Fitting segment relates in its entirety to the UK & Ireland segment. As explained in the regional section on the previous page, this segment is impacted by the weak market conditions in UK & Ireland as well as a need to strengthen the sales capacity, which is well under way.

Other retail technology

| MNOK | Q2 | | YTD | | Year |
|----------|------|------|------|------|-------|
| | 2024 | 2023 | 2024 | 2023 | 2023 |
| Products | 14.6 | 26.2 | 29.1 | 46.3 | 89.7 |
| Services | 24.5 | 23.6 | 49.9 | 46.4 | 101.5 |
| Revenue | 39.1 | 49.8 | 79.0 | 92.7 | 191.1 |

Other retail technology, mainly POS/ERP and software projects in the Baltics, decreased by 21.5% in the period due to some larger deliveries last year which included hardware. During the quarter, service revenue increased by 3.7%.

E-commerce logistics

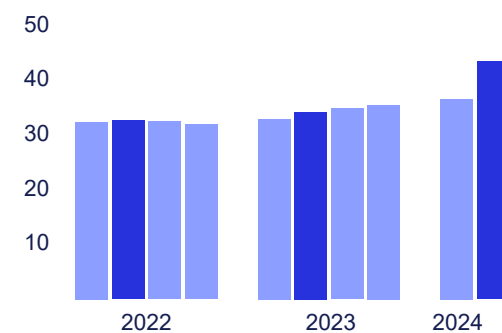
| MNOK | Q2 | | YTD | | Year |
|----------|------|------|------|------|-------|
| | 2024 | 2023 | 2024 | 2023 | 2023 |
| Products | 7.5 | 17.1 | 11.3 | 63.2 | 86.9 |
| Services | 18.9 | 10.3 | 30.6 | 20.5 | 39.7 |
| Revenue | 26.4 | 27.4 | 41.9 | 83.7 | 126.6 |

Revenue from e-commerce decreased by 3.5% compared to the same quarter last year. This includes a decrease in product revenue due to an AutoStore project delivered last year. This was mitigated by an increase in Order Picking revenue from professional services rendered on the Sainsbury's Order Picking contract.

Technology and R&D update

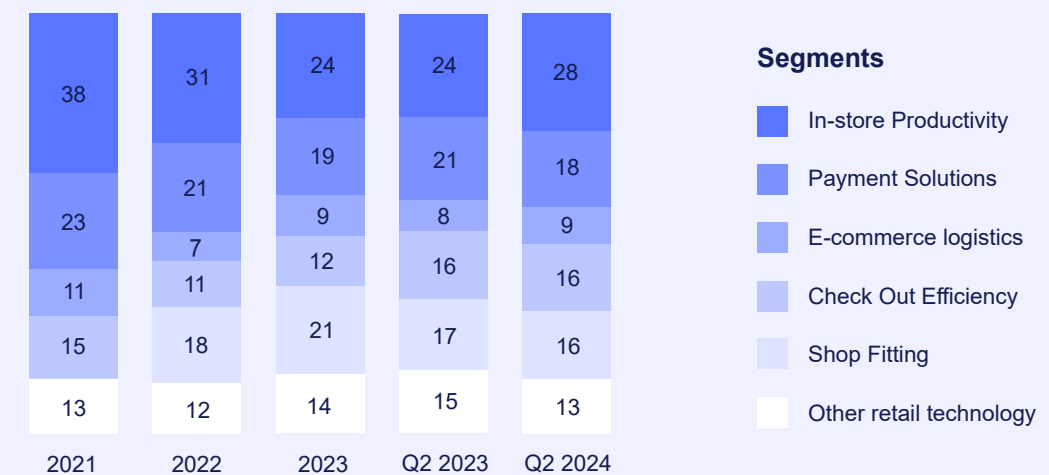
In the key growth market of the UK the outlook for grocery e-commerce continues to be positive and growing. However, the outlook in other markets is less certain and more uneven as the current macroeconomic challenges continue to impact customers. Consequently, we are focusing on the markets in which we are present, especially the UK, with an uplift in the Q2 2024 recurring revenue on the back of the Sainsbury's Order Picking contract.

Rolling 12 months e-commerce recurring revenue (MNOK)



StrongPoint Group

Relative share of revenue per segment (%)



Cash flow and equity

Cash flow from operational activities in the second quarter was -9.7 MNOK (60.2), mainly due to the negative operating result, with a positive impact from changes in working capital. The Group's holding of own shares at the end of the second quarter amounted to 235,032, which represents 0.5 per cent of the outstanding shares. The Group has shareholder programs for the Board of Directors, the Group executive management and employees. 127,913 shares have been assigned so far in 2024 (148,706 in the year 2023). StrongPoint has a long-term incentive program for management and key employees. More information on the program can be found in note 6.

Net interest bearing debt

The interest-bearing debt mainly relates to the short-term bank overdraft. In addition, it includes a term loan in our Spanish subsidiary, booked in long-term and short-term interest-bearing liabilities. Of leasing liabilities, the IFRS 16 rent obligations are extracted from interest-bearing debt, as these are not interest-bearing. The remaining leasing liabilities relate to service cars and company cars from leasing institutions and are thus included in the interest-bearing debt.

As of end Q2 2024, the net interest-bearing debt was 105.1 MNOK, representing an increase of 28.1 MNOK compared to Q1 2024.

Disposable funds were 65.7 MNOK as of June 30, 2024, comprising cash and cash equivalents of 25.6 MNOK and 40.1 MNOK of undrawn funds from the Group's bank overdraft facility of 150 MNOK. In the Q1 2024 report, we informed that the Group's bank overdraft facility will be

| Accounting year | General meeting | Dividend per share |
|-----------------|-----------------|-----------------------|
| 2023 | 25.04.2024 | 0.00 |
| 2022 | 27.04.2023 | 0.90 |
| 2021 | 28.04.2022 | 0.80 |
| 2020 | 28.04.2021 | 0.70 |
| 2019 | 22.10.2020 | 0.60 |
| 2018 | 26.04.2019 | 0.55 |
| 2017 | 24.04.2018 | 0.50 |
| 2016 | 20.04.2017 | 0.50 |
| 2016 | 05.01.2017 | Extraordinary 1.00 |
| 2015 | 28.04.2016 | 0.45 |
| 2014 | 30.04.2015 | 0.35 |
| 2013 | 25.04.2014 | 0.30 |
| 2012 | 26.04.2013 | 0.25 |
| 2011 | 08.05.2012 | 0.25 |

replaced by a combination of an RCF and working capital financing (factoring) of up to 200 MNOK. As part of this new financing, there will be a 30% equity covenant only and no leverage covenant. The leverage covenant with the current primary bank (NIBD / EBITDA < 3.5x), for which we have a waiver until Q4 2024, will be removed and thus the waiver will no longer be required. The implementation of factoring is ongoing and the refinancing is expected to be completed by Q3 2024.

| KNOK | 30.06.2024 | 30.06.2023 | 31.03.2024 | 31.12.2023 |
|--|------------|------------|------------|------------|
| Long term interest-bearing liabilities | 5,052 | 9,002 | 5,179 | 4,983 |
| Long term lease liabilities | 71,109 | 80,133 | 74,838 | 83,513 |
| Short term interest-bearing liabilities | 3,772 | 4,554 | 5,302 | 7,962 |
| Short term lease liabilities | 23,397 | 25,437 | 24,326 | 14,316 |
| Bank overdraft (credit facilities) | 109,938 | 57,844 | 82,564 | 94,153 |
| = Interest-bearing debt and leasing liabilities | 213,268 | 176,970 | 192,208 | 204,926 |
| Of which IFRS 16 rent liabilities not interest bearing | -82,596 | -91,930 | -87,457 | -84,826 |
| = Interest-bearing debt | 130,672 | 85,040 | 104,751 | 120,101 |
| Cash and cash equivalents | -25,603 | -37,396 | -27,751 | -39,340 |
| = Net interest-bearing debt | 105,068 | 47,644 | 77,001 | 80,761 |

Statement from the Board

The Board and group CEO have today considered and approved StrongPoint's financial statements for the second quarter and first half 2024, including comparative consolidated figures for the second quarter and first half 2023. This report has been prepared in accordance with IAS 34 on interim financial reporting as determined by the European Union, and with supplementary requirements pursuant to the Norwegian Securities Trading Act. The Board and CEO hereby declare, to the best of their knowledge, that the financial statements for the second quarter and first half 2024 have been prepared in accordance with prevailing accounting principles and that the information in the financial statements gives a true and fair view of the assets, liabilities, financial position and profit of the group taken as a whole per 30 June 2024 and per 30 June 2023. To the best of their knowledge, the report gives a true and fair overview of important events during the accounting period and the impact of these events on the financial statements.

The Board of Directors of StrongPoint ASA Oslo, 11 July 2024

Morthen Johannessen
Chairman

Ingeborg Molden Hegstad
Director

Cathrine Laksfoss
Director

Audun Nordtveit
Director

Pål Wibe
Director

Jacob Tveraabak
CEO

Consolidated income statement

| KNOK | Q2 2024 | Q2 2023 | Chg. % | YTD 2024 | YTD 2023 | Chg. % | Year 2023 |
|---|------------|------------|-----------|------------|------------|----------|------------|
| Operating revenue | 297,177 | 337,162 | -11.9 % | 656,136 | 718,558 | -8.7 % | 1,342,398 |
| Cost of goods sold | 164,769 | 201,132 | -18.1 % | 393,918 | 443,168 | -11.1 % | 805,266 |
| Personnel expenses | 106,583 | 92,991 | 14.6 % | 200,349 | 180,860 | 10.8 % | 366,782 |
| Share based compensation | 1,526 | 1,491 | 2.3 % | 2,935 | 3,008 | -2.4 % | 6,395 |
| Other operating expenses | 33,386 | 39,467 | -15.4 % | 74,206 | 75,967 | -2.3 % | 165,244 |
| Total operating expenses | 306,265 | 335,081 | -8.6 % | 671,407 | 703,004 | -4.5 % | 1,343,687 |
| EBITDA | -9,087 | 2,081 | -536.6 % | -15,271 | 15,554 | -198.2 % | -1,288 |
| Depreciation tangible assets | 7,448 | 6,598 | 12.9 % | 15,073 | 13,436 | 12.2 % | 26,996 |
| Amortization intangible assets | 3,026 | 2,816 | 7.5 % | 6,002 | 5,430 | 10.5 % | 11,163 |
| EBIT | -19,562 | -7,333 | -166.8 % | -36,346 | -3,312 | -997.3 % | -39,448 |
| Interest expenses | 3,705 | 2,316 | 60.0 % | 7,032 | 4,446 | 58.2 % | 9,617 |
| Other financial expenses/currency differences | 4,340 | -8,517 | 151.0 % | -935 | -14,129 | 93.4 % | -3,543 |
| Profit from associated companies | -15 | 81 | -118.2 % | 26 | 180 | -85.5 % | 191 |
| EBT | -27,622 | -1,051 | -2527.0 % | -42,417 | 6,552 | -747.4 % | -45,331 |
| Taxes | -6,463 | -104 | -6096.4 % | -9,880 | 2,303 | -529.0 % | -11,132 |
| Profit after tax | -21,158 | -947 | -2133.9 % | -32,537 | 4,249 | -865.8 % | -34,200 |
| Earnings per share: | | | | | | | |
| Number of shares outstanding | 44,888,352 | 44,888,352 | | 44,888,352 | 44,888,352 | | 44,888,352 |
| Av. number of shares - own shares | 44,621,692 | 44,380,322 | | 44,585,136 | 44,349,957 | | 44,397,547 |
| Av. number of shares diluted- own shares | 49,091,692 | 47,840,322 | | 49,055,136 | 47,809,957 | | 47,820,047 |
| EPS | -0.47 | -0.02 | | -0.73 | 0.10 | | -0.77 |
| Diluted EPS | -0.43 | -0.02 | | -0.66 | 0.09 | | -0.72 |
| EBITDA per share | -0.20 | 0.05 | | -0.34 | 0.35 | | -0.03 |
| Diluted EBITDA per share | -0.19 | 0.04 | | -0.31 | 0.33 | | -0.03 |
| Total earnings: | | | | | | | |
| Profit/loss after tax | -21,158 | -947 | -2133.9 % | -32,537 | 4,249 | -865.8 % | -34,200 |
| Exchange differences on foreign operations | -5,786 | -1,018 | -468.6 % | 2,973 | 37,355 | -92.0 % | 32,894 |
| Total earnings | -26,945 | -1,965 | -1271.4 % | -29,564 | 41,604 | -171.1 % | -1,305 |
| Of which | | | | | | | |
| Majority interest | -26,863 | -1,823 | -1373.2 % | -28,424 | 41,745 | -168.1 % | 606 |
| Minority interest | -81 | -141 | | -1,139 | -141 | | -1,911 |

Consolidated balance sheet

| KNOK | 30.06.2024 | 30.06.2023 | 31.03.2024 | 31.12.2023 |
|---|----------------|------------------|------------------|------------------|
| ASSETS | | | | |
| Intangible assets | 133,408 | 114,670 | 131,779 | 125,327 |
| Goodwill | 174,495 | 171,231 | 176,958 | 174,325 |
| Tangible assets | 30,961 | 27,031 | 32,286 | 30,397 |
| Right-of-use assets | 94,506 | 105,570 | 99,164 | 99,568 |
| Long term investments | 4,580 | 4,843 | 4,594 | 4,854 |
| Other long term receivables | 1,168 | 1,438 | 1,197 | 1,372 |
| Deferred tax | 40,830 | 19,220 | 34,660 | 31,106 |
| Non-current assets | 479,946 | 444,004 | 480,638 | 466,949 |
| Inventories | 211,190 | 247,766 | 224,968 | 230,424 |
| Accounts receivables | 193,024 | 230,190 | 243,961 | 240,790 |
| Prepaid expenses | 27,497 | 34,659 | 29,702 | 22,032 |
| Other receivables | 14,463 | 15,340 | 15,728 | 14,955 |
| Cash and cash equivalents | 25,603 | 37,396 | 27,751 | 39,340 |
| Current assets | 471,779 | 565,351 | 542,110 | 547,541 |
| TOTAL ASSETS | 951,725 | 1,009,355 | 1,022,748 | 1,014,490 |
| EQUITY AND LIABILITIES | | | | |
| Share capital | 27,838 | 27,831 | 27,831 | 27,831 |
| Holding of own shares | -146 | -312 | -207 | -217 |
| Other equity | 421,960 | 484,130 | 446,284 | 447,238 |
| Total equity | 449,653 | 511,649 | 473,907 | 474,852 |
| Long term interest bearing liabilities | 5,052 | 9,002 | 5,179 | 4,983 |
| Long term lease liabilities | 71,109 | 80,133 | 74,838 | 83,513 |
| Other long term liabilities | 2,103 | 155 | 2,031 | 1,848 |
| Deferred tax liabilities | 18,111 | 20,997 | 18,111 | 18,111 |
| Total long term liabilities | 96,375 | 110,287 | 100,159 | 108,455 |
| Short term interest bearing liabilities | 3,772 | 4,554 | 5,302 | 7,962 |
| Bank overdraft (credit facilities) | 109,938 | 57,844 | 82,564 | 94,153 |
| Short term lease liabilities | 23,397 | 25,437 | 24,326 | 14,316 |
| Accounts payable | 106,797 | 146,084 | 156,744 | 159,690 |
| Taxes payable | -9,762 | -2,180 | -5,200 | -10,603 |
| Other short term liabilities | 171,555 | 155,680 | 184,946 | 165,665 |
| Total short term liabilities | 405,697 | 387,419 | 448,682 | 431,183 |
| TOTAL EQUITY AND LIABILITIES | 951,725 | 1,009,355 | 1,022,748 | 1,014,490 |

Overview of changes in the equity

| KNOK | Share capital | Treasury shares | Other paid-in equity | Translation variances | Share Option Program | Other equity | Total equity | Minority interest | Total equity |
|--|---------------|-----------------|----------------------|-----------------------|----------------------|--------------|--------------|-------------------|--------------|
| Equity 31.12.2022 | 27,831 | -362 | 351,262 | 32,755 | 11,301 | 84,422 | 507,207 | - | 507,207 |
| Sale of own shares | | 74 | | | | 2,444 | 2,518 | | 2,518 |
| Dividend 2022 | | | | | | -39,935 | -39,935 | | -39,935 |
| Share Option Program | | | | | 4,475 | | 4,475 | | 4,475 |
| Acquisition of Hamari paid in shares | | 72 | | | | 1,821 | 1,892 | | 1,892 |
| Profit this year after tax | | | | | | -32,231 | -32,231 | -1,968 | -34,200 |
| Other comprehensive income and expenses ¹ | | | | 32,837 | | | 32,837 | 57 | 32,894 |
| Equity 31.12.2023 | 27,831 | -217 | 351,262 | 65,592 | 15,776 | 16,521 | 476,763 | -1,911 | 474,852 |
| Sale of own shares | | 72 | | | | 1,369 | 1,440 | | 1,440 |
| Share Option Program | | | | | 2,925 | | 2,925 | | 2,925 |
| Profit this year after tax | | | | | | -31,412 | -31,412 | -1,125 | -32,537 |
| Other comprehensive income and expenses ¹ | | | | 2,988 | | | 2,988 | -15 | 2,973 |
| Equity 30.06.2024 | 27,831 | -146 | 351,262 | 68,579 | 18,701 | -13,523 | 452,703 | -3,050 | 449,653 |

¹) The balance sheet is converted with the closing rate at the balance sheet date, while the income statement is converted with the average monthly exchange rate. The net effect of the translation is recognized as translation differences in other comprehensive income and expenses.

Statement of cash flow

| KNOK | Q2 2024 | Q2 2023 | YTD 2024 | YTD 2023 | Year 2023 |
|---|---------|---------|----------|----------|-----------|
| Ordinary profit before tax | -27,622 | -1,051 | -42,417 | 6,552 | -45,331 |
| Net interest | 3,705 | 2,316 | 7,032 | 4,446 | 9,617 |
| Tax paid | -4,657 | -8,818 | 894 | -15,685 | -26,047 |
| Share of profit, associated companies | 15 | -81 | -26 | -180 | -191 |
| Ordinary depreciation | 10,475 | 9,414 | 21,075 | 18,867 | 38,159 |
| Profit / loss on sale of fixed assets | -107 | -174 | -112 | -174 | -235 |
| Change in inventories | 10,337 | -28,405 | 20,122 | 459 | 17,169 |
| Change in receivables | 47,819 | 78,988 | 50,533 | 66,052 | 52,485 |
| Change in accounts payable | -47,961 | 8,675 | -54,289 | -14,403 | -170 |
| Change in other accrued items | -1,708 | -618 | 2,774 | -49,916 | -20,275 |
| Cash flow from operational activities | -9,704 | 60,246 | 5,584 | 16,016 | 25,182 |
| Payments for fixed assets | -2,319 | -5,775 | -4,151 | -6,416 | -17,643 |
| Payment for intangible assets | -6,406 | -11,542 | -11,038 | -11,542 | -23,425 |
| Investments in other companies | - | 1,539 | - | - | - |
| Payment from sale of fixed assets | 283 | - | 287 | - | 467 |
| Net effect acquisitions | - | - | - | - | -2,357 |
| Dividends received from associated companies | - | 300 | 300 | 300 | 300 |
| Interest received | 540 | 580 | 1,030 | 742 | 1,604 |
| Cash flow from investment activities | -7,901 | -14,898 | -13,572 | -16,916 | -41,054 |
| Purchase/sale of own shares | 1,175 | 291 | 1,440 | 1,920 | 4,410 |
| Change in long-term debt | -7,270 | -3,813 | -16,204 | -12,055 | -24,555 |
| Change in long-term receivables | - | 4,273 | - | - | - |
| Change in overdraft | 26,781 | 3,353 | 16,562 | 40,462 | 75,664 |
| Interest paid | -4,245 | -2,896 | -8,062 | -5,188 | -11,221 |
| Dividend paid | - | -39,935 | - | -39,935 | -39,935 |
| Cash flow from financing activities | 16,441 | -38,727 | -6,263 | -14,796 | 4,363 |
| Net cash flow in the period | -1,164 | 6,621 | -14,251 | -15,696 | -11,510 |
| Cash and cash equivalents at the start of the period | 27,751 | 29,014 | 39,340 | 47,248 | 47,248 |
| Effect of foreign exchange rate fluctuations on foreign currency deposits | -982 | 1,761 | 514 | 5,844 | 3,602 |
| Cash and cash equivalents at the end of the period | 25,603 | 37,396 | 25,603 | 37,396 | 39,340 |

Key figures

| KNOK | Q2 2024 | Q1 2024 | Q4 2023 | Q3 2023 | Q2 2023 | YTD 2024 | YTD 2023 |
|--|------------|------------|------------|------------|------------|------------|------------|
| Income statement | | | | | | | |
| Operating revenue | 297,177 | 358,958 | 330,892 | 292,948 | 337,162 | 656,136 | 718,558 |
| EBITDA | -9,087 | -6,184 | -20,628 | 3,785 | 2,081 | -15,271 | 15,554 |
| EBITA | -16,536 | -13,808 | -28,053 | -2,350 | -4,517 | -30,344 | 2,118 |
| Operating profit EBIT | -19,562 | -16,785 | -30,996 | -5,139 | -7,333 | -36,346 | -3,312 |
| Ordinary profit before tax (EBT) | -27,622 | -14,796 | -38,360 | -13,523 | -1,051 | -42,417 | 6,552 |
| Profit/loss after tax | -21,158 | -11,379 | -29,108 | -9,340 | -947 | -32,537 | 4,249 |
| EBITDA-margin | -3.1 % | -1.7 % | -6.2 % | 1.3 % | 0.6 % | -2.3 % | 2.2 % |
| EBT-margin | -9.3 % | -4.1 % | -11.6 % | -4.6 % | -0.3 % | -6.5 % | 0.9 % |
| Balance sheet | | | | | | | |
| Non-current assets | 479,946 | 480,638 | 466,949 | 437,514 | 444,004 | 479,946 | 444,004 |
| Current assets | 471,779 | 542,110 | 547,541 | 560,438 | 565,351 | 471,779 | 565,351 |
| Total assets | 951,725 | 1,022,748 | 1,014,490 | 997,951 | 1,009,355 | 951,725 | 1,009,355 |
| Total equity | 449,653 | 473,907 | 474,852 | 491,444 | 511,649 | 449,653 | 511,649 |
| Total long term liabilities | 96,375 | 100,159 | 108,455 | 106,022 | 110,287 | 96,375 | 110,287 |
| Total short term liabilities | 405,697 | 448,682 | 431,183 | 400,486 | 387,419 | 405,697 | 387,419 |
| Working capital | 297,418 | 312,185 | 311,524 | 362,030 | 331,872 | 297,418 | 331,872 |
| Equity ratio | 47.2 % | 46.3 % | 46.8 % | 49.2 % | 50.7 % | 47.2 % | 50.7 % |
| Liquidity ratio | 116.3 % | 120.8 % | 127.0 % | 139.9 % | 145.9 % | 116.3 % | 145.9 % |
| Net interest-bearing debt | 105,068 | 77,001 | 80,760 | 91,541 | 47,644 | 105,068 | 139,574 |
| Net leverage multiples | n.m. | n.m. | n.m. | 1.73 | 0.68 | n.m. | 2.00 |
| Cash Flow | | | | | | | |
| Cash flow from operational activities | -9,704 | 15,288 | 33,670 | -24,504 | 60,246 | 5,584 | 16,016 |
| Net change in liquid assets | -1,164 | -13,087 | 2,301 | 1,885 | 6,621 | -14,251 | -15,696 |
| Share information | | | | | | | |
| Number of shares | 44,888,352 | 44,888,352 | 44,888,352 | 44,888,352 | 44,888,352 | 44,888,352 | 44,888,352 |
| Weighted average shares outstanding | 44,621,692 | 44,548,581 | 44,493,344 | 44,395,379 | 44,380,322 | 44,585,136 | 44,349,957 |
| EBT per shares | -0.62 | -0.33 | -0.86 | -0.30 | -0.02 | -0.95 | 0.15 |
| Earnings per share | -0.47 | -0.26 | -0.65 | -0.21 | -0.02 | -0.73 | 0.10 |
| Earnings per share, excl. M&A amortization | -0.41 | -0.19 | -0.59 | -0.15 | 0.04 | -0.60 | 0.22 |
| Equity per share | 10.08 | 10.64 | 10.67 | 11.07 | 11.53 | 10.09 | 11.54 |
| Dividend per share | | | | | 0.90 | | 0.90 |
| Employees | | | | | | | |
| Number of employees (end of period) | 516 | 523 | 524 | 523 | 519 | 516 | 519 |
| Average number of employees | 520 | 524 | 524 | 521 | 517 | 522 | 515 |
| IFRS 16 effects | | | | | | | |
| Reduced OPEX | 6,733 | -11,397 | 6,909 | 5,772 | 6,142 | 13,621 | 12,513 |
| Increased depreciation | 5,601 | -9,414 | 5,743 | 4,624 | 5,094 | 11,341 | 10,531 |
| Increased interest expenses | 1,132 | -1,983 | 1,167 | 1,148 | 1,048 | 2,280 | 1,982 |
| EBT | - | - | - | - | - | - | - |
| Cash flow from operational activities | 6,733 | -11,397 | 6,909 | 5,772 | 6,142 | 13,621 | 12,513 |
| Cash flow from financing activities | -6,733 | 11,397 | -6,909 | -5,772 | -6,142 | -13,621 | -12,513 |

Note 1 Confirmation of reporting framework

The condensed and consolidated quarterly financial statements are prepared in accordance with IAS 34 Interim Financial Reporting. The quarterly financial statements do not contain all the information required in an annual financial statement and should be read in connection with the Group financial statements for 2023.

Note 2 Key accounting principles

The accounting principles for the report are described in note 2 in the annual financial statements for 2023. The Group financial statements for 2023 were prepared in accordance with the IFRS principles and interpretations thereof, as defined by the EU, as well as other disclosure requirements pursuant to the Norwegian Accounting Act and the Oslo Stock Exchange regulations and rules applicable as at 31.12.2023. The quarterly report and the interim financial statements have not been revised by auditor.

Note 3 Segment information

Reporting segments

| MNOK | Q2 2024 | | | Q2 2023 | | | YTD 2024 | | | YTD 2023 | | | Year 2023 | | |
|---------------------------|--------------|--------|-------|--------------|--------|------|--------------|--------|-------|--------------|--------|------|--------------|--------|-------|
| | Rev- enue | EBITDA | EBT | Rev- enue | EBITDA | EBT | Rev- enue | EBITDA | EBT | Rev- enue | EBITDA | EBT | Rev- enue | EBITDA | EBT |
| Scandinavia | 142.1 | 4.3 | 2.5 | 160.2 | 10.1 | 8.4 | 362.0 | 23.8 | 20.5 | 373.8 | 25.3 | 22.0 | 636.0 | 41.5 | 35.1 |
| International incl R&D | 155.1 | -5.6 | -15.1 | 176.9 | 0.2 | -7.9 | 294.2 | -22.9 | -41.8 | 344.7 | 6.6 | -9.5 | 706.4 | -10.4 | -51.5 |
| ASA/Elim | - | -7.8 | -15.0 | - | -8.2 | -1.6 | - | -16.2 | -21.2 | - | -16.4 | -5.9 | - | -32.4 | -29.0 |
| Total | 297.2 | -9.1 | -27.6 | 337.2 | 2.1 | -1.1 | 656.1 | -15.3 | -42.4 | 718.6 | 15.6 | 6.6 | 1,342.4 | -1.3 | -45.3 |

Operating revenue by products and services

| MNOK | Q2 2024 | | Q2 2023 | | YTD 2024 | | YTD 2023 | | Year 2023 | |
|---------------------------|----------|------------|----------|------------|----------|------------|----------|------------|-----------|------------|
| | Products | Services * | Products | Services * | Products | Services * | Products | Services * | Products | Services * |
| Scandinavia | 73.8 | 68.4 | 99.4 | 60.8 | 225.7 | 136.3 | 251.4 | 122.4 | 387.8 | 248.2 |
| International incl R&D | 59.7 | 95.3 | 83.2 | 93.7 | 104.6 | 189.5 | 139.1 | 205.6 | 274.2 | 432.1 |
| Elim / ASA | - | - | - | - | - | - | - | - | - | - |
| Total | 133.5 | 163.7 | 182.6 | 154.6 | 330.3 | 325.8 | 390.5 | 328.1 | 662.0 | 680.4 |

*) Services and licenses

Note 4 Related parties

No significant transactions between the Group and related parties had taken place per 30 June 2024.

Note 5 Top 20 shareholders per 30 June 2024

| No. | Name | No. of shares | % |
|------------------------------|---|---------------|--------|
| 1 | STRØMSTANGEN AS | 3,933,092 | 8.76 |
| 2 | TOHATT AS | 2,225,000 | 4.96 |
| 3 | SOLE ACTIVE AS | 2,221,717 | 4.95 |
| 4 | BANK PICTET & CIE (EUROPE) AG | 2,131,821 | 4.75 |
| 5 | ZETTERBERG, GEORG (incl. fully owned companies) | 1,545,000 | 3.44 |
| 6 | NORDNET BANK AB | 1,411,719 | 3.14 |
| 7 | HSBC BANK PLC | 1,303,665 | 2.90 |
| 8 | AVANZA BANK AB | 1,266,712 | 2.82 |
| 9 | RING, JAN | 1,224,078 | 2.73 |
| 10 | VERDADERO AS | 1,081,285 | 2.41 |
| 11 | JAHATT AS | 1,080,850 | 2.41 |
| 12 | EVENSEN, TOR COLKA | 815,000 | 1.82 |
| 13 | WAALER AS | 680,000 | 1.51 |
| 14 | BANQUE PICTET & CIE SA | 670,033 | 1.49 |
| 15 | JOHANSEN, STEIN | 600,000 | 1.34 |
| 16 | MP PENSJON PK | 561,402 | 1.25 |
| 17 | SKANDINAVISKA ENSKILDA BANKEN AB | 506,921 | 1.13 |
| 18 | ALS KINGFISHER LIMITED | 506,156 | 1.13 |
| 19 | EUROPEAN RETAIL ENGINEERING LIMITED | 506,156 | 1.13 |
| 20 | BERG, SIVERT | 500,000 | 1.11 |
| Sum 20 largest shareholders | | 24,770,607 | 55.18 |
| Sum 2 317 other shareholders | | 20,117,745 | 44.82 |
| Sum all 2 337 shareholders | | 44,888,352 | 100.00 |

Note 6 Share option program

| Total costs and Social Security Provisions | 2020 | 2021 | 2022 | 2023 | 2024 | Total |
|--|------|-------|-------|-------|-------|--------|
| Total IFRS cost | 440 | 5 441 | 5 420 | 6 827 | 2 925 | 21 053 |
| Total Social security provisions | 36 | 737 | - 341 | - 432 | 10 | 10 |

Granted instruments:

| Activity | Number of instruments |
|-----------------------------|-----------------------|
| Outstanding OB (01.01.2024) | 3,422,500 |
| Granted | 1,230,000 |
| Exercised | - |
| Terminated | -182,500 |
| Outstanding CB (31.03.2024) | 4,470,000 |
| Vested CB | 1,112,500 |

Method of valuation:

The fair value of share options granted is estimated at the date of grant using the Black-Scholes-Merton Option Pricing Model. The model uses the following parameters; the exercise price, the life of the option, the current price of the underlying shares, the expected volatility of the share price, the dividends expected on the shares, and the risk-free interest rate for the life of the option.

Vesting requirements:

The vesting of the options is dependent on the participant still being employed at Strongpoint at the time of the vesting.

Method of settlement:

All StrongPoint ASA options are intended to be settled in equity, but can be fulfilled through a cash-out settlement at the Boards' discretion.

Vesting period

The options will vest over three years, with ¼ vesting after one year, ¼ after two years, and the remaining 2/4 after three years. The split in vesting underpins the retention ambition of the program. Any non-exercised options expire five years after grant.

Definitions

| | |
|-----------------------------|--|
| Working capital | Inventories + accounts receivables – accounts payable |
| Equity per share | Book value equity / number of shares |
| Operating revenue | Sales revenue |
| EBITDA | Operating profit + depreciation fixed assets and intangible assets |
| EBITA | Operating profit + amortization of intangible assets |
| EBIT | Operating profit |
| EBITDA-margin | EBITDA / operating revenue |
| EBT | Profit before tax |
| EBT-margin | EBT / operating revenue |
| Equity ratio | Book value equity / total assets |
| Liquidity ratio | Current assets / short term debt |
| Earnings per share | Profit after tax / number of shares |
| Diluted | Number of shares minus own shares plus shares granted in share option program |
| Earnings per share adjusted | Profit after tax + amortization of intangible assets / number of shares |
| Net leverage multiple | Net Interest Bearing Debt including IFRS 16 / 12 months rolling EBITDA |
| Net change in liquid assets | The total changes in cash flow from operational activities, investment activities and financing activities |
| Minority interest | The minority part of the net profit /equity in companies where StrongPoint owns between 50,1%-99% of the shares. |



StrongPoint