

# StrongPoint Q2 2023

14 July 2023

 **StrongPoint**

1.  
Išsirinkite norimą gamini  
parduotuvėje, prie išėjimo  
esančioje planšetėje.

2.  
Palaukite kol Jūsų amžių  
patvirtins parduvotuvės  
darbuotojas.

3.  
Sumokėkite už prekes.

4.  
Skenuokite gautą kodą  
šiam tabako gaminių  
išdavimo automatai.

Asmenims iki 18 metų  
tabako gaminiai  
NIPARDUODAMI

18+

Tabako gaminiai  
prekiaujame

8-20  
val.

StrongPoint



Prašome skenuoti kvitą



Atsiskaitymas tik  
banko kortele



Pasirinkite norimas  
prekes iš lentynos.  
Skenuoti prekių nereikia -  
jos bus Jums priskirtos  
automatiškai.



Jeigu paimsite ir perduosite  
prekę bitam pirkėjui, ji bus  
įtraukta į Jūsų sąskaitą.



# Agenda

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Introduction

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Q2 2023 highlights

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Other financials

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**Jacob Tveraabak**

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Chief Executive Officer

# Our purpose:

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



**Driving  
Efficiency  
Savings**



**Boosting  
margins**



**Improving both  
the in-store and  
online experience  
for shoppers**

# Challenging macro environment also impacting grocery retailers

## Inflation



Price changes and increased competitive pressure

## Discounters



Shoppers looking for cheaper alternatives

## E-Commerce



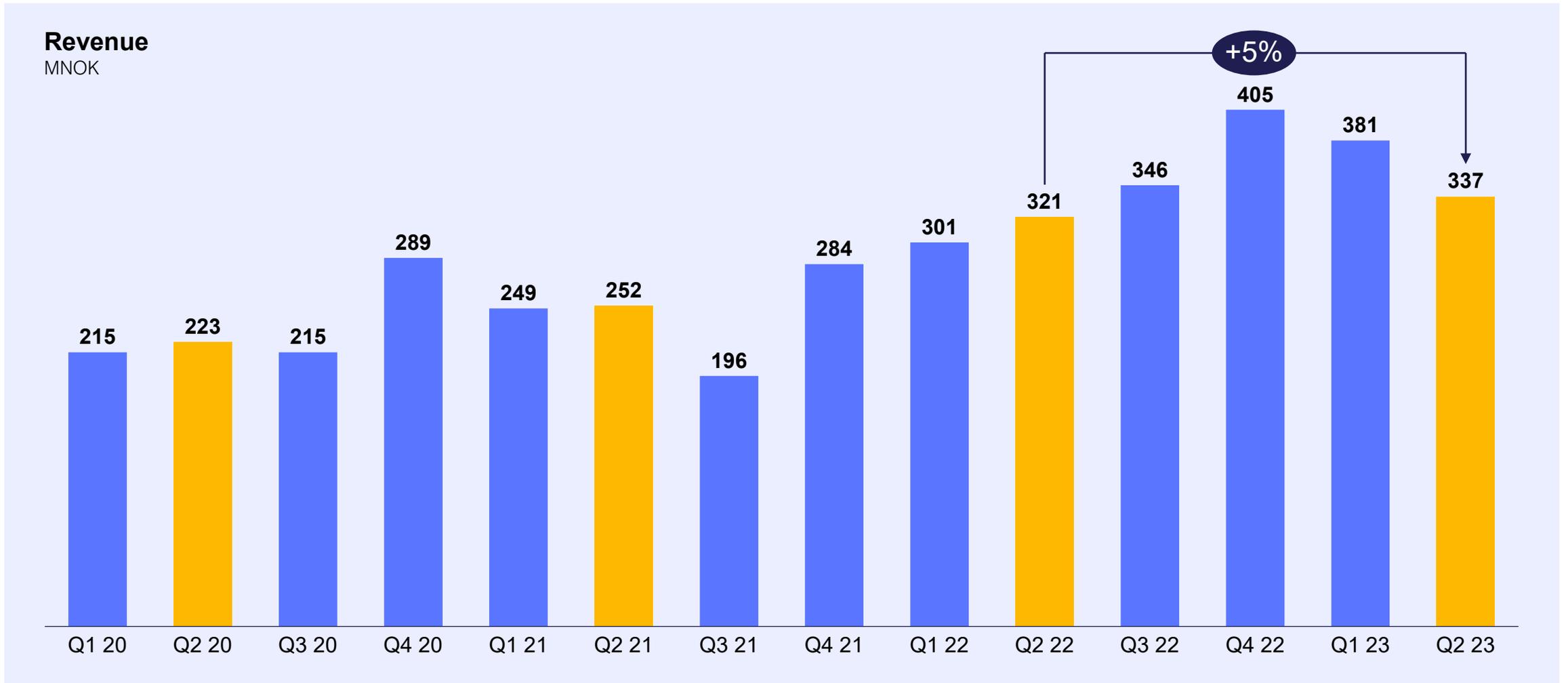
Expensive for everyone, unprofitable for many

**Technology** is a vital and integral part of the solution to these challenges

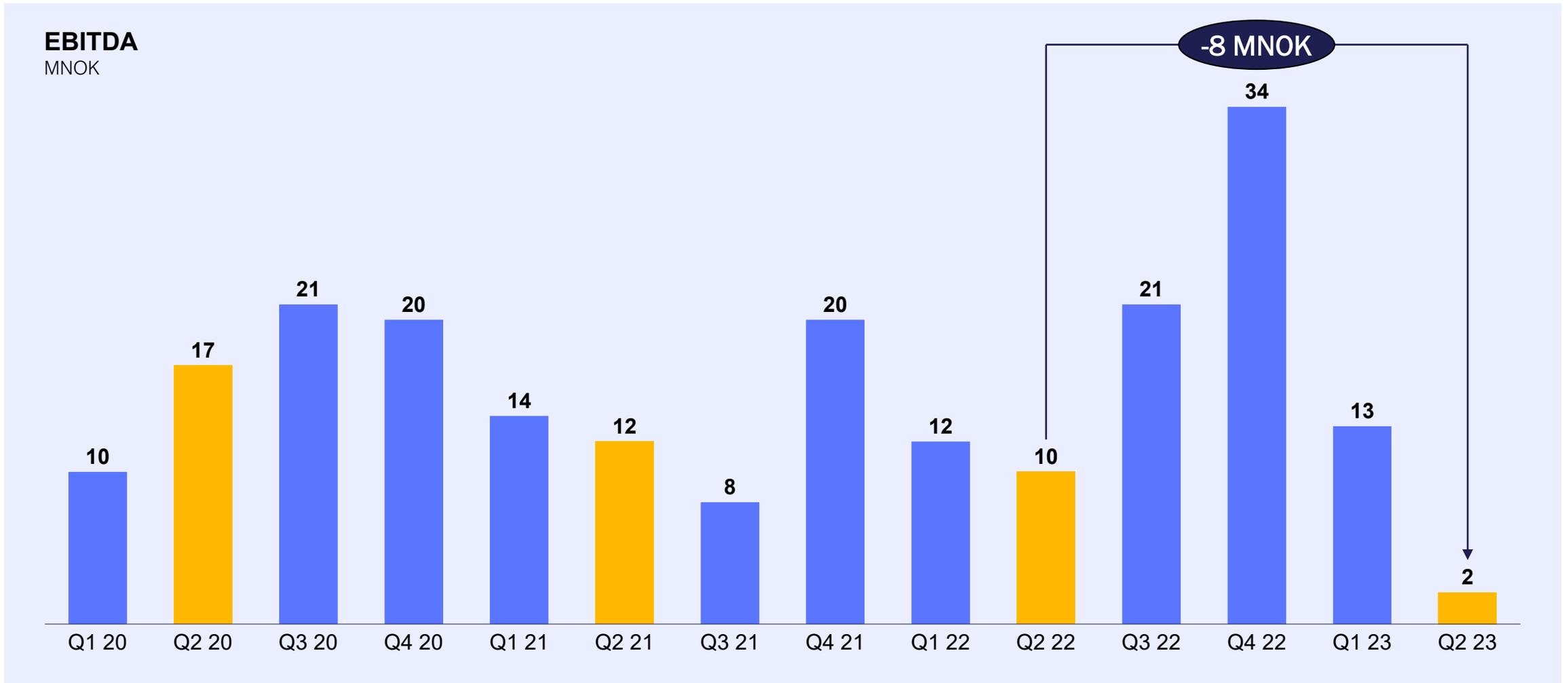
# Q2 2023 highlights

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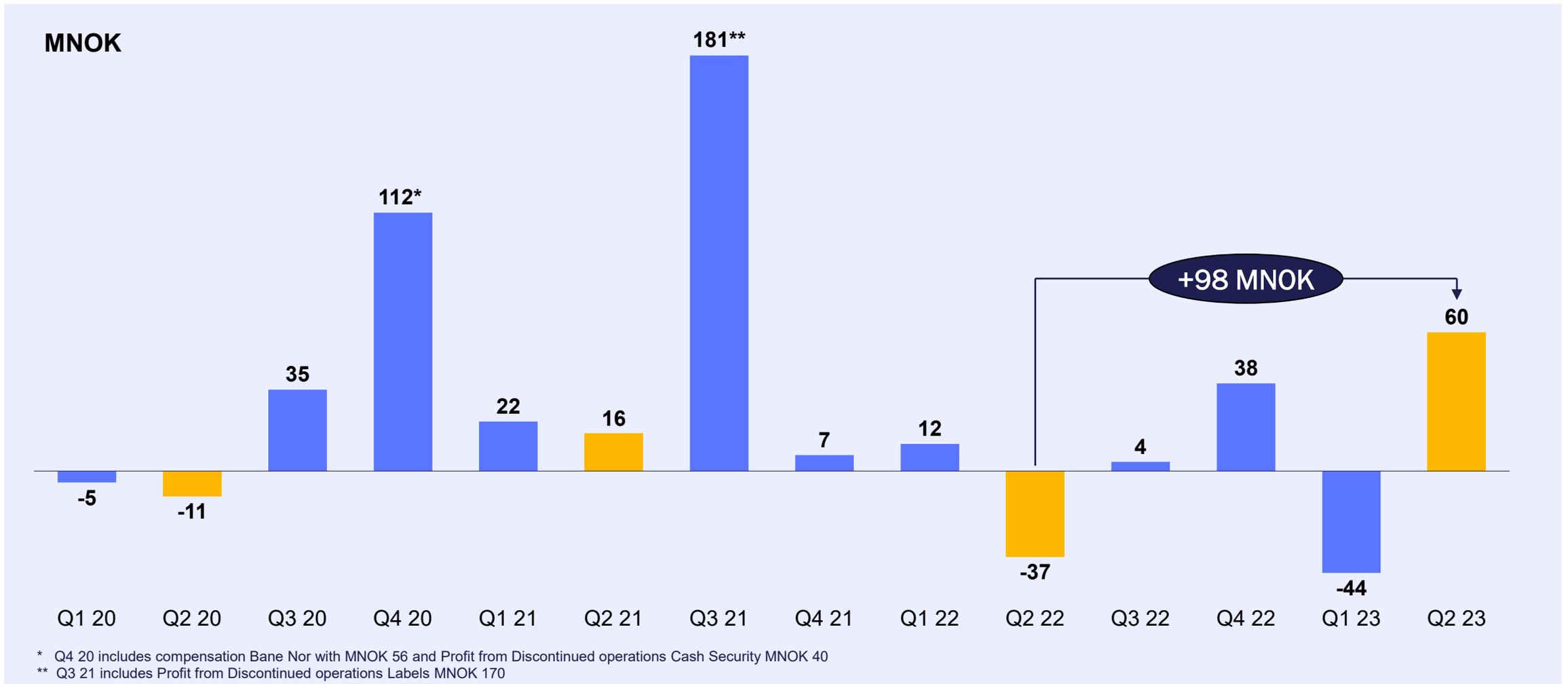
# 2<sup>nd</sup> quarter revenue



# 2<sup>nd</sup> quarter EBITDA



# 2<sup>nd</sup> quarter Cash flow from operational activities





# Continued customer success in priority areas



# Continued customer success in priority areas



ICA further scales  
Electronic Shelf Labels



Completed successful  
AutoStore installation



Vensafe pilots in the Baltics  
and South Africa



# Further progress on 2025 strategic ambitions

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# Further progress on 2025 strategic ambitions



Aste Finland  
Partnership



New CFO  
appointed



Groundbreaking  
Cash Management project

Select & Collect

Produkt hämtning

# Other financials

 **StrongPoint**

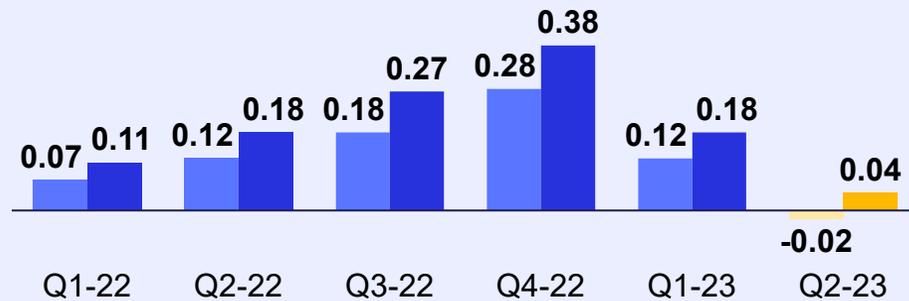


# Earnings per share

■ EPS  
■ EPS adjusted\*

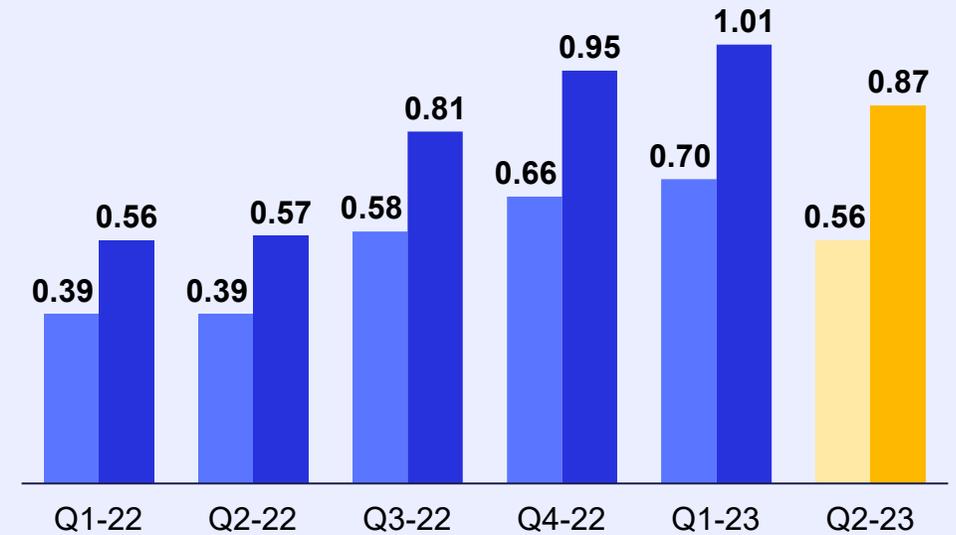
### EPS per quarter

NOK per share



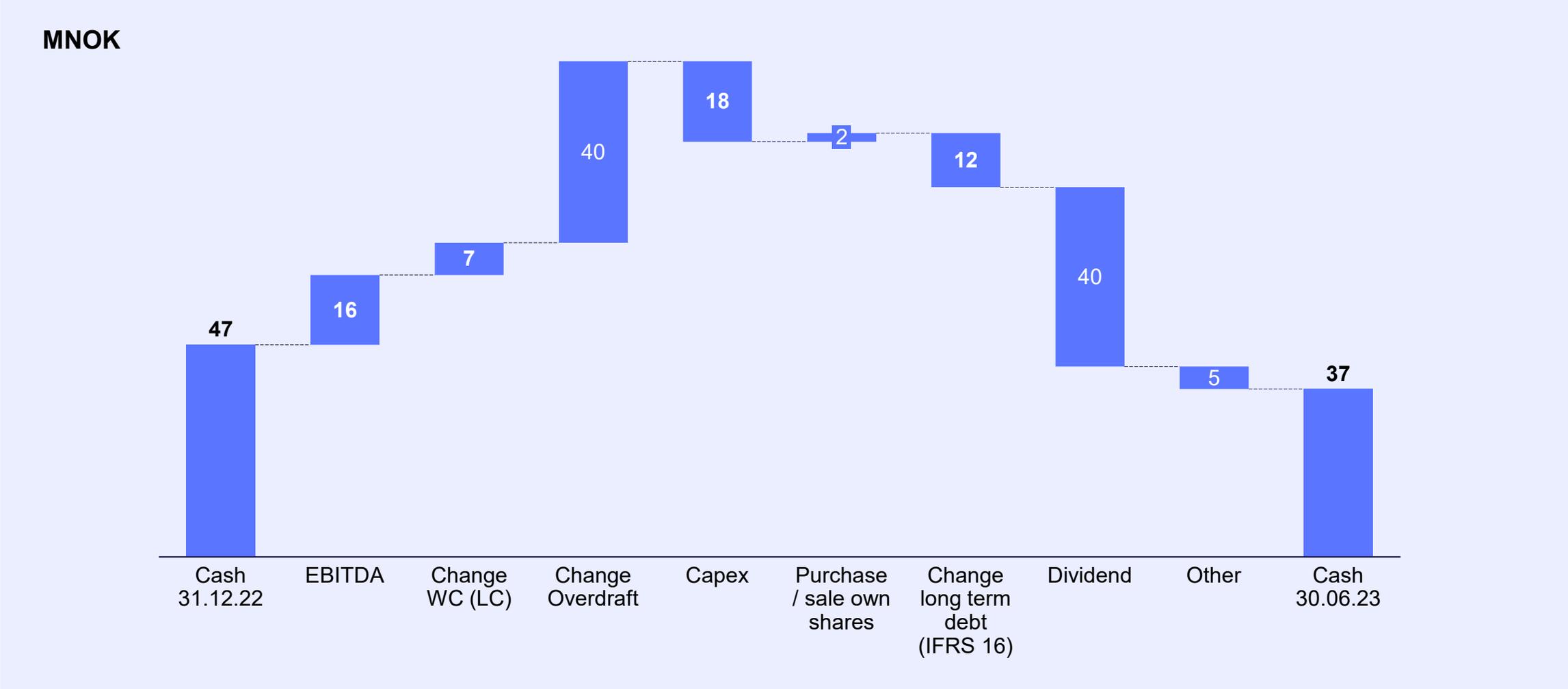
### EPS rolling 12 month

NOK per share

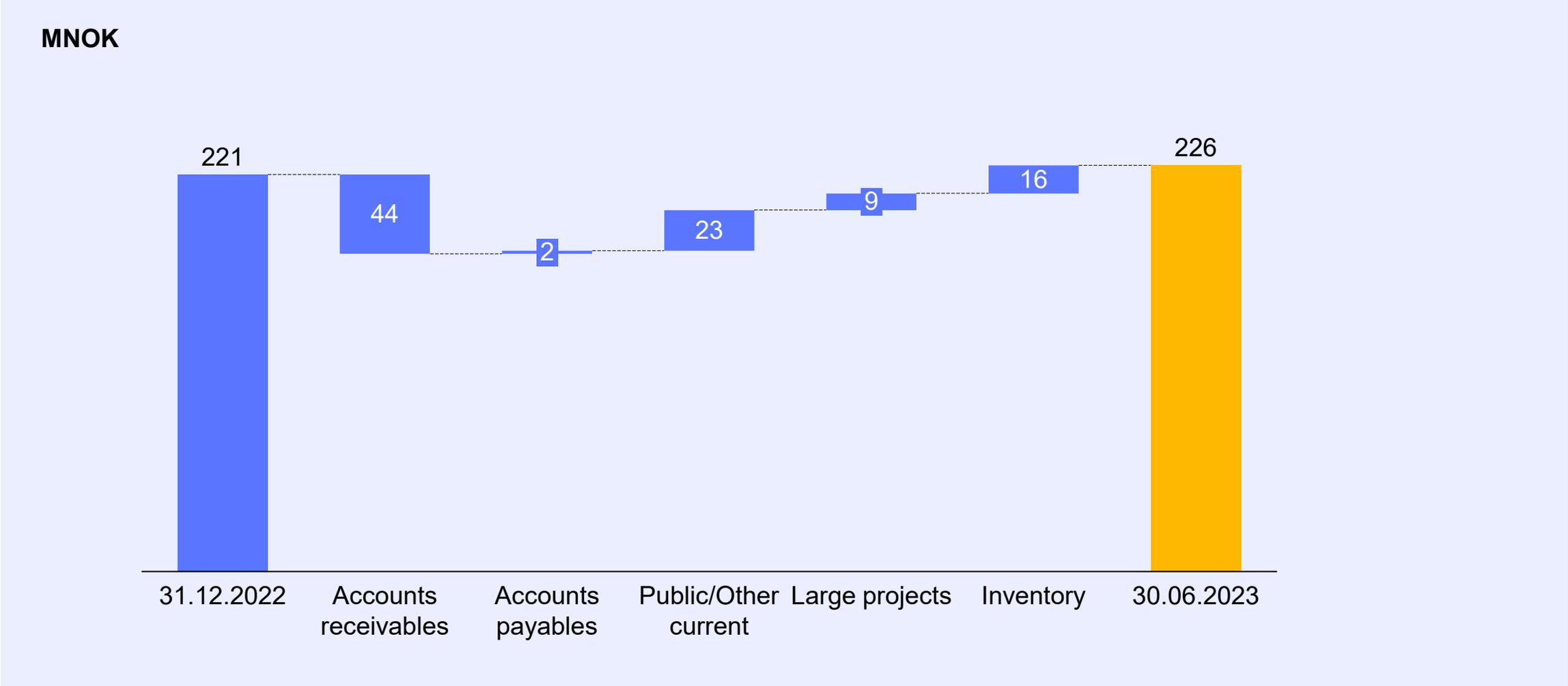


\* EPS adjusted for amortisation of intangible assets, mainly from historic M&A

# Cash Flow movements in 2023



# Main working capital changes in 2023



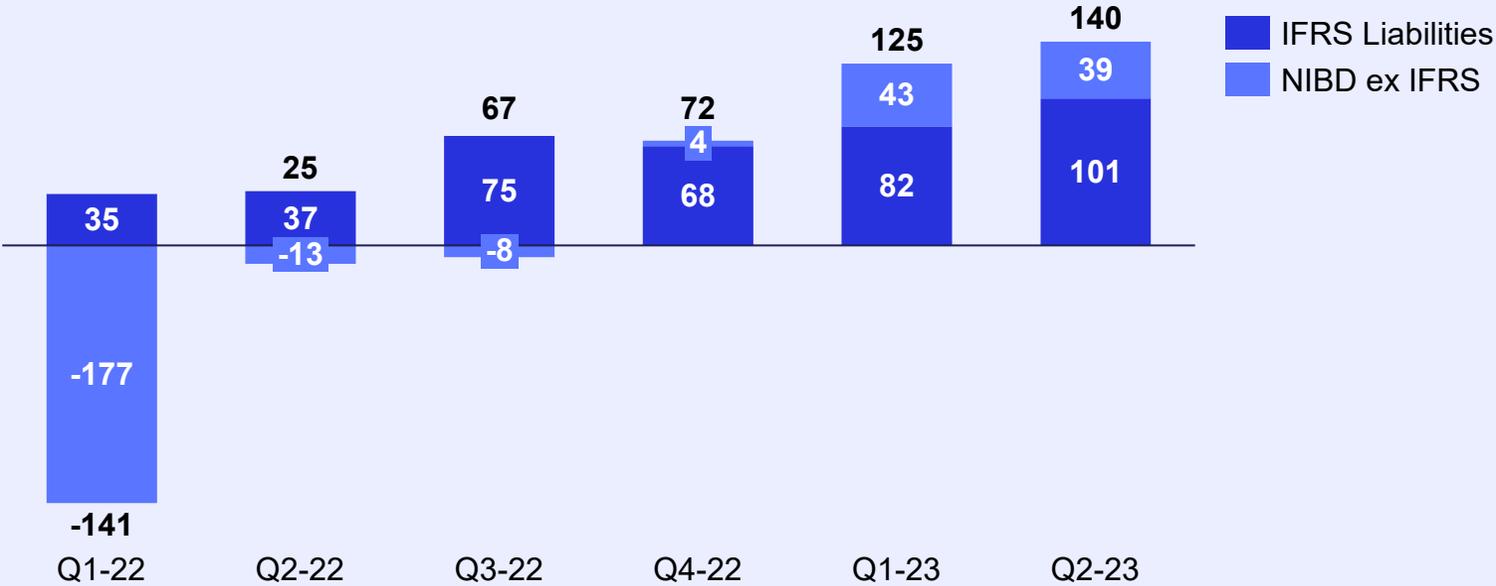
# Continued strong balance sheet

MNOK

Net leverage\*

0.5      1.08      0.95      1.61      2.00

Net Interest Bearing Debt



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



# 2025 financial ambitions

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# StrongPoint's **financial ambitions**



Revenue  
in 2025

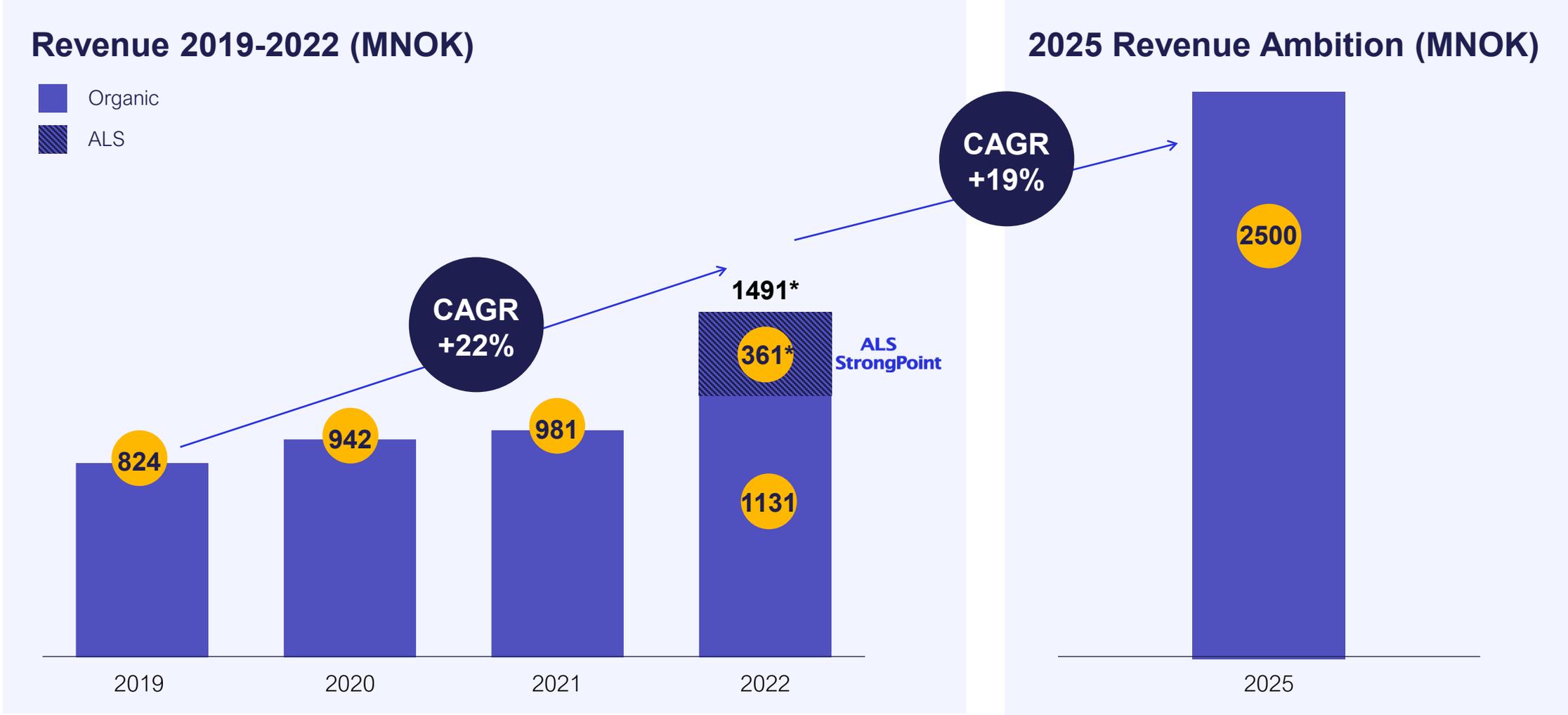
**2.5**Bn



EBITDA

**13-15%**

# Continuing recent historic growth will ensure revenue ambition in 2025



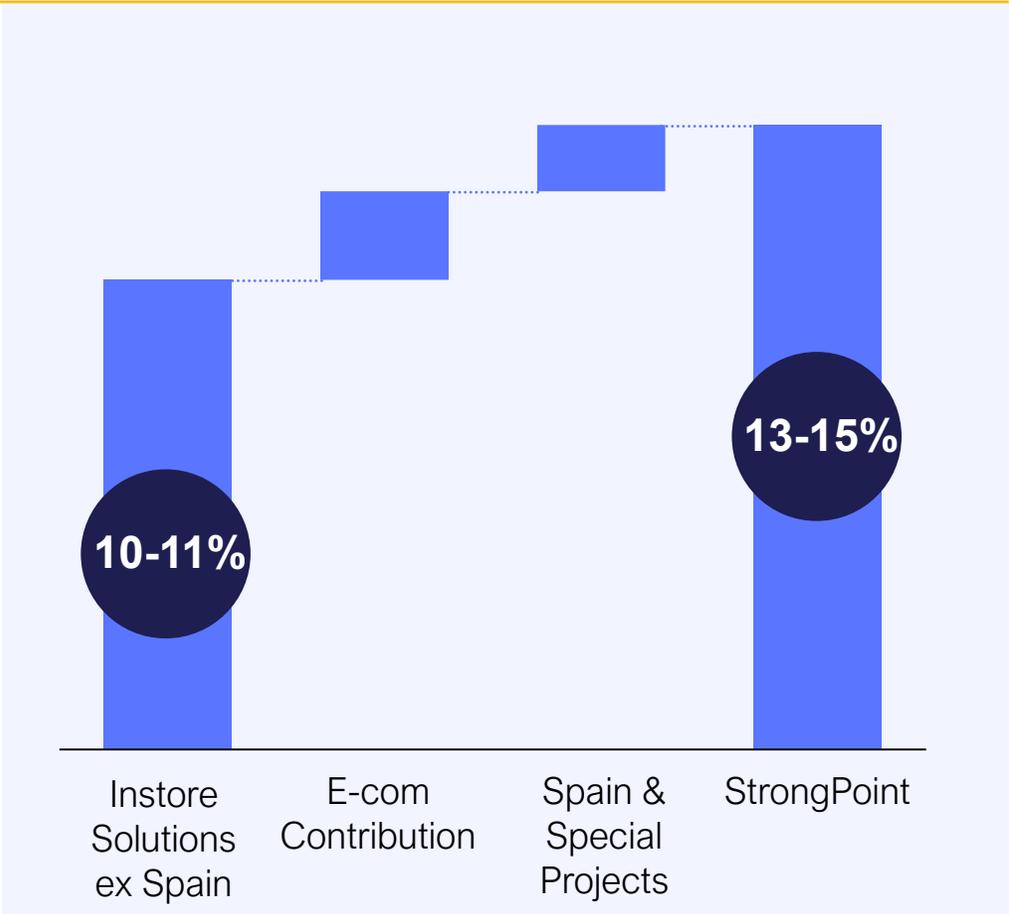
\*Proforma

# Path to achieving EBITDA margin ambitions (Strategy Update Session)

2022 EBITDA Margin



2025 EBITDA Margin

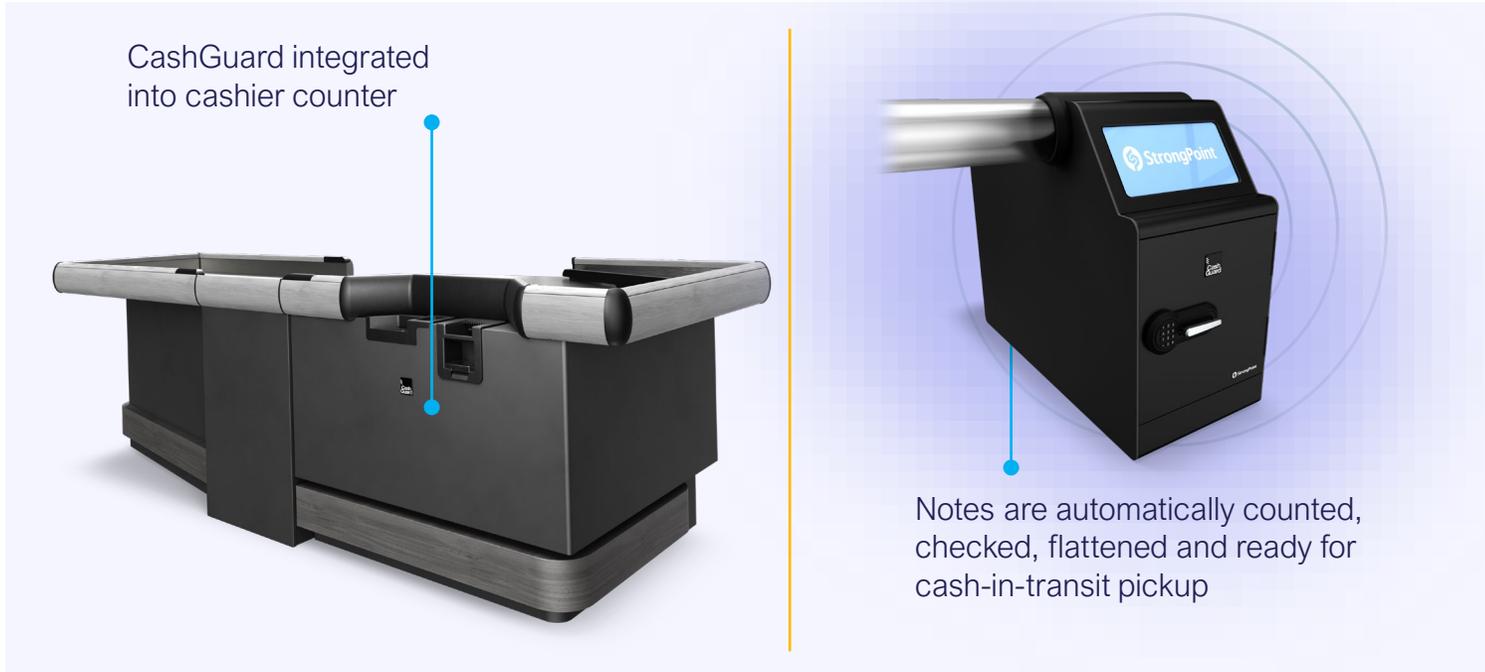


# E-commerce: e-grocery focus on the UK market

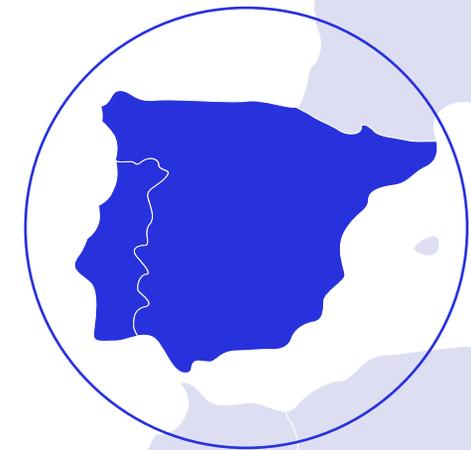
- Grocery e-commerce penetration in the UK is at 12%, highest in Europe
- Need for solutions to achieve sustained profitability in e-grocery
- Predominately a home delivery market with costs rising fast



# Spain & special projects: next generation cash management solution



In-store pilot in Q3 with groundbreaking next generation cash management solution for a major Iberian grocery retailer exclusively with StrongPoint



# Financial calendar 2023

- 23 October: Q3 2023

## **Investor relations contact:**

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**Thank you!**