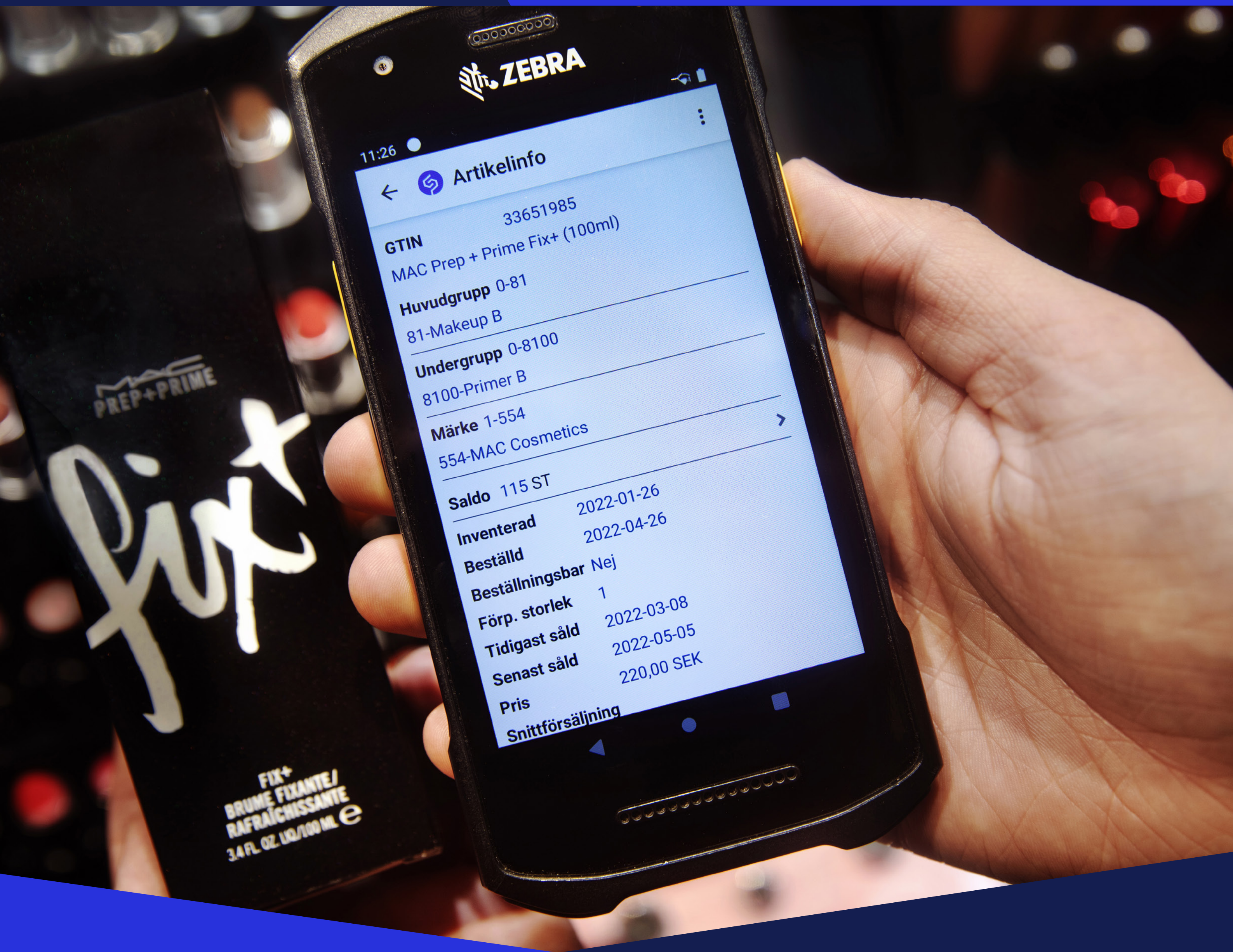
StrongPoint



Q3 and YTD 2022

Financial report and status

CEO's perspective

Jacob Tveraabak
CEO of StrongPoint

In uncertain times, one should seek what is certain. In difficult economic times, people will always shop for groceries which is why serving the resilient and non-cyclical grocery market is as close to certainty as possible. This is evident for StrongPoint, and it is evident in the third quarter financial results: a very strong 76% topline growth, of which 20% was organic. Almost 2.5 times EBITDA improvement and EBIT increased 7-fold. We are particularly proud of the financial results given the context of negative currency impact, inflation and continued component shortages. Beyond this, the acquisition of Air Link Group comes across as a strong buy, not just in this quarter but as a platform for future growth in the UK and Irish markets going forward. We continue to believe in StrongPoint's 'double opportunity' – capitalizing on the opportunity from the increased demand for e-groceries and in-store efficiency. With the economic and geopolitical turmoil, grocers are today increasingly focusing on 'familiar' projects and investments in-store. However, we continue to believe in the positive long-term development for e-groceries, and will as such continue to invest in e-commerce growth – although at a more moderate level than in recent years.

We achieved our strongest quarter ever in terms of revenue. Delivering a turnover of 346 MNOK in Q3 is a great achievement, a very strong 76% growth vs. same quarter last year. The absence of component shortages would have generated an additional 15 MNOK revenue in the quarter and foreign exhange had a negative 9 MNOK impact on sales. The third quarter is obviously positively impacted the inclusion of recently acquired Air Link Group with 110 MNOK in revenue. However, organically StrongPoint grew its topline a very healthy 20% driven by in-store efficiency solutions. That includes continued rollouts of Electronic Shelf Labels (ESLs) from Pricer, higher sales and service of Self-Checkout solutions, Cash Management solutions and more.

Our EBITDA in the second quarter was 20.7 MNOK (6.0%), up from 8.0 MNOK (4.1%) the same quarter last year. The current EBITDA-level is to a large extent kept down in the quarter by our continued and planned investment in e-commerce. To put that into perspective, had StrongPoint only focused on its in-store solutions, our EBITDA margin in the quarter would have been approx. 10-11%.

The acquisition of Air Link Group is not only a significant financial contribution to StrongPoint. The acquisition, first and foremost provides a robust platform for growth in the UK and Irish markets. We strongly believe in bringing StrongPoint's own, proprietary products and solutions, as well as key partner solutions, to these new markets.

Furthermore, we are equally positive about bringing Air Link Group solutions and services, such as their swivel checkouts – combining manned and unmanned checkout tills – and environmentally friendly checkout-refurbishment services, which have gained significant traction in the UK and Ireland, to other StrongPoint markets.

As the total market for e-commerce has softened, we are being ever more stringent in terms of which e-commerce solutions we are investing in. As an example, we have great confidence in the potential from our partnership with AutoStore, offering automation solutions, and how this fits very well into our overall e-grocery fulfillment solutions portfolio. Overall though, we will be reducing our e-commerce investment levels to match the slow-down in e-commerce demand.

The turnaround in our Spanish business continues and the unit achieved a 7% growth in the quarter, held back by continued shortages of components for our Cash Management solutions. The ongoing turnaround is significantly improving EBITDA, and is set to continue for the rest of the year, achieving the earlier communicated run rate break-even coming out of 2022.

In today's market, characterized by general uncertainty and turmoil, I am pleased that StrongPoint focuses on serving the stable and resilient grocery retail market. We are demonstrating very solid growth and we have very healthy margins in the mature in-store solutions market. In the longer term we believe in a very positive trajectory for e-commerce, and we continue to believe in creating real world impact for retailers and end-consumers with our solutions every single day. In particular in today's world, it is worthwhile mentioning that StrongPoint still, to a large extent, is a project-driven company. Whereas we seek an increased share of revenue to be recurring over the quarters we have to acknowledge that top and bottom line still will be fluctuating over the quarters. Going forward, however, I continue to be optimistic about achieving our 2025 strategic ambitions.

Stay safe, strong and passionate!

StrongPoint | Q3 and YTD 2022

Highlights 3rd quarter

Strong growth despite macro challenges

Financial figures

- Revenue grew by 76% to 346 MNOK (196) compared to Q3 last year. Organic growth was 20% in the same period.
- EBITDA for the quarter ended at 21 MNOK (8).
- Cash flow from operations was 4 MNOK (15). Financial position and balance sheet remains strong.

Continued customer success in priority areas

- StrongPoint ALS in UK signed two contracts with leading grocery retailers.
- Contract with leading Do-It-Yourself retail chain in the Baltics for software delivery project.
- All time high installation level of Electronic Shelf Labels (ESL) in a single quarter in Sweden.

Further progress on 2025 strategic ambitions

- Well aligned with the 2025 revenue growth path. Grocery retail proves to be non-cyclical and resilient.
- ALS well integrated, enabling sales opportunities from the combined solutions.
- Long-term positive fundamentals and outlook for e-groceries, although short-term turmoil, hence adjusting investments from e-commerce to in-store whilst enacting strong cost prudence.

Key figures (MNOK)

	Q3 2022	Q3 2021	YTD 2022	YTD 2021	Year 2021
Revenue	345.9	196.4	967.4	697.2	981.3
EBITDA	20.7	8.0	42.0	33.6	53.6
EBITDA margin	6.0%	4.1%	4.3%	4.8%	5.5%
Operating profit (EBIT)	10.2	1.4	16.4	14.7	27.5
Ordinary profit before tax (EBT)	9.9	-0.5	20.7	15.0	25.9
Cash flow from operational activities	4.0	180.6	-21.5	222.7	225.5
Cash flow from operational activities ex discontinued operations	4.0	14.7	-21.5	52.6	55.7
Disposable funds	125.6	286.2	125.6	286.2	274.2
Earnings per share from continued operations (NOK)	0.18	-0.01	0.37	0.29	0.51
Earnings per share from continued operations, adjusted	0.27	0.04	0.57	0.42	0.67
Earnings per share included discontinued operations (NOK)	0.18	3.74	0.37	4.10	4.32

StrongPoint Group

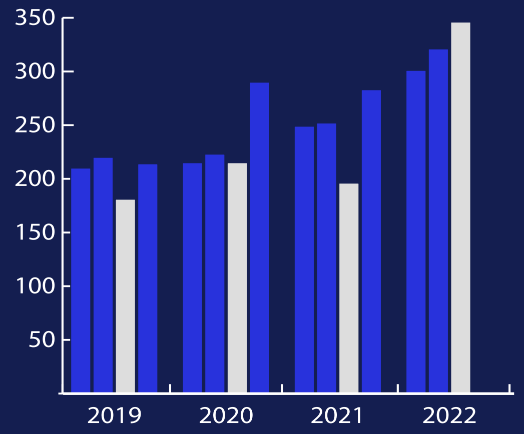
StrongPoint is a grocery-focused company that serves retailers with products and solutions for in-store and online shopping.

Revenue	Q3		YTD		Year
MNOK	**2022**	**2021**	**2022**	**2021**	**2021**
Nordics	154.3	139.1	561.3	491.0	695.5
Rest of Europe incl. R&D	191.6	57.3	406.1	212.4	293.1
ASA/Elim	-	-	-	-6.2	-7.2
Total	345.9	196.4	967.4	697.2	981.3

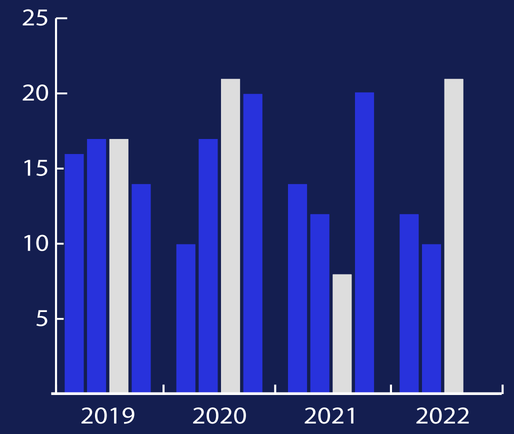
EBITDA	Q3		YTD		Year
MNOK	**2022**	**2021**	**2022**	**2021**	**2021**
Nordics	11.6	15.8	49.2	56.0	77.0
Rest of Europe incl. R&D	18.4	-2.5	25.7	2.3	14.6
ASA/Elim	-9.3	-5.4	-32.9	-24.8	-38.0
Total	20.7	8.0	42.0	33.6	53.6
Number of employees	517	402	517	402	400

StrongPoint Group

Operating revenue per quarter (MNOK)



EBITDA per quarter (MNOK)



StrongPoint | Q3 and YTD 2022

Strong growth despite macro challenges

The total revenue increased by 76.1% compared with same quarter last year. The Nordics grew by 10.9%, mainly from increased revenue in In-store Productivity, while Rest of Europe achieved a total of 234.3% growth in revenue compared to same quarter last year. The figures include 110.4 MNOK revenue from Air Link Group (ALS), reflecting Q3 as the high season quarter for the business in the UK and Ireland. Excluding ALS, the growth in Rest of Europe ended at 41.7%, especially due to strong growth in the Baltics. The shortage of components affected the cash management sale by negative 15 MNOK in the quarter. The supply situation for electronic combo-cards seems to be somewhat improved at the end of the quarter and for Q4 outlook.

The EBITDA increased with 12.7 MNOK, and the EBITDA margin increased to 6.0% (4.1%). The EBITDA margin is held back by a significant growth in e-commerce resources compared to same quarter last year, while sales have not increased. Despite an increased EBITDA margin, StrongPoint experienced a gross margin decline from 45% to 37% in a quarter-by-quarter comparison. The decline in gross margin was a result of the impact of ALS (generally lower gross margin), higher third party product sales, competitive price changes and approx. one percentage point decline stems from currency effects. Cost increases from suppliers has to a large degree been absorbed by price increases to customers and internal cost reductions. The Instore-related business continued with a positive EBITDA in the quarter, somewhat negatively affected by unfavorable foreign exchange, inflation and product mix. The inflation affected mostly OPEX (1.5-2 MNOK higher cost on electricity and fuel only). The investments in e-commerce continued also in Q3, especially within R&D and Sales resources. The macro trend within e-commerce continued to decline in Q3, forcing a more stringent cost focus in the short term while working actively to strengthen our long-term market position.

The number of employees increased by 115 compared to Q3 last year, of which 92 came from ALS.

Continued customer success in priority areas

ALS announced two major contracts in the quarter. One contract was with a leading grocery retailer in the UK, for a checkout conversion solution. The 'swivel' allows a staffed checkout to also be used as a self-service checkout. The order of 1.7 MGBP will be installed during Q4 2022 and Q1 2023. The second contract was with another leading UK-based grocery retailer for a self-service checkout upgrade project. The contract was an extension of an ongoing project and will be completed in Q1 2023.

StrongPoint Baltics received an order for more than 1 MEUR for installation of software and hardware for point-of-sale and ERP solutions for a Do-It-Yourself chain. The project is expected to start in Q1 2023.

Driven by frequent price changes in grocery stores due to rapidly increased cost of goods sold the Electronic Shelf Label installations has increased substantially during Q3 in Sweden. The volume almost tripled compared to same quarter last year.

Further progress on 2025 strategic ambitions

The growth in the quarter supports the overall 2025 ambitions. Despite a dip in e-commerce revenue, the instore operations grew 20% organically, and the acquired ALS grew by 70% compared to their own figures for Q3 2021.

ALS has long-term relationships with UK and Irish top-tier grocery retailers and an experienced team of field service technicians and project management resources. Some of the solutions ALS provides in the home market – like the 'swivel' product that enables a manned check-out to become a self-service solution, and also the environment friendly refurbishment of physical checkouts seems very relevant for other StrongPoint markets.

Although some markets have seen a dip in demand for grocery e-commerce the post-Covid penetration is higher than pre-pandemic. Counter-intuitively the recent economic trends of increased inflation, wage costs and food-prices increase StrongPoint's value proposition and 'double opportunity'. StrongPoint's solutions are designed to increase efficiency savings in in-store and online operations which is what grocery retailers around the world are focused on.

2025 Strategic ambition

StrongPoint has a strategic ambition to achieve NOK 2.5 billion in revenues and EBITDA margins of 13-15% by 2025.

StrongPoint's world class retail technology solutions for increasing in-store efficiency and e-commerce technology for online order picking and last mile solutions have a double opportunity to meet two key global trends affecting grocery retailers. Firstly, the pressure on brick and mortar retailers' margins means that grocery retailers need to find ways to increase in-store productivity to boost profitability. Secondly, the pressure to develop an online presence, grow their market share and reduce costs means they need highly efficient order fulfilment solutions and provide multiple last-mile delivery and pick-up options. These two key industry trends are increasingly relevant for grocery retailers in today's turmoiled macro environment.

Across StrongPoint's solutions, we are expecting healthy growth towards 2025. The more mature In-Store Solutions today yield's EBITDA-returns in the order of magnitude 10-11% today, and the overall margin improvement to reach 13-15% is mainly based on achieving operational leverage in the countries StrongPoint is present in addition to sound margins in the E-commerce Logistics area which has a favorable long-term outlook.

Our T-shaped strategy to create a BNOK 2.5 Retail Technology company

Go wide with world-class solutions to selected markets

- E-Commerce Order Fulfillment platform
  - Order Picking
  - Micro fulfilment centers
  - Last Mile Solutions
- Self Checkout
- Cash Management

Go deep in core markets with solutions that cover in-store, e-commerce solutions and AutoStore grocery micro-fulfilment

- Norway
- Sweden
- Baltics
- Spain
- UK & Ireland

StrongPoint's financial ambitions

BNOK 2.5 in 2025

EBITDA 13-15%

New market dynamics further increases StrongPoint's 'double opportunity'

Overall the long-term trajectory for e-grocery growth continues to be positive. Grocery retailers at whatever stage of e-commerce maturity need to ensure the highest possible levels of efficiency to minimize costs to boost profitability. StrongPoint has some of the most efficient e-commerce solutions in the world, including the world's most efficient manual picking solution, and has been a trailblazer in terms of profitable click and collection solutions at scale.

> *The industry is now on the edge of the next transformation in e-commerce: grocery executives expect e-commerce penetration to more than double for their own organizations in the next three to five years.*
>
> Source: McKinsey & Company, The next horizon for grocery e-commerce: Beyond the pandemic bump, April 2022
> www.mckinsey.com/industries/retail/our-insights/the-next-horizon-for-grocery-ecommerce-beyond-the-pandemic-bump

The StrongPoint 'double opportunity'

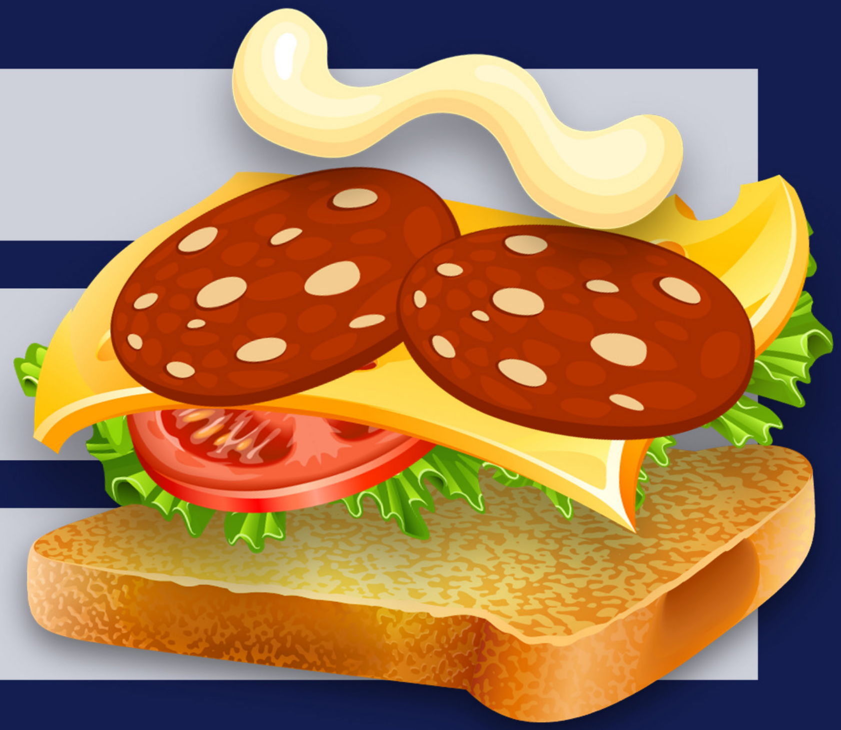
The StrongPoint Financial Sandwich

StrongPoint finances can be divided into three categories. What is driving our business today, what we are investing to serve future demand and how we are ensuring we future-proof our customers with next generation technology solutions.

Sauce
Tomorrow's solutions

Toppings
E-commerce solutions

Bread & Butter
In-store solutions



Firstly, our 'bread and butter'
These are our in-store solutions that make up 93% of our current business year to date 2022. These have strong EBITDA margins and are seeing strong, continued demand from our core grocery retailer customers in our core markets.

Solutions:

- CashGuard Cash Management
- Vensafe Sales Automation
- Self-Checkout
- Self-Scanning
- ShopFlow Logistics
- Pricer Electronic Shelf Labels
- Digi Scales and Wrapping System
- POS Systems
- Commerce Management System

Secondly, our 'toppings'
These are our e-commerce solutions that we are strongly investing in, in addition to our partnership with AutoStore, the world's leading automation provider for grocery retailers. These do not yet have the commercial maturity compared to our in-store solutions but we have a solid base of clients mainly in Sweden, and now in Norway with our first AutoStore installation. The market dynamics show that there is strong demand in the near and medium future as grocery e-commerce continues to grow and automation becomes more and more in-demand to counter-act growing labour costs and shortages.

Solutions:

- In-Store Picking
- Dark Store Picking
- Home Delivery
- Click & Collect Lockers
- In-Store Pickup
- Drive-Thru
- AutoStore/MFC

Thridly, the 'sauce'
These are the solutions of tomorrow that we are already investing in today. As labor costs are set to only increase the demand for next generation technology solutions continues to grow, especially in robotics and friction-free shopping. By investing in these solutions today we future-proof our customers.

Solutions:

- In-store robot (with Halodi)
- Friction-free in-store solutions

StrongPoint Solutions

In-store

In-store Productivity
Pricer Electronic Shelf Labels
ShopFlow Logistics *
Digi Scales and Wrapping Systems

Payment Solutions
CashGuard Cash Management *

Check Out Efficiency
Self-Checkout *
Self-Scanning
Vensafe Sales Automation *

Retail Management
POS Systems
Commerce Management System

Shop Fitting

Online

Grocery Picking
Order Picking solution *
AutoStore Micro-Fulfillment centers

Last mile
Click & Collect Lockers *
Drive-Thru *
In-Store Pickup *
Home Delivery with route optimization

* Proprietary technologies

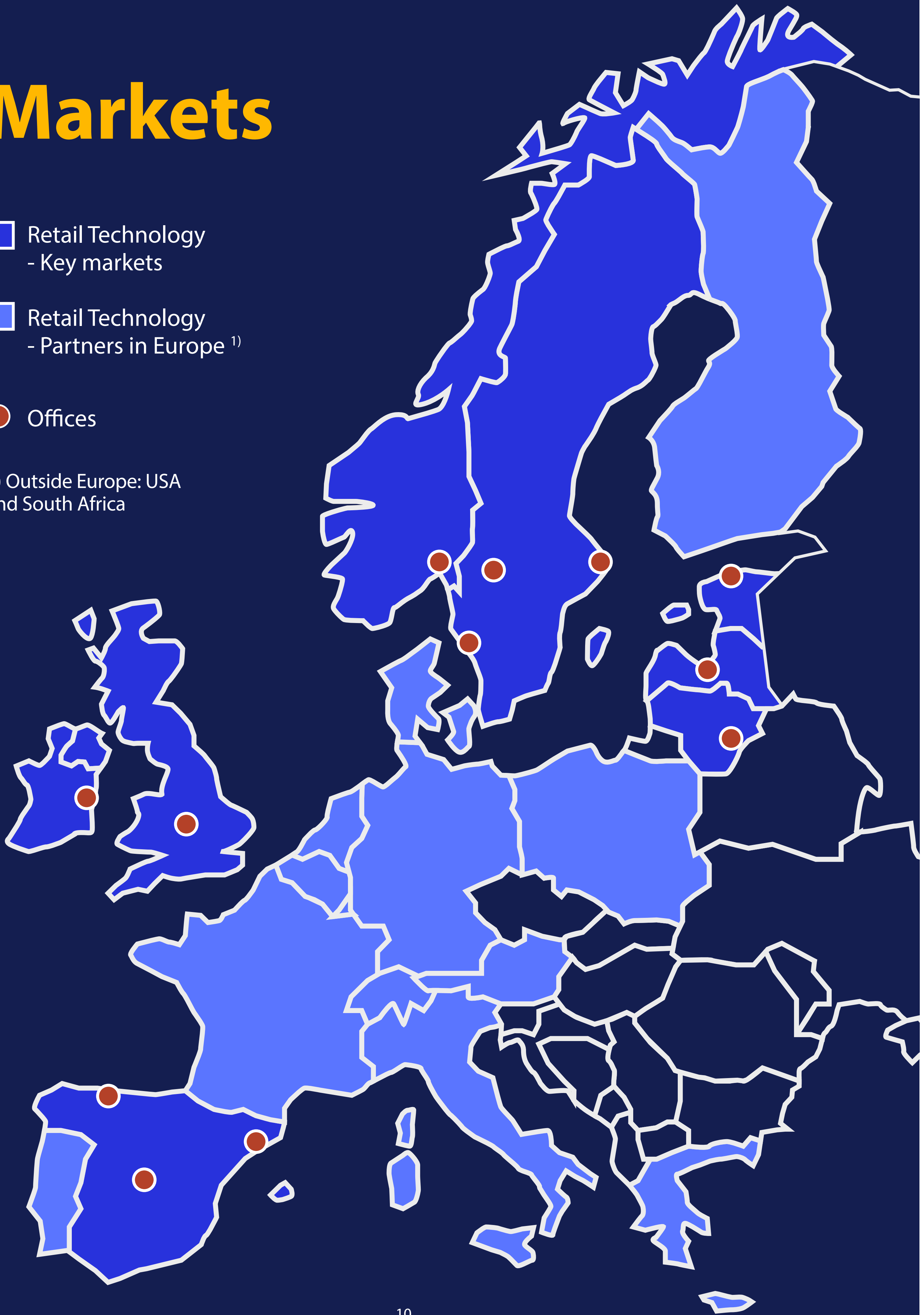
Markets

Retail Technology - Key markets

Retail Technology - Partners in Europe [1)]

Offices

1) Outside Europe: USA and South Africa



Nordics

The business segment Nordics currently consist of the operating business units in Norway and Sweden. The revenue includes deliveries to other parts of the Nordics like Denmark and Iceland.

	Q3		YTD		Year
MNOK	2022	2021	2022	2021	2021
- Norway	58.3	69.7	289.6	244.3	361.6
- Sweden	96.0	**69.4**	271.7	**246.7**	333.9
Total Revenue	154.3	139.1	561.3	491.0	695.5
EBITDA	11.6	15.8	49.2	56.0	77.0
- In %	7.5%	11.4%	8.8%	11.4%	11.1%
EBT	10.1	13.4	44.1	48.8	66.0
- In %	6.5%	9.6%	7.9%	9.9%	9.5%

The revenue in the Nordics increased by 10.9% compared to the same quarter last year. The main contributors to the high sales activities are Pricer Electronic Shelf Labels (ESL) and Cash Management. The EBITDA declined by 4.2 MNOK to 11.6 MNOK in the quarter. Most of the decline stems from lower gross margin affected by product mix and negative currency effect, in addition to inflation effects on costs.

Norway

	Q3		YTD		Year
MNOK	2022	2021	2022	2021	2021
Product Sales	31.4	43.3	202.8	163.3	247.5
Service	26.9	26.4	86.9	81.0	114.1
Revenue	58.3	69.7	289.6	244.3	361.6

The revenue in Norway declined by 16.3% compared to the same quarter last year, mainly due to a lower rate of installations of ESLs. Approximately 90% of the announced ESL contracts for NorgesGruppen and COOP have now been installed. Despite the majority of the large orders being delivered to grocery chains in Norway, ESL installation continues to other segments in the retail industry. As the first store at Oslo Airport a gift and interior chain has installed ESLs. The global constraints on components affected the sale of Cash Management solutions also in Q3 by approx. 12 MNOK.

Sweden

	Q3		YTD		Year
MNOK	2022	2021	2022	2021	2021
Product Sales	64.7	34.1	173.0	140.2	195.1
Service	31.3	35.3	98.6	106.5	138.9
Revenue	96.0	69.4	271.7	246.7	333.9

The revenue in Sweden increased by 38.3% compared to the same period last year. Price adjustments for Pricer ESL have been necessary to ensure competitive prices in Sweden, resulting in an almost triple revenue level compared to last year. Year to date the ESL sale has increased by 65%. The e-commerce sale declined by 12% in the quarter compared to last year, due to lower software revenue on Order Picking Software as a result of the lower number of online orders. The number of orders in the quarter was above pre-pandemic levels (Q3 2019).

Swivel checkout – combining manned and unmanned checkout tills

Rest of Europe incl. R&D

The business segment Rest of Europe consists of the operating business units in the Baltics and Spain, 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 area.

	Q3		YTD		Year
MNOK	2022	2021	2022	2021	2021
- Baltic	49.9	33.8	142.1	123.8	190.1
- Spain	15.0	13.9	55.7	44.8	67.5
- UK & Ireland	110.4	-	140.7	-	-
- Rest of Europe	16.3	9.6	67.7	43.8	35.4
Total Revenue	191.6	57.3	406.1	212.4	293.1
EBITDA	18.4	-2.5	25.7	2.3	14.6
- In %	9.6%	-4.3%	6.3%	1.1%	5.0%
EBT	9.1	-6.6	5.9	-9.7	-1.9
- In %	4.7%	-11.5%	1.4%	-4.6%	-0.7%

The business segment Rest of Europe increased the revenue by 234.3% compared to same quarter last year. The growth was 41.7% excluding the new UK operation from ALS UK and Ireland.

The EBITDA ended on 18.4 MNOK, adjusted for ALS the EBITDA was on the same level as last year. Product mix and more hardware sales in addition to inflation affected the gross margin, and increased investments in e-commerce contributed also to the low EBITDA level in the quarter.

Baltics

	Q3		YTD		Year
MNOK	2022	2021	2022	2021	2021
Product Sales	28.5	17.0	74.5	76.5	109.5
Service	21.4	16.8	67.6	47.4	80.7
Revenue	49.9	33.8	142.1	123.8	190.1

Our business in the Baltics increased by a total of 47.7% in the quarter compared to the same quarter last year. The product revenue grew by 67.5% reflecting high installation rates of self-checkout systems to IKI, COOP Estonia and Rimi. Part of the installation was with third party hardware. Hardware for an Auto ID project in Lithuania and Fiscal Boards in Latvia was also delivered in the quarter. The service revenue grew by 27.7% as there have been several software development projects this quarter especially within POS and ERP software, amongst this an ERP project to a new Do-It-Yourself customer.

Spain

	Q3		YTD		Year
MNOK	2022	2021	2022	2021	2021
Product Sales	10.9	10.6	43.8	34.5	53.7
Service	4.1	3.3	11.9	10.3	13.8
Revenue	15.0	13.9	55.7	44.8	67.5

The Spanish revenue grew by 7.4% compared with the same quarter last year. The continued shortage of electronic components (combo cards) reduced the possible sales of cash management solutions in the quarter, in addition to Q3 being the low season for StrongPoint as the customers are either experiencing high season (tourism for the HORECA segment) or low season (vacation).

UK & Ireland

	Q3	YTD
MNOK	2022	2022
Product Sales	-	-
Service	110.4	140.7
Revenue	110.4	140.7

The revenue comes from the newly acquired company Air Link Group (ALS). The revenue increased by 70% compared to the same quarter last year (not part of StrongPoint at that time), reflecting a post pandemic backlog of projects to be delivered in a relatively short time. Q3 and partly Q2 are the top season quarters for ALS, while Q4 and Q1 are less intensive as the retailers plan for significantly less projects during the Christmas and New Year sale. The 2022 year to date revenue is unprecedented in the company's history.

Partners

	Q3		YTD		Year
MNOK	2022	2021	2022	2021	2021
Product Sales	12.3	5.7	62.7	43.4	32.5
Service	4.0	3.9	4.9	0.4	3.0
Revenue	16.3	9.6	67.7	43.8	35.4

Bullion IT ordered 250 CashGuard units in September last year to be delivered during first half of 2022, but due to the ongoing shortage of components there is still a backlog to Bullion IT to be delivered in Q4. Despite this, the growth in Q3 was 70%. The StrongPoint Supply chain organization pre-produces as many machines as possible and searches the market for components to reduce the delay to an absolute minimum.

Other partners contributed to the growth with sale of cash management and self-checkout solutions.

Product segments

In-store Productivity

	Q3		YTD		Year
MNOK	2022	2021	2022	2021	2021
Product Sales	73.7	55.7	262.8	197.5	283.9
Service	20.6	19.9	64.9	58.5	82.0
Revenue	94.3	75.7	327.7	255.9	365.9

In-Store Productivity segment had an increased revenue of 24.7% compared to last year. The growth in Q3 2022 came from installation of Pricer ELSs in Sweden. In the quarter, Swedish ESLs almost tripled the ESL revenue compared to same quarter in 2021. The announced large orders in Norway have reached an installation rate of approx. 90%, and by that almost all have been completed.

Payment Solutions

	Q3		YTD		Year
MNOK	2022	2021	2022	2021	2021
Product Sales	24.7	17.5	115.2	64.0	102.3
Service	28.2	30.3	89.0	89.4	122.2
Revenue	52.9	47.8	204.2	153.4	224.5

Despite the ongoing challenges in the global supply of combo cards, the Payment Solutions segment grew by 10.8% in the period. StrongPoint used the financial capacity to pre-produce the cash management systems as much as possible to reduce time to delivery when the suppliers manage to purchase the components with limited availability. The Norwegian installations more than doubled compared to the same period last year while the partner revenue increased by approx. 60%. The Spanish operations came in on the same level as last year on cash management. The component situation affected the revenue by around 15 MNOK on orders not yet delivered. The quarter-to-quarter delay will maintain as long as the component situation exists in the market.

Check Out Efficiency

	Q3		YTD		Year
MNOK	2022	2021	2022	2021	2021
Product Sales	24.4	17.1	84.3	94.1	116.1
Service	9.9	6.7	28.0	22.3	34.2
Revenue	34.3	23.8	112.4	116.3	150.3

Check Out Efficiency increased by 44.4% compared to the same quarter last year, with installation of Self-Checkouts for IKI as the main contributors for the growth. The installations were done with both our own and third party hardware. The increased service revenue reflects that the number of active units have increased.

Shop Fitting

	Q3	YTD
MNOK	2022	2022
Product Sales	-	-
Service	110.4	140.7
Revenue	110.4	140.7

The Shop Fitting product segment reflects the newly acquired company Air Link Group. Within the 'Shop within shop' concession, StrongPoint ALS works with the top tier retailers to maximise the sales floor space. Upgrade projects for self-service checkout and outdoor installations also contributed to the revenue in the quarter. The third quarter is traditionally, and also in 2022, the top season for projects for the retailers.

Other retail technology

	Q3		YTD		Year
MNOK	2022	2021	2022	2021	2021
Product Sales	19.0	17.6	58.9	47.2	63.7
Service	19.6	15.5	56.6	43.9	68.9
Revenue	38.6	33.2	115.5	91.1	132.6

Other retail technology, mainly software projects in the Baltics, increased by 16.4% in the period. The revenue consists of both software, services, and hardware deliveries, both from recurring operation and development projects, for large grocery retailers in the Baltics.

E-commerce logistics

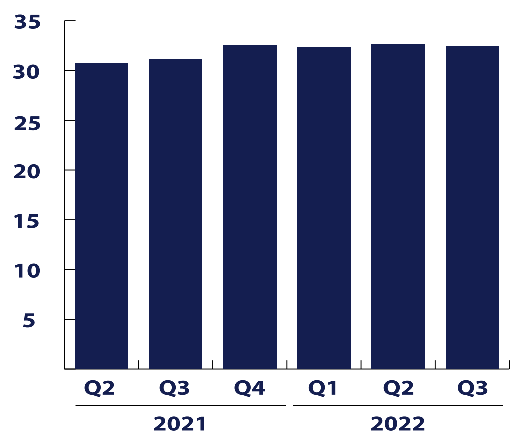
	Q3		YTD		Year
MNOK	2022	2021	2022	2021	2021
Product Sales	5.9	6.3	35.7	49.0	64.9
Service	9.4	9.7	31.2	31.4	43.2
Revenue	15.3	15.9	66.9	80.4	108.1

The e-commerce logistics segment declined by 4.3% compared to the same quarter last year. The lack of growth reflects the general market's cooling following last year's e-commerce boost. Sweden is the largest e-commerce market for StrongPoint, and the e-commerce share is still above the pre pandemic levels (2019). Rolling 12 months recuring revenue was slightly up vs. same quarter last year.

StrongPoint's Click & Collect grocery lockers
In countries where e-commerce is more mature, click & collect is proving to be a far more efficient and cost-effective model for last mile delivery. And within the click & collect options, grocery lockers offer efficiency savings and thus long-term profitable option.

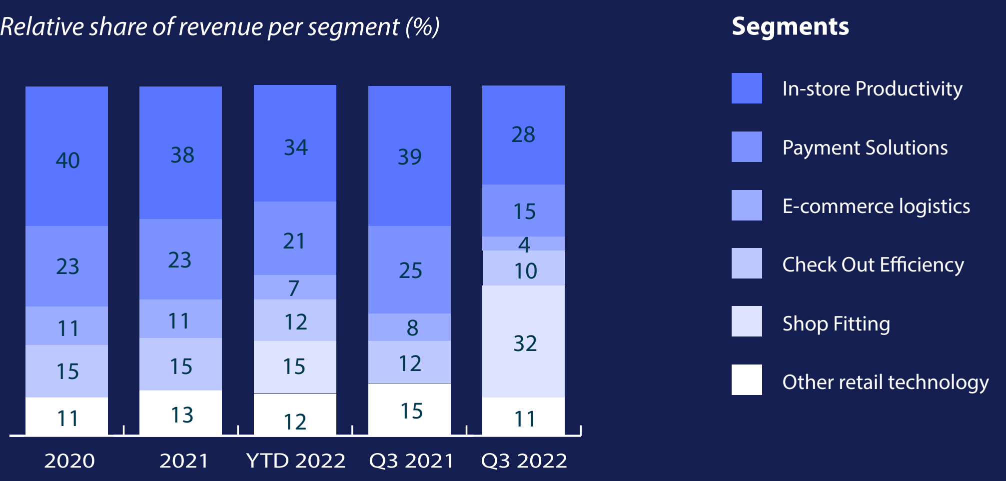
Technology and R&D update
Product development within our Order Picking software focuses especially on new features in the Gen. 3 version, improving the integration to other systems and migrate customers on Gen. 1 and Gen. 2 versions to the Gen. 3. The migration is expected to be finalised within the end of 2023. The architecture and solution in the system has proven to be agile and allowing StrongPoint to quickly accommodate different customer needs.

Rolling 12 months recuring revenue (MNOK)



StrongPoint Group

Relative share of revenue per segment (%)



> *The industry is now on the edge of the next transformation in e-commerce: grocery executives expect e-commerce penetration to more than double for their own organizations in the next three to five years.*
>
> Source: McKinsey & Company, The next horizon for grocery e-commerce: Beyond the pandemic bump, April 2022
> www.mckinsey.com/industries/retail/our-insights/the-next-horizon-for-grocery-ecommerce-beyond-the-pandemic-bump

The next priority for grocery e-commerce is efficiency, efficiency, and more efficiency

The media coverage of the future of e-commerce is dominated by non-grocery news. Unlike other retail segments, the outlook for grocery e-commerce continues to be positive. In the long-term the signs continue to point to a substantial increase overall level, greater than the pre-Covid estimates.

As retailers look beyond capturing customers and labour costs surge, efficiency-boosting solutions are the next priority.

> *Fueled by evolving customer expectations, increased competition, and technological advancements, online could account for up to 18 to 30 percent of the food-at-home market in some leading European countries.*
>
> McKinsey, The next S-curve of growth: Online grocery to 2030
> Source: www.mckinsey.com/industries/retail/our-insights/the-next-s-curve-of-growth-online-grocery-to-2030

Market challenges

E-groceries have gone beyond the early adopters and urban areas. Grocery e-commerce expanded geographically, and demand is no-longer concentrated in big cities.

Despite e-groceries experiencing a temporary dip in some markets, the long-term outlook is positive. It is the weekly shoppers where the long-term and sustainable profitable opportunities lie for brick-and-mortar grocery retailers but the biggest challenges in terms of profitability at scale remain. Many processes are legacy solutions developed in the very early days of e-commerce where maximizing efficiency wasn't a priority as the market was so small.

In terms of last mile, home delivery costs entail staff and fuel so costs which are both sharply increasing, making click & collect pickup more attractive. However, in most markets outside Sweden, click & collect remains highly manual with inefficient practices and high labour costs creating obstacles to maximising profitability.

Market Solutions

> *With technological advancements, business models and operations that are unprofitable today could become more sustainable in the future.*
>
> McKinsey, The next S-curve of growth: Online grocery to 2030
> Source: www.mckinsey.com/industries/retail/our-insights/the-next-s-curve-of-growth-online-grocery-to-2030

Technology is the key to making grocery e-commerce faster, easier and, most important, profitable. Technology can be used to increase efficiencies of current manual processes, from picking to last mile, or be used to completely replace manual processes, such as with automation with AutoStore.

Efficiency-savings can be used to cut costs for end-consumers, creating a competitive advantage and attracting more cost-conscious consumers who are today increasingly looking at discounters to soften the cost-of-living crisis affecting many countries.

Cash flow and equity

Cash flow from operational activities in the third quarter was 4.0 MNOK (14.7). The main contribution to the increased working capital was higher receivables reflecting sales to large retail chains, and increased inventory to limit time to market for Click & Collect lockers and Cash Management.

Disposable funds were 125.6 MNOK (286.2) per September 30, 2022, of which 100 MNOK was available credit facility. The net interest-bearing debt increased by 42.4 MNOK compared to last quarter and ended at 67.0 MNOK, as an effect of the renewal of rent agreements according to IFRS 16.

The Group's holding of own shares at the end of the second quarter amounted to 253,703, which represents 0.6 per cent of the outstanding shares.

The Group has shareholder programs for the Board of Directors, the Group executive management and the employees. 88,038 shares have been assigned so far in 2022 (166,157 in the year 2021).

StrongPoint has a long-term incentive program for management and key employees. More information on the program can be found in note 8.

Accounting year	General meeting		Dividend per share
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

Statement from the Board

The Board and group CEO have today considered and approved StrongPoint's financial statements for the third quarter and year to date 2022, including comparative consolidated figures for the third quarter and year to date 2021. 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 third quarter and year to date 2022 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 September 2022 and per 30 September 2021. 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

Rælingen, 25 October 2022

Morthen Johannessen
Chairman

Ingeborg Molden Hegstad
Director

Cathrine Laksfoss
Director

Klaus de Vibe
Director

Peter Wirén
Director

Jacob Tveraabak
CEO

Consolidated income statement

KNOK	Q3 2022	Q3 2021	Chg. %	YTD 2022	YTD 2021	Chg. %	Year 2021
Revenue	345 884	196 363	76.1%	967 412	697 157	38.8%	981 339
Cost of goods sold	217 677	107 060	103.3%	598 595	401 427	49.1%	560 104
Payroll	73 468	55 699	31.9%	216 852	186 455	16.3%	255 147
Share based compensation	2 102	1 697	23.9%	4 208	4 779	-11.9%	6 178
Other operating expenses	31 968	23 954	33.5%	105 771	70 934	49.1%	106 285
Total operating expenses	325 215	188 410	72.6%	925 426	663 595	39.5%	927 714
EBITDA	20 669	7 953	159.9%	41 986	33 563	25.1%	53 625
Depreciation tangible assets	6 223	4 638	34.2%	17 041	13 155	29.5%	18 718
Depreciation intangible assets	4 218	1 907	121.2%	8 576	5 685	50.9%	7 403
EBIT	10 228	1 409	626.0%	16 369	14 723	11.2%	27 504
Interest expenses	1 477	342	331.4%	1 823	1 259	44.8%	1 596
Other financial expenses/currency differences	-897	1 491	-160.2%	-5 785	-1 450	-298.9%	184
Profit from AC. Service companies	263	-27	1058.3%	399	96	315.2%	175
EBT	9 911	-452	2293.8%	20 729	15 010	38.1%	25 899
Taxes	1 878	-107	1861.1%	4 251	2 166	96.3%	3 542
Profit from continued operations	8 033	-345	2427.4%	16 478	12 844	28.3%	22 357
Profit after tax from discontinued operations	-	165 455		-	168 760		168 418
Profit/loss after tax	8 033	165 110	-95.1%	16 478	181 604	-90.9%	190 775
Earnings per share							
Number of shares outstanding	44 888 352	44 376 040		44 888 352	44 376 040		44 376 040
Av. number of shares - own shares	44 740 494	44 172 852		44 185 129	44 249 732		44 190 919
Av. number of shares diluted- own shares	47 740 494	46 247 852		47 185 129	46 324 732		46 265 919
EPS from continued operations	0.18	-0.01		0.37	0.29		0.51
EPS included discontinued operations	0.18	3.74		0.37	4.10		4.32
Diluted EPS from continued operations	0.17	-0.01		0.35	0.28		0.48
Diluted EPS incl. discontinued operations	0.17	3.57		0.35	3.92		4.12
EBITDA per share from continued operations	0.46	0.18		0.95	0.76		1.21
EBITDA per share incl. discontinued operations	0.46	0.24		0.95	1.11		1.56
Diluted EBITDA per share from continued operations	0.43	0.17		0.89	0.72		1.16
Diluted EBITDA per share incl. discontinued operations	0.46	0.24		0.89	1.06		1.49
Total earnings							
Profit/loss after tax	8 033	165 110	-95.1%	16 478	181 604	-90.9%	190 775
Exchange differences on foreign operations	4 514	514	777.4%	4 959	-12 745	138.9%	-19 400
Total earnings	12 546	165 625	-92.4%	21 436	168 860	-87.3%	171 375

Consolidated balance sheet

KNOK	30.09.2022	30.09.2021	30.06.2022	31.12.2021
ASSETS				
Intangible assets	88 093	33 434	92 602	30 371
Goodwill	162 135	127 707	159 565	124 641
Tangible assets	24 370	20 860	25 403	19 031
Right-of-use assets	77 353	32 952	40 030	43 241
Long term investments	5 565	4 767	5 304	4 775
Other long term receivables	1 303	15 705	1 274	15 622
Deferred tax	18 086	4 602	17 752	17 240
Non-current assets	376 906	240 026	341 930	254 921
Inventories	252 652	201 002	214 253	211 256
Accounts receivables	283 185	151 531	271 730	175 627
Prepaid expenses	27 734	21 156	25 026	16 646
Other receivables	6 059	23 725	9 895	13 885
Bank deposits	53 858	186 156	50 470	174 198
Current assets	623 488	583 570	571 373	591 612
TOTAL ASSETS	1 000 395	823 596	913 304	846 533
EQUITY AND LIABILITIES				
Share capital	27 831	27 513	27 831	27 513
Holding of own shares	-157	-124	-77	-364
Other equity	481 398	476 383	469 141	471 041
Total equity	509 071	503 772	496 895	498 190
Long term interest bearing liabilities	11 905	13 624	11 640	11 236
Long term lease liabilities	57 707	21 305	25 483	25 972
Deferred tax liabilities	28 419	7 874	26 600	8 720
Total long term liabilities	98 031	42 804	63 723	45 928
Short term interest bearing liabilities	31 539	3 435	23 354	4 768
Short term lease liabilities	19 646	11 647	14 547	16 086
Accounts payable	164 690	91 342	130 522	101 969
Taxes payable	1 219	14 557	5 933	11 717
Other short term liabilities	176 198	156 039	178 329	167 874
Total short term liabilities	393 292	277 020	352 686	302 415
TOTAL EQUITY AND LIABILITIES	1 000 395	823 596	913 304	846 533

Overview of changes in the equity

KNOK	Share capital	Treasury shares	Other paid-in equity	Translation variances	Share Option Program	Other equity	Total equity
Equity 31.12.2020	27 513	-52	351 262	66 252	440	-79 355	366 059
Purchase/sale of own shares		-313				-13 322	-13 635
Dividend 2020						-31 050	-31 050
Share Option Program					5 441		5 441
Profit this year after tax						190 775	190 775
Other comprehensive income and expenses				-19 400			-19 400
Reclassification discontinued operations				-11 028		11 028	-
Equity 31.12.2021	27 513	-364	351 262	35 824	5 881	78 076	498 190
Purchase/sale of own shares						-3 312	-3 312
Dividend 2021						-34 991	-34 991
Share Option Program					4 919		4 919
Acquisition of ALS paid in shares	318	310				22 202	22 830
Profit this year after tax						16 478	16 478
Other comprehensive income and expenses				4 958			4 958
Equity 30.09.2022	27 831	-54	351 262	40 781	10 801	78 452	509 071

Statement of cash flow

KNOK	Q3 2022	Q3 2021	YTD 2022	YTD 2021	Year 2021
Ordinary profit before tax continued operations	9 911	-452	20 729	15 010	25 899
Ordinary profit before tax discontinued operations	-	165 945	-	170 097	169 755
Net interest	1 477	363	1 823	1 598	1 935
Tax paid	-3 283	-282	-12 398	-1 990	-17 856
Share of profit, associated companies	-263	27	-399	-96	-175
Ordinary depreciation	10 441	7 026	25 618	26 151	33 431
Profit / loss on sale of fixed assets	-37	-2	-47	-795	-793
Change in inventories	-36 355	-28 600	-19 081	-60 955	-74 046
Change in receivables	-10 205	59 062	-56 336	61 249	34 601
Change in accounts payable	33 324	-15 535	25 521	10 653	22 673
Change in other accrued items	-1 001	-6 947	-6 888	1 785	30 057
Cash flow from operational activities	4 008	180 605	-21 458	222 707	225 483
Payments for fixed assets	-1 158	-1 655	-7 849	-9 324	-8 794
Investments in other companies	-	1 000	-	-3 071	-3 001
Payment from sale of fixed assets	-	-5	-	757	738
Net effect acquisitions	-25	-	-85 309	-4 200	-4 200
Net effect divestment	-	196 913	19 641	196 913	199 888
Dividends received from associated companies	-	-	-	100	100
Interest income	48	96	589	145	300
Cash flow from investment activities	-1 135	196 349	-72 928	181 319	185 033
Purchase/sale of own shares	-2 411	311	-3 312	-3 860	-13 635
Change in long-term debt	-5 708	-16 636	-15 411	-53 650	-55 598
Change in overdraft	9 546	-197 590	28 626	-202 112	-208 080
Interest expenses	-1 525	-459	-2 412	-1 743	-2 235
Dividend paid	-	-	-34 991	-31 050	-31 050
Cash flow from financing activities	-98	-214 374	-27 500	-292 415	-310 598
Net change in liquid assets	2 775	162 580	-121 887	111 612	99 917
Cash and cash equivalents at the start of the period	50 470	23 589	174 198	75 007	75 007
Effect of foreign exchange rate fluctuations on foreign currency deposits	612	-12	1 546	-463	-727
Cash and cash equivalents at the end of the period	53 858	186 156	53 858	186 156	174 198
Cash and cash equivalents at the end of the period discontinued operations	-	-	-	-	-
Cash and cash equivalents at the end of the period continued operations	53 858	186 156	53 858	186 156	174 198

Key figures

KNOK	Q3 2022	Q2 2022	Q1 2022	Q4 2021	Q3 2021	YTD 2022	YTD 2021
Income statement							
Operating revenue continued operations	345 884	320 849	300 679	284 181	196 363	967 412	697 157
EBITDA continued operations	20 669	9 813	11 505	20 062	7 953	41 986	33 563
EBITA continued operations	14 446	3 995	6 505	14 499	3 316	24 945	20 408
Operating profit EBIT continued operations	10 228	1 387	4 754	12 782	1 409	16 369	14 723
Ordinary profit before tax (EBT) continued operations	9 911	7 305	3 514	10 889	-452	20 729	15 010
Profit/loss after tax continued operations	8 033	5 274	3 171	9 513	-345	16 478	12 844
EBITDA-margin	6.0%	3.1%	3.8%	7.1%	4.1%	4.3%	4.8%
EBT-margin	2.9%	2.3%	1.2%	3.8%	-0.2%	2.1%	2.2%
Balance sheet							
Non-current assets	376 906	341 930	228 508	254 921	240 026	376 906	240 026
Current assets	623 488	571 373	616 449	591 612	583 570	623 488	583 570
Total assets	1 000 395	913 304	844 957	846 533	823 596	1 000 395	823 596
Total equity	509 071	496 895	492 200	498 190	503 772	509 071	503 772
Total long term liabilities	98 031	63 723	49 445	45 928	42 804	98 031	42 804
Total short term liabilities	393 292	352 686	303 312	302 415	277 020	393 292	277 020
Working capital	371 147	355 461	287 620	284 913	261 191	371 147	261 191
Equity ratio	50.9%	54.4%	58.3%	58.9%	61.2%	50.9%	61.2%
Liquidity ratio	158.5%	162.0%	203.2%	195.6%	210.7%	158.5%	210.7%
Net interest bearing debt	66 939	24 555	-141 462	-116 136	-136 145	66 939	-136 145
Net leverage multiples	1.08	0.50	-2.75	-2.17	-2.55	1.08	-2.55
Cash Flow							
Cash flow from operational activities	4 008	-37 317	11 851	6 975	180 605	-21 458	222 707
Net change in liquid assets	2 775	-146 502	21 840	-11 695	162 580	-121 887	111 612
Share information							
Number of shares	44 888 352	44 888 352	44 376 040	44 376 040	44 376 040	44 888 352	44 376 040
Weighted average shares outstanding	44 740 494	44 080 320	43 723 395	44 016 397	44 172 852	44 185 129	44 249 732
EBT per shares continued operations	0.22	0.17	0.08	0.25	-0.01	0.47	0.34
Earnings per share continued operations	0.18	0.12	0.07	0.22	-0.01	0.37	0.29
Earnings per share. adjusted *	0.27	0.18	0.11	0.26	0.04	0.57	0.42
Equity per share	11.38	11.27	11.26	11.32	11.40	11.52	11.38
Dividend per share		0.80				0.80	0.70
Employees							
Number of employees (end of period)	517	513	418	400	402	517	402
Average number of employees	515	451	409	401	401	458	437
IFRS 16 effects continued operations							
Reduced OPEX	5 179	4 685	4 107	4 003	3 658	13 971	10 256
Increased depreciation	4 310	4 489	3 915	3 679	3 518	12 714	9 796
Increased interest expenses	869	197	192	325	140	1 257	460
EBT	-	-	-	-	-	-	-
Cash flow from operational activities	5 179	4 685	4 107	4 003	3 658	13 971	10 256
Cash flow from financing activities	-5 179	-4 685	-4 107	-4 003	-3 658	-13 971	-10 256

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 2021.

Note 2 Key accounting principles

The accounting principles for the report are described in note 2 in the annual financial statements for 2021. The Group financial statements for 2021 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 31.12.2021. The quarterly report and the interim financial statements have not been revised by auditor.

Note 3 Segment information

Reporting segments

	Q3 2022			Q3 2021			YTD 2022			YTD 2021			Year 2021		
MNOK	Revenue	EBITDA	EBT	Revenue	EBITDA	EBT	Revenue	EBITDA	EBT	Revenue	EBITDA	EBT	Revenue	EBITDA	EBT
Nordics	154.3	11.6	10.1	139.1	15.8	13.4	561.3	49.2	44.1	491.0	56.0	48.8	695.5	77.0	66.0
Rest of Europe incl. R&D	191.6	18.4	9.1	57.3	-2.5	-6.6	406.1	25.7	5.9	212.4	2.3	-9.7	293.1	14.6	-1.9
ASA/Elim	-	-9.3	-9.3	-	-5.4	-7.3	-	-32.9	-29.2	-6.2	-24.8	-24.1	-7.2	-38.0	-38.2
Total	345.9	20.7	9.9	196.4	8.0	-0.5	967.4	42.0	20.7	697.2	33.6	15.0	981.3	53.6	25.9

Operating revenue by product and service

	Q3 2022		Q3 2021		YTD 2022		YTD 2021		Year 2021	
MNOK	New sales	Service *	New sales	Service *	New sales	Service *	New sales	Service *	New sales	Service *
Nordics	96.1	58.2	77.3	61.7	375.8	185.5	303.5	187.5	442.7	252.9
Rest of Europe incl. R&D	51.8	139.9	33.4	23.9	181.1	225.0	154.4	58.0	195.6	97.5
Elim / ASA	-	-	-	-	-	-	-6.2	-	-7.2	-
Total	147.8	198.0	110.7	85.7	556.9	410.5	451.7	245.5	631.1	350.3

) Service and licenses

Note 4 Related parties

No significant transactions between the Group and related parties had taken place per 30 September 2022.

Note 5 Acquisition of ALS

June 1, 2022, StrongPoint ASA acquired 100% of the shares in Air Link Group Ltd with subsidiaries.

UK has been identified as a very interesting market for StrongPoint solutions. The online grocery penetration is higher than in the rest of Europe, putting constantly pressure on the profit margins in the brick-and-mortar stores

ALS has 25 years of experience handling installation, service, construction and refurbishment for large grocery retailers in UK and Ireland. In the 2025 strategy, sale of StrongPoint solutions to the area was included, but it was estimated that the installation and service were to be handled by a sub-supplier. The ALS acquisition enables StrongPoint to include this revenue as part of the 2025 ordinary business. The acquisition will enable StrongPoint to have access to the largest grocery retail customers, making it easier to access and sell the solutions with comfort that the business critical systems will be supported by on-the-ground resources.

The acquisition analysis is based on preliminary figures per 31 May 2022.

Allocation of excess values related to acquisition in 2022 distributed as follows:

KNOK	
Assets	
Deferred tax assets	27
Fixed assets	1 901
Leased assets	38 299
Other investments	389
Cash and cash equivalents	4 192
Receivables	52 796
Inventories	18 472
	116 075
Liabilities	
Leasing liabilities	38 299
Accounts payable	35 269
Other short term debt	16 024
	89 592
Net identifiable assets at fair value	26 483
Branding	10 000
Customers relations	56 000
Goodwill	40 350
Deferred tax assets	16 500
Purchase amount	116 334
Cash	89 530
To be paid in Q4 2022	3 973
Shares in StrongPoint	22 830
Purchase amount	116 334
Paid in cash	89 530
Cash received	-4 221
Net cash out	85 309

The acquired companies contributed with the following revenue and profit before tax for the period between the acquisition and 30.09.2022:

KNOK	
Revenue	140 673
Profit before tax	19 686

Proforma: If the acquisitions had been completed as at 01.01.2022, the Group's total revenue and ordinary profit before tax had been:

KNOK	
Revenue	1 085 710
Profit before tax	24 223

There are identified intangible assets related to customers of KNOK 56,000 and branding of KNOK 10,000. The intangible assets for customers will be written off over 7 years and 5 years for branding.

Included in the value of goodwill is employees with special skills and expected synergies with StrongPoint's existing business. These intangible assets do not meet the recognition criteria in IAS 38 and are therefore not recorded separately. Recorded goodwill is allocated to the cash-generating unit ALS. Goodwill is not amortized but subject to impairment tests annually.

Note 6 Discontinued operations

StrongPoint Labels reporting segment was announced divested in June 2021. The Swedish part of the transaction was closed July 1, and the Norwegian part was closed September 1. Following IFRS, the financial figures for the reporting segments are reported as "Profit from discontinued operations" below tax in the financial statement and removed from the comparison figures in other tables.

P&L from discontinued operations

KNOK	Q3 2021	YTD 2021	Year 2021
Operating revenue	10 324	110 144	110 144
Cost of goods sold	4 635	53 177	53 177
Payroll	2 043	31 766	31 766
Other operating expenses	930	9 690	9 690
Total operating expenses	7 607	94 633	94 633
EBITDA	2 717	15 512	15 512
Depreciation tangible assets	481	7 090	7 090
Depreciation intangible assets	-	221	221
EBIT	2 235	8 201	8 201
Interest expenses	21	339	339
Other financial expenses/currency differences	-	1 495	1 495
Profit on sale of discontinued operations	163 731	163 731	163 389
EBT	165 945	170 097	169 755
Taxes	490	1 337	1 337
Profit from discontinued operations	165 455	168 760	168 418

StrongPoint | Q3 and YTD 2022

Note 7 Top 20 shareholders per 30 September 2022

No.	Name	No. of shares	%
1	STRØMSTANGEN AS	3 933 092	8.76
2	SOLE ACTIVE AS	2 221 717	4.95
3	HSBC BANK PLC	1 976 000	4.40
4	V. EIENDOM HOLDING AS	1 865 000	4.15
5	PICTET & CIE (EUROPE) S.A.	1 641 821	3.66
6	NORDNET BANK AB	1 516 001	3.38
7	ZETTERBERG, GEORG (incl. fully owned companies)	1 360 000	3.03
8	AVANZA BANK AB	1 268 096	2.83
9	RING, JAN	1 176 648	2.62
10	VERDADERO AS	929 415	2.07
11	VERDIPAPIRFONDET DNB SMB	887 033	1.98
12	EVENSEN, TOR COLKA	840 900	1.87
13	WAALER AS	780 300	1.74
14	HAUSTA INVESTOR AS	700 000	1.56
15	JOHANSEN, STEIN	570 000	1.27
16	MP PENSJON PK	561 402	1.25
17	BNP PARIBAS SECURITIES SERVICES	535 540	1.19
18	ALS KINGFISHER LIMITED [2]	506 156	1.13
19	EUROPEAN RETAIL ENGINEERING LIMITED [2]	506 156	1.13
20	MORGAN STANLEY & CO. INTERNATIONAL	439 909	0.98
	Sum 20 largest shareholders	24 215 186	53.95
	Sum 2 512 other shareholders	20 673 166	46.05
	Sum all 2 532 shareholders	44 888 352	100.00

[1] The shares to ALS Kingfisher Limited and European Retail Engineering Limited have not yet been issued to their VPS accounts.
[2] The issuance of 512,312 new shares were registered with the Norwegian Register of Business Enterprises 04 June 2022. These shares have not been registered in VPS yet, but are included here.

Note 8 Share option program

Total costs and Social Security Provisions	2020	2021	Q1 2022	Q2 2022	Q3 2022	Total
Total IFRS cost	440	5 441	1 143	1 735	2 041	10 801
Total Social security provisions	36	737	- 296	- 477	61	61

Granted instruments Activity	Number of instruments	Weighted Average Strike Price
Outstanding OB (01.01.2022)	2 075 000	24.14
Granted	1 100 000	22.71
Exercised	- 50 000	17.31
Terminated	- 125 000	17.31
Outstanding CB (30.09.2022)	3 000 000	24.01
Vested CB	- 212 500	17.31

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 in the event that the Company is not capable of delivering Shares following an exercise of Options, the Company shall fulfil its obligations under this Agreement through a cash-out.

Vesting period:

The options will vest over three years, with 1/4 vesting after one year, 1/4 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 and profit from AC, Service companies
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 Debt / 12 months rolling operating revenue
Net change in liquid assets	The total changes in cash flow from operational activities, investment activities and financing activities
Discontinued operations	Divested Cash Security reporting segment December 2020. Divested Labels reporting segment Q3 2021.

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