



**StrongPoint**



# Q2 and 1st half 2019

Financial report and status

# CEO statement

Continued strong underlying growth and performance.

We continued to deliver a strong underlying growth and performance in Q2 2019. As Alimerka purchased the cash management systems under rental in Q2 last year, this influenced the revenue and EBITDA figures last year with MNOK 36 and MNOK 21, respectively. Adjusting for this, the underlying revenue growth in Q2 was 19 %, whilst the underlying EBITDA improvement was MNOK 25, whereof the IFRS effect was MNOK 5.7.

Revenue growth in Q2 stems from the business areas Retail Technologies and Cash Security. EBITDA is in addition affected by improved margins as well as effects of previously announced MNOK 30 p.a. cost reduction initiatives. We also see that our rental solutions, both for products and software, are being well received by the market.

StrongPoint is actively pursuing strategic partnerships as a tool to strengthening our business model. In Q2 we announced two new exciting partnerships: Firstly, we announced the partnership with Reflexis, the US-based workforce and taskforce management software tool. The partnership provides StrongPoint the opportunity to sell and install the Reflexis solution to customers in the Nordics and the Baltics. Secondly, we announced a partnership with Optical Phusion (OPI), granting OPI the

rights to sell our current E-commerce Logistics Suite to customers in North America.

We continue to invest in e-commerce, where considerable resources are being put into “productification” of our E-commerce Logistics Suite. The project, called E20, will continue through 2020.

Going forward, we will focus on strengthening our Retail Technology business. Firstly, this means further maintaining and strengthening our relevance in Norway, Sweden and the Baltics. Furthermore, we will invest to increase our presence in Spain and Germany. Finally, we will continue to grow our e-commerce business into a significant part of StrongPoint’s business. In this context, we will continue to explore both partnerships and M&A opportunities in the future where benefits and interests are aligned. Beyond that, we will do our utmost to be the best owner and employer for all business under the StrongPoint umbrella.



**Jacob Tveraabak**  
**CEO of StrongPoint**

## Financial Calendar 2019

Q3 – 31.10

The presentation will take place at Hotel Continental, Stortingsgaten 24/26 in Oslo.

Webcast will be available at our website [strongpoint.com](http://strongpoint.com) from CET 08.15, the same time as the presentation starts.

### For more information:

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## The Share



# Highlights 2<sup>nd</sup> quarter

## Strong 2nd quarter performance

- Operating revenues: +19 %<sup>1)</sup> underlying organic revenue growth to MNOK 287.1 (unadjusted growth: +4 %).
- EBITDA: MNOK 22.1<sup>1) 2)</sup> (18.3), a strong underlying improvement of MNOK 25 vs. last year (unadjusted growth: MNOK +3.8).
- Cash flow from operational activities: MNOK 46.5 (6.0).

## Several significant customer breakthroughs and deliveries

- New orders for Click & Collect pilots to Coop in Sweden and installation of two pilots in Spain.
- Delivery of the first Click & Collect solution to an ICA store in Sweden.
- Continued delivery of Vensafe and Pricer Electronic Shelf Labels in Norway and Sweden.
- Self-Checkout solutions to "top!" and Mego in the Baltics.

## Important milestones for go-to-market model

- Partner agreement with Reflexis Systems for the Nordics and the Baltics, and Optical Phusion (OPI) for e-commerce solutions in North America.
- Own Retail Technology offices in Belgium and France converted to partner offices.
- RoadRunner concept is implemented in Germany, and "Easy Access" rental solution rapidly growing in Spain with three times as many installations in Q2 compared to Q1.

1) Alimerka decided to purchase the rented CashGuards in Q2 2018, which gave a one-off effect of MNOK 36 on revenue and MNOK 21.3 on EBITDA.

2) The transition to IFRS 16 had a positive effect on the EBITDA of MNOK 5.7 in Q2 2019 and MNOK 11.4 YTD 2019.

## Key figures (MNOK)

|                                       | Q2<br>2019 | Q2<br>2018 | YTD<br>2019 | YTD<br>2018 | Year<br>2018 |
|---------------------------------------|------------|------------|-------------|-------------|--------------|
| Operating revenue                     | 287.1      | 276.4      | 575.4       | 526.5       | 1 067.7      |
| EBITDA                                | 22.1*      | 18.3       | 49.8*       | 29.8        | 67.5         |
| EBITDA margin                         | 7.7 %      | 6.6 %      | 8.7 %       | 5.7 %       | 6.3 %        |
| Operating profit (EBIT)               | 8.3        | 9.0        | 22.4        | 10.9        | 29.9         |
| Ordinary profit before tax (EBT)      | 8.7        | 9.4        | 25.5        | 15.9        | 26.0         |
| Cash flow from operational activities | 46.5*      | 6.0        | 57.2*       | -0.3        | 21.4         |
| Disposable funds                      | 84.0       | 55.1       | 84.0        | 55.1        | 87.0         |
| Earnings per outstanding shares (NOK) | 0.16       | 0.16       | 0.46        | 0.28        | 0.30         |

\*) The transition to IFRS 16 amounts to MNOK 5.7 in Q2 2019 and MNOK 11.4 YTD 2019.

## StrongPoint Group

The business area Retail Technology delivers solutions that streamline store operations, enable e-commerce, and simplify the shopping experience. StrongPoint is represented with its own organization in its primary markets, and a separate partner organization is being built up to accelerate sales in other markets.

The Group also consists of two other business areas: Cash Security, which is a leading supplier of IBNS (Intelligent Banknote Neutralization Systems) in the European market, and Labels, which is a leading supplier of adhesive labels in Norway and Sweden.

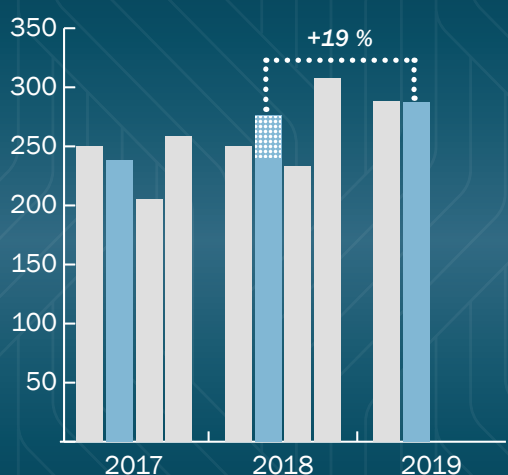
| Revenue<br>MNOK | Q2    |       | YTD   |       | Year    |
|-----------------|-------|-------|-------|-------|---------|
|                 | 2019  | 2018  | 2019  | 2018  | 2018    |
| Retail          | 221,7 | 211,0 | 434,3 | 400,4 | 755,6   |
| Cash Security   | 25,5  | 19,3  | 60,6  | 40,8  | 152,0   |
| Labels          | 41,8  | 47,9  | 84,8  | 88,5  | 165,6   |
| Elim / ASA      | -1,8  | -1,8  | -4,4  | -3,2  | -5,5    |
| Total           | 287,1 | 276,4 | 575,4 | 526,5 | 1 067,7 |

| EBITDA<br>MNOK | Q2   |      | YTD   |       | Year  |
|----------------|------|------|-------|-------|-------|
|                | 2019 | 2018 | 2019  | 2018  | 2018  |
| Retail         | 25,2 | 29,3 | 48,5  | 46,3  | 68,4  |
| Cash Security  | 1,5  | -9,2 | 7,3   | -14,7 | 2,9   |
| Labels         | 3,9  | 6,8  | 10,0  | 11,0  | 22,9  |
| Elim / ASA     | -8,5 | -8,5 | -16,0 | -12,8 | -26,8 |
| Total          | 22,1 | 18,3 | 49,8  | 29,8  | 67,5  |

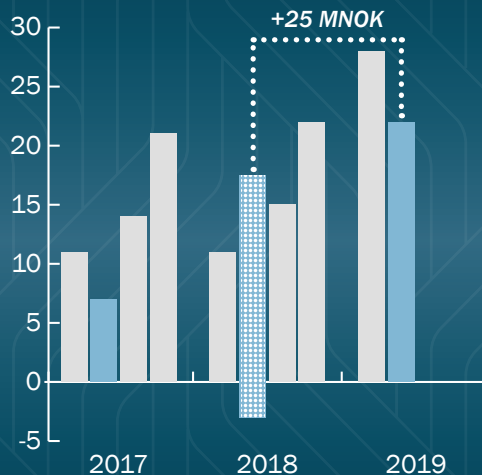
*\* ) The transition to IFRS 16 had a positive effect on EBITDA of MNOK 5.7 in Q2 2019 and MNOK 11.4 YTD 2019.*

### StrongPoint Group

Operating revenue per quarter (MNOK)



EBITDA per quarter (MNOK)



*Alimerka decided to purchase the rented CashGuards in Q2 2018, which gave a one-off effect of 36 MNOK on revenue and 21.3 MNOK on EBITDA.*



## Strong 2<sup>nd</sup> quarter performance

The revenue in Q2 2019 show a total increase of 4 %. The underlying growth reached a level of 19 % due to one-off items in Q2 2018. The sale of the Cash Management as a Service contract to Alimerka resulted in an one-off payment of MNOK 36.0 with an EBITDA effect of MNOK 21.3. The increase in the adjusted revenue stems from higher activity in the Retail division and Cash Security. Retail Norway had high activities related to Vensafe and Pricer Electronic Shelf Labels (ESL) in the period. Retail Baltics had both good progress in deliveries of existing products while simultaneously installing new solutions, such as ESL, Click & Collect and Self-Checkout, to existing customers. Cash Security had higher deliveries in France and Belgium compared to last year.

EBITDA for the group was MNOK 22.1 (18.3) in Q2. Adjusted for the Alimerka agreement in 2018, the EBITDA showed a growth of MNOK 25, whereof the IFRS 16 effect was MNOK 5.7. In addition to revenue growth, the MNOK 30 p.a. cost savings program affects the EBITDA positively.

Restructuring of France and Belgium offices to Partner offices, and investing in the E20-project, influenced the EBITDA negatively by a total of MNOK 4 in the quarter.

Delivery of Cash Management through the rental solution in Spain (Easy Access) affected both revenue and EBITDA in the quarter. Financial figures will continue to be influenced by the mix of paid and rental solutions going forward.

## Several significant customer breakthroughs and deliveries

StrongPoint has delivered the first Click & Collect order to an ICA store in Sweden. In addition pilots have been installed to Coop Sweden and to a supermarket chain and a logistics company in Spain. These customers see the benefit of StrongPoint's Click & Collect solution and the pilots will be used to evaluate if this solution will be a part of their future delivery concept.

The high sales of Vensafe continued this quarter. The orders are a result of the successful replacement campaign for Vensafe last year in Norway and Sweden.

StrongPoint has also delivered the first Pricer ESL to Rimi Baltic and Self-Checkout solutions to "top!" and Mego in the Baltics.

## Important milestones for go-to-market model

StrongPoint joins forces with Reflexis, the industry leader in real-time store operations and workforce management solutions, to pursue opportunities in the Nordic countries and the Baltics. By partnering with Reflexis in these regions, StrongPoint will expand its product portfolio with best-in-class Real-time Task management and Workforce solutions, which simplify store operations, optimize labor spend, and improve store execution.

A partnership agreement was signed with Optical Phusion, Inc. (OPI), USA to distribute StrongPoint's e-commerce solutions in North America. OPI is a leading enterprise mobility integration provider offering application-based solutions for the retail marketplace.

Based on the success of using the RoadRunners sales concept in Spain, StrongPoint will develop this concept further in the Spanish market as well as in Germany. The first orders through our new Road Runners in Germany were delivered in Q2. We are still early in the process, but can already see increased market activity in the country.

Our Retail sales offices in Belgium and France were converted to partner networks in Q2. This is part of a broader effort to focus on primary markets, and the process of building up an efficient and effective partner network. Russia and Malaysia were converted earlier this year.

Easy Access, which enables customers to rent Cash Management systems through StrongPoint, is rapidly growing in Spain. There was installed more than 70 systems in Q2, three times as many installations compared to Q1.

# Markets

-  Retail - Primary markets
-  Retail - Partners in Europe  
Outside Europe:  
USA, Canada, APAC, Australia, Israel,  
Kuwait and South Africa

 Cash Security

 Labels



# Business areas

StrongPoint develops and sells technology solutions that streamlines and simplifies e-commerce and store operations. The company is also a leader in IBNS solutions for Cash In Transit (Cash Security), and Labels for customers in Norway and Sweden.

## Retail Technology

### In-store

#### In-Store Productivity

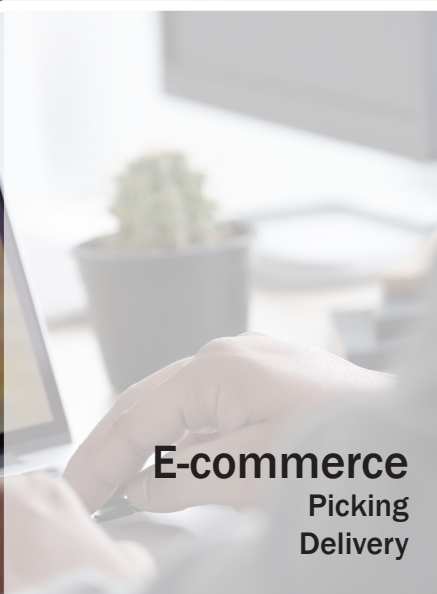
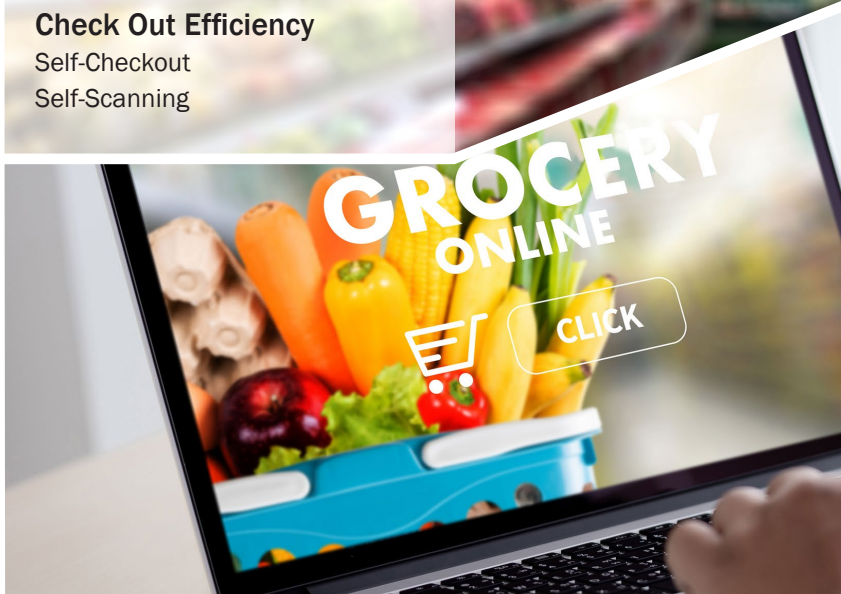
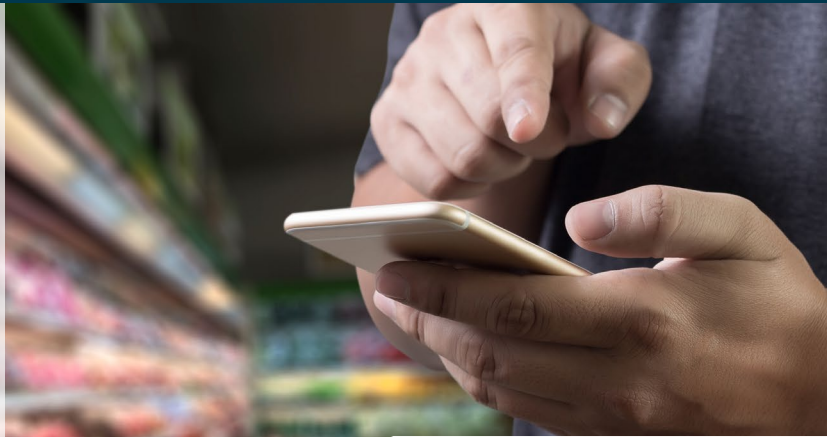
- Workforce and Task management
- Electronic shelf labels
- POS and ERP-systems
- Scales and wrapping systems

#### Payment Solutions

- Cash Management

#### Check Out Efficiency

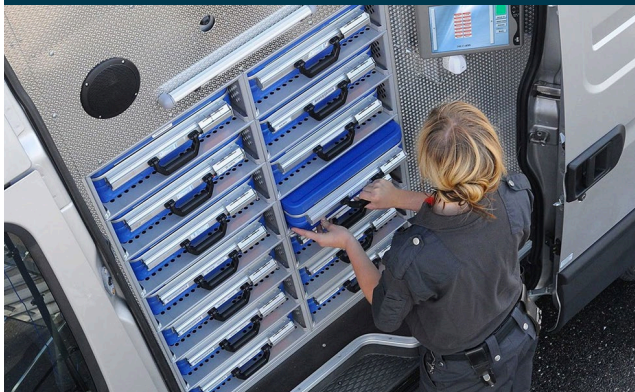
- Self-Checkout
- Self-Scanning



### E-commerce

- Picking
- Delivery

## Cash Security



## Labels





## Retail Technology

StrongPoint develops and sells technology solutions that streamline store operations, enable e-commerce, and simplify the shopping experience. The Group delivers proprietary solutions within In-store Productivity, E-commerce, Payment Solutions and Check Out Efficiency, as well as tailor-made retail solutions from leading third-party suppliers, including electronic shelf labels (ESL), POS, ERP, consulting services, scales and wrapping machines.

| MNOK          | Q2     |        | YTD    |        | Year  |
|---------------|--------|--------|--------|--------|-------|
|               | 2019   | 2018   | 2019   | 2018   | 2018  |
| Product Sales | 148,3  | 144,1  | 287,1  | 261,5  | 478,6 |
| Service       | 73,5   | 66,9   | 147,2  | 138,9  | 277,0 |
| Revenue       | 221,7  | 211,0  | 434,3  | 400,4  | 755,6 |
| EBITDA        | 25,2   | 29,3   | 48,5   | 46,3   | 68,4  |
| EBITDA-margin | 11,4 % | 13,9 % | 11,2 % | 11,6 % | 9,1 % |
| EBT           | 16,8   | 22,9   | 31,9   | 34,4   | 64,2  |

1) Alimerka decided to purchase the rented CashGuards in Q2 2018, which gave a one-off effect of MNOK 36 on revenue and MNOK 21.3 on EBITDA.

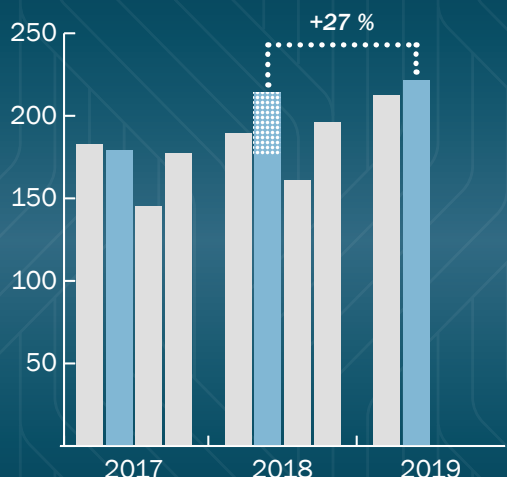
2) The transition to IFRS 16 had a positive effect on the EBITDA of MNOK 3.7 in Q2 2019 and MNOK 7.2 YTD 2019.

Retail Technology had an underlying growth of 27 %, adjusted for the Alimerka one-off in Q2 2018. The strong quarter revenue growth was mainly from Norway and the Baltics, but also Sweden had increased revenue compared to last year. Vensafe replacement project, Pricer ESL installation and Self-Checkout Solutions were the main revenue contributors in the quarter.

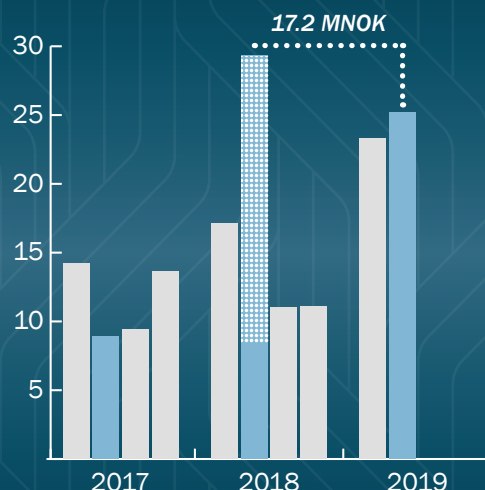
EBITDA in Q2 2018 was affected by the Alimerka deal with MNOK 21.3, and the underlying EBITDA was MNOK 8. Adjusted EBITDA margin last year was 4.5 %. Positive EBITDA improvement in Q2 2019 mainly comes from a combination of higher revenue and the effects of the MNOK 30 p.a. cost saving programme initiated in 2018, as well as the IFRS 16 effect.

### Retail Technology

Operating revenue per quarter (MNOK)



EBITDA per quarter (MNOK)



■ Alimerka decided to purchase the rented CashGuards in Q2 2018, which gave a one-off effect of 36 MNOK on revenue and 21.3 MNOK on EBITDA.



## Norway

| MNOK          | Q2   |      | YTD   |       | Year  |
|---------------|------|------|-------|-------|-------|
|               | 2019 | 2018 | 2019  | 2018  | 2018  |
| Product Sales | 54,5 | 29,8 | 99,7  | 64,3  | 133,2 |
| Service       | 26,3 | 23,6 | 52,0  | 46,8  | 94,0  |
| Revenue       | 80,8 | 53,4 | 151,8 | 111,1 | 227,2 |

Q2 was a strong quarter for Retail Norway with a growth of 51 %. Main drivers were deliveries of Vensafe and Pricer ESL. Vensafe deliveries are related to a replacement project to two of the largest grocery chains and is expected to be finalised during Q4 2019, with a lower installation rate than first half of 2019.

StrongPoint started delivering Pricer electronic shelf labels to Joker in the first part of the year, and the deliveries is expected to be completed by 2020.

The pilot of Click & Collect at Meny is still being evaluated by the customer.

## Sweden

| MNOK          | Q2   |      | YTD   |       | Year  |
|---------------|------|------|-------|-------|-------|
|               | 2019 | 2018 | 2019  | 2018  | 2018  |
| Product Sales | 41,0 | 35,6 | 76,2  | 77,4  | 133,0 |
| Service       | 26,9 | 24,8 | 55,3  | 51,9  | 108,7 |
| Revenue       | 68,0 | 60,4 | 131,5 | 129,3 | 241,7 |

The operating revenue had a growth of 13 % compared to last year. Increased volume of Pricer ESL, Vensafe and CashGuard, in addition to some hardware deliveries within e-commerce, are the main drivers to the growth.

During the quarter StrongPoint has delivered the first Click & Collect locker to an ICA store. Coop has signed agreement for pilots on Click & Collect.

StrongPoint is investing in “productification” of the E-commerce Logistics Suite. The project, called E20, will continue through 2020, and is estimated to a total cost of MNOK 5 p.a. in 2019 and 2020. This investment will develop our E-commerce Logistics Suite into a fully fledged SaaS solution enabling a global rollout to a larger extent.

## Baltics

| MNOK          | Q2   |      | YTD  |      | Year  |
|---------------|------|------|------|------|-------|
|               | 2019 | 2018 | 2019 | 2018 | 2018  |
| Product Sales | 25,2 | 11,9 | 54,7 | 24,6 | 61,2  |
| Service       | 14,3 | 11,8 | 27,2 | 23,2 | 46,5  |
| Revenue       | 39,5 | 23,7 | 81,9 | 47,9 | 107,7 |

The Baltic countries have delivered yet another strong quarter, and are increasing it's relative share of the

Retail Technology revenue. This is the fourth consecutive quarter with year over year growth in revenue. Good underlying operations and several large deliveries, especially within Self-Checkout efficiency solutions, are contributing to the growth. Major retailers such as Rimi, Maxima, Mego and “top!” Group are choosing the efficiency solutions from StrongPoint like Self-Scanning solutions in collaboration with Datema Retail. There are also ongoing pilots for both Click & Collect and E-commerce Logistics Suite.

## EMEA/Partners

| MNOK          | Q2   |      | YTD  |       | Year  |
|---------------|------|------|------|-------|-------|
|               | 2019 | 2018 | 2019 | 2018  | 2018  |
| Product Sales | 27,6 | 66,8 | 56,5 | 95,2  | 151,1 |
| Service       | 5,8  | 6,7  | 12,7 | 16,9  | 27,7  |
| Revenue       | 33,4 | 73,6 | 69,2 | 112,1 | 178,9 |

The revenue in Q2 2018 was impacted by the sale of the Cash Management as a Service contract to Alimerka, which resulted in a one-off payment of MNOK 36.0 with an EBITDA effect of MNOK 21.3. The year-to-date figures are also influenced by monthly service fees provided by Alimerka during first four months in 2018 by MNOK 4.

StrongPoint has received the first order on Click & Collect from a Spanish supermarket chain and a logistics company. Both customers see the benefit of StrongPoints Click & Collect solution and the pilots will be used to evaluate if this solution will be a part of their future delivery concept.

Despite the change in delivery from sold to rental solutions of Cash Management, there was an underlying growth in Spain adjusted for the one-off of Alimerka. The rental agreements imply deferred revenue of MNOK 5.5 compared to if the systems were sold.

To further increase sales, the Group uses agents (RoadRunners) in Spain and Germany. The agents are smaller distributors whose main task is to sell CashGuard in their geographical area.

In Germany, the sale in Q2 has been a little lower than Q2 last year. Rental solutions will also be made available for smaller enterprises in Germany.

Belgium and France have been converted to partner markets, and experienced some temporary revenue decline due to the transformation.

## Cash Security

Cash Security offers solutions for Cash In Transit (CIT). The business area focuses on innovative IBNS (Intelligent Banknote Neutralisation System) technology, which protects cash without the need for weapons or costly armored vehicles.

| MNOK          | Q2    |         | YTD    |         | Year  |
|---------------|-------|---------|--------|---------|-------|
|               | 2019  | 2018    | 2019   | 2018    | 2018  |
| Product Sales | 16,3  | 9,6     | 41,7   | 19,8    | 105,7 |
| Service       | 9,2   | 9,6     | 18,9   | 21,0    | 46,3  |
| Revenue       | 25,5  | 19,3    | 60,6   | 40,8    | 152,0 |
| EBITDA        | 1,5   | -9,2    | 7,3    | -14,7   | 2,9   |
| EBITDA-margin | 5,8 % | -48,0 % | 12,0 % | -36,0 % | 1,9 % |
| EBT           | 0,4   | -9,6    | 5,0    | -14,9   | 0,8   |

\*) The transition to IFRS 16 had a positive effect on the EBITDA of MNOK 0.9 in Q2 2019 and MNOK 1.8 YTD 2019.

Cash Security had a very good quarter with a growth of 32 %. Increased revenue from France and Belgium are the main reasons of the growth compared to last year.

The significant EBITDA improvement is reflecting production and deliveries without the quality and warranty problems Cash Security faced last year.

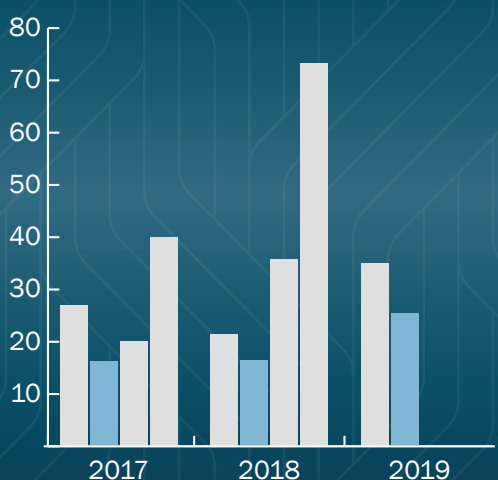
During Q2, Cash Security signed a general agreement for up to 580 CIT cases to Sberbank. Sberbank is the largest bank in Russia with 14 000 branches in 83 regions. The cases are expected to be delivered in second half of 2019. Key account management, deliveries, support and service is handled by StrongPoint's office in Russia.

The Cash Security business will always be affected by few but large orders, which might leads to variations in a year-on-year comparison. A LEAN project has been initiated to better alignment of cost and sales in times with lower delivery rates.

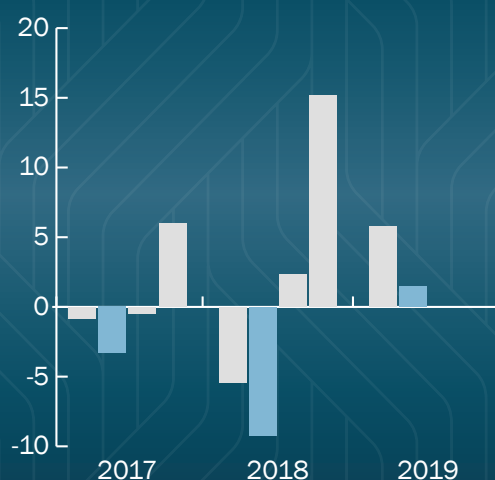
The business area has its own sales and service organization in Sweden, Russia, France, Belgium and Norway, as well as partners in several countries, including Italy, Croatia, Serbia and the UK. The CIT cases have the highest level of security in the market, and regardless of the expertise, time, methods and tools used in a robbery attempt, the contents of the cases will always be permanently stained.

### Cash Security

Operating revenue per quarter (MNOK)



EBITDA per quarter (MNOK)



## Labels

Labels has leading expertise in the design and production of adhesive labels. The business area is well adapted to today's market situation with efficient work processes, new technology and modern facilities.

| MNOK          | Q2    |        | YTD    |        | Year   |
|---------------|-------|--------|--------|--------|--------|
|               | 2019  | 2018   | 2019   | 2018   | 2018   |
| Revenue       | 41,8  | 47,9   | 84,8   | 88,5   | 165,6  |
| EBITDA        | 3,9   | 6,8    | 10,0   | 11,0   | 22,9   |
| EBITDA-margin | 9,3 % | 14,3 % | 11,8 % | 12,4 % | 13,9 % |
| EBT           | -0,6  | 3,4    | 0,8    | 3,9    | 9,0    |

\*) The transition to IFRS 16 had a positive effect on the EBITDA of MNOK 1.2 in Q2 2019 and MNOK 2.5 YTD 2019.

Operating revenue in Q2 2019 decreased by 13 % compared to last year. Majority of the decline is related to NOK/SEK currency exchange. In addition, high price competition are the main causes for the decline in revenue and margin in the quarter. Actions have been initiated to increase revenue and efficiency in production of labels.

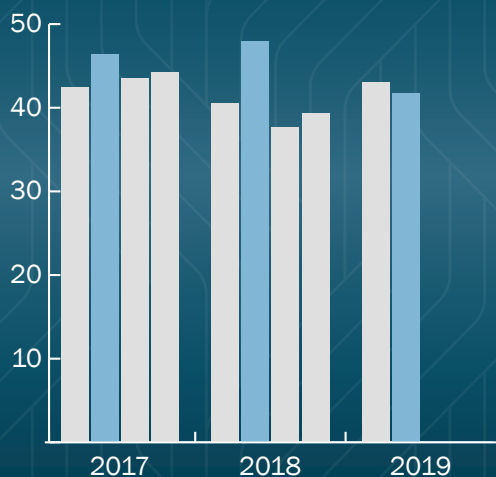
StrongPoint has accepted an offer for compensation from BaneNor of MNOK 55.6 to relocate from its label facility in Norway. The railway construction work is estimated to start 2020/2021, and payment of the compensation fee is estimated to January 2020. The compensation fee and time of payment is subject

to internal confirmation in BaneNor and the finalization of the agreement between the parties.

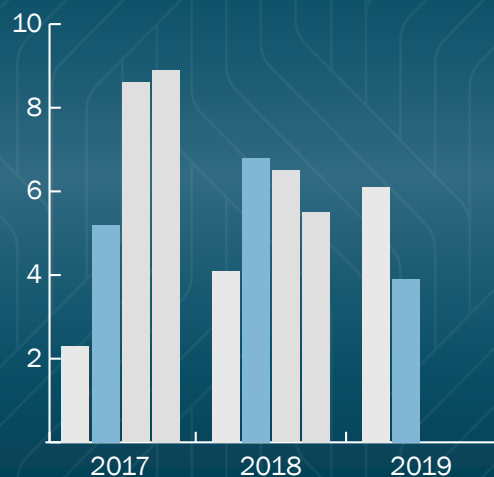
The business area is among the largest suppliers of adhesive labels in the Swedish and Norwegian markets. Labels uses FSC-certified material from EU/EEA/UK in its label production to ensure that the paper is produced in a sustainable manner, and that the production meets the regulations for health and safety in the EU. In the autumn 2019, the Label factory in Sweden will be certified according to ISO 9001 and ISO 14001. In addition there will be focus on further streamlining and digitalization of production and administrative processes.

### Labels

Operating revenue per quarter (MNOK)



EBITDA per quarter (MNOK)



## Cash flow and equity

Cash flow from operational activities in the second quarter was MNOK 46.5 (6.0). Positive change in working capital is the main reason for the improved cash flow. In the first half cash flow from operational activities was MNOK 57.2 (-0.3). Disposable funds were MNOK 84.0 per June 30, 2019. The net interest-bearing debt decreased by MNOK 13.8 compared with the end of the last quarter and totalled MNOK 106.5, including the effects from IFRS 16. The transition to IFRS 16 increased our debt with MNOK 60.7, see note 5 for more information on IFRS 16. A dividend of NOK 0.55 per share was paid in May 2019. The Groups holding of own shares amounted to 212,108, which represents 0.5 per cent of the outstanding shares. The Group has shareholder programs for the Board of Directors, the Group executive management and the employees. Through these programs a total of 127,238 shares in 2018 and 84,803 shares have been subscribed so far in 2019.

| Accounting year | General assembly         | Dividend per share |
|-----------------|--------------------------|--------------------|
| 2018            | 26.04.2019               | 0,55               |
| 2017            | 24.04.2018               | 0,50               |
| 2016            | 20.04.2017               | 0,50               |
| 2016            | 05.01.2017 Extraordinary | 1,00               |
| 2015            | 28.04.2016               | 0,45               |
| 2014            | 30.04.2015               | 0,35               |
| 2013            | 25.04.2014               | 0,30               |
| 2012            | 26.04.2013               | 0,25               |
| 2011            | 08.05.2012               | 0,25               |

## Statement from the Board

The Board and group CEO have today considered and approved StrongPoint's financial statements for the second quarter and first half 2019, including comparative consolidated figures for the second quarter and first half 2018. This report has been prepared in accordance with IAS 34 on interim financial reporting as determined by the European Union, and with supplementary requirements pursuant to the Norwegian Securities Trading Act. The Board and CEO hereby declare, to the best of their knowledge, that the financial statements for the second quarter and first half 2019 have been prepared in accordance with prevailing accounting principles and that the information in the financial statements gives a true and fair view of the assets, liabilities, financial position and profit of the group taken as a whole at 30 June 2019 and 30 June 2018. To the best of their knowledge, the report gives a true and fair over- view of important events during the accounting period and the impact of these events on the financial statements.

## The Board of Directors of StrongPoint ASA

Rælingen 15 July 2019

**Morthen Johannessen**  
Chairman

**Klaus de Vibe**  
Director

**Camilla AC Tefers**  
Director

**Inger Johanne Solhaug**  
Director

**Peter Wirén**  
Director

**Jacob Tveraabak**  
CEO





## Consolidated income statement

| KNOK  | Q2 2019        | Q2 2018        | Chg. %        | YTD 2019        | YTD 2018        | Chg. %        | Year 2018        |
|---|----------------|----------------|---------------|-----------------|-----------------|---------------|------------------|
| Operating revenue                                 | 287 027        | 276 372        | 3,9 %         | 575 267         | 526 319         | 9,3 %         | 1 067 468        |
| Profit from AC, Service companies                 | 122            | 29             |               | 104             | 147             |               | 215              |
| Cost of goods sold                                | 148 932        | 131 739        | 13,1 %        | 298 881         | 252 297         | 18,5 %        | 534 661          |
| Payroll   | 87 390         | 92 565         | -5,6 %        | 170 591         | 176 482         | -3,3 %        | 331 908          |
| Other operating expenses                          | 28 723         | 33 771         | -14,9 %       | 56 110          | 67 881          | -17,3 %       | 133 658          |
| Total operating expenses                          | 265 044        | 258 075        | 2,7 %         | 525 582         | 496 660         | 5,8 %         | 1 000 227        |
| EBITDA  | 22 105*        | 18 326         | 20,6 %        | 49 789*         | 29 807          | 67,0 %        | 67 457           |
| Depreciation tangible assets                      | 4 346          | 4 278          | 1,6 %         | 8 508           | 8 532           | -0,3 %        | 18 531           |
| Depreciation leasing IFRS 16                      | 5 410          | -              | -             | 10 768          | -               | -             | -                |
| Depreciation intangible assets                    | 4 036          | 5 082          | -20,6 %       | 8 128           | 10 371          | -21,6 %       | 19 056           |
| EBIT  | 8 313          | 8 965          | -7,3 %        | 22 385          | 10 903          | 105,3 %       | 29 870           |
| Interest expenses                                 | 667            | 770            | -13,3 %       | 1 200           | 1 283           | -6,5 %        | 3 129            |
| Interest expenses leasing IFRS 16                 | 282            | -              | -             | 607             | -               | -             | -                |
| Other financial expenses/<br>currency differences | -1 325         | -1 230         | -7,7 %        | -4 883          | -6 238          | 21,7 %        | 724              |
| EBT   | 8 689          | 9 425          | -7,8 %        | 25 461          | 15 859          | 60,5 %        | 26 017           |
| Taxes   | 1 553          | 2 455          | -36,8 %       | 5 056           | 3 455           | 46,4 %        | 12 570           |
| Profit/loss after tax                             | 7 136          | 6 970          | 2,4 %         | 20 405          | 12 404          | 64,5 %        | 13 447           |
| Earnings per share                                |                |                |               |                 |                 |               |                  |
| Number of shares outstanding                      | 44 376 040     | 44 376 040     |               | 44 376 040      | 44 376 040      |               | 44 376 040       |
| Av. Number of shares - own shares                 | 44 242 976     | 44 271 496     |               | 44 258 594      | 44 271 496      |               | 44 271 496       |
| Earnings per share                                | 0,16           | 0,16           |               | 0,46            | 0,28            |               | 0,30             |
| Diluted earnings per share                        | 0,16           | 0,16           |               | 0,46            | 0,28            |               | 0,30             |
| EBITDA per share                                  | 0,50           | 0,41           |               | 1,12            | 0,67            |               | 1,52             |
| Diluted EBITDA per share                          | 0,50           | 0,41           |               | 1,12            | 0,67            |               | 1,52             |
| <b>Total earnings</b>                             | <b>Q2 2019</b> | <b>Q2 2018</b> | <b>Chg. %</b> | <b>YTD 2019</b> | <b>YTD 2018</b> | <b>Chg. %</b> | <b>Year 2018</b> |
| Profit/loss after tax                             | 7 136          | 6 970          | 2,4 %         | 20 405          | 12 404          | 64,5 %        | 13 447           |
| Exchange differences on foreign<br>operations     | -3 907         | -8 778         | 55,5 %        | -16 788         | -28 458         | 41,0 %        | -7 187           |
| Total earnings                                    | 3 229          | -1 808         | -278,6 %      | 3 617           | -16 054         | -122,5 %      | 6 260            |

\*) The transition to IFRS 16 had a positive effect on the EBITDA of MNOK 5,7 in Q2 2019 and MNOK 11.4 YTD 2019.



# Consolidated balance sheet

| KNOK                                    | 30.06.2019     | 30.06.2018     | 31.03.2019     | 01.01.2019     | 31.12.2018     |
|---|----------------|----------------|----------------|----------------|----------------|
| <b>ASSETS</b>                           |                |                |                |                |                |
| Intangible assets                       | 50 745         | 65 481         | 55 464         | 60 280         | 60 280         |
| Goodwill                                | 134 283        | 127 605        | 135 742        | 141 429        | 141 429        |
| Tangible assets                         | 56 908         | 62 969         | 55 573         | 58 086         | 58 086         |
| Tangible assets leasing IFRS 16         | 60 726         | -              | 65 225         | 70 584         | -              |
| Long term investments                   | 1 106          | 1 628          | 984            | 849            | 849            |
| Deferred tax                            | 8 596          | 17 208         | 10 233         | 13 601         | 13 601         |
| Non-current assets                      | 312 364        | 274 892        | 323 220        | 344 829        | 274 245        |
| Goods                                   | 117 124        | 136 608        | 127 689        | 127 897        | 127 897        |
| Accounts receivable                     | 200 093        | 167 416        | 211 587        | 200 340        | 200 340        |
| Prepaid expenses                        | 20 270         | 18 572         | 19 988         | 11 641         | 11 641         |
| Other receivables                       | 6 849          | 11 764         | 6 155          | 14 278         | 14 278         |
| Bank deposits                           | 23 951         | 24 255         | 19 139         | 26 985         | 26 985         |
| Current assets                          | 368 288        | 358 617        | 384 557        | 381 141        | 381 141        |
| <b>TOTAL ASSETS</b>                     | <b>680 652</b> | <b>633 508</b> | <b>707 777</b> | <b>725 970</b> | <b>655 386</b> |
| <b>EQUITY AND LIABILITIES</b>           |                |                |                |                |                |
| Share capital                           | 27 513         | 27 513         | 27 513         | 27 513         | 27 513         |
| Holding of own shares                   | -132           | -65            | -59            | -65            | -65            |
| Other equity                            | 215 966        | 215 375        | 238 110        | 237 689        | 237 689        |
| Total equity                            | 243 348        | 242 823        | 265 564        | 265 137        | 265 137        |
| Long term interest bearing liabilities  | 37 127         | 43 648         | 43 340         | 49 800         | 49 800         |
| Liabilities leasing IFRS 16             | 60 726         | -              | 65 225         | 70 584         | -              |
| Other long term liabilities             | 9 177          | 23 575         | 9 289          | 20 694         | 20 694         |
| Total long term liabilities             | 107 030        | 67 223         | 117 854        | 141 078        | 70 494         |
| Short term interest bearing liabilities | 32 625         | 51 658         | 30 879         | 31 789         | 31 789         |
| Accounts payable                        | 88 358         | 67 245         | 83 766         | 81 326         | 81 326         |
| Taxes payable                           | 184            | 970            | 1 100          | 2 990          | 2 990          |
| Other short term liabilities            | 209 107        | 203 590        | 208 613        | 203 650        | 203 650        |
| Total short term liabilities            | 330 274        | 323 462        | 324 359        | 319 755        | 319 755        |
| <b>TOTAL EQUITY AND LIABILITIES</b>     | <b>680 652</b> | <b>633 508</b> | <b>707 777</b> | <b>725 970</b> | <b>655 386</b> |

## Overview of changes in the equity

| KNOK                                    | Share capital | Treasury shares | Other paid-in equity | Translation variances | Other equity | Total equity |
|---|---------------|-----------------|----------------------|-----------------------|--------------|--------------|
| Equity 31.12.2017                       | 27 513        | -65             | 351 262              | 52 316                | -150 013     | 281 013      |
| Sale of own shares                      | -             | -               | -                    | -                     | -            | -            |
| Dividend 2017                           | -             | -               | -                    | -                     | -22 136      | -22 136      |
| Profit this year after tax              | -             | -               | -                    | -                     | 13 447       | 13 447       |
| Other comprehensive income and expenses | -             | -               | -                    | -7 187                | -            | -7 187       |
| Equity 31.12.2018                       | 27 513        | -65             | 351 262              | 45 130                | -158 703     | 265 137      |
| Sale of own shares                      | -             | -67             | -                    | -                     | -985         | -1 052       |
| Dividend 2018                           | -             | -               | -                    | -                     | -24 355      | -24 355      |
| Profit this year after tax              | -             | -               | -                    | -                     | 20 405       | 20 405       |
| Other comprehensive income and expenses | -             | -               | -                    | -16 788               | -            | -16 788      |
| Equity 30.06.2019                       | 27 513        | -132            | 351 262              | 28 342                | -163 638     | 243 348      |



# Statement of cash flow

| KNOK  | Q2 2019 | Q2 2018 | YTD 2019 | YTD 2018 | Year 2018 |
|---|---------|---------|----------|----------|-----------|
| Ordinary profit before tax  | 8 689   | 9 425   | 25 461   | 15 859   | 26 017    |
| Net interest  | 949     | 770     | 1 807    | 1 283    | 3 129     |
| Tax paid  | -857    | -       | -2 216   | -        | 2 092     |
| Share of profit, associated companies                                     | -122    | -29     | -104     | -147     | -215      |
| Ordinary depreciation   | 8 382   | 9 361   | 16 637   | 18 903   | 37 587    |
| Depreciation IFRS 16  | 5 410   | -       | 10 768   | -        | -         |
| Profit / loss on sale of fixed assets                                     | -       | -395    | -        | -395     | -505      |
| Non-realised loss on financial instruments                                | -       | -       | -        | -        | 476       |
| Change in inventories   | 10 059  | -20 960 | 6 521    | -12 908  | 1 781     |
| Change in receivables   | 10 600  | 977     | -6 053   | -15 474  | -41 955   |
| Change in accounts payable  | 4 999   | 4 951   | 9 848    | -21 075  | -10 424   |
| Change in other accrued items   | -1 654  | 1 884   | -5 484   | 13 629   | 3 383     |
| Cash flow from operational activities                                     | 46 455  | 5 985   | 57 184   | -324     | 21 365    |
| Payments for fixed assets   | -5 287  | -1 732  | -8 112   | -5 615   | -11 070   |
| Payment from sale of fixed assets   | -       | 35 674  | -        | 35 674   | 38 882    |
| Profit on sale to Alimerka  | -       | -21 299 | -        | -21 299  | -21 299   |
| Interest income   | 63      | 82      | 105      | 168      | 843       |
| Cash flow from investment activities                                      | -5 224  | 12 725  | -8 007   | 8 928    | 7 356     |
| Selling of treasury shares  | -1 091  | -       | -1 052   | -        | -         |
| Change in long-term debt  | -4 249  | -5 943  | -12 115  | 16 415   | 29 862    |
| Change in overdraft   | -245    | 1 340   | -750     | -16 426  | -46 830   |
| Interest expenses   | -730    | -852    | -1 305   | -1 451   | -3 972    |
| Dividend paid   | -24 355 | -22 136 | -24 355  | -22 136  | -22 136   |
| Payment of leasing commitments IFRS 16                                    | -5 410  | -       | -10 768  | -        | -         |
| Interest expenses IFRS 16   | -282    | -       | -607     | -        | -         |
| Cash flow from financing activities                                       | -36 361 | -27 590 | -50 951  | -23 598  | -43 076   |
| Net change in liquid assets   | 4 870   | -8 881  | -1 775   | -14 994  | -14 355   |
| Cash and cash equivalents at the start of the period                      | 19 139  | 33 911  | 26 985   | 41 503   | 41 503    |
| Effect of foreign exchange rate fluctuations on foreign currency deposits | -57     | -775    | -1 259   | -2 254   | -163      |
| Cash and cash equivalents at the end of the period                        | 23 951  | 24 255  | 23 951   | 24 255   | 26 985    |

# Key figures

| KNOK                                      | Q2 2019    | Q1 2019    | Q4 2018    | Q3 2018    | Q2 2018    | YTD 2019   | YTD 2018   |
|---|------------|------------|------------|------------|------------|------------|------------|
| <b>Income statement</b>                   |            |            |            |            |            |            |            |
| Operating revenue                         | 287 149    | 288 223    | 307 913    | 233 304    | 276 401    | 575 371    | 526 467    |
| EBITDA                                    | 22 105*    | 27 685*    | 22 483     | 15 167     | 18 326     | 49 789*    | 29 807     |
| Operating revenue EBIT                    | 8 313      | 14 071     | 12 326     | 6 640      | 8 965      | 22 385     | 10 903     |
| Ordinary profit before tax (EBT)          | 8 689      | 16 772     | 5 873      | 4 285      | 9 425      | 25 461     | 15 859     |
| Profit for the year                       | 7 136      | 13 269     | -2 242     | 3 285      | 6 970      | 20 405     | 12 404     |
| EBITDA-margin                             | 7,7 %      | 9,6 %      | 7,3 %      | 6,5 %      | 6,6 %      | 8,7 %      | 5,7 %      |
| EBT-margin                                | 3,0 %      | 5,8 %      | 1,9 %      | 1,8 %      | 3,4 %      | 4,4 %      | 3,0 %      |
| <b>Balance sheet</b>                      |            |            |            |            |            |            |            |
| Non-current assets                        | 312 364*   | 323 220*   | 274 245    | 274 489    | 274 892    | 312 364*   | 274 892    |
| Current assets                            | 368 288    | 384 557    | 381 141    | 365 386    | 358 617    | 368 288    | 358 617    |
| Total assets                              | 680 652    | 707 777    | 655 386    | 639 875    | 633 508    | 680 652    | 633 508    |
| Equity                                    | 243 348    | 265 564    | 265 137    | 248 422    | 242 823    | 243 348    | 242 823    |
| Long-term debt                            | 107 030*   | 117 854    | 70 494     | 58 451     | 67 223     | 107 030*   | 67 223     |
| Short-term debt                           | 330 274    | 324 359    | 319 755    | 333 002    | 323 462    | 330 274    | 323 462    |
| Working capital                           | 228 860    | 255 509    | 246 911    | 239 957    | 236 780    | 228 860    | 236 780    |
| Equity ratio                              | 35,8 %     | 37,5 %     | 40,5 %     | 38,8 %     | 38,3 %     | 35,8 %     | 38,3 %     |
| Liquidity ratio                           | 111,5 %    | 118,6 %    | 119,2 %    | 109,7 %    | 110,9 %    | 111,5 %    | 110,9 %    |
| Net interest bearing debt                 | 106 527**  | 120 306**  | 54 604     | 71 819     | 71 050     | 106 527**  | 71 050     |
| Net leverage multiples                    | 1,22       | 1,44       | 0,81       | 1,09       | 1,10       | 1,22       | 1,10       |
| Net leverage multiples, excluding IFRS 16 | 0,60       | 0,71       | 0,81       | 1,09       | 1,10       | 0,60       | 1,10       |
| <b>Cash Flow</b>                          |            |            |            |            |            |            |            |
| Cash flow from operational activities     | 46 455*    | 10 729     | 20 512     | 1 177      | 5 985      | 57 184     | -324       |
| <b>Share information</b>                  |            |            |            |            |            |            |            |
| Number of shares                          | 44 376 040 | 44 376 040 | 44 376 040 | 44 376 040 | 44 376 040 | 44 376 040 | 44 376 040 |
| Weighted average shares outstanding       | 44 242 976 | 44 274 385 | 44 271 496 | 44 271 496 | 44 271 496 | 44 258 594 | 44 271 496 |
| EBT per shares                            | 0,20       | 0,38       | 0,13       | 0,10       | 0,21       | 0,58       | 0,36       |
| Earnings per share                        | 0,16       | 0,30       | -0,05      | 0,07       | 0,16       | 0,46       | 0,28       |
| Earnings per share, adjusted ***          | 0,25       | 0,39       | 0,05       | 0,17       | 0,27       | 0,64       | 0,51       |
| Equity per share                          | 5,5        | 6,0        | 6,0        | 5,6        | 5,5        | 5,5        | 5,5        |
| Dividend per share                        | 0,55       | -          | -          | -          | 0,50       | -          | 0,50       |
| <b>Employees</b>                          |            |            |            |            |            |            |            |
| Number of employees (end of period)       | 534        | 525        | 538        | 570        | 564        | 534        | 564        |
| Average number of employees               | 530        | 532        | 554        | 567        | 566        | 531        | 570        |

\*) The transition to IFRS 16 had a positive effect on EBITDA and cash flow from operational activities with MNOK 5.7 in Q2 2019 and MNOK 11.4 YTD 2019.

Fixed assets and long-term liabilities include MNOK 60.7 regarding IFRS 16.

\*\*) Net interest-bearing debt includes the effect of IFRS 16 with MNOK 60 726 in Q2 2019, and 65 225 in Q1 2019.

\*\*\*) Earnings per share, adjusted for depreciation of intangible assets, mainly from M&A

## Note 1 Confirmation of reporting framework

The condensed and consolidated quarterly financial statements are prepared in accordance with IAS 34 Interim Financial Reporting. The quarterly financial statements do not contain all the information required in an annual financial statement and should be read in connection with the Group financial statements for 2018.

## Note 2 Key accounting principles

The accounting principles for the report are described in note 2 in the annual financial statements for 2018. The Group financial statements for 2018 were prepared in accordance with the IFRS principles and interpretations thereof, as defined by the EU, as well as other disclosure requirements pursuant to the Norwegian Accounting Act and the Oslo Stock Exchange regulations and rules applicable as at 31.12.2018. The quarterly report and the interim financial statements have not been revised by auditor. StrongPoint has conducted an assessment of IFRS 15, and its implementation will not have any significant impact on the Group. The Group has implemented IFRS 16 Leases beginning 1 January 2019 with a modified retrospective method. The effect of accounting for IFRS 16 is shown as an adjustment of the opening balance on 1 January 2019, without translating comparative figures. See note 5 for further information.

## Note 3 Segmentinformation

### Business areas

| MNOK          | Q2 2019 |        |      | Q2 2018 |        |      | YTD 2019 |        |       | YTD 2018 |        |       | Year 2018 |        |       |
|---------------|---------|--------|------|---------|--------|------|----------|--------|-------|----------|--------|-------|-----------|--------|-------|
|               | Revenue | EBITDA | EBT  | Revenue | EBITDA | EBT  | Revenue  | EBITDA | EBT   | Revenue  | EBITDA | EBT   | Revenue   | EBITDA | EBT   |
| Retail        | 221,7   | 25,2   | 16,8 | 211,0   | 29,3   | 22,9 | 434,3    | 48,5   | 31,9  | 400,4    | 46,3   | 34,4  | 755,6     | 68,4   | 64,2  |
| Cash Security | 25,5    | 1,5    | 0,4  | 19,3    | -9,2   | -9,6 | 60,6     | 7,3    | 5,0   | 40,8     | -14,7  | -14,9 | 152,0     | 2,9    | 0,8   |
| Labels        | 41,8    | 3,9    | -0,6 | 47,9    | 6,8    | 3,4  | 84,8     | 10,0   | 0,8   | 88,5     | 11,0   | 3,9   | 165,6     | 22,9   | 9,0   |
| Elim / ASA    | -1,8    | -8,5   | -7,9 | -1,8    | -8,5   | -7,3 | -4,4     | -16,0  | -12,3 | -3,2     | -12,8  | -7,6  | -5,5      | -26,8  | -48,0 |
| Total         | 287,1   | 22,1*  | 8,7  | 276,4   | 18,3   | 9,4  | 575,4    | 49,8*  | 25,5  | 526,5    | 29,8   | 15,9  | 1 067,7   | 67,5   | 26,0  |

\*) The transition to IFRS 16 amounts to MNOK 5.7 in Q2 2019 and MNOK 11.4 YTD 2019.

### Operating revenue by geographical market

| MNOK          | Q2 2019 |       |       | Q2 2018 |      |       | YTD 2019 |       |       | YTD 2018 |       |       | Year 2018 |       |       |
|---------------|---------|-------|-------|---------|------|-------|----------|-------|-------|----------|-------|-------|-----------|-------|-------|
|               | NO      | SWE   | Other | NO      | SWE  | Other | NO       | SWE   | Other | NO       | SWE   | Other | NO        | SWE   | Other |
| Retail        | 80,8    | 68,0  | 72,9  | 53,4    | 60,4 | 97,3  | 151,8    | 131,5 | 151,1 | 111,1    | 129,3 | 160,0 | 227,2     | 241,7 | 286,6 |
| Cash Security | 0,5     | 7,8   | 17,2  | 0,8     | 5,3  | 13,2  | 0,6      | 21,0  | 39,0  | 1,1      | 13,6  | 26,1  | 3,3       | 56,8  | 91,9  |
| Labels        | 15,0    | 26,8  | 0,0   | 18,8    | 29,1 | 0,0   | 30,6     | 54,3  | 0,0   | 33,8     | 54,7  | 0,0   | 64,2      | 101,4 | 0,0   |
| Elim / ASA    | -0,3    | -1,5  | -0,0  | 0,0     | -1,8 | -0,1  | -0,7     | -3,6  | -0,1  | 0,0      | -3,0  | -0,2  | 0,0       | -5,2  | -0,3  |
| Total         | 96,0    | 101,0 | 90,1  | 73,0    | 93,0 | 110,4 | 182,2    | 203,2 | 190,0 | 146,1    | 194,6 | 185,8 | 294,8     | 394,7 | 378,2 |

### Operating revenue by product and service

| MNOK          | Q2 2019   |          | Q2 2018   |          | YTD 2019  |          | YTD 2018  |          | Year 2018 |          |
|---------------|-----------|----------|-----------|----------|-----------|----------|-----------|----------|-----------|----------|
|               | New sales | Service* | New sales | Service* | New sales | Service* | New sales | Service* | New sales | Service* |
| Retail        | 148,3     | 73,5     | 144,1     | 66,9     | 287,1     | 147,2    | 261,5     | 138,9    | 478,6     | 277,0    |
| Cash Security | 16,3      | 9,2      | 9,6       | 9,6      | 41,7      | 18,9     | 19,8      | 21,0     | 105,7     | 46,3     |
| Labels        | 41,8      | 0,0      | 47,9      | 0,0      | 84,8      | 0,0      | 88,5      | 0,0      | 165,6     | 0,0      |
| Elim / ASA    | -1,8      | 0,0      | -1,8      | 0,0      | -4,4      | 0,0      | -3,2      | 0,0      | -5,5      | 0,0      |
| Total         | 204,5     | 82,7     | 199,8     | 76,6     | 409,2     | 166,1    | 366,6     | 159,9    | 744,4     | 323,3    |

\*) Service and licenses

## Note 4 Related parties

No significant transactions between the Group and related parties had taken place as at 30 June 2019.

## Note 5 IFRS 16

The Group has implemented IFRS 16 Leases beginning 1 January 2019 with a modified retrospective method. The effect of accounting for IFRS 16 is shown as an adjustment of the opening balance on 1 January 2019, without translating comparative figures. At the transition to IFRS 16, the Group has listed KNOK 70 583.6 as a right of use in the balance sheet as an asset and correspondingly as a debt liability. StrongPoint leases several objects as buildings and cars that are affected by the transition, listed in the table below. Production equipment that is financially leased is not affected by the transition to IFRS 16 as this has already been carried out in accordance with the principles in IFRS 16.

|                                  | Retail   | Cash<br>Security | Labels   | Q2 2019  | Retail   | Cash<br>Security | Labels   | YTD      | 01.01.19 |
|----------------------------------|----------|------------------|----------|----------|----------|------------------|----------|----------|----------|
| Rent                             | -2 725,8 | -780,3           | -1 001,3 | -4 507,5 | -5 458,7 | -1 622,9         | -2 150,4 | -9 232,0 |          |
| Cars                             | -964,2   | -70,2            | -149,4   | -1 183,9 | -1 700,8 | -141,0           | -300,8   | -2 142,5 |          |
| Other                            | 0,0      | 0,0              | 0,0      | 0,0      | 0,0      | 0,0              | 0,0      | 0,0      |          |
| EBITDA                           | 3 690,1  | 850,6            | 1 150,7  | 5 691,3  | 7 159,5  | 1 763,8          | 2 451,2  | 11 374,6 |          |
| Depreciations                    | 3 520,1  | 819,4            | 1 070,1  | 5 409,6  | 6 805,9  | 1 691,0          | 2 271,0  | 10 767,8 |          |
| Interest                         | 170,0    | 31,2             | 80,6     | 281,8    | 353,6    | 72,8             | 180,3    | 606,7    |          |
| EBT                              | -0,0     | -0,0             | -0,0     | -0,0     | -0,0     | -0,0             | -0,0     | -0,0     |          |
| Tangible assets IFRS 16 Rent     |          |                  |          |          |          |                  |          | 52 941,9 |          |
| Tangible assets IFRS 16 Cars     |          |                  |          |          |          |                  |          | 7 784,5  |          |
| Total tangible assets IFRS 16    |          |                  |          |          |          |                  |          | 60 726,4 | 70 583,6 |
| Leasing commitments ex. interest |          |                  |          |          |          |                  |          | 60 726,4 | 70 583,6 |

## Note 6 Top 20 shareholders as at 30 June 2019

| No. | Name  | No. of shares |         |
|-----|---|---------------|---------|
| 1   | STRØMSTANGEN AS                                 | 3 933 092     | 8,9 %   |
| 2   | HOLMEN SPESIALFOND                              | 3 650 000     | 8,2 %   |
| 3   | AVANZA BANK AB                                  | 1 990 389     | 4,5 %   |
| 4   | HSBC TTEE MARLB EUROPEAN TRUST                  | 1 976 000     | 4,5 %   |
| 5   | PROBITAS HOLDING AS                             | 1 788 276     | 4,0 %   |
| 6   | ZETTERBERG, GEORG (incl. fully owned companies) | 1 640 000     | 3,7 %   |
| 7   | NORDNET BANK AB                                 | 1 512 940     | 3,4 %   |
| 8   | NORDNET LIVSFORSIKRING AS                       | 1 505 946     | 3,4 %   |
| 9   | V. EIENDOM HOLDING AS                           | 1 500 578     | 3,4 %   |
| 10  | VERDADERO AS                                    | 1 137 781     | 2,6 %   |
| 11  | WAALER, JØRGEN (incl. fully owned companies)    | 1 000 000     | 2,3 %   |
| 12  | GLAAMENE INDUSTRIER AS                          | 873 549       | 2,0 %   |
| 13  | RING, JAN                                       | 869 372       | 2,0 %   |
| 14  | MP PENSJON PK                                   | 777 402       | 1,8 %   |
| 15  | GRESSLIEN, ODD ROAR                             | 640 000       | 1,4 %   |
| 16  | SKANDINAVISKA ENSKILDA BANKEN AB                | 533 755       | 1,2 %   |
| 17  | JOHANSEN, STEIN                                 | 500 000       | 1,1 %   |
| 18  | EVENSEN, TOR COLKA                              | 435 000       | 1,0 %   |
| 19  | JACOBSEN, SVEIN (incl. fully owned companies)   | 400 000       | 0,9 %   |
| 20  | FLASKAMP INVEST S.A.                            | 378 219       | 0,9 %   |
|     | Sum 20 largest shareholders                     | 27 042 299    | 60,9 %  |
|     | Sum 1 564 other shareholders                    | 17 333 741    | 39,1 %  |
|     | Sum all 1 584 shareholders                      | 44 376 040    | 100,0 % |



## Definitions

|                                |  |
|--------------------------------|--|
| Working capital                | Inventories + accounts receivables – accounts payable            |
| Equity per share               | Book value equity / number of shares                             |
| Operating revenue              | Sales revenue and profit from AC, Service companies              |
| Operating revenue per employee | Operating revenue / average number of employees                  |
| Operating cost per employee    | Operating cost / average number of employees                     |
| EBT                            | Profit before tax  |
| EBT-margin                     | EBT / operating revenue  |
| EBIT                           | Operating profit   |
| EBITDA                         | Operating profit + depreciation fixed assets and tangible assets |
| EBITDA-margin                  | EBITDA / operating revenue                                       |
| Equity ratio                   | Book value equity / total assets                                 |
| Weighted average basic shares  | Issued shares adjusted for own shares on average for the year    |
| Liquidity ratio                | Current assets / short term debt                                 |
| Earnings per share             | Paid dividend per share throughout the year                      |









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