

StrongPoint Q3 2025

23 October 2025



Agenda

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Customer success

Q3 2025 financials

Outlook



Jacob Tveraabak

Chief Executive Officer



Marius Drefvelin

Chief Financial Officer

Q3 2025 Highlights

Financial highlights

- Revenue 320 MNOK: +2%
- Recurring revenue* 380 MNOK: +12%
- EBITDA: 14 MNOK and 4.3%
- Cash flow from operations: +23 MNOK

Customer success

- Sonae MC, Portugal's largest grocery retailer, replaced their order picking system with StrongPoint's solution
- Two new Vensafe anti-theft pilots launched with leading UK grocery retailers
- UK-based retailer selected StrongPoint for their first AutoStore solution

* Rolling 12 months

About StrongPoint



StrongPoint at a glance



1.4 Bn NOK annual revenue



380 MNOK recurring revenue



>80% revenue from grocery retailers



~500 team across Europe



Proprietary SaaS solutions built by in-house development team

Our purpose:
**We make grocers
more efficient
and sustainable**

Solutions solving 5 **grocery** problems

01 E-COMMERCE FULFILLMENT

- SaaS-based E-Commerce Platform
- Click & Collect and Home Delivery
- AutoStore automation

03 STORE EFFICIENCY

- SaaS-based task management software
- Next generation AI-powered Self-Checkout
- Self-Scanning

04 PRICING & PROMOTIONS

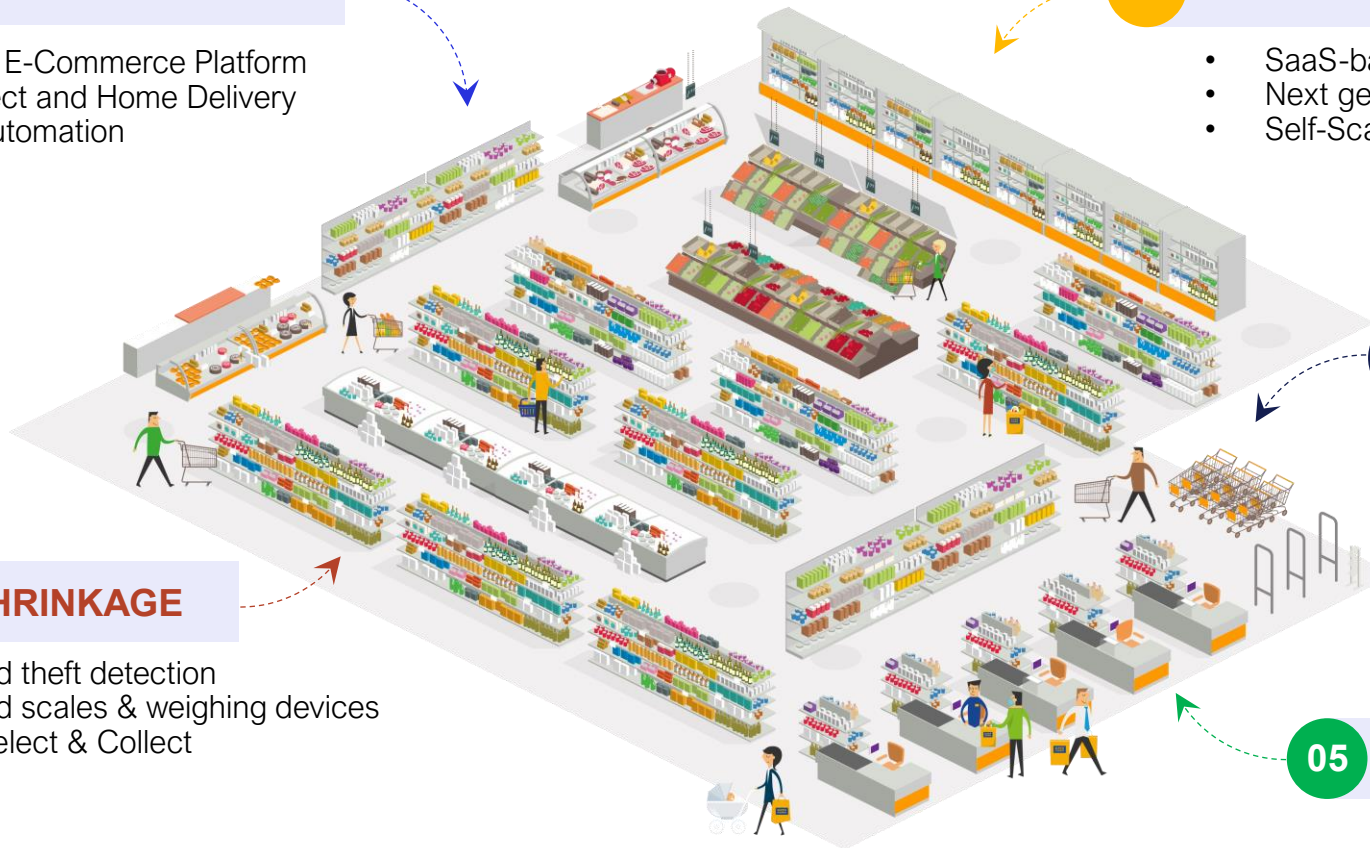
- Electronic Shelf Labels
- At-shelf digital promotions
- In-store retail media advertising

02 THEFT & SHRINKAGE

- AI-powered theft detection
- AI-powered scales & weighing devices
- Vensafe Select & Collect

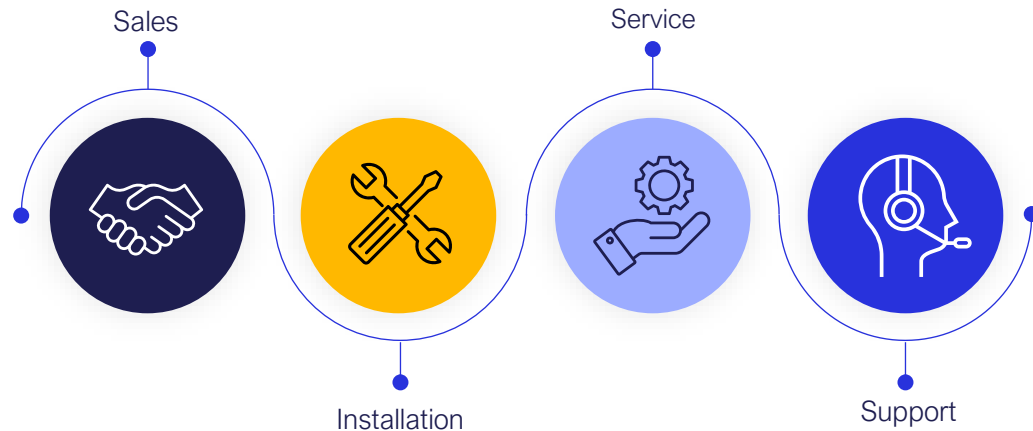
05 CASH HANDLING

- CashGuard
- Developing next-generation cash automation solution



Where we operate

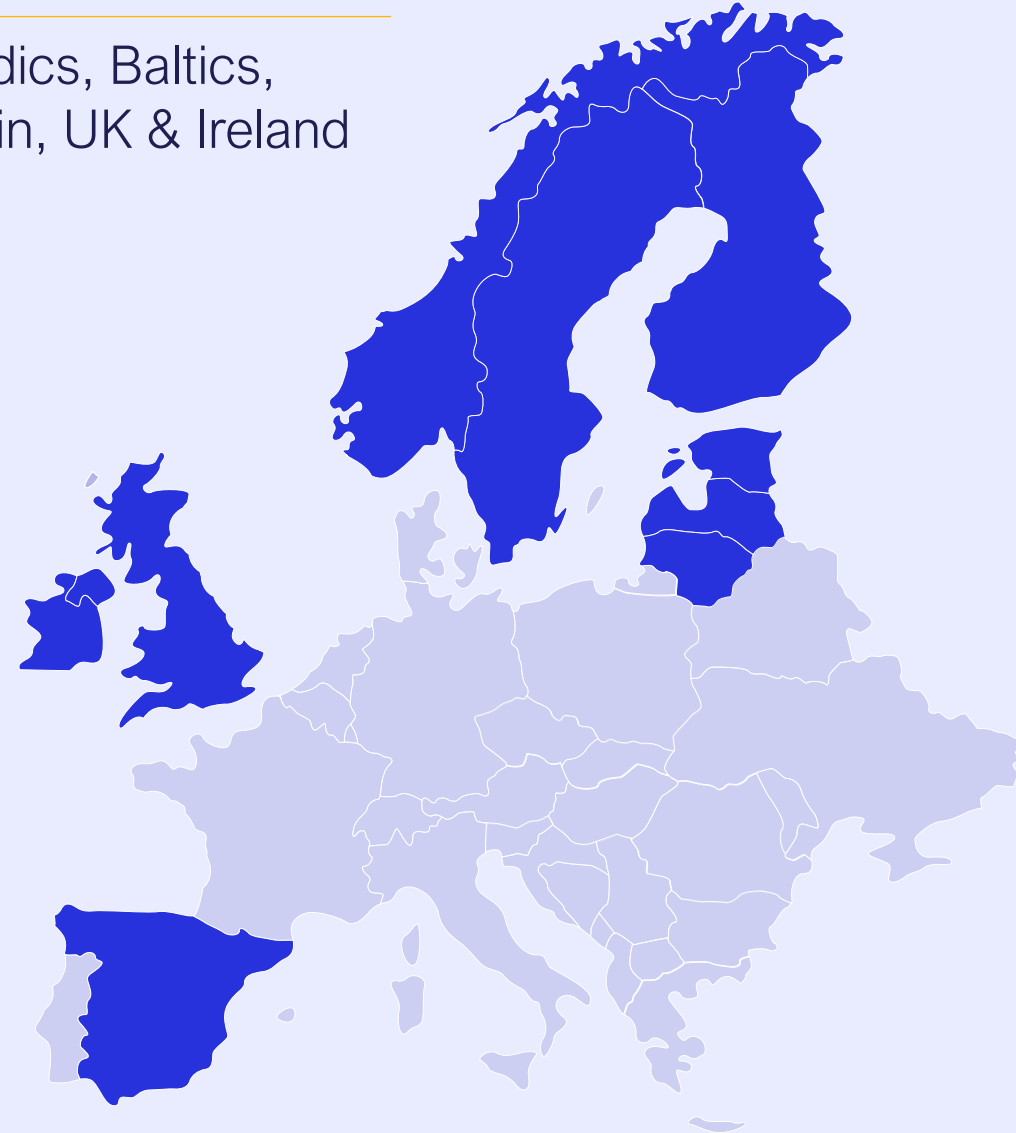
- Direct operations in 9 core countries with full local support from sales to service
- Managing entire value chain = capture more revenue and build deeper customer intimacy



In addition, support grocery retailers with software and products in **20 other countries** with support from our partner network

Our Core Markets:

Nordics, Baltics,
Spain, UK & Ireland





Customer success



Portugal's leading grocer picks StrongPoint

- Largest grocery retailer in Portugal switched to StrongPoint's Order Picking solution
- Initially considered developing their own system after switching from current supplier
- Implementation scheduled for H1 2026



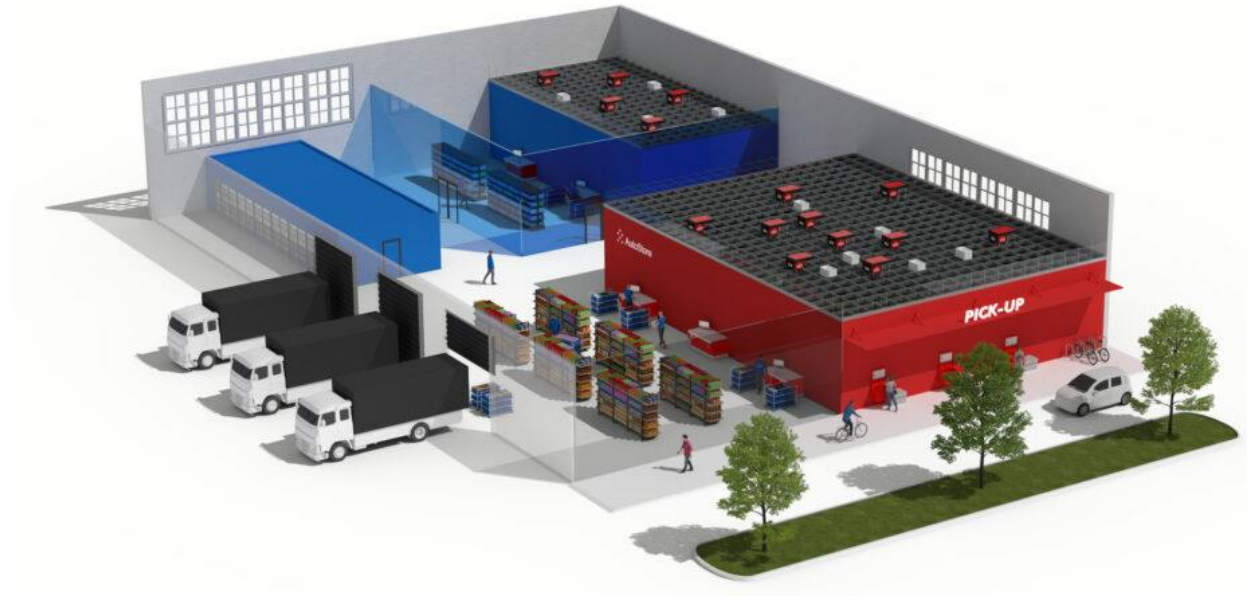
Two new Vensafe pilots launched in the UK

- Two new Vensafe anti-theft proof-of-concepts launched in the UK with leading grocery retailers
- Both using the updated Vensafe with in-aisle product advertising and dispenser screens generating retail media revenue



UK retailer selected StrongPoint for first AutoStore

- UK-based retailer and distributor of household products in the UK & European markets chose StrongPoint for their first AutoStore solution
- Combined with warehouse fit-out services which demonstrating importance of broader portfolio
- Expected to be completed by end 2025



Updates on: ESL and store digitalisation, and CashGuard Connect

ESL and store digitalisation with:

VusionGroup

- Partnership launched in December 2024, and fully in effect July 2025
- Progress to date: extensive installations in UK, and multiple ongoing project discussions
- Future expectations: recurring revenue will be impacted as license revenue from previous ESL provider wind down

CashGuard Connect solution:

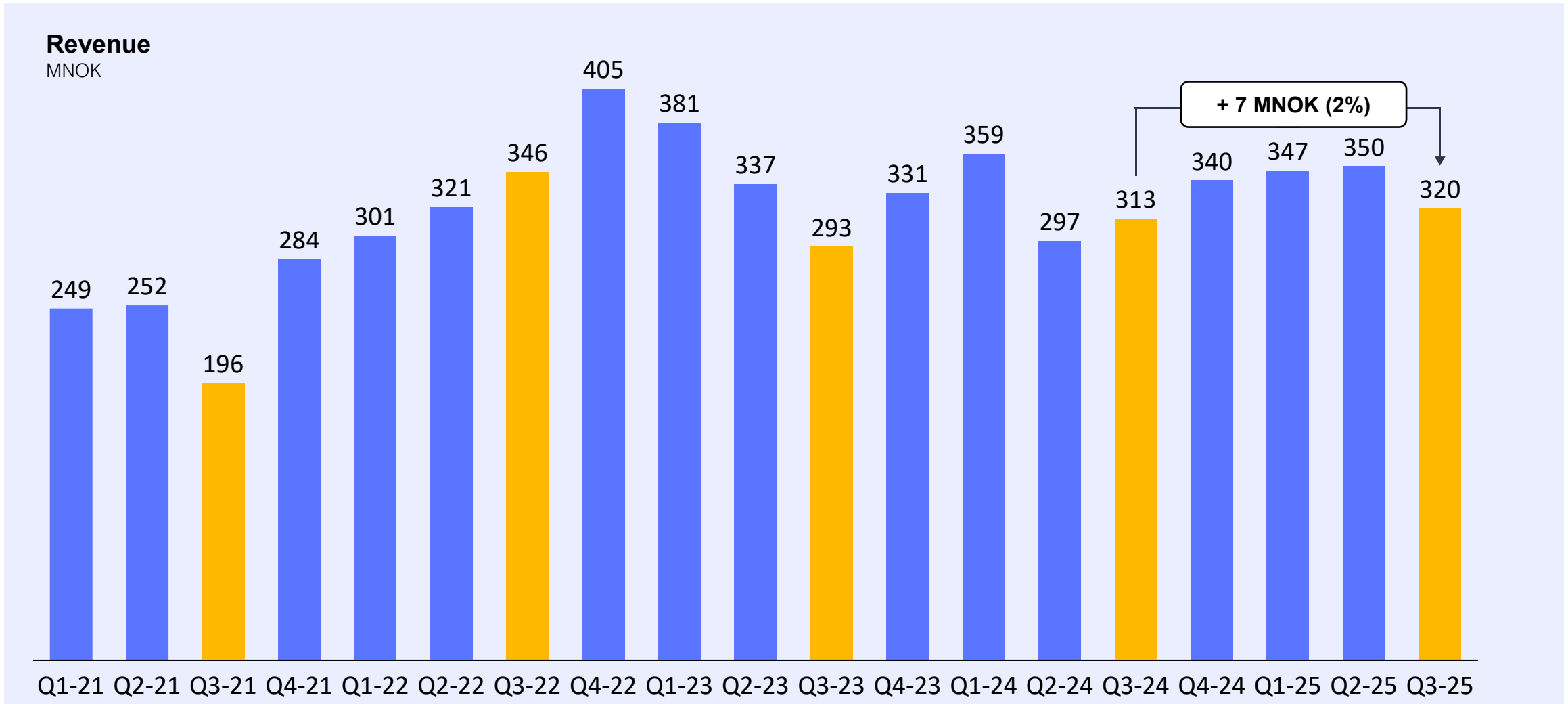


- In-store pilot ended on StrongPoint's initiative
- Several grocery retailers have inquired about launching in-store pilots
- In parallel, solution is in process of being validated to ensure both manufacturability and durability

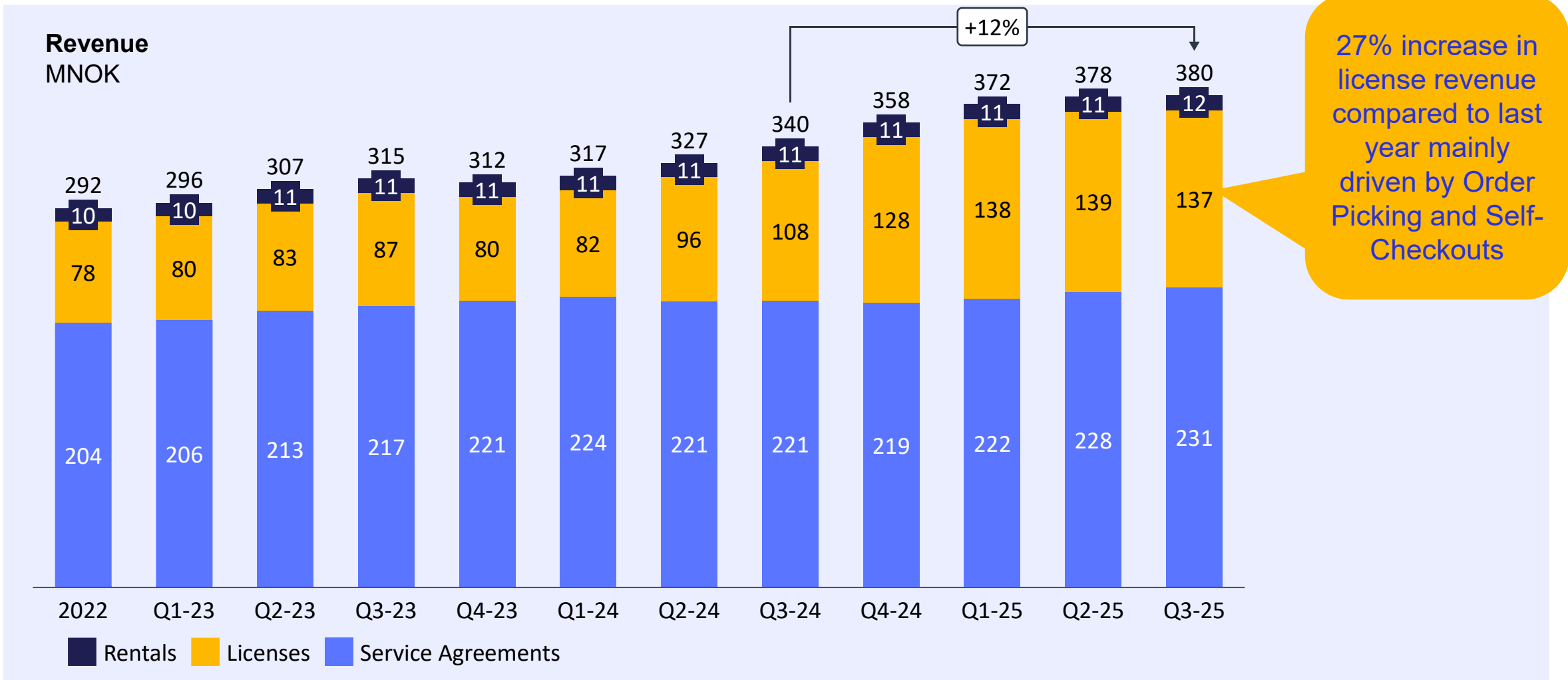
Q3 2025 financials



3rd quarter revenue

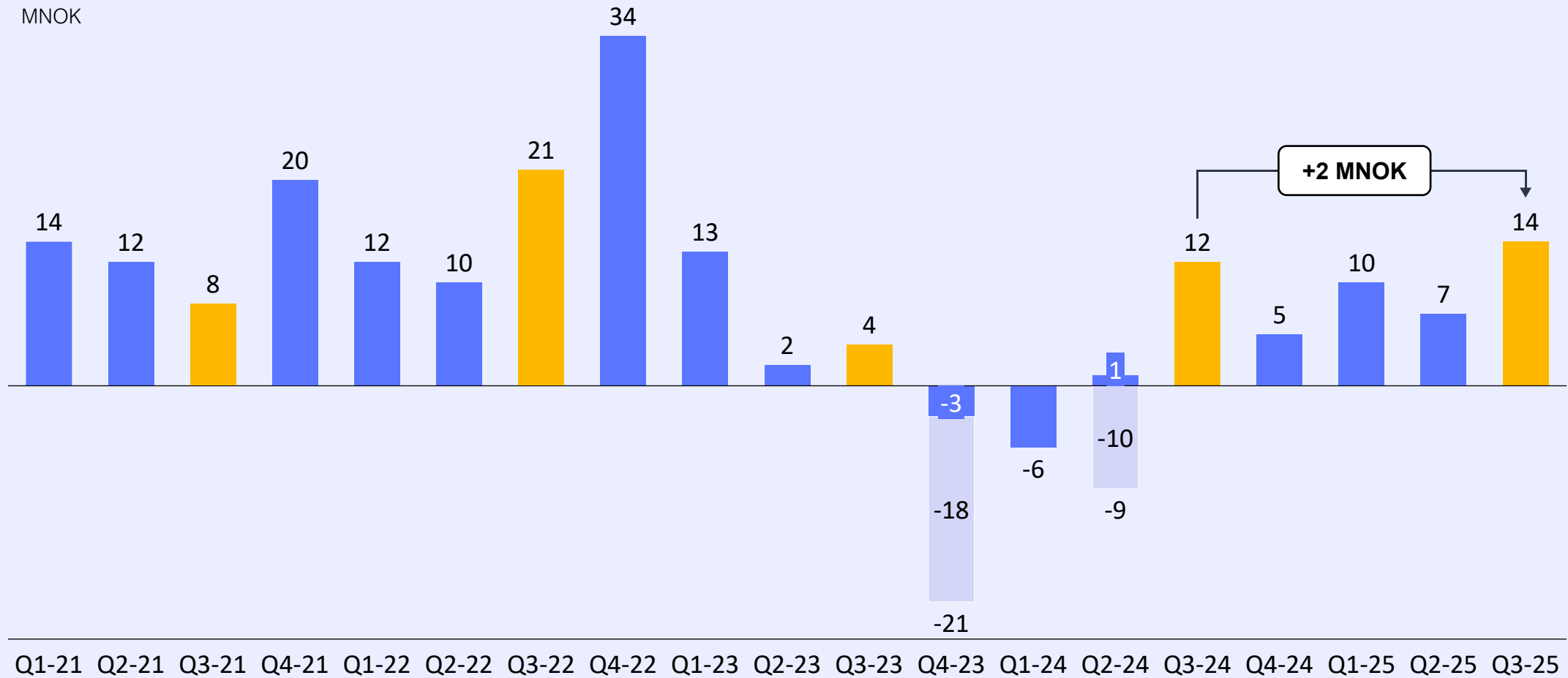


Total recurring revenue (12 months rolling)



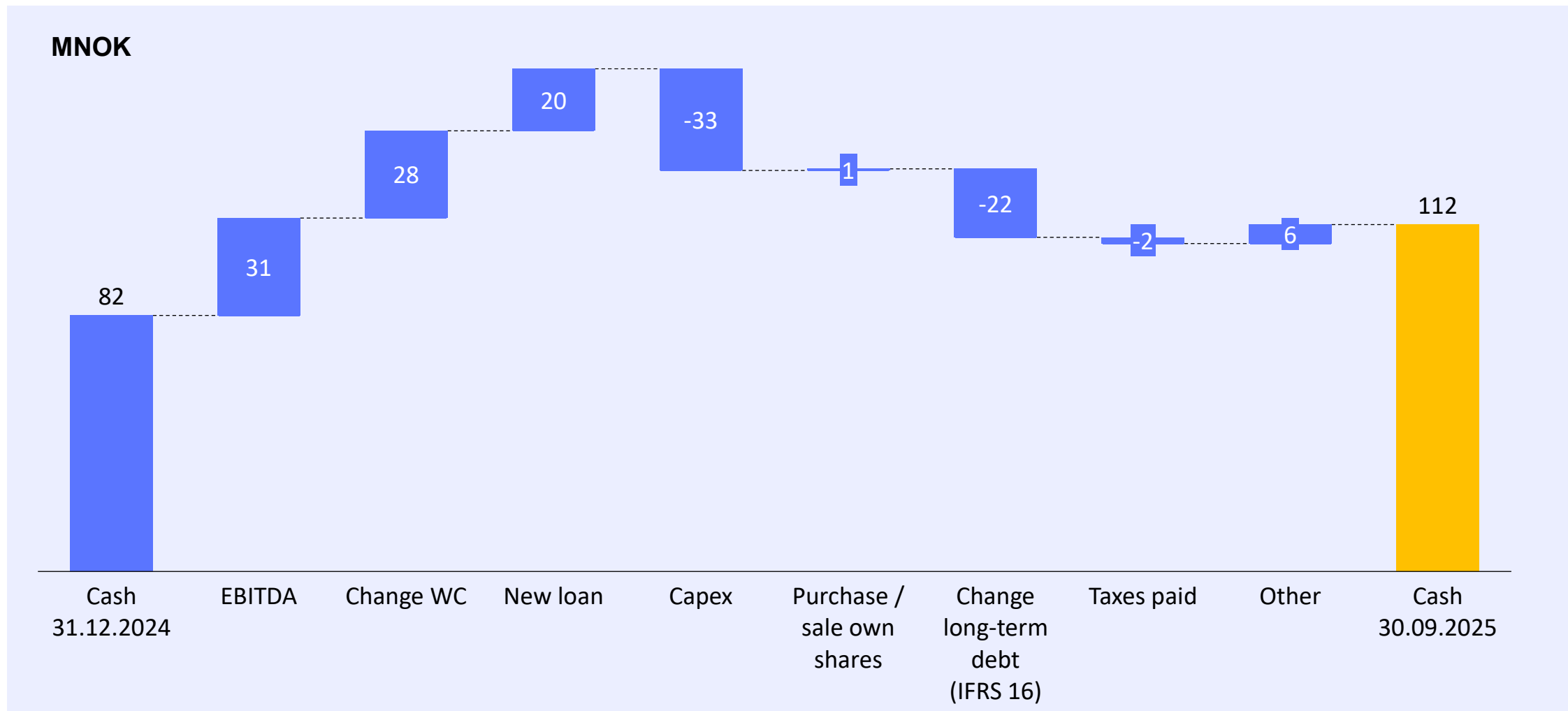
3rd quarter EBITDA

EBITDA
MNOK

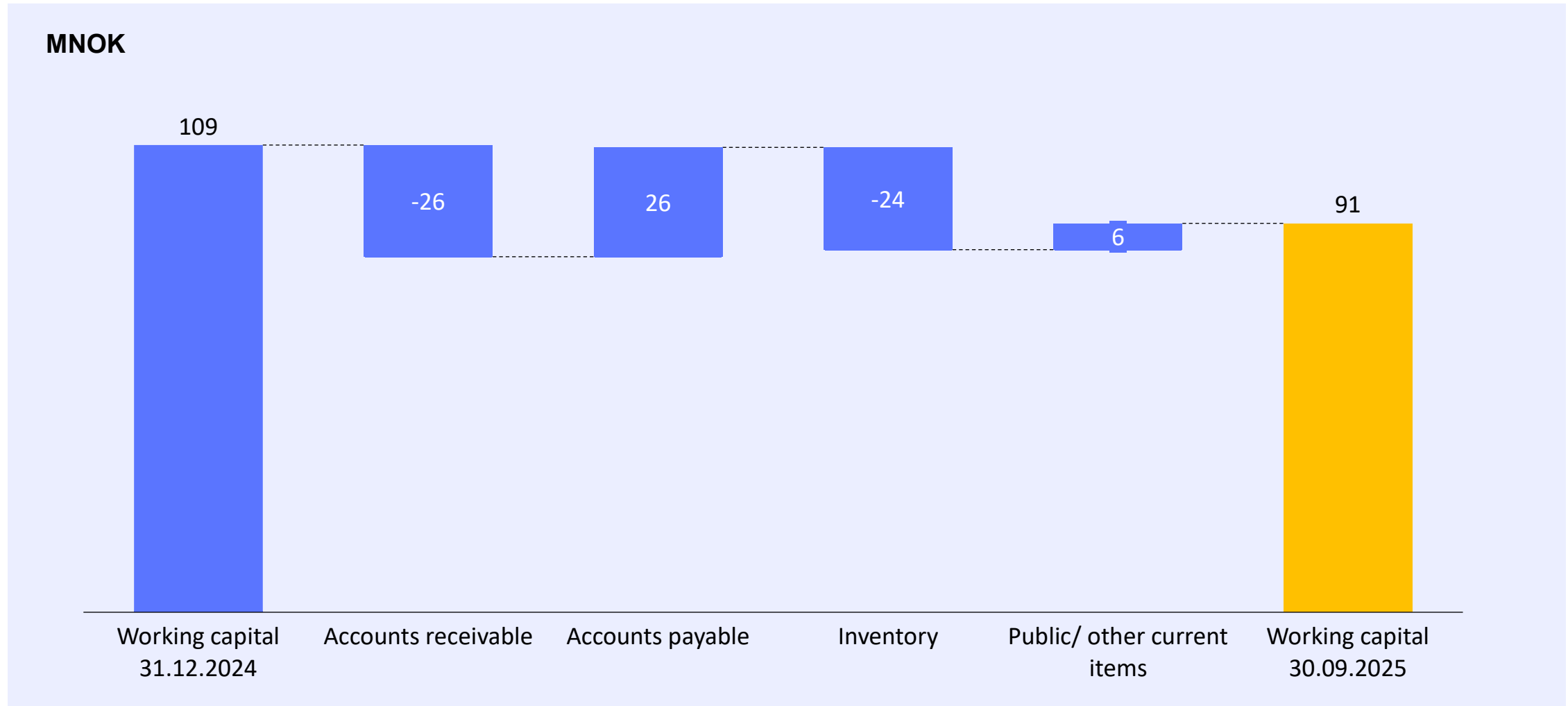


The Q4 2023 EBITDA reported was -20.6 MNOK, including non-recurring restructuring and M&A costs of 7.3 MNOK and write-downs 10.6 MNOK. Excluding these adjustments, the Q4 2023 EBITDA adjusted was -2.7 MNOK.
The Q2 2024 EBITDA reported was -9.1 MNOK, including non-recurring restructuring costs of 10 MNOK. Excluding these adjustments, the Q2 2024 EBITDA adjusted was 0.9 MNOK.

Cash Flow movements in 2025

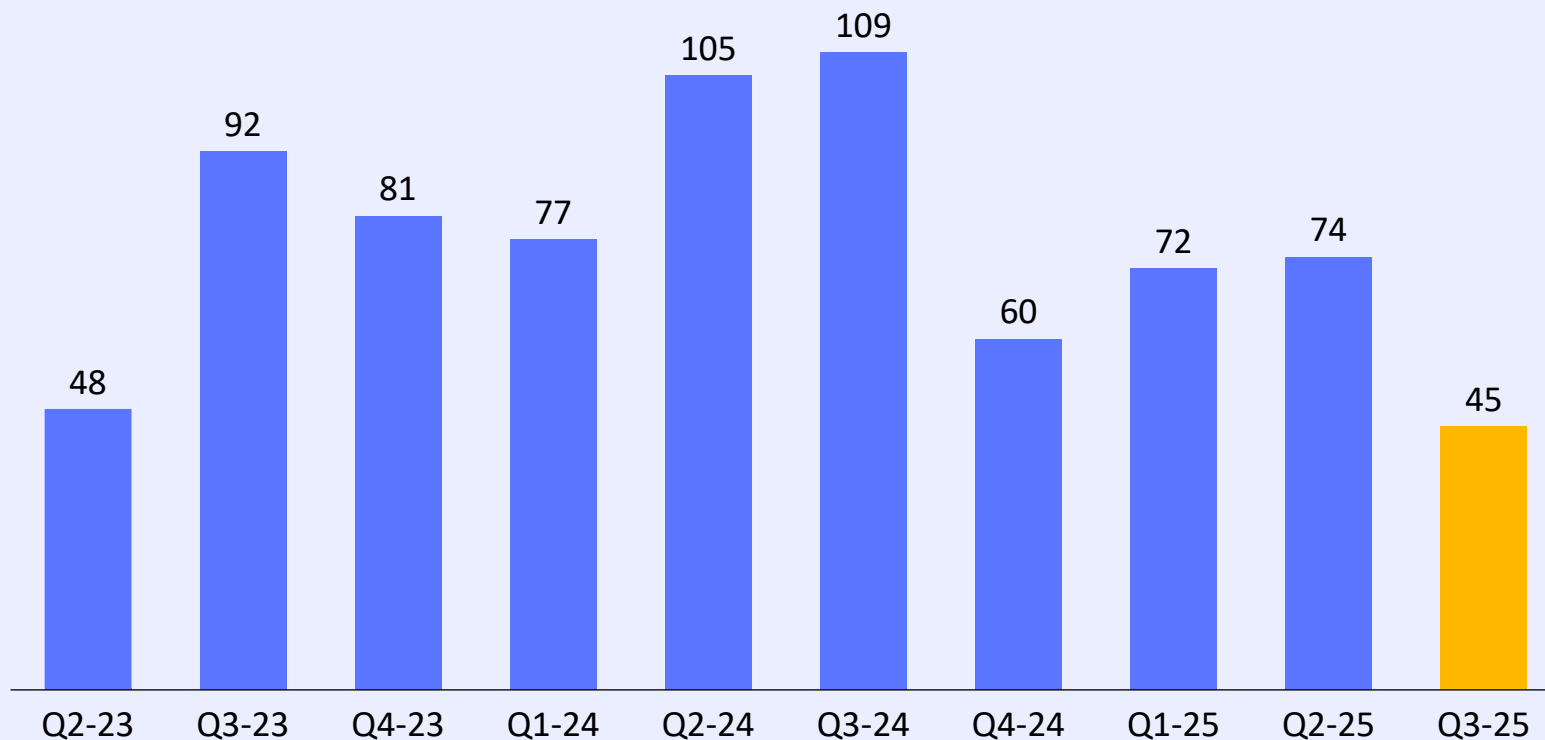


Changes in main working capital items in 2025



Net interest-bearing debt

Net interest-bearing debt
MNOK



Disposable funds of
NOK 112 million as
per Q3 2025.
(NOK 85 million as
per Q2 2025)

Net interest-bearing debt includes interest-bearing bank loans, financial lease and IFRS 16 car leasing. See the quarterly report for an overview of each component comprising net interest-bearing debt.

Outlook



Outlook

Long-term:

- Core fundamentals getting stronger, especially with global SaaS E-Commerce opportunities
 - Healthy revenue growth, >10% EBITDA margin
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Thank you

