StrongPoint ASA: Third Quarter 2025

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(Oslo, 23 October 2025) StrongPoint ASA reported revenues of NOK 320 million in the third quarter of 2025, NOK 7 million higher than same quarter in 2024 (313). The EBITDA increased by NOK 2 million to NOK 14 million (12).

“Despite a volatile world, grocery retailers are growing accustomed to the climate we operate in – and this is good for retail technology providers like StrongPoint. Our third quarter saw a flat topline with 2% revenue growth, however with a 12% growth in recurring on a twelve-month rolling basis. Whereas most markets slipped relative to last year, the UK & Ireland business has risen to the occasion and achieved a more than doubling of its revenue. Our EBITDA improved slightly with third quarter delivering 13.8 MNOK vs. same quarter last year of 12.2 MNOK. In this context it is worth noting that our Nordic and Baltic business continue to deliver profitability at par with earlier quarters, whereas our UK & Ireland business – with its strong activity uptick – is now well into black figures. In Spain, a product mix shift away from own solutions and continued investments, holds back overall profitability in that market,” says Jacob Tveraabak, Chief Executive Officer of StrongPoint.

StrongPoint reported revenues of NOK 320 million (313) in the third quarter of 2025 and an EBITDA of 14 million (12). The second quarter EBIT was NOK 3 million and EBT was NOK 18 million. The net profit after tax ended at NOK 17 million in the quarter. Cash flow from operating activities was NOK 23 million.

We relentlessly work to make our customers more efficient and sustainable. With this in mind, we are excited to announce two new Vensafe anti-theft proof of concepts in the UK with leading grocery retailers. This means we are now running Vensafe proof-of-concepts for five top grocers in the UK to ensure a more efficient and sustainable way of merchandising their theft-prone products. Also in this quarter we are very pleased to announce that our Order Picking solution for grocery e-commerce has attracted another prestigious customer. Sonae MC, Portugal’s largest grocery retailer, decided to replace its current solution with our Order Picking solution. With the ever more prominent customer wins for our Order Picking solution, and with our VusionGroup partnership, I strongly believe we have the opportunity to create the leading B2B software platform for grocery e-commerce,” Tveraabak continues.

“While our business performance has improved, and in particular the UK saw a very strong quarter, our efforts to build a more robust and stronger business foundation continue. Building stronger customer intimacy in our core markets in Scandinavia and the Baltics, as well as getting and keeping our other business units – such as the UK & Ireland and Spain – to satisfactory profitability levels is key. A part of this is also ensuring clarity on the future for our CashGuard Connect solution. Lastly, we are continuing to build on the positive momentum for our e-commerce portfolio, and Order Picking in particular, to win more and more customers globally,” Tveraabak concludes.

StrongPoint will host an in-person and streamed presentation of the third quarter results at 07:00 CET followed by a Q&A session at 11:00 CET 23 October 2025. Questions can be submitted online during the Q&A or via email at: investor@strongpoint.com.

The webcast is available at strongpoint.com and can also be accessed by the following links:

Q3 Presentation: https://channel.royalcast.com/hegnarmedia/#!/hegnarmedia/20251022_1

Live Q&A Audiocast: https://channel.royalcast.com/hegnarmedia/#!/hegnarmedia/20251023_1

Disclosure regulation

This information is subject to the disclosure requirements pursuant to Section 5-12 of the Norwegian Securities Trading Act.

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About StrongPoint

StrongPoint is a grocery retail technology company that provides solutions to make shops smarter, shopping experiences better, and online grocery shopping more efficient. With approximately 500 employees in Norway, Sweden, the Baltics, Finland, Spain, the UK and Ireland, and together with a wide partner network, StrongPoint supports grocery and retail businesses in more than 20 countries.

StrongPoint provides end-to-end e-commerce solutions, including in-store order picking, automated fulfillment (with AutoStore), click & collect temperature-controlled grocery lockers, and in-store and drive-thru grocery pickup solutions. The company also delivers a range of in-store technologies, such as electronic shelf labels, AI-powered self-checkouts, and cash management and payment solutions. StrongPoint is headquartered in Norway and is listed on the Oslo Stock Exchange with a revenue of approximately NOK 1.3 billion [ticker: STRO].

Attachments

- Download announcement as PDF.pdf
- StrongPoint Q3 2025.pdf
- StrongPoint Q3 2025 print version.pdf
- StrongPoint Q3 2025 Presentation.pdf