



**StrongPoint**

**4<sup>th</sup> quarter 2019**

**CEO Jacob Tveraabak | CFO Hilde Horn Gilen**

**February 12, 2020**

# Agenda

- Intro
- Highlights Q4 2019
- Other key financial figures
- Q&A



# Highlights Q4 2019



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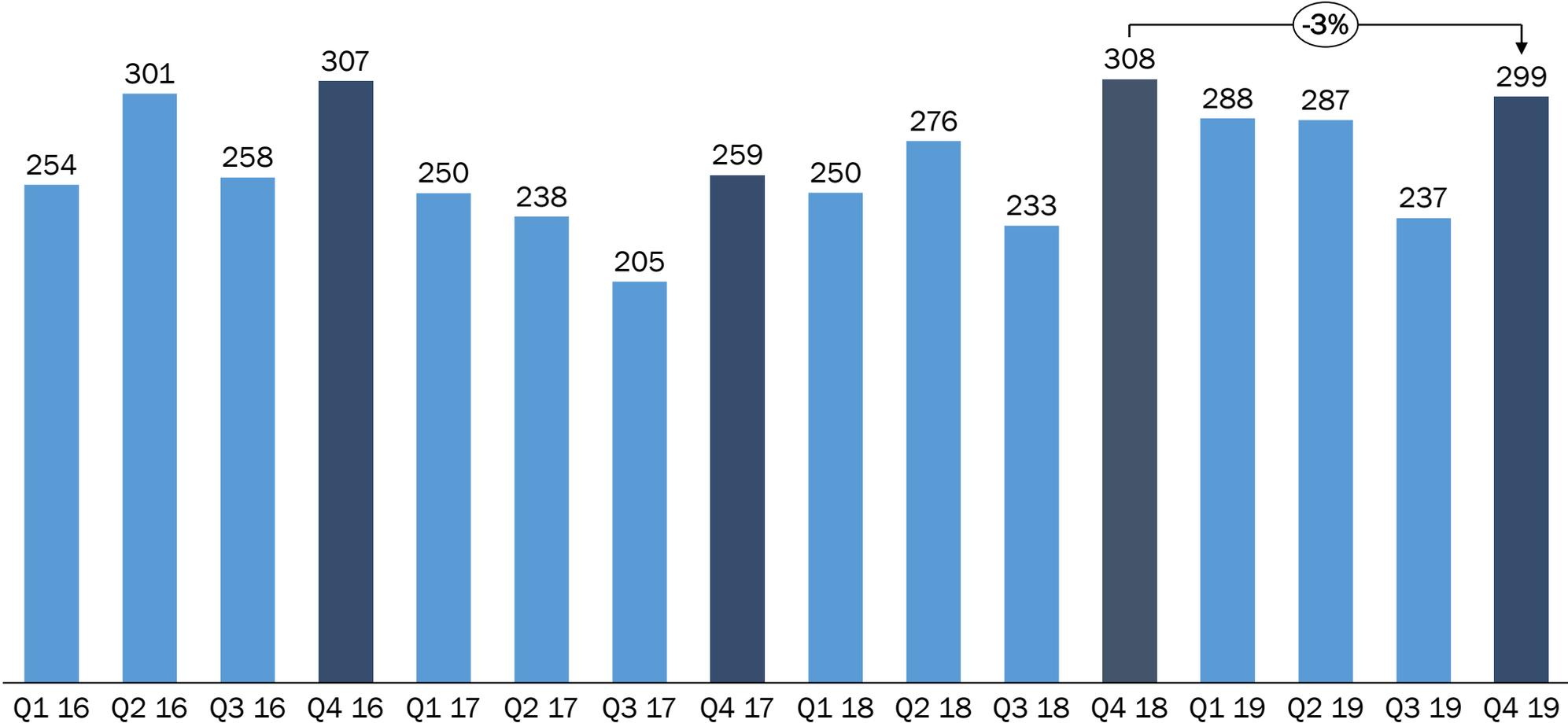
# Highlights Q4 2019

- 1 Continued strong performance in Retail Technology, however flat development for the Group
- 2 Several customer breakthroughs and deliveries
- 3 Important product development



# 1 4<sup>th</sup> quarter revenue: -3 % decline vs. last year

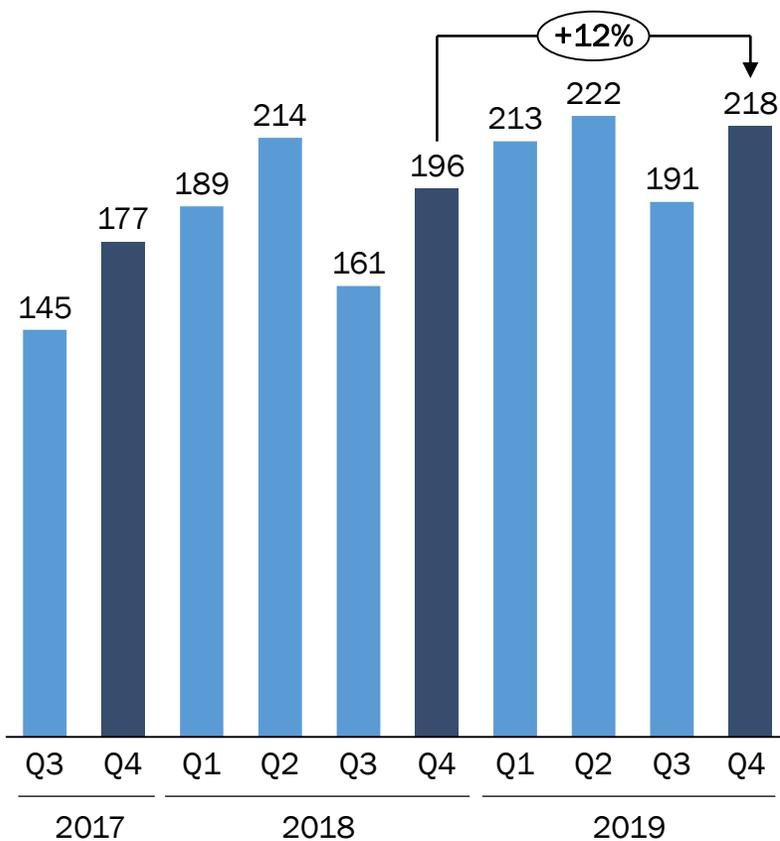
Revenue  
MNOK



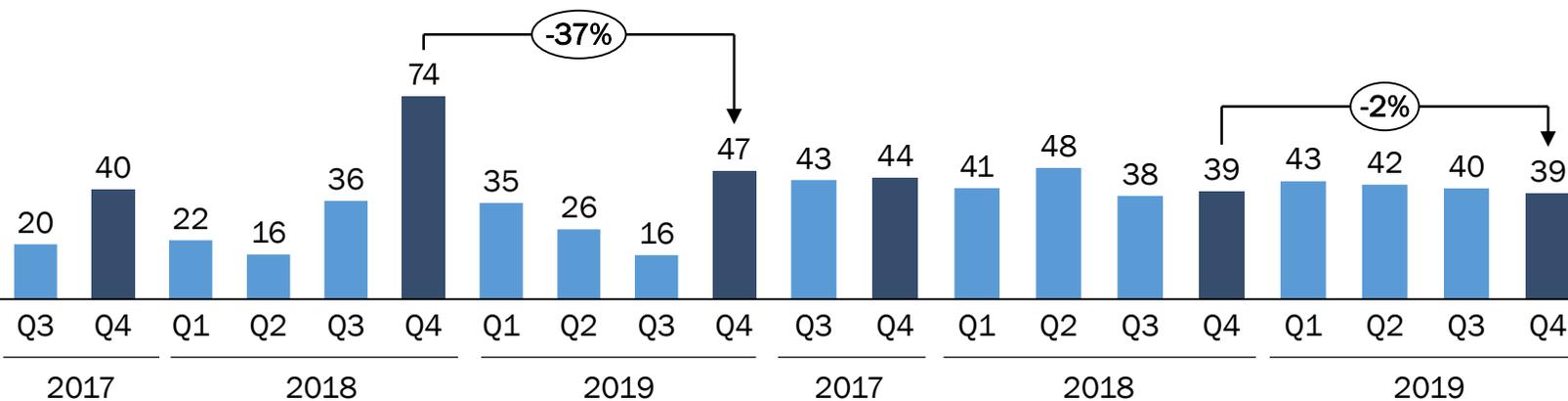
# 1 4<sup>th</sup> quarter revenue in BAs: Strong performance in Retail Technology

Revenue  
MNOK

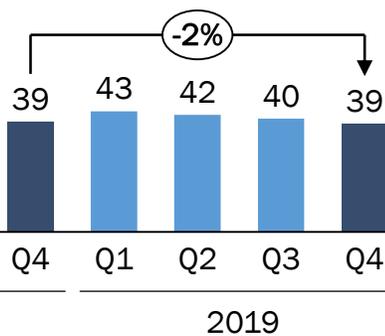
## Retail Technology



## Cash Security

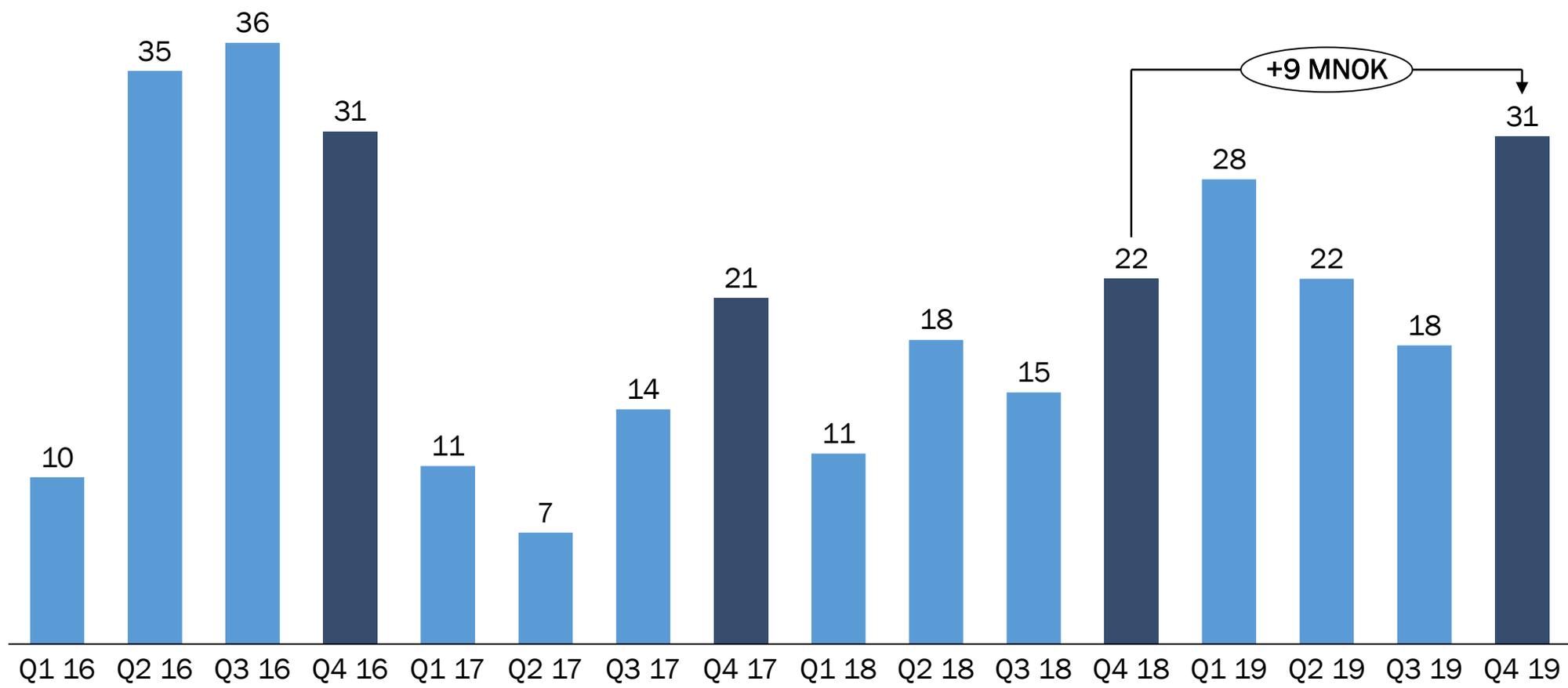


## Labels



# 1 4<sup>th</sup> quarter profitability: slight improvement vs. last year

EBITDA  
MNOK



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Note: Quarterly figures in 2019 include positive effect of IFRS 16 of MNOK 6.3

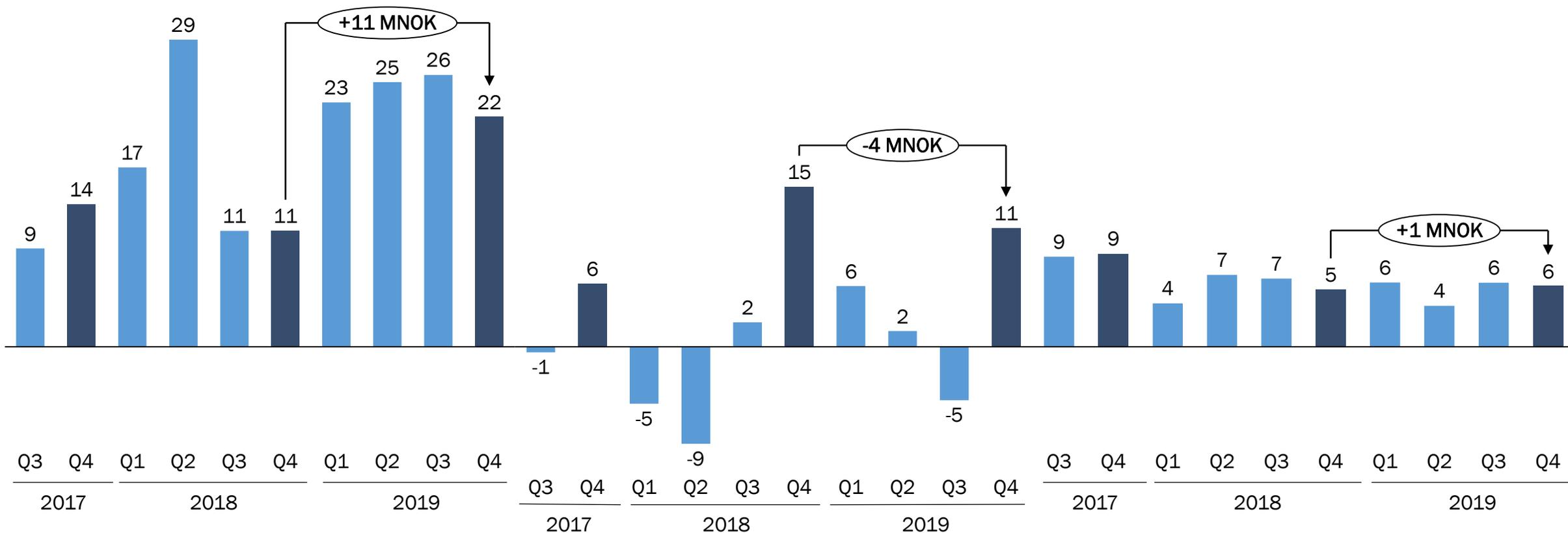
# 1 4<sup>th</sup> quarter profitability in BAs: Solid improvement in Retail Technology

EBITDA  
MNOK

## Retail Technology

## Cash Security

## Labels



Note: Quarterly figures in 2019 include positive effect of IFRS 16 of MNOK 3.6 for Retail Technology, MNOK 1.3 for Cash Security, and MNOK 1.3 for Labels

## 2 Several customer breakthroughs and deliveries

- Contract to deliver 20 Click & Collect lockers to COOP Sweden
- First pilot for Mobile Grocery Click & Collect lockers with Axfood in Sweden
- First implementation of e-commerce Pick & Collect system to a Spanish customer
- Signed order with partner Bullion IT for delivery of 500 CashGuard Premium units to First National Bank in South Africa
- Delivery of 885 CIT-cases to Sberbank, Russia, during the quarter



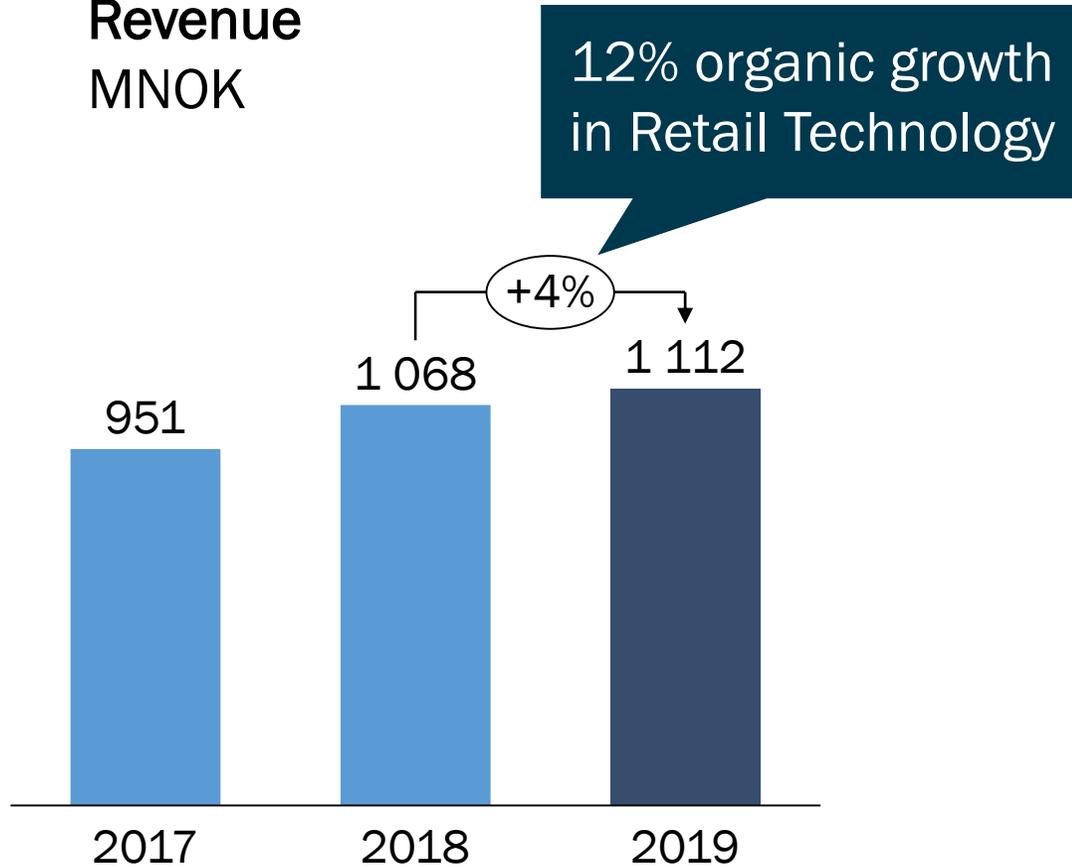
## 3 Important product development

- Finalization of beta version of Pick & Collect software (project E20)
- Completion of integrated Self-Checkout solution with Harting Systems' checkout zone
- Launch of Click & Collect lockers on wheels (mobile lockers)

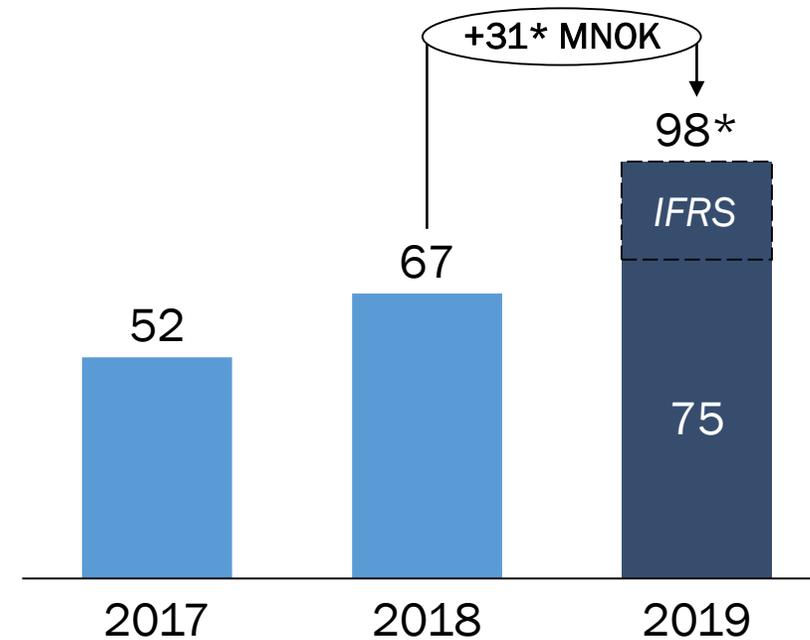


# Short summary of 2019

Revenue  
MNOK



EBITDA  
MNOK



\* IFRS-effects for StrongPoint in 2019 was 23 MNOK, of which 14 MNOK was for the Retail Technology business area

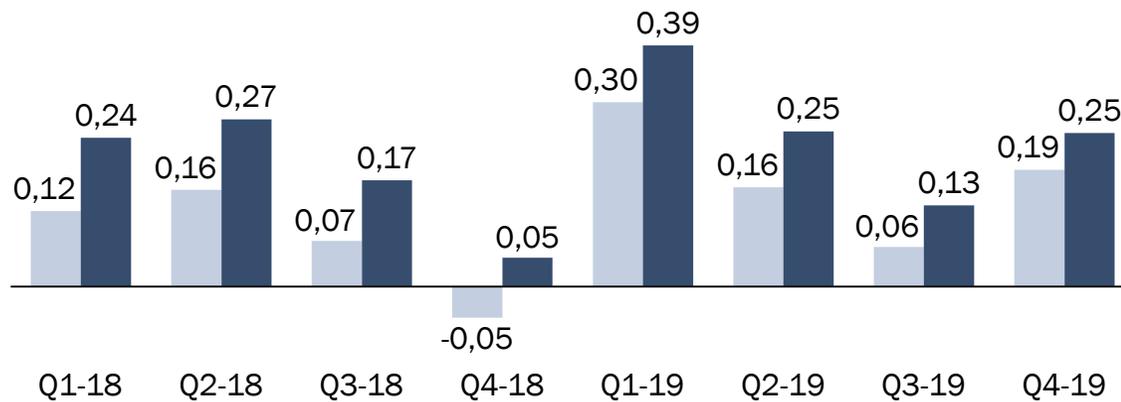
# Other key financial figures



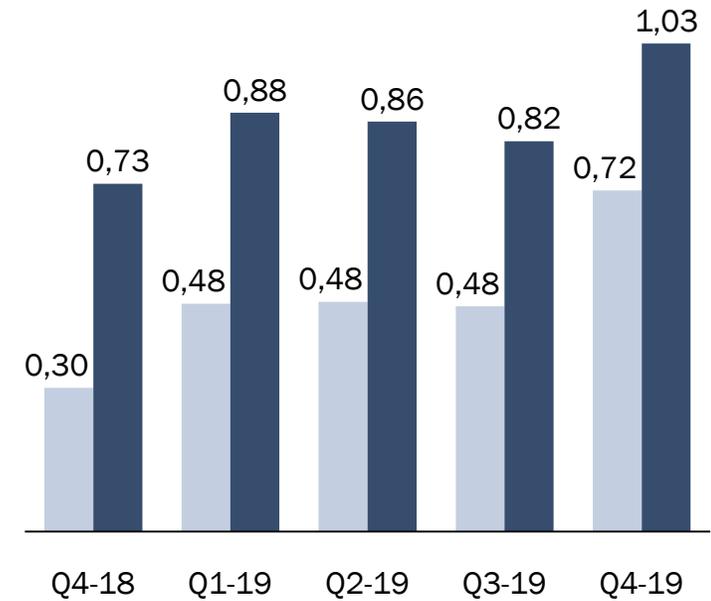
# Earnings per share (EPS)

EPS  
EPS adjusted\*

EPS per quarter  
NOK per share



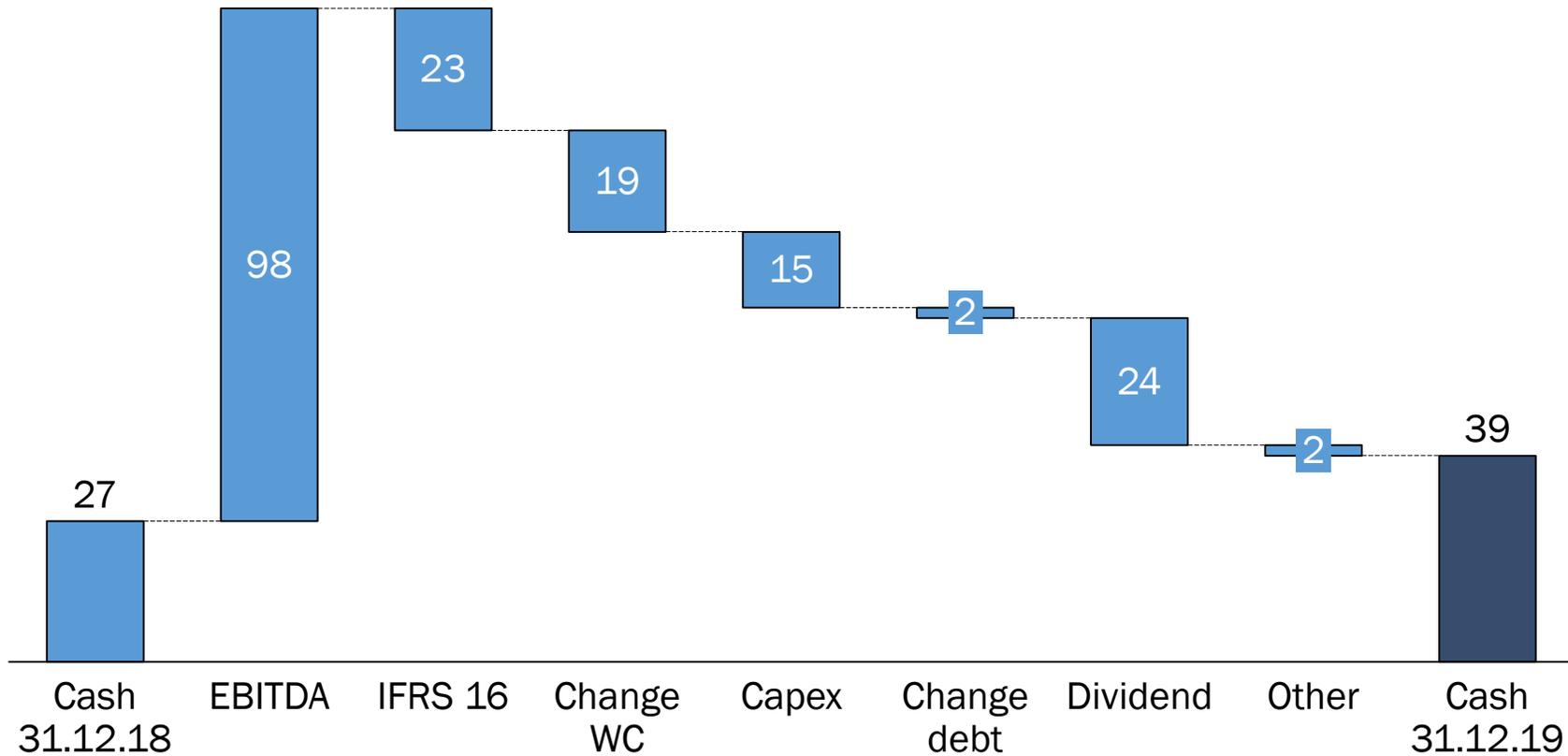
EPS rolling 12 month  
NOK per share



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

# Cash Flow effects in 2019

Cash  
MNOK



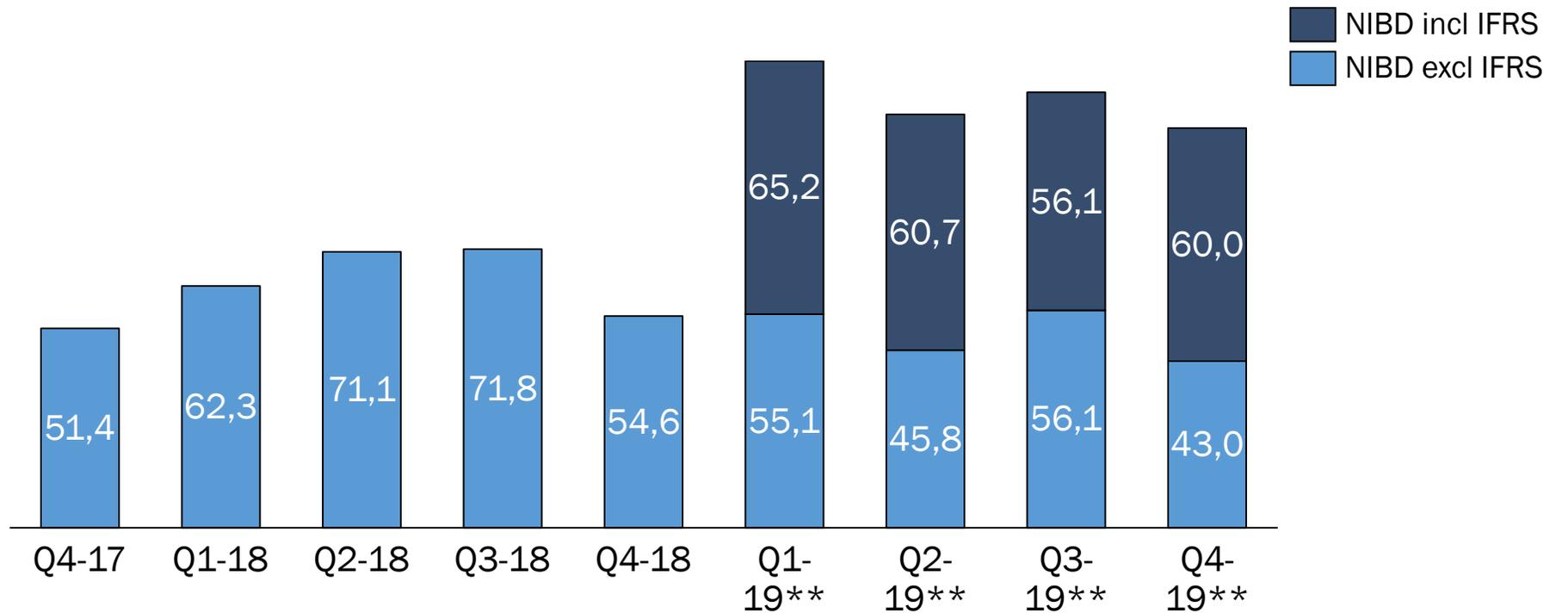
- Working Capital development mainly related to seasonal changes in inventory, receivables and prepaid expenses
- Capex is influenced by Rental Solution Cash Management Spain

# Net leverage of 1.03x rolling 12 months EBITDA

Net Leverage multiples\*

0.98    1.17    1.10    1.09    0.81    1.44    1.22    1.24    1.03

Net Interest Bearing Debt  
MNOK

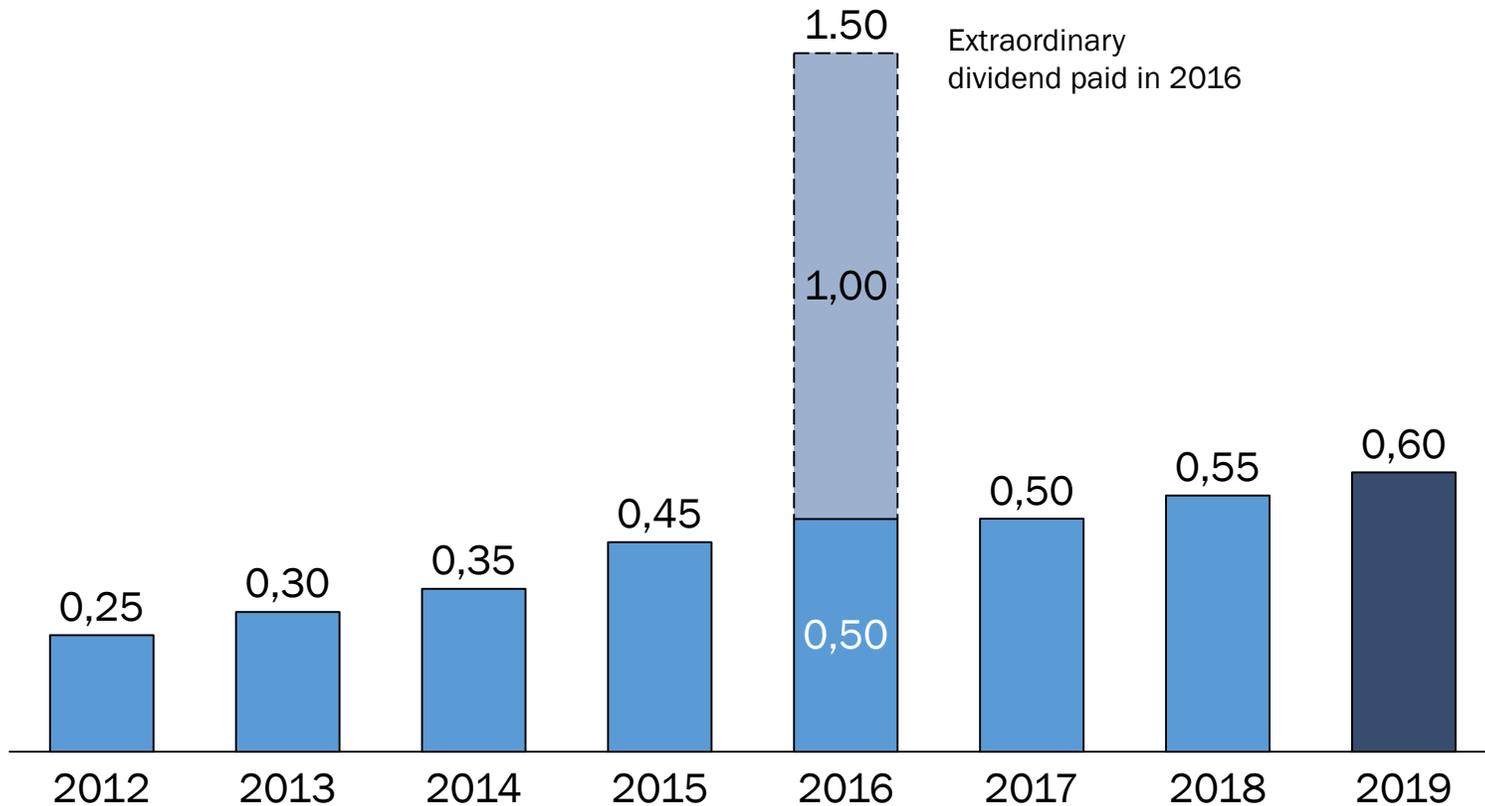


\* Net Interest Bearing Debt / Rolling 12 EBITDA

\*\* Including IFRS 16 balance effect

# Dividend 2019 proposal: 0.60 NOK per share

Dividend  
NOK per share



- Ordinary dividend – year-on-year slightly positive trend
- Board of Directors will propose a 2019-dividend of 0.60 NOK per share, to be paid in May 2020

# Investor Relations

## Financial calendar 2020

- Q1 2020 – 29.04 (General Assembly)
- Q2 2020 – 14.07
- Q3 2020 – 22.10

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# Q&A



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CEO



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**Thank you!**



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