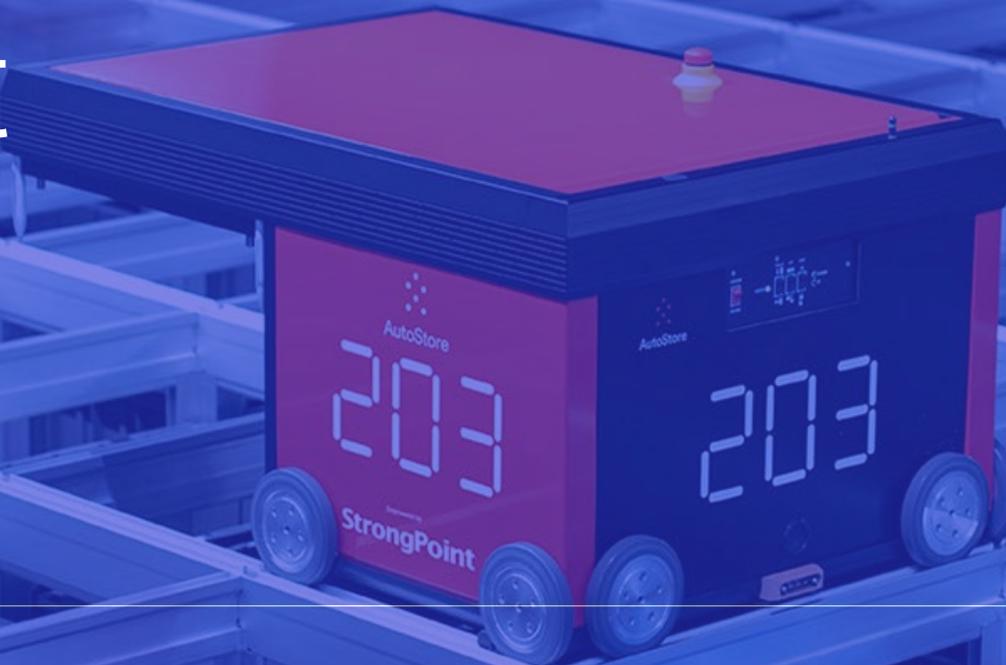


StrongPoint Q1 2023

27 April 2023



Agenda

Introduction to StrongPoint

Highlights Q1 2023

Other key financial figures



Jacob Tveraabak

Chief Executive Officer



Hilde Horn Gilen

Chief Financial Officer

StrongPoint's double opportunity: technology solving grocery retailer challenges



Labour costs going up

Need solutions to be less labour dependent, often involving automation



Discounters becoming mainstream

All players in the market keep costs down in general



Increasing customer demands

Constant need for easier and faster customer experience, in-store and online

Double Opportunity:
Technology solutions solving challenges

1. Instore

2. Online

StrongPoint's **financial ambitions**



Revenue
in 2025

2.5Bn



EBITDA

13-15%

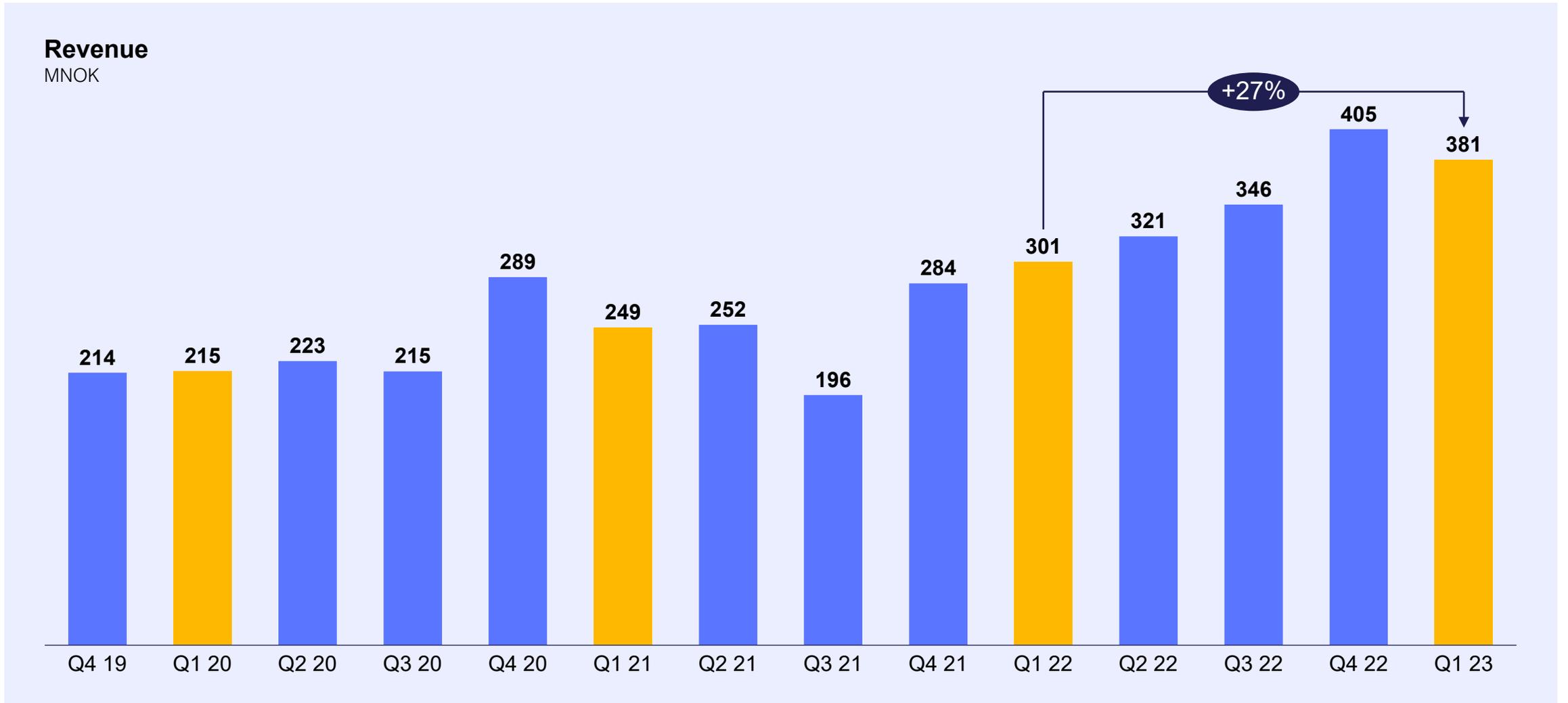


Highlights Q1 2023

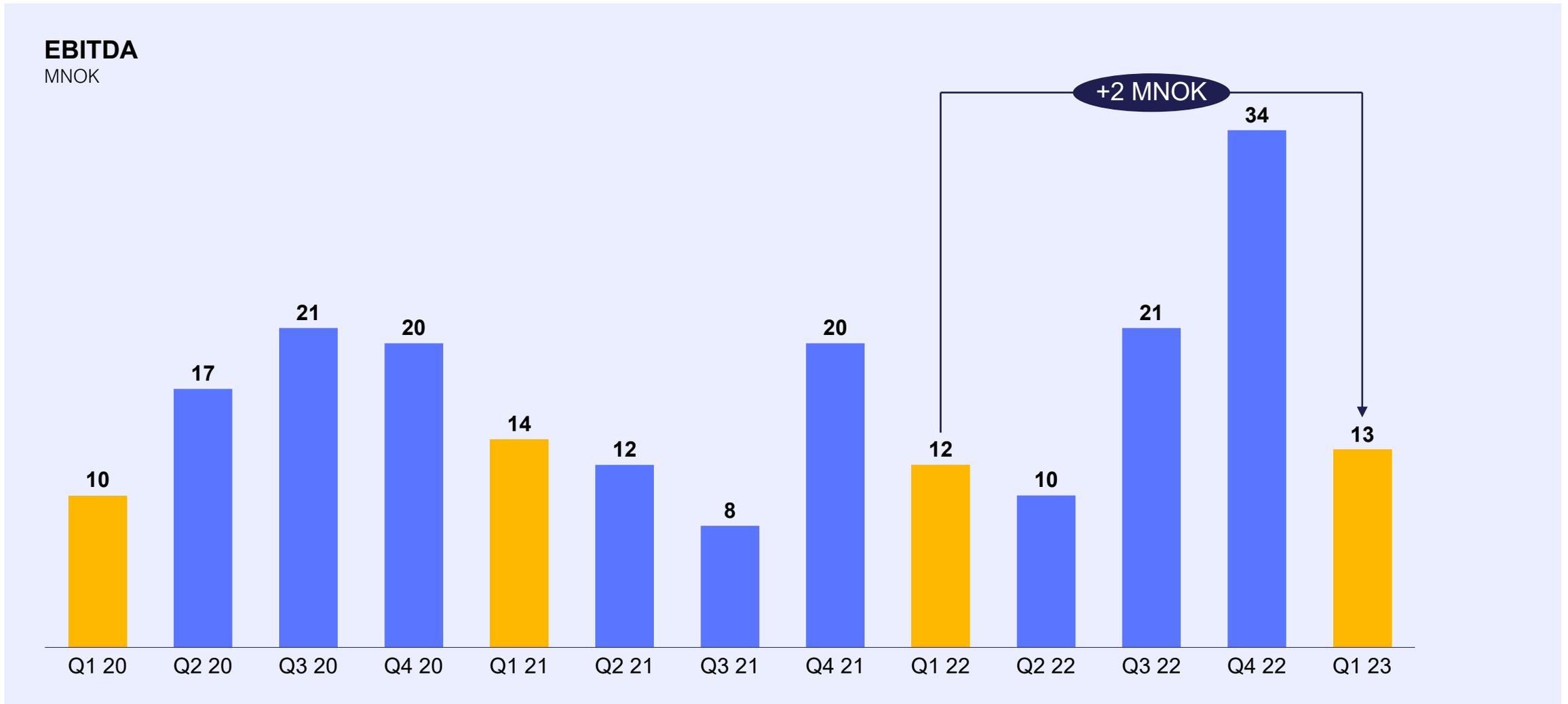
Highlights Q1 2023

- Financial performance
- Continued customer success in priority areas
- Further progress on 2025 strategic ambitions

1st quarter revenue



1st quarter EBITDA



Note: Roundings in EBITDA Q1 2022 and 2023 indicates increase in EBITDA is only 1 MNOK, however 2 MNOK increase is correct

Continued customer success in priority areas



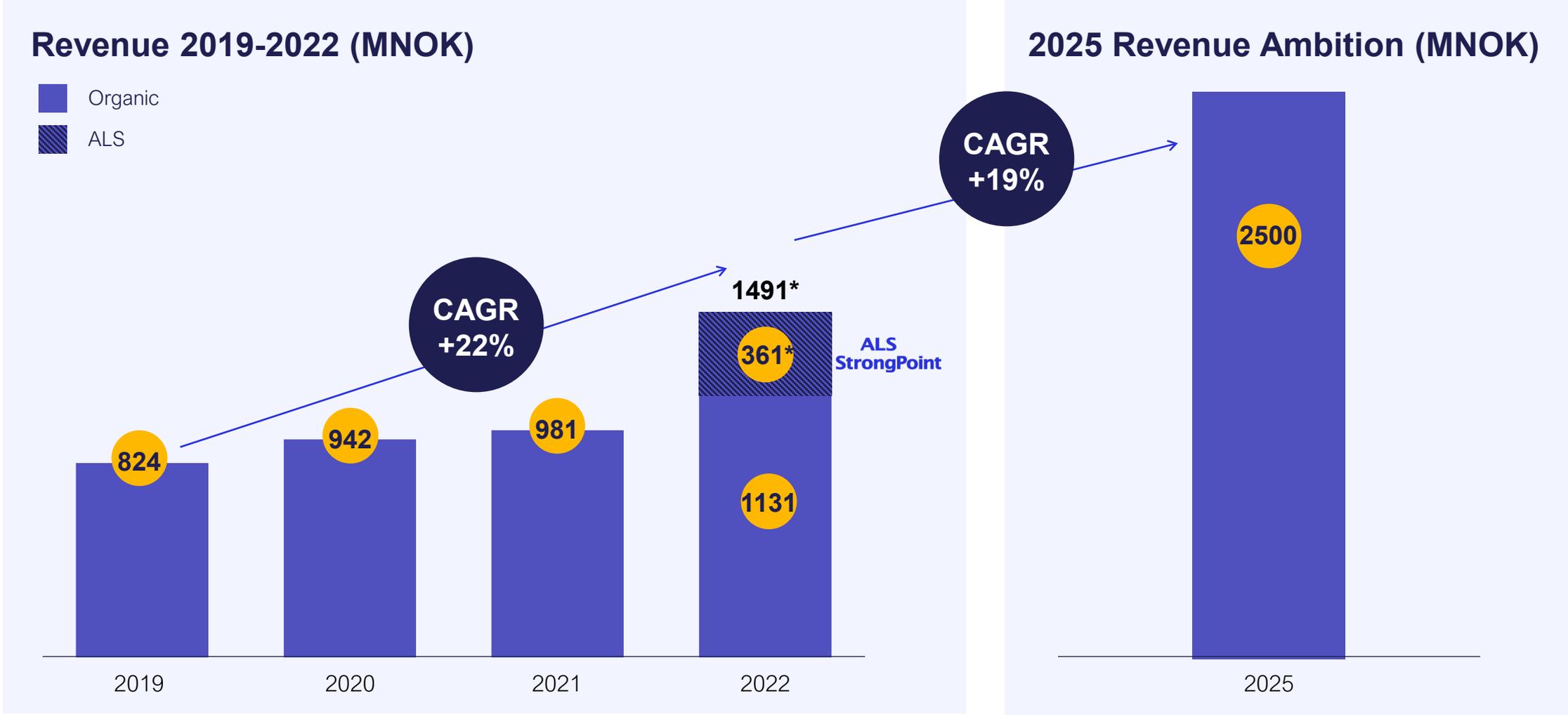
- Framework Agreement with Baltics grocery retailer Rimi for Pricer Electronic Shelf Labels.
- Awarded two self-service checkout upgrade projects with a total value of 4.1 MGBP with top-tier UK grocery retailers.

Further progress on 2025 strategic ambitions



- Finalizing new, innovative, value generating cash management solution for large Iberian grocery retail chain with preparation for in-store pilot in Q3 2023.
- Showcased the StrongPoint solutions portfolio at the trade fair EuroShop, the world's largest retail show.

Continuing recent historic growth will ensure revenue ambition in 2025



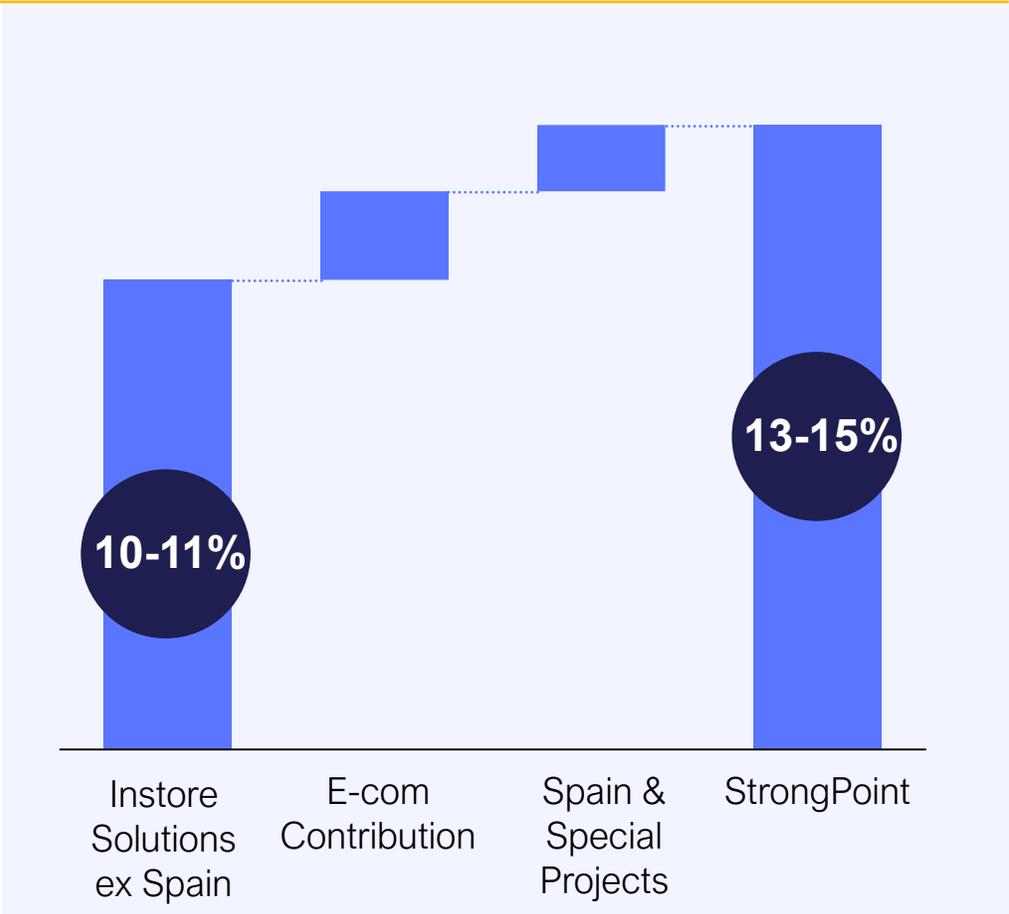
*Proforma

Path to achieving EBITDA margin ambitions (Strategy Update Session)

2022 EBITDA Margin



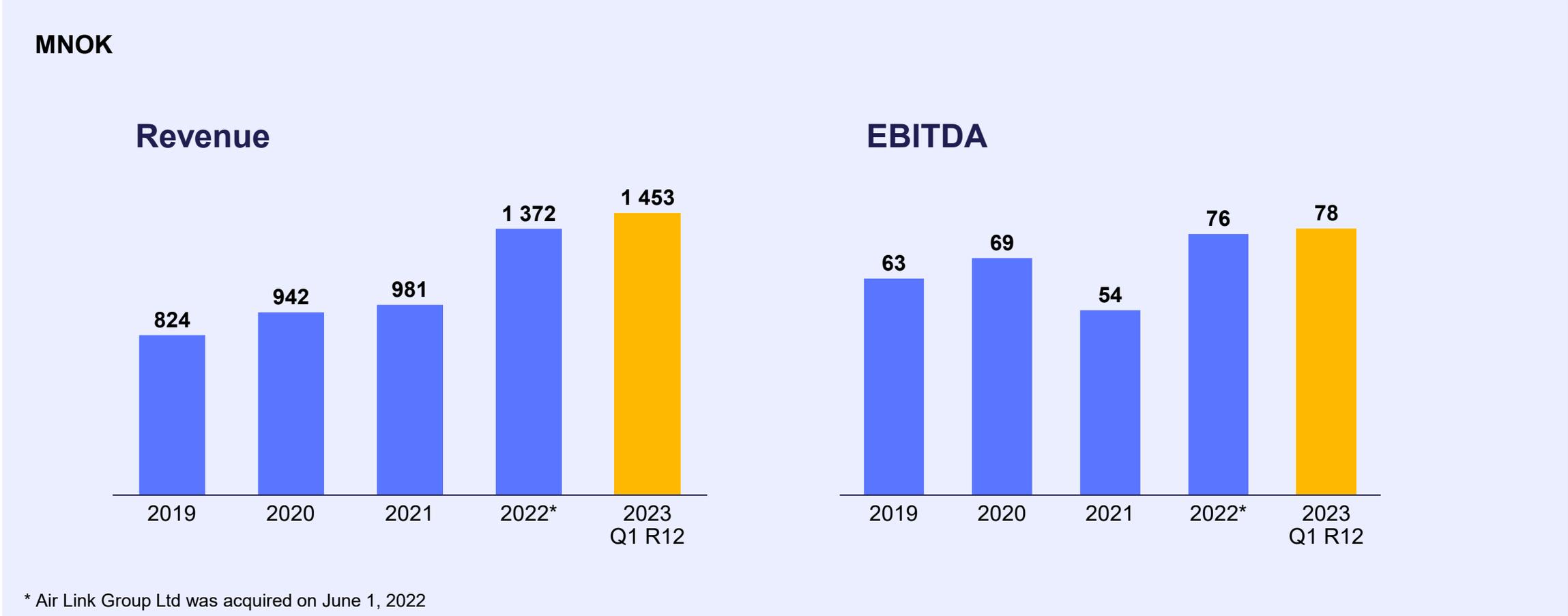
2025 EBITDA Margin





Other key financial figures

Rolling 12 months' revenue and EBITDA

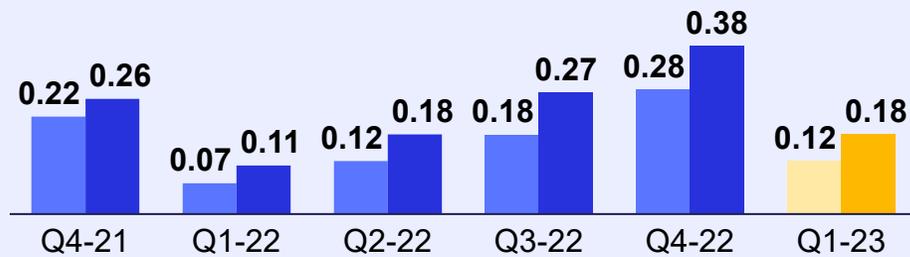


Earnings per share

■ EPS
■ EPS adjusted*

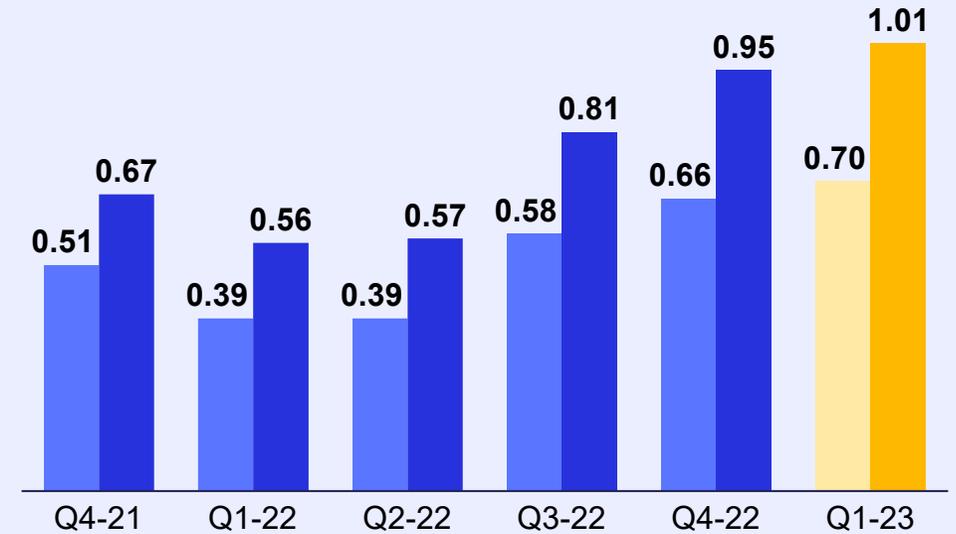
EPS per quarter

NOK per share



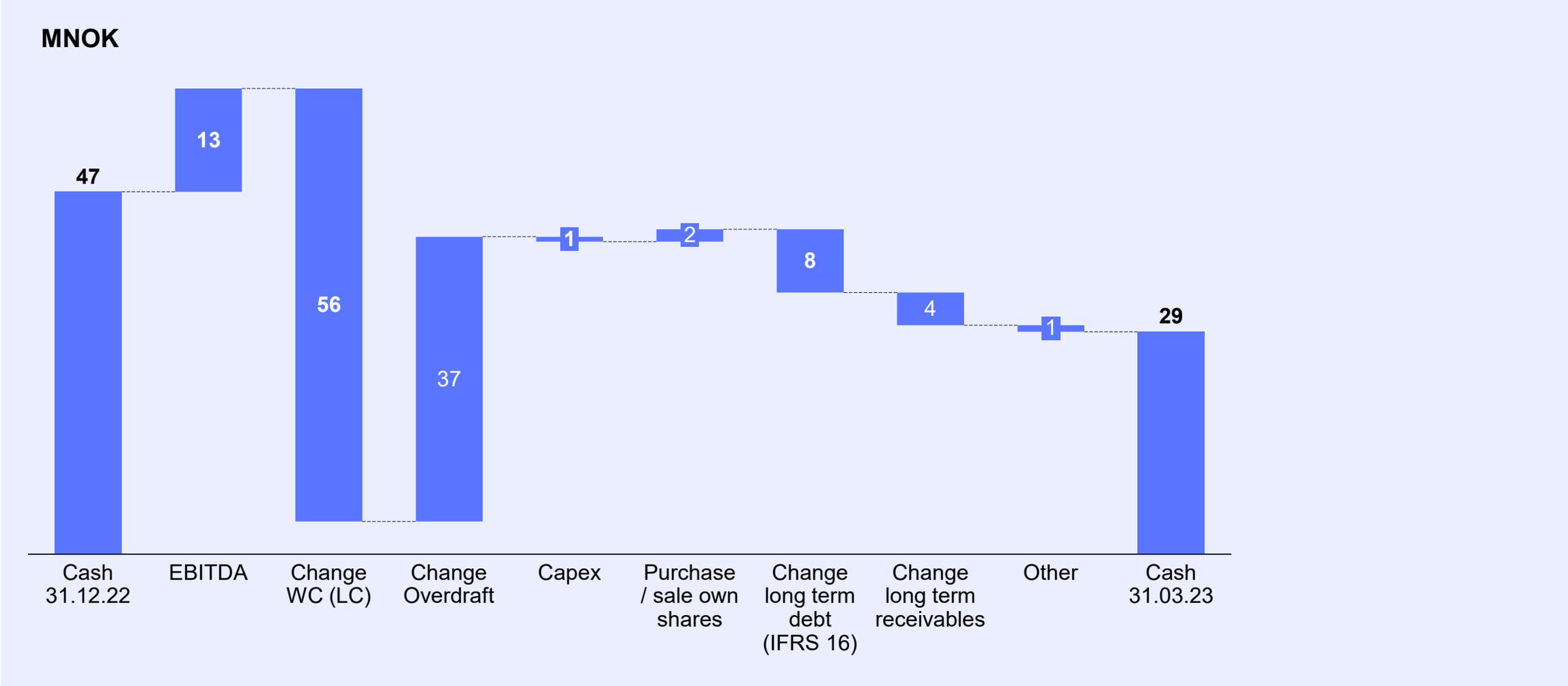
EPS rolling 12 month

NOK per share



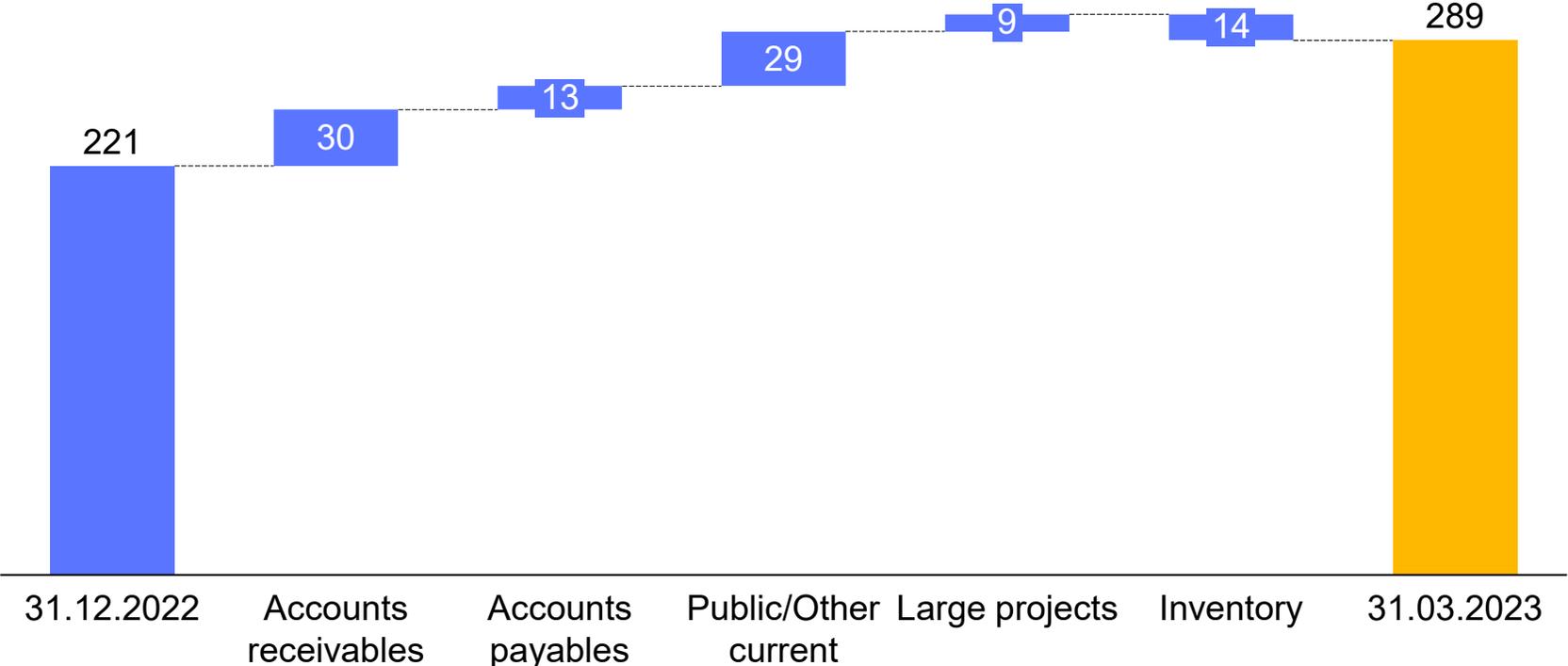
* EPS adjusted for amortisation of intangible assets, mainly from historic M&A

Cash Flow movements in 2023



Main working capital changes in Q1

MNOK



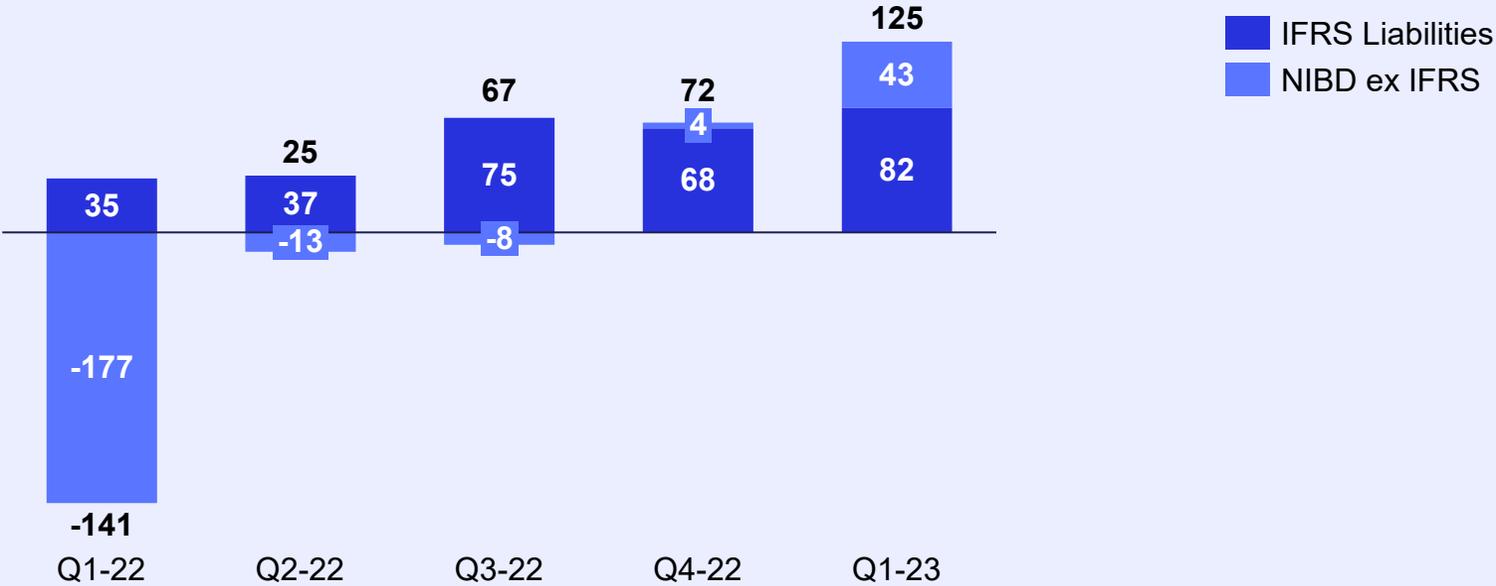
Continued strong balance sheet

MNOK

Net leverage*

0.5 1.08 0.95 1.61

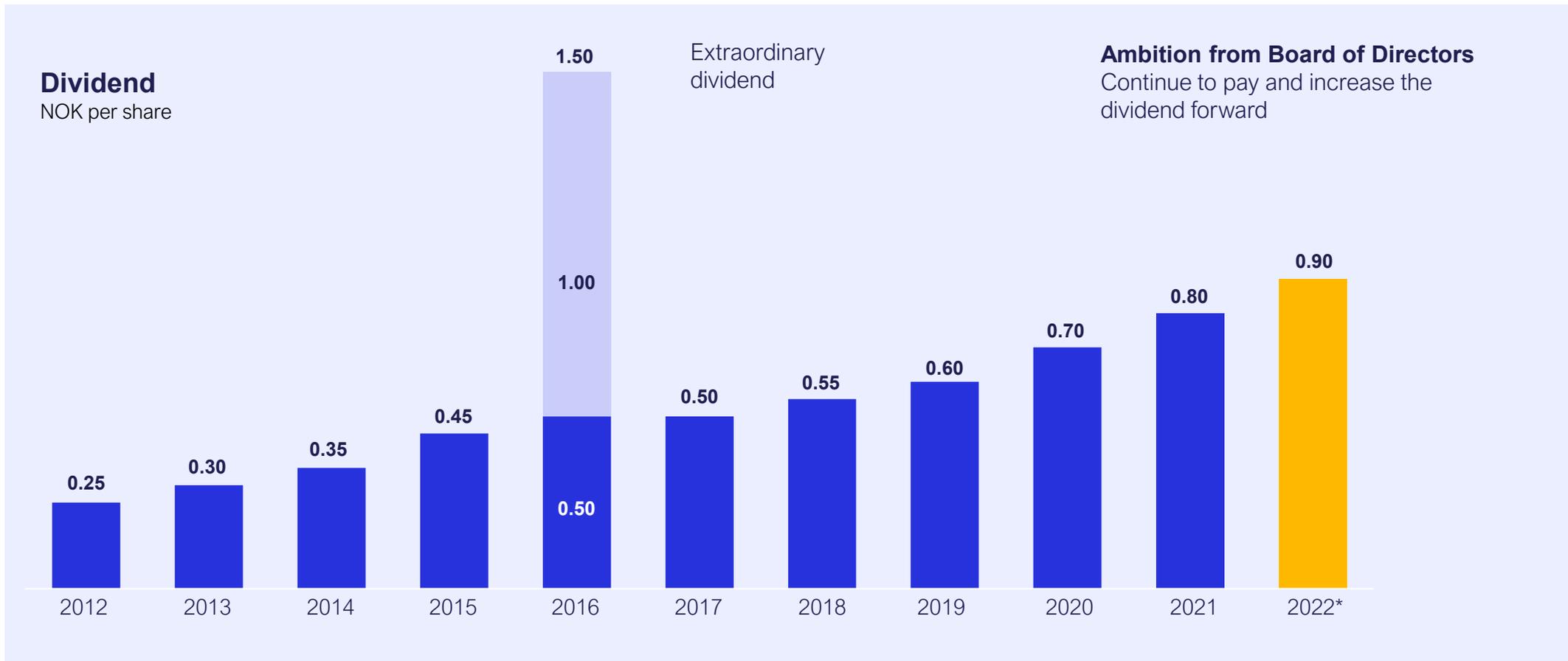
Net Interest Bearing Debt



■ IFRS Liabilities
■ NIBD ex IFRS

* Net leverage = Net Debt / 12 months rolling EBITDA, inclusive IFRS

Ambition to gradually increase dividends



* The Board will propose a dividend of NOK 0.90 per share at the Annual General Meeting in April 2023.

Financial calendar 2023

- 14 July: Q2 2023
- 23 October: Q3 2023

Investor relations contact:

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Thank you!