

# StrongPoint Q3 2023

23 October 2023



# Agenda

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Introduction

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Q3 2023 highlights

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Other financials

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**Jacob Tveraabak**

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Chief Executive Officer



**Marius Drefvelin**

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Chief Financial 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



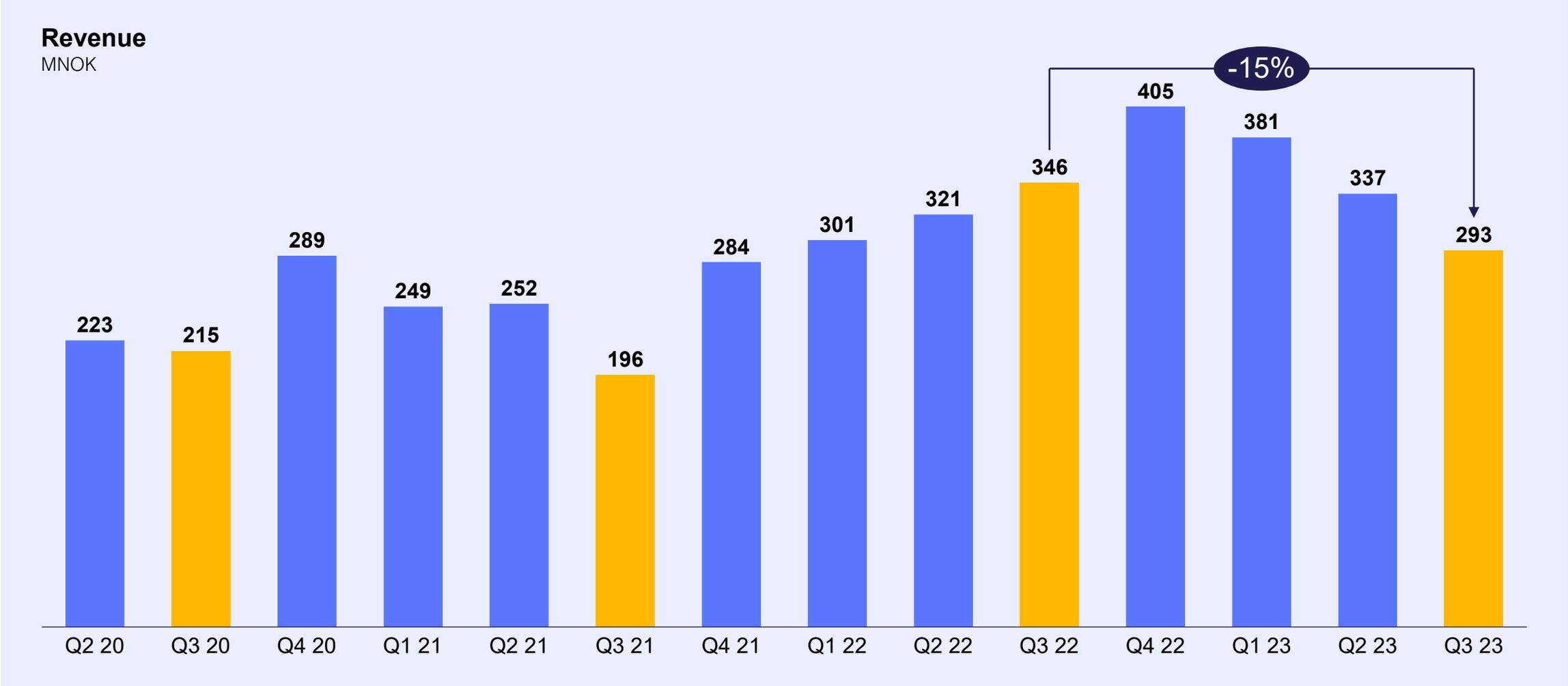
Expensive for everyone, unprofitable for many

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

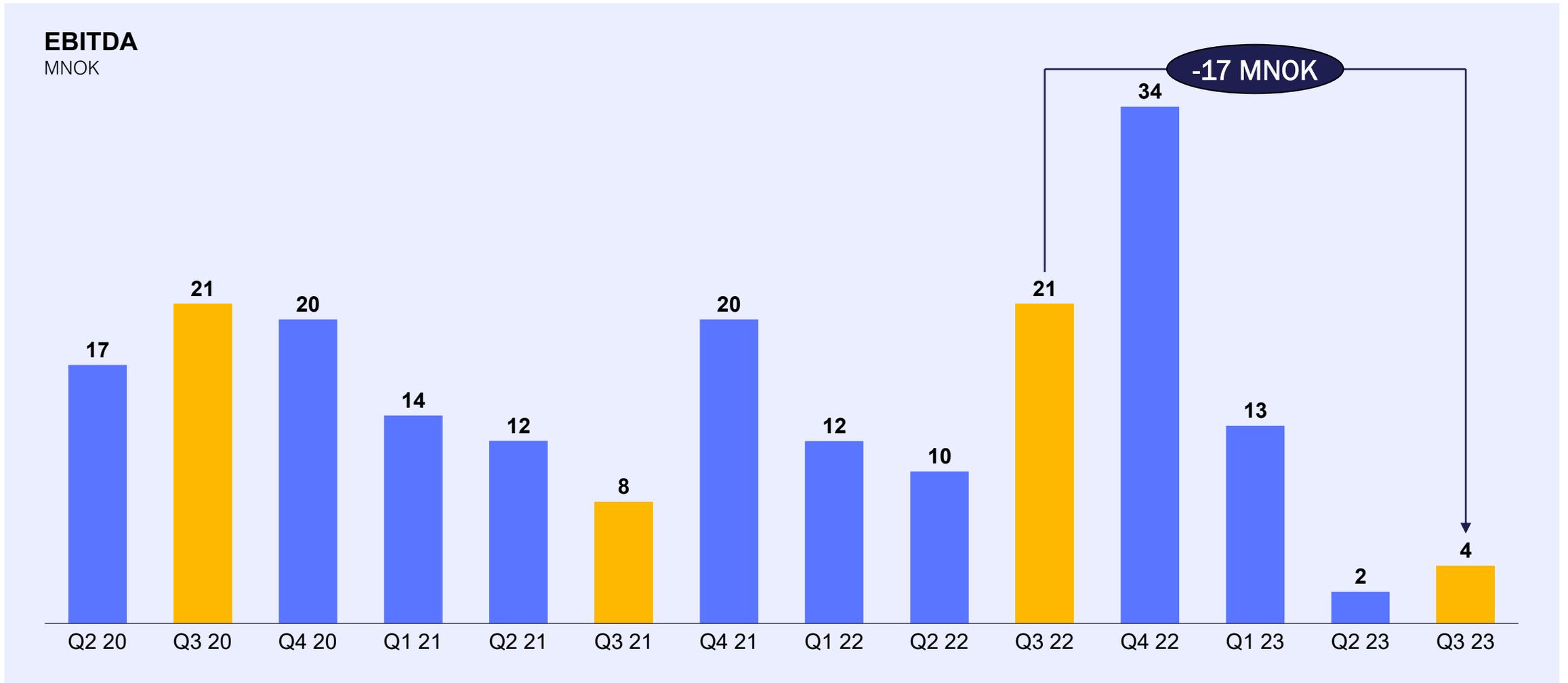
# Q3 2023 highlights

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# 3<sup>rd</sup> quarter revenue



# 3<sup>rd</sup> quarter EBITDA





# Continued customer success in priority areas



# Continued customer success in priority areas



Leading Norwegian grocery retailer ordered 80 MNOK of Pricer ESL



Breakthrough in the UK of Pricer ESLs to East of England Coop and O&CC



Baltic operations growing revenue by 16.5% vs. same quarter last year and 26.1% YTD



# Progress on strategic ambitions

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# Communicated in Q2 report

- Improvement in H2 following soft Q2
- More details on the cash management project during Q3
- Disappointed if no major deal coming out of UK during H2

Select & Collect

Produkt hämtning

# Other financials

 **StrongPoint**

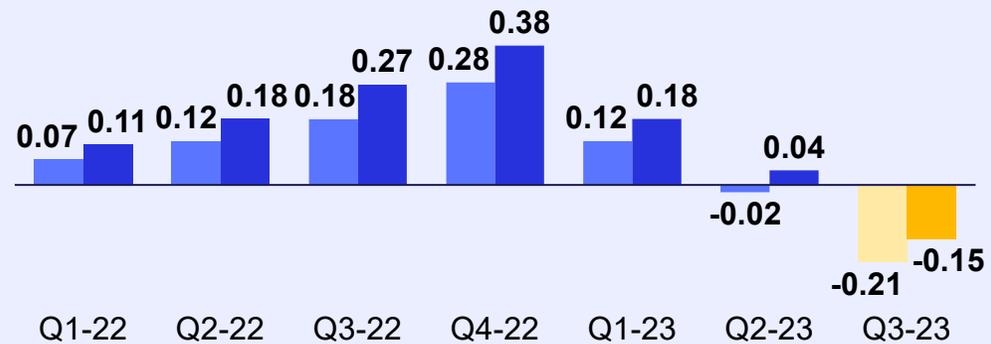


# Earnings per share

■ EPS  
■ EPS adjusted\*

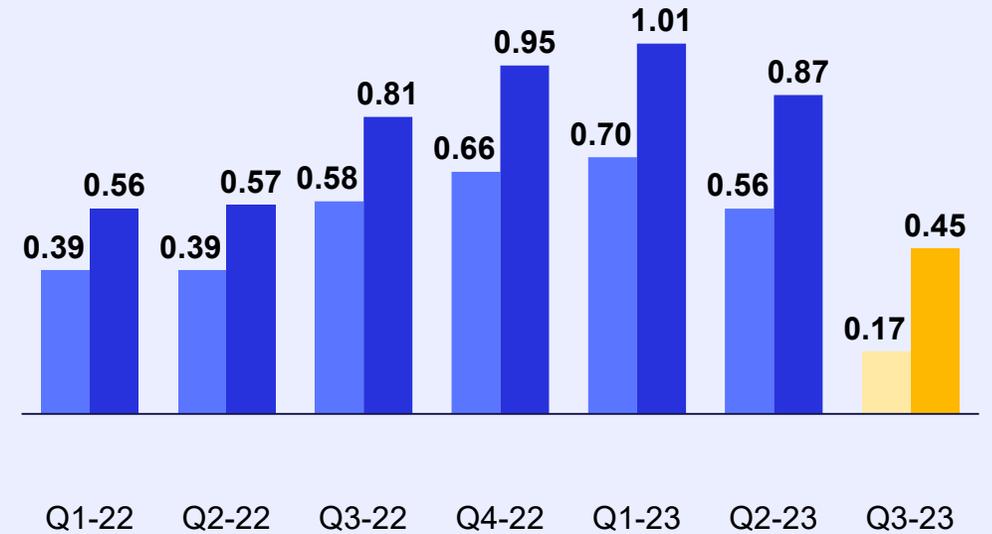
### EPS per quarter

NOK per share



### EPS rolling 12 month

NOK per share

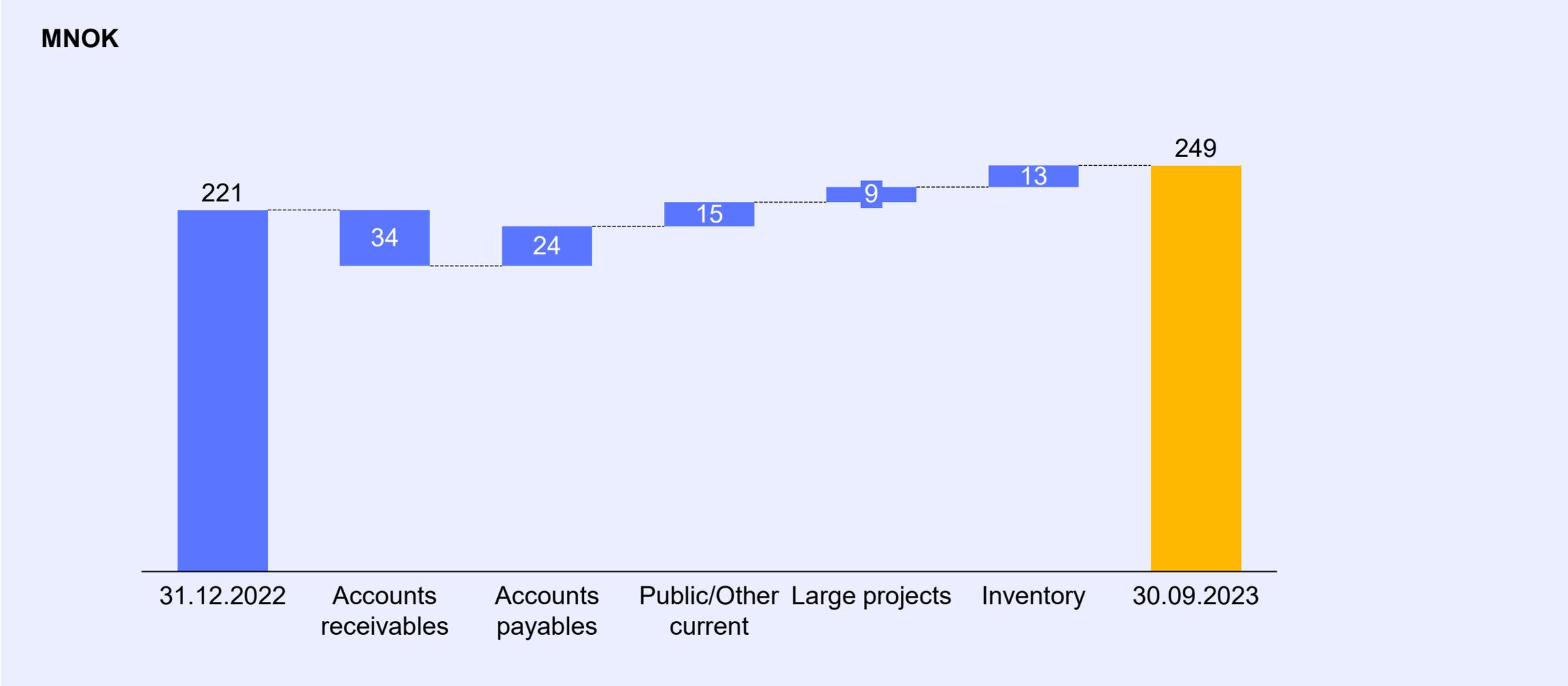


\* EPS adjusted for amortization of intangible assets, mainly from historic M&A

# Cash Flow movements in 2023



# Main working capital changes in 2023

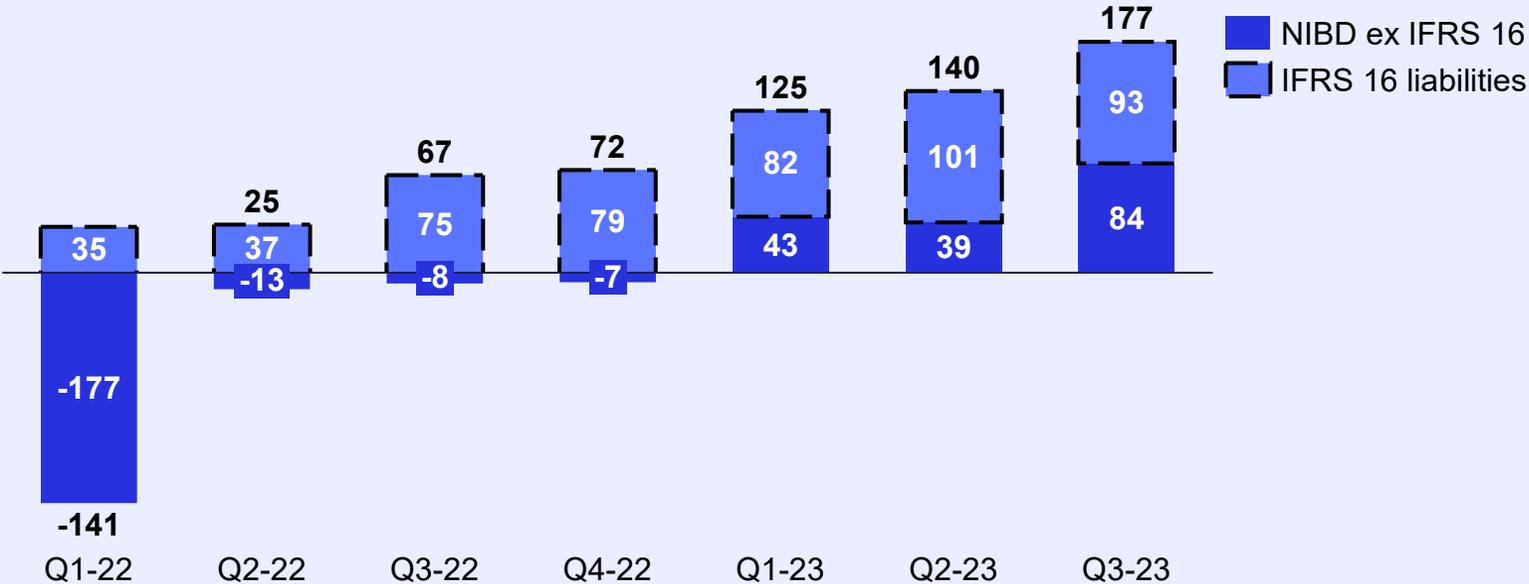


# Net interest-bearing debt

**MNOK**

Net leverage, ex. IFRS 16 liabilities	-3.43	-0.26	-0.13	-0.10	0.56	0.56	1.59
Net leverage, incl. IFRS 16 liabilities	-2.75	0.50	1.08	0.95	1.61	2.00	3.35

**Net Interest Bearing Debt**



Net leverage = Net Debt / 12 months rolling EBITDA

# Next presentation

- 12 February 2024: Q4 2023 and Strategic Update

## **Investor relations contact information:**

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Thank you

