



StrongPoint

Presentation
1. quarter 2017
Jørgen Waaler, CEO
April 20th 2017

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



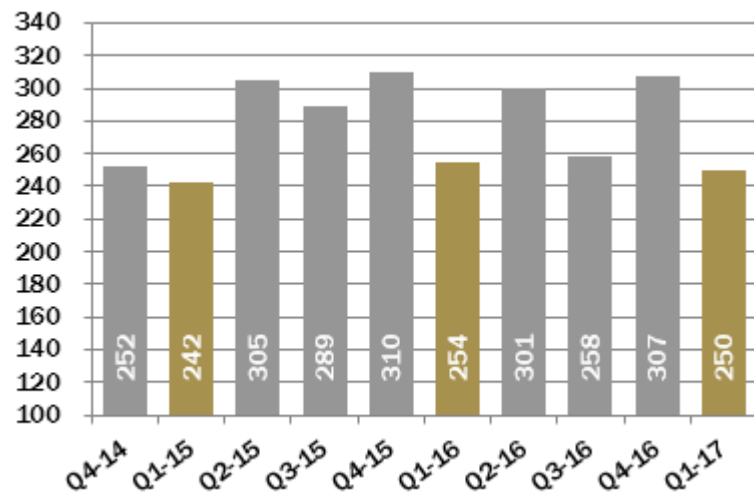
StrongPoint

Highlights 1st quarter

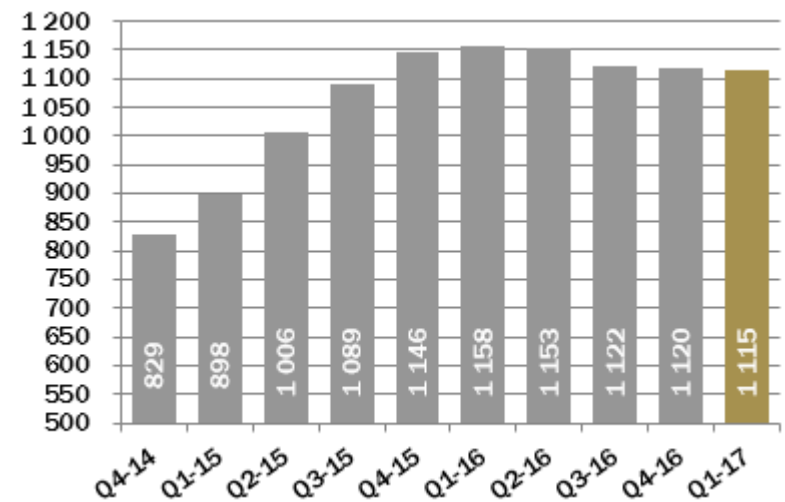
- 🏆 Group operating revenues MNOK 249.7 (MNOK 254.2)
- 🏆 Group EBITDA MNOK 10.7 (MNOK 10.1)
- 🏆 Cash flow from operations MNOK – 2.7 (MNOK 13.6)
- 🏆 Breakthrough Click & Collect



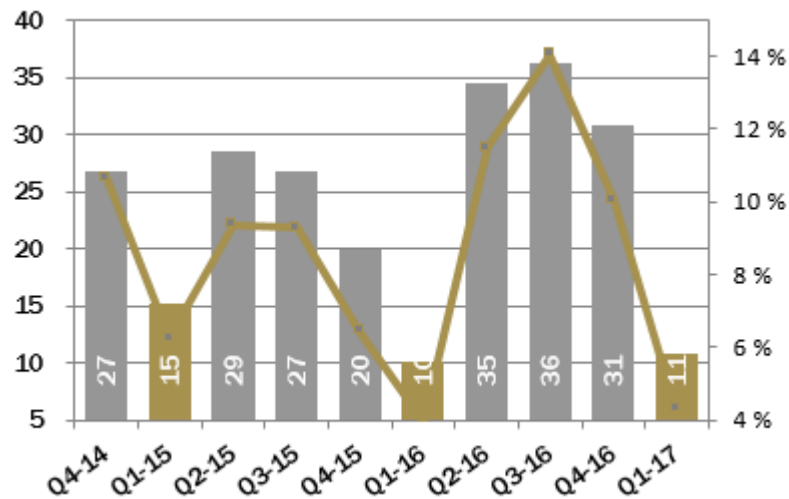
Revenues per quarter



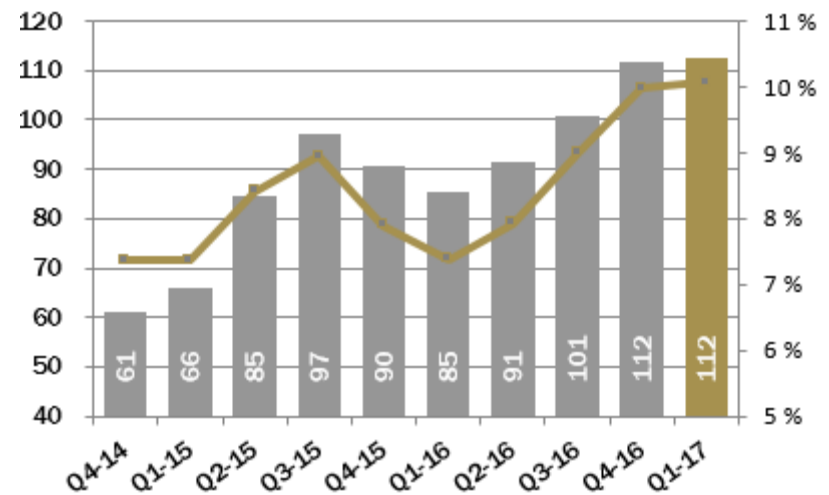
12 months rolling



EBITDA per quarter



12 months rolling



1st quarter 2017 revenues by geographical market

MNOK	Q1 2017			Q1 2016		
	Norway	Sweden	Other markets	Norway	Sweden	Other markets
Proprietary Technologies	37,2	32,5	50,0	32,8	29,9	43,0
3rd Party Technologies	36,5	32,9	20,9	50,2	32,4	22,4
Labels	13,5	28,1	0,8	15,1	31,6	0,8
Eliminations / ASA	0,0	-2,2	-0,4	0,0	-3,9	0,0
Total	87,2	91,2	71,3	98,1	89,9	66,2



1st quarter 2017 revenues by categories

MNOK	Q1 2017		Q1 2016	
	New sales	Reccuring revenues	New sales	Reccuring revenues
Proprietary Technologies	70,9	48,7	56,9	48,8
3rd Party Technologies	64,6	25,7	78,3	26,7
Labels	0,0	42,4	0,0	47,4
Eliminations / ASA	-2,7	0,0	-3,9	0,0
Total	132,9	116,8	131,3	122,9



Group balance sheet - Total assets – 31.3.2017

- Inventory down by MNOK 0.3 from end Q4
- A/R up by MNOK 17.3 compared to Q4

KNOK	31.03.2017	31.12.2016	31.03.2016
ASSETS			
Intangible assets	53 117	55 903	68 717
Goodwill	114 443	113 253	149 744
Tangible assets	81 562	85 440	53 513
Long term investments	1 874	1 625	1 105
Deferred tax	31 007	31 445	27 651
Non-current assets	282 003	287 665	300 729
Goods	100 894	101 200	117 476
Accounts receivable	178 496	161 202	178 215
Prepaid expenses	12 747	10 799	11 245
Other receivables	15 212	31 367	18 420
Bank deposits	22 722	67 090	19 929
Current assets	330 071	371 658	345 286
TOTAL ASSETS	612 074	659 323	646 014

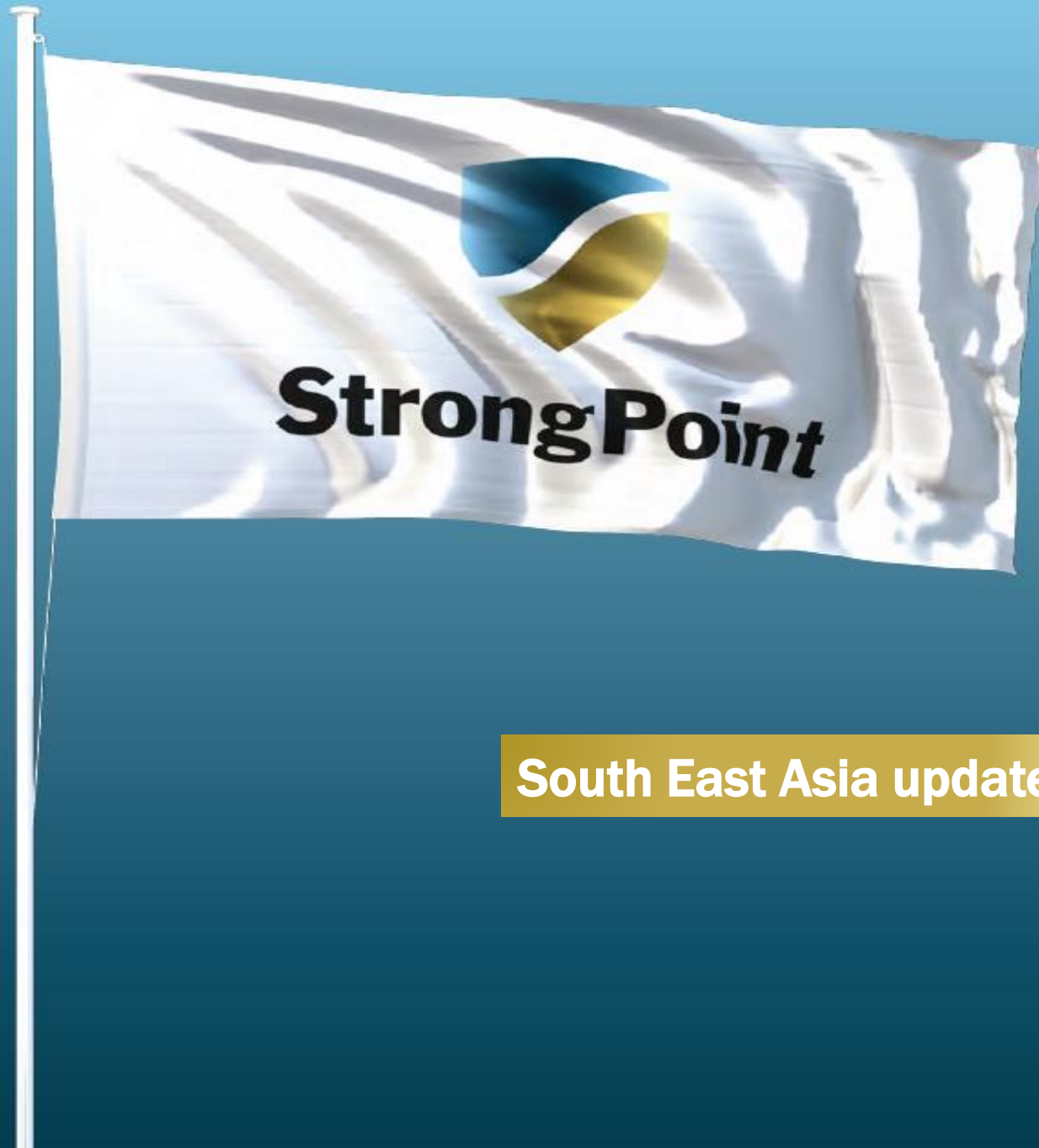


Group balance sheet – Total equity & liabilities

- Net interest bearing debt MNOK 43.8 – up with 49.2 from end Q4
- Disposable liquidity MNOK 68.3
- 104 544 own shares, representing 0.2 per cent
- A/P MNOK 86.9 – down by 15.6 from end Q4

KNOK	31.03.2017	31.12.2016	31.03.2016
EQUITY AND LIABILITIES			
Share capital	27 513	27 513	27 513
Holding of own shares	-65	-65	-65
Other equity	255 159	293 533	261 889
Total equity	282 608	320 981	289 337
Long term interest bearing liabilities	29 126	32 982	32 690
Other long term liabilities	3 573	5 093	-
Total long term liabilities	32 699	38 075	32 690
Short term interest bearing liabilities	37 356	28 706	47 506
Accounts payable	86 851	102 480	102 636
Taxes payable	249	399	38
Other short term liabilities	172 311	168 682	173 808
Total short term liabilities	296 767	300 267	323 987
TOTAL EQUITY AND LIABILITIES	612 074	659 323	646 014





South East Asia update

Retail agenda – Forum Malaysia



EuroShop 2017

5. – 9th 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)

Breakthrough Click & Collect - axfood

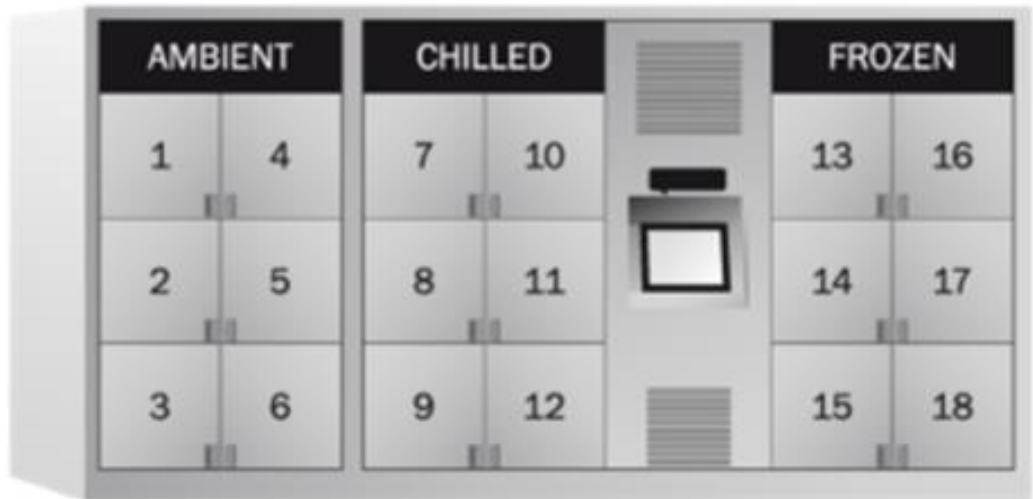
Sweden's second
largest grocery
enterprise

Hemköp

WILLY:S

2 million e-commerce
consumers in 2016

260 own stores
820 franchise stores



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



StrongPoint

Top 50 shareholders per March 31st

No	Name	No. of shares	%			
1	PINNÅS, ERIK ESTATE (incl. fully owned companies)	4 898 635	11,0 %	27	ANDERSEN, BØRGE	335 000 0,8 %
2	STRØMSTANGEN AS	3 933 092	8,9 %	28	JOHANNESSEN, JAN TOMMY	311 700 0,7 %
3	SKAGEN VEKST	2 500 623	5,6 %	29	EVENSEN, TOR COLKA	300 000 0,7 %
4	HOLMEN SPESIALFOND	2 365 000	5,3 %	30	FRANKMO, ÅGE	295 494 0,7 %
5	AVANZA BANK AB	1 993 762	4,5 %	31	FARSTAD, PETTER HAAVARD	268 255 0,6 %
6	NORDNET BANK AB	1 656 892	3,7 %	32	UGELSTAD, PER EINAR	255 000 0,6 %
7	ZETTERBERG, GEORG (incl. fully owned companies)	1 565 000	3,5 %	33	KONGSRUD, RUNE JACOB	250 000 0,6 %
8	WAALER, JØRGEN (incl. fully owned companies) ¹	1 000 000	2,3 %	34	PERSHING LLC	248 970 0,6 %
9	V. EIENDOM AS	980 887	2,2 %	35	NORDNET LIVSFORSIKRING AS	234 323 0,5 %
10	GLAAMENE INDUSTRIER AS	873 549	2,0 %	36	FANA ELEKTRIKEREN AS	225 000 0,5 %
11	GRESSLIEN, ODD ROAR	870 000	2,0 %	37	CK HOLDING AS	223 604 0,5 %
12	RING, JAN	839 372	1,9 %	38	MIDDELBOE AS	217 898 0,5 %
13	HSBC TTEE MARLB EUROPEAN TRUST	725 000	1,6 %	39	MSIP EQUITY	203 593 0,5 %
14	MP PENSJON PK	615 265	1,4 %	40	GAMMELSRØD, GUNNAR	200 325 0,5 %
15	BUDVILAITIS, EVALDAS (incl. controlled companies) ¹	555 709	1,3 %	41	BERNTSEN, HARALD	200 000 0,5 %
16	SKANDINAVISKA ENSKILDA BANKEN AB	546 064	1,2 %	42	HEIMDAL, MORTEN	200 000 0,5 %
17	ROMULD, ARVE	475 000	1,1 %	43	SWEDBANK AB	199 121 0,4 %
18	JOHANSEN, STEIN	450 000	1,0 %	44	NÆSS, BERNHARD	188 500 0,4 %
19	VERDADERO AS	443 760	1,0 %	45	GRANBERG, KARL TRYGVE	185 000 0,4 %
20	NORDEA BANK AB	427 490	1,0 %	46	NEVROKIRO INVEST AS	180 000 0,4 %
21	SVENSKA HANDELSBANKEN AB	418 111	0,9 %	47	CITIBANK, N.A.	170 370 0,4 %
22	ALCHEMY TRADING AS	408 900	0,9 %	48	WEIBULL, JOAQUIM (incl. fully owned companies)	152 000 0,3 %
23	JACOBSEN, SVEIN (incl. fully owned companies) ¹	400 000	0,9 %	49	KAWA INVEST AS	150 000 0,3 %
24	CARNEGIE INVESTMENT BANK AB	377 447	0,9 %	50	G-EIENDOM AS	140 627 0,3 %
25	BJØRNSTAD, DANIEL	357 785	0,8 %	Sum 50 largest shareholders		35 350 423 79,7 %
26	NISTAD GRUPPEN AS	338 300	0,8 %	Sum 1 536 other shareholders		9 025 617 20,3 %
				Sum all 1 586 shareholders		44 376 040 100,0 %

Share statistics

2016 trade volume StrongPoint shares:

8,053 million shares – MNOK 102,435

Average share price kr **12,72**

YTD 2017 trade volume StrongPoint shares:

4,131 million shares – MNOK 63 160

Average share price kr **15,29**



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/distribution
- Build StrongPoint image: e-Commerce – Checkout efficiency – thought leader

**Retail excellence
is now spelled
StrongPoint**

Questions?

