



StrongPoint

4th quarter 2018

CEO Jacob Tveraabak

CFO Hilde Horn Gilen | VP Anders Nilsen

February 28, 2018

Agenda

- Intro
- Highlights Q4 2018
- Key figures
- Q&A





Mission

“Driving retailers productivity by providing innovative integrated technology solutions”



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Strong market fundamentals for retail technology

Double opportunity for StrongPoint

1. **E-commerce:** most of our clients *want* to grow within e-commerce
2. **In-store:** all of our clients *need* to improve store operations productivity



Retail Technology is a vital part of the solution for retail companies to grow in e-commerce and to improve in-store productivity

Own Technologies

Retail Technology



E-Commerce Logistics Suite

E-Commerce Logistics Suite handles and optimizes the entire work flow of web orders - from planning, picking to delivery of goods. The solution is easy to integrate with existing systems.



ShopFlow Logistics

ShopFlow Logistics linked to mobile devices simplifies your in-store routines while also making them more efficient. Minimize the time put into stocktaking, take control of shipping, prices, orders and loss of goods.



Click & Collect

Click & Collect makes it possible to shop online and pick up groceries without having to deal with the shop opening hours.



Select & Collect

Select & Collect stores and ensures high-value products in store. Our customers reduce waste and inventory management becomes even more efficient.



Self-checkout

Self-checkout is especially suitable for retailers with a high number of transactions and having customers with medium-sized shopping carts. Our customers improve customer experience and reduce queues in the cashier area.

IBNS Technology



CIT-cases

CIT-cases based on IBNS (Intelligent Banknote Neutralisation System) technology which ensures cash during transportation.



Cash Management

Closed cash handling automates, seals and secures the cash at the cash point and in the back office. Our customers reduce costs and achieves increased flexibility, security and customer service.



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Key focus areas

1. *Maintain and grow relevance with retailers in Home Markets (Norway, Sweden, Baltics)*
2. *Significantly grow presence with retailers in Spain to mirror Home Market penetration*
3. *Grow e-commerce into a substantial portion of StrongPoint's business*

... and be the best owner and employer for all businesses under the StrongPoint-umbrella



Highlights Q4 2018



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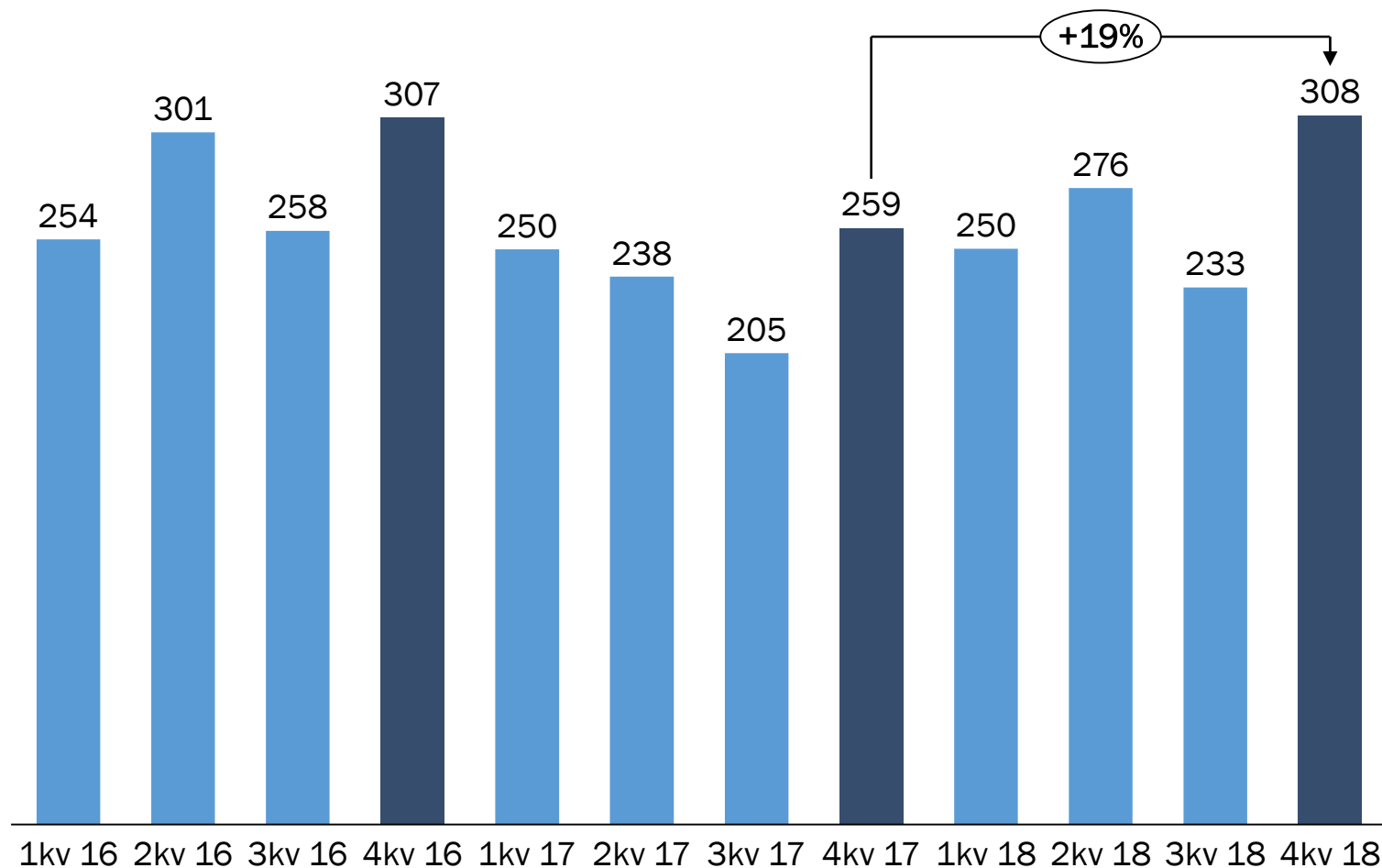
Highlights Q4 2018

- 1 Solid quarterly financials
- 2 Significant customer wins
- 3 Delivering on improvement initiatives
- 4 Proposing increased dividends



1 Solid quarterly financials: 19% revenue growth vs. last Q4

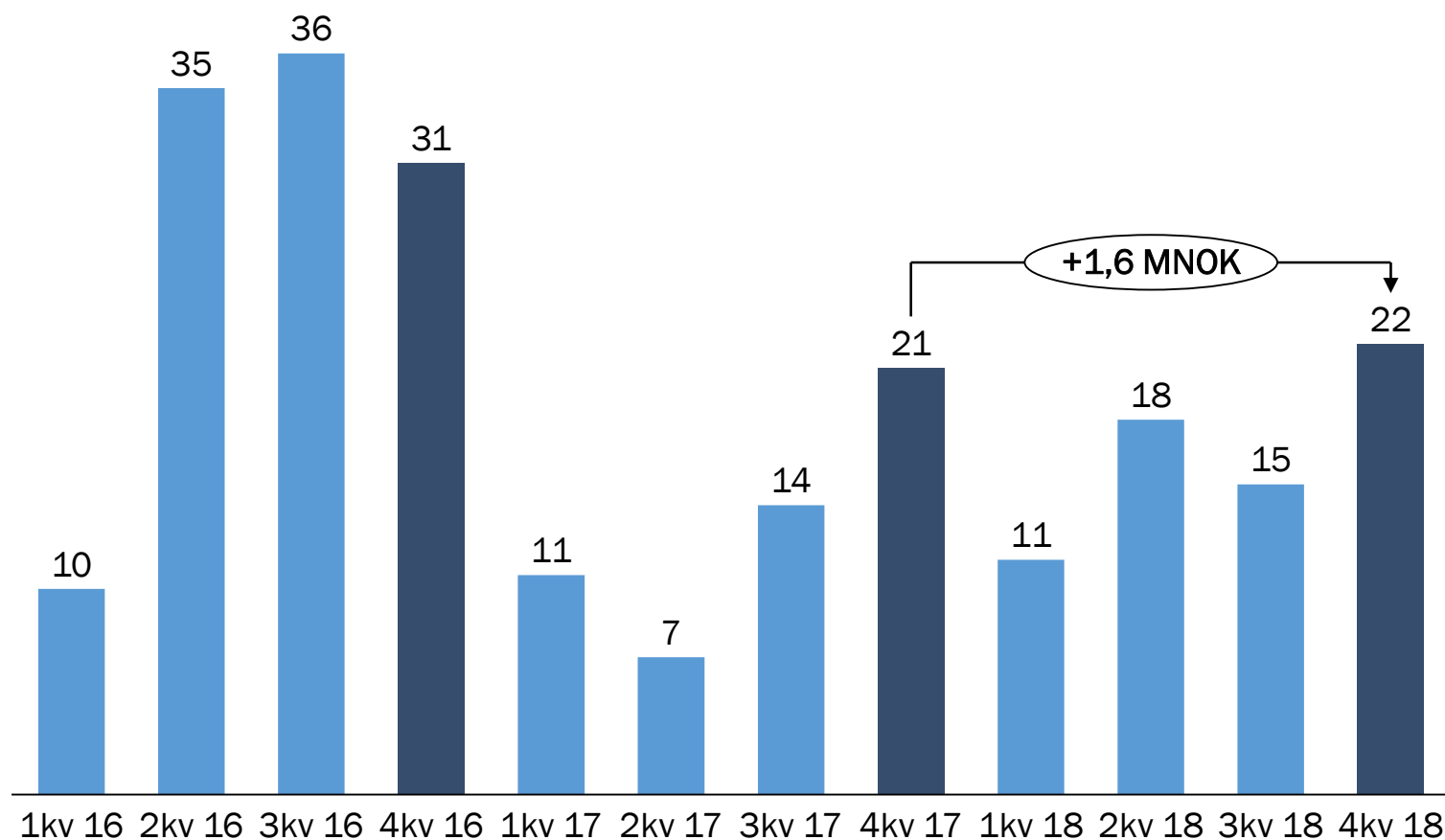
Revenue
MNOK



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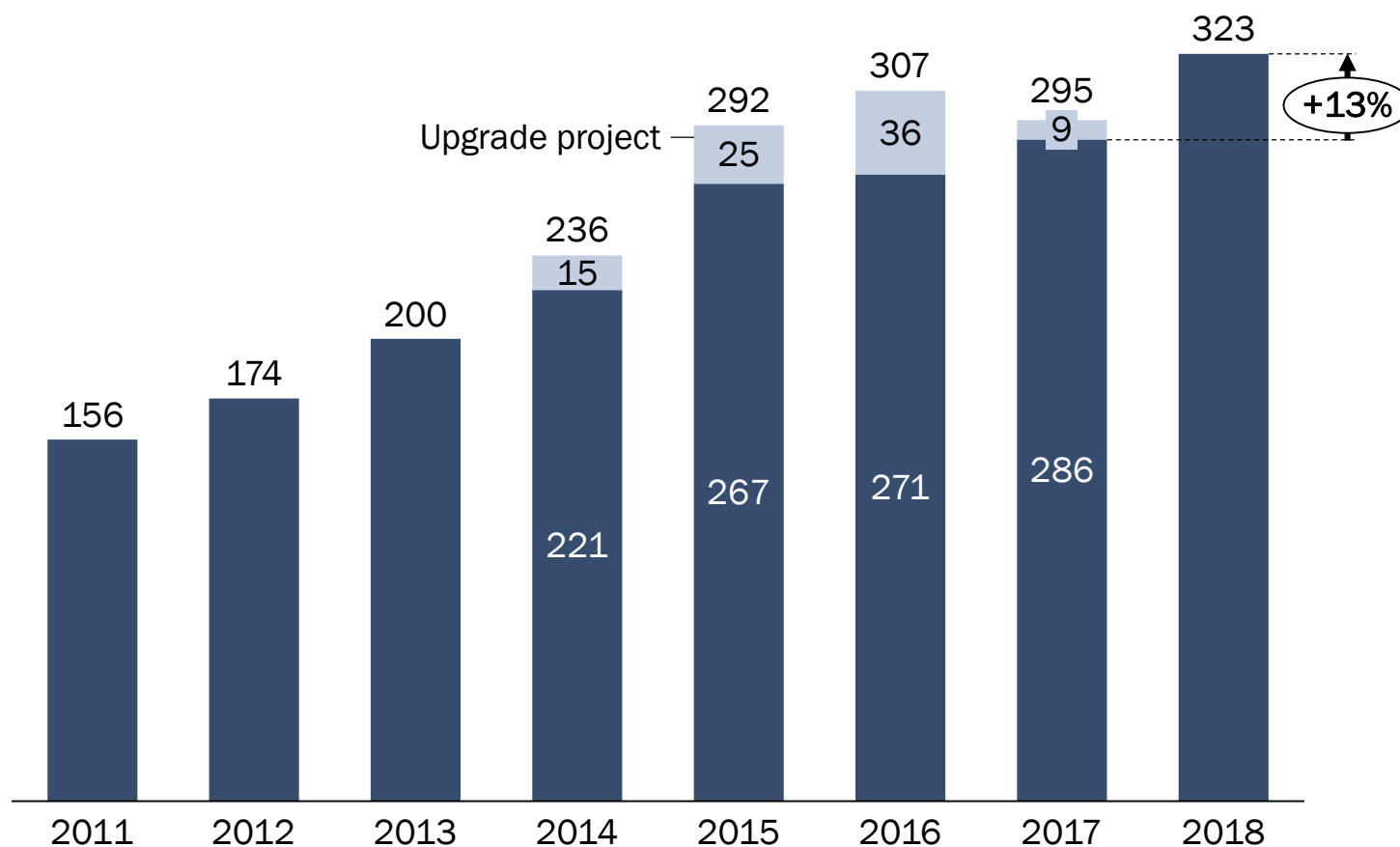
1 Solid quarterly financials: slight growth in EBITDA vs. last Q4

EBITDA
MNOK



1 Solid quarterly financials: 13% growth in recurring revenue

Aftermarket revenue, 12 trailing months*
MNOK



* Aftermarket revenue consists of service revenue and license fees, and installation income. 12 trailing month recurring, ending Q4 every year

2 Significant customer wins in Q4

- Installation of two Click & Collect pickup stations to online retailer Barbora in Lithuania
- Live pilot at Axfood Snabbgross for StrongPoint Cub's "pick by light" solution
- Contract win of 1.200 CIT cases to one of Europe's leading CIT companies

BARBORA



3

Delivering on improvement initiatives: optimizing costs and focusing efforts

Q4, 2018

- Delivering MNOK 30 per year cost savings as of January 2019
 - Number of employees reduced by 32, from 570 end Q3 to 538 end Q4
 - Reduced consultancy spend and SG&A
- Enhancing our sales efforts
 - Growing E-commerce: Push for Cub solutions sales and follow-up of C&C pilots
 - Road runners:
 - Exceptional growth in Cash Management solutions in Spain: doubling unit sales in Q4 vs. prior year
 - Initializing “RoadRunner” concept in Germany
 - Partners: converting our own retail office in Russia to partner offices

Q1, 2019

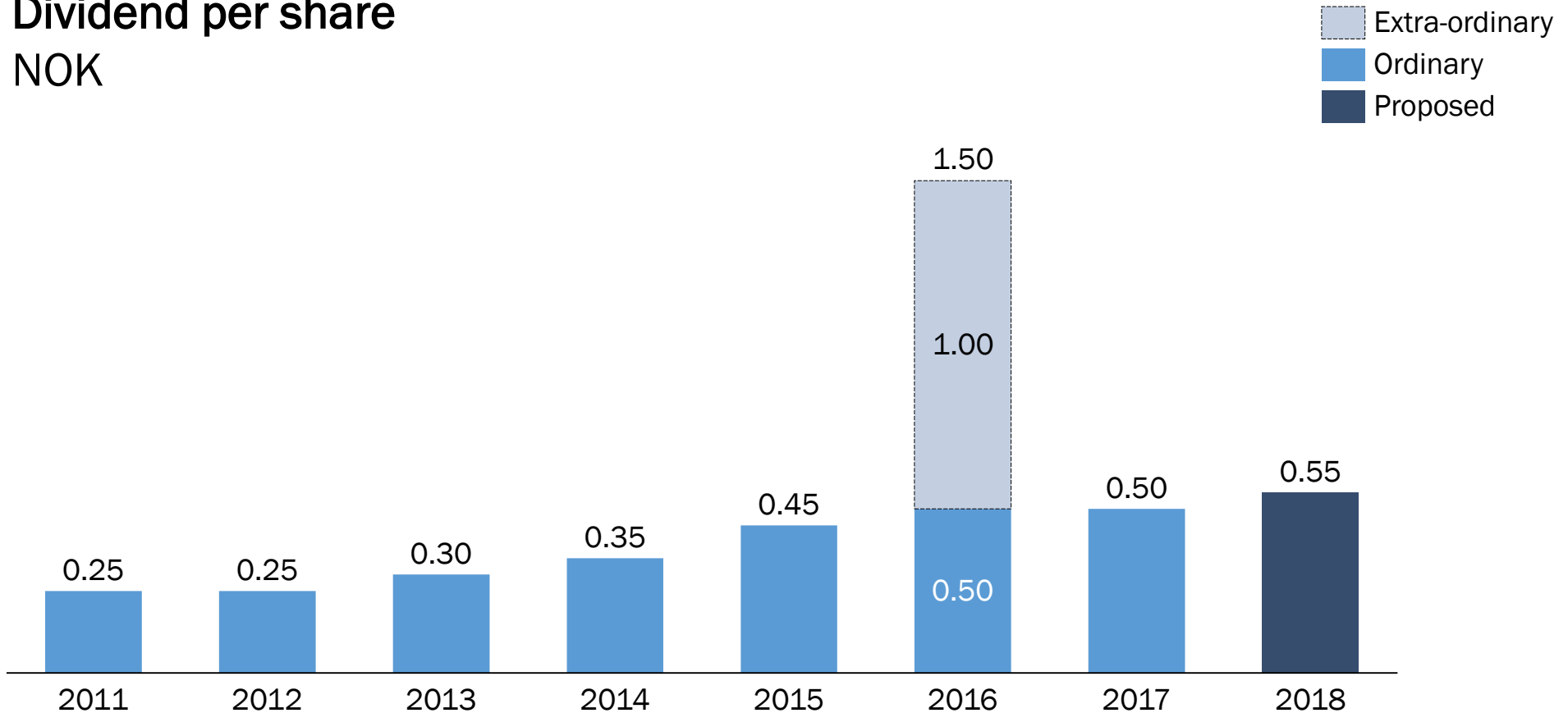
- Focus on M&A and Strategic Partnerships
 - Hilde Horn Gilen assuming the position as CFO as per February 18, 2019
 - MOU with Harting Systems for sale and development of self-checkout solutions in Germany
- Strengthening our organization
 - Erik Vaag hired as SVP People & Organization Development. Starting June 17, 2019
 - Peakon, a world-class Employee Engagement Tool, launched in February to develop and retain human resources



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4 Proposing increased dividends for 2018

Dividend per share
NOK



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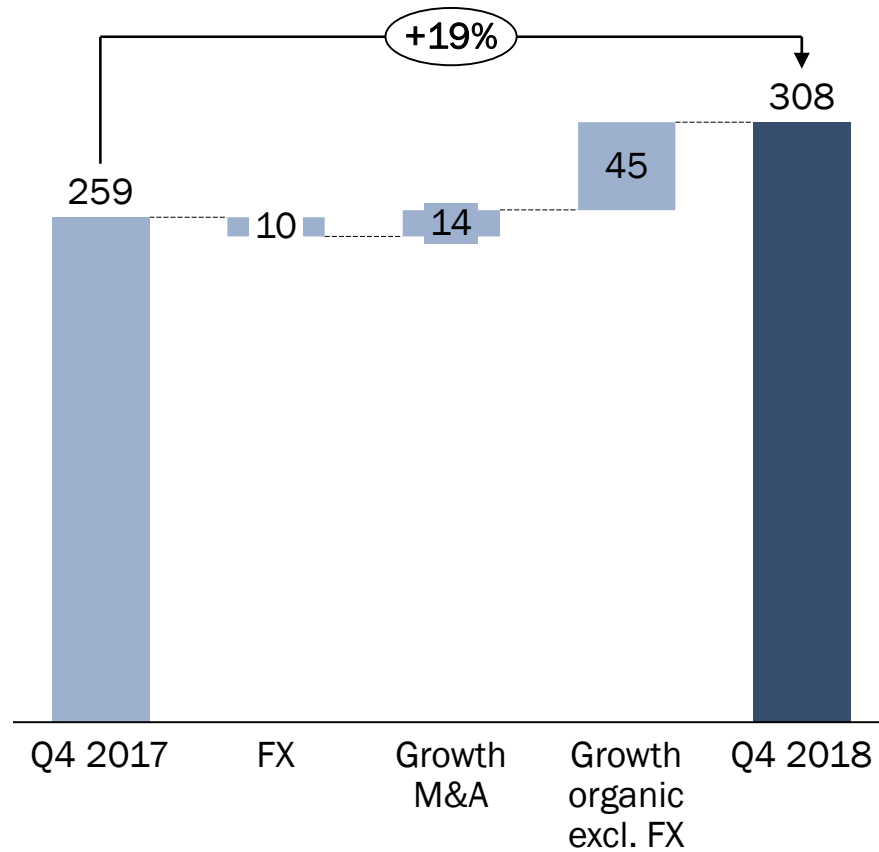
Key Figures



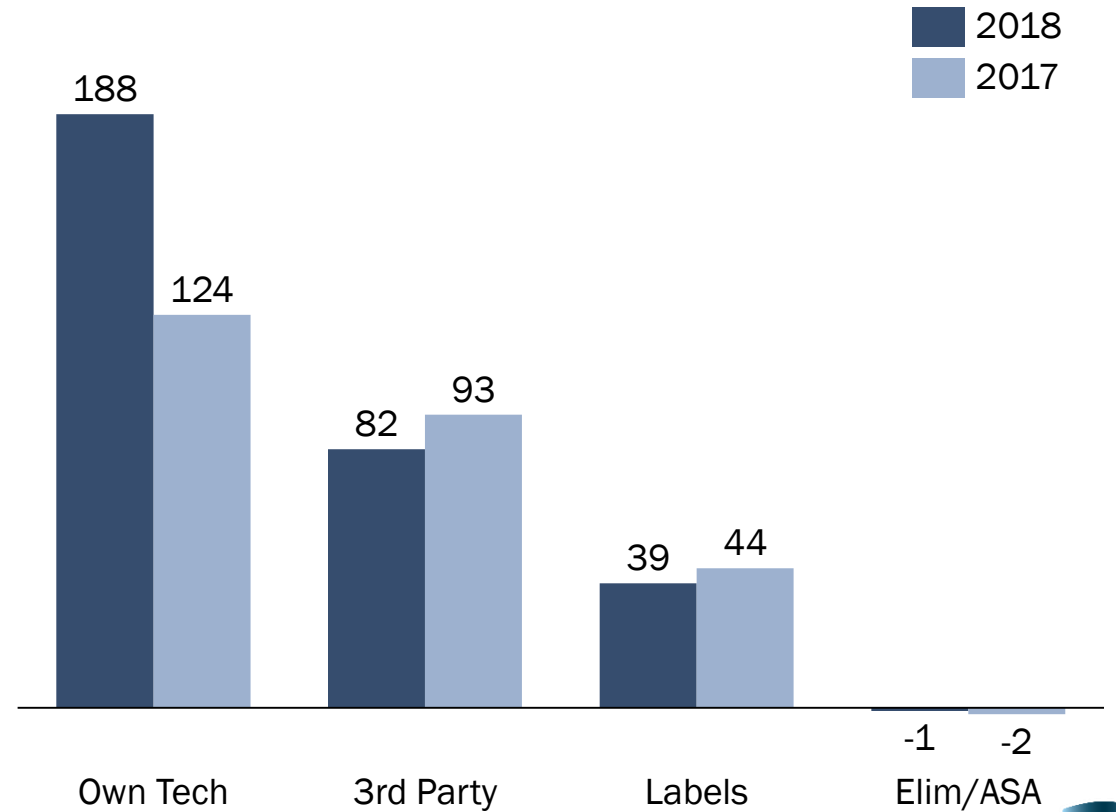
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Revenue Q4

Revenue Q4 2017-2018
MNOK



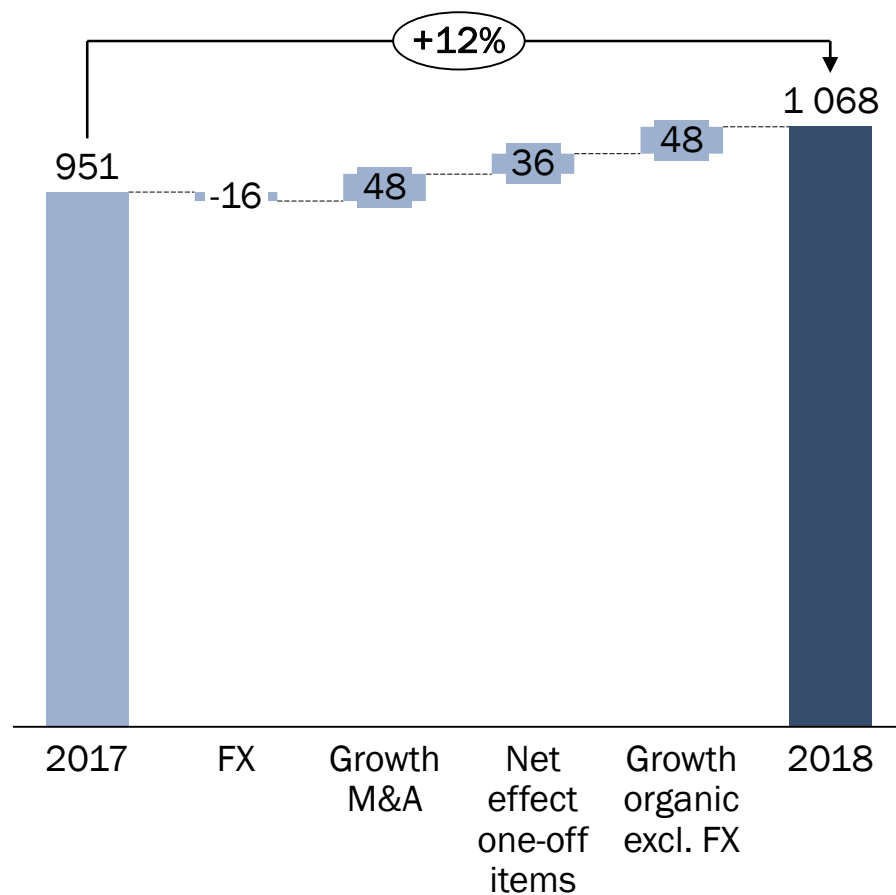
Revenue Q4 2017-2018
MNOK



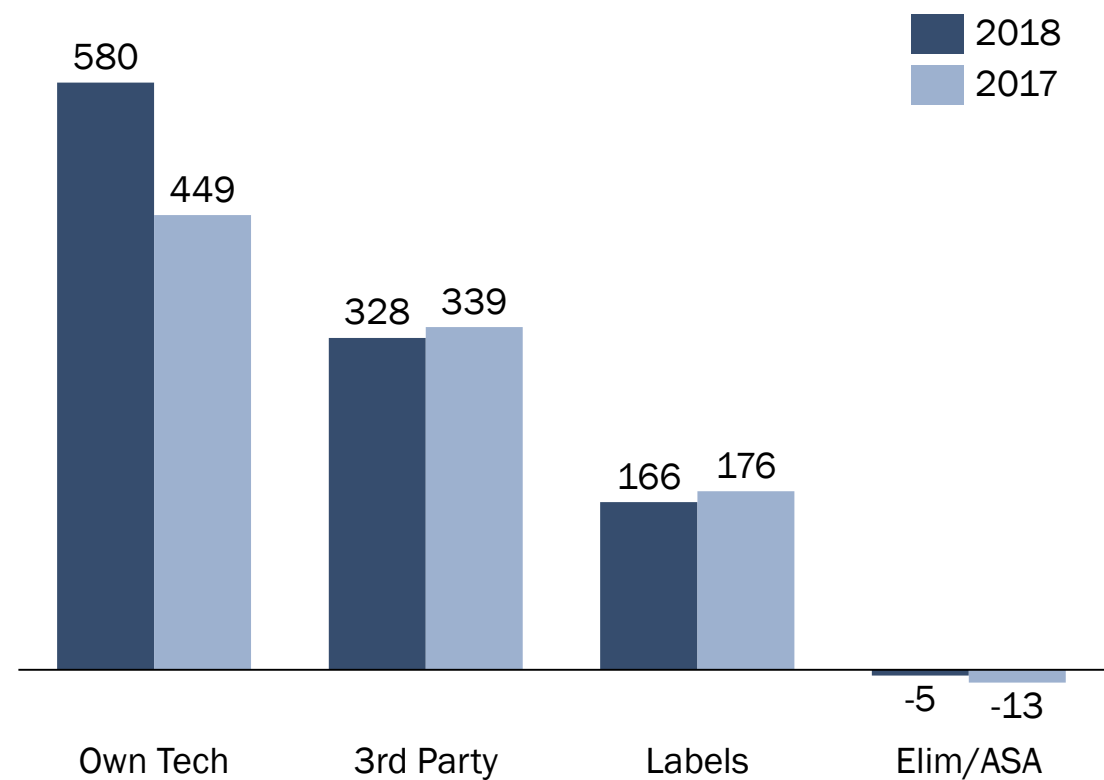
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Revenue full year 2018

Revenue YTD 2017-2018
MNOK

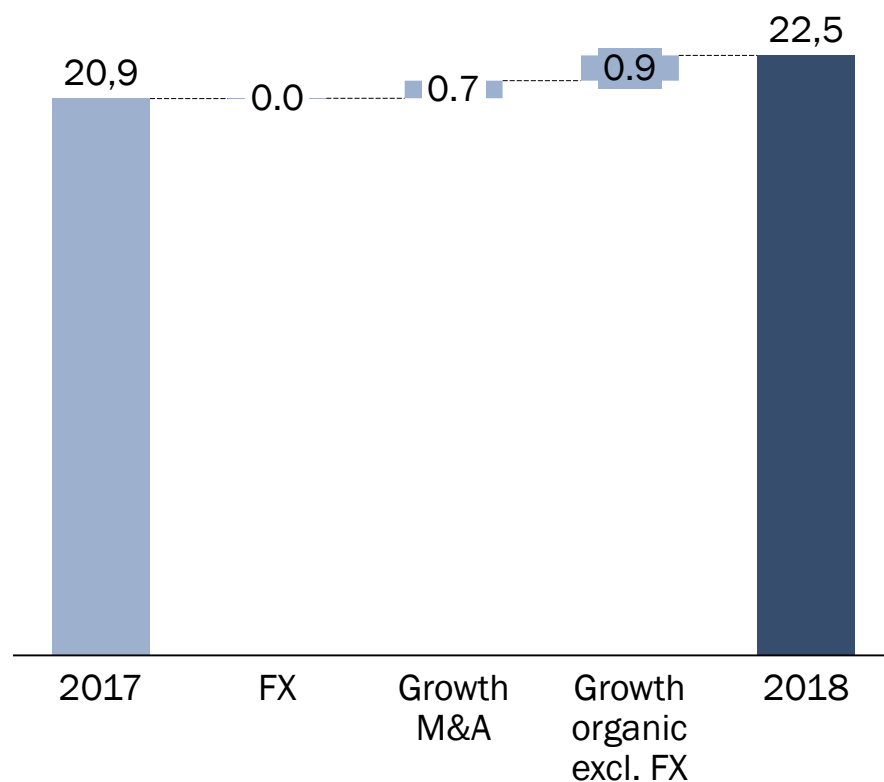


Revenue YTD 2017-2018
MNOK

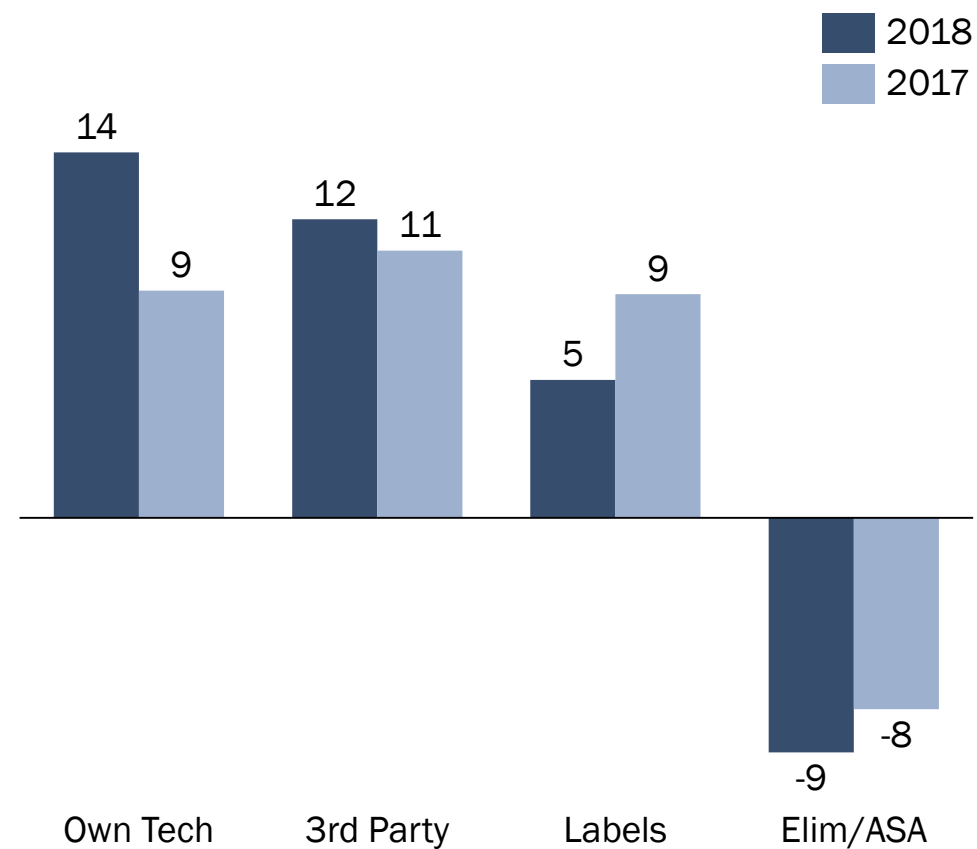


EBITDA Q4

EBITDA Q4 2017-2018
MNOK

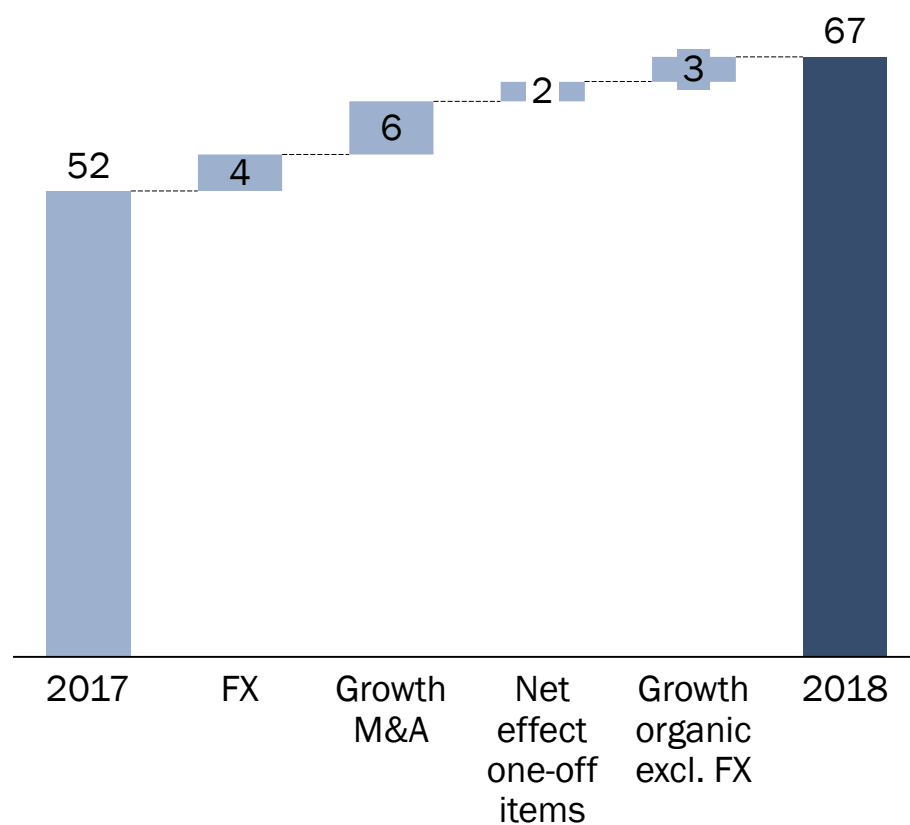


EBITDA Q4 2017-2018
MNOK

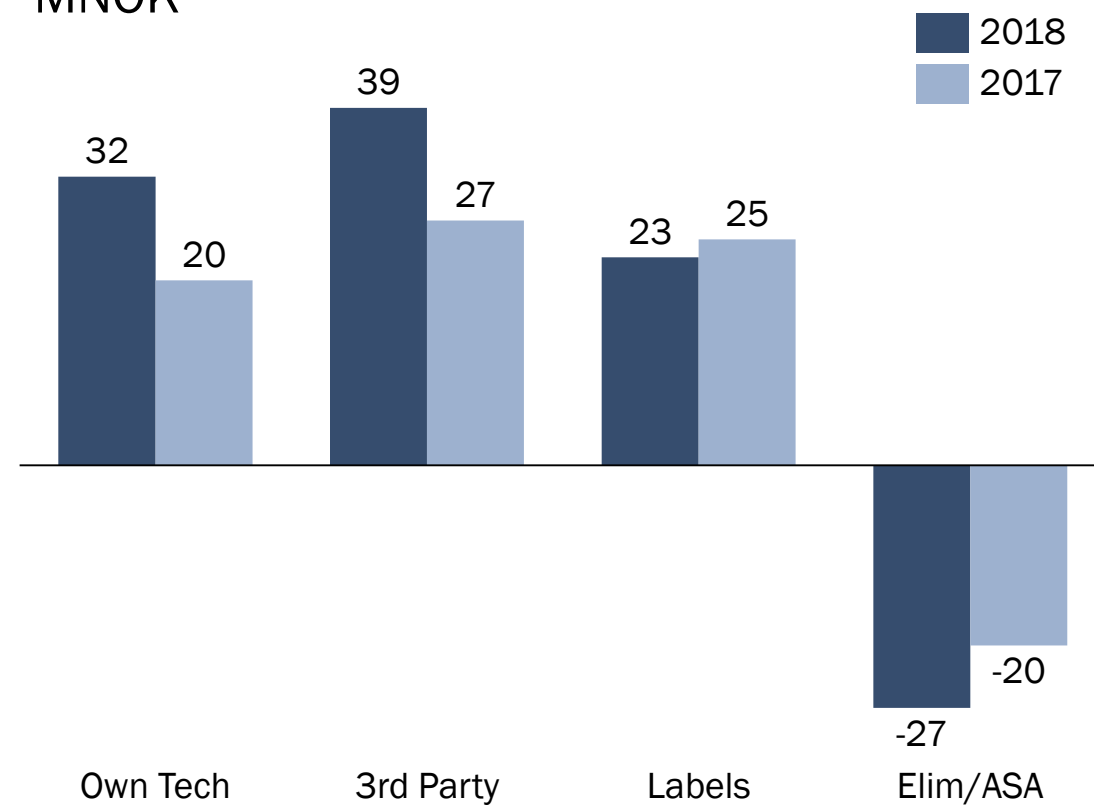


EBITDA full year 2018

EBITDA 2017-2018
MNOK

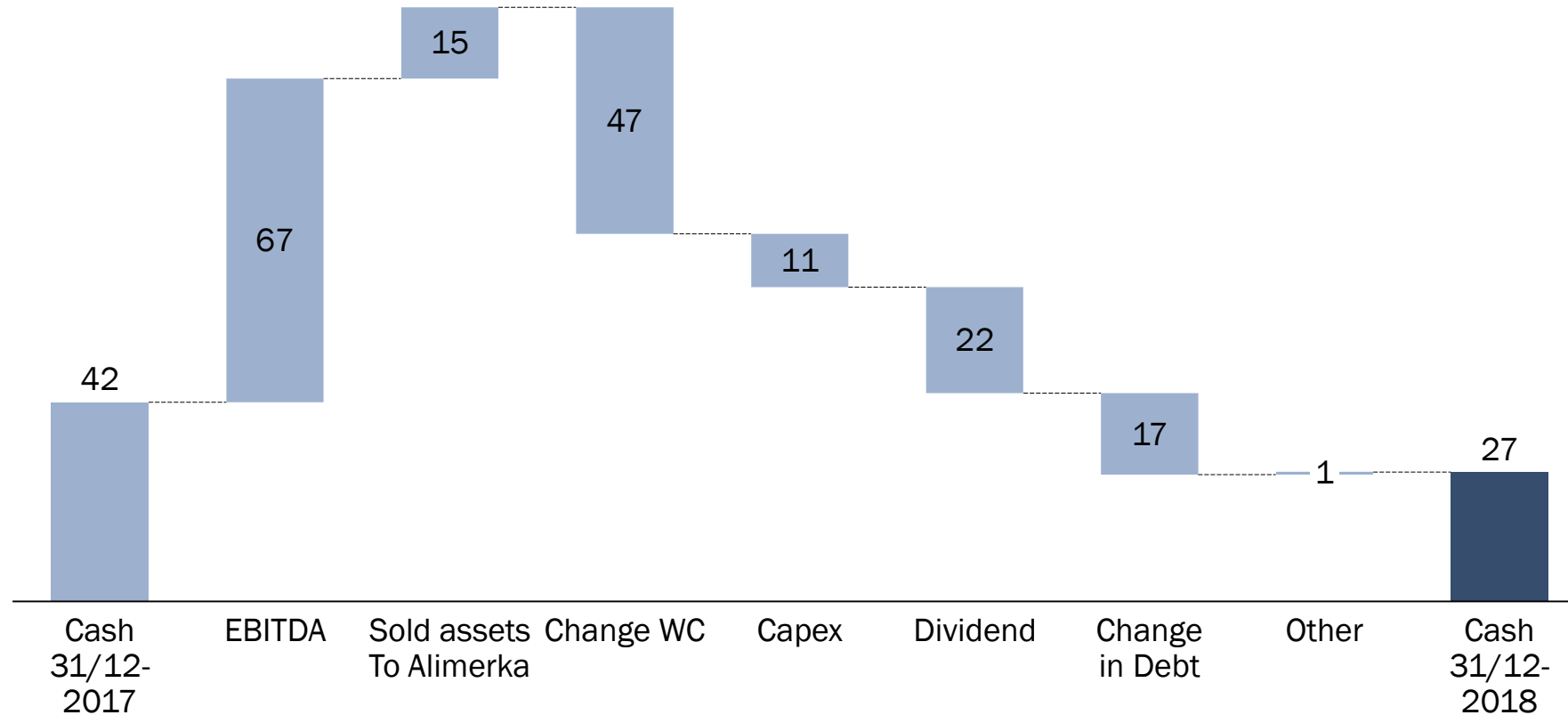


EBITDA 2017-2018
MNOK



Balance Sheet

CashFlow 2018 MNOK



Investor Relations

Main communication channels

- Reports, webcasts, etc. under “Investor” tab
- News articles under “News” tab
- Newsletters and Social Media

Financial calendar 2019

- Q1 – 26.04
- Q2 – 16.07
- Q3 – 31.10

IR-contact: CFO Hilde Horn Gilen



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Q&A



Jacob Tveraabak
CEO



Hilde Horn Gilen
CFO



Anders Nilsen
VP IT, Accounting
and Controlling



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Thank you!



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