



## StrongPoint ASA: Third Quarter Results 2024

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(Oslo, 18 October 2024) StrongPoint ASA reported revenues of NOK 313 million in the third quarter of 2024, NOK 20 million higher than same quarter in 2023 (293). The EBITDA increased by NOK 8.4 million to NOK 12.2 million (3.8).

“Following several very tough quarters, we are now starting to see some positive effects of organizational, cost and commercial measures taken earlier. Revenue is up 7% driven by strong project driven performance in the Baltics and Sweden as well as from e-commerce. Despite a continued challenging shopfitting market in the UK our Group profit figures are back to black. In addition to a generally slightly more positive business environment, we are having great success with the roll-out of our Order Picking solution at Sainsbury’s in UK,” says Jacob Tveraabak, Chief Executive Officer of StrongPoint.

StrongPoint reported revenues of NOK 313 million (293) in the third quarter of 2024 and an EBITDA of 12.2 million (3.8). The third quarter EBIT was NOK 2.2 million and EBT was NOK 3.8 million. The net profit after tax ended at NOK 2.7 million in the quarter. Cash flow from operating activities was NOK 10.1 million.

“Whilst we will continue our efforts to improve short-term financial performance, we are fully focused on delivering on the important roll-out of our Order Picking solution to Sainsbury’s. With the announcement of such an esteemed grocery retailer as Sainsbury’s, our UK & Irish businesses are experiencing more solution and product interest than ever before. As examples, we now have 3 confirmed proof of concepts (POCs) for our Vensafe loss prevention solution, aimed at reducing the significant theft issues in stores. Also, we have confirmed a POC for Grocery Lockers, aimed at reducing the last mile delivery cost of e-groceries, compared to home delivery which is so prevalent in the UK market. In addition to the positive development on the customer side in the UK, our E-commerce offering is gaining attention worldwide,” Tveraabak continues.

“Whereas we continue to observe much market uncertainty in the short-term I am cautious about promising continued significant short-term financial improvements. That said, as the organizational, cost and commercial measures taken earlier have started bearing fruits this quarter, I am hopeful about positive trends and improved performance for the remainder of the year and into 2025,” Tveraabak concludes.

StrongPoint will host an in-person and streamed presentation of the third quarter results at 07:00 CET followed by a Q&A session at 10:00 CET 18 October 2024. Questions can be submitted online during the Q&A or via email at: [investor@strongpoint.com](mailto:investor@strongpoint.com).

The webcast is available at [strongpoint.com](https://strongpoint.com) and can also be accessed by the following links:

Q3 Presentation: [https://channel.royalcast.com/hegnarmedia/#!/hegnarmedia/20241018\\_1](https://channel.royalcast.com/hegnarmedia/#!/hegnarmedia/20241018_1)

Live Audiocast : [https://channel.royalcast.com/hegnarmedia/#!/hegnarmedia/20241018\\_2](https://channel.royalcast.com/hegnarmedia/#!/hegnarmedia/20241018_2)

\*EBITDA and other alternative performance measures (APMs) are defined and reconciled to the IFRS financial statements as a part of the APM section of the first quarter 2024 financial report on page 24.

### Disclosure regulation

This information is subject to the disclosure requirements pursuant to Section 5-12 the Norwegian Securities Trading Act.

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### About StrongPoint

StrongPoint is a grocery retail technology company that provides solutions to make shops smarter, shopping experiences better and online grocery shopping more efficient. With over 500 employees in Norway, Sweden, the Baltics, Finland, Spain, the UK and Ireland and together with a wide partner network, StrongPoint supports grocery and retail businesses in more than 20 countries. StrongPoint provides in-store cash management and payment solutions, electronic shelf labels, self-checkouts, task and labor management software, click & collect temperature-controlled grocery lockers, in-store and drive-thru grocery pickup solutions and grocery order picking solutions, both manual and automated. StrongPoint is headquartered in Norway and is listed on the Oslo Stock Exchange with a revenue of approx 1.4bn NOK [ticker: STRO].

### Attachments

- [Download announcement as PDF.pdf](#)
- [StrongPoint Q3 2024.pdf](#)
- [StrongPoint Q3 2024 print version.pdf](#)
- [StrongPoint Q3 2024 Presentation.pdf](#)