



**StrongPoint**

Presentation of  
**4<sup>th</sup> quarter 2016 & full year 2016**  
February 16<sup>th</sup> - 8:15 am

# StrongPoint Mission

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



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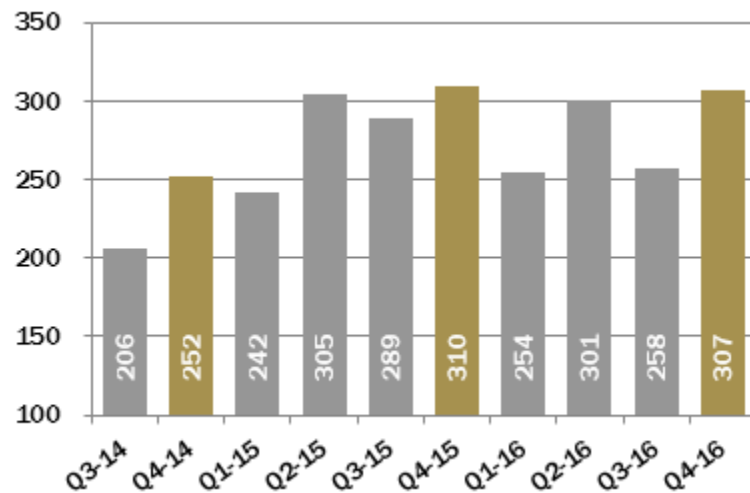
## Highlights 4<sup>th</sup> quarter

- ✔ Group operating revenues MNOK 307,1 (MNOK 309,6)
- ✔ Group EBITDA MNOK 30,9 (MNOK 20,0)
- ✔ Cash flow from operations MNOK 82,8 (MNOK 54,2)

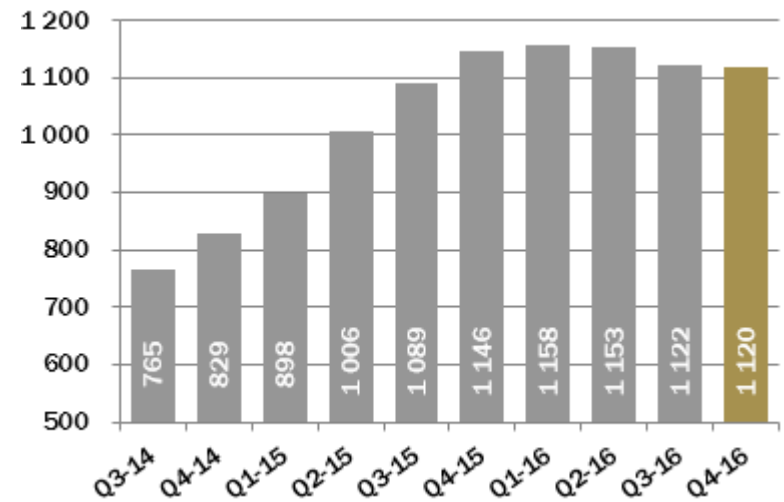
## Highlights full year 2016

- ✔ Group operating revenues 2016 MNOK 1 120,2 (MNOK 1 146,0)
- ✔ Group EBITDA 2016 MNOK 111,7 (MNOK 90,5)
- ✔ Cash flow from operations 2016 MNOK 163,3 (MNOK 54,3)
- ✔ Dividend based on 2016 accounts NOK 1,50 (NOK 0,45)
- ✔ Acquisition of PyD Seguridad S.L – StrongPoint Spain
- ✔ All-time-high number of CashGuard systems delivered in 2016

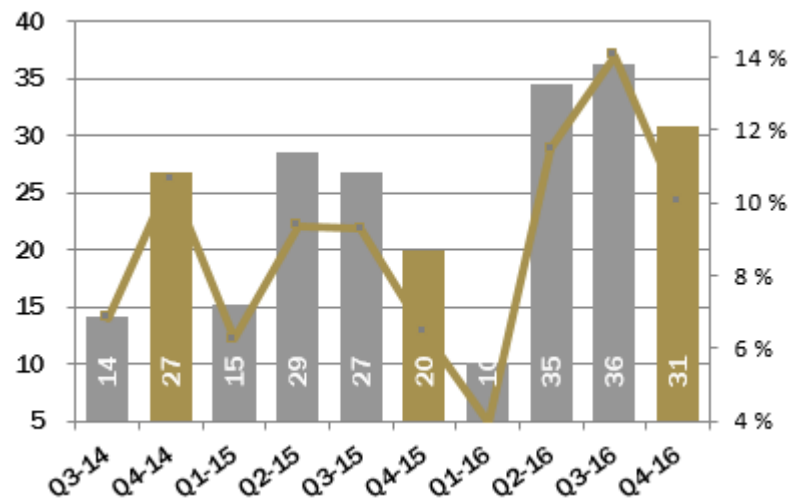
## Revenues per quarter



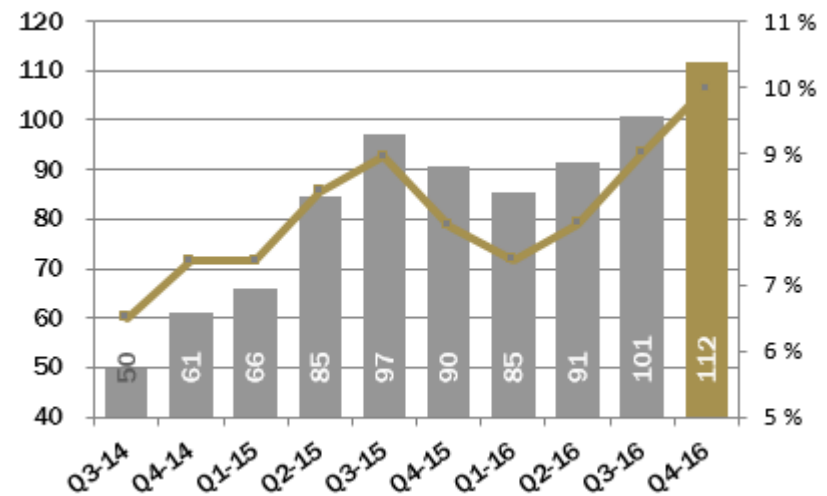
## 12 months rolling



## EBITDA per quarter



## 12 months rolling



## 4<sup>th</sup> quarter & 2016 revenues by product category

Revenue MNOK	Q4		Year	
	2016	2015	2016	2015
Proprietary Technologies	166,3	121,6	579,6	481,5
3rd Party Technologies	105,2	153,6	376,5	504,5
Labels	40,1	47,2	179,0	185,5
Eliminations / ASA	-4,5	-12,8	-15,0	-25,5
<b>Total</b>	<b>307,1</b>	<b>309,6</b>	<b>1 120,2</b>	<b>1 146,0</b>



## 4<sup>th</sup> quarter & 2016 EBITDA by product category

EBITDA MNOK	Q4		Year	
	2016	2015	2016	2015
Proprietary Technologies	25,2	0,3	80,5	46,6
3rd Party Technologies	8,3	18,0	30,9	39,4
Labels	2,4	6,2	18,2	22,7
Eliminations / ASA	-5,0	-4,6	-17,9	-18,1
<b>Total</b>	<b>30,9</b>	<b>20,0</b>	<b>111,7</b>	<b>90,5</b>



## 2016 revenues by geography

MNOK	Year 2016			Year 2015		
	Norway	Sweden	Other markets	Norway	Sweden	Other markets
Proprietary Technologies	199,6	202,5	177,6	128,9	193,7	159,0
3rd Party Technologies	137,4	152,5	86,6	263,9	127,8	112,9
Labels	58,4	117,9	2,8	66,2	114,4	4,8
Eliminations / ASA	-0,4	-12,8	-1,7	-1,4	-16,2	-7,9
<b>Total</b>	<b>394,9</b>	<b>460,1</b>	<b>265,2</b>	<b>457,6</b>	<b>419,7</b>	<b>268,8</b>

**MNOK 1 120**

**MNOK 1 146**

**2013: 102**

**2014: 180**

**2015: 269**

**2016: 265**



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## 2016 revenue categories

MNOK	Year 2016		Year 2015	
	New sales	Service	New sales	Service
Proprietary Technologies	372,3	207,3	303,3	178,2
3rd Party Technologies	276,6	100,0	390,4	114,1
Labels	179,0	0,0	185,5	0,0
Eliminations / ASA	-15,0	0,0	-25,5	0,0
<b>Total</b>	<b>812,8</b>	<b>307,3</b>	<b>853,7</b>	<b>292,4</b>

**2013: 188**

**2014: 236**

**2015: 292**

**2016: 307**

**MNOK 1 120**

**MNOK 1 146**



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# Group balance sheet - Total assets – 31.12.2016

- Inventory up by MNOK 8.6 from end Q3
- A/R down by MNOK 37.6 compared to Q3

KNOK	31.12.2016	31.12.2015	30.09.2016
<b>ASSETS</b>			
Intangible assets	55 903	75 469	55 138
Goodwill	113 253	153 410	116 199
Tangible assets	85 440	55 069	53 666
Long term investments	1 625	989	1 546
Other long term receivables	-	-	-
Deferred tax	31 445	28 117	19 563
<b>Non-current assets</b>	<b>287 665</b>	<b>313 054</b>	<b>246 111</b>
Goods	101 200	125 042	92 582
Accounts receivable	161 202	185 237	198 841
Prepaid expenses	10 799	12 092	11 479
Other receivables	31 367	17 317	11 286
Bank deposits	67 090	22 610	11 781
<b>Current assets</b>	<b>371 658</b>	<b>362 297</b>	<b>325 968</b>
<b>TOTAL ASSETS</b>	<b>659 323</b>	<b>675 351</b>	<b>572 079</b>



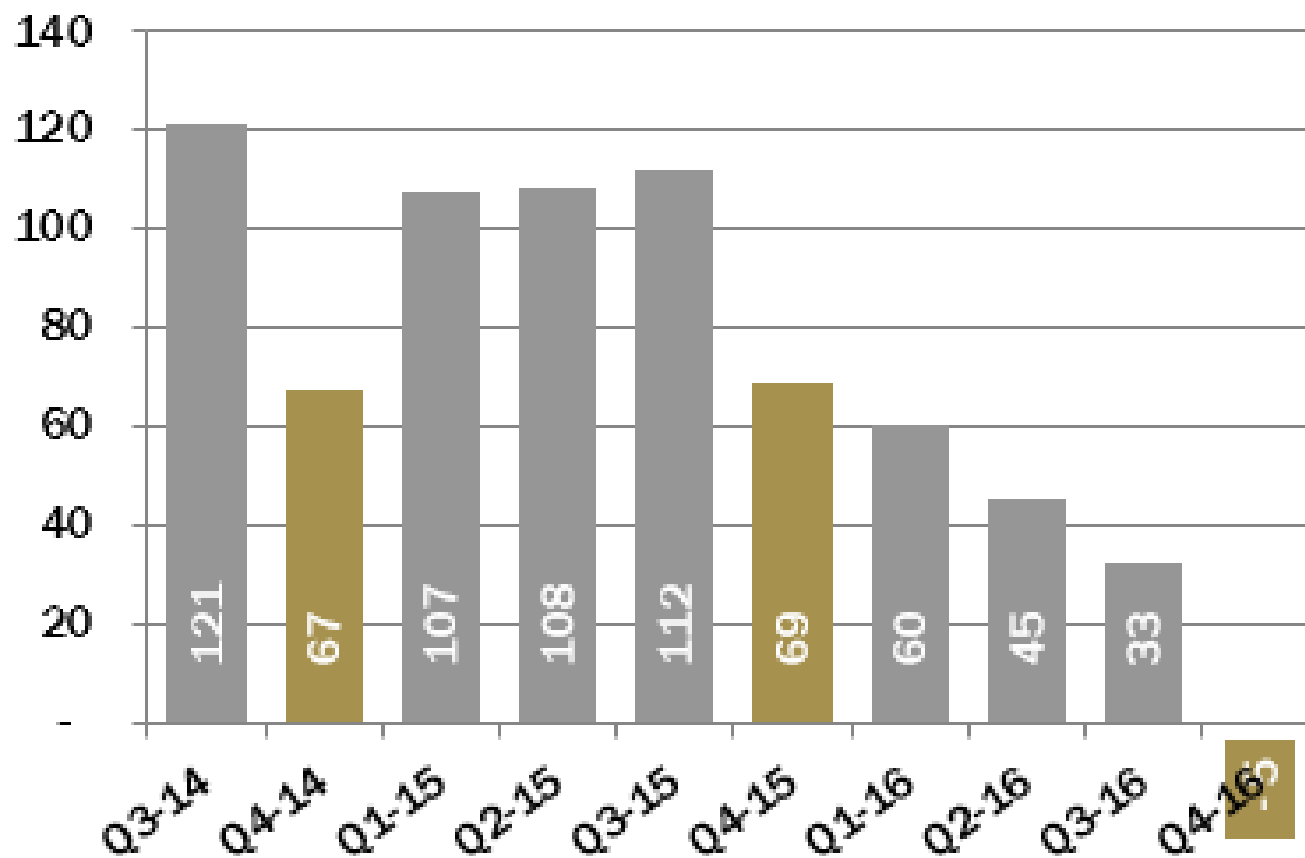
# Group balance sheet – Total equity & liabilities

- No net interest bearing debt at end 2016
- Net interest bearing assets MNOK 5.4
- Disposable liquidity MNOK 127.1
- 104 544 own shares, representing 0.2 per cent
- A/P MNOK 102.5  
– up by 5.2 from end Q3

KNOK	31.12.2016	31.12.2015	30.09.2016
<b>EQUITY AND LIABILITIES</b>			
Share capital	27 513	27 513	27 513
Holding of own shares	-65	-65	-65
Other equity	293 533	269 799	262 862
<b>Total equity</b>	<b>320 981</b>	<b>297 247</b>	<b>290 310</b>
Long term interest bearing liabilities	32 982	37 186	22 122
Other long term liabilities	5 093	-	-
<b>Total long term liabilities</b>	<b>38 075</b>	<b>37 186</b>	<b>22 122</b>
Short term interest bearing liabilities	28 706	54 025	22 160
Accounts payable	102 480	95 978	97 268
Taxes payable	399	233	-
Other short term liabilities	168 682	190 682	140 219
<b>Total short term liabilities</b>	<b>300 267</b>	<b>340 918</b>	<b>259 647</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>659 323</b>	<b>675 351</b>	<b>572 079</b>



## Net interest bearing debt end of quarters





**2016 significant  
contributuons**



Managing **cash** in society.



Välj bland våra tjänster för kontanthantering



#### Enkel

Du lämnar själv pengarna i vår servicebox

Pris: från **92 kr** / mån.

[Beräkna pris >](#)



#### Bekväm

Vi hämtar din kassa hos dig i butiken

Pris: från **1434 kr** / mån

[Beräkna pris >](#)



#### Komplett

Ful service och eget värdsåp

Pris: från **2072 kr** / mån

[Beräkna pris >](#)



#### Växel direkt

Växelleverans direkt till din butik

Pris: från **520 kr** / mån.

[Beräkna pris >](#)



# New banknotes in Norway

## CashGuard

- 5900 upgrades
- 800 new sales
- 1500 re-locations
- Installed base reduced by 600 systems





Canada's first ski-thru ATM opens on Whistler Blackcomb



- Strong Rubel is positive
- Waiting for new tender
- Third party takes care of freight and customs



# Spain & update

- 5 - year rental – CashGuard as a service
- Top 15 grocery chain in Spain
- 170 stores – estimated a total of 700 systems
- 524 systems installed as of December 31<sup>st</sup>
- Key player & service partner in Spain, PyD, acquired



# First National Bank South Africa – first 150 systems shipped

how can we help you?

change the way  
you handle cash.



Dear Valued Customer,

Transform your transactions at the till with FNB SmartTILL™. FNB SmartTILL™ is an electronic till system that is able to accept and dispense notes and coins. The SmartTILL™ removes the manual element involved in traditional till systems, thus speeding up the process and removing the risk of cash visibility.

## The FNB SmartTILL™

### SEALED NOTE RECYCLER:



Multiple denomination slots, holds up to 800 notes.

### SEALED NOTE COLLECTOR:



Secure device that automatically extracts notes from the till.

### SEALED COIN RECYCLER:



Holds up to 3000 coins

### BACK OFFICE SOFTWARE:



Real-time and historic reporting of levels of cash.







The FNB SmartTILL™ provides increased security.















# Pharmacies



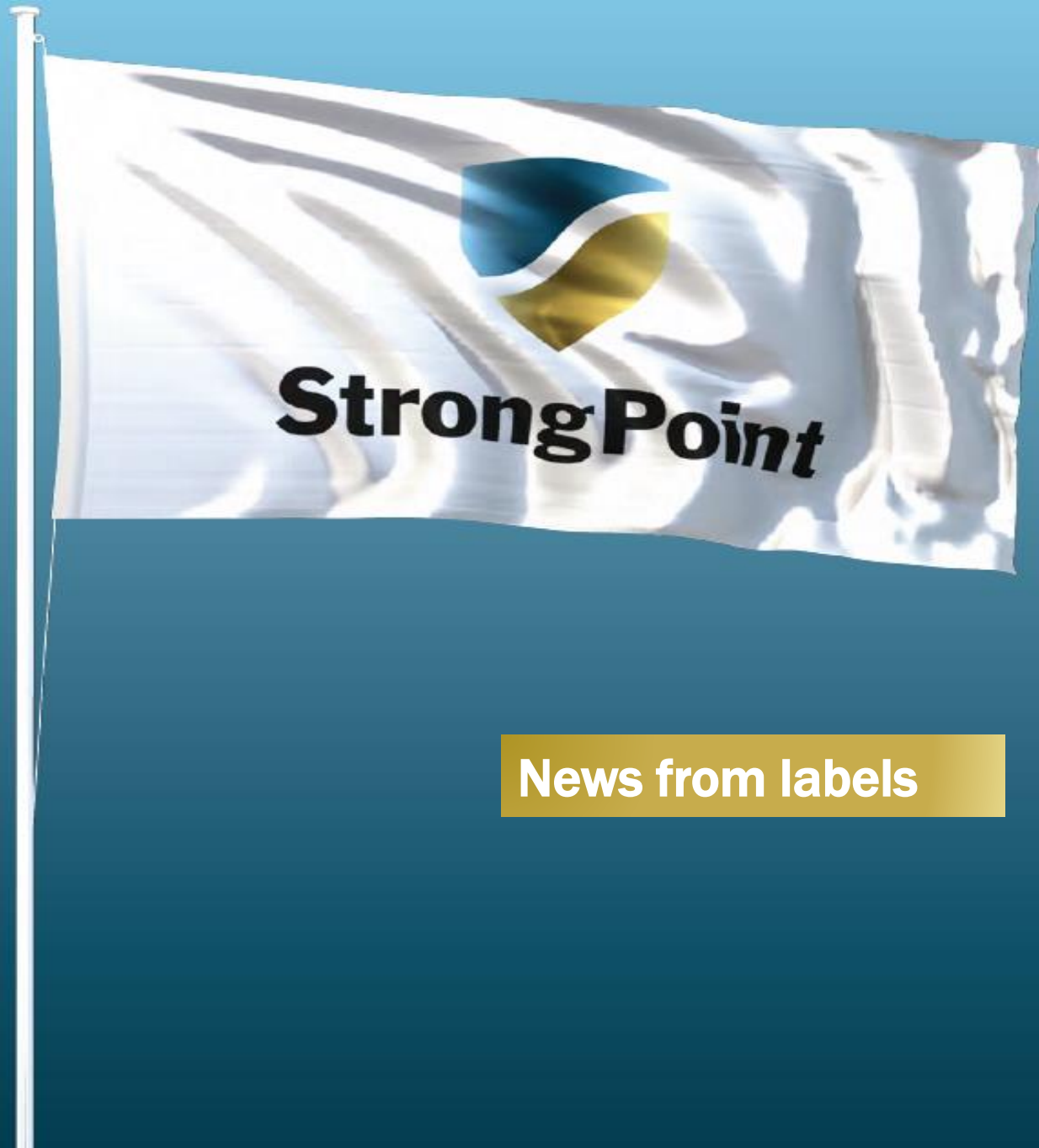
## Own [legal] representation

-  Norway
-  Sweden
-  Lithuania
-  Latvia
-  Estonia
-  Russia
-  France
-  Spain
-  Germany
-  Belgium
-  Malaysia
-  Singapore

## Partner representation

-  Denmark
-  Portugal
-  Italy
-  Australia
-  Austria
-  Kuwait
-  South Africa
-  UK
-  Ireland
-  Slovenia
-  Croatia
-  Australia





**News from labels**

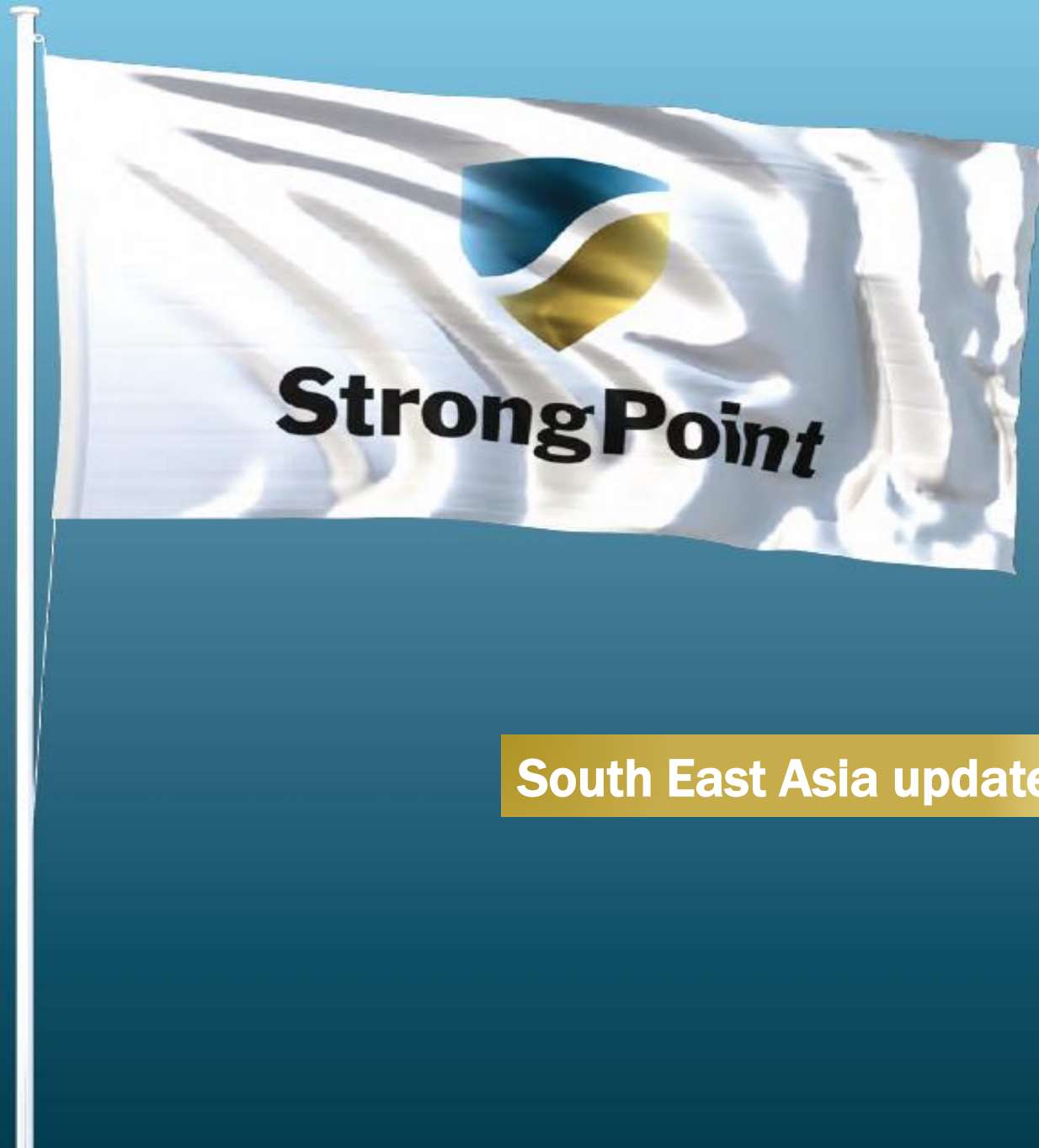
# ONE label factory in Sweden

**Moved to new premises**



**New HP digital replaces three old flexo presses**





**South East Asia update**

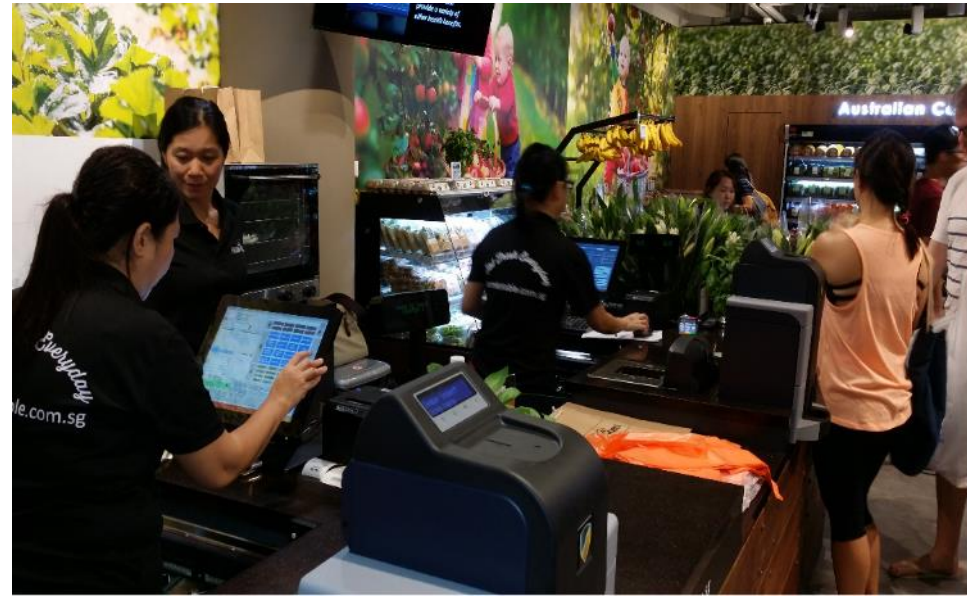
## Progress in SEA

 Parkson department store runs well - Kuala Lumpur,



# Progress in SEA

🏆 Second store runs well - Farm to Table, Singapore



## Progress in SEA - collaborations



## Panda ERP Solution for Retail



Intelligent Inventory Management,  
POS & CRM Systems



**Marketing**  
**StrongPoint Vision**

# **EuroShop 2017**

5. – 9<sup>th</sup> March - Düsseldorf



**StrongPoint reveals new solutions  
that will transform the way  
retailers do business**

**Experience the future of retail at EuroShop, booth No. 6I34**

# New Proprietary Retail Solutions



**Self Checkout (NEW)**



**Click & Collect (NEW)**



**Single slot Cash Mgt. (NEW)**



**Retail Suite (NEW)**

# StrongPoint Vision

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

## Growth strategy going forward

- Continue organic market investments in APAC & EMEA – consolidate offerings and organizations. “Must” win efforts essential.
- Continue significant R&D investments (all OPEX).
- StrongPoint growth - value based M&A – Geography/Technology
- Build StrongPoint image: e-Commerce – Retail analytics – Checkout efficiency

**Retail excellence  
is now spelled  
StrongPoint**

# Top 50 shareholders per January 31<sup>st</sup> 2017

No	Name	No. of shares	%
1	PINNÅS, ERIK ESTATE (incl. fully owned companies)	4 898 635	11,0 %
2	STRØMSTANGEN AS	3 933 092	8,9 %
3	SKAGEN VEKST	3 317 467	7,5 %
4	HOLMEN SPESIALFOND	2 365 000	5,3 %
5	AVANZA BANK AB	1 953 294	4,4 %
6	NORDNET BANK AB	1 572 884	3,5 %
7	ZETTERBERG, GEORG (incl. fully owned companies)	1 565 000	3,5 %
8	WAALER, JØRGEN (incl. fully owned companies) <sup>1</sup>	1 060 000	2,4 %
9	V. EIENDOM AS	980 887	2,2 %
10	GLAAMENE INDUSTRIER AS	873 549	2,0 %
11	GRESSLIEN, ODD ROAR	870 000	2,0 %
12	RING, JAN	831 822	1,9 %
13	MP PENSJON PK	615 265	1,4 %
14	HSBC TTEE MARLB EUROPEAN TRUST	615 000	1,4 %
15	SKANDINAVISKA ENSKILDA BANKEN AB	557 930	1,3 %
16	BUDVILAITIS, EVALDAS (incl. controlled companies) <sup>1</sup>	555 709	1,3 %
17	ROMULD, ARVE	550 000	1,2 %
18	SVENSKA HANDELSBANKEN AB	461 925	1,0 %
19	JOHANSEN, STEIN	450 000	1,0 %
20	NORDEA BANK AB	427 490	1,0 %
21	ALCHEMY TRADING AS	420 000	0,9 %
22	JACOBSEN, SVEIN (incl. fully owned companies) <sup>1</sup>	400 000	0,9 %
23	VERDADERO AS	399 999	0,9 %
24	CARNEGIE INVESTMENT BANK AB	379 173	0,9 %
25	BJØRNSTAD, DANIEL	356 345	0,8 %
26	NISTAD GRUPPEN AS	338 300	0,8 %

27	FARSTAD, PETTER HAAVARD	338 000	0,8 %
28	ANDERSEN, BØRGE	334 350	0,8 %
29	JOHANNESSEN, JAN TOMMY	311 700	0,7 %
30	EVENSEN, TOR COLKA	280 000	0,6 %
31	KONGSRUD, RUNE JACOB	270 000	0,6 %
32	FRANKMO, ÅGE	266 494	0,6 %
33	UGELSTAD, PER EINAR	255 000	0,6 %
34	CK HOLDING AS	223 604	0,5 %
35	FANA ELEKTRIKEREN AS	220 000	0,5 %
36	MIDDELBOE AS	217 898	0,5 %
37	NORDNET LIVSFORSIKRING AS	204 660	0,5 %
38	GAMMELSRØD, GUNNAR	200 325	0,5 %
39	BERNTSEN, HARALD	200 000	0,5 %
40	HEIMDAL, MORTEN	200 000	0,5 %
41	SWEDBANK AB	198 261	0,4 %
42	GRANBERG, KARL TRYGVE	185 000	0,4 %
43	NEVROKIRO INVEST AS	180 000	0,4 %
44	NÆSS, BERNHARD	178 500	0,4 %
45	CITIBANK, N.A.	170 370	0,4 %
46	KAWA INVEST AS	168 000	0,4 %
47	MSIP EQUITY	160 359	0,4 %
48	WEIBULL, JOAQUIM (incl. fully owned companies)	152 000	0,3 %
49	G-EIENDOM AS	140 627	0,3 %
50	RUUD, CHRISTIAN	140 000	0,3 %
Sum 50 largest shareholders		35 943 914	81,0 %
Sum 1 452 other shareholders		8 432 126	19,0 %
Sum all 1 502 shareholders		44 376 040	100,0 %

**+ 120 since September 30<sup>th</sup>**

# Questions?

