



StrongPoint

1st quarter 2020

CEO Jacob Tveraabak | CFO Hilde Horn Gilen
April 29, 2020

Agenda

- Intro
- Highlights Q1 2020
- Other key financial figures



Highlights

Q1 2020



Highlights Q1 2020

1

Solid financial results despite COVID-19 outbreak

2

Decisive and comprehensive measures undertaken due to COVID-19

3

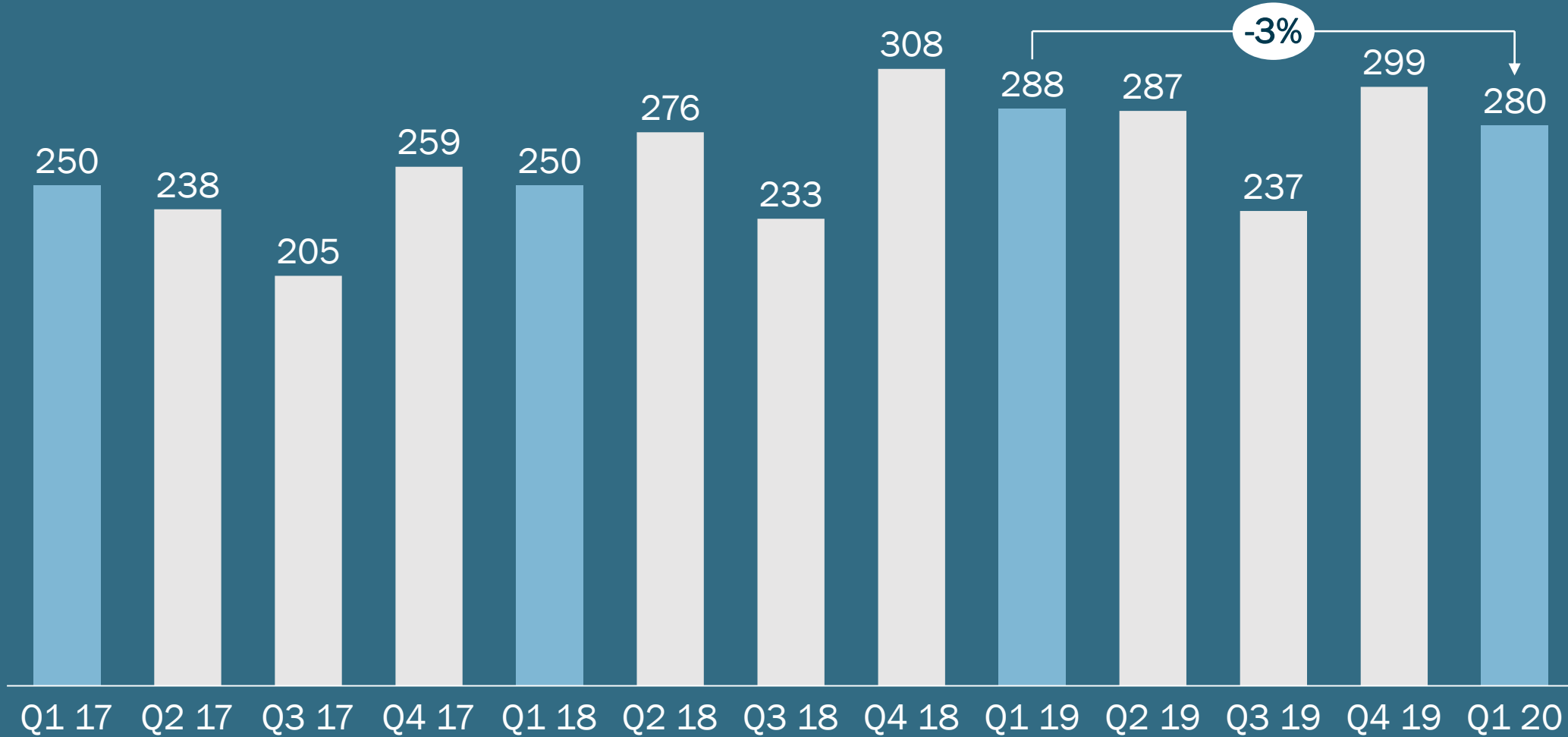
Strengthened organization



StrongPoint

1st quarter revenue: overall relatively stable top line

Revenue
MNOK

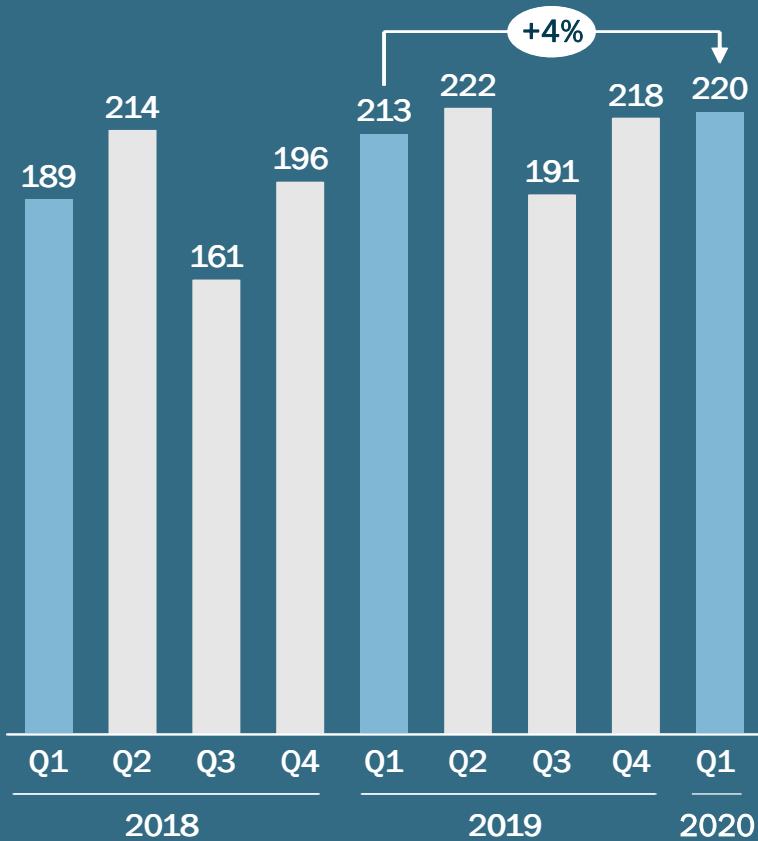


1st quarter revenue in BAs: 4 % growth in Retail Technology

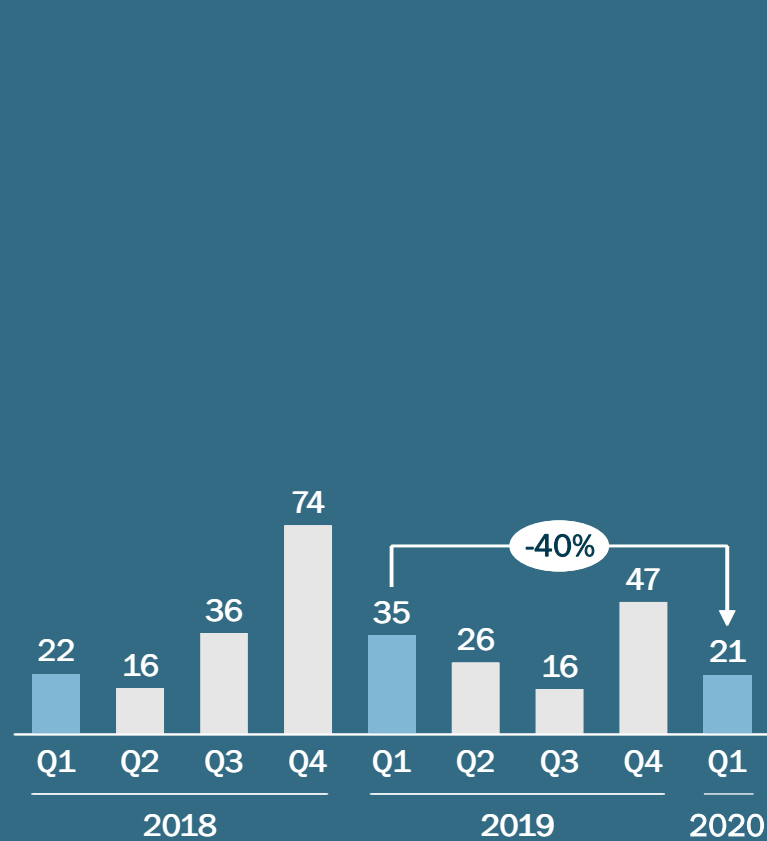
1

Revenue
MNOK

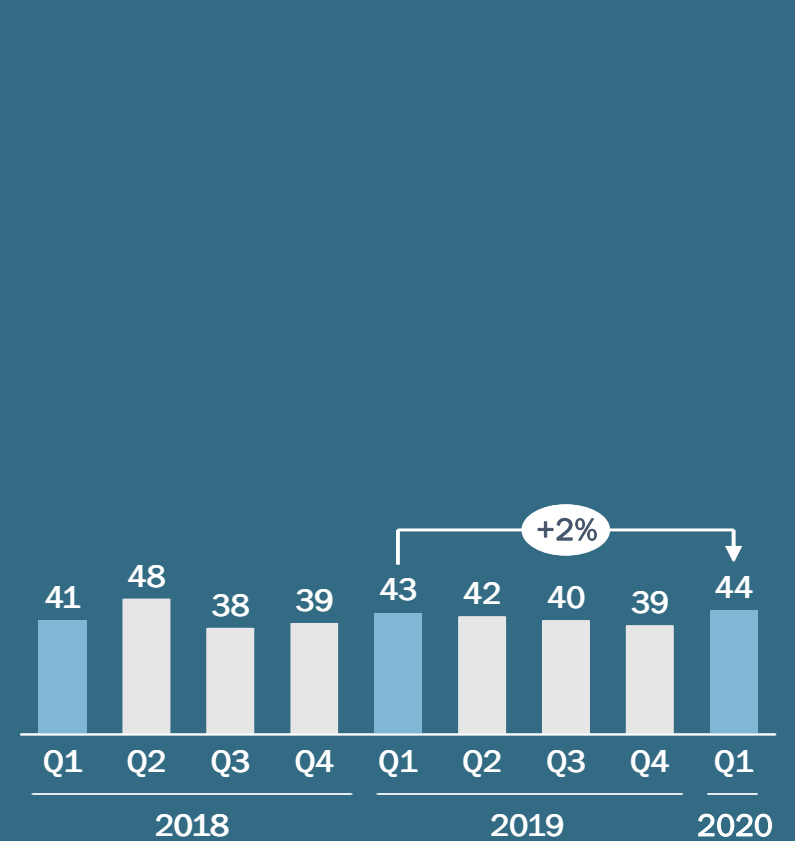
Retail Technology



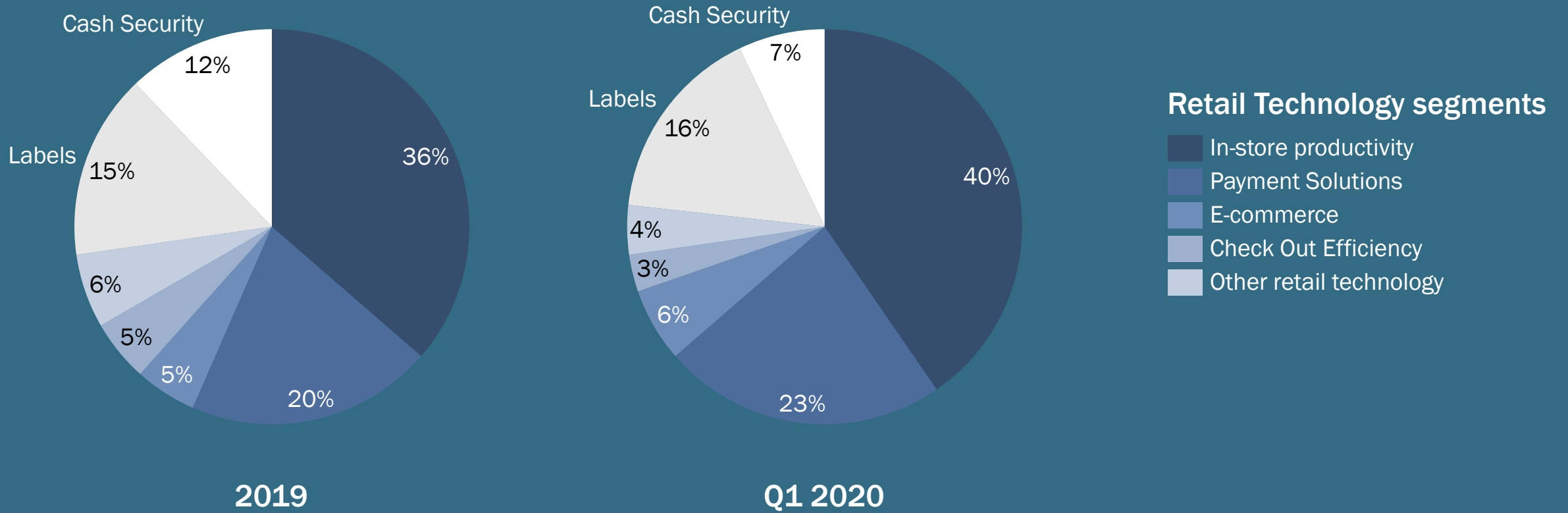
Cash Security



Labels

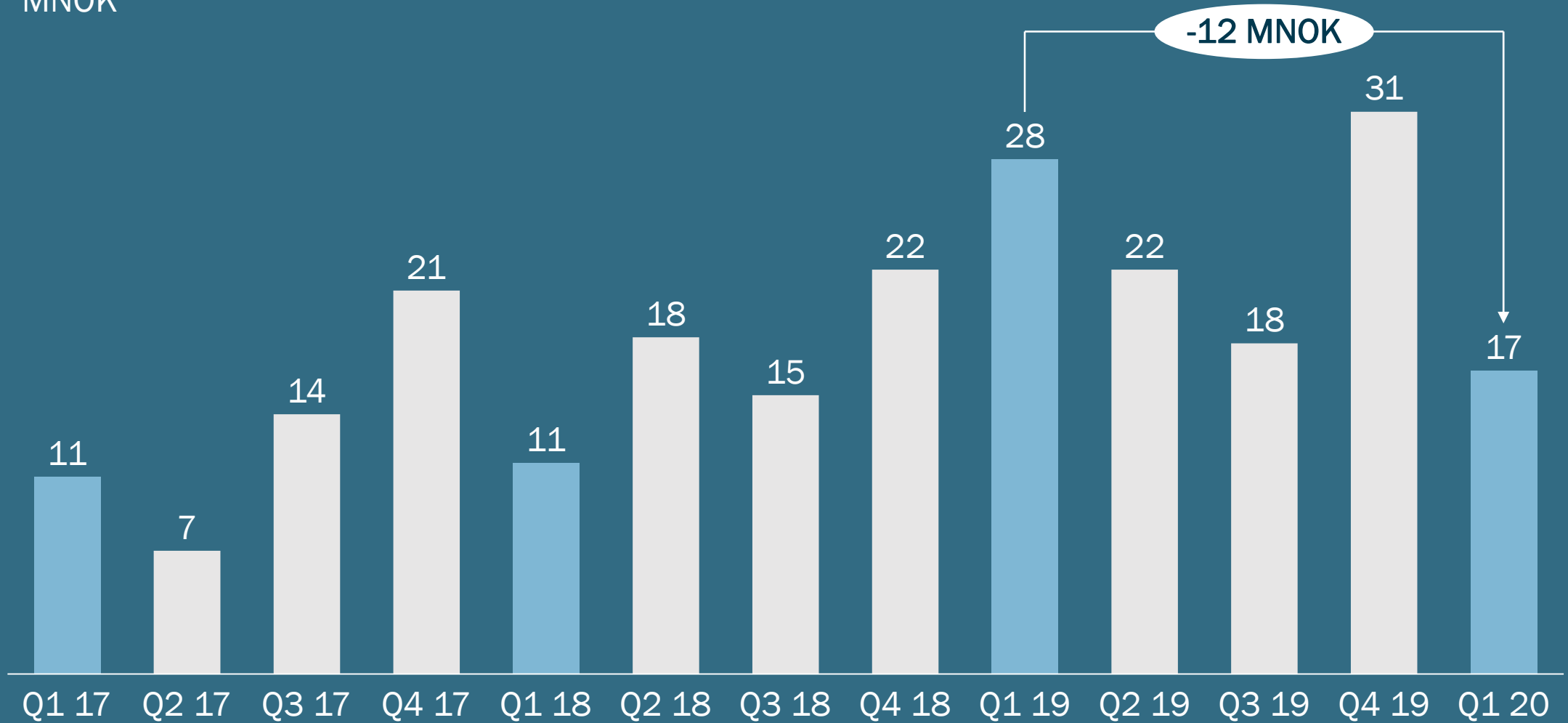


Operating revenue relative share per segment



1st quarter profitability

EBITDA
MNOK



Decisive and comprehensive measures undertaken due to COVID-19

- Executive Management Team set up as COVID-19 task force to define and execute appropriate measures given the different development and possibilities in each country
- Strong hygiene and protective measures
- Temporary layoffs reflecting change in business demand, representing 13 % of full time employees as per end of April 2020
- Financial and liquidity measures established. Increased credit facilities to ensure liquidity capacity



Strengthened organization

- New MD and SVP for Norway:
Gisle Elvebakken
- New SVP People and Organizational Development:
Knut Olav Nyhus Olsen
- New resources recruited within
 - E-commerce and Workforce Management (Reflexis)
 - Supply Management
 - Key Account team in Spain



Immediate business impact for StrongPoint

Positive
Negative

Illustrative impact of COVID-19 on business areas

	Norway	Sweden	The Baltics	Spain	Elsewhere
Cash Security	Negative	Negative	N/A	N/A	Negative
Retail Technology	HORECA	N/A	Negative	Negative	Positive/Negative
	Non-grocery retail	Negative	Negative	Negative	Positive/Negative
	Grocery - in-store	Positive	Positive	Positive	Positive
	Grocery - e-commerce	Positive	Positive	Positive	Positive
Labels	Positive	Positive	N/A	N/A	N/A



Helping retailers to stand out, sustain growth and spur productivity

- leveraging the arising opportunities within e-commerce and in-store technology

2025 ambitions

YEAR

2025

BNNOK

2.5¹

REVENUES

EBITDA%

13-15%

I



Strong local expertise and presence in key markets²

II



Roll-out of proprietary technology in selected markets³

III



Market access platform for global technology providers in key markets⁴

IV



Best-in-class sales, service and support

V



Profitable growth, cost control and a solid balance sheet

¹Organic growth ambition

²Norway, Sweden, the Baltics and Spain

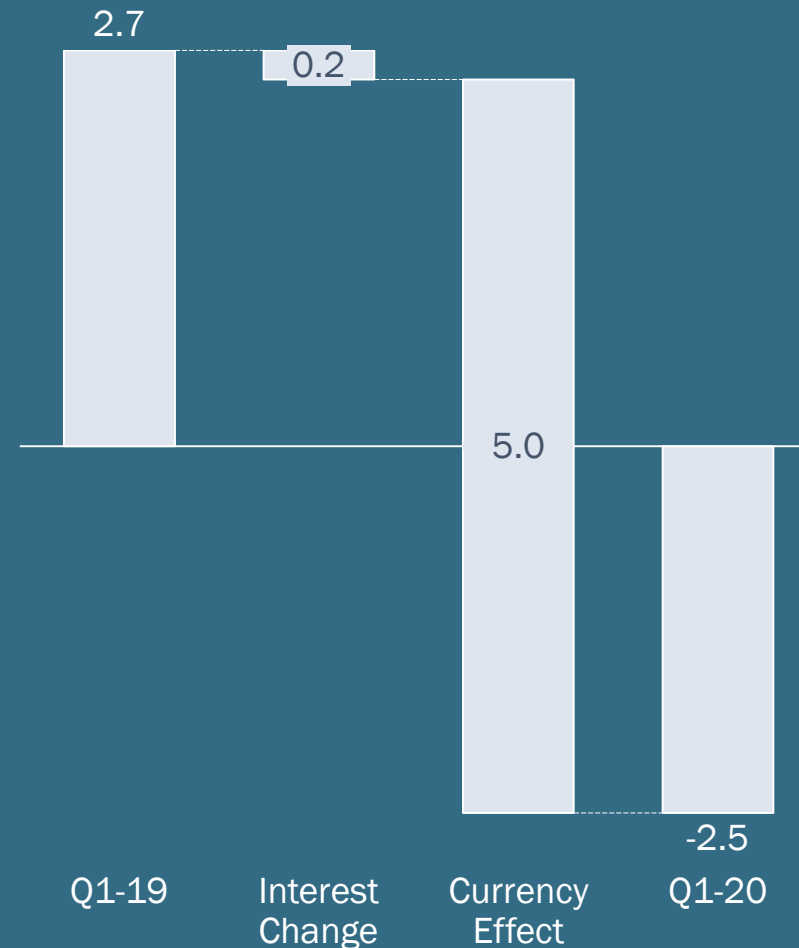
³Cash Management solutions in e.g., Italy and Greece, and E-commerce solutions globally

⁴The Nordics and the Baltics

Other key financial figures

Currency highly influence net finance year-on-year

Net Finance Q1 2020 vs Q1 2019
MNOK



- Other financial expenses

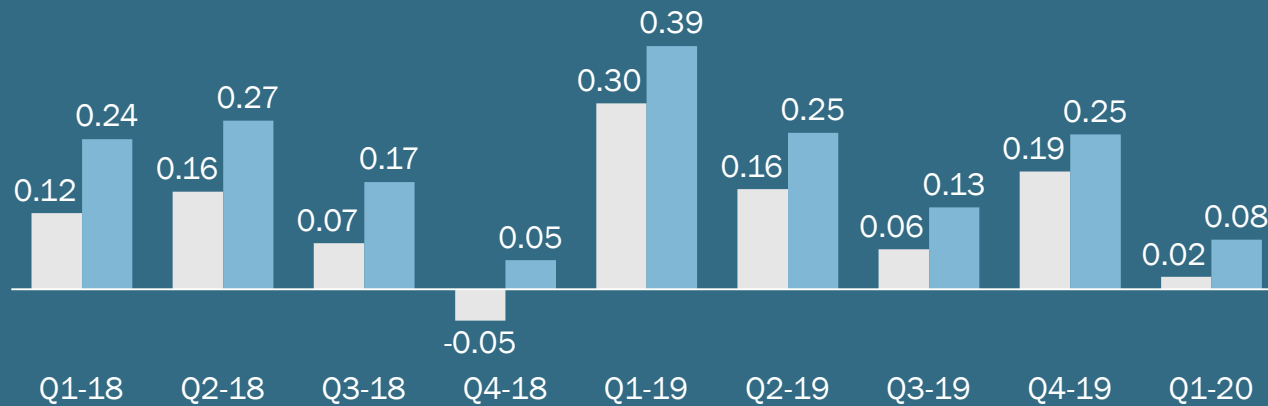
- Q1-19 + 3.6
- Q1-20 - 1.5



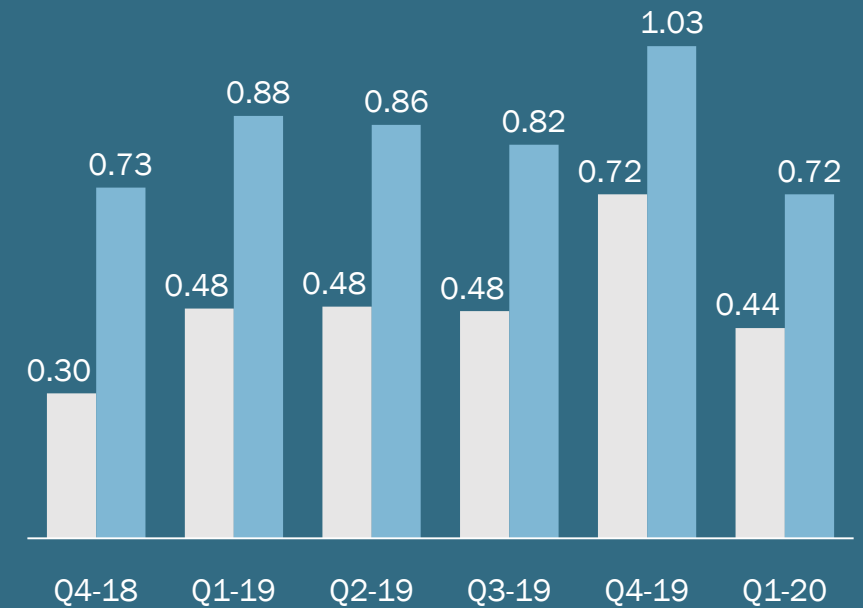
Earnings per share (EPS)

■ EPS
■ EPS adjusted*

EPS per quarter
NOK per share



EPS rolling 12 month
NOK per share

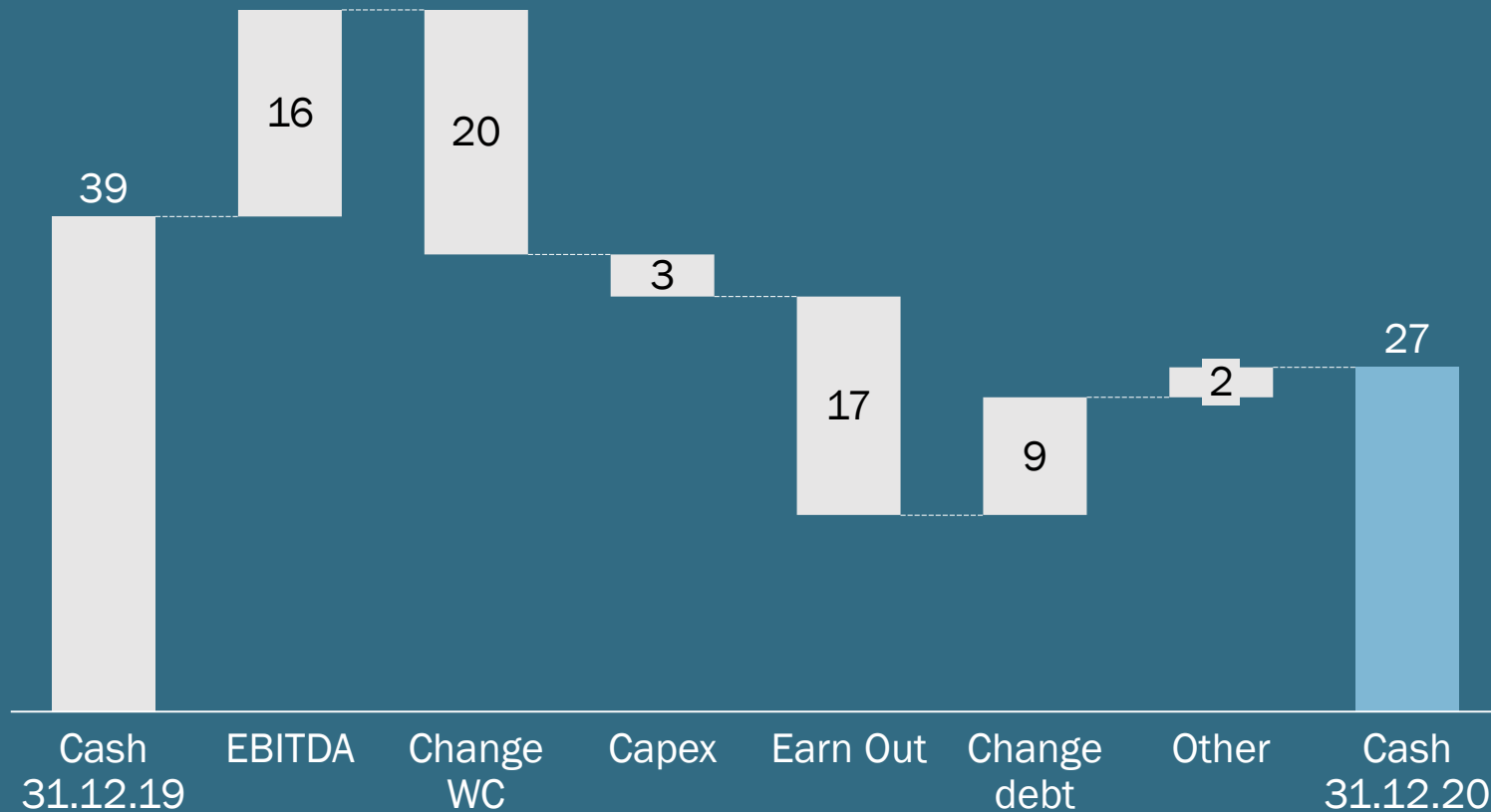


* EPS adjusted for amortisation of intangible assets, mainly from M&A



Cash Flow effects in 2020

Cash
MNOK

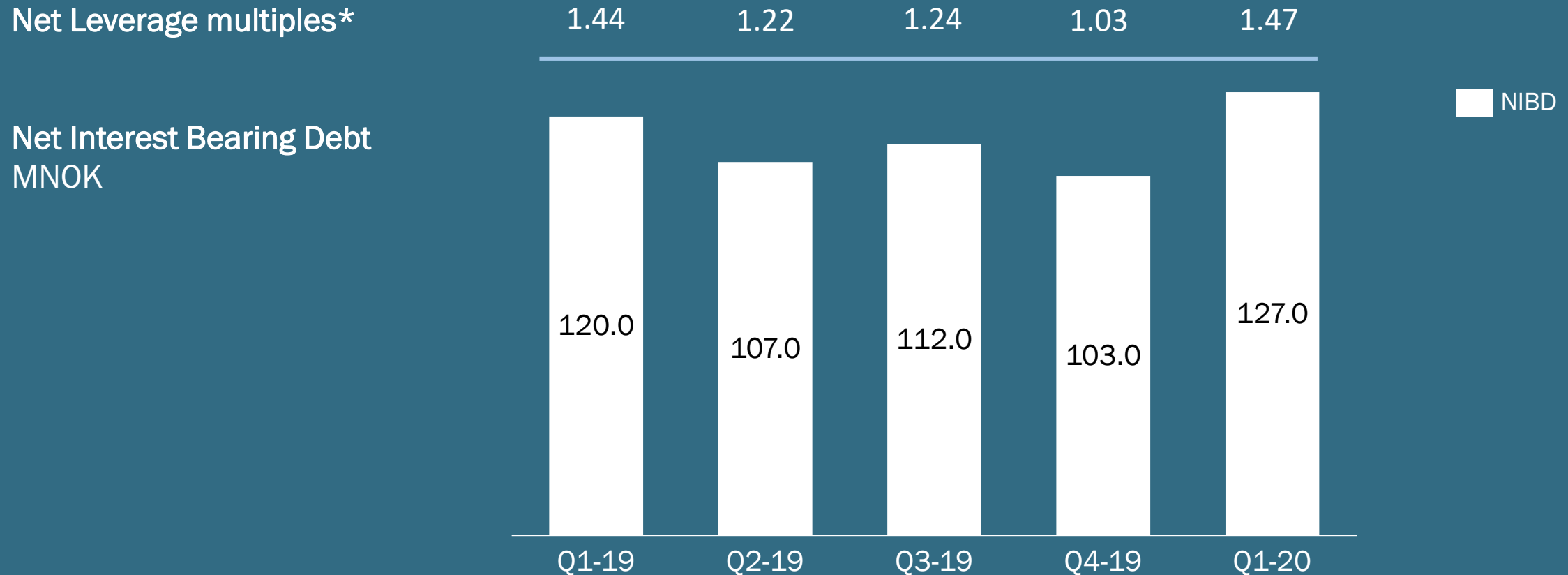


- Working Capital
 - Inventory
 - ESL
 - Cash Guard
 - C&C
 - CAPEX
 - CM Rental
 - Earn Out
 - CUB AB
 - PYD SLU



Increase in Net leverage to 1.47x rolling 12 months EBITDA

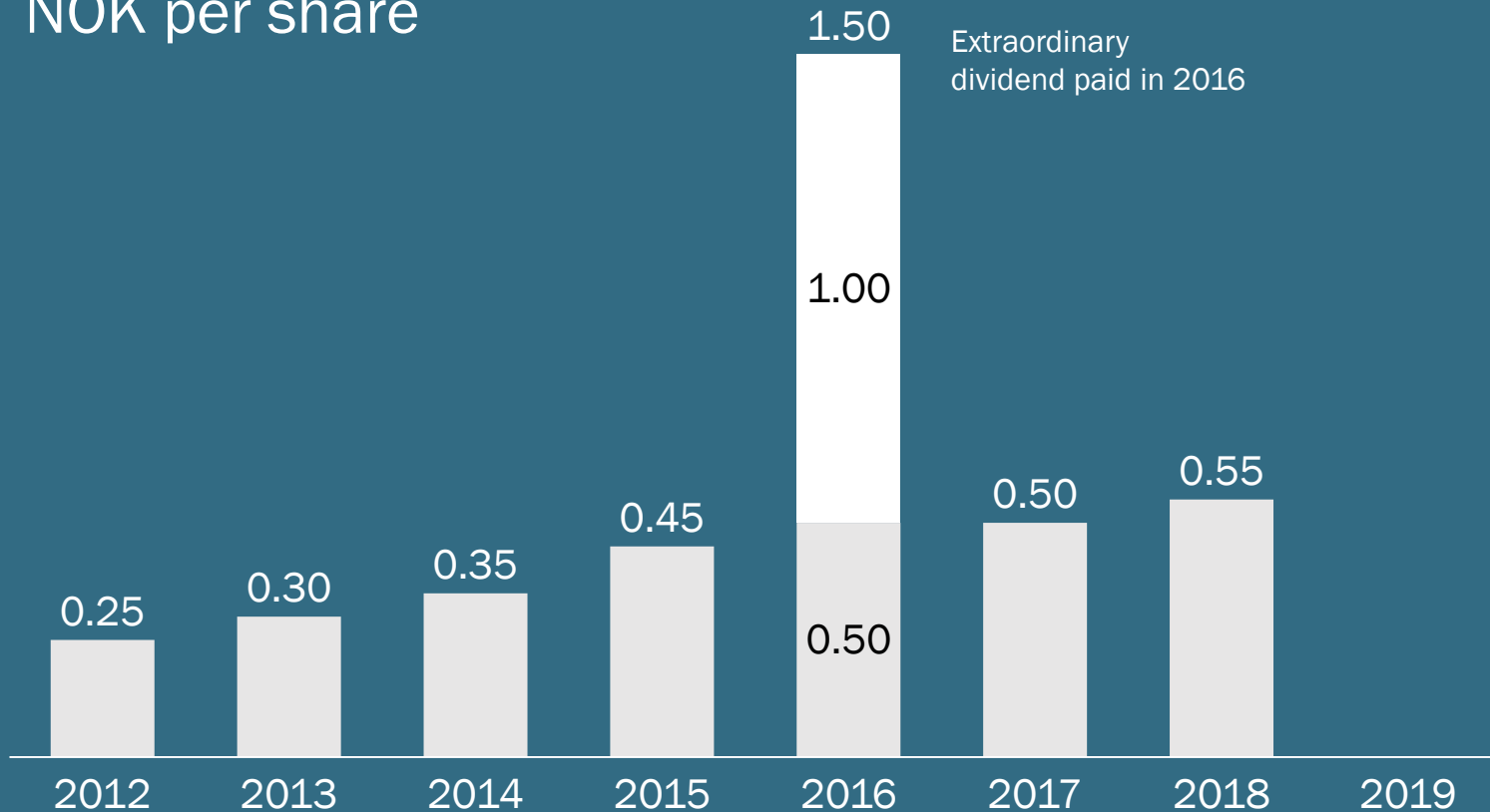
Solid financial position with increased credit facilities



* Net Interest Bearing Debt / Rolling 12 EBITDA

Decision of dividend 2019 postponed

Dividend
NOK per share



- Historic view: year-on-year slightly positive trend
- The Board of Directors decided 19 March 2020 to postpone decision of dividend payment due to COVID-19.
- Extraordinary General Meeting to be called later if the Board find it advisable to pay dividend.





Financial calendar 2020

Q2 2020 - 14.07

Q3 2020 - 22.10

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Thank you!