

Presentation

1st quarter 2018

Jørgen Waaler, CEO
April 24th 2018



StrongPoint

Agenda

- ❖ Highlights 1st quarter 2018
- ❖ Key financial figures
- ❖ Retail Technology Solutions, market position, market recognition
- ❖ Value drivers 2018-2020
- ❖ Q & A



Mission

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

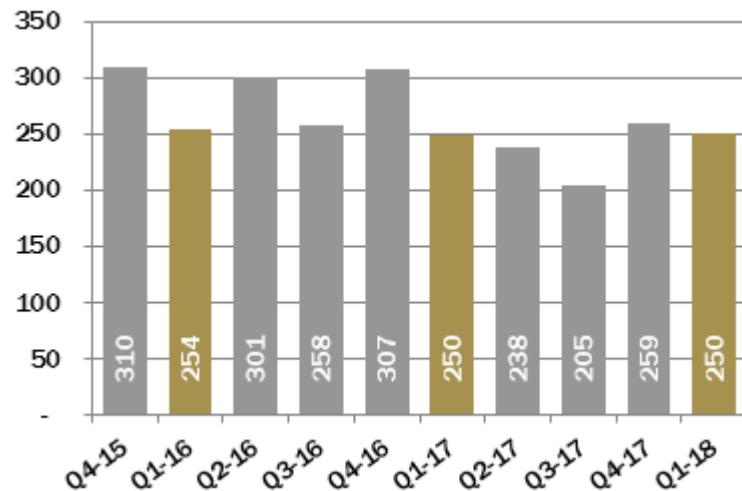


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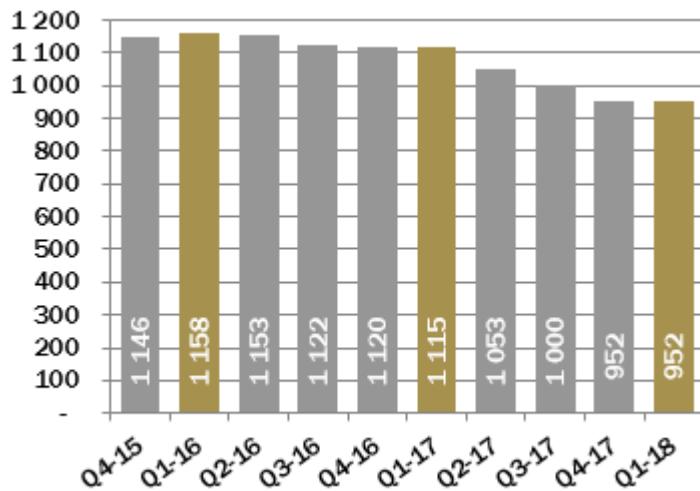
Highlights 1st quarter

- Group operating revenues MNOK 250.1 (MNOK 249.7)
- Group EBITDA MNOK 11.5 (MNOK 10.7)
- Cash flow from operations MNOK - 6.3 (MNOK - 2.7)
- First order for Click & Collect pickup stations in the Baltics
- Leadership change in StrongPoint
- Proposed NOK 0,50 dividend per share

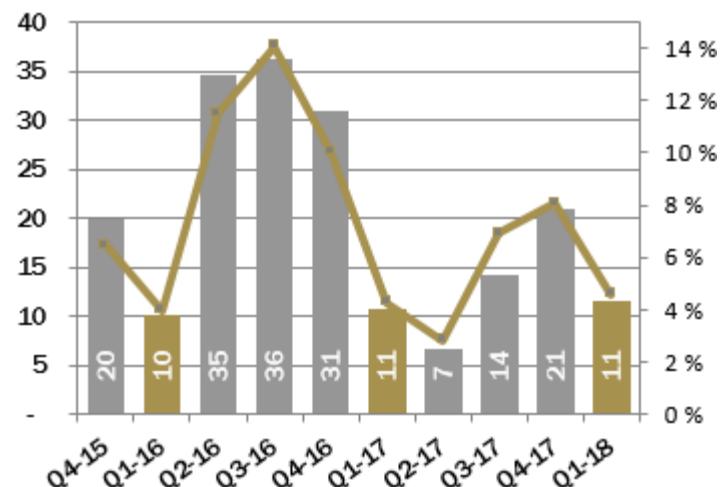
Revenues per quarter



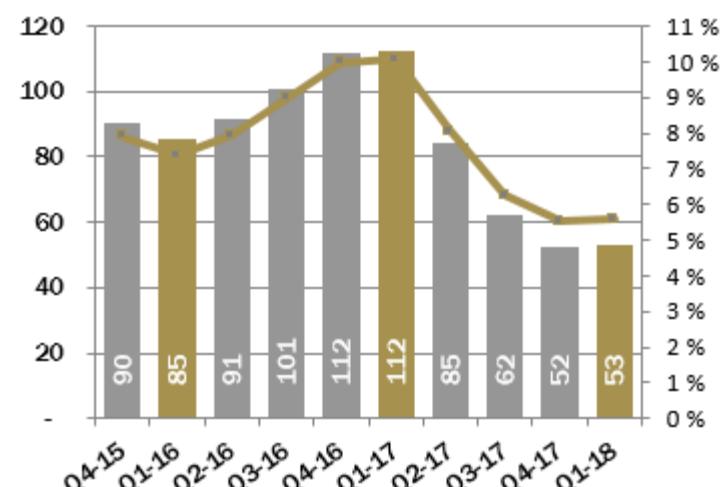
12 months rolling



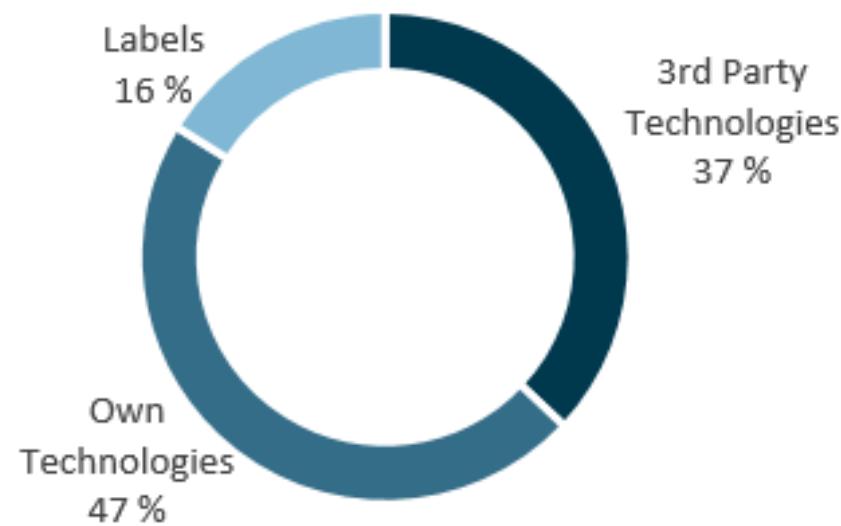
EBITDA per quarter



12 months rolling



1st quarter 2018 revenues by solutions



Group BS - Total assets – 31.3.2018

- ❖ Inventory down by MNOK 13.3 from end Q4
- ❖ A/R up by MNOK 11.0 compared to Q4

KNOK	31.03.2018	31.12.2017	31.03.2017
ASSETS			
Intangible assets	72 560	81 796	53 117
Goodwill	131 263	139 213	114 443
 Tangible assets	 75 895	 81 341	 81 562
Long term investments	1 604	1 110	1 874
Deferred tax	19 742	20 930	31 007
Non-current assets	301 064	324 391	282 003
 Goods	 118 131	 131 455	 100 894
Accounts receivable	170 989	160 027	178 496
Prepaid expenses	18 491	14 061	12 747
Other receivables	12 981	24 172	15 212
Bank deposits	33 911	41 503	22 722
Current assets	354 503	371 218	330 071
TOTAL ASSETS	655 567	695 609	612 074



Group BS – Total equity & liabilities 31.3.2018

- ❖ Net interest bearing debt MNOK 62.3 – up 10.9 from end Q4
- ❖ Disposable liquidity MNOK 65.6
- ❖ 104 544 own shares, representing 0.2 per cent
- ❖ A/P MNOK 63.8 – down by 29.3 from end Q4

KNOK	31.03.2018	31.12.2017	31.03.2017
EQUITY AND LIABILITIES			
Share capital	27 513	27 513	27 513
Holding of own shares	-65	-65	-65
Other equity	239 318	253 564	255 159
Total equity	266 767	281 013	282 608
Long term interest bearing liabilities	44 554	24 623	29 126
Other long term liabilities	24 261	27 422	3 573
Total long term liabilities	68 815	52 046	32 699
Short term interest bearing liabilities	51 655	68 229	37 356
Accounts payable	63 809	93 070	86 851
Taxes payable	1 051	1 852	249
Other short term liabilities	203 470	199 399	172 311
Total short term liabilities	319 985	362 551	296 767
TOTAL EQUITY AND LIABILITIES	655 567	695 609	612 074



A photograph of several modern skyscrapers with glass and steel facades, set against a bright, cloudy sky. The perspective is looking up at the buildings.

Vision

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

How are we building recognition?



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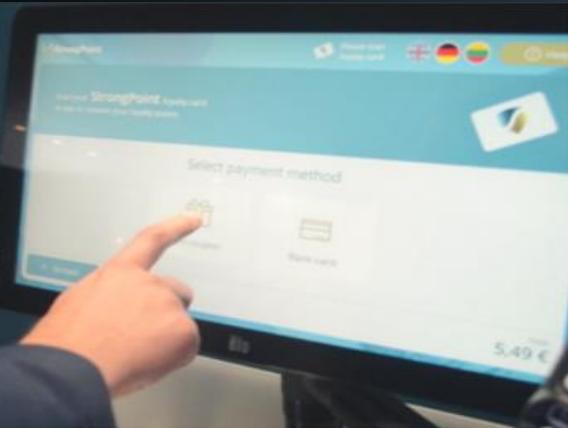
- **Geographical presence**
- **Retail tradeshows and Retail forums**
- **Solutions driving productivity**
- **Design and user interfaces providing excess customer value**
- **Perceived innovator and thought leader**

StrongPoint offices

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

Partner offices

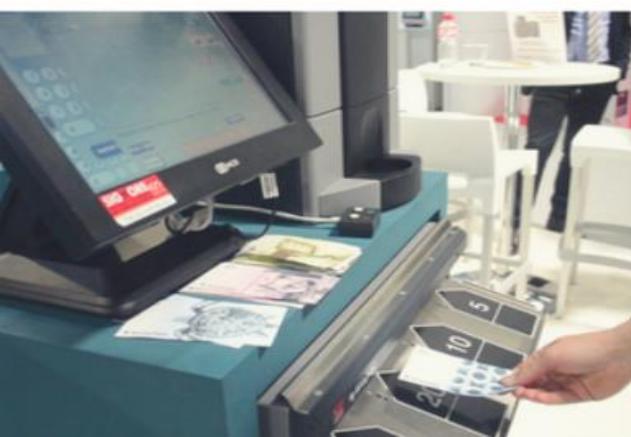
- ❖ Denmark
- ❖ Portugal
- ❖ Italy
- ❖ Australia
- ❖ Austria
- ❖ Kuwait
- ❖ South Africa
- ❖ UK
- ❖ USA
- ❖ Ireland
- ❖ Slovenia
- ❖ Croatia



EXPERIENCIA, INNOVACIÓN, SERVICIO.

nuestra presencia en HOSTELCO

www.strongpoint.es





Baltic Retail Forum - Riga





Malaysia Retail Forum, Kuala Lumpur

Malaysia Retail Forum, Kuala Lumpur



StrongPoint Retail Technology Solutions



Driving retailers' productivity by providing innovative integrated technology solutions



STORE MANAGERS' DAILY WORRIES

CONSUMER BEHAVIOR AND TRENDS

Enabling store owners to reach their full potential

1. Payment solutions
2. Select & Collect
3. Self-checkout
4. Click & Collect
5. Retail Suite
6. Electronic Shelf Labels
7. Camera scales
8. Labels
9. Cash Security (CIT)



Retail Technology design & user interface



Retail Technology design & user interface



Retail Technology design & user interface






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**Tar etikettene
et steg videre!**

strongpoint.no
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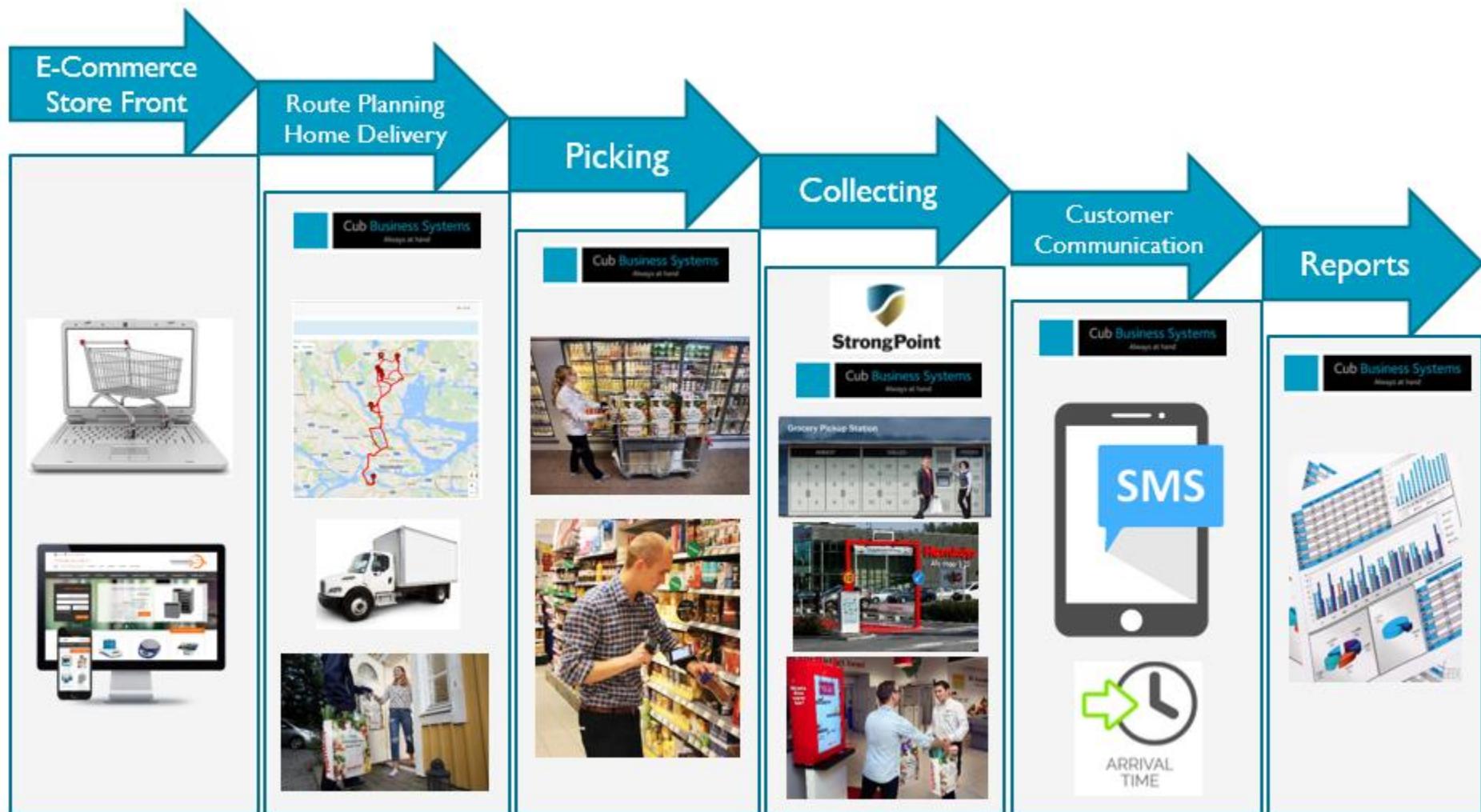


Innovations – thought leader!



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Innovative e-commerce player



Significant E-commerce player



- ❖ Coop in Estonia - 6
- ❖ Coop in Genova, Italy - 1
- ❖ Grupo Jesuman, Spain - 1
- ❖ Norway - 1st pilot ordered - 1



Summary - Key value drivers

Business verticals

1

Brick & Mortar

2

e-commerce

3

Service, SW licences & Consumables

Key market trends

- Cash still preferred payment
- Increasing self service and vending
- Digitalising stores

- New players challenging established players (Amazon)
- Increasing demand for logistic solutions

- SW licences increasing accordingly with digitalisation of retail stores

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- Cash management
- Cash Security
- Self Check Out
- Select & Collect
- ESL

- Pick & Collect
- Click & Collect
- Route manager

- 24/7 support for StrongPoint product portfolio

Summary - Key value drivers

Technology



Proof of ability to bring new technologies to the market

International roll-outs



Proof of business model scalability in major European markets

Acquisitions



Proof of ability to secure growth by increased penetration power - support international roll-out

Demonstrate Strong Points ability to secure future cash flow / increase share holder value

Top 50 shareholders per March 31st

No	Name	No. of shares	%			
1	STRØMSTANGEN AS	3 933 092	8,9 %	27	FRANKMO, ÅGE	328 089 0,7 %
2	HOLMEN SPESIALFOND	2 400 000	5,4 %	28	EVENSEN, TOR COLKA	314 000 0,7 %
3	AVANZA BANK AB	2 088 152	4,7 %	29	JOHANNESSEN, JAN TOMMY	309 000 0,7 %
4	HSBC TTEE MARLB EUROPEAN TRUST	1 976 000	4,5 %	30	PERSHING LLC	308 019 0,7 %
5	PROBITAS HOLDING AS	1 788 276	4,0 %	31	FARSTAD, PETTER HAAVARD	279 730 0,6 %
6	ZETTERBERG, GEORG (incl. fully owned companies)	1 623 000	3,7 %	32	KONGSRUD, RUNE JACOB	273 457 0,6 %
7	NORDNET LIVSFORSIKRING AS	1 615 898	3,6 %	33	UGELSTAD, PER EINAR	271 065 0,6 %
8	NORDNET BANK AB	1 505 014	3,4 %	34	PINNÅS, DANIEL WEDUL	262 116 0,6 %
9	V. EIENDOM HOLDING AS	1 082 511	2,4 %	35	HELGØ INVESTERING AS	231 948 0,5 %
10	WAALER, JØRGEN (incl. fully owned companies) ¹	1 000 000	2,3 %	36	MORGAN STANLEY AND CO INTL PLC	228 599 0,5 %
11	GLAAMENE INDUSTRIER AS	873 549	2,0 %	37	ROMULD, ARVE	225 000 0,5 %
12	RING, JAN	869 372	2,0 %	38	CK HOLDING AS	223 604 0,5 %
13	GRESSLIEN, ODD ROAR	820 000	1,8 %	39	NÆSS, BERNHARD	221 500 0,5 %
14	MP PENSJON PK	777 402	1,8 %	40	GAMMELSRØD, GUNNAR	210 255 0,5 %
15	VERDADERO AS	542 960	1,2 %	41	SWEDBANK AB	208 973 0,5 %
16	SKANDINAViska ENSKILDA BANKEN AB	528 453	1,2 %	42	BNP PARIBAS SECURITIES SERVICES	200 450 0,5 %
17	JOHANSEN, STEIN	450 000	1,0 %	43	BERNTSEN, HARALD	200 000 0,5 %
18	NORDEA BANK AB	426 140	1,0 %	44	HEIMDAL, MORTEN	200 000 0,5 %
19	NHO - P665AK	405 342	0,9 %	45	FANA ELEKTRIKEREN AS	200 000 0,5 %
20	JACOBSEN, SVEIN (incl. fully owned companies) ¹	400 000	0,9 %	46	MIDDELBOE AS	200 000 0,5 %
21	SVENSKA HANDELSBANKEN AB	390 709	0,9 %	47	GRANBERG, KARL TRYGVE	195 000 0,4 %
22	FLASKAMP INVEST S.A.	378 219	0,9 %	48	SKOGEN, JOHN INGE PANDURO	180 743 0,4 %
23	BUDVILAITIS, EVALDAS (incl. fully owned companies) ¹	373 463	0,8 %	49	G-EIENDOM AS	162 627 0,4 %
24	BJØRNSTAD, DANIEL	354 000	0,8 %	50	WEIBULL, JOAQUIM (incl. fully owned companies)	160 000 0,4 %
25	NISTADGRUPPEN AS	338 300	0,8 %		Sum 50 largest shareholders	32 864 027 74,1 %
26	ANDERSEN, BØRGE	330 000	0,7 %		Sum 1 815 other shareholders	11 512 013 25,9 %
					Sum all 1 865 shareholders	44 376 040 100,0 %



Questions?