



Q3 2021

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CFO Hilde Horn Gilen

October 21, 2021



Agenda

- Introduction to StrongPoint
- Highlights Q3 2021
- Other key financial figures

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

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



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
Norge

coop

fetex

ALIMERKA

axfood Snabbgross



EXTRA

Glovo

Matkroken

REMA 1000

iki

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

Q3 2021

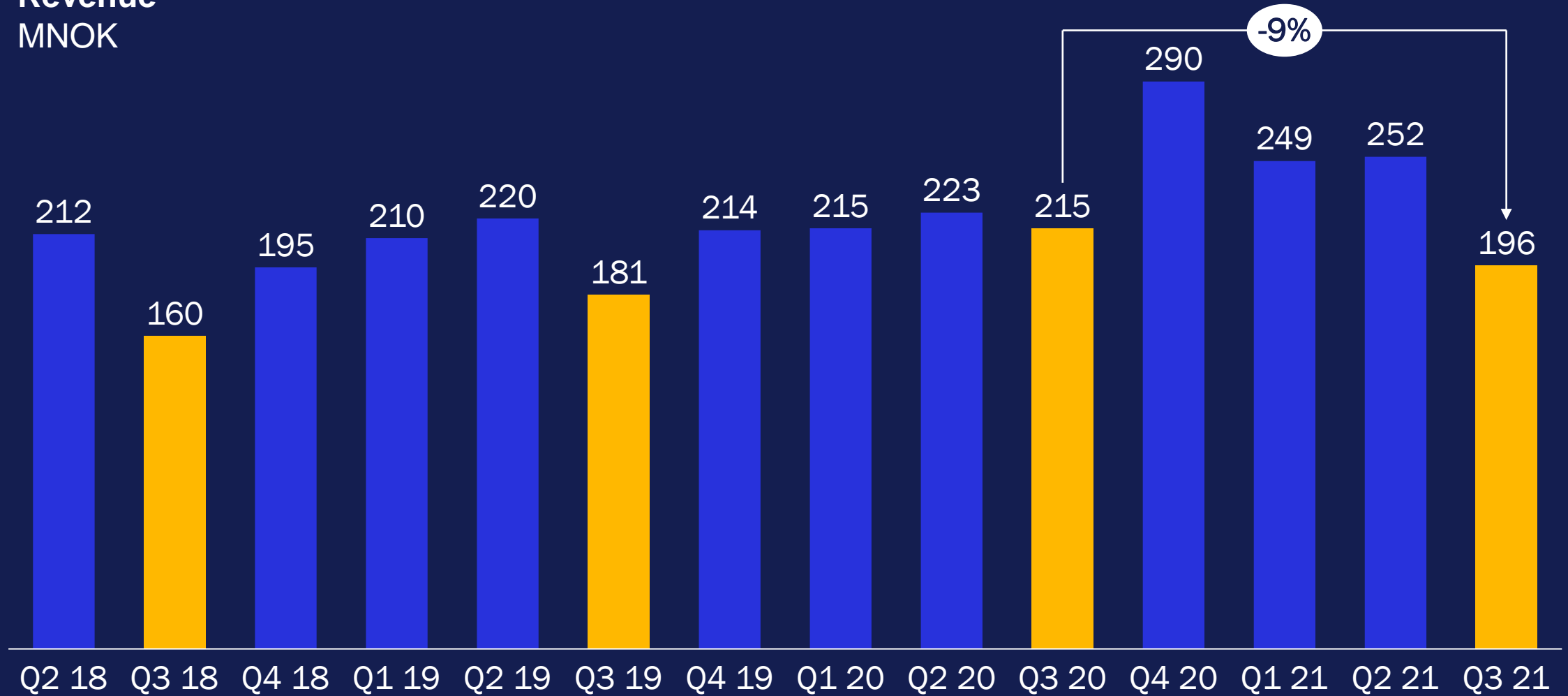
Highlights Q3 2021

- 1 Topline decline
- 2 Continued customer success in priority areas
- 3 Steady progress on 2025 strategic ambitions



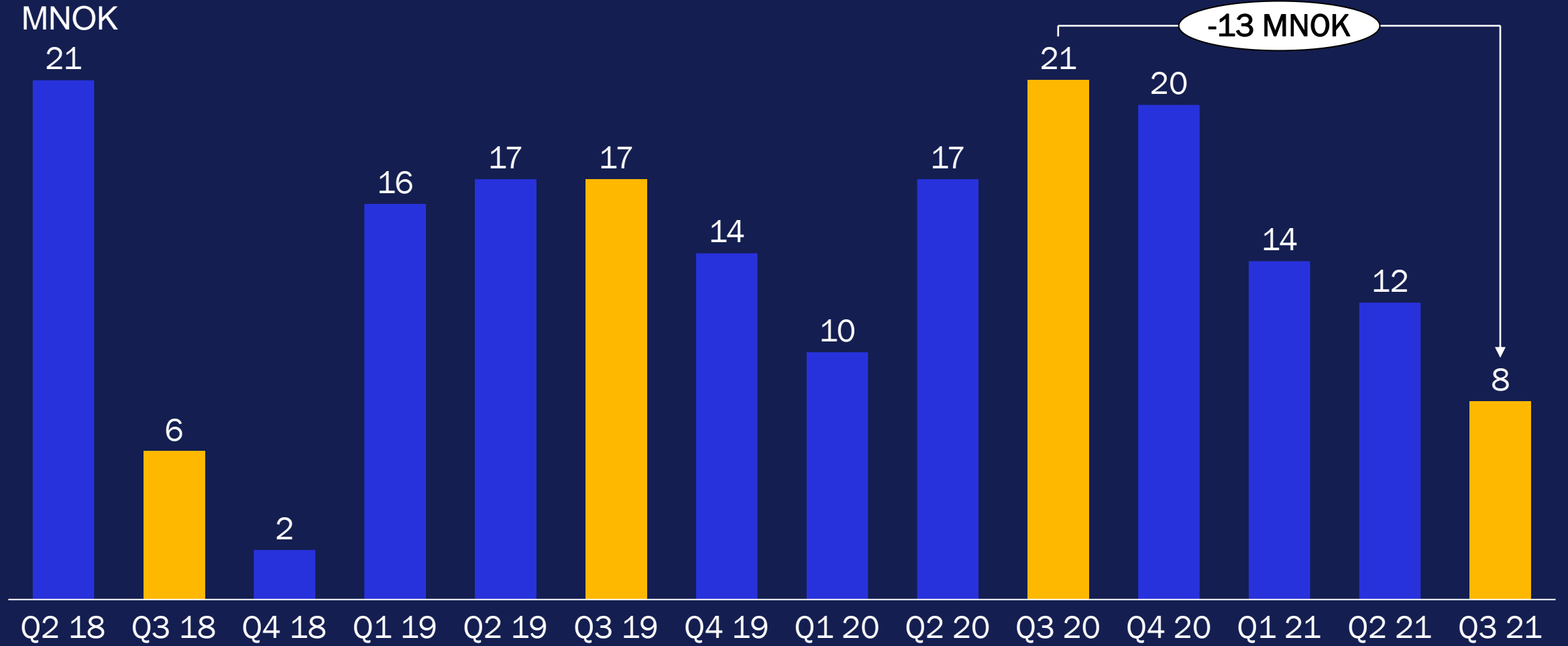
3rd quarter revenue

Revenue
MNOK



3rd quarter EBITDA

EBITDA
MNOK

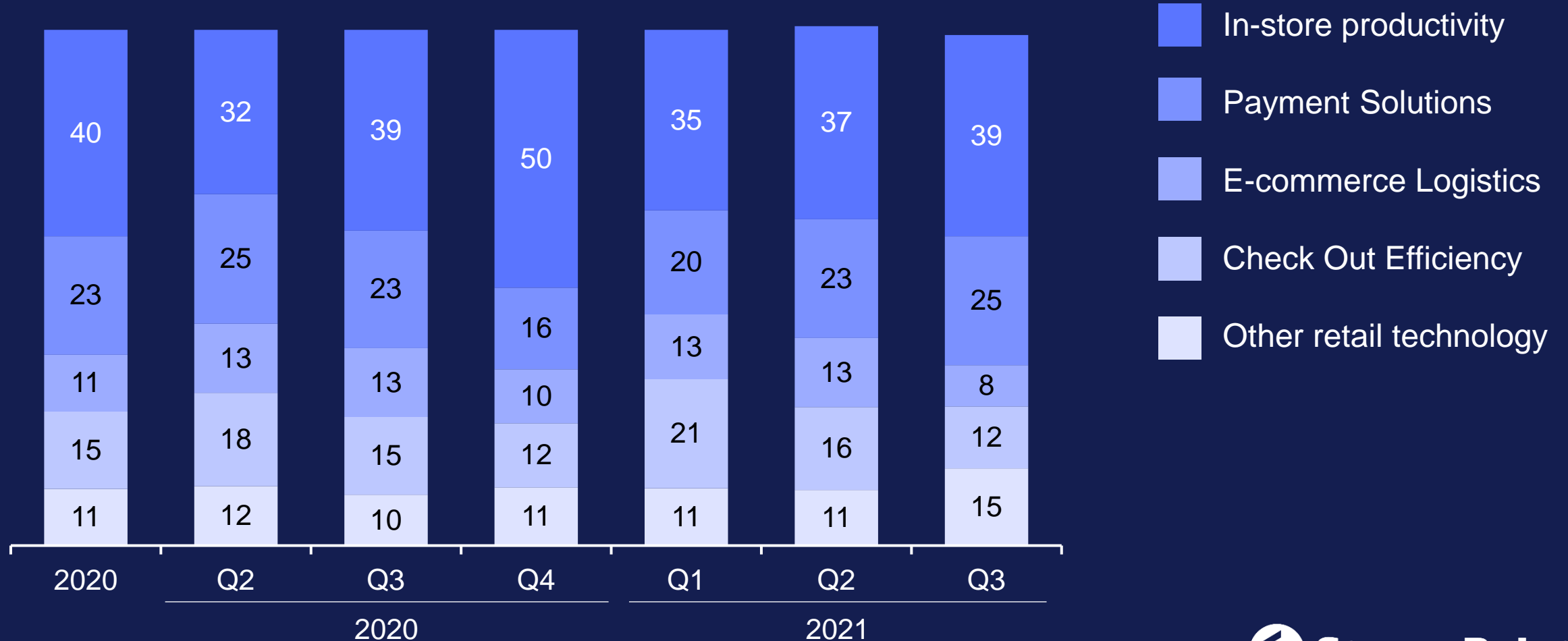


Revenue share per solutions' segments

1

Relative share of revenue per segment
Percent

Segments



Note: Roundings may make total different than 100%

Continued customer success in priority areas

- Important win with top 10 grocery chain in Spain for Order Picking solution.
- The first pilots for Self Checkout solution were during the quarter installed at some stores within the GM Food retail chain in Spain.
- Order for 250 CashGuard systems to Bullion IT in South Africa, and a framework agreement for CashGuard signed with REMA 1000 in Norway.





Steady progress on 2025 strategic ambitions

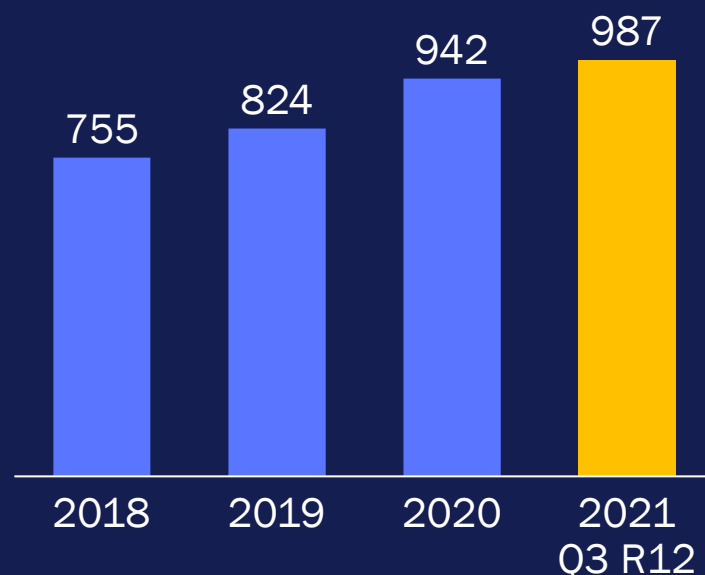
- StrongPoint chosen by AutoStore as distributor for Micro-Fulfillment centers in the Nordics & Baltics.
- Finalised divestment of the Labels business unit, booking a net gain of 164 MNOK in the quarter.

Other key financial figures

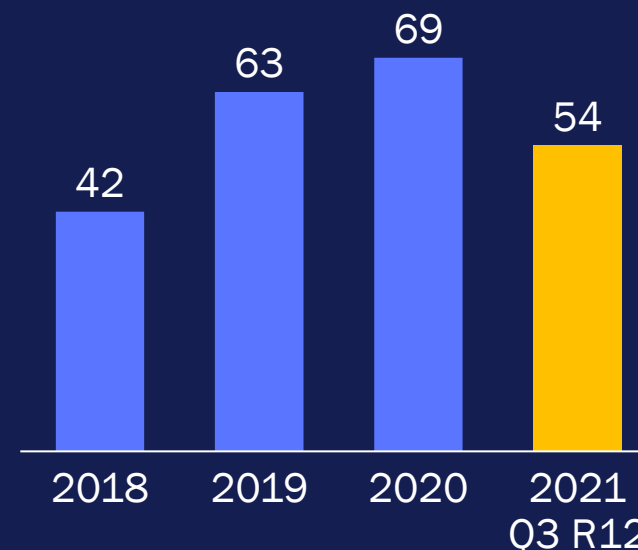
Growth in R12 revenue. R12 EBITDA is reduced due to concious investments in e-commerce and IT Security

MNOK

Revenue



EBITDA



Excluding discontinued operations (Cash Security and Labels)

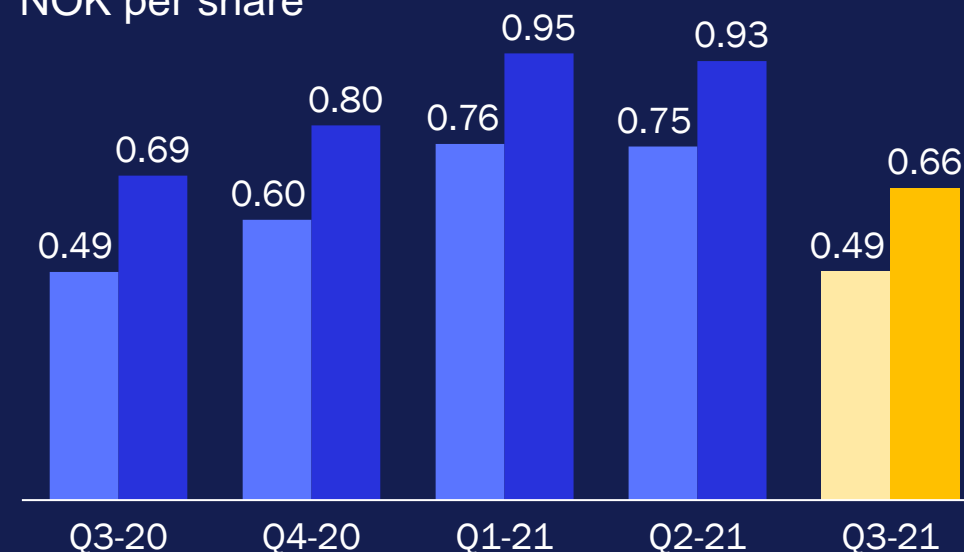
Earnings per share from continued operations

■ EPS
■ EPS adjusted*

EPS per quarter
NOK per share



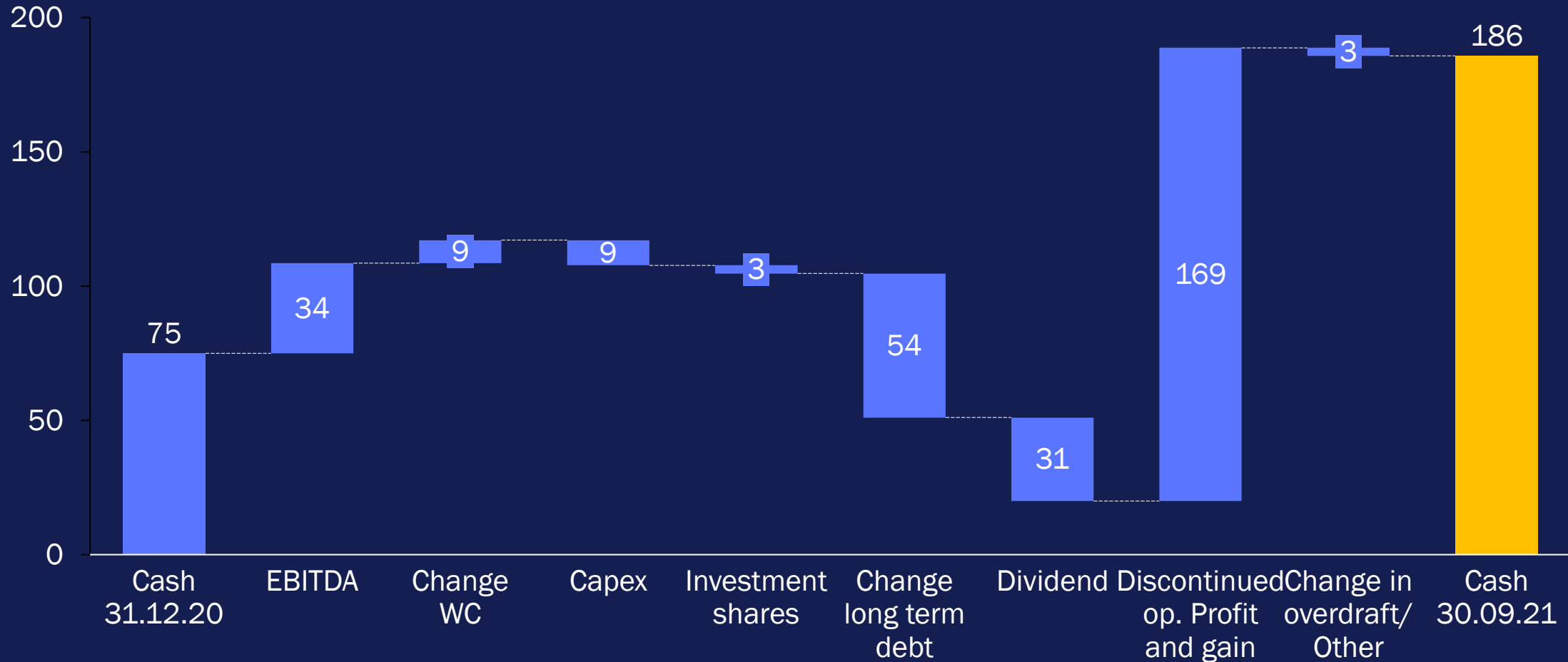
EPS rolling 12 month
NOK per share



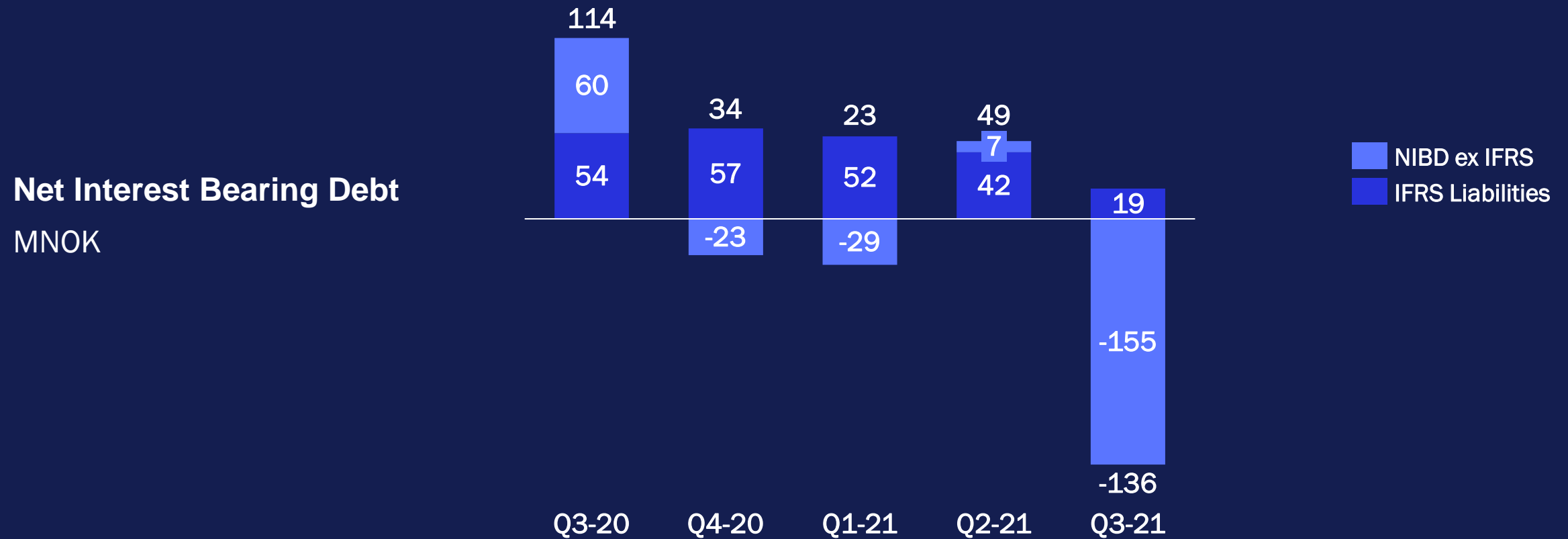
* EPS adjusted for amortisation of intangible assets, mainly from M&A

Cash flow only limited influenced by operational activities

MNOK



Record high net positive cash position



Historic figures for the quarters Q3 2020 to Q1 2021 include discontinued operations

Financial calendar 2022

- 15 February: Q4 2021 and Strategy Update Session
- 28 April: Q1 2022 and AGM
- 13 July: Q2 2022
- 26 October: Q3 2022

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Thank you!