

StrongPoint Q4 2022

13 February 2023



Agenda

Introduction to StrongPoint

Highlights Q4 2022

Other key financial figures



Jacob Tveraabak

Chief Executive Officer



Hilde Horn Gilen

Chief Financial Officer

StrongPoint's double opportunity: technology to solve grocery retailer megatrends

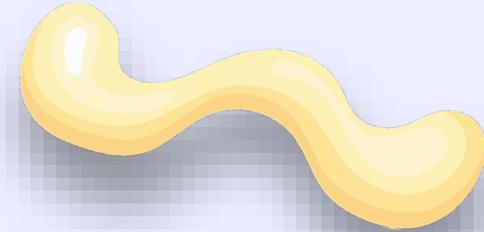


The StrongPoint sandwich

Sauce

Tomorrow's solutions

Robotics,
Automation &
Staffless shops



Toppings

E-commerce solutions

Order picking,
Last mile,
Automated MFC



Bread & Butter

In-store solutions

Self-checkout,
Pay & Collect, Cash
Management



StrongPoint's **financial ambitions**



Revenue
in 2025

2.5Bn



EBITDA

13-15%

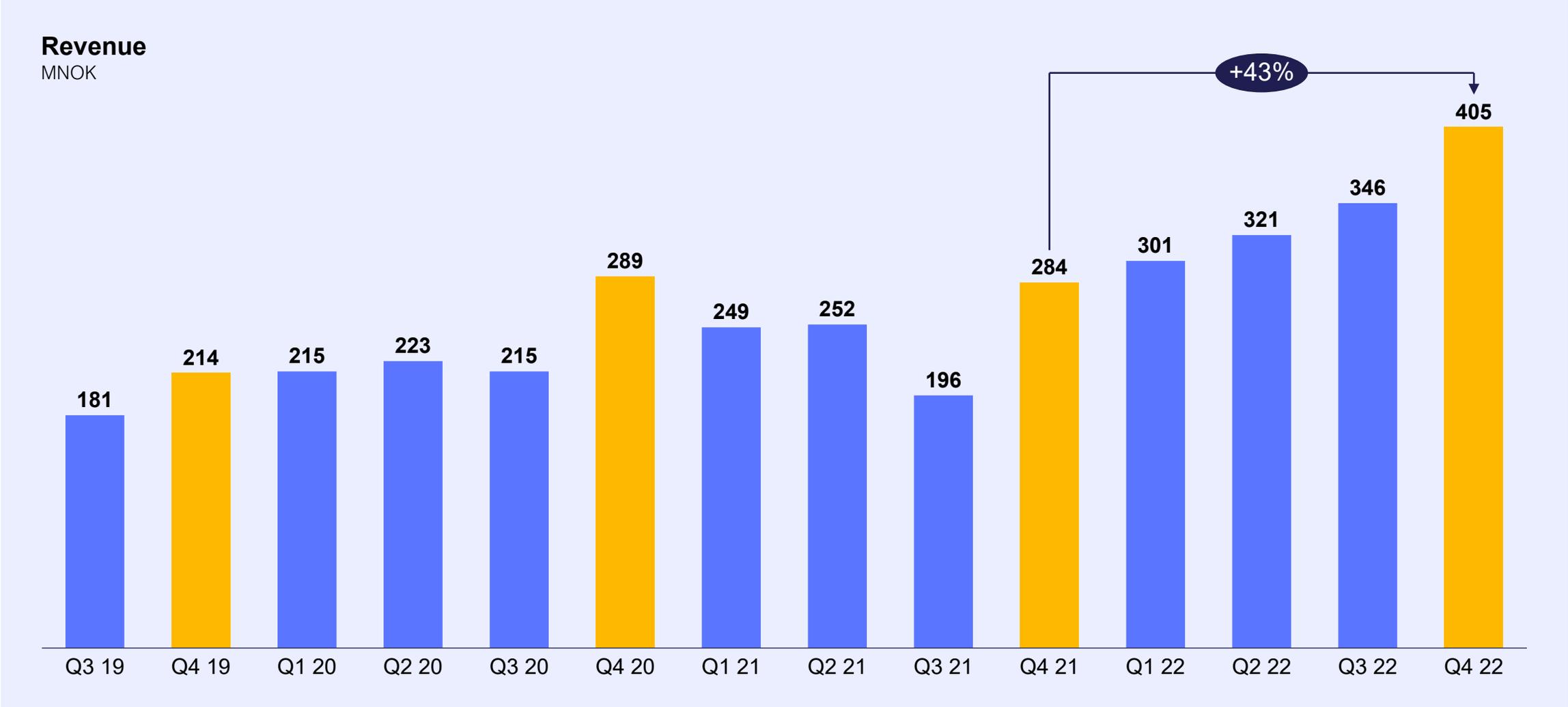


Highlights Q4 2022

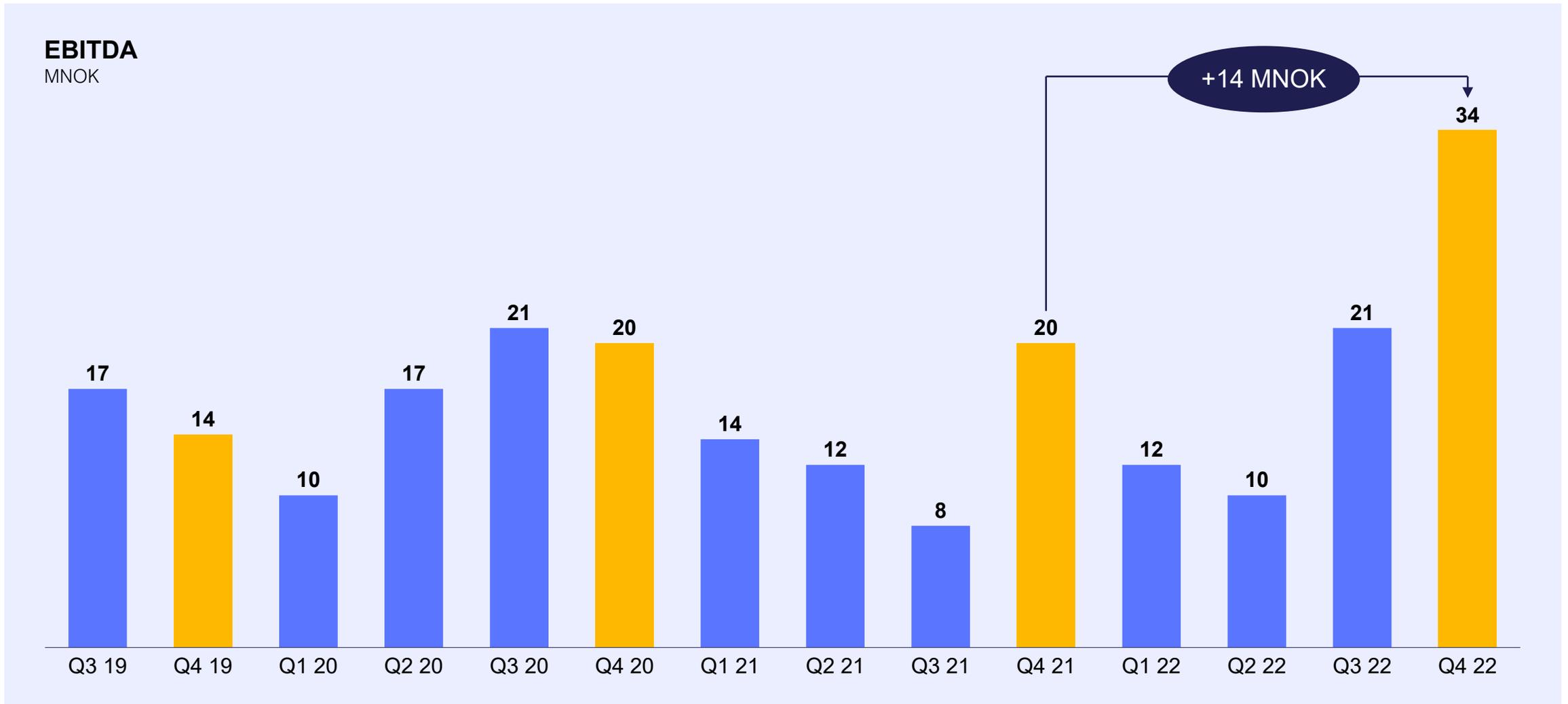
Highlights Q4 2022

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

4th quarter revenue



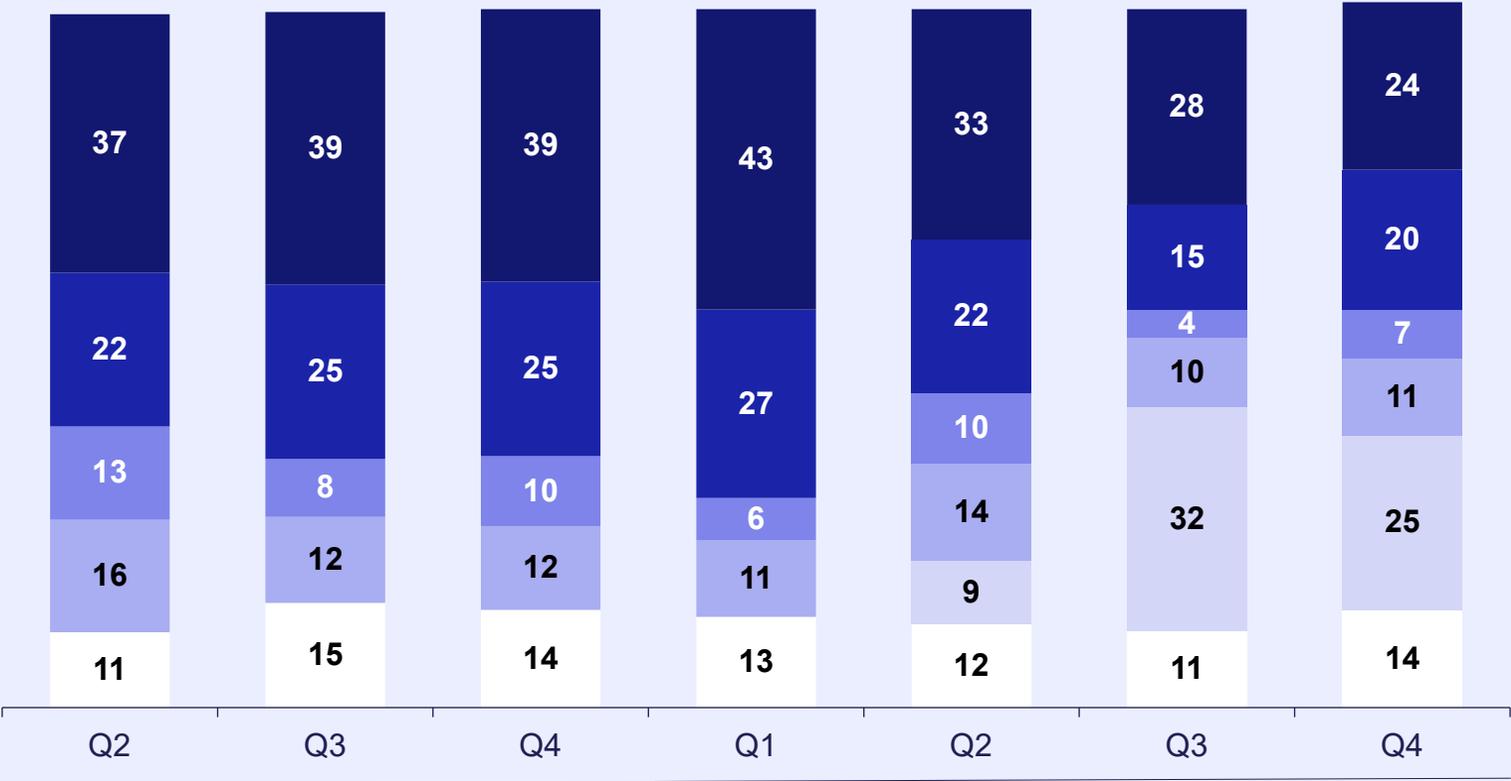
4th quarter EBITDA



Revenue share per solutions' segments

Relative share of revenue per segment

Percent



Segments

- In-store productivity
- Payment Solutions
- E-commerce Logistics
- Check Out Efficiency
- Shop Fitting
- Other retail technology

Note: Roundings may make total different than 100%

Strong financial performance



Continued customer success in priority areas

- StrongPoint signed the first AutoStore solution with three temperature zones: ambient, chilled and frozen
- Pilot of 20 Click & Collect temperature controlled lockers to major grocery chain in the US
- Frame agreement with DIY chain Maxbo in Norway for Pricer ESL installations

Further progress on 2025 strategic ambitions



Further progress on 2025 strategic ambitions

- Expanded geographical scope with rights to sell Pricer ESL to Spain, as well as UK and Ireland
- Awarded distribution rights for AutoStore in the UK and Ireland
- Completed first development phase of a new, large-scale cash management solution for major Iberian grocery retailer, reflecting a vast value creation potential

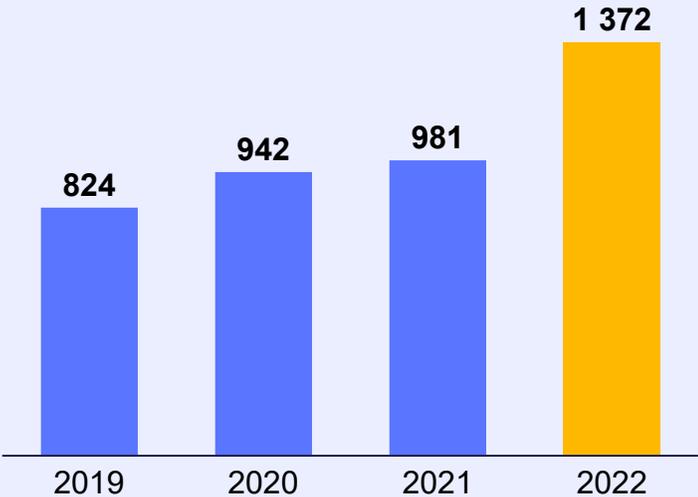


Other key financial figures

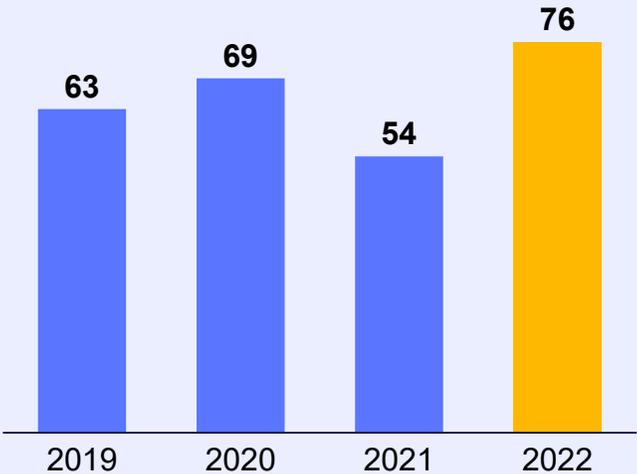
Revenue and EBITDA 2022 compared to prior years

MNOK

Revenue

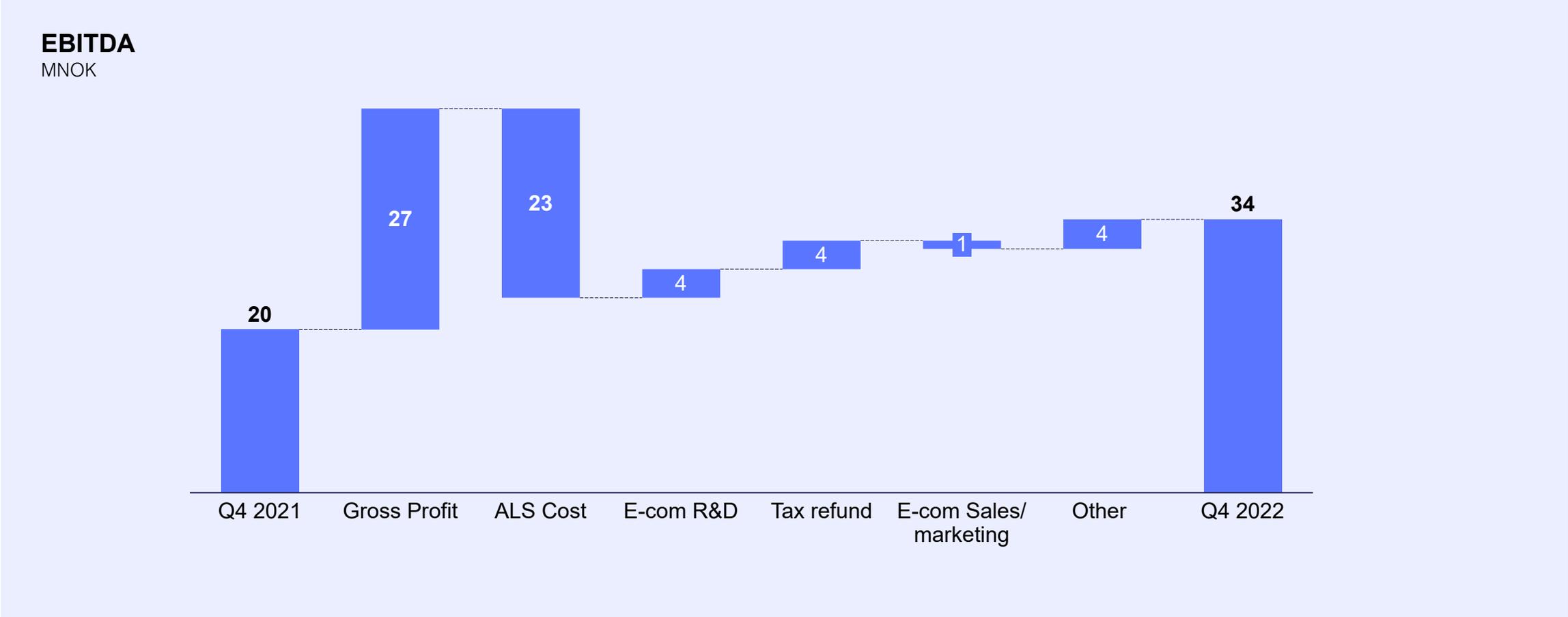


EBITDA



* Air Link Group Ltd was acquired on June 1, 2022

Q4 EBITDA break down

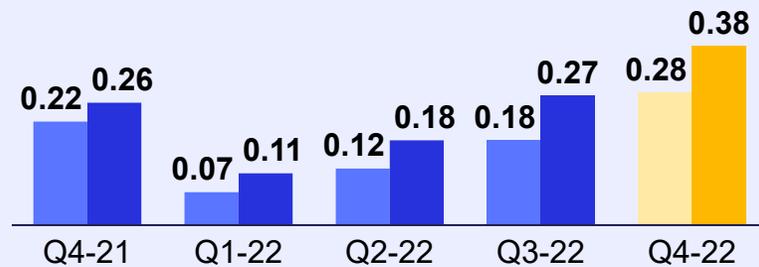


Earnings per share

■ EPS
■ EPS adjusted*

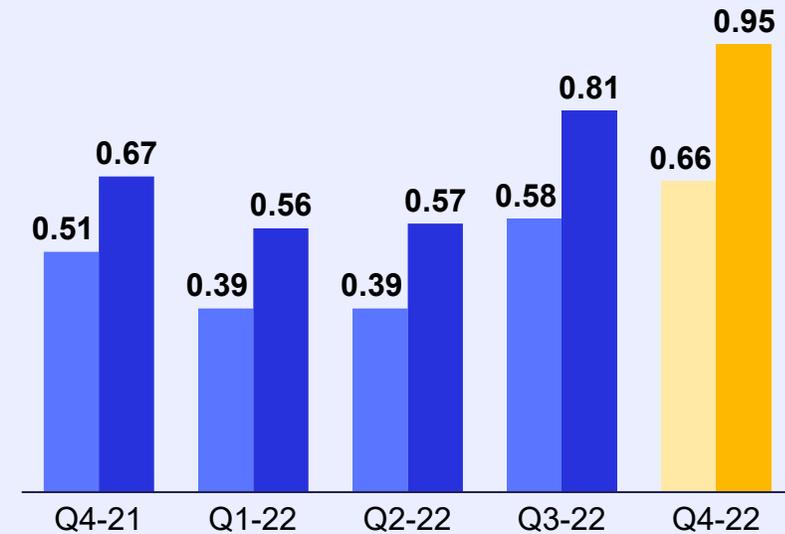
EPS per quarter

NOK per share



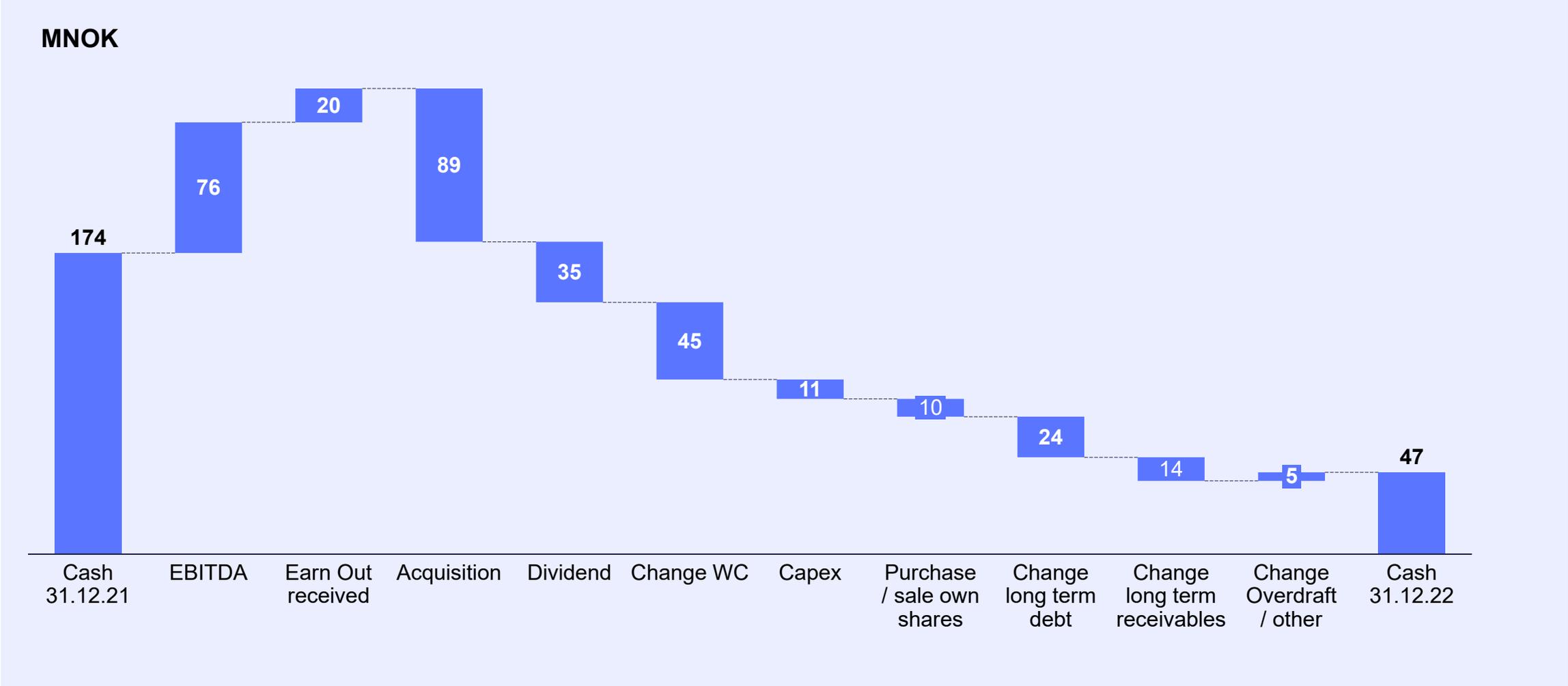
EPS rolling 12 month

NOK per share

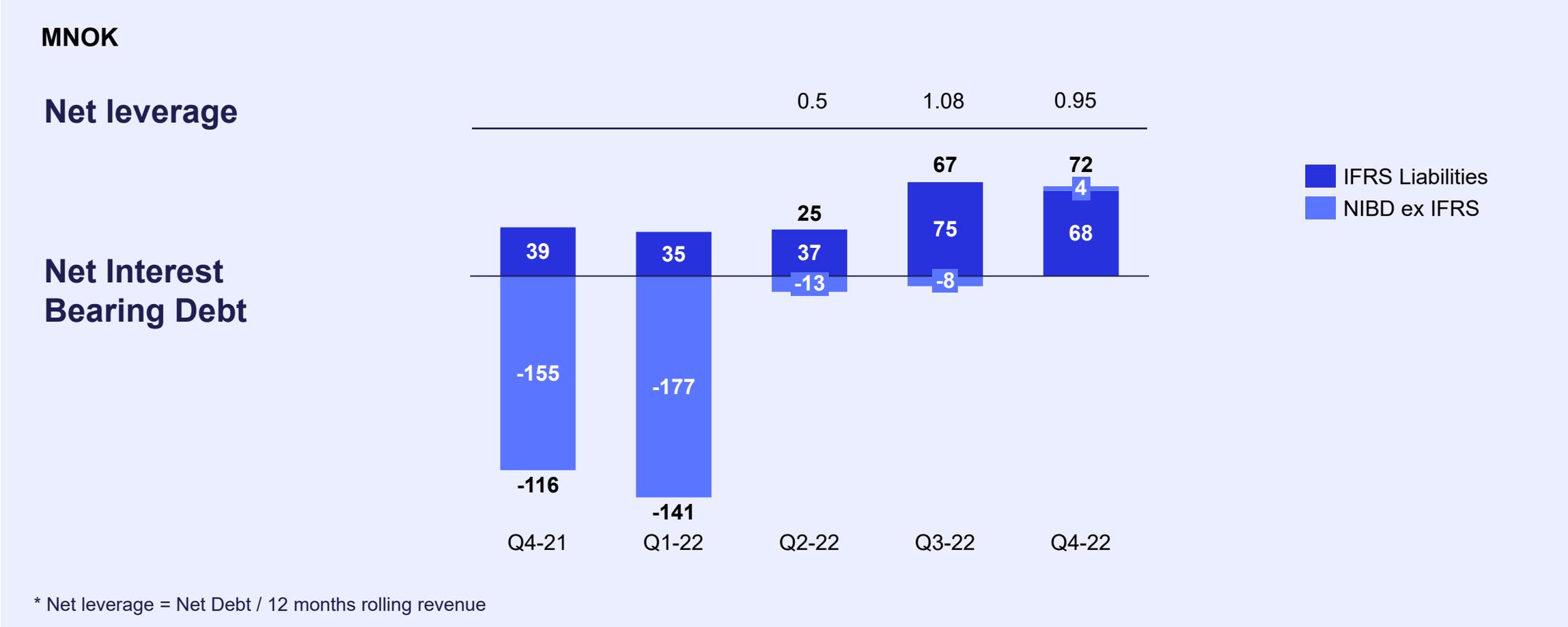


* EPS adjusted for amortisation of intangible assets, mainly from historic M&A

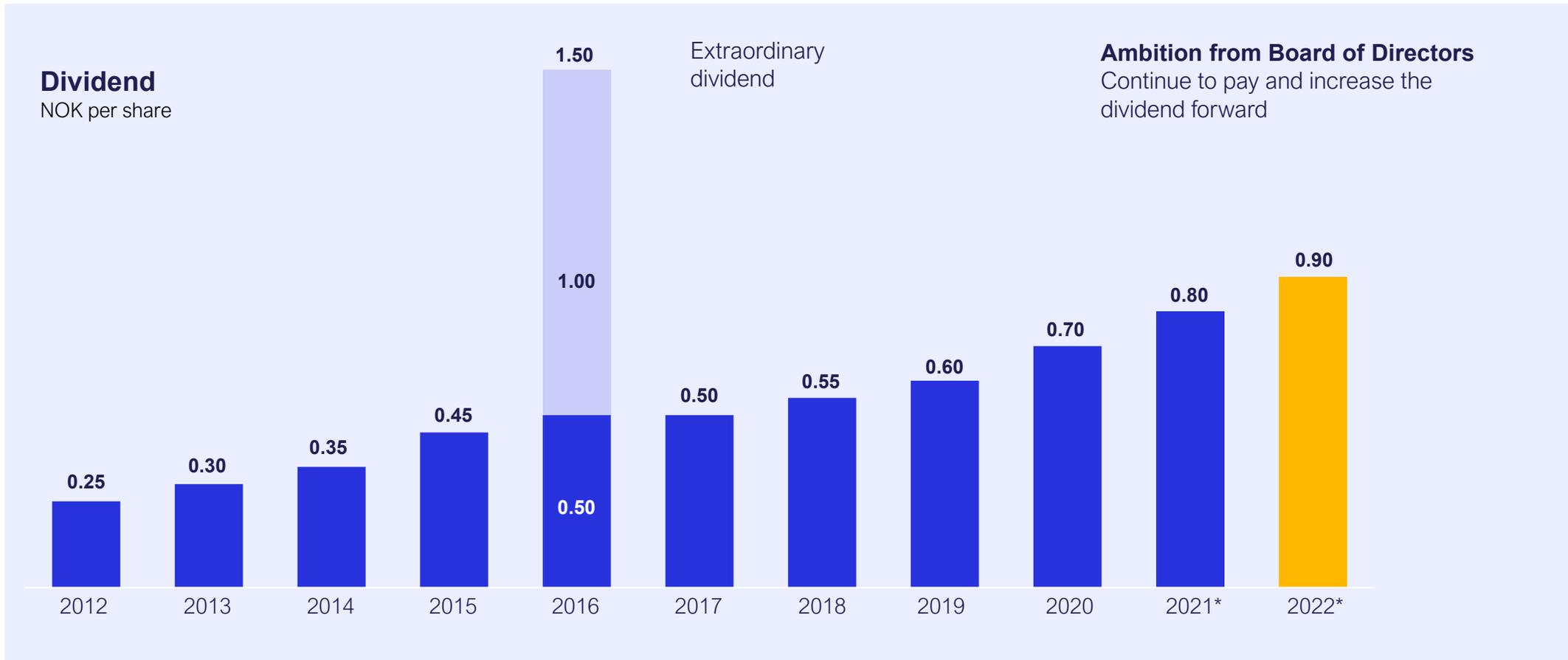
Cash Flow movements in 2022



Continued “break even” debt position except 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

- 31 March: Annual Report
- 27 April: Q1 2023
General Meeting 2023
- 14 July: Q2 2023
- 23 October: Q3 2023

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Thank you!