



**Q2 2021**

CEO Jacob Tveraabak

CFO Hilde Horn Gilen

July 14, 2021



## Agenda

- Intro
- Highlights Q2 2021
- Other key financial figures

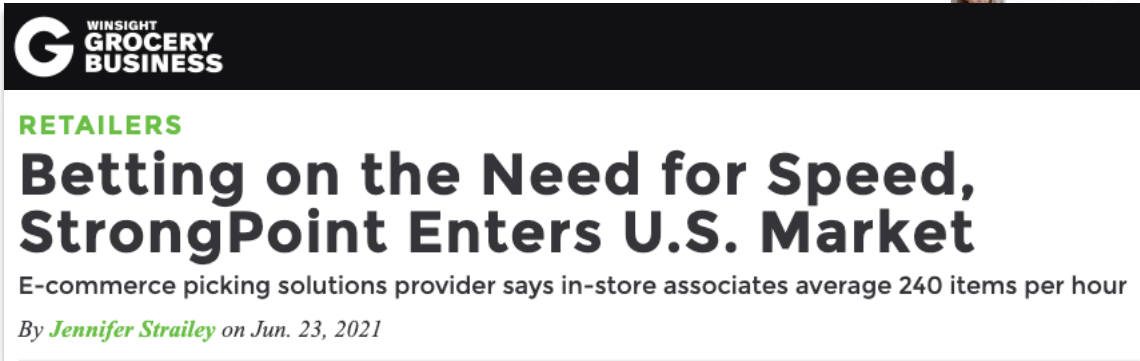
# Riding the wave of grocery e-commerce

FINANCIAL TIMES

How grocery retailers are boosting their order pickers' efficiency to stay profitable

## Vil ha robotrevolusjon i matbutikker

Halodi Robotics og StrongPoint skal utvikle roboter for å gjøre repetitive oppgaver i matbutikken. Nå jakter robotselskapet 100 millioner kroner før en børsnotering til neste år.



# E-commerce growth providing a “double opportunity” for StrongPoint

## E-COMMERCE

### Retailers' needs

1. **In-store:** Pressure on brick & mortar retailers' margin



### Opportunity for StrongPoint

*Technology solutions in-store to improve retailers' productivity, provide safe shopping and hence uphold margins*

2. **E-commerce:** Pressure to develop online presence



*World-class e-commerce solutions for picking and delivery*

# Purpose

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

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# Focus on grocery retail

## Retail

Solutions that increase efficiency and improve the shopping experience in-store and online

We have a focus on the resilient *grocery retail* sector with spillover effects to other retail verticals



plusfrésc:  
de Lleida

SPAR

joker



NorgesGruppen

WILLY:S

Bergendahls

Axfood

ICA

BARBORA

coop

coop

coop

fotex

Norge

ALIMERKA

axfood Snabbgross



EXTRA

Glovo? Matkroken

REMA 1000



Grupo MAS

MENY

KIWI mini pris

MAXIMA

coop mega

coop marked

coop prix

Rimi

Obs

Hemköp

BUNNPRIS

coop

# Reiterating StrongPoint's 2025 financial ambitions

**NOK 2.5 bn in 2025**

**EBITDA 13-15%**

# Highlights

## Q2 2021



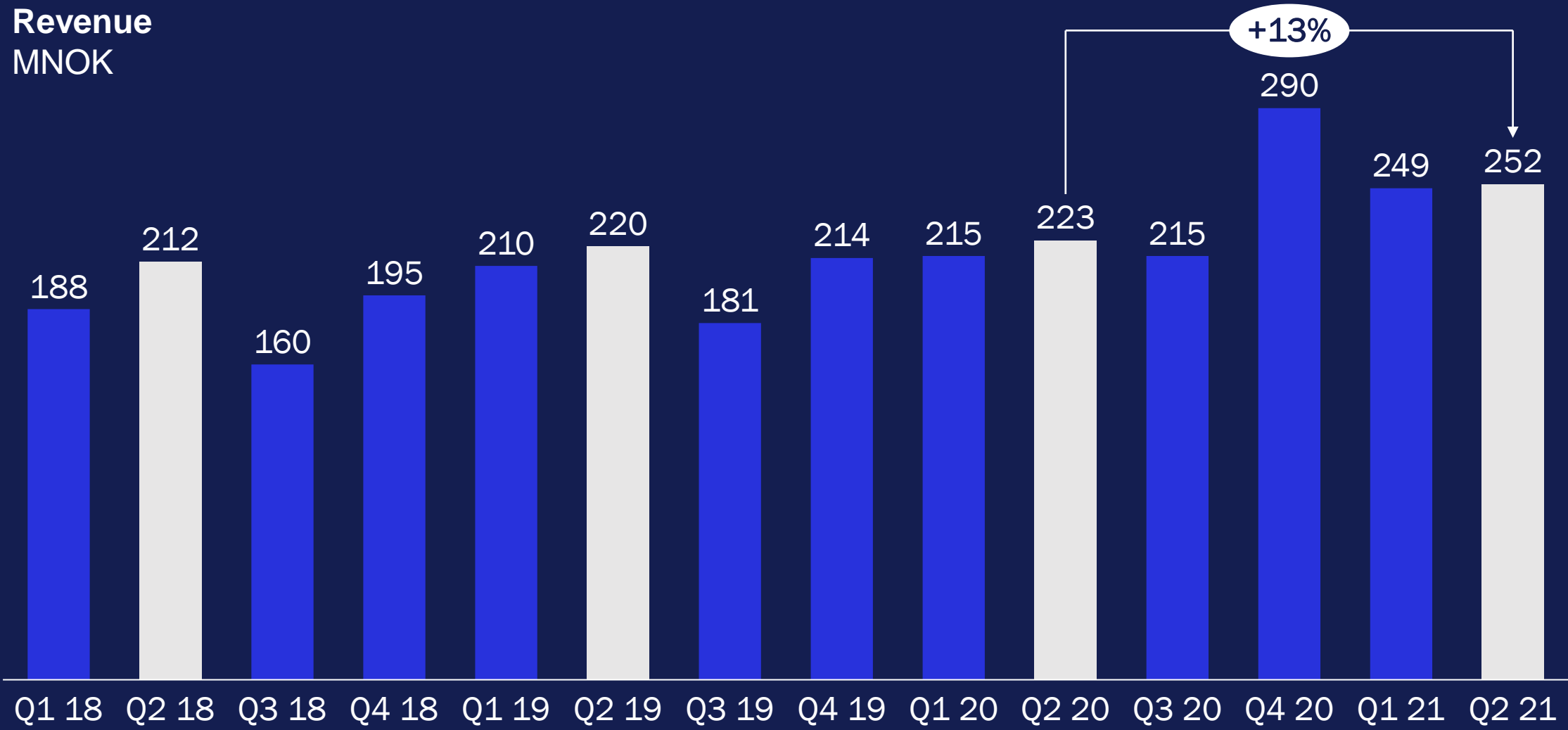
# Highlights Q2 2021

- 1** Solid revenue growth. EBITDA negatively impacted by Spain
- 2** Continued customer success in priority areas
- 3** Steady progress on the 2025 strategic ambitions



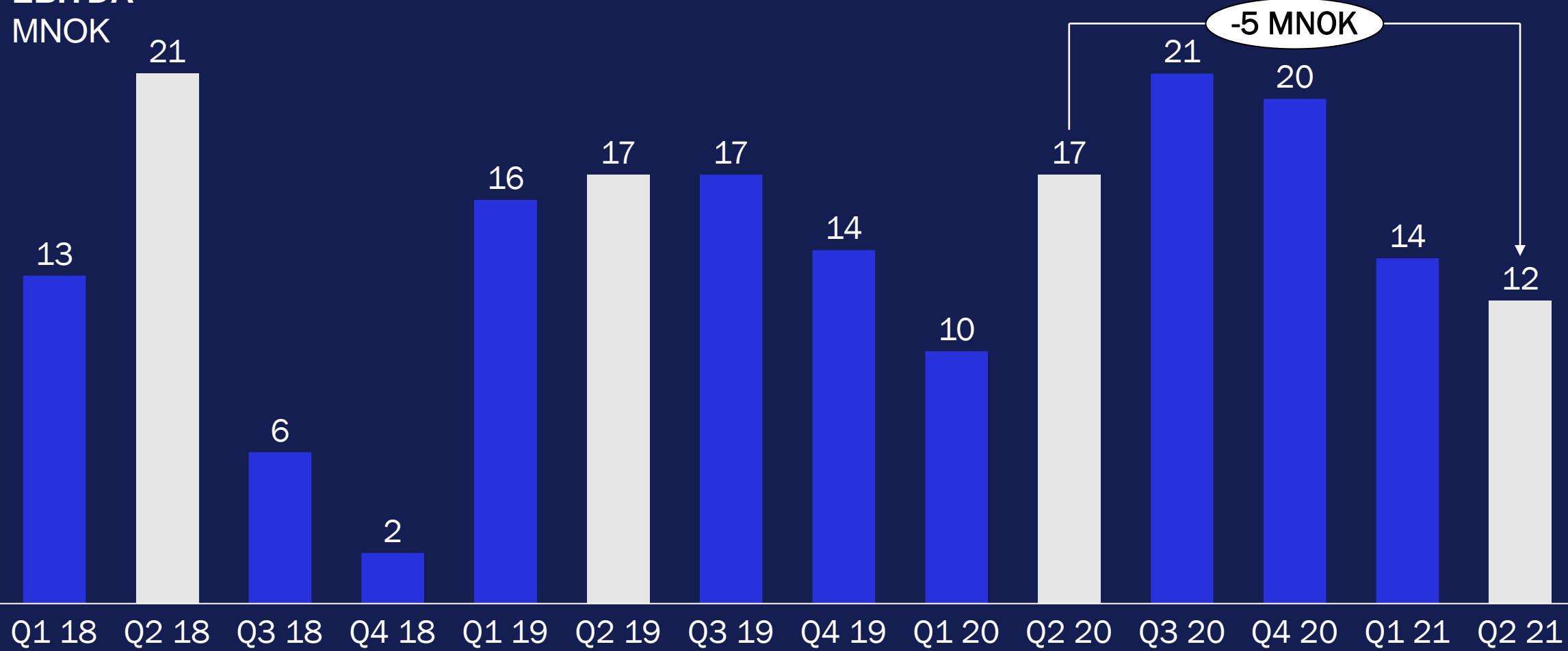
# 2nd quarter revenue: Solid revenue growth

Revenue  
MNOK



# 2nd quarter profitability: EBITDA negatively impacted by Spain

EBITDA  
MNOK

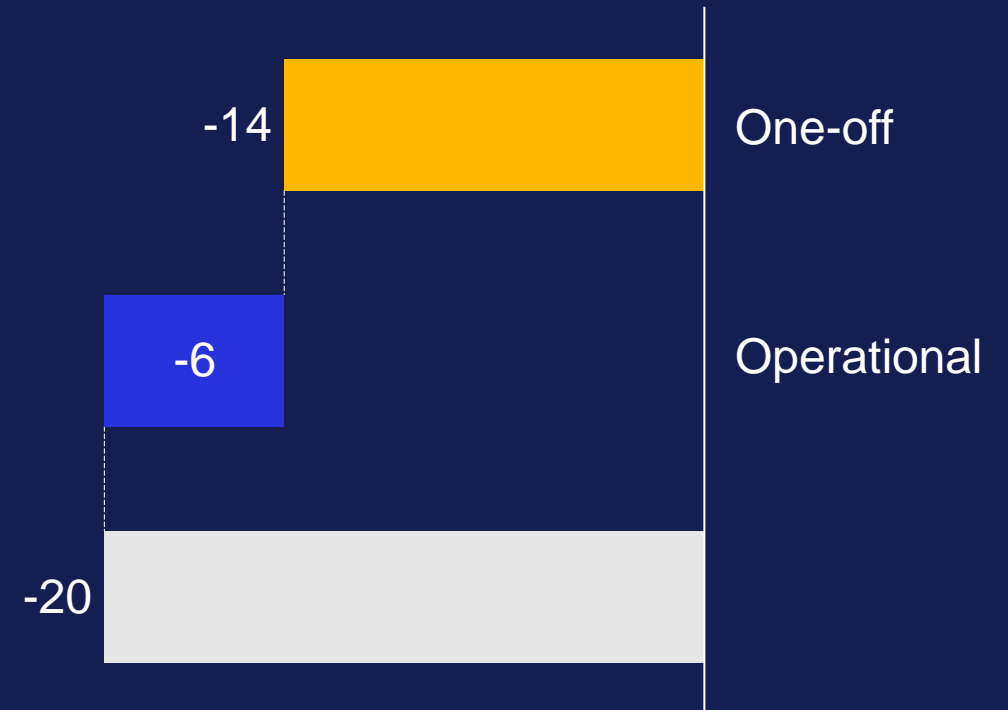


## 2nd quarter profitability: Spain deep dive

### Comments related to Spain

- Exceptional one-off, required write-down of Cash Management inventory
- Cash Management sales [still] not close to pre-pandemic levels, but growing
- Grocery retail technology deliveries commencing in Q3 and beyond

### EBITDA impact Q2 from Spain MNOK



## Continued customer success in priority areas



- Multiple sales orders announced in Norway for electronic shelf labels and payment solutions
- Substantial increase in media coverage on StrongPoint's e-commerce solutions
- Glovo partnership continues with a signed agreement with Carrefour Spain using StrongPoint's Order Picking solution

The logo for fotex, consisting of the word "fotex" in a white, lowercase, sans-serif font inside a dark blue rounded rectangle.

The logo for Glovo, featuring the word "Glovo" in a blue, lowercase, sans-serif font with a question mark icon above the 'o', all on a yellow rectangular background.

The logo for Carrefour, featuring the word "Carrefour" in a blue, sans-serif font next to a red and blue stylized 'C' icon.

The logo for StrongPoint, featuring a blue circular icon with a white stylized 'S' shape inside, followed by the word "StrongPoint" in a blue, sans-serif font.



## Steady progress on 2025 strategic ambitions

- Divestment of Labels business area, financial gain of 165 MNOK to be accounted for in Q3
- Reiterating our strategic ambition of 2.5 BNOK with 13-15% EBITDA margin
- Continued investment in technology, sales and marketing resources

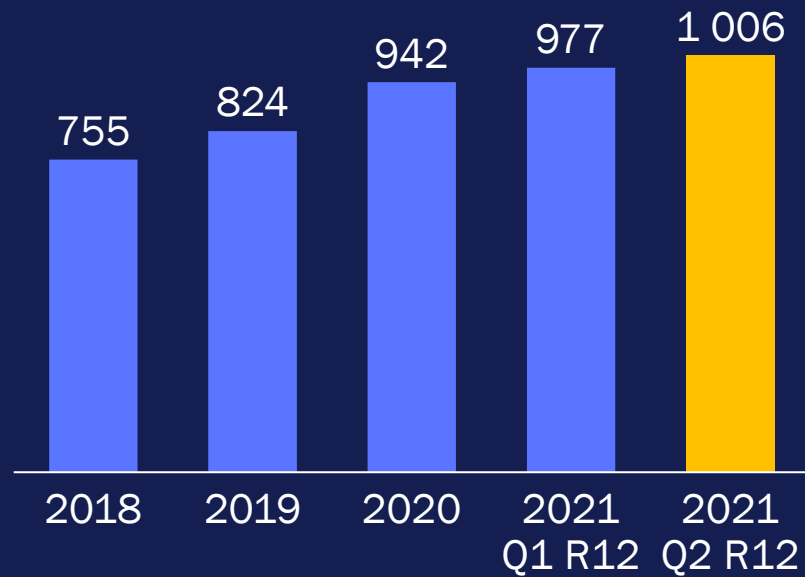


# Other key financial figures

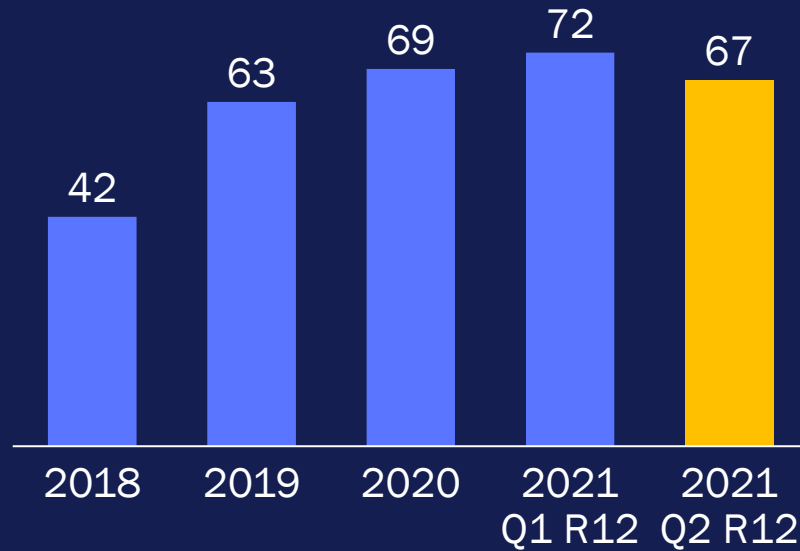
# Steady growth in R12, EBITDA impacted by Spain

MNOK

## Revenue



## EBITDA



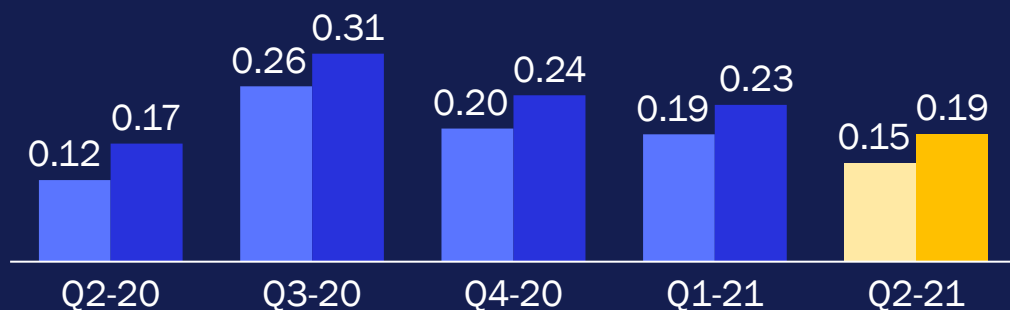
Excluding discontinued operations (Labels business area)



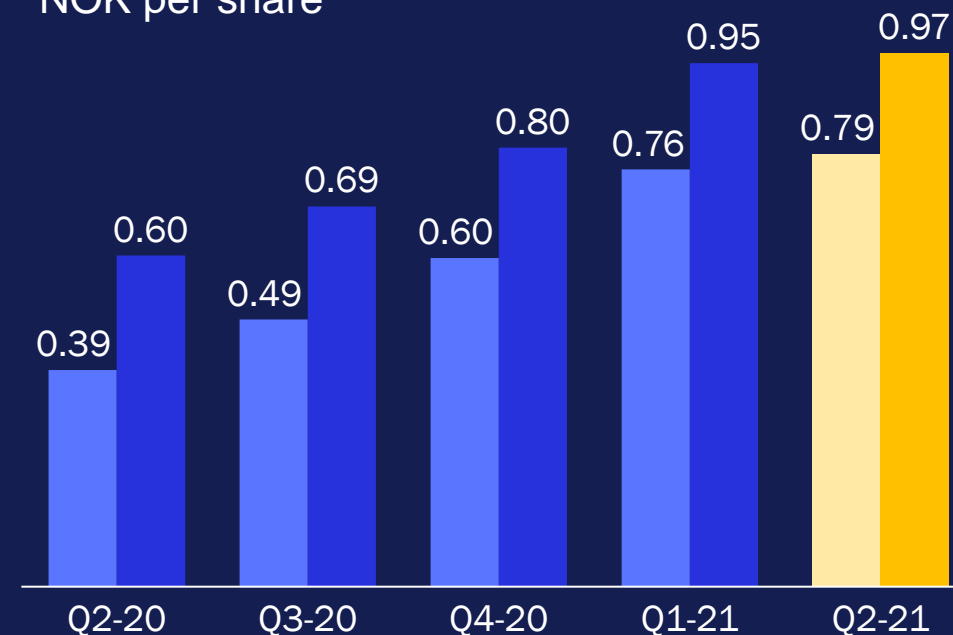
# Adjusted earnings per share continues to increase

■ EPS  
■ EPS adjusted\*

EPS per quarter  
NOK per share



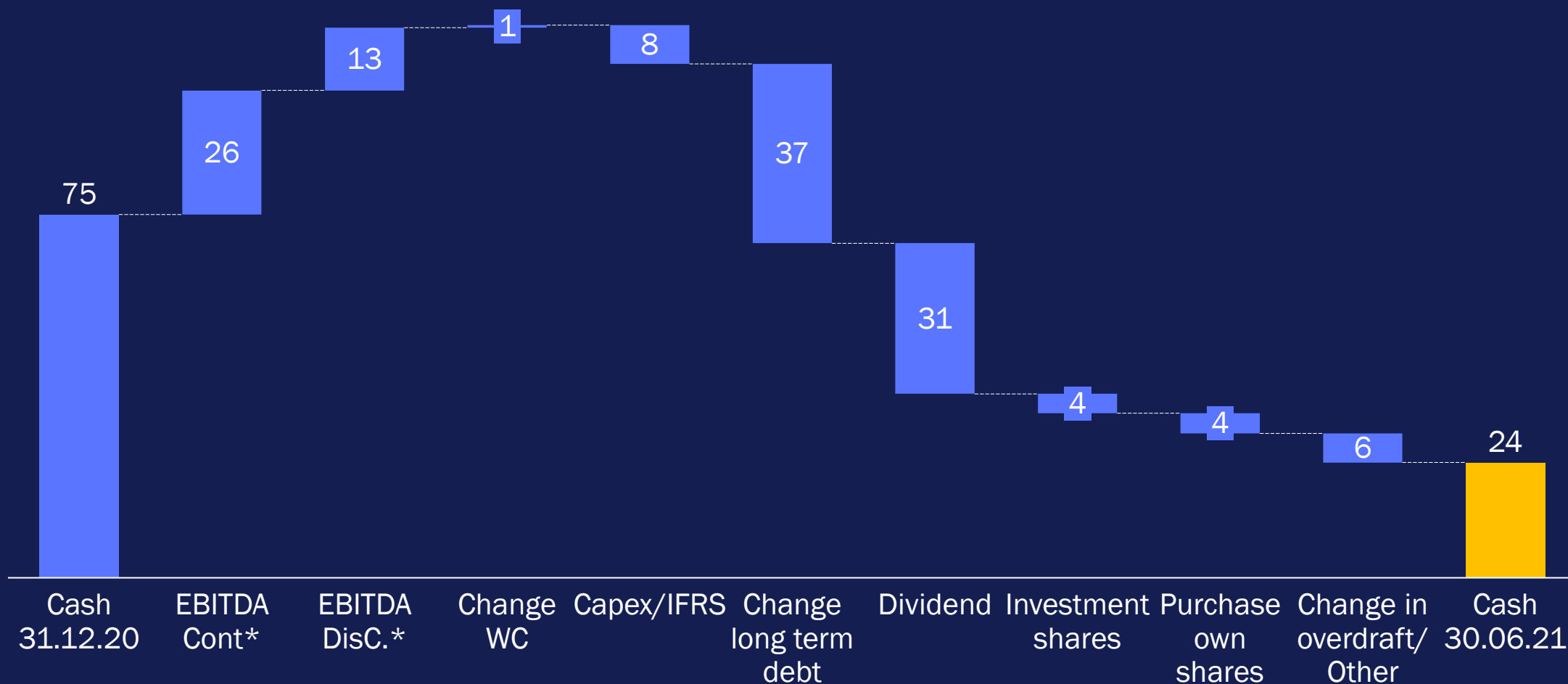
EPS rolling 12 month  
NOK per share



\* EPS adjusted for amortisation of intangible assets, mainly from M&A  
Discontinued operations are not included in the figures.

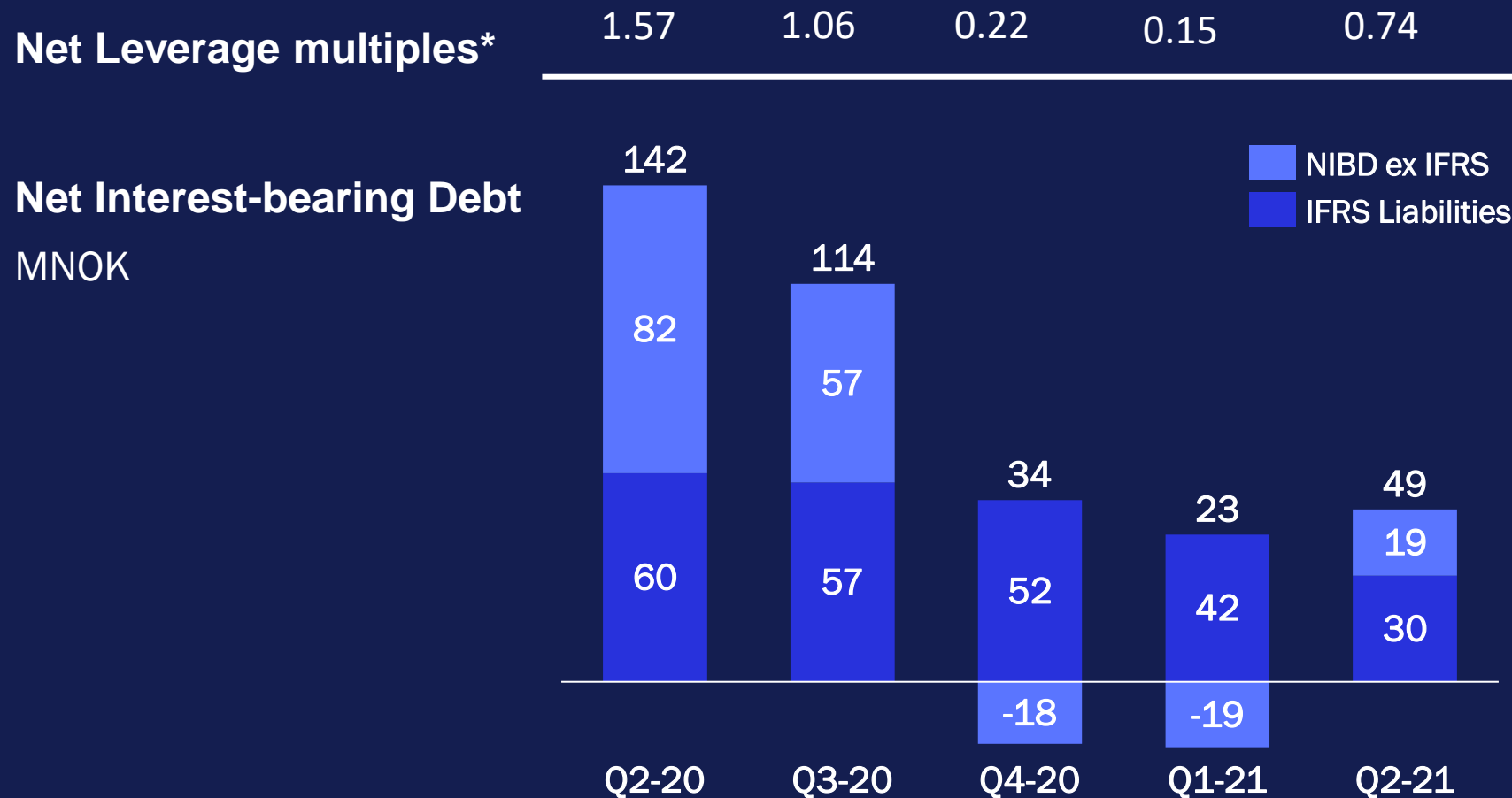
# Cash balance reduced due to repayment of loan and dividend. Disponibile funds 124 MNOK.

MNOK



\* Discontinued operations equals Labels business area 01.01-30.06 2021, divested July 1, 2021

# Net leverage temporarily increased due to divestment of Labels



Cash Security sold in Q4 2020  
Labels sold in Q3 2021,  
excluded from Q2 2021

\* Net Interest Bearing Debt / Rolling 12 EBITDA

# Financial calendar 2021

Q3 2021 – 21.10

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**Thank you!**