

StrongPoint Q4 2023

12 February 2024



Agenda

Introduction

Q4 2023 highlights

Customer success

Other financials

Strategic ambitions



Jacob Tveraabak

Chief Executive Officer



Marius Drefvelin

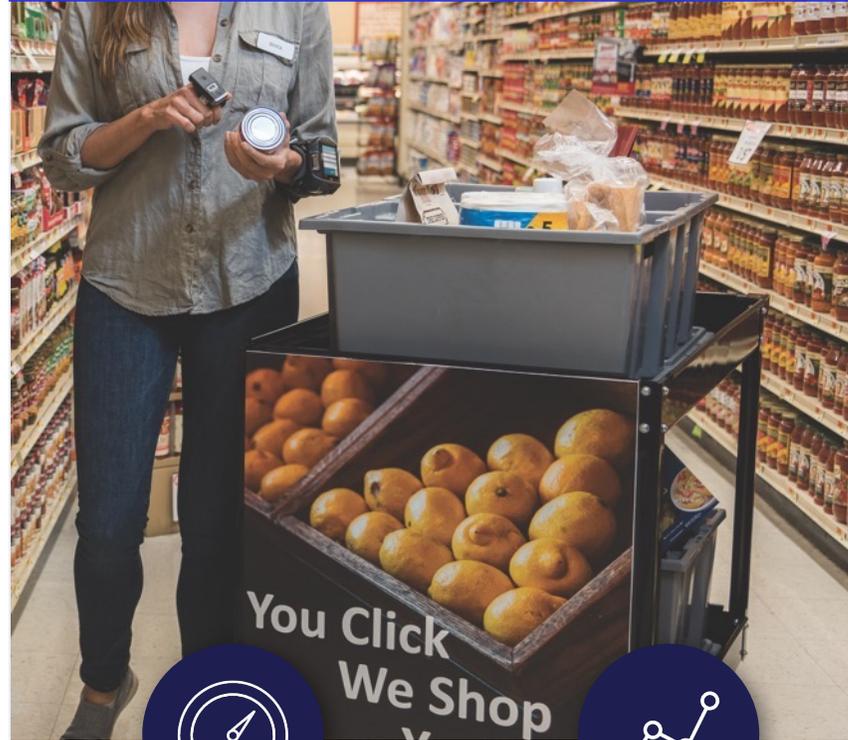
Chief Financial Officer

Our purpose:



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

Impact on grocery retailers



Driving Efficiency Savings



Boosting margins



Impact on end consumers



Improving both the in-store and online experience for shoppers

Macro environment also impacting grocery retailers

Inflation



Price changes and increased competitive pressure

Discounters



Shoppers looking for cheaper alternatives

E-Commerce



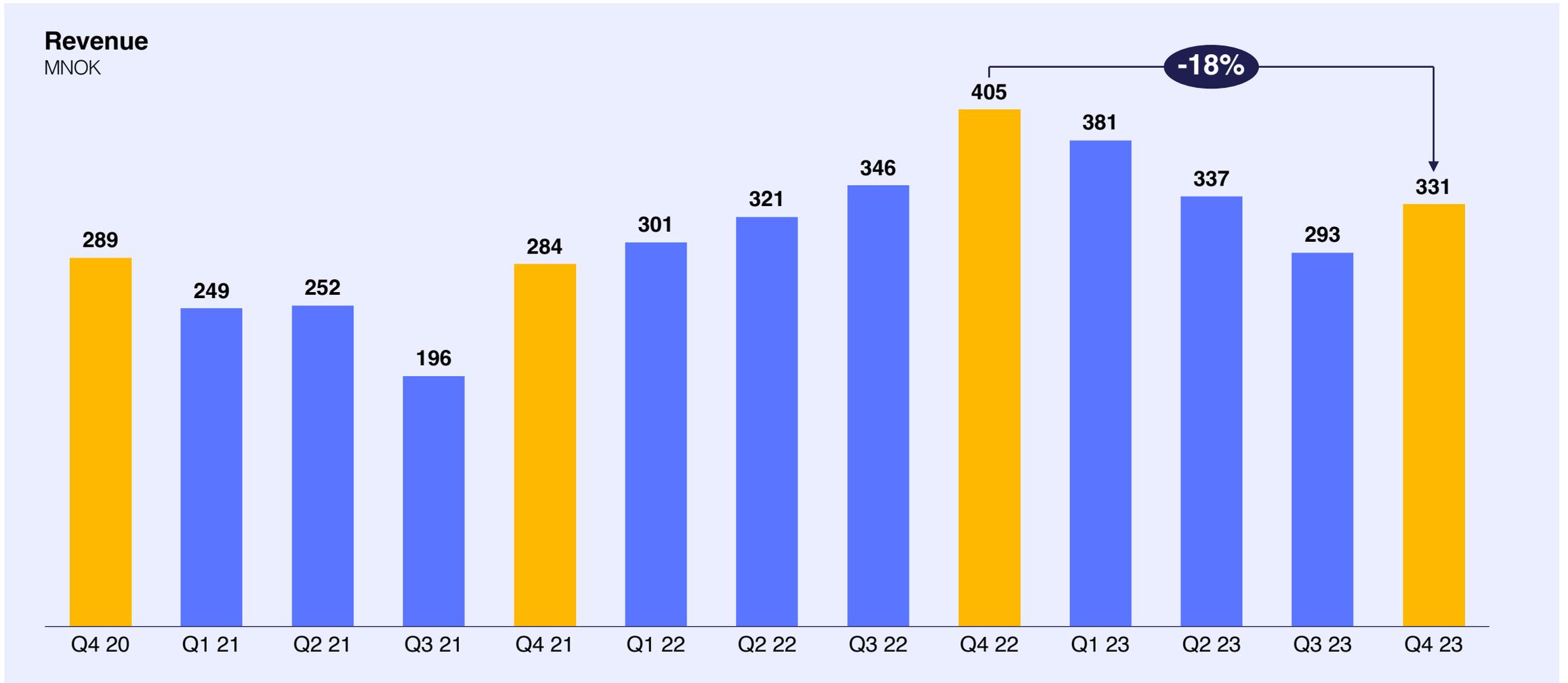
Expensive for everyone, unprofitable for many

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

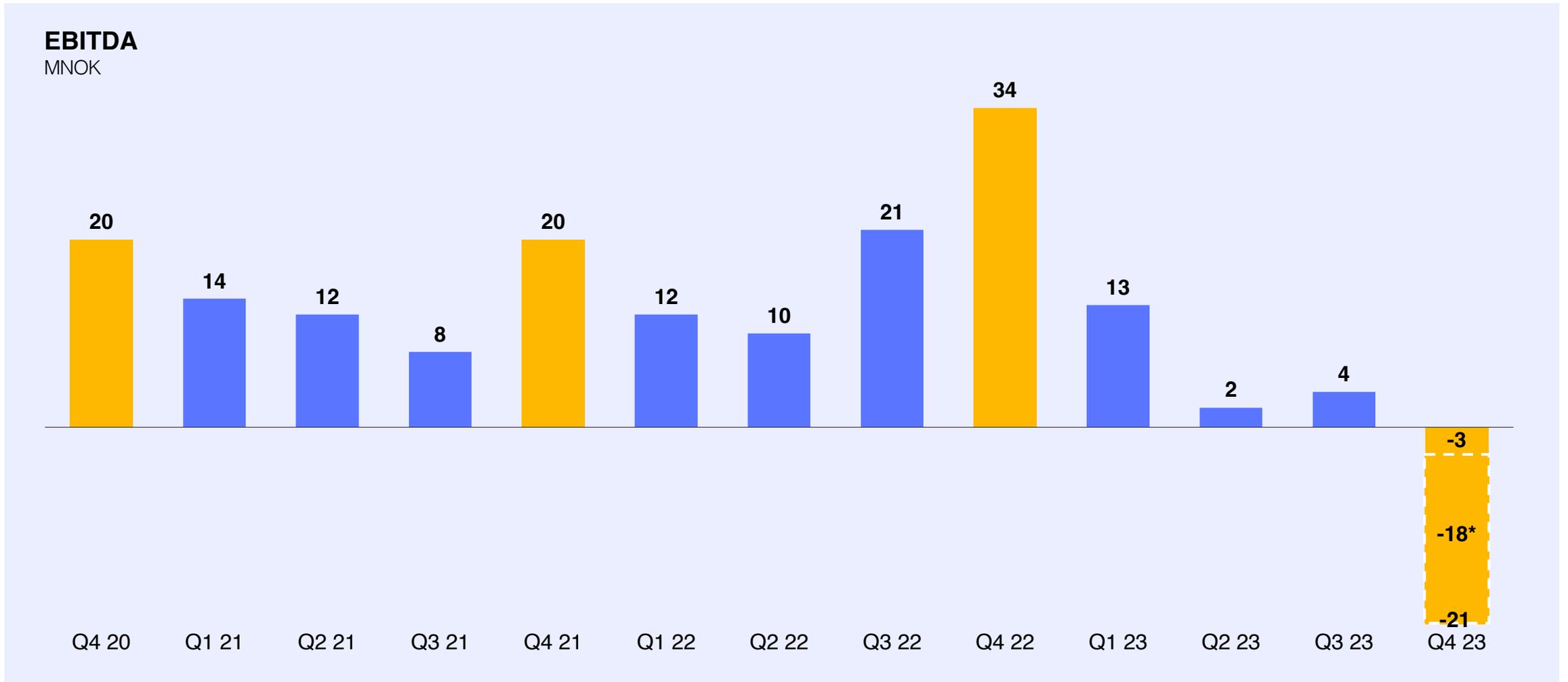
Q4 2023 highlights



4th quarter revenue



4th quarter EBITDA



* The Q4 2023 EBITDA was -20.6 MNOK, including non-recurring restructuring and M&A costs of 7.3 MNOK and write-downs 10.6 MNOK. Excluding these adjustments, the Q4 2023 EBITDA was -2.7 MNOK.



Continued customer success in priority areas

Continued customer success in priority areas



Largest Grocery Retailer in Baltics, Maxima, Signs Multi-year Framework Agreement for Self-Checkouts



Norwegian retailer Felleskjøpet orders Pricer Electronic Shelf Labels from StrongPoint



Revenue growth of 22% and 35% in the Baltics and Spain, respectively

Select & Collect

Produkt hämtning

Other financials

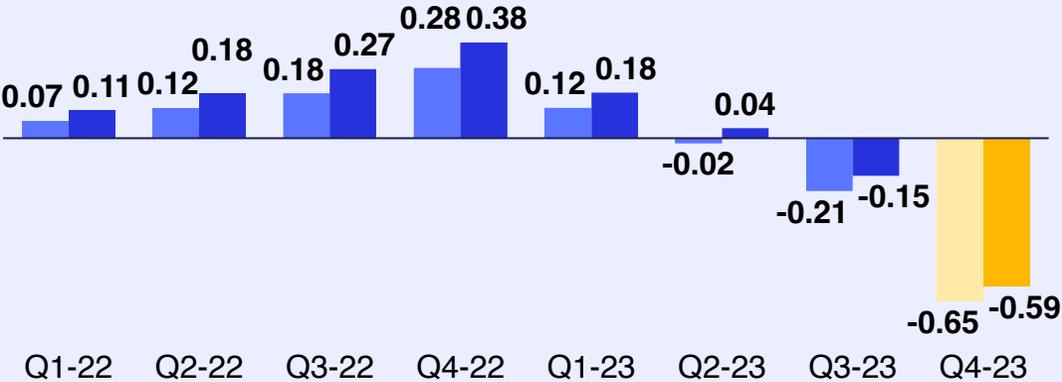
 **StrongPoint**



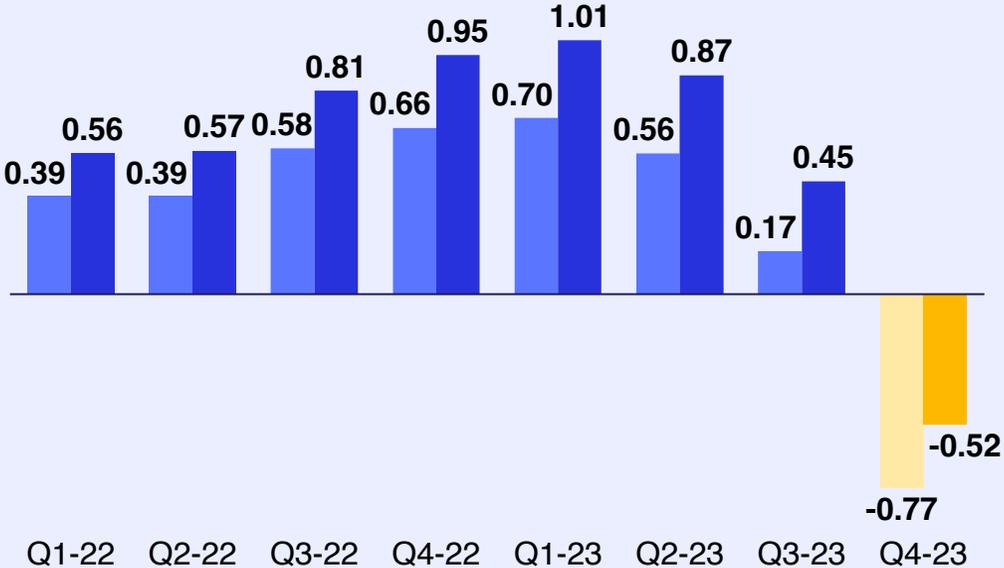
Earnings per share

- EPS
- EPS adjusted*

EPS per quarter
NOK per share

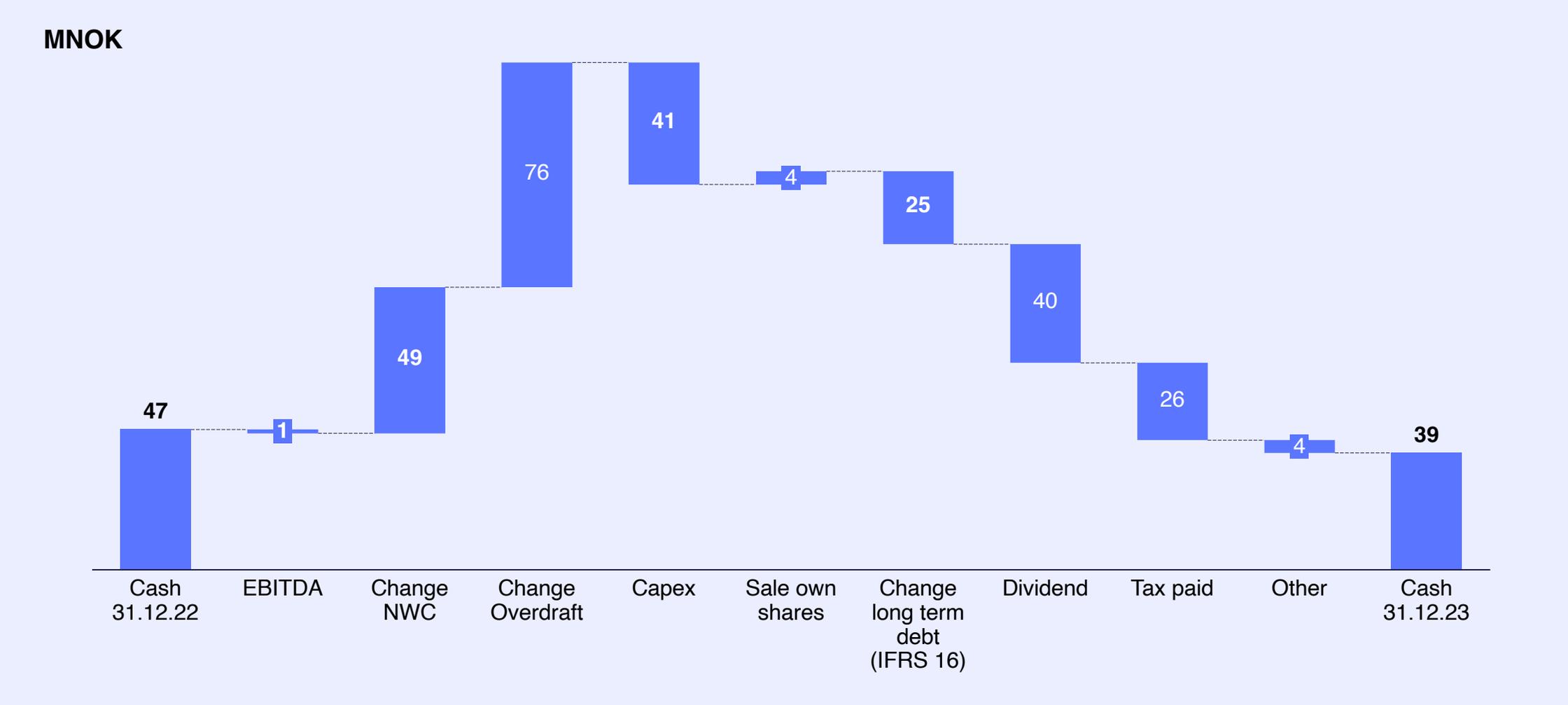


EPS rolling 12 month
NOK per share

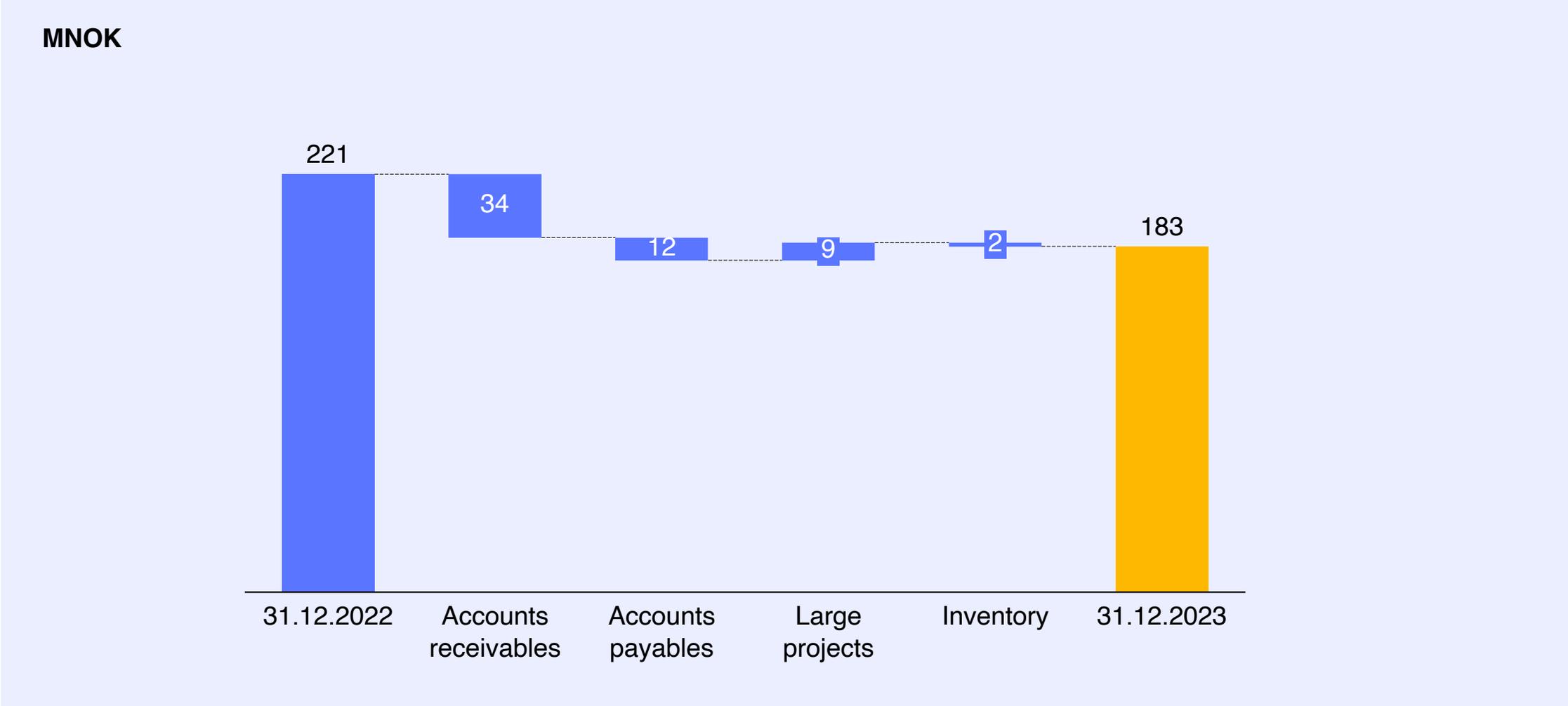


*EPS adjusted for amortization of intangible assets, mainly from historic M&A

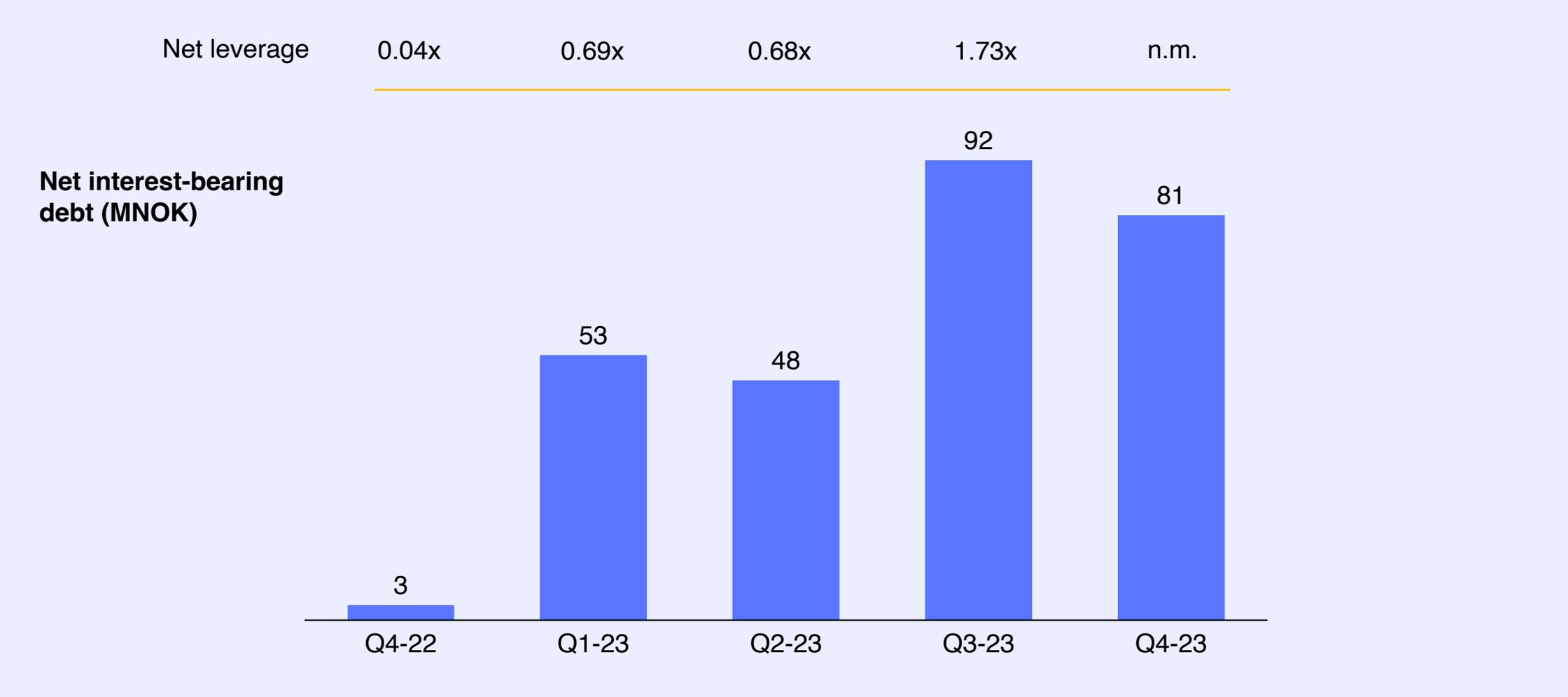
Cash Flow movements in 2023



Main working capital changes in 2023



Net leverage and net interest-bearing debt



Net leverage = Net interest-bearing debt / 12 months rolling EBITDA
Net interest-bearing debt includes interest bank loans and bank overdraft, financial lease and IFRS 16 car leasing. See the quarterly report for an overview of each component comprising net interest-bearing debt.



Progress on strategic ambitions

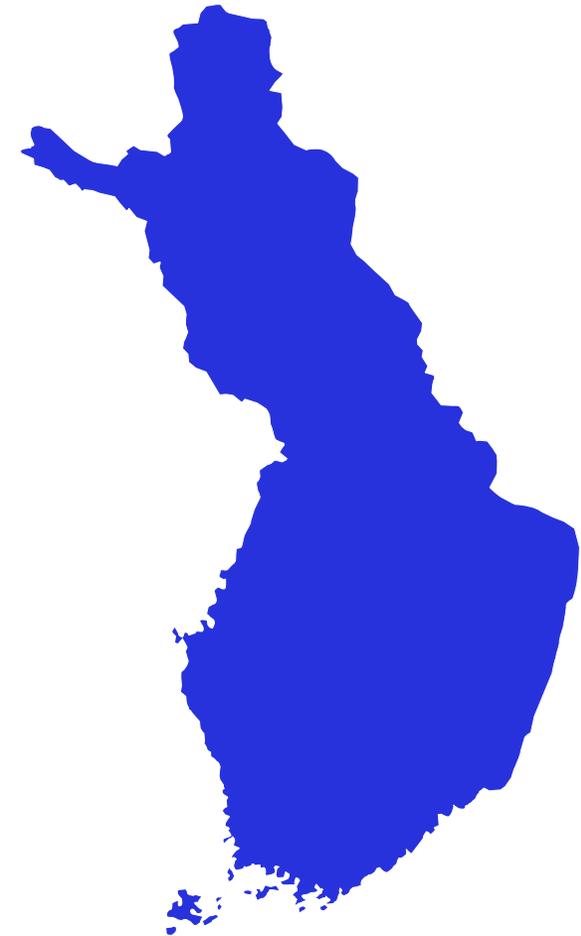
Acquisition of Hamari Group

- Acquisition of Hamari Group completed
- Annual revenue in 2022 was EUR 1.5 million
- Hamari is a retail technology solutions company based in Finland established in 2006
- Provides services and installation to retailers and grocery retailers, predominantly electronic shelf labels from Pricer AB

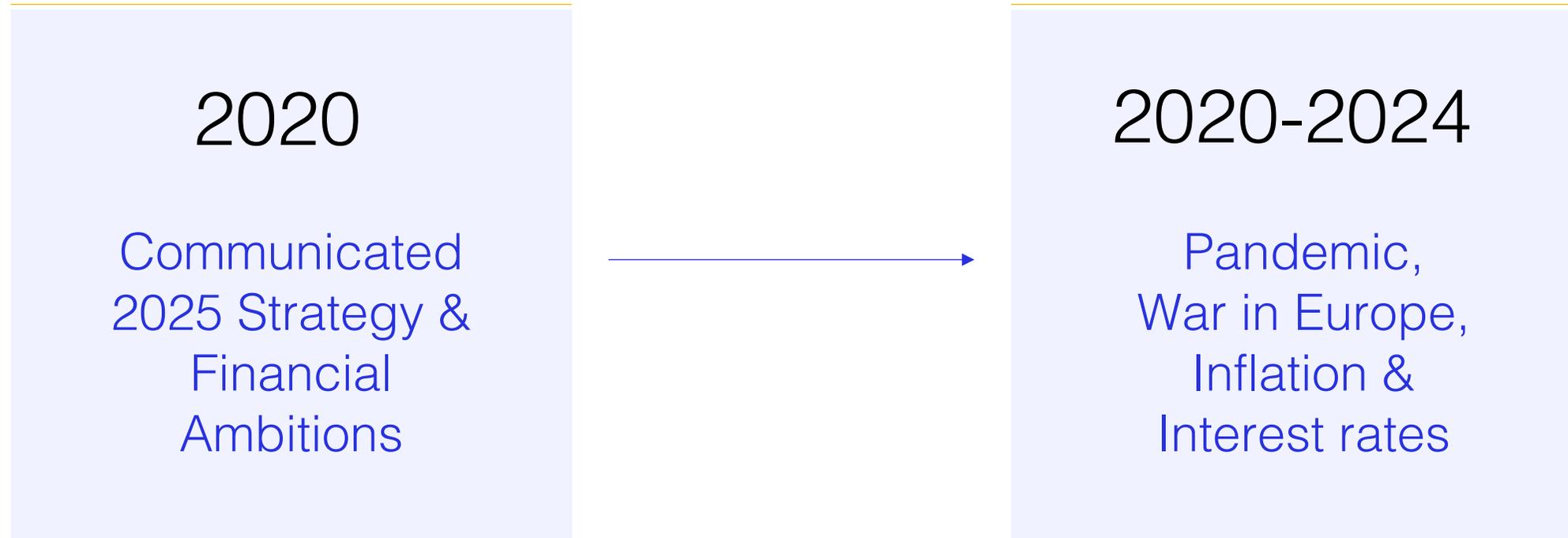


Key opportunities in Finland:

- Self-Checkout
- Order Picking
- Click & Collect Grocery Lockers
- Vensafe



Financial ambitions 2025 update



2023 reflections

Result of our strategic investments

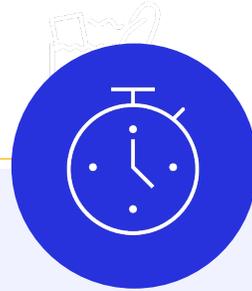
Sainsbury's



The long-term fundamentals are **in our favour**



Grocery
retailers
operating in a
highly resilient
industry



Need for
efficiency-saving
technologies



Investments in
key growth
markets starting
to bear fruit

Next presentation

- 25 April 2024: Q1 2024 and Strategy Update Session

Investor relations contact information:

investor@strongpoint.com or
marius.drefvelin@strongpoint.com

Marius Drefvelin, CFO

Mobile: +47 958 956 90



Thank you

