



Q1 2021

CEO Jacob Tveraabak

CFO Hilde Horn Gilen

April 28, 2021



Agenda

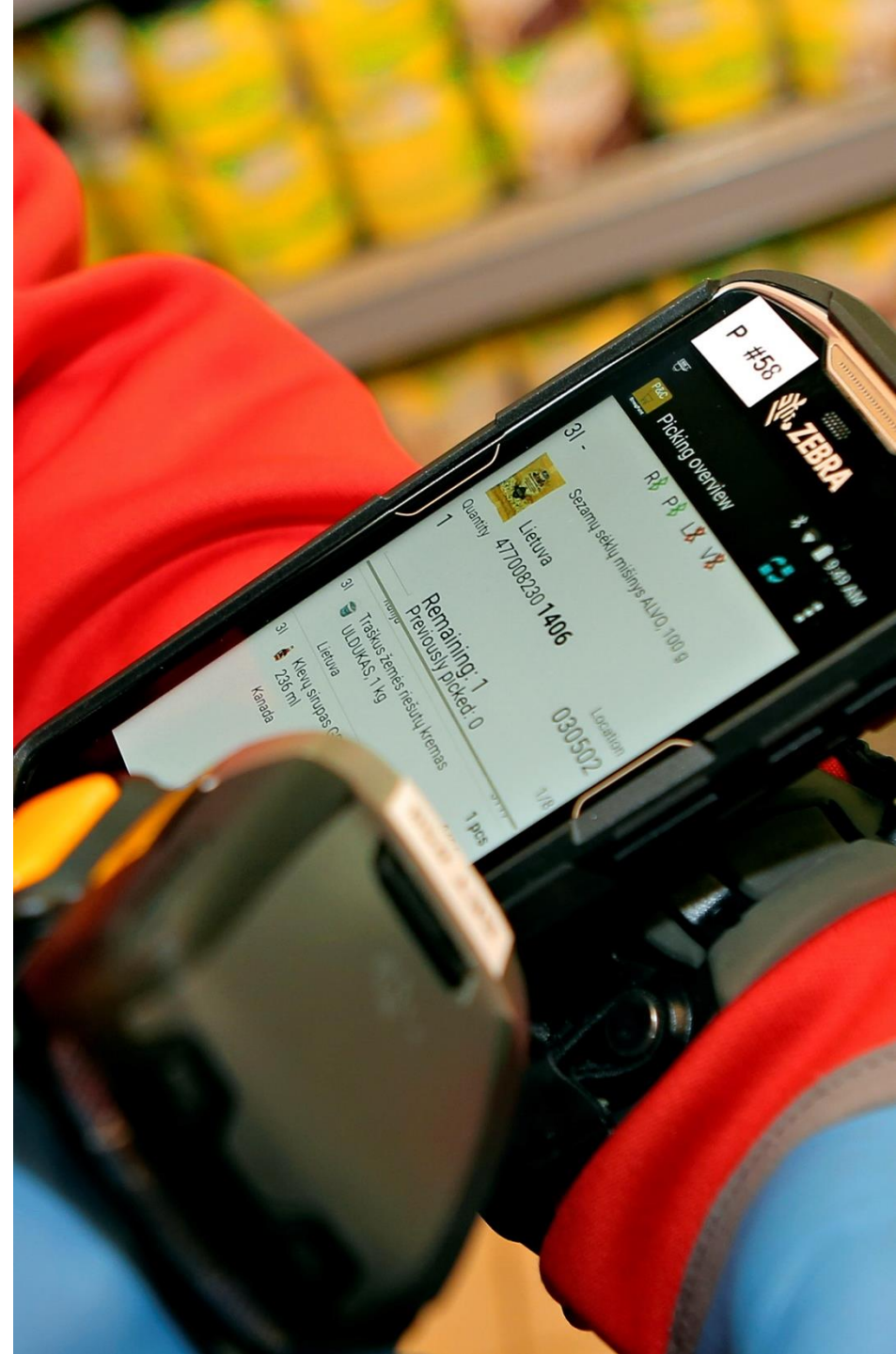
- Highlights Q1 2021
- Other key financial figures

Highlights

Q1 2021

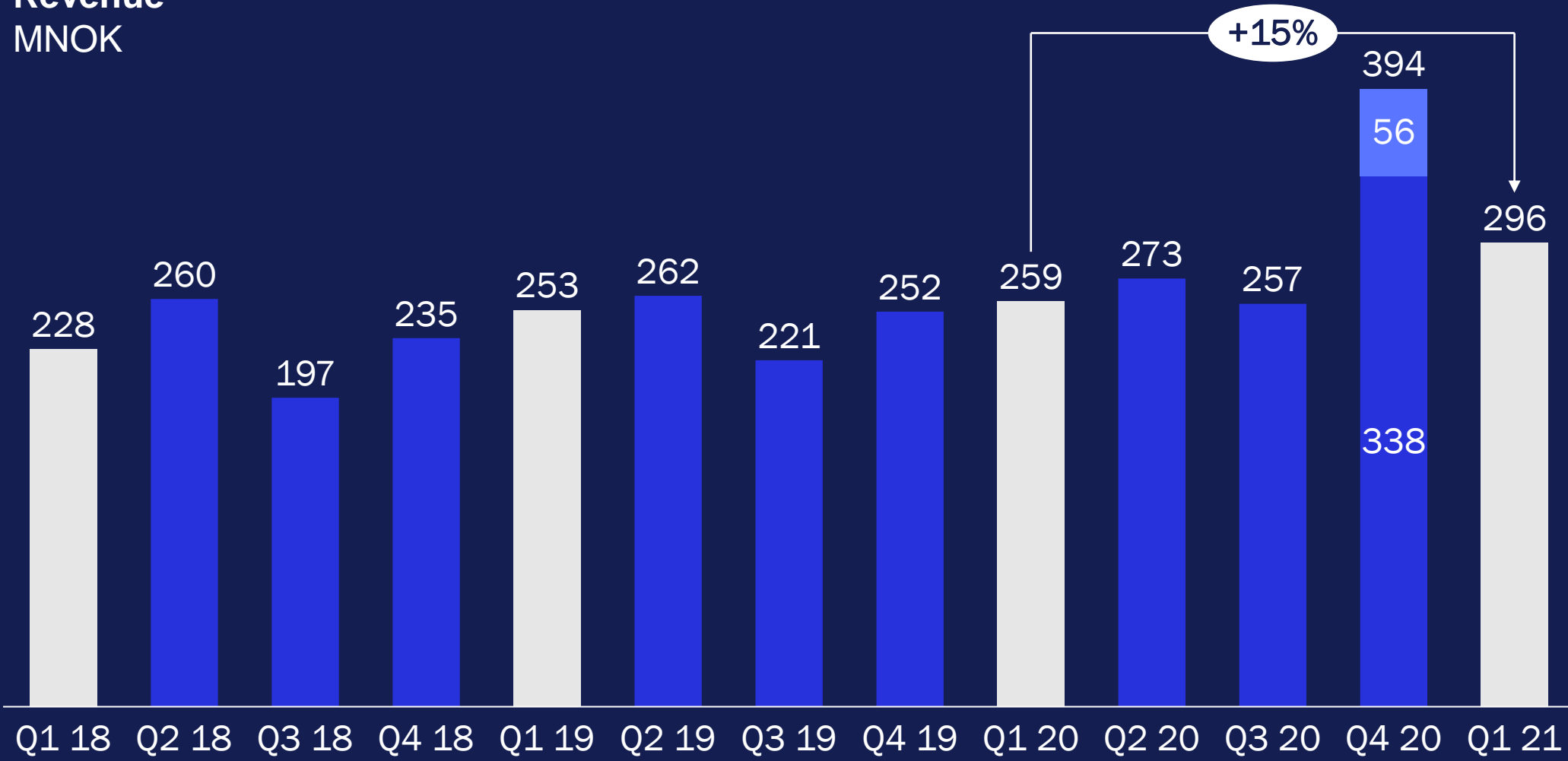
Highlights Q1 2021

- 1 Strong financial performance
- 2 Continued customer success in priority areas
- 3 Steady progress on 2025 strategic ambitions



1st quarter revenue in BAs: Strong financial performance

Revenue
MNOK

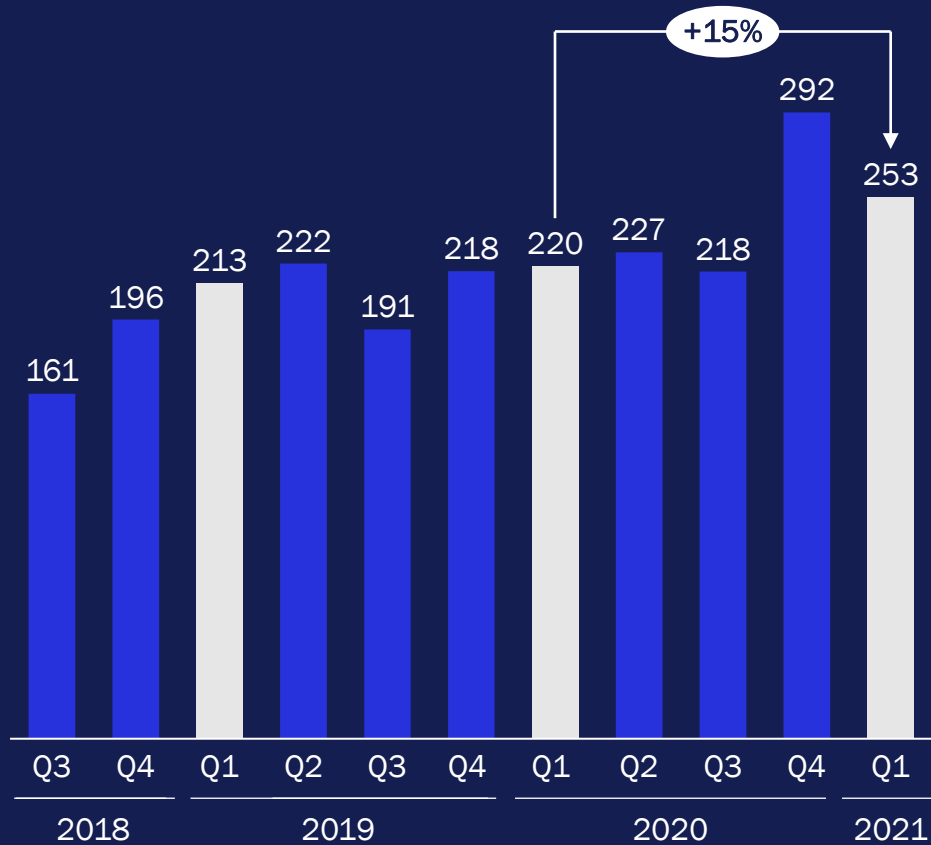


■ Compensation for relocation of Labels production Norway

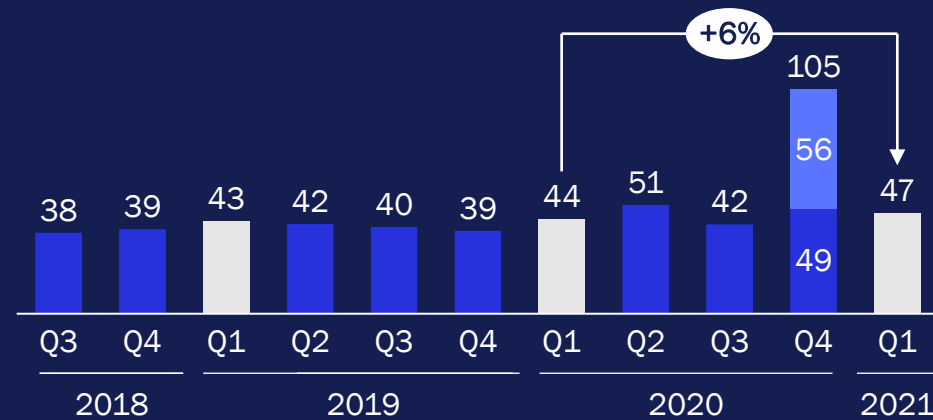
1st quarter revenue in BAs: Strong financial performance

Revenue
MNOK

Retail Technology



Labels



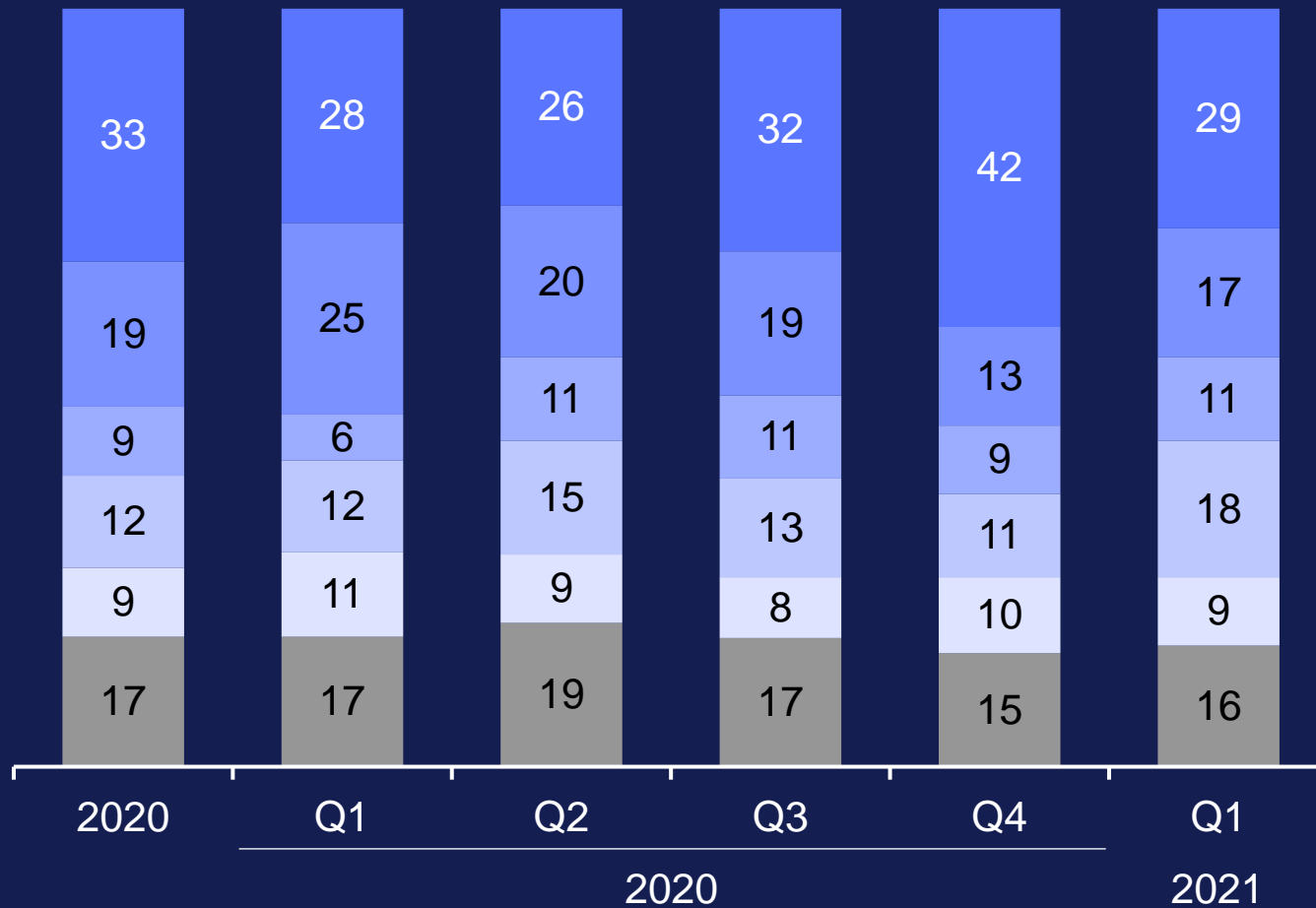
■ Compensation for relocation of Labels production Norway

A balanced solutions portfolio

Relative share of revenue per segment
Percent

Retail Technology

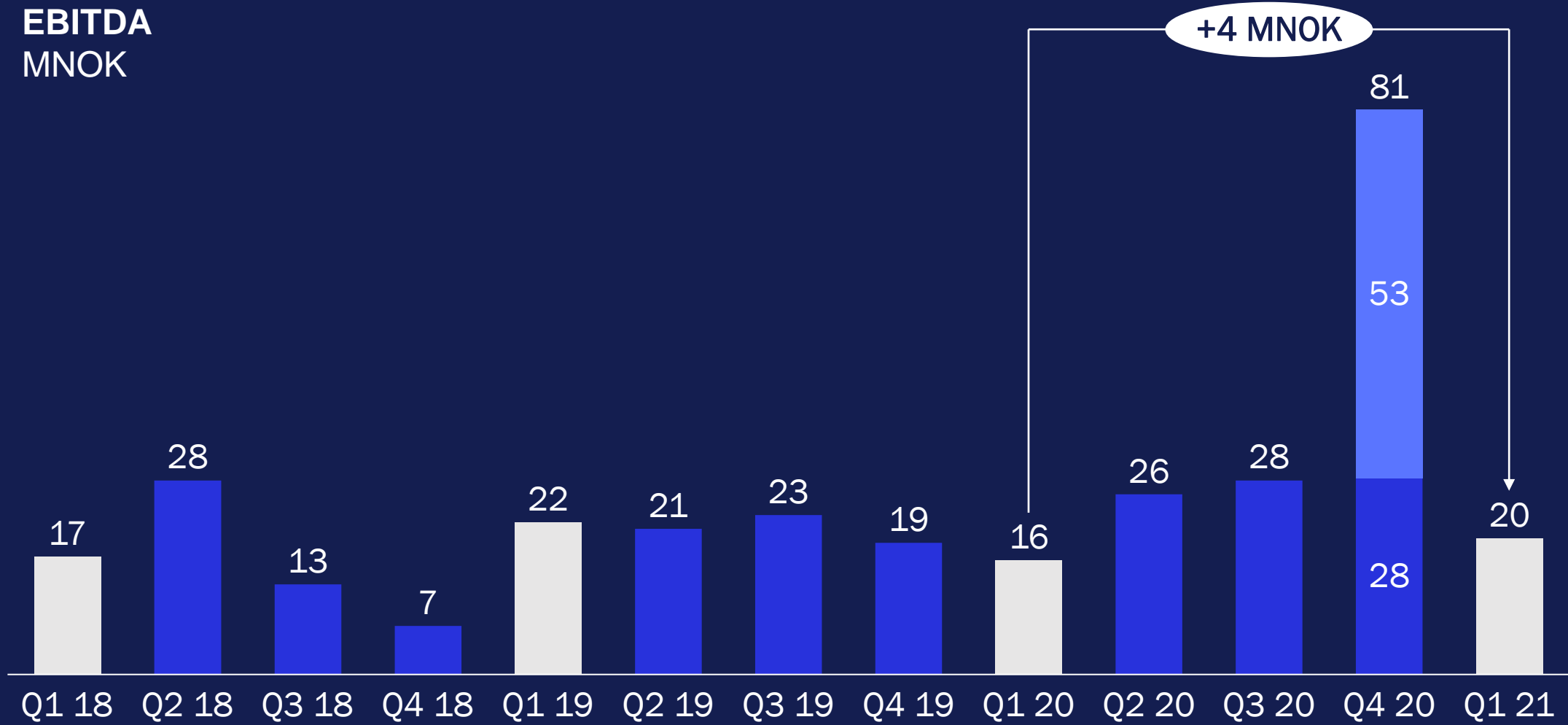
- In-store productivity
- Payment Solutions
- E-commerce Logistics
- Check Out Efficiency
- Other retail technology
- Labels



Note: Roundings may make total different than 100%

1st quarter profitability: Strong financial performance

EBITDA
MNOK



■ Compensation for relocation of Labels production Norway

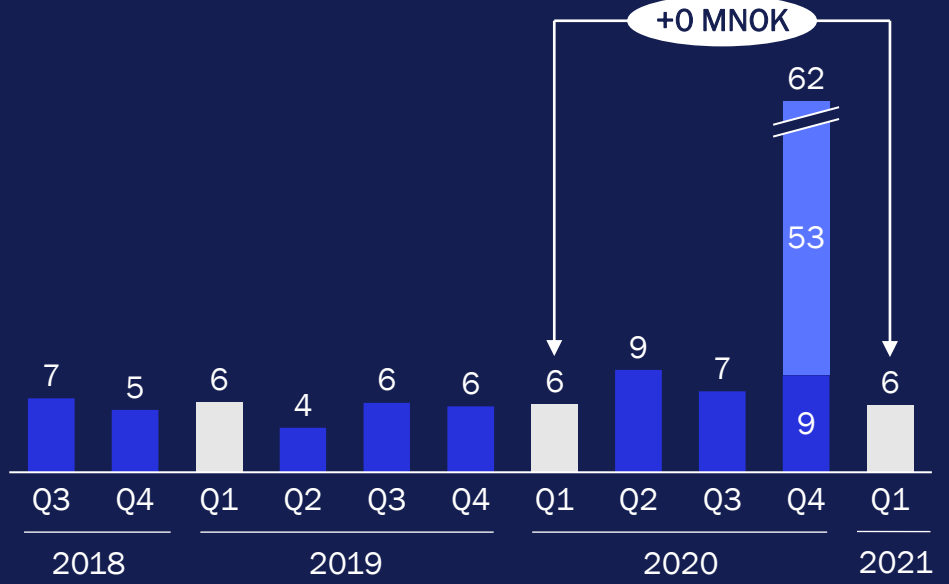
1st quarter profitability in BAs: Strong financial performance

EBITDA
MNOK

Retail Technology



Labels



■ Compensation for relocation of Labels production Norway

Continued customer success in priority areas

- Delivery platform Glovo chose StrongPoint's Order Picking solution as the preferred picking solution.
- NorgesGruppen orders electronic shelf labels worth around 110 MNOK.
- Temperature-controlled Click & Collect grocery lockers pilots installed in the US and UK.



Glovo chose StrongPoint's Order Picking solution as the preferred picking solution

- Glovo is a on-demand meal and grocery delivery platform
- Available in 20+ countries and one of Europe's leading technology unicorns
- Provides on-demand groceries via its retail grocery partners which include Walmart, Carrefour, Spar.

Steady progress on 2025 strategic ambitions

- Investment and partnership with Halodi Robotics.
- Strengthened management and increased resources within sales and marketing.
- Strategy Update Session held February 11, 2021 outlining our refreshed strategy to achieve our 2025 strategic ambitions.

Investment and partnership with Halodi Robotics

- A leading provider of humanoid robots
- Develop a robotic solution for the grocery retail sector.
- Exclusive distributor in key areas of Europe

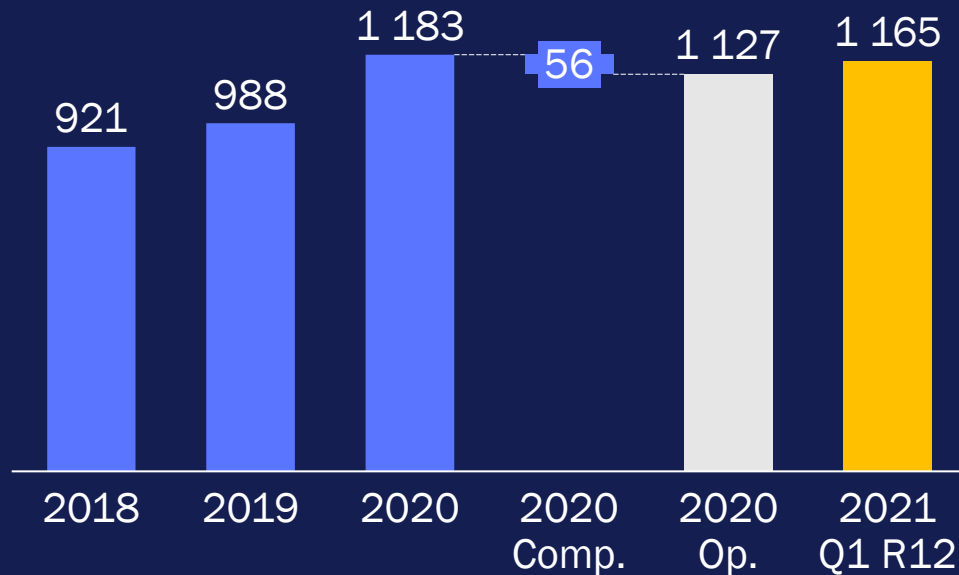


Other key financial figures

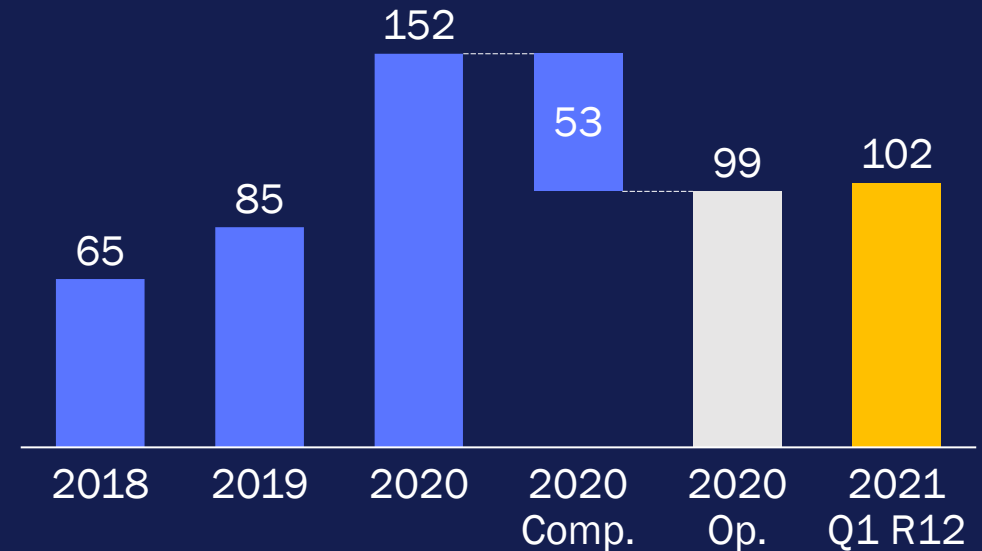
Comparison figures need adjustment for one-off

MNOK

Revenue



EBITDA



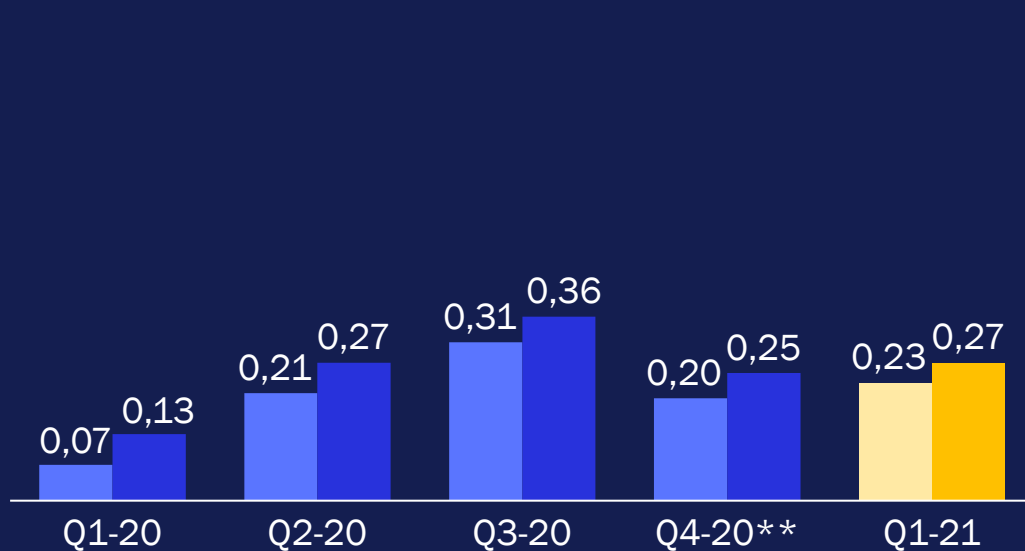
Op.: Operational figures

Comp.: Compensation for relocation Labels Norway

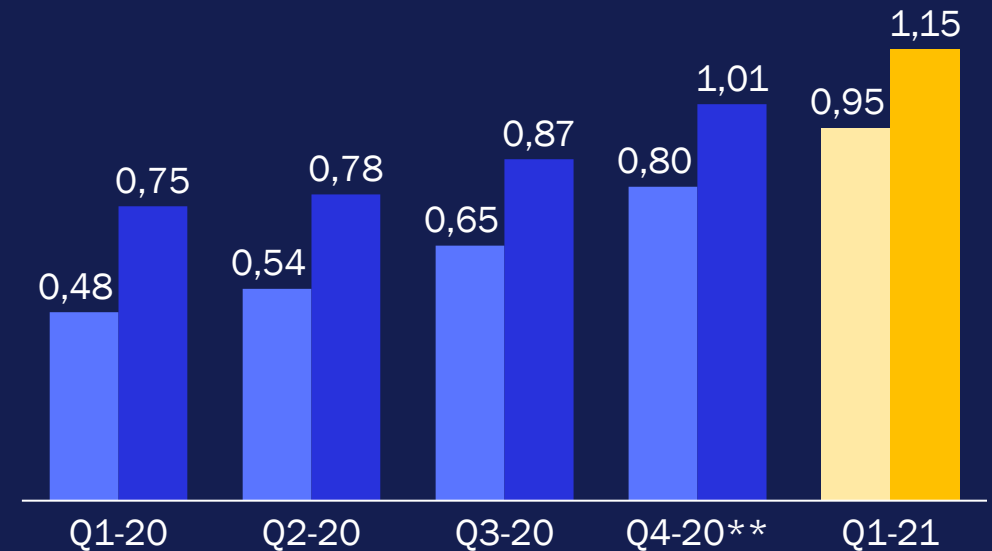
Adjusted earnings per share doubled compared to last year

■ EPS
■ EPS adjusted*

EPS per quarter
NOK per share



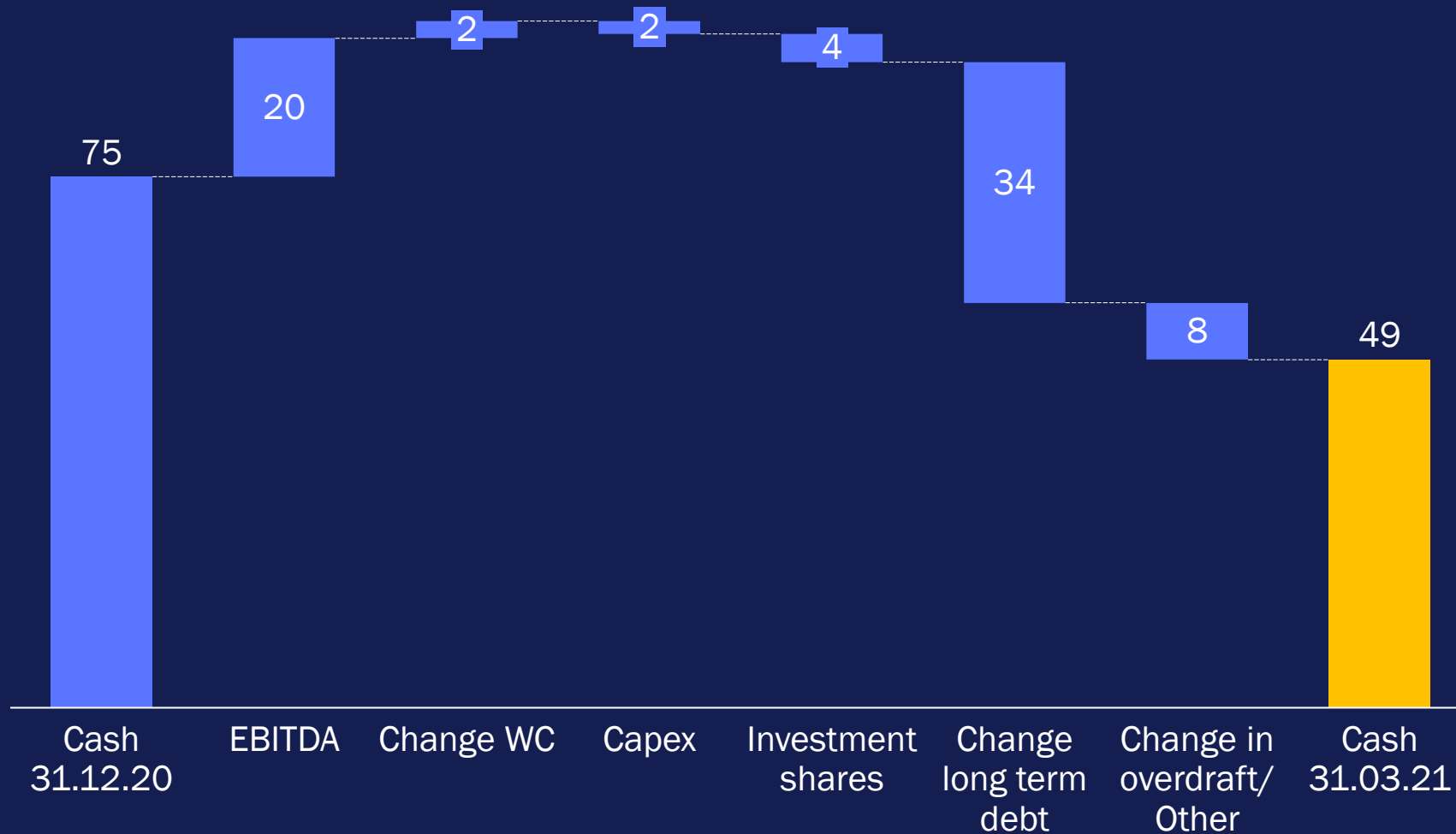
EPS rolling 12 month
NOK per share



* EPS adjusted for amortisation of intangible assets, mainly from M&A
Discontinued operations and compensation for relocation are not included in 2020 figures.

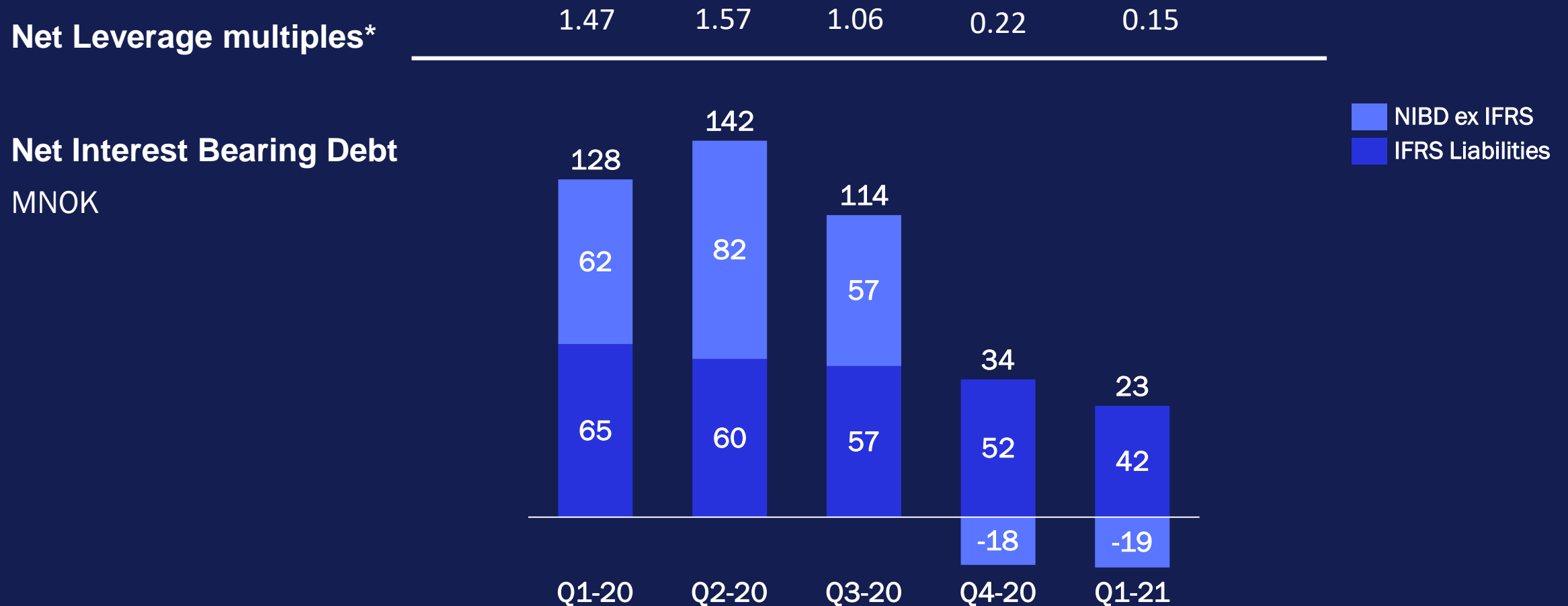
Repayment of long-term loan reduced cash position

MNOK



Net leverage to x0.15 rolling 12 months EBITDA

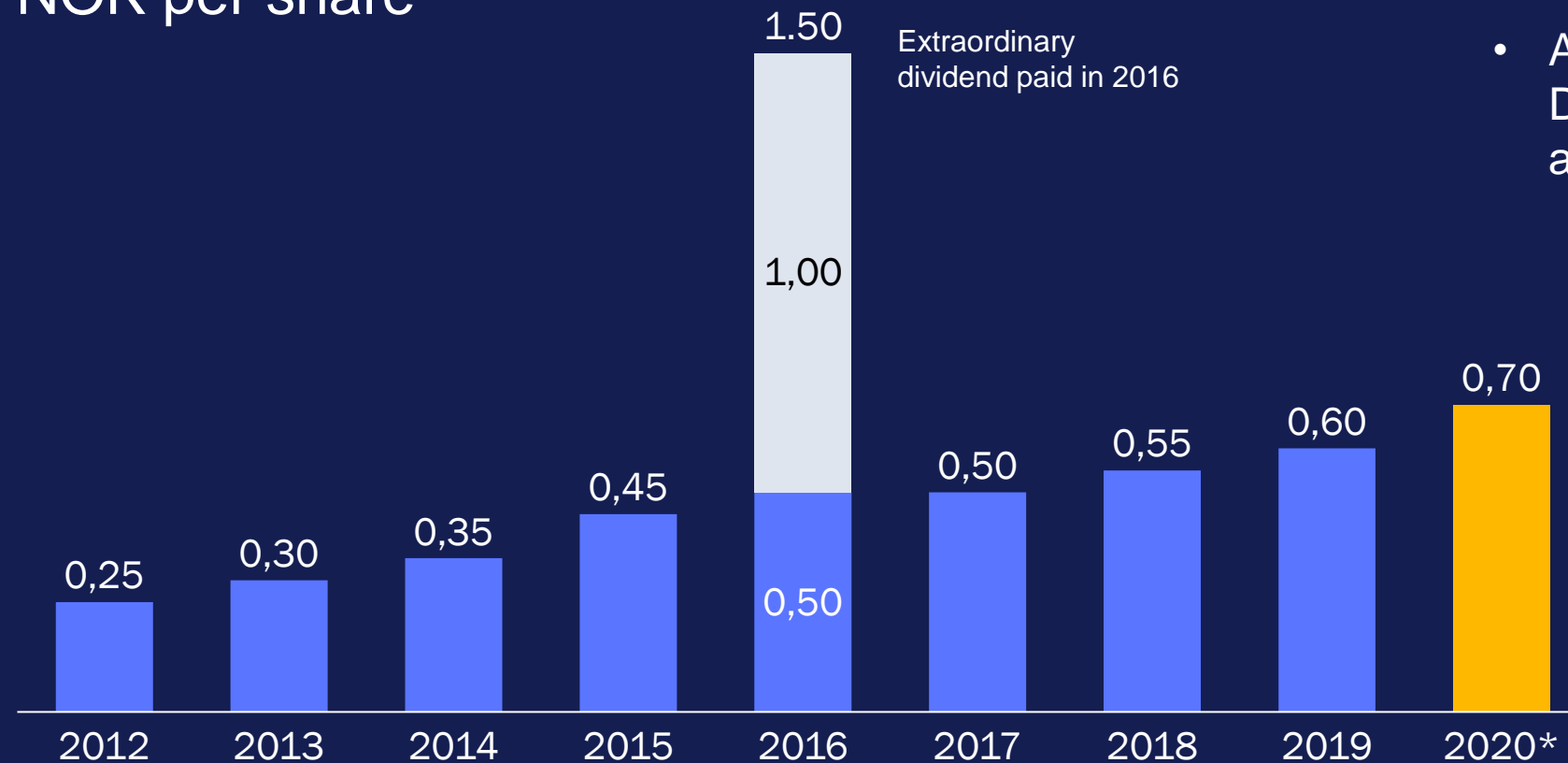
Continued solid financial position



* Net Interest Bearing Debt / Rolling 12 EBITDA
 Historic figures for the quarters Q1-Q3 2020 include discontinued operations

Dividend for 2020 to be decided in Annual General Meeting April 2021

Dividend NOK per share



- Ambition from the Board of Directors to continue to pay and increase the dividend

* Proposed dividend to GM

Financial calendar 2021

Q2 2021 – 14.07

Q3 2021 – 21.10

Annual General Meeting:
28 April 2021 at 0900 CET

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Thank you!