



StrongPoint

Presentation of **1st**
quarter 2016

April 28th

8:15 am

Agenda

- ✔ Highlights 1st quarter 2016
- ✔ Segment financials and status
- ✔ Business model, solutions/markets
- ✔ South East Asia update
- ✔ Q & A – including pre-submitted questions from shareholders



StrongPoint Mission

**Driving retailers' productivity
by providing innovative integrated
technology solutions**



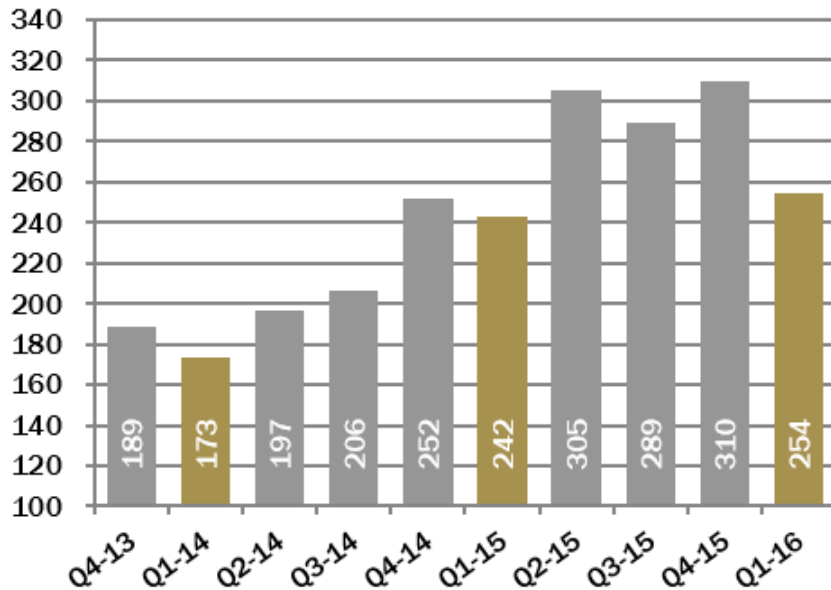
Highlights 1st quarter 2016

- Group operating revenues: MNOK 254,2 (MNOK 242,5)
- Group EBITDA: MNOK 10,1 (MNOK 15,2)
- Good cash flow from operations MNOK 13,6 (-19,5)
- Dividend to NOK 0,45 per share (0,35) to be approved today
- Alimerka – 120 systems installed in 1st quarter – Value MNOK 8-9

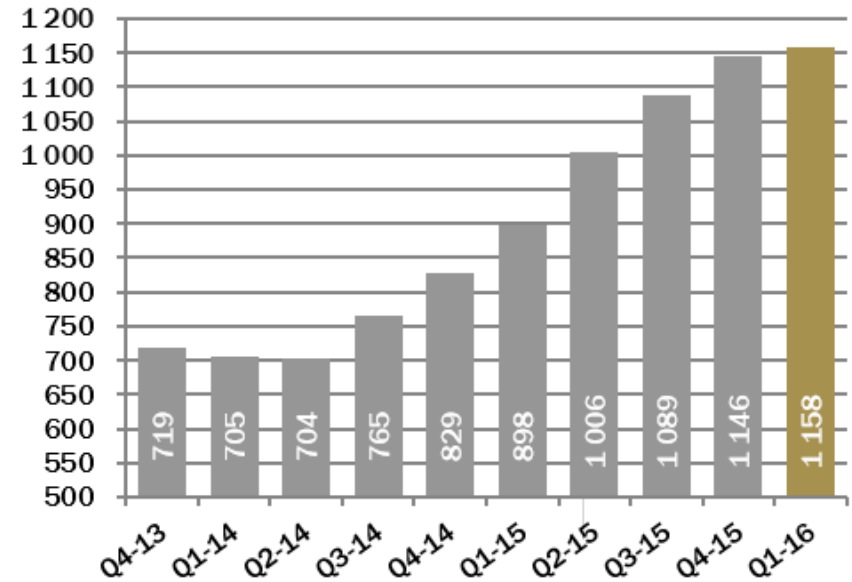
MNOK	Q1 2016			Q1 2015		
	Revenue	EBITDA	EBT	Revenue	EBITDA	EBT
Proprietary Technologies	105,7	-3,6	-6,8	116,3	10,0	6,9
3rd party Technologies	105,0	12,7	11,0	83,5	3,6	1,6
Labels	47,4	4,5	0,7	46,4	5,4	2,3
Eliminations / ASA	-3,9	-3,5	-3,5	-3,8	-3,9	-2,2
Total	254,2	10,1	1,4	242,5	15,2	8,6



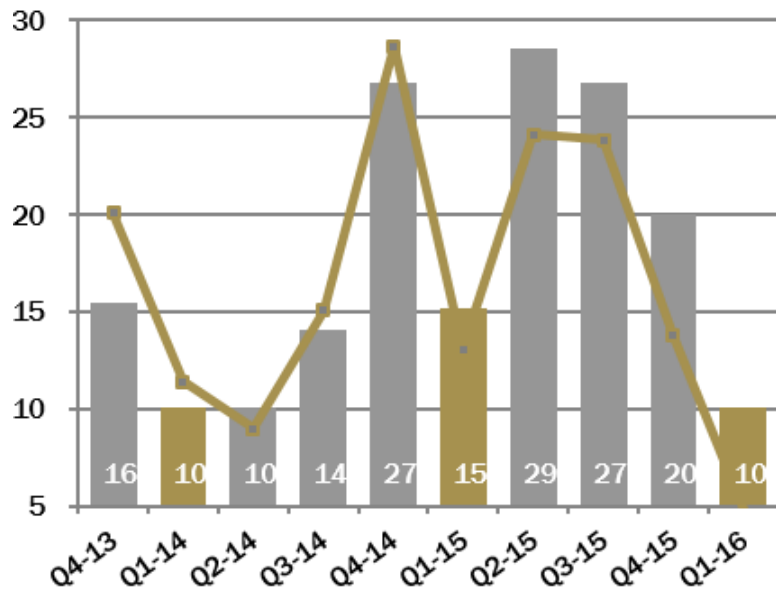
Revenues per quarter



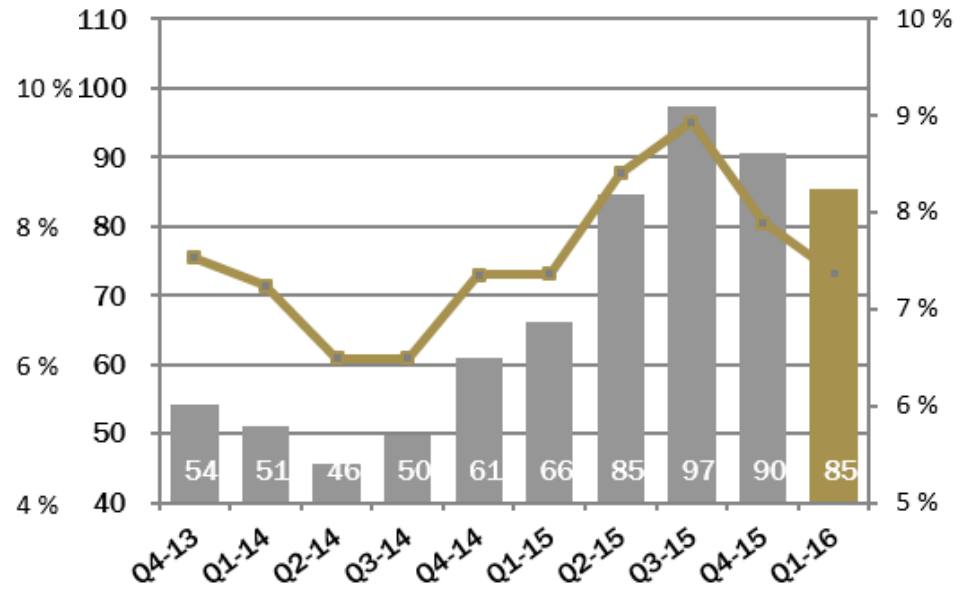
12 months rolling



EBITDA per quarter



12 months rolling



1st quarter revenues by category

MNOK	Q1 2016		Q1 2015	
	New sales	Recurring sales	New sales	Recurring sales
Proprietary Technologies	56,9	48,8	76,4	39,9
3rd party Technologies	78,3	26,7	53,3	30,2
Labels	0,0	47,4	0,0	46,4
Eliminations / ASA	-3,9	0,0	-3,8	0,0
Total	131,3	122,9	125,9	116,6





1st quarter revenues by geography

MNOK	Q1 2016			Q1 2015		
	Norway	Sweden	Other markets	Norway	Sweden	Other markets
Proprietary Technologies	32,8	29,9	43,0	25,2	48,0	43,2
3rd party Technologies	50,2	32,4	22,4	27,9	35,4	20,2
Labels	15,1	31,6	0,8	17,4	28,0	0,9
Eliminations / ASA	0,0	-3,9	0,0	-0,1	-3,7	0,0
Total	98,1	89,9	66,2	70,4	107,8	64,3



Group balance sheet - Total assets



-  Inventory down by MNOK 7.6 from end Q4
-  A/R down by MNOK 7.0 compared to Q4

KNOK	31.03.2016	31.12.2015	31.03.2015
ASSETS			
Intangible assets	68 717	75 469	80 191
Goodwill	149 744	153 410	139 700
Tangible assets	53 513	55 069	50 971
Long term investments	1 105	989	481
Other long term receivables	-	-	1 782
Deferred tax	27 651	28 117	36 455
Non-current assets	300 729	313 054	309 580
Financial investments	-	-	53
Goods	117 476	125 042	91 556
Accounts receivable	178 215	185 237	169 044
Prepaid expenses	11 245	12 092	10 506
Other receivables	18 420	17 317	15 451
Bank deposits	19 929	22 610	14 512
Current assets	345 286	362 297	301 121
TOTAL ASSETS	646 014	675 351	610 700



Group balance sheet – Total equity & liabilities

KNOK	31.03.2016	31.12.2015	31.03.2015
EQUITY AND LIABILITIES			
Share capital	27 513	27 513	27 513
Holding of own shares	-65	-65	-65
Other equity	261 889	269 799	218 517
Total equity	289 337	297 247	245 965
Long term interest bearing liabilities	32 690	37 186	53 777
Other long term liabilities	-	-	27 634
Total long term liabilities	32 690	37 186	81 410
Short term interest bearing liabilities	47 506	54 025	68 082
Accounts payable	102 636	95 978	86 014
Taxes payable	38	233	123
Other short term liabilities	173 808	190 682	129 107
Total short term liabilities	323 987	340 918	283 325
TOTAL EQUITY AND LIABILITIES	646 014	675 351	610 700

-  Total net interest bearing debt MNOK 60.3 – down by 8.3 from end Q4
-  Disposable liquidity MNOK 74.8
-  104 544 own shares, representing 0.2 per cent
-  A/P MNOK 102.6 – up by 6.7 from end Q4



Financials – Cash flow statement

KNOK	Q1 2016	Q1 2015	Year 2015
Net cash flow from operation	13 647	-19 495	54 268
Net cash flow from investment	-3 132	-11 357	-23 024
Net cash flow from financing	-12 684	26 752	-28 483
Net change in cash	-2 169	-4 100	2 762
Effect of foreign exchange rate fluctuations on foreign currency deposits	-511	-360	875
Cash and cash equivalents at the start of the period	22 610	18 973	18 973
Cash and cash equivalents at the end of the period	19 929	14 512	22 610

- 🛡️ Cash flow from operational activities: MNOK 13.6 (MNOK - 19.5)
- 🛡️ Working capital decreased by MNOK 21.2 during 1st quarter





Segments

Third party technologies

1st quarter 2016 - highlights

- ESL sales to COOP, Bunnpris, ICA (Sweden)
- SCO to supermarkets Baltics & Russia

1st quarter 2016 - key figures

MNOK	Q1		Year
	2016	2015	2015
Product Sales	78,3	53,3	390,4
Service	26,7	30,2	114,1
Revenue	105,0	83,5	504,5
EBITDA	12,7	3,6	39,4
<i>EBITDA-margin</i>	<i>12,1 %</i>	<i>4,3 %</i>	<i>7,8 %</i>
EBT	11,0	1,6	29,1



Proprietary Technologies - Cash Security

1st quarter 2016 - highlights

- Awarded contract of February 26th – 2000 units - large European CIT company
- Deliveries in Q2 – Q3
- 400 cases delivered to Sberbank in Q1. (total 800). Payment received.
- Customer satisfaction

1st quarter 2016 - key figures

MNOK	Q1		Year
	2016	2015	2015
Product Sales	17,8	22,6	90,9
Service	9,5	13,1	45,4
Revenue	27,3	35,7	136,3
EBITDA	-2,6	2,4	11,8
<i>EBITDA-margin</i>	-9,5 %	6,9 %	8,7 %
EBT	-3,2	1,5	8,3



Proprietary Technologies - Retail

1st quarter 2016 - highlights

- Heavy investments in Cash Management software
- Prepare for new notes in Norway – possibly 4000-5000 systems upgrade
- Heavy investments in APAC – 9 persons
- Several international fairs

1st quarter 2016 - key figures

MNOK	Q1		Year
	2016	2015	2015
Product Sales	39,1	53,8	212,4
Service	39,3	26,8	132,8
Revenue	78,4	80,7	345,2
EBITDA	-1,0	7,6	34,7
<i>EBITDA-margin</i>	-1,3 %	9,4 %	10,1 %
EBT	-3,6	5,4	25,8



Labels

1st quarter 2016 - highlights

- Continued focus on production efficiency.
- New factory – move from Arlöv to Malmö

1st quarter 2016 - key figures

MNOK	Q1		Year 2015
	2016	2015	
Product Sales	47,4	46,4	185,5
Revenue	47,4	46,4	185,5
EBITDA	4,5	5,4	22,7
<i>EBITDA-margin</i>	9,5 %	11,7 %	12,2 %
EBT	0,7	2,3	8,5





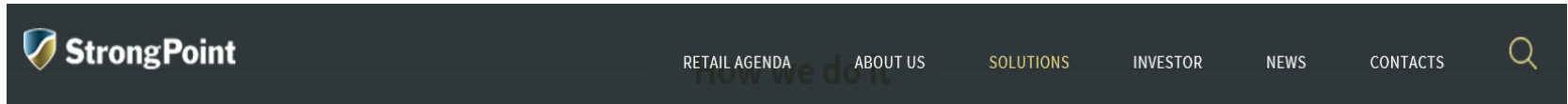
South East Asia update

Progress, but no break through in SEA

- Successful pilots in large food retailers
- Totally 26 CashGuard/Vensafe installed
- Pricer representation in Malaysia

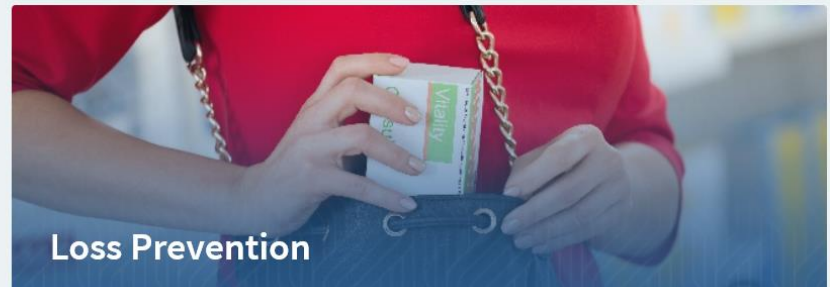


StrongPoint marketing – visit our continuously improved web



Cash Management

StrongPoint's cash management solutions automate, seal and secure the cash handling process in the store and during transport. Retailers can focus their resources on growing the business. StrongPoint takes care of the cash.



Loss Prevention

StrongPoint's loss prevention solution securely stores premium price products and create a flexible shopping experience. Retailers enjoy optimised inventory operations and maximum loss prevention.



Self-Checkout

StrongPoint's self-checkout software platform automates the checkout process and improves checkout monitoring. The solution shortens queues and saves on operational costs.



Product Partners

StrongPoint partners with several retail technology providers around the world. Expert areas include Electronic Shelf Labelling (ESL) and various scale and weighing solutions that are suitable for the modern retailer.

StrongPoint Vision

**Becoming a recognised
global provider of
retail technology solutions**

Top 50 shareholders per March 31st 2016

No	Name	No. of shares	%			
1	PINNÁS, ERIK (incl. fully owned companies) ¹	4 932 276	11,1 %	28	FRANKMO, ÅGE	268 324 0,6 %
2	STRØMSTANGEN AS	3 933 092	8,9 %	29	J.P. MORGAN CHASE BANK N.A. LONDON	262 485 0,6 %
3	SKAGEN VEKST	3 755 227	8,5 %	30	VERDADERO AS	259 999 0,6 %
4	HOLMEN SPESIALFOND	2 365 000	5,3 %	31	SWEDBANK AB (PUBL)	256 023 0,6 %
5	SKANDINAVISKA ENSKILDA BANKEN AB	1 971 090	4,4 %	32	UGELSTAD, PER EINAR	248 172 0,6 %
6	AVANZA BANK AB	1 818 868	4,1 %	33	FANA ELEKTRIKEREN AS	230 000 0,5 %
7	NORDNET BANK AB	1 632 265	3,7 %	34	CK HOLDING AS	223 604 0,5 %
8	ZETTERBERG, GEORG (incl. fully owned companies)	1 533 256	3,5 %	35	BERNTSEN, HARALD	200 000 0,5 %
9	GLAAMENE INDUSTRIER AS	1 126 231	2,5 %	36	MIDDELBOE AS	192 898 0,4 %
10	WAALER, JØRGEN (incl. fully owned companies) ¹	1 060 000	2,4 %	37	PARTREDERIET MAST ANS	192 750 0,4 %
11	V. EIENDOM AS	976 887	2,2 %	38	GAMMELSRØD, GUNNAR	176 840 0,4 %
12	GRESSLIEN, ODD ROAR	950 000	2,1 %	39	GRANBERG, KARL TRYGVE	174 000 0,4 %
13	D. CARNEGIE AB	909 115	2,0 %	40	HEIMDAL, MORTEN	170 000 0,4 %
14	RING, JAN	741 822	1,7 %	41	KAWA INVEST AS	162 000 0,4 %
15	MP PENSJON PK	699 806	1,6 %	42	WEIBULL, JOAQUIM (incl. fully owned companies)	152 000 0,3 %
16	ROMULD, ARVE	600 000	1,4 %	43	G-EIENDOM AS	140 627 0,3 %
17	BUDVILAITIS, EVALDAS (incl. controlled companies) ¹	555 709	1,3 %	44	BAKKEN, VIDAR	133 000 0,3 %
18	SVENSKA HANDELSBANKEN AB	503 604	1,1 %	45	NÆSS, BERNHARD	132 000 0,3 %
19	JOHANSEN, STEIN	450 000	1,0 %	46	NORDNET LIVSFORSIKRING AS	128 556 0,3 %
20	BJØRNSTAD, DANIEL	420 810	0,9 %	47	MAGNUS DEN GODE AS	125 000 0,3 %
21	JACOBSEN, SVEIN (incl. fully owned companies) ¹	400 000	0,9 %	48	SHB INVESTERING AS	120 000 0,3 %
22	NISTAD GRUPPEN AS	338 300	0,8 %	49	HERSETH, PER (incl. fully controlled companies) ¹	114 043 0,3 %
23	FARSTAD, PETTER HAAVARD	338 000	0,8 %	50	RUUD, CHRISTIAN	110 000 0,2 %
24	ANDERSEN, BØRGE	323 046	0,7 %			
25	EVENSEN, TOR COLKA	305 000	0,7 %		Sum 50 largest shareholders	37 384 725 84,2 %
26	KONGSRUD, RUNE JACOB	302 000	0,7 %		Sum 1 366 other shareholders	6 991 315 15,8 %
27	JOHANNESSEN, JAN TOMMY	271 000	0,6 %		Sum all 1 416 shareholders	44 376 040 100,0 %

Questions?

