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Presentation of 3rd quarter

October 22nd 2015

8:15 am

Agenda

- Highlights 3rd quarter & YTD 2015
- Segment financials
- Why rebranding?
- Business model, solutions/markets, management
- Growth strategy going forward
- Q & A

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StrongPoint Mission

Driving retailers' productivity by providing innovative integrated technology solutions

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Highlights 3rd quarter 2015

- Group operating revenues: MNOK 288,9 (MNOK 206,3)
- Group EBITDA: MNOK 26,8 (MNOK 14,1)
- Comprehensive and successful re-branding project

	Q3 2015			Q3 2014		
MNOK	Revenues	EBITDA	EBT	Revenues	EBITDA	EBT
Proprietary Technologies	120,9	17,3	14,9	123,6	11,6	7,7
3rd party Technologies	129,4	7,6	6,1	51,7	2,7	0,3
Labels	43,4	5,9	2,3	39,0	3,6	0,2
Eliminations / ASA	-4,8	-4,0	-7,9	-7,9	-3,9	-3,4
Total	**288,9**	**26,8**	**15,4**	**206,3**	**14,1**	**4,8**

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Highlights YTD 2015

- Group operating revenues: **MNOK 830** (MNOK 576,4)
- Group EBITDA: **MNOK 70** (MNOK 34,2)

	YTD 2015			YTD 2014		
MNOK	Revenues	EBITDA	EBT	Revenues	EBITDA	EBT
Proprietary Technologies	359,9	46,2	37,8	332,5	26,7	14,7
3rd party Technologies	350,9	21,4	15,7	140,7	8,4	5,3
Labels	138,3	16,5	6,1	124,4	8,6	-0,6
Eliminations / ASA	-12,7	-13,6	-16,6	-21,3	-9,5	-10,1
Total	**836,5**	**70,5**	**43,0**	**576,4**	**34,2**	**9,3**

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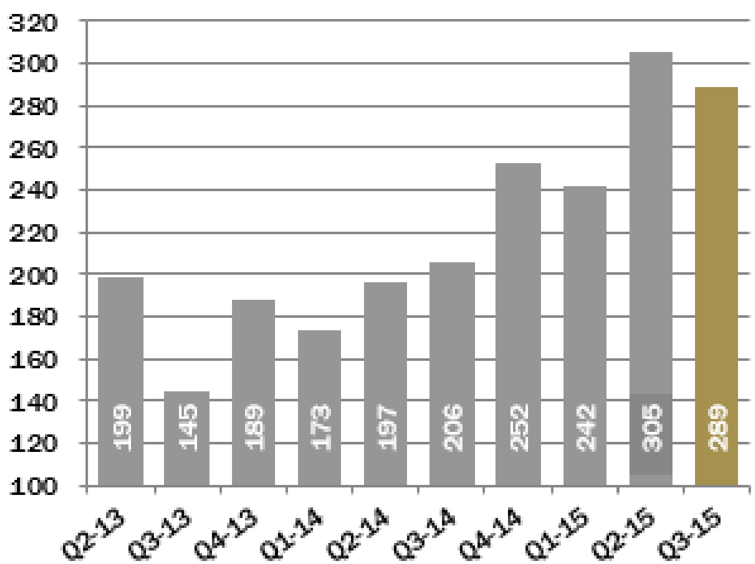
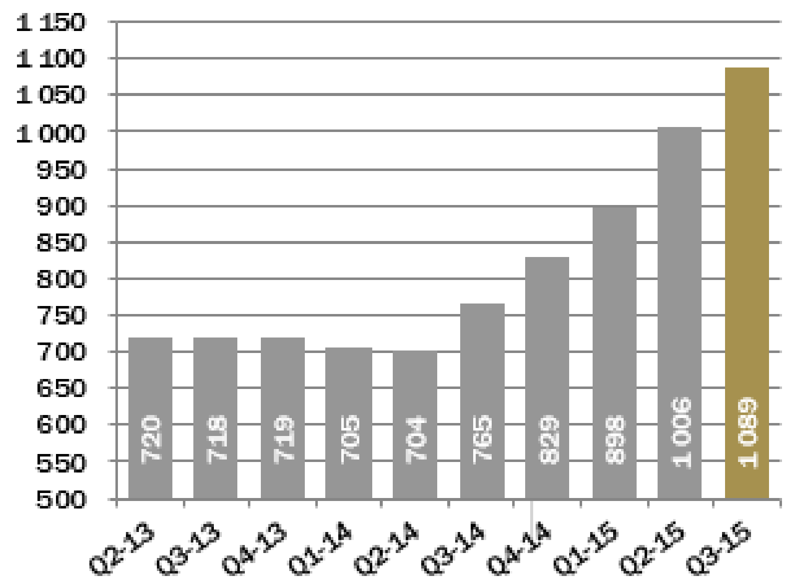
Revenues per quarter & 12 months rolling





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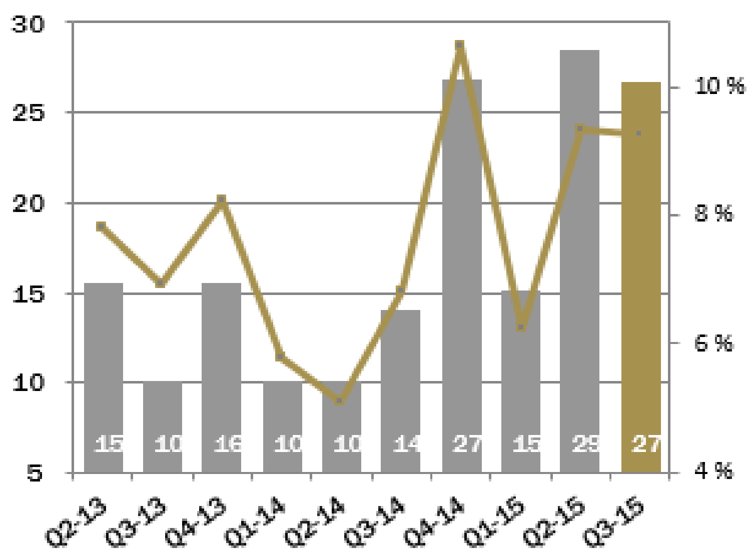
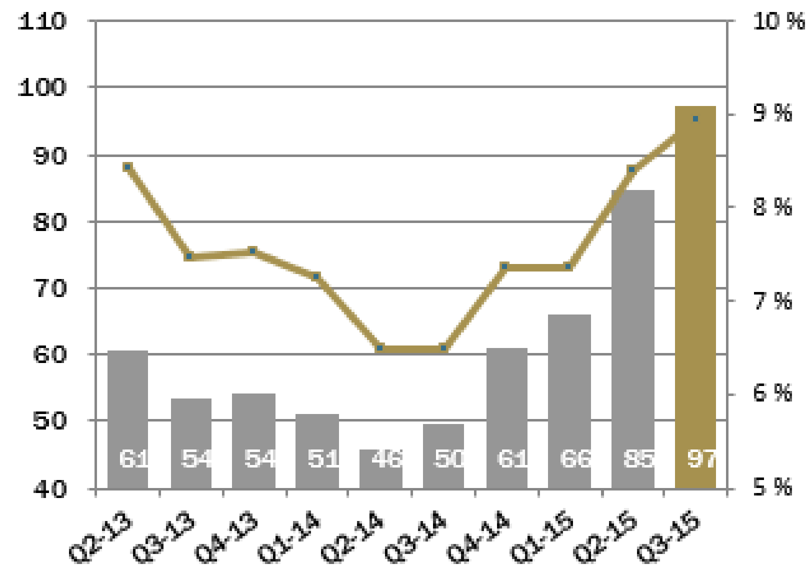
EBITDA per quarter and 12 months rolling





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3rd quarter revenues categories

	Q3 2015		Q3 2014	
MNOK	New sales	Service	New sales	Service
Proprietary Technologies	66,6	54,2	77,6	46,0
3rd party Technologies	112,2	17,2	37,6	14,1
Labels	43,4	0,0	39,0	0,0
Eliminations / ASA	-4,8	0,0	-7,9	0,0
Total	**217,4**	**71,5**	**146,2**	**60,1**

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Revenues categories – YTD 2015

	YTD 2015		YTD 2014	
MNOK	New sales	Service	New sales	Service
Proprietary Technologies	229,7	130,3	212,5	120,0
3rd party Technologies	270,9	80,1	103,0	37,7
Labels	138,3	0,0	124,4	0,0
Eliminations / ASA	-12,7	0,0	-21,3	0,0
Total	**626,1**	**210,3**	**418,6**	**157,7**

3rd quarter revenues per geography

	Q3 2015			Q3 2014		
MNOK	Norway	Sweden	Other markets	Norway	Sweden	Other markets
Proprietary Technologies	33,5	55,6	31,8	35,7	57,4	30,4
3rd party Technologies	80,5	24,2	24,8	10,2	20,0	21,5
Labels	14,2	27,9	1,3	14,0	24,1	0,8
Eliminations / ASA	-0,2	-4,0	-0,6	-0,7	-7,7	0,5
Total	**127,9**	**103,7**	**57,3**	**59,3**	**93,8**	**53,2**

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Revenues per geography - YTD

MNOK	YTD 2015 Norway	YTD 2015 Sweden	YTD 2015 Other markets	YTD 2014 Norway	YTD 2014 Sweden	YTD 2014 Other markets
Proprietary Technologies	92,6	158,3	109,1	93,7	154,5	84,3
3rd party Technologies	185,4	97,1	68,5	46,7	72,5	21,5
Labels	48,8	85,9	3,6	44,4	77,9	2,0
Eliminations / ASA	-0,9	-11,3	-0,6	-0,6	-20,3	-0,4
Total	**325,9**	**330,0**	**180,6**	**184,3**	**284,6**	**107,4**

Group balance sheet - Total assets

- Inventory up by MNOK 1.6 from end Q2
- A/R up by MNOK 33.8 compared to Q2

KNOK	30.09.2015	30.09.2014	30.06.2015	31.12.2014
ASSETS				
Intangible assets [1]	77 924	114 132	77 341	86 175
Goodwill	150 914	128 274	141 900	141 759
Tangible assets	51 302	42 349	49 917	42 839
Long term investments	481	480	481	481
Other long term receivables	1 950	-	1 800	1 850
Deferred tax	29 217	26 668	31 669	39 221
Non-current assets	**311 787**	**311 903**	**303 106**	**312 326**
Financial investments	58	1 673	53	27
Goods	102 700	108 641	101 072	95 575
Accounts receivable	246 366	154 313	212 524	156 903
Prepaid expenses	11 479	11 665	11 521	10 323
Other receivables	19 614	10 207	17 015	16 721
Bank deposits	14 099	18 635	12 728	18 973
Current assets	**394 316**	**305 134**	**354 914**	**298 522**
TOTAL ASSETS	**706 103**	**617 037**	**658 020**	**610 847**

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Group balance sheet – Total equity & liabilities

- Total net interest bearing debt MNOK 112.0 – up by 4,1 from end Q2
- Disposable liquidity MNOK 58.8
- 104 544 own shares, representing 0.2 per cent
- A/P MNOK 145,5 – up by 20,6 from end Q2

KNOK	30.09.2015	30.09.2014	30.06.2015	31.12.2014
EQUITY AND LIABILITIES				
Share capital	27 513	27 513	27 513	27 513
Holding of own shares	-65	-65	-65	-65
Other equity	254 262	202 171	221 835	219 072
Total equity	**281 711**	**229 619**	**249 284**	**246 520**
Long term interest bearing liabilities	47 794	46 998	48 740	39 481
Other long term liabilities	30 240	25 778	27 102	28 691
Total long term liabilities	**78 035**	**72 776**	**75 842**	**68 172**
Short term interest bearing liabilities	78 342	92 867	71 903	46 634
Accounts payable	145 504	106 210	124 917	105 502
Taxes payable	38	-	35	127
Other short term liabilities	122 474	115 565	136 039	143 891
Total short term liabilities	**346 358**	**314 642**	**332 894**	**296 155**
TOTAL EQUITY AND LIABILITIES	**706 103**	**617 037**	**658 020**	**610 847**

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Financials – Cash flow statement

KNOK	Q3 2015	Q3 2014	YTD 2015	YTD 2014	YEAR 2014
Net cash flow from operation	-4 865	-9 371	-6 283	-16 428	45 890
Net cash flow from investment	-978	-20 558	-14 095	-27 930	-29 529
Net cash flow from financing	21	34 015	8 520	55 007	-6 288
Net change in cash	**-5 822**	**4 086**	**-11 858**	**10 650**	**10 073**
Effect of foreign exchange rate fluctuations on foreign currency deposits	836	-325	627	-569	345
Cash and cash equivalents at the start of the period	12 728	14 874	18 973	8 554	8 554
Cash and cash equivalents at the end of the period	**7 741**	**18 634**	**7 741**	**18 635**	**18 973**

- Cash flow from operational activities: MNOK - 4.9 (MNOK – 9.4)
- Working capital increased by MNOK 14.9 during 3rd quarter

Third party technologies

3rd quarter 2015 - highlights

- ESL Pricer roll-out with Meny supermarkets chain, 160 stores, completion November
  - Installations to COOP/RIMI continues
  - Continued work towards non-food
- Baltic 3rd quarter revenues MNOK 24.8
  - EBITDA MNOK 1.6
  - First Pricer order delivered in Estonia
- Market leader Digi scales

3rd quarter and YTD 2015 - key figures

	Q3		YTD		YEAR
MNOK	2015	2014	2015	2014	2014
Product Sales	112,2	37,6	270,9	103,0	162,7
Service	17,2	14,1	80,1	37,7	74,4
Revenue	**129,4**	**51,7**	**350,9**	**140,7**	**237,1**
EBITDA	7,6	2,7	21,4	8,4	25,5
EBITDA-margin	*5,8 %*	*5,2 %*	*6,1 %*	*6,0 %*	*10,8 %*
EBT	6,1	0,3	15,7	5,3	20,1

Cash Security

3rd quarter 2015 - highlights

- Significant improvement of EBITDA
- Chosen as the preferred partner for Sberbank in Russia
- StrongPoint Russia established
- Frame agreement to be signed during 4th quarter
- Quality issues eliminated
- New product portfolio well received

3rd quarter & YTD 2015 - key figures

	Q3		YTD		YEAR
MNOK	2015	2014	2015	2014	2014
Product Sales	18,4	28,0	63,4	65,5	88,4
Service	12,6	5,5	35,0	22,2	28,5
Revenue	**31,0**	**33,5**	**98,4**	**87,6**	**116,9**
EBITDA	4,7	2,2	9,6	1,4	-1,7
EBITDA-margin	*15,2 %*	*6,6 %*	*9,8 %*	*1,6 %*	*-1,5 %*
EBT [1]	4,1	-0,3	7,2	-5,7	-43,5

[1] Year 2014: Included an impairment of MNOK 32.4 related to intangible assets in Cash Security.

Cash Management

3rd quarter 2015 - highlights

- Successful introduction of new notes in Sweden – some initial issues solved
- Promising pilots in chains in Spain, Germany, Belgium and France
- Pilot installations in KL/Singapore on-going
- Established local presence in SEA, first four systems invoiced.
- Prepare for new notes in Norway – 5000 systems upgrade

3rd quarter & YTD 2015 - key figures

	Q3		YTD		YEAR
MNOK	2015	2014	2015	2014	2014
Product Sales	37,0	41,4	132,6	126,1	165,8
Service	35,9	32,0	79,3	81,3	109,0
Revenue	**72,9**	**73,4**	**211,9**	**207,5**	**274,8**
EBITDA	11,4	10,0	36,0	26,1	37,0
EBITDA-margin	*15,7 %*	*13,6 %*	*17,0 %*	*12,6 %*	*13,5 %*
EBT	9,9	8,7	30,3	22,0	29,3

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Vensafe - Loss prevention

3rd quarter 2015 - highlights

- Growth in Germany & Belgium
- Increased volume in Norway & Sweden is a crystal clear goal
- Initiated marketing in Lithuania and APAC
- Pilots expanded in Norwegian Hotel chain – hotel shops

3rd quarter & YTD 2015 - key figures

	Q3		YTD		YEAR
MNOK	**2015**	**2014**	**2015**	**2014**	**2014** [1]
Product Sales	11,2	8,2	33,6	20,9	29,9
Service	5,8	8,4	16,0	16,5	24,2
Revenue	**17,0**	**16,6**	**49,6**	**37,4**	**54,1**
EBITDA	1,1	-0,5	0,6	-0,9	-3,3
EBITDA-margin	*6,5 %*	*-3,3 %*	*1,3 %*	*-2,3 %*	*-6,1 %*
EBT	1,0	-0,7	0,2	-1,7	-3,6

[1] Year 2014 relates the period April - December.

Labels

3rd quarter 2015 - highlights

- 11 % increase in turnover
- Significantly improvement of EBITDA
- Integration of manufacturing facilities in Norway completed
- New HP Indigo investment MNOK 8,8 installed at Tangen in February

3rd quarter and YTD 2015 - key figures

	Q3		YTD		YEAR
MNOK	**2015**	**2014**	**2015**	**2014**	**2014**
Product Sales	43,4	39,0	138,3	124,4	168,5
Revenue	**43,4**	**39,0**	**138,3**	**124,4**	**168,5**
EBITDA	5,9	3,6	16,5	8,6	17,1
EBITDA-margin	*13,7 %*	*9,3 %*	*11,9 %*	*6,9 %*	*10,2 %*
EBT	2,3	0,2	6,1	-0,6	4,8

Why -rebranding

Silos conglomerate

NEWVISION
to business technologies

antonson etikett

PSI Antonson

PSI Group

PSI Systems

Cash Guard

Vensafe
EASY SHOPPING – ADDED PROFITS

SQS™
Security Qube System

Branding conglomerate

strategic products/solutions fronting our customers

PRESIDIO

Zervio Touch

THE MONERO EXPERIENCE

Vensafe Multiticket

Q-Collector

nosco

CenTux
Linux-based Point of Sale Software

VLocker

Q-CASE MP

DIGI

PRICER
SHAPING SMART RETAIL

Lwallet

repant

Zervio Master

agoretail


Seven front-runners become
one market leader
antonson
etikett
Cash
Guard
NEWVISION
PSI
Systems
PSI Antonson
SQS
Vensafe
StrongPoint

Retail excellence
is now spelled
StrongPoint

STORE MANAGERS' DAILY WORRIES

REDUCE THEFT INCREASE SECURITY CHECKOUT CONVENIENCE	REDUCE QUEUES PRICE INTEGRITY PAYMENT SIMPLICITY	INCREASE REVENUE REDUCE COST SHOP FLOOR SERVICE AND EFFICIENCY

Enabling store owners to reach their full potential

- Retail technology consulting
- Innovation
- System integration

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- Installation and education
- Project planning and rollouts
- Service & support

Driving consumer shopping efficiency

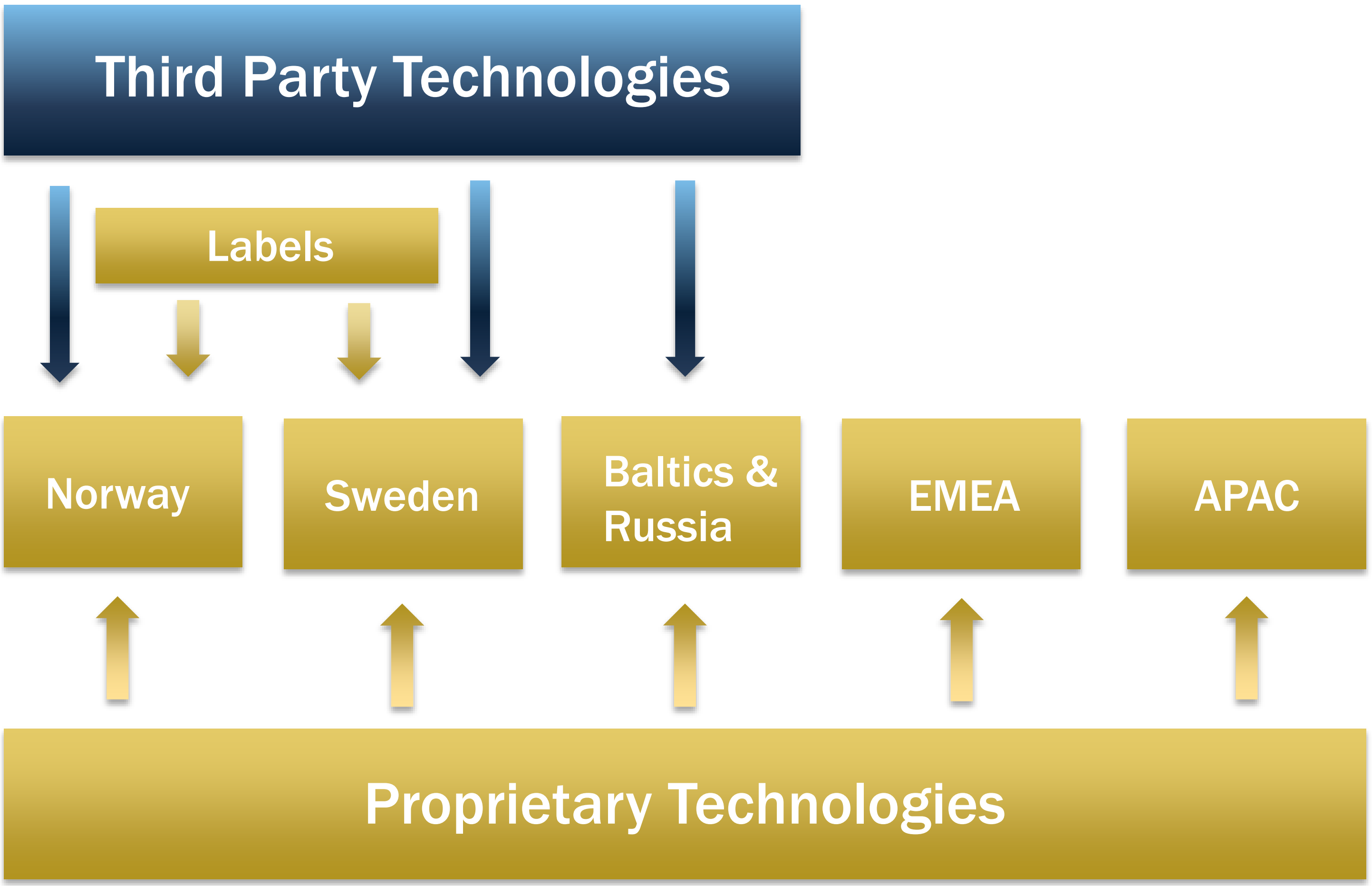
HOW CONSUMERS BUY	HOW CONSUMERS ARE REWARDED	HOW CONSUMERS PAY

CONSUMER BEHAVIOR AND TRENDS

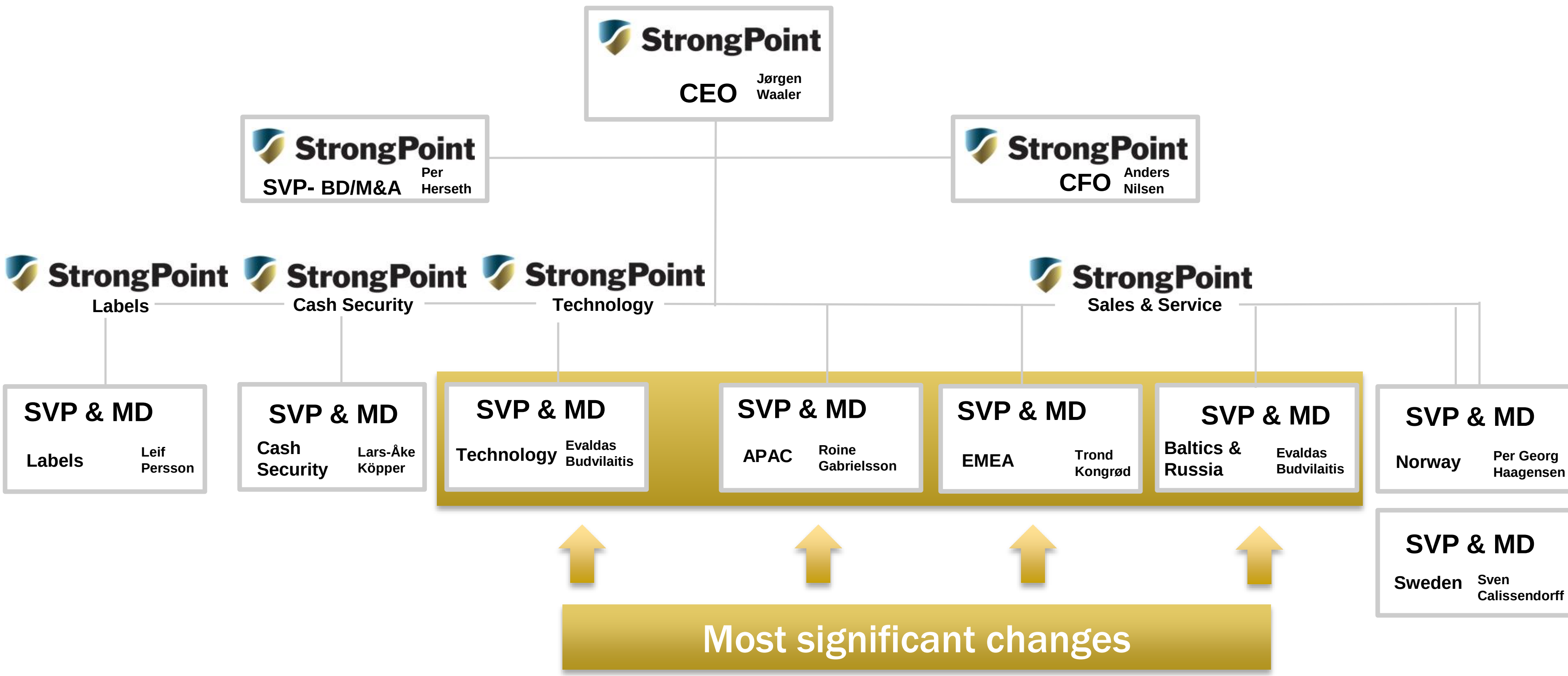
The Future of Retail = StrongPoint

Markets & organisation

Solutions & Markets



StrongPoint executive management



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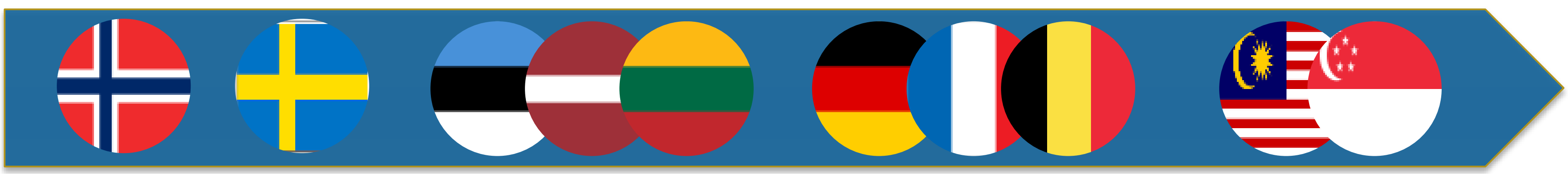
Workforce by function and geography

Finance & Administration	Research & Development	Production & Supply	Sales & Marketing	Service & Support	
60	61	126	107	218	572



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92	258	198	17	7

Growth strategies

Summary – growth strategy going forward

- Significant market investments in APAC & EMEA – consolidate offerings and organizations. "Must" win efforts essential.
- Consolidate R&D – common API/GUI – StrongPoint Retail Highway StrongPoint Retail Suite
- Complete the re-branding; ONE Company project – culture/values.
- StrongPoint growth – combine organic with M&A
- StrongPoint e-Commerce footprint

StrongPoint and e-Commerce

- Mobile payment
- Mobile loyalty
- Queue busting
- In store navigation
- eCuponing
- Delivery concepts
- Self Scanning
- Location based Promos
- Beacon messaging
- Shopping list

StrongPoint Vision

Becoming a recognised
global provider of
retail technology solutions

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Top 50 shareholders per September 30th 2015

No.	Name	No. of shares	%
1	PINNÅS, ERIK (incl. fully owned companies) ¹	4 932 276	11,1 %
2	STRØMSTANGEN AS	3 933 092	8,9 %
3	SKAGEN VEKST	3 796 612	8,6 %
4	HOLMEN SPESIALFOND	2 500 000	5,6 %
5	GLAAMENE INDUSTRIER AS	2 107 986	4,8 %
6	SKANDINAVISKA ENSKILDA BANKEN AB	1 781 253	4,0 %
7	AVANZA BANK AB	1 773 206	4,0 %
8	NORDNET BANK AB	1 720 410	3,9 %
9	ZETTERBERG, GEORG (incl. fully owned companies)	1 541 304	3,5 %
10	WAALER, JØRGEN (incl. fully owned companies) ¹	1 060 000	2,4 %
11	GRESSLIEN, ODD ROAR	1 020 000	2,3 %
12	V. EIENDOM AS	966 887	2,2 %
13	CARNEGIE INVESTMENT BANK AB	829 414	1,9 %
14	RING, JAN	705 122	1,6 %
15	MP PENSJON PK	699 806	1,6 %
16	ROMULD, ARVE	600 000	1,4 %
17	SVENSKA HANDELSBANKEN AB	597 257	1,3 %
18	BUDVILAITIS, EVALDAS (incl. controlled companies) ¹	555 709	1,3 %
19	JACOBSEN, SVEIN (incl. fully owned companies) ¹	442 689	1,0 %
20	BJØRNSTAD, DANIEL	410 350	0,9 %
21	SAXO BANK A/S	397 639	0,9 %
22	JOHANSEN, STEIN	374 000	0,8 %
23	NISTAD GRUPPEN AS	338 300	0,8 %
24	KONGSRUD, RUNE JACOB	325 450	0,7 %
25	FRANKMO, ÅGE	320 383	0,7 %
26	ANDERSEN, BØRGE	317 000	0,7 %
27	EVENSEN, TOR COLKA	303 000	0,7 %
28	SWEDBANK AB (PUBL)	300 968	0,7 %
29	JOHANNESSEN, JAN TOMMY	250 000	0,6 %
30	UGELSTAD, PER EINAR	235 191	0,5 %
31	FANA ELEKTRIKEREN AS	220 000	0,5 %
32	BERNTSEN, HARALD	200 000	0,5 %
33	PARTREDERIET MAST ANS	192 750	0,4 %
34	GAMMELSRØD, GUNNAR	174 588	0,4 %
35	GRANBERG, KARL TRYGVE	173 000	0,4 %
36	HEIMDAL, MORTEN	172 500	0,4 %
37	KAWA INVEST AS	162 000	0,4 %
38	HAGEN, JOSTEIN MAGNUS	160 000	0,4 %
39	WEIBULL, JOAQUIM (incl. fully owned companies)	152 000	0,3 %
40	G-EIENDOM AS	140 627	0,3 %
41	BAKKEN, VIDAR	131 079	0,3 %
42	DELTA INVEST AS	129 722	0,3 %
43	PRIMA HOLDING AS	126 210	0,3 %
44	CK HOLDING AS	123 604	0,3 %
45	MAGNUS DEN GODE AS	120 858	0,3 %
46	SHB INVESTERING AS	120 000	0,3 %
47	KPT HOLDING AS	120 000	0,3 %
48	NÆSS, BERNHARD	113 000	0,3 %
49	NORDNET LIVSFORSIKRING AS	108 871	0,2 %
50	PETTERSEN, ØYVIND	106 200	0,2 %
	Sum 50 largest shareholders	38 082 313	85,8 %
	Sum 1 265 other shareholders	6 293 727	14,2 %
	Sum all 1 315 shareholders	44 376 040	100,0 %

¹ Primary insiders

Questions?