

StrongPoint Q1 2026

29 April 2026



Agenda

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Customer success

Q1 2026 financials

Outlook



Jacob Tveraabak

Chief Executive Officer



Marius Drefvelin

Chief Financial Officer

Highlights

Financial highlights Q1

- Revenue: 342 MNOK (-1%)
- Recurring revenue* 384 MNOK (+3%)
- EBITDA: 10 MNOK (10)
- Cash flow from operations: -9 MNOK (8)

Customer success

- UK grocery retailer Iceland Foods has signed an agreement to trial StrongPoint's Order Picking for its e-commerce fulfillment
- Norwegian Grocery Retailer NorgesGruppen entered into agreement for CashGuard and orders Vensafe for its Meny brand
- Multiple AutoStore automation projects signed in the UK

About StrongPoint



StrongPoint at a glance



1.4 Bn NOK annual revenue



384 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 grocery
retailers more efficient
and sustainable**

Solutions: solving **5** grocery **challenges** and **unlocking** strategic **opportunities**

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 scales & weighing devices
- Vensafe Select & Collect

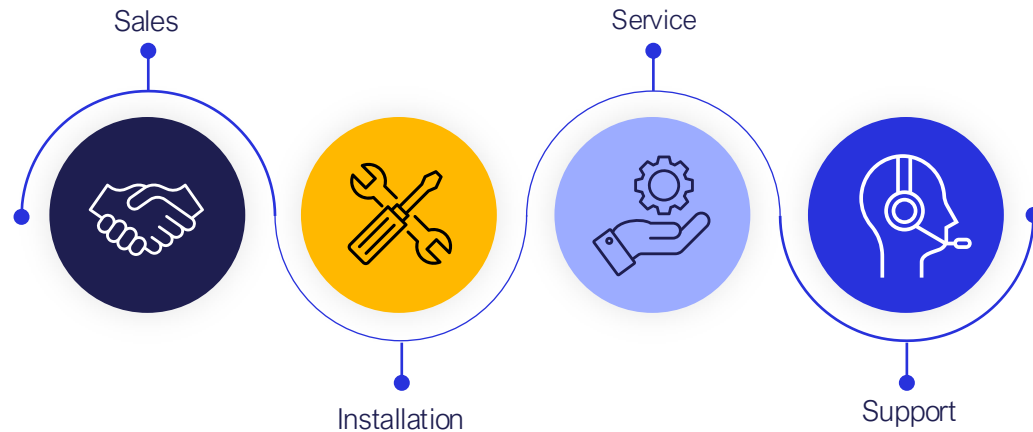
05 CASH HANDLING

- CashGuard
- Developing next-generation cash automation solution



Where we operate

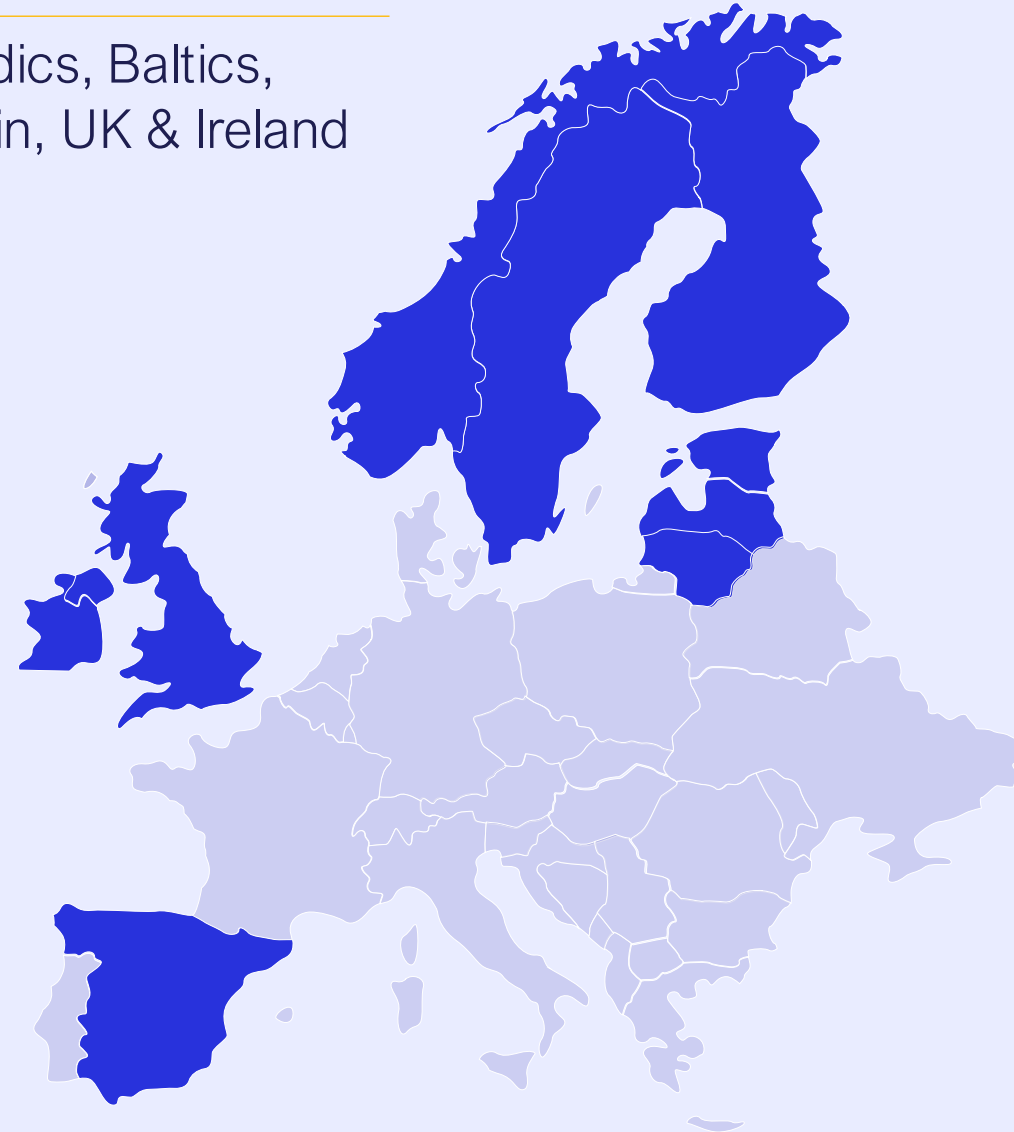
- Direct operations in 9 core countries with full local support from sales to service
- Managing entire value chain = capture more revenue and build deeper customer intimacy



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



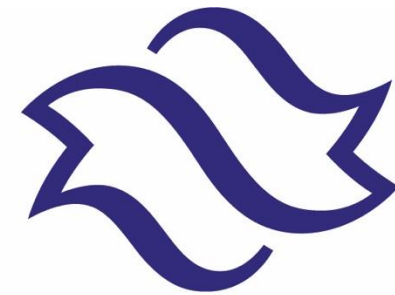
UK grocery retailer Iceland Foods picks StrongPoint's Order Picking

- UK grocery retailer Iceland Foods signed an agreement to trial StrongPoint's Order Picking solution for all its grocery e-commerce orders
- Iceland Foods is a well-known UK grocery retailer with approximately 980 stores across the country
- The project will begin with a planned proof of value phase in 2026, with a broader rollout to follow subject to satisfactory results

Iceland

Norwegian grocery retailer NorgesGruppen orders CashGuard and Vensafe

- Largest grocery retailer in Norway, NorgesGruppen updates their existing installed base of StrongPoint's CashGuard and Vensafe solutions
- The CashGuard agreement covers the replacement of part of the installed base where the existing solutions have reached end of life
- The Vensafe solutions are exclusively for their MENY grocery retail brand



NorgesGruppen

UK signs multiple AutoStore automation projects

- StrongPoint UK has been chosen to design and install three AutoStore automation solutions
- One project is for the traditional AutoStore automated solution for a leading UK-based global e-commerce retailer
- Two other projects are for AutoStore's Pio, their more compact automated solution



Updates on: Order Picking and CashGuard Connect

Order Picking with:

Sainsbury's

- StrongPoint's Order Picking solution was selected by Sainsbury's, UK's second largest grocery chain
- At the end of Q1, the solution was live in a double-digit number of stores
- The rollout has proven to require additional work from both parties. We are working closely with the customer to ensure the rollout continues over the months and quarters to come

CashGuard Connect:

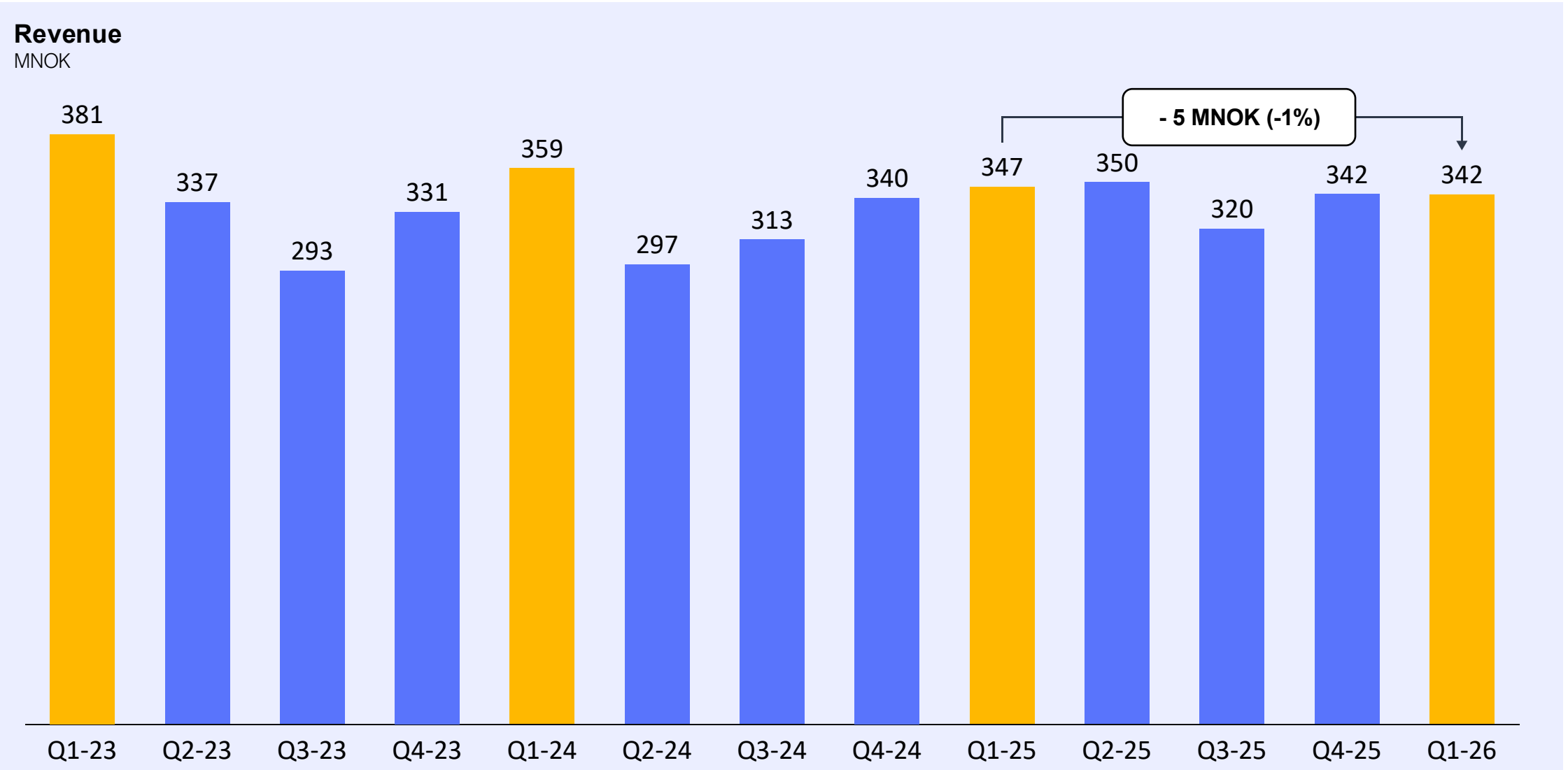


- CashGuard Connect is a fully closed-loop cash management solution
- Currently under development
- Legal proceeding with our JV minority partner Hart Automation regarding their insolvency proceedings. Proceedings are progressing, but not yet concluded

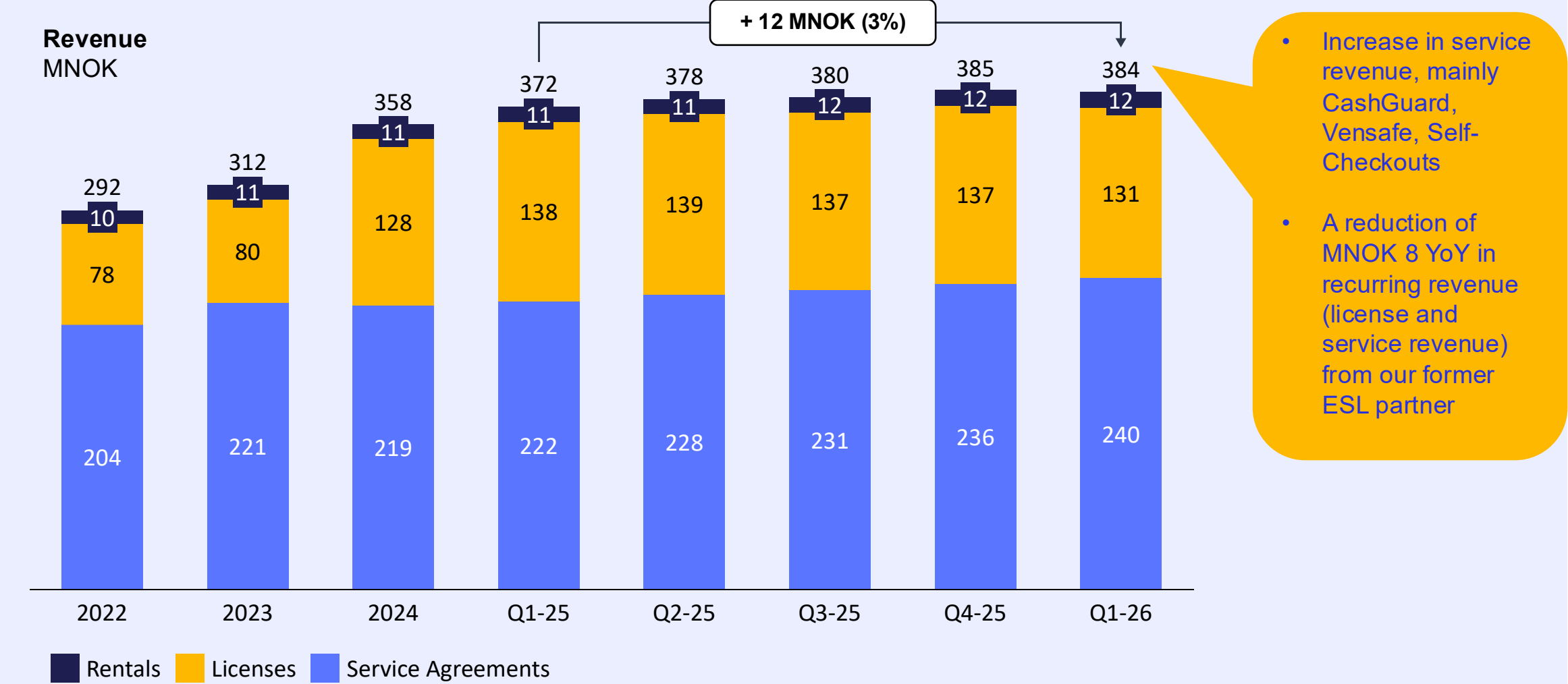
Q1 2026 financials



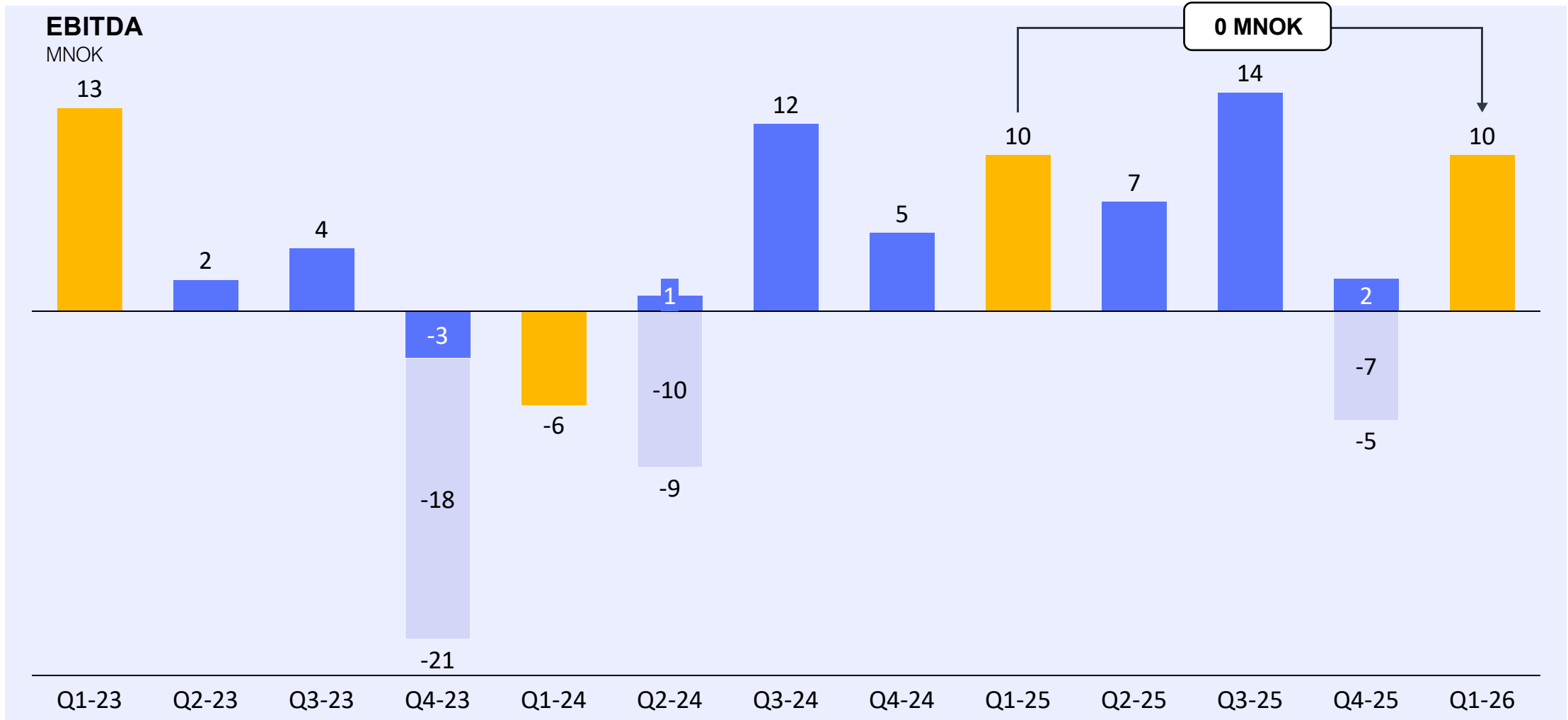
1st quarter revenue



Total recurring revenue (12 months rolling)

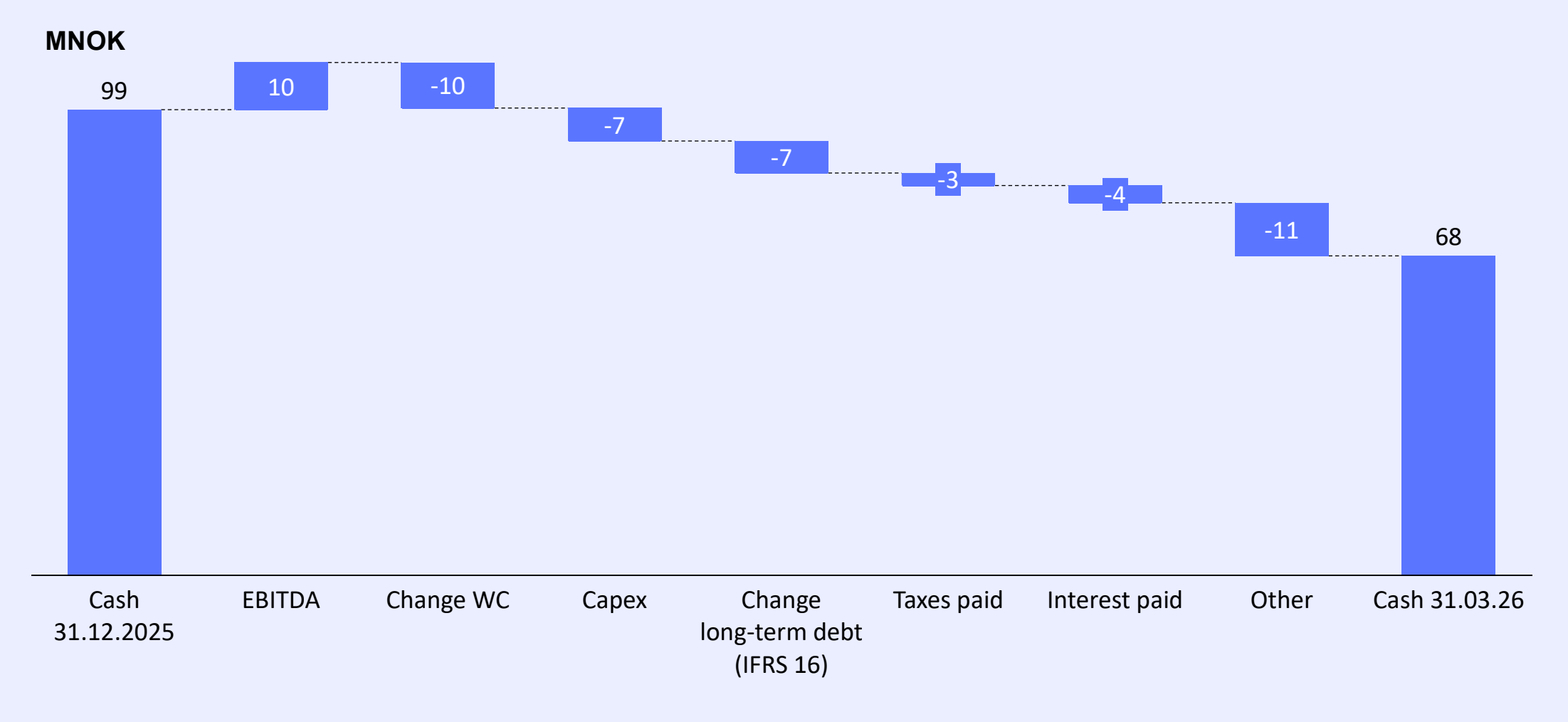


1st quarter EBITDA

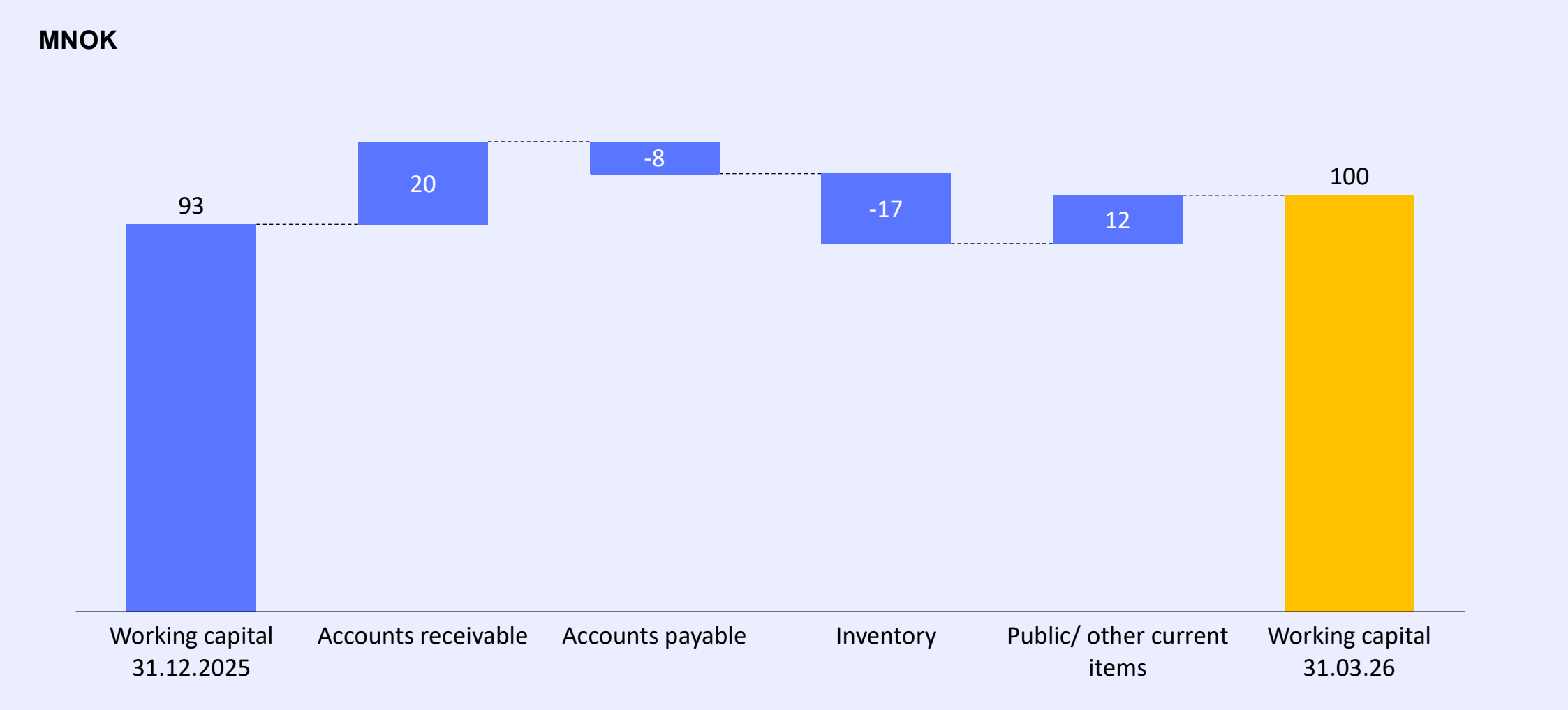


The Q4 2023 EBITDA reported was -20.6 MNOK, including non-recurring restructuring and M&A costs of 7.3 MNOK and write-downs 10.6 MNOK. Excluding these adjustments, the Q4 2023 EBITDA adjusted was -2.7 MNOK.
 The Q2 2024 EBITDA reported was -9.1 MNOK, including non-recurring restructuring costs of 10 MNOK. Excluding these adjustments, the Q2 2024 EBITDA adjusted was 0.9 MNOK.
 The Q4 2025 EBITDA reported was -4.9 MNOK, including non-recurring restructuring costs of 7 MNOK. Excluding these adjustments, the Q4 2025 EBITDA adjusted was 2.1 MNOK.

Cash Flow movements in 2026

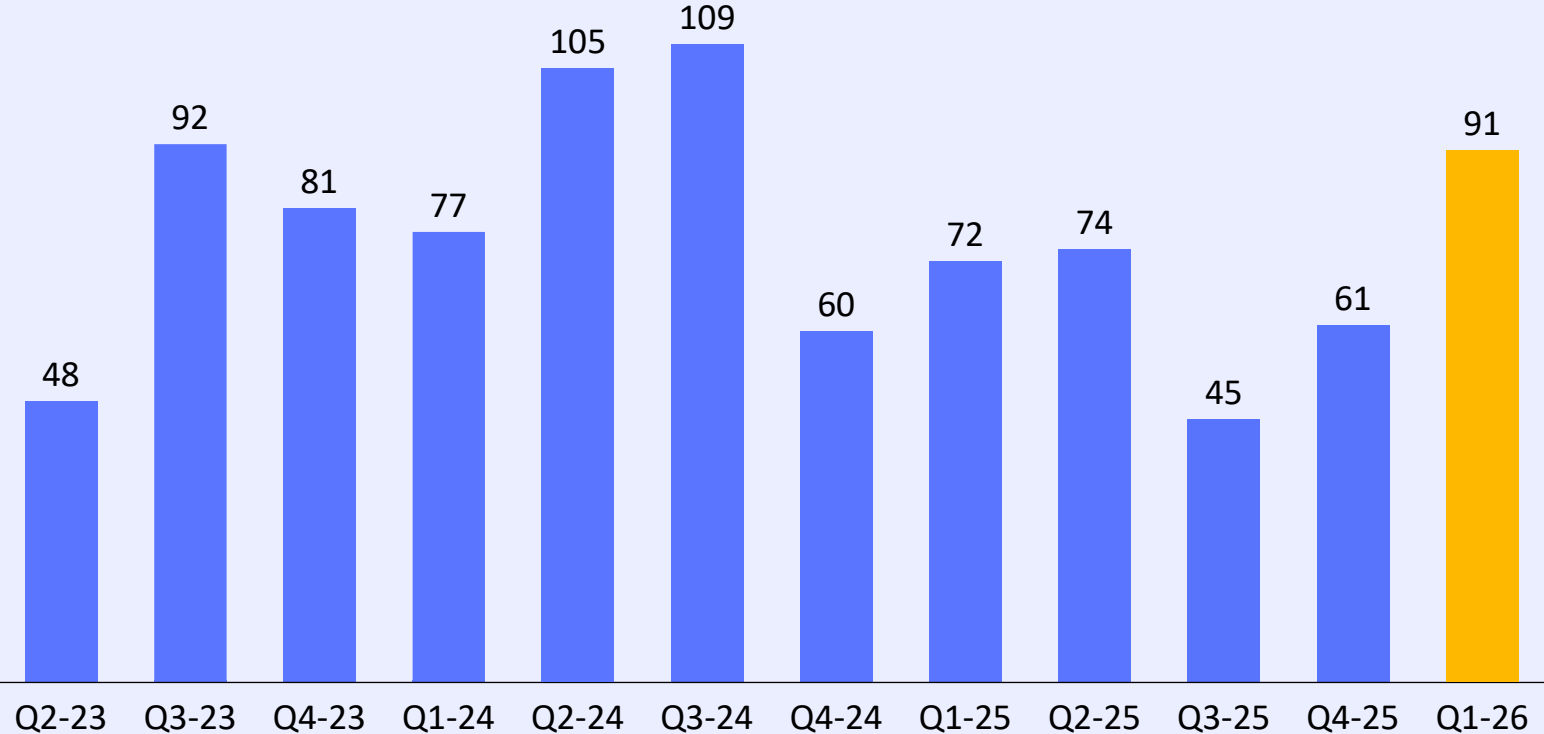


Changes in main working capital items in 2026



Net interest-bearing debt

Net interest-bearing debt
MNOK



Disposable funds of NOK 68 million as per Q1 2026. (NOK 99 million as per Q4 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:

- Building and sustaining Customer Intimacy, getting grocery retailers' trust in bringing our diverse solution portfolio to market
 - Strong market characteristics for retail technology and digitalization long-term, especially with global SaaS E-Commerce opportunities
 - Healthy revenue growth, >10% EBITDA margin
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Next presentation

- AGM 29 April 2026 at 10:00 CET
- Q2 2026 presentation 10 July 2026

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Thank you

