

StrongPoint Q4 2025

12 February 2026



Agenda

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Customer success

Q4 2025 financials

Outlook



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Chief Executive Officer



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Chief Financial Officer

Highlights

Financial highlights Q4 and FY2025

- Revenue:
 - Q4: 342 MNOK (+1%)
 - FY 2025: 1,359 MNOK (+4%),
- Recurring revenue* 385 MNOK: +7%
- EBITDA:
 - Q4:
 - Reported: -5 MNOK (5 MNOK)
 - Adjusted (excl one-off): 2 MNOK
 - FY 2025:
 - Reported: 26 MNOK (2 MNOK)
 - Adjusted (excl one-off): 33 MNOK
- Cash flow from operations: +2 MNOK

Customer success

- Swedish retailer EKO rolling out StrongPoint's ShopFlow Logistics in all their stores
- Vensafe proof of concepts in the UK continue with a total of five leading grocery retailers, with several now expanding or evaluating next steps
- Launched 'Shelf-Verified' Order Picking solution leveraging Vusion's on-shelf cameras

About StrongPoint



StrongPoint at a glance



1.35 Bn NOK annual revenue



385 MNOK recurring revenue



>80% revenue from grocery retailers



~500 team across Europe



Proprietary SaaS solutions built by in-house development team

Our purpose:
**We make grocery
retailers more
efficient and
sustainable**

Solutions solving 5 **grocery** challenges and opportunities

01 E-COMMERCE FULFILLMENT

- SaaS-based E-Commerce Platform
- Click & Collect and Home Delivery
- AutoStore automation

03 STORE EFFICIENCY

- SaaS-based task management software
- Next generation AI-powered Self-Checkout
- Self-Scanning

04 PRICING & PROMOTIONS

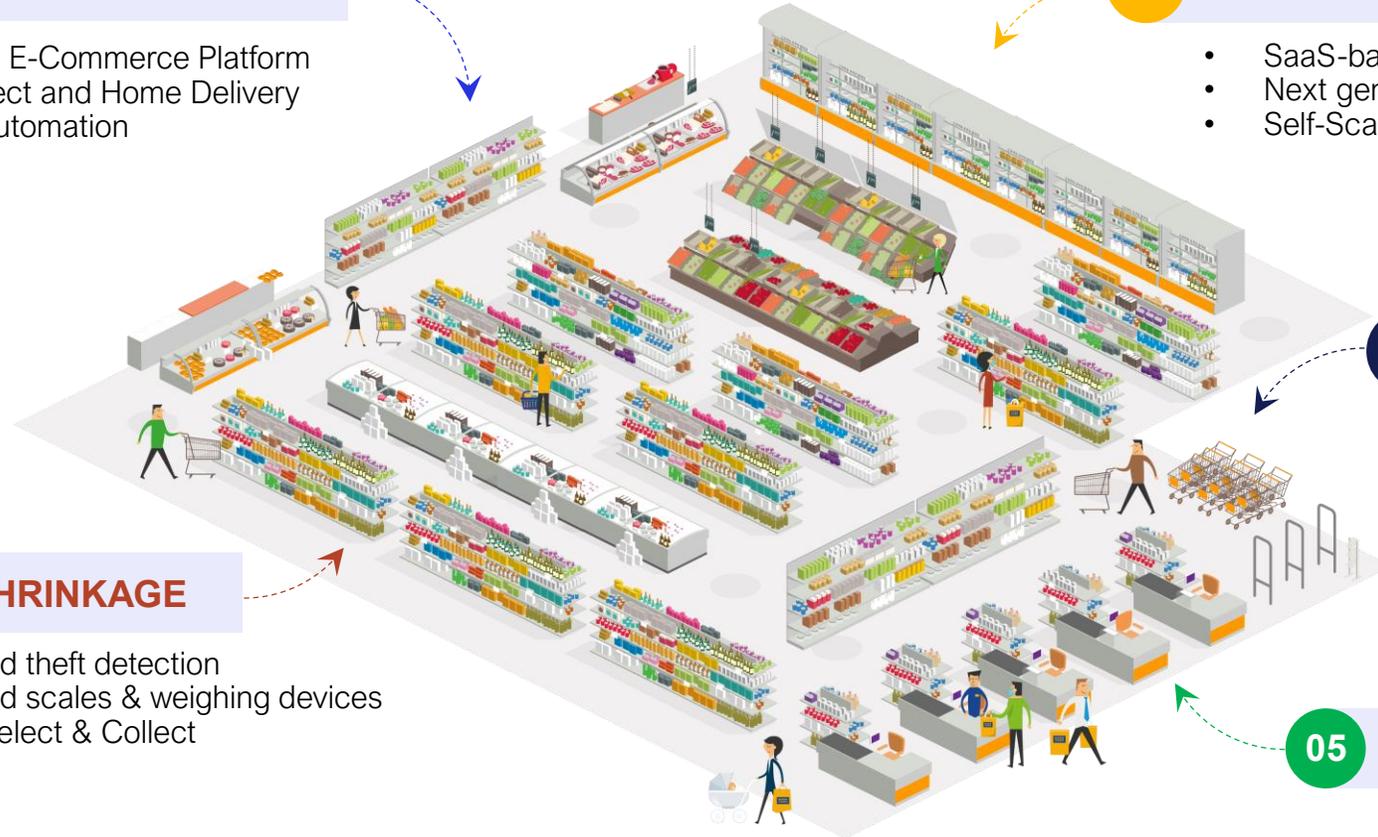
- Electronic Shelf Labels
- At-shelf digital promotions
- In-store retail media advertising

02 THEFT & SHRINKAGE

- AI-powered theft detection
- AI-powered scales & weighing devices
- Vensafe Select & Collect

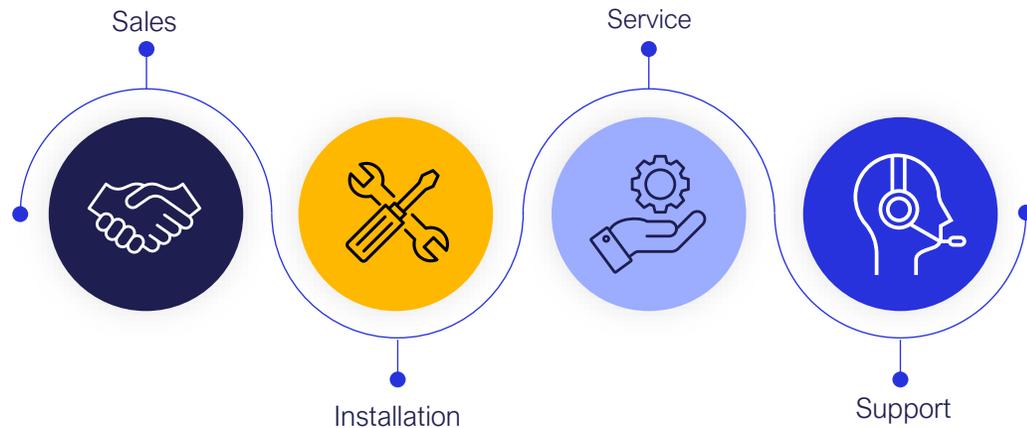
05 CASH HANDLING

- CashGuard
- Developing next-generation cash automation solution



Where we operate

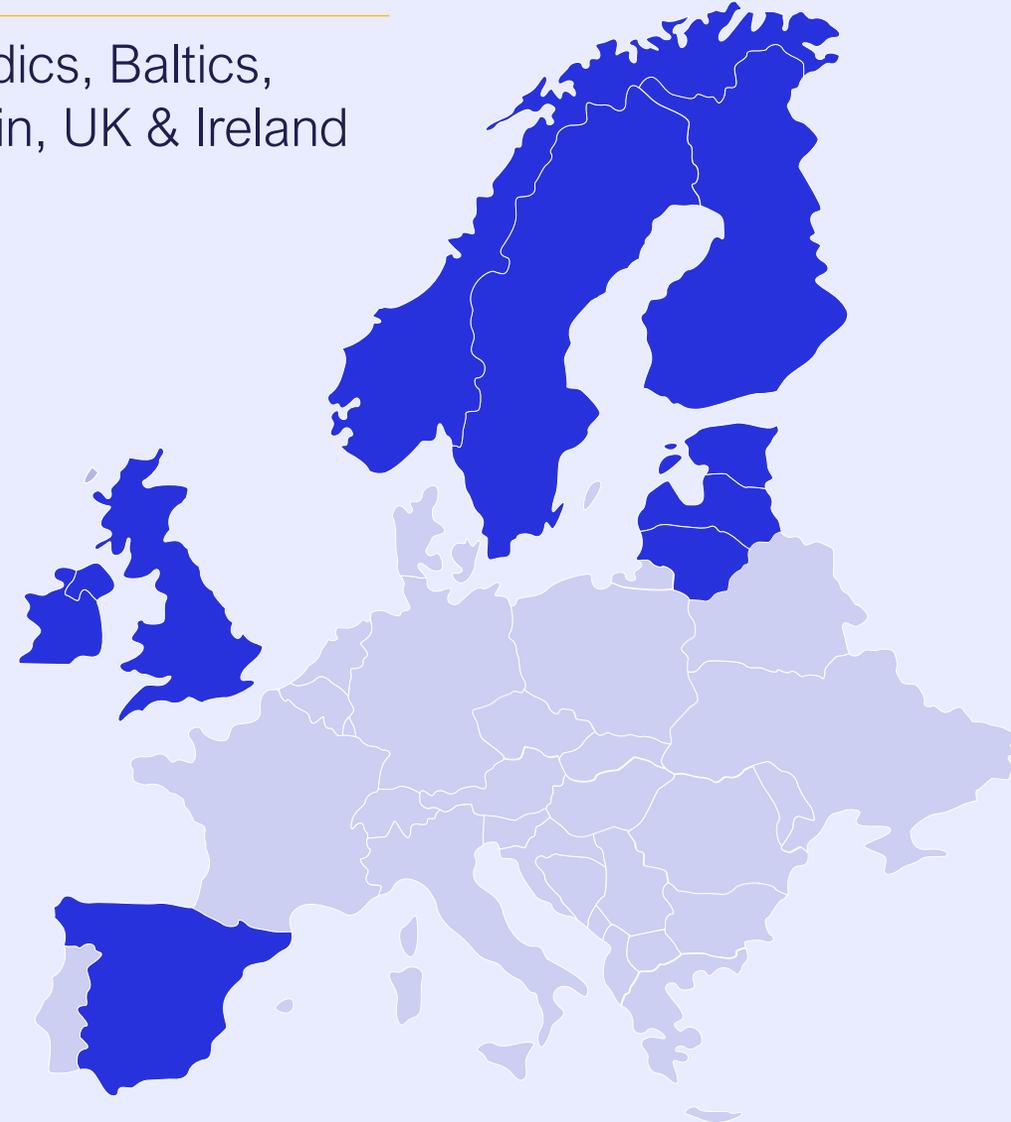
- Direct operations in 9 core countries with full local support from sales to service
- Managing entire value chain = capture more revenue and build deeper customer intimacy



In addition, support grocery retailers with software and products in **20 other countries** with support from our partner network

Our Core Markets:

Nordics, Baltics,
Spain, UK & Ireland



Customer success



Expanded partnership with EKO in Sweden

- Leading retailer in Sweden EKO chose ShopFlow Logistics and rolling out to all their stores in 2026
- ShopFlow Logistics is a cloud-based solution designed by StrongPoint for in-store logistics management
- Example of StrongPoint capitalizing on already existing CashGuard customer



Vensafe pilots continue in UK

- Five leading UK-based grocery retailers with Vensafe proof-of-concept installations
- Two grocery retailers are currently reviewing their results as part of their evaluation process



Multifaceted partnership with

Vusion

From ESL provider to digitalizing the store

- Global leader in Electronic Shelf Label market
- As well as: EdgeSense, shelf-edge cameras Capatana, Retail Media platform and others

De facto broader geographic coverage

- Reseller rights for all Electronic Shelf Labels – and more – across all StrongPoint markets
- Broader geographic scope than previous partnership

Deep E-commerce collaboration

- Mutual promotion of solutions with new and existing customers
- Joint product roadmap and deeper integration with StrongPoint's Order Picking

Shelf-Verified Order Picking launched

- StrongPoint launched 'Shelf-Verified' Order Picking solution leveraging Vusion's shelf edge camera, Captana enabling grocery retailers to know exactly what is on the shelf in the store real time
- Allows for better shelf availability and increases order quality fulfilment of e-commerce orders
- Allows grocery retailers to capitalize on quick-commerce opportunity by being able to show real time availability of goods



StrongPoint & **Vusion**

Updates on: Order Picking and CashGuard Connect

Order Picking with: **Sainsbury's**

- StrongPoint's Order Picking solution was selected by Sainsbury's, UK's second largest grocery chain
- At the end of Q4, the Order Picking solution was live in a double-digit number of stores
- We are working closely with the customer to ensure a successful roll-out of our solution over the months and quarters to come

CashGuard Connect:

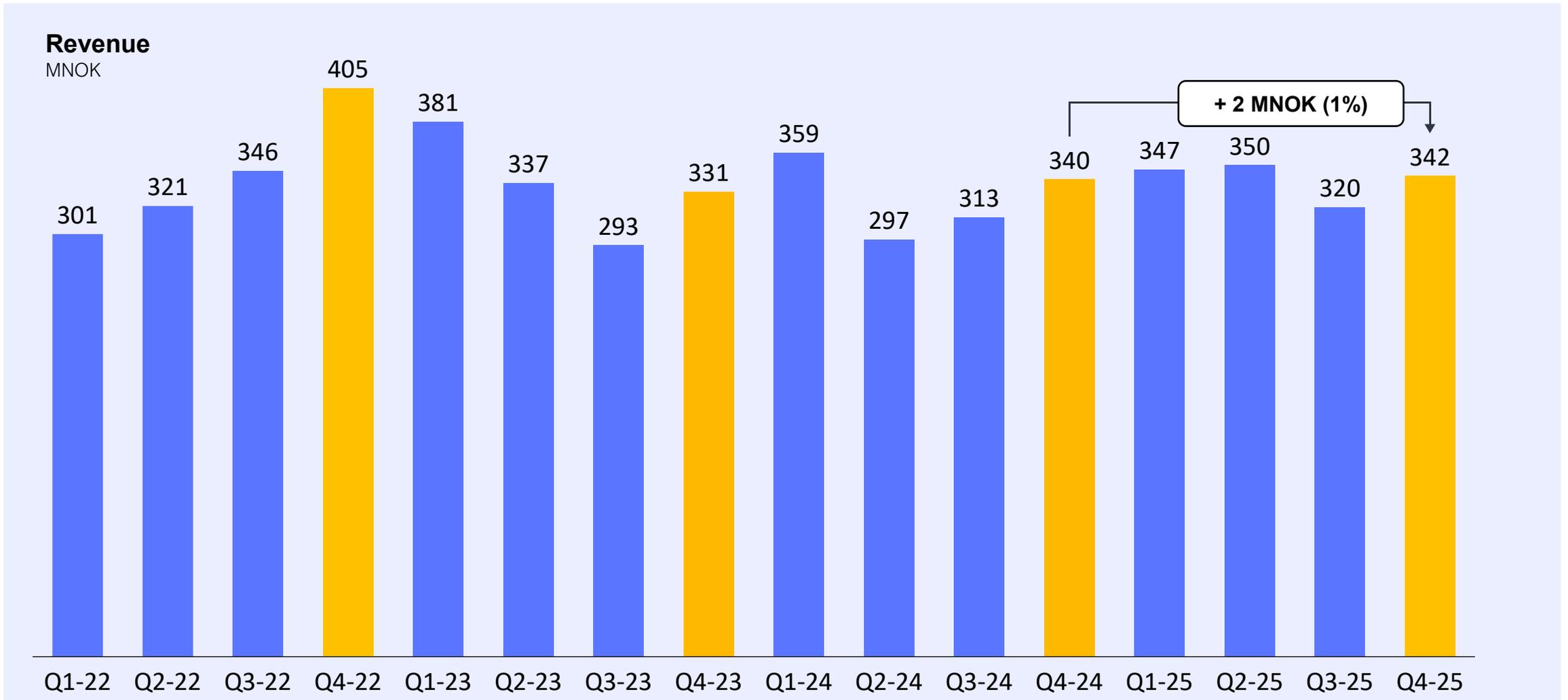


- Several grocery retailers with interest in CashGuard Connect, a ground-breaking closed cash loop solution
- Progressing well with manufacturing setup
- Partner co-developing the solution Hart Automation S.L. into insolvency proceedings
- CashGuard Connect with the potential to become a defining solution for the Spanish market and other cash rich markets

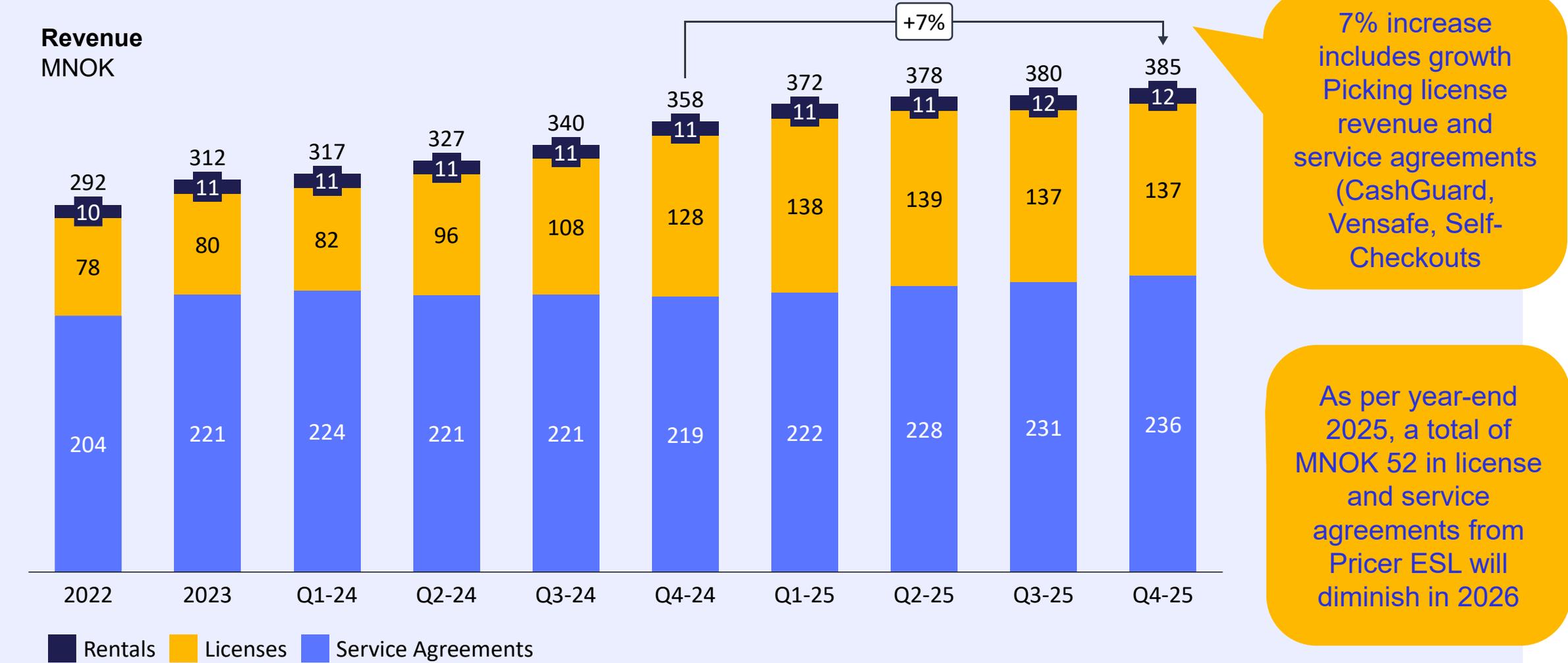
Q4 2025 financials



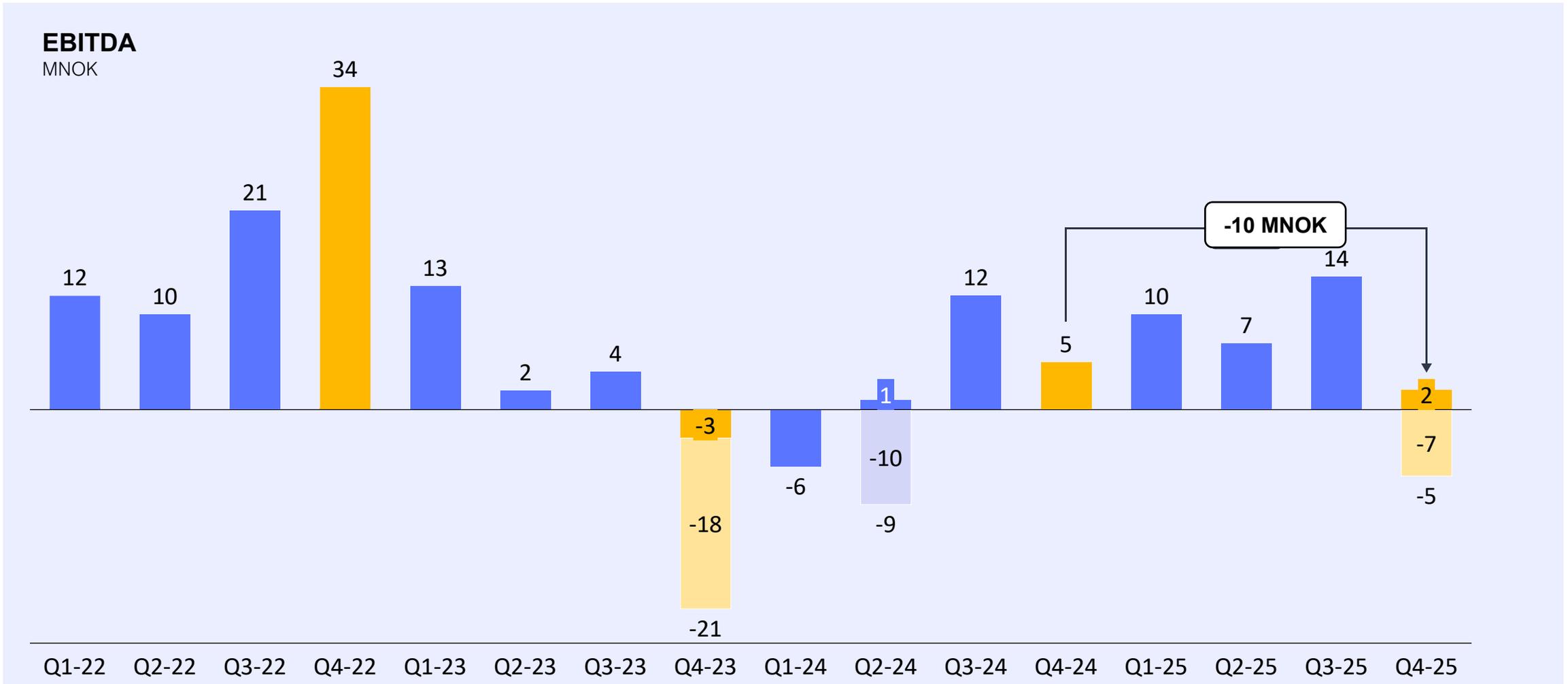
4th quarter revenue



Total recurring revenue (12 months rolling)

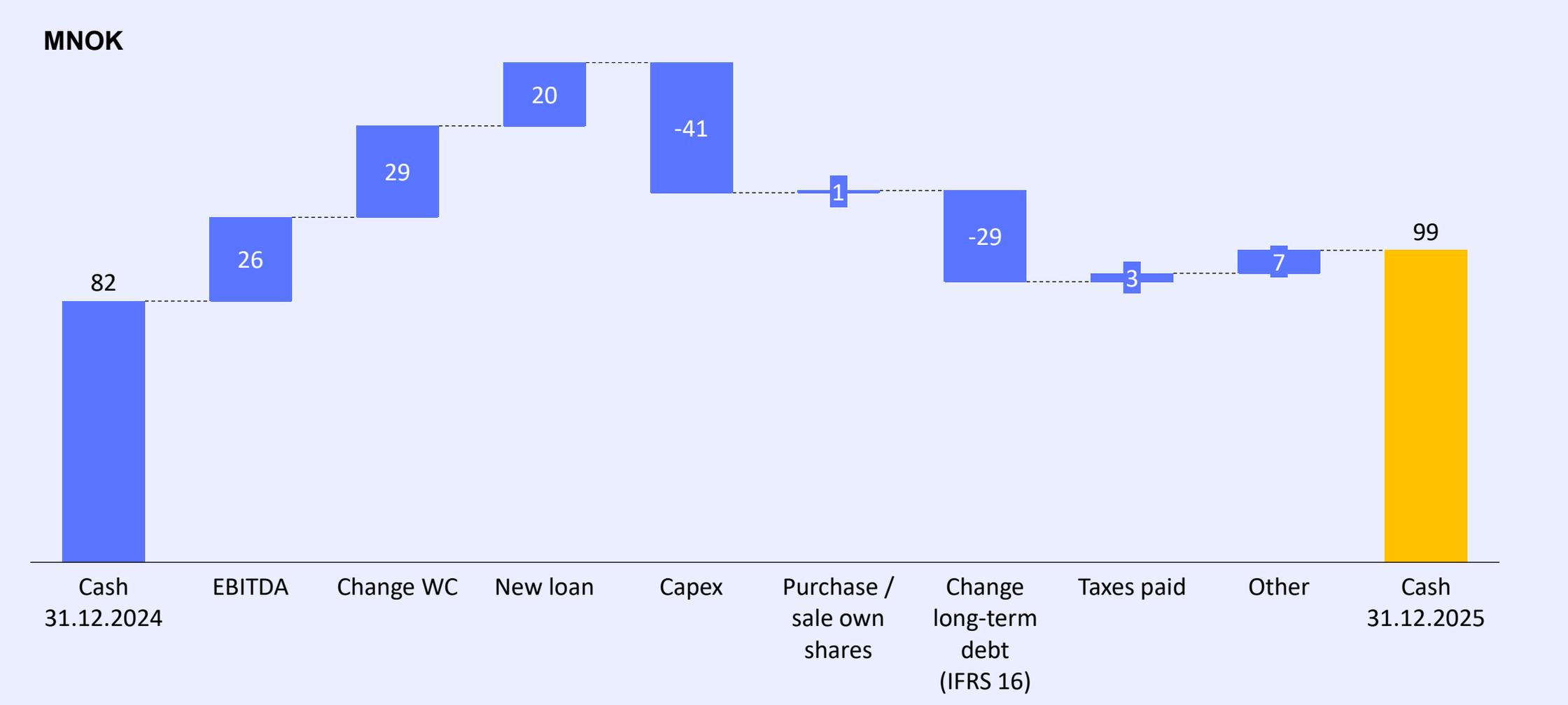


4th quarter EBITDA

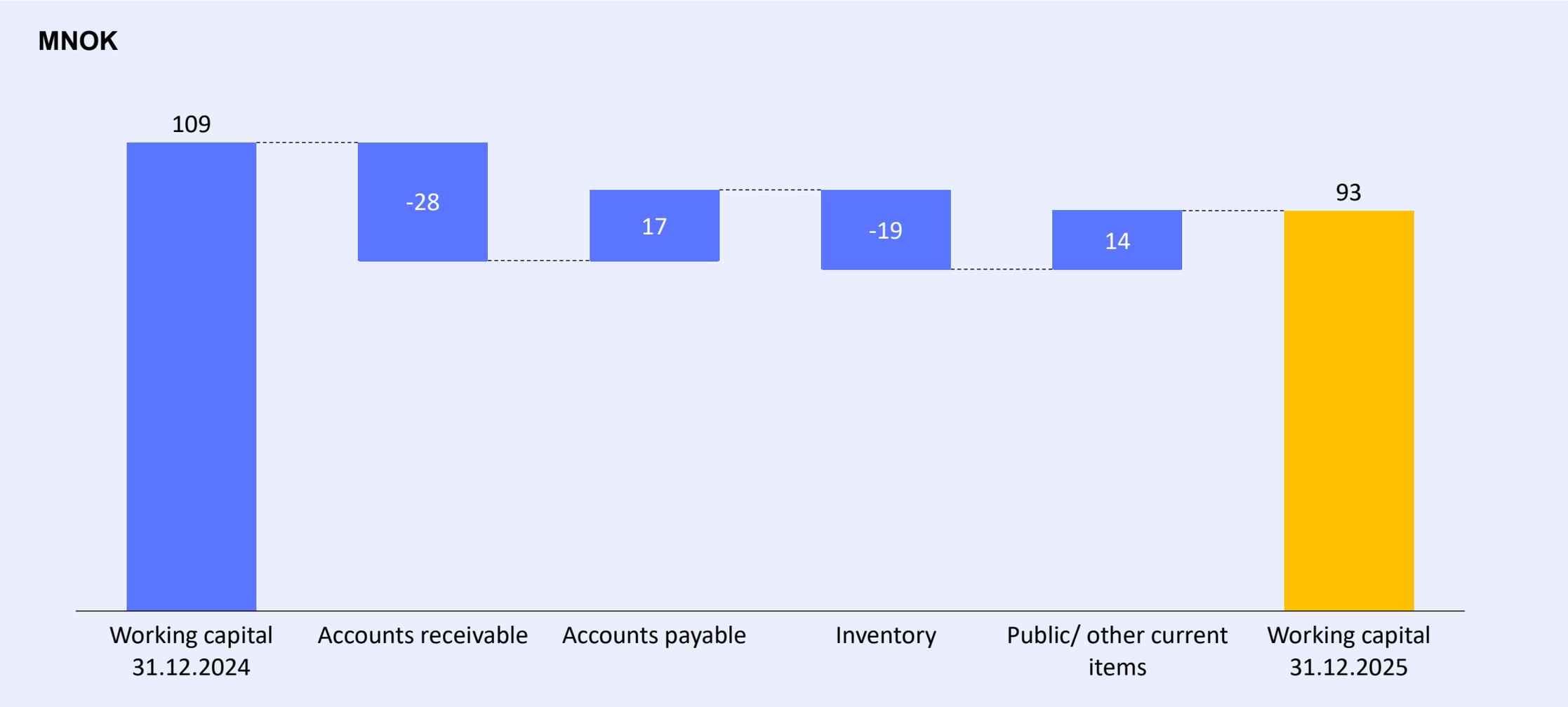


The Q4 2023 EBITDA reported was -20.6 MNOK, including non-recurring restructuring and M&A costs of 7.3 MNOK and write-downs 10.6 MNOK. Excluding these adjustments, the Q4 2023 EBITDA adjusted was -2.7 MNOK.
 The Q2 2024 EBITDA reported was -9.1 MNOK, including non-recurring restructuring costs of 10 MNOK. Excluding these adjustments, the Q2 2024 EBITDA adjusted was 0.9 MNOK.
 The Q4 2025 EBITDA reported was -4.9 MNOK, including non-recurring restructuring costs of 7 MNOK. Excluding these adjustments, the Q4 2025 EBITDA adjusted was 2.1 MNOK.

Cash Flow movements in 2025

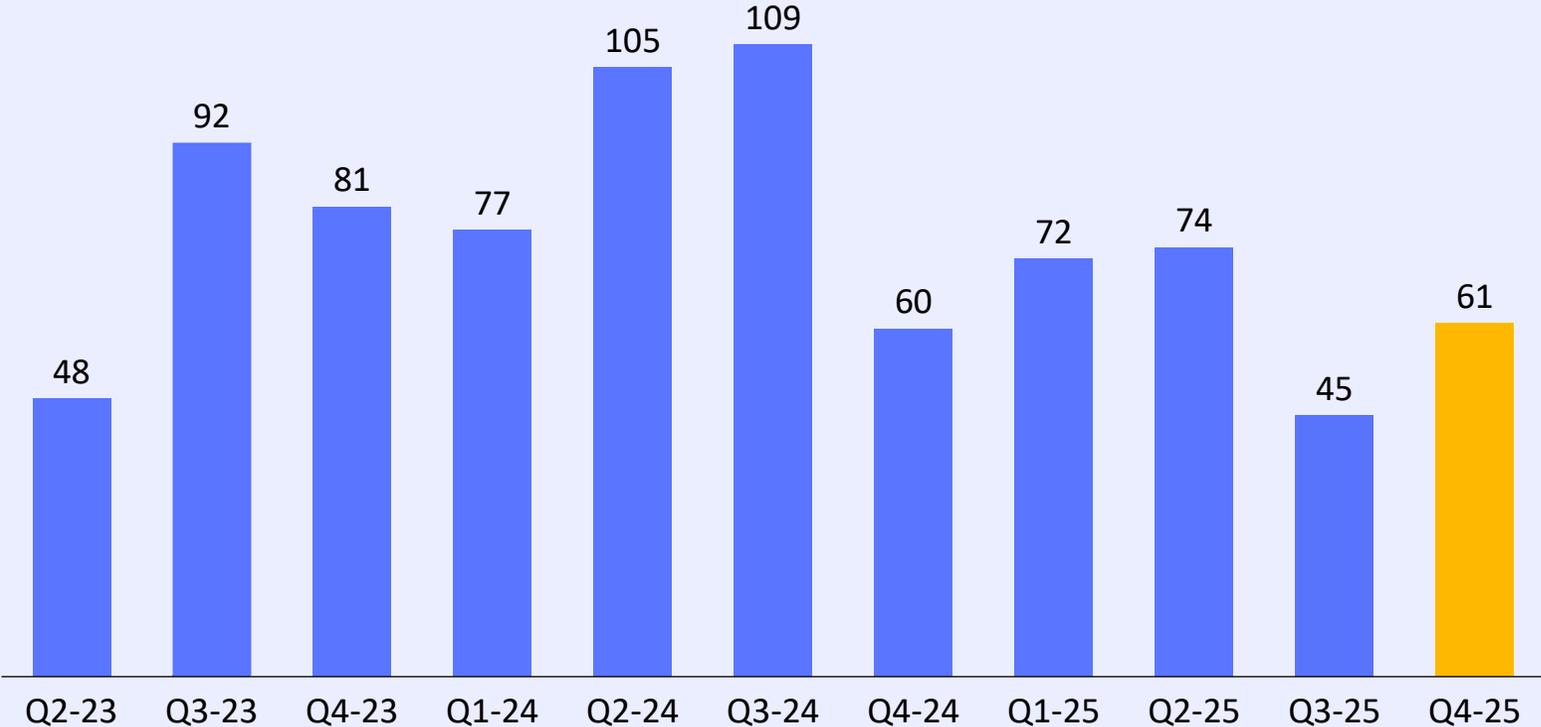


Changes in main working capital items in 2025



Net interest-bearing debt

Net interest-bearing debt
MNOK



Disposable funds of NOK 99 million as per Q4 2025. (NOK 112 million as per Q3 2025)

Net interest-bearing debt includes interest-bearing bank loans, financial lease and IFRS 16 car leasing. See the quarterly report for an overview of each component comprising net interest-bearing debt.

Outlook



Outlook

Long-term:

- Building and sustaining Customer Intimacy, getting grocery retailers' trust in bringing our diverse solution portfolio to market
 - Strong market characteristics for retail technology and digitalization long-term, especially with global SaaS E-Commerce opportunities
 - Healthy revenue growth, >10% EBITDA margin
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Next presentation

- Investor update 12 March 2026 at ABG in Oslo
- Q1 2026 presentation and AGM, 29 April 2026

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Thank you

