

StrongPoint Q2 2026

10 July 2026



Agenda

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Customer success

Q2 2026 financials

Outlook



Jacob Tveraabak

Chief Executive Officer



Marius Drefvelin

Chief Financial Officer

Highlights

Financial highlights Q2

- Revenue: 342 MNOK (-2%)
- LTM recurring revenue* 372 MNOK (-2%)
- EBITDA: 5 MNOK (7), including 4 MNOK one-off costs
- Cash flow from operations: 49 MNOK (20)

Customer success

- First major contract with Vusion for Coop Estonia
- AutoStore installations in the UK and Norway
- First e-commerce Order Picking agreement in USA (announced in Q3)

About StrongPoint



StrongPoint at a glance



1.35 Bn NOK annual revenue



~370 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

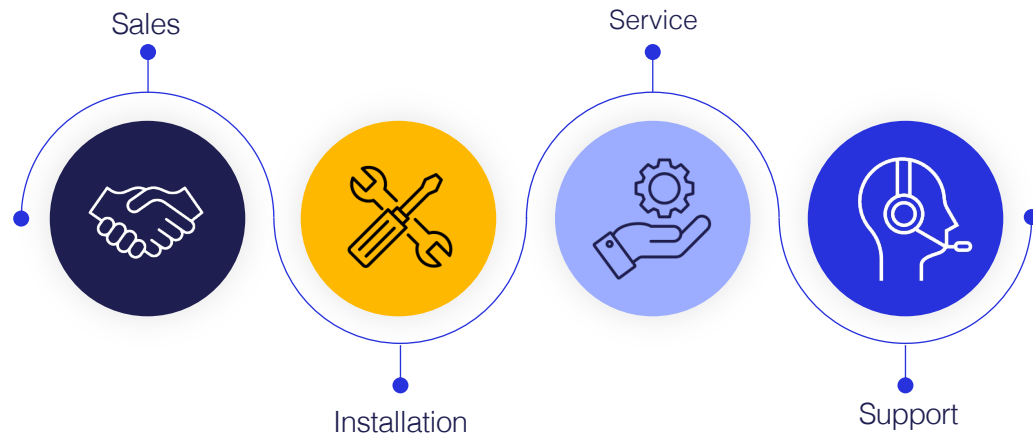
05 CASH HANDLING

- CashGuard
- Developing next-generation cash automation solution



Where we operate

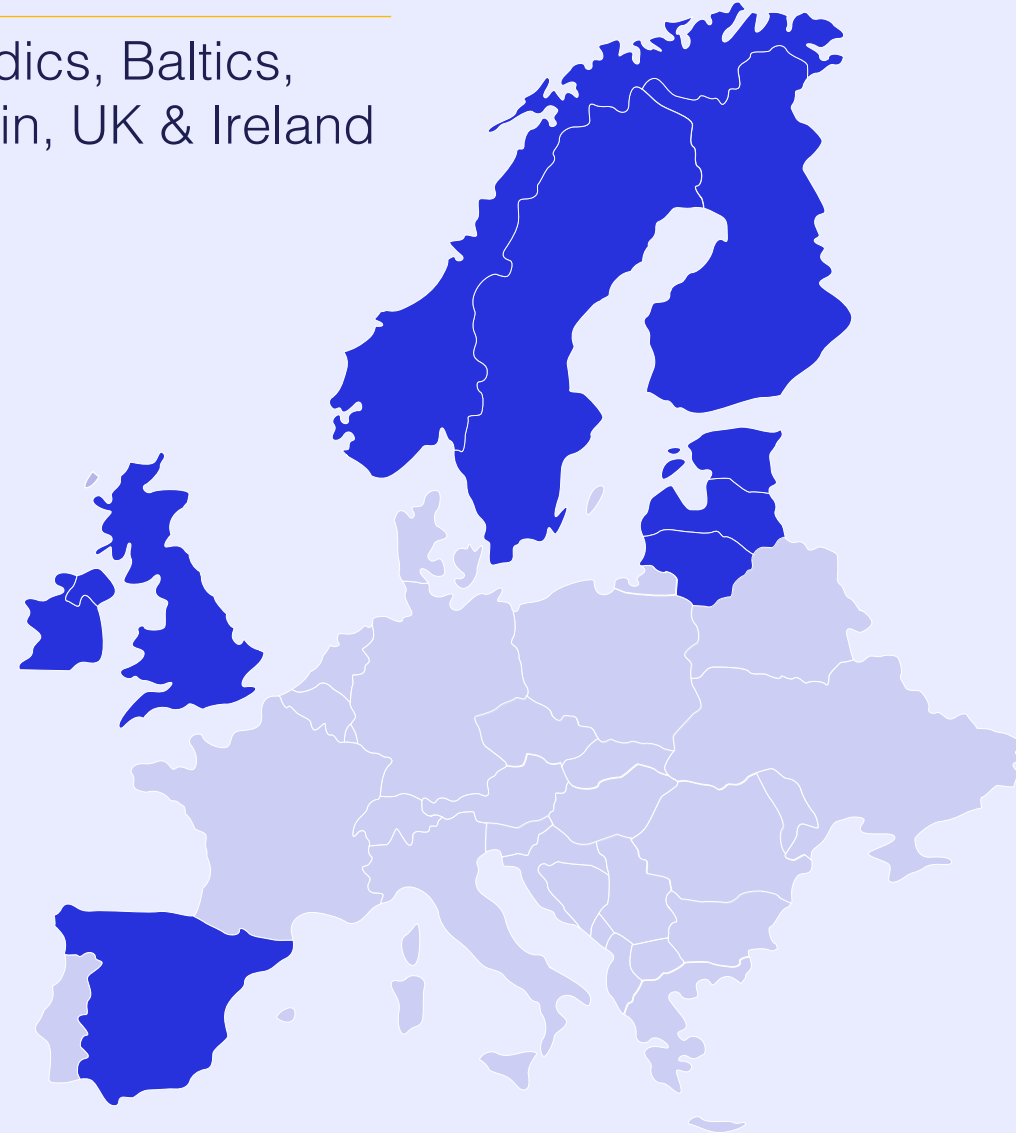
- Direct operations in 9 core countries with full local support from sales to service
- Managing entire value chain = capture more revenue and build deeper customer intimacy



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



First major ESL project with Vusion

- Selected by Estonia's largest grocery retailer, Coop Estonia, as exclusive Electronic Shelf Label supplier with Vusion
- First major Electronic Shelf Label project following the launch of multi-faceted partnership with Vusion



AutoStore projects in UK and Norway

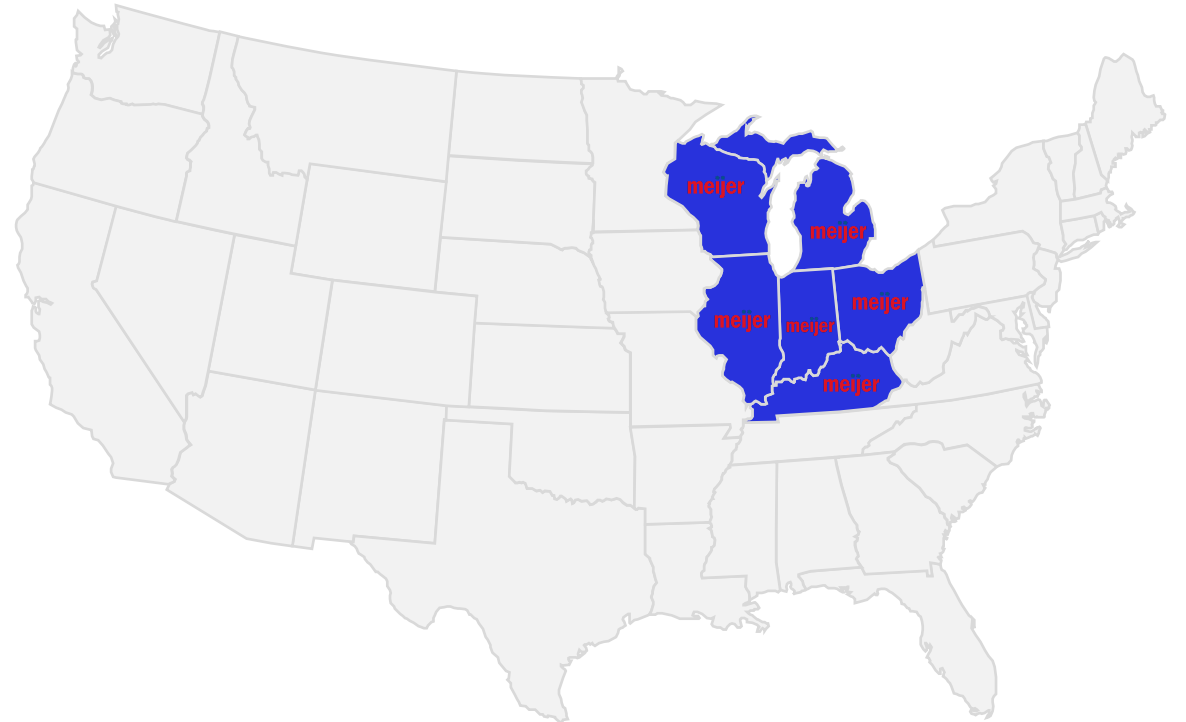
- Secured two new AutoStore projects in the UK and Norway
- The UK project will deliver an AutoStore solution for a e-commerce retailer in the tools, equipment and DIY sector
- The Norwegian project will deliver the retailer's first AutoStore solution for their e-commerce operations



First e-commerce Order Picking contract in the US

The Meijer logo consists of the word "meijer" in a bold, lowercase, red sans-serif font. Above the 'i' and 'j' are two dark blue dots, one above each letter.

- Meijer is an American grocery retailer with locations across six U.S. states: Michigan, Illinois, Indiana, Kentucky, Ohio and Wisconsin
- 500+ grocery supercenters and grocery stores with USD 22 billion turnover, and mature grocery e-commerce
- StrongPoint's solution will process all Meijer's in-store e-commerce order fulfillment



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
- Our solution is live in a double-digit number of stores, fewer than originally anticipated – so have agreed temporary reduction in volume commitment
- Continue working closely with the customer to ensure successful rollout

CashGuard Connect:

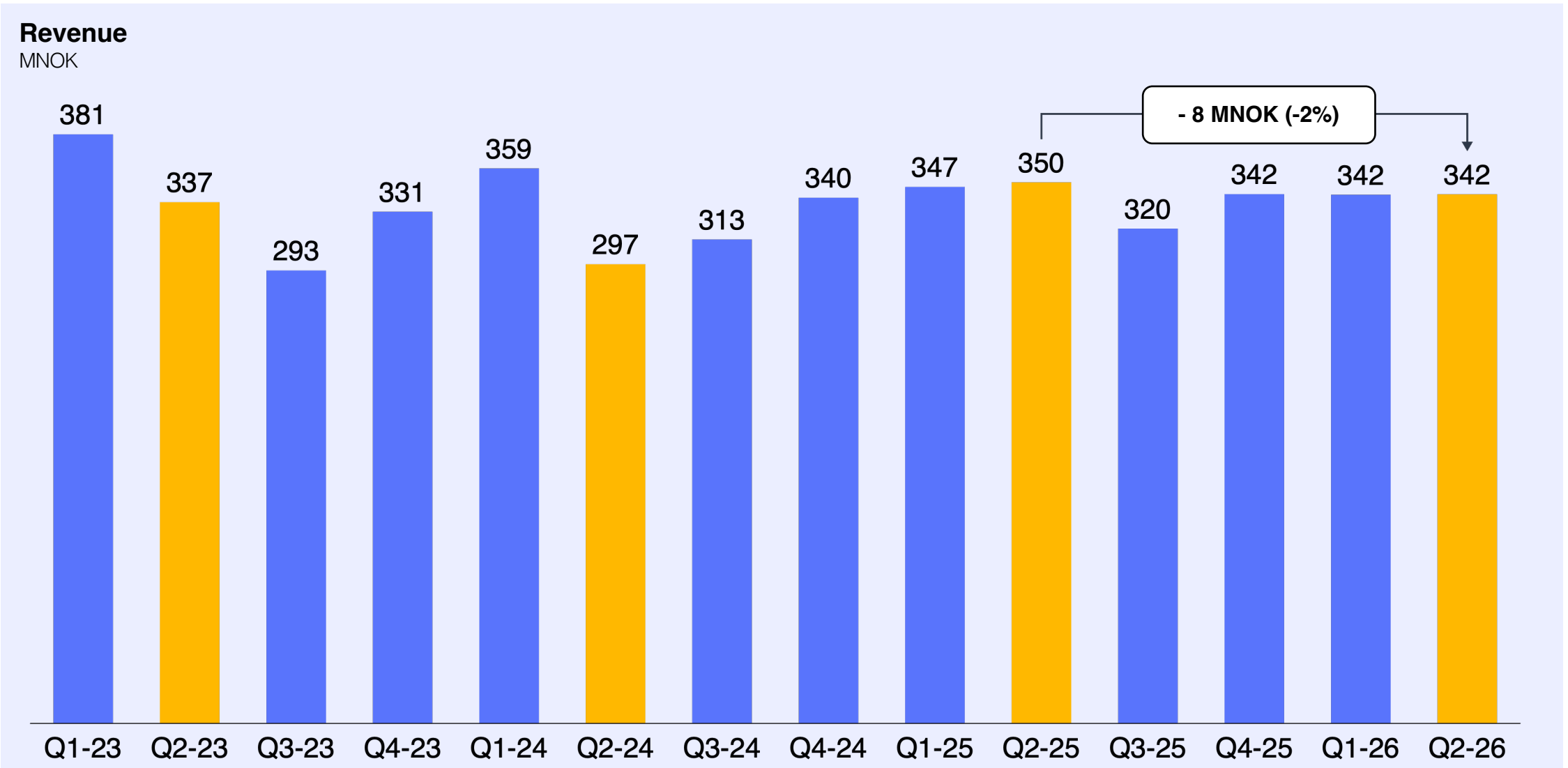


- CashGuard Connect is a fully closed-loop cash management solution
- Technical and commercial update: large-scale solution testing progressing new pilot agreement signed with a Spanish grocery retailer
- Legal proceedings to secure exclusive rights to the IP are progressing, although not yet concluded

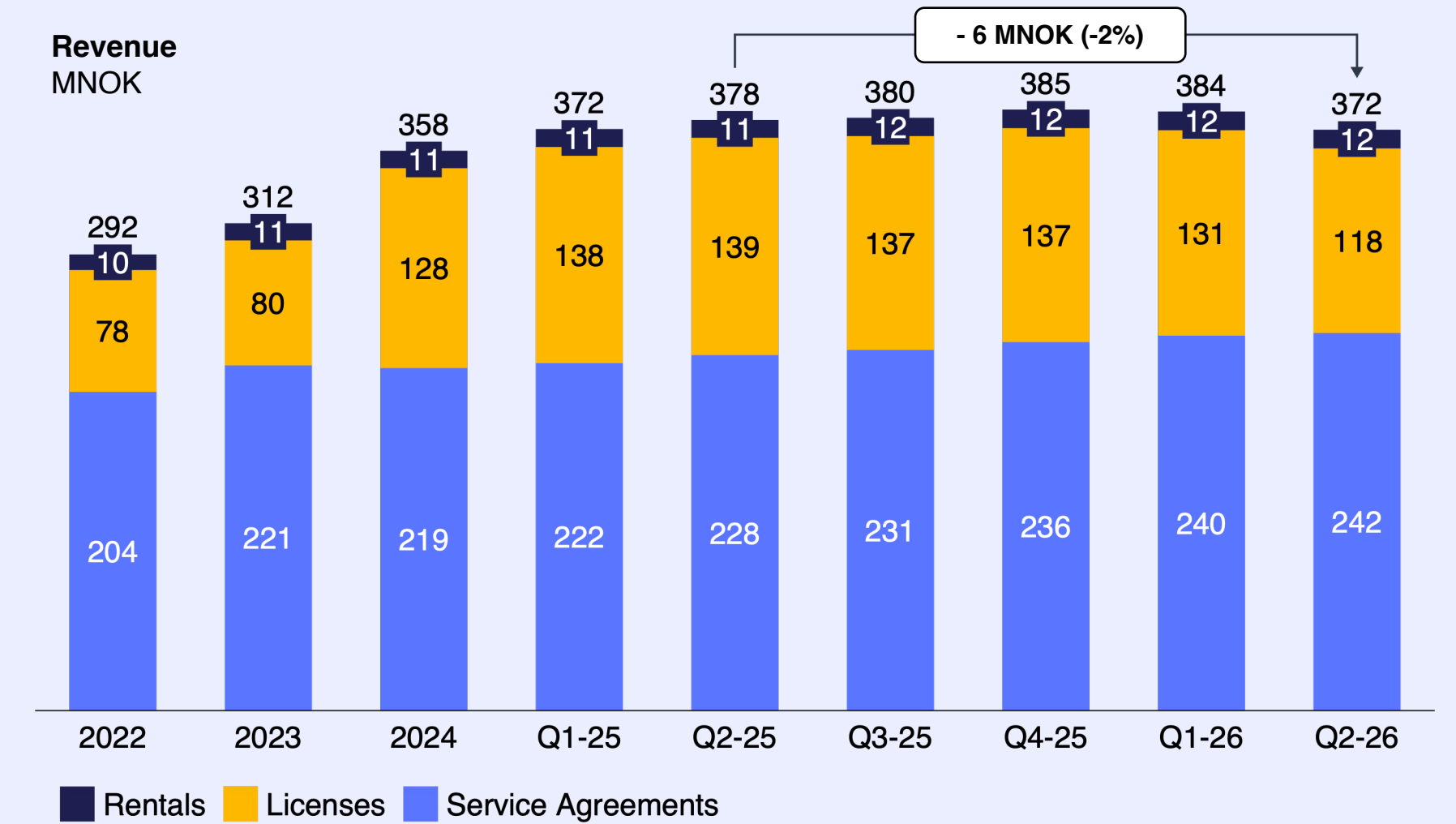
Q2 2026 financials



2nd quarter revenue



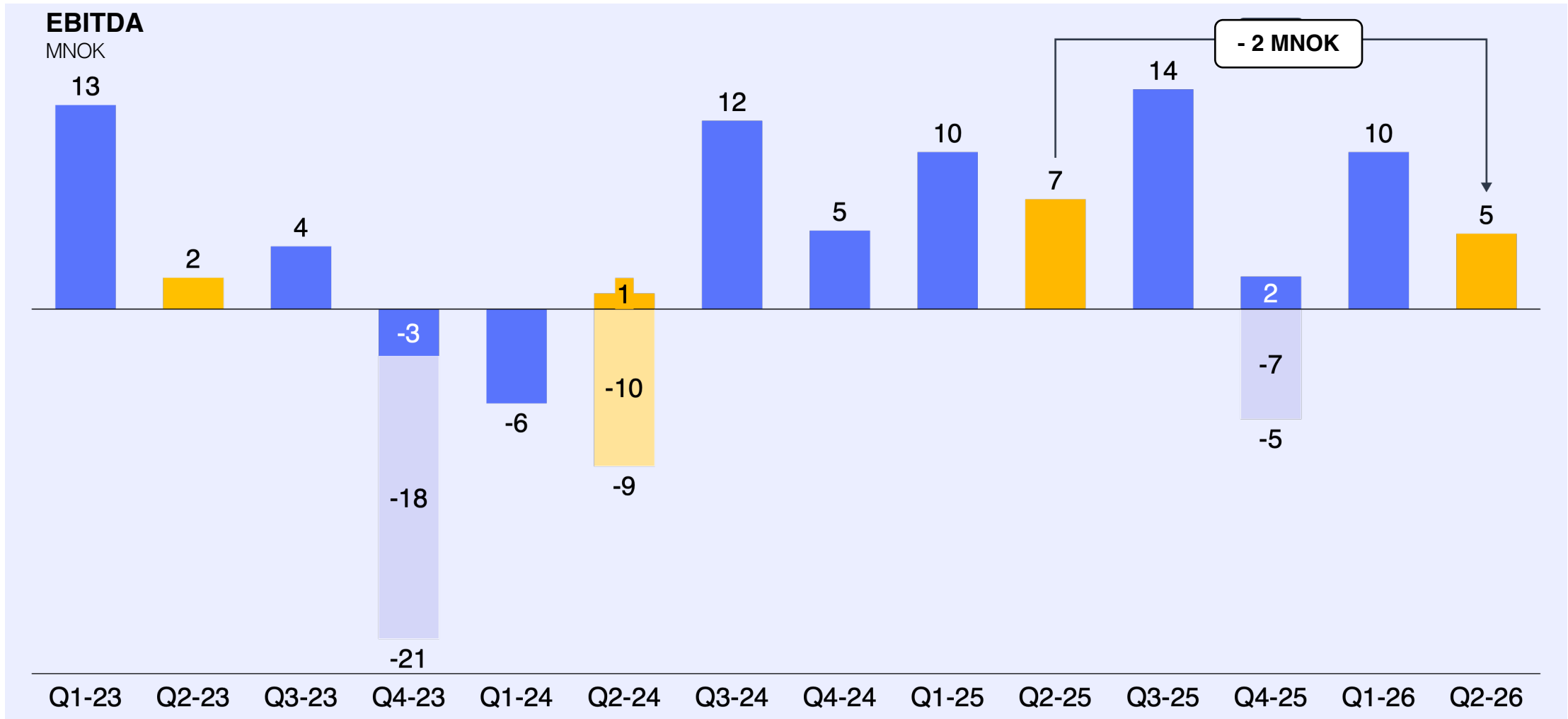
Total recurring revenue (12 months rolling)



Changes vs. Q2 2025

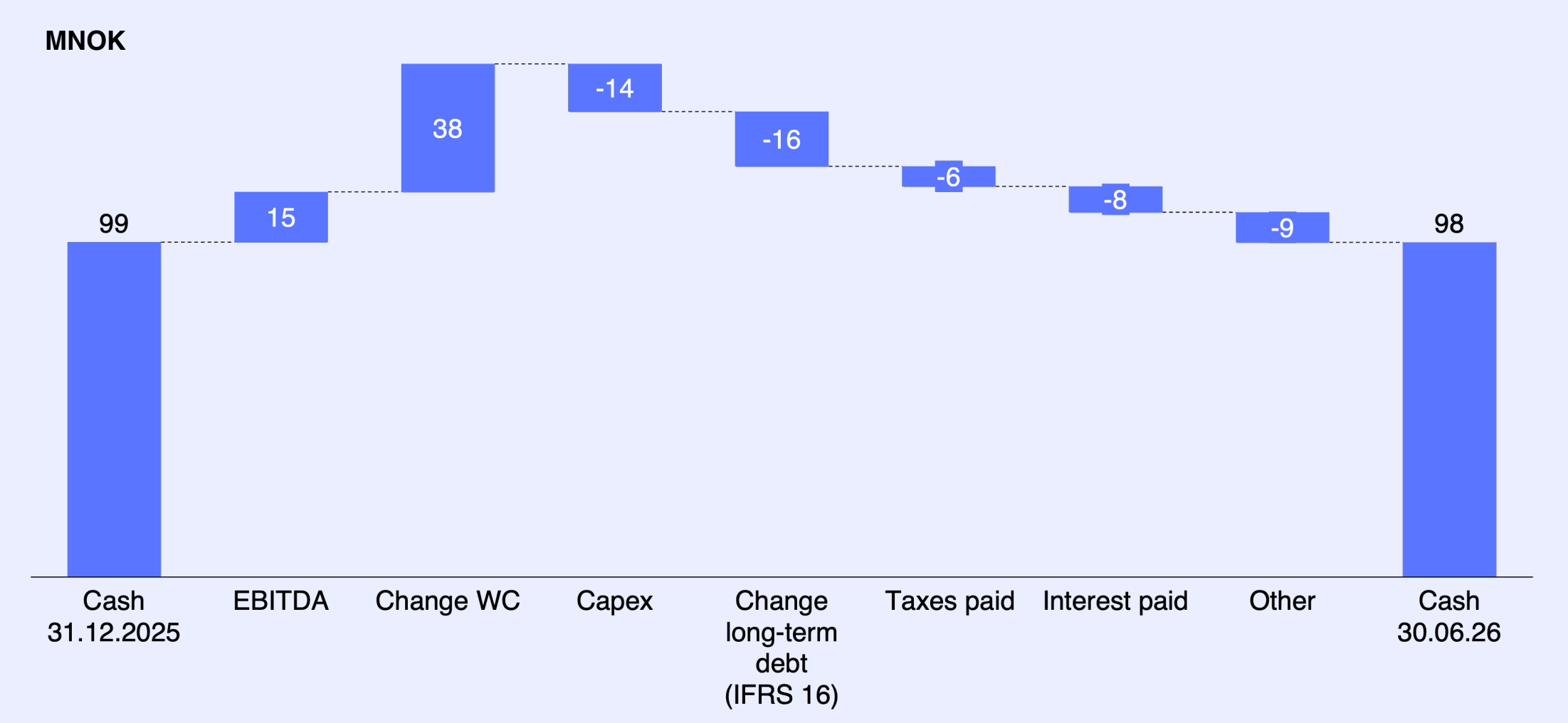
- Increase in service revenue (own IP and 3rd party)
- A reduction of MNOK 20 YoY from our former ESL partner (impacting license and service revenue)
- Temporary reduction in volume commitment on Sainsbury's, impacting license revenue

2nd quarter EBITDA

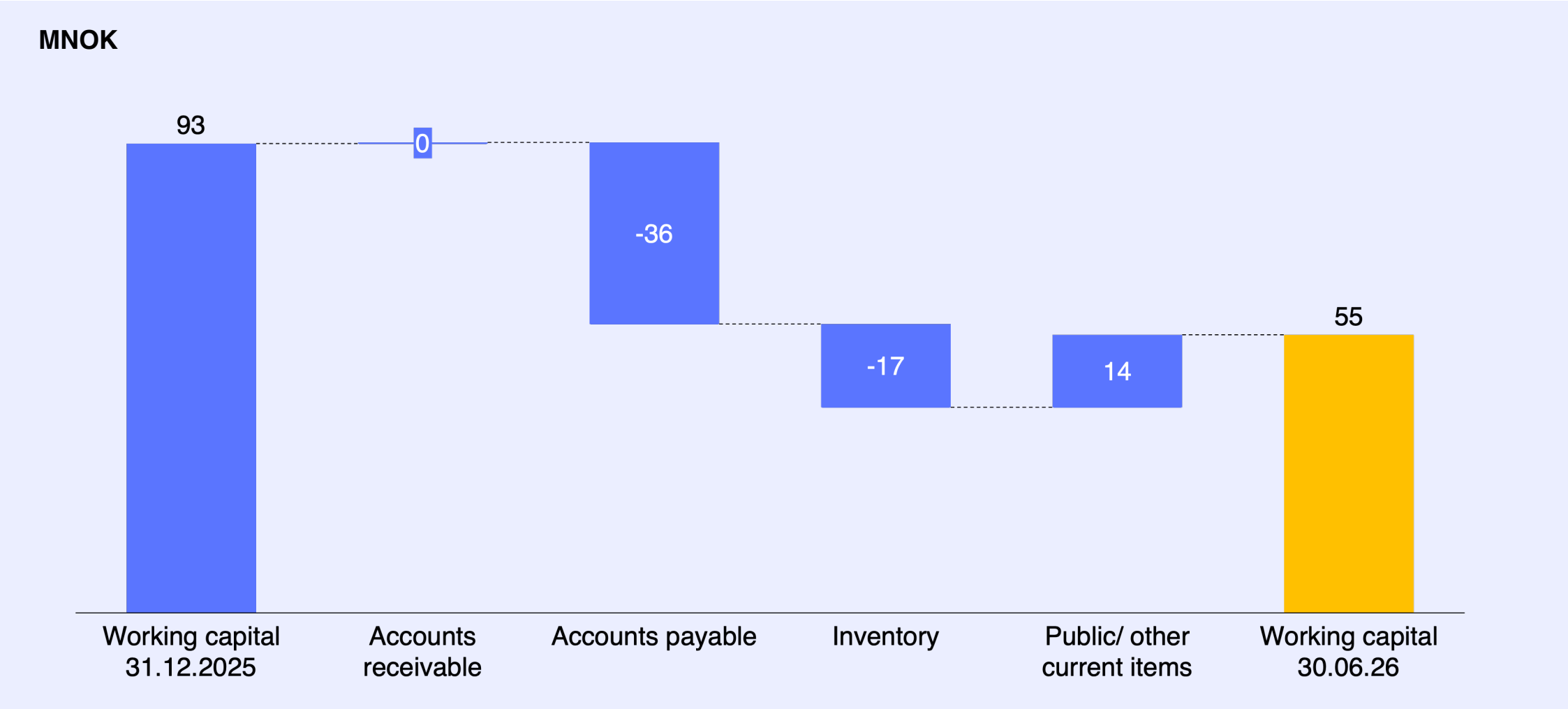


The Q4 2023 EBITDA reported was -20.6 MNOK, including non-recurring restructuring and M&A costs of 7.3 MNOK and write-downs 10.6 MNOK. Excluding these adjustments, the Q4 2023 EBITDA adjusted was -2.7 MNOK.
 The Q2 2024 EBITDA reported was -9.1 MNOK, including non-recurring restructuring costs of 10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

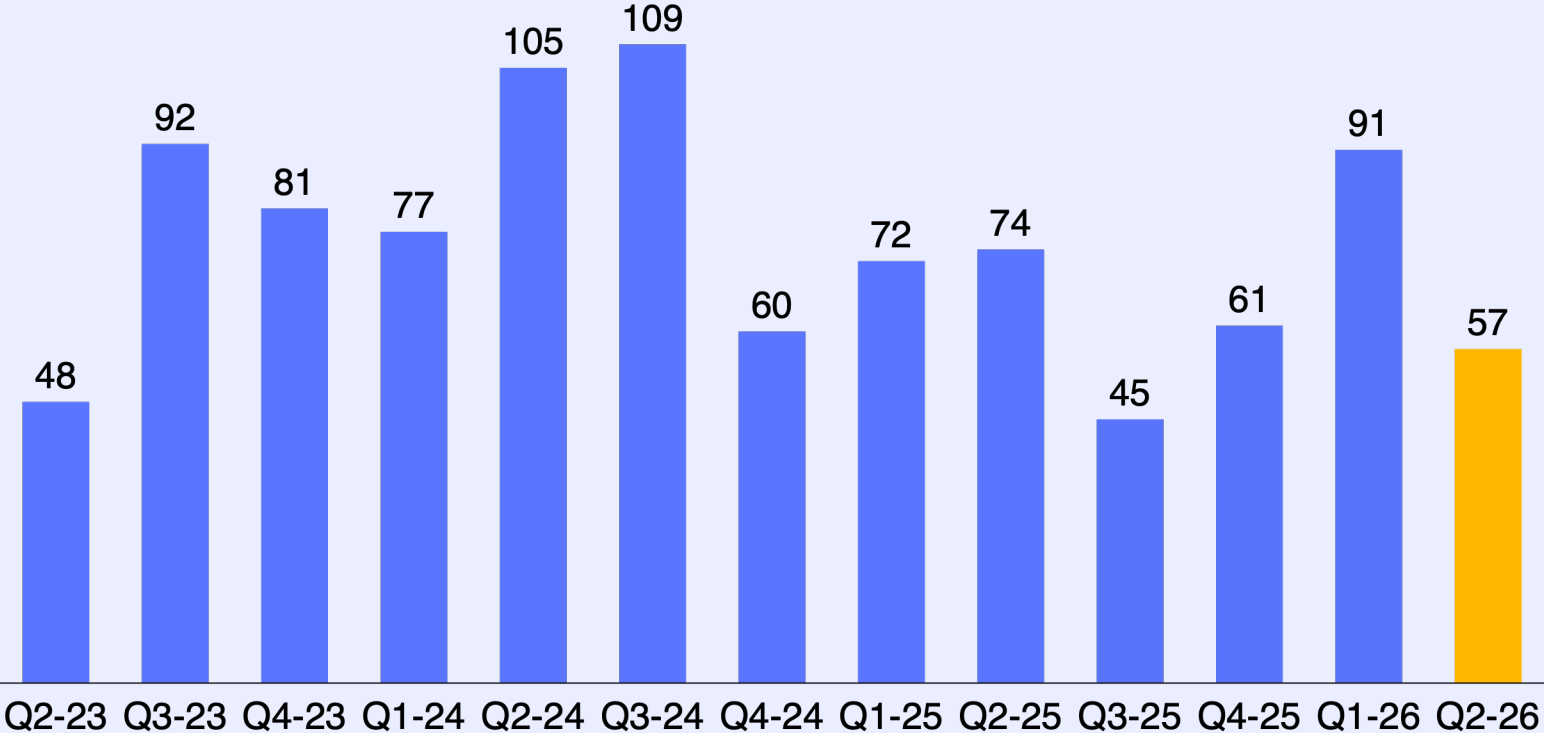


Changes in main working capital items in 2026



Net interest-bearing debt

Net interest-bearing debt
MNOK



Disposable funds of NOK 98 million as per Q2 2026. (NOK 68 million as per Q1 2026)

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 and long-term ambitions

- Identified cost improvement initiatives to increase EBITDA, including optimized administration and IT cost, improved productivity in support and development organizations
 - Focus on delivering successful implementation of signed e-commerce Order Picking agreements to realize projected recurring revenue
 - Long-term ambitions: healthy revenue growth, >10% EBITDA margin
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Next presentation

- Q3 2026 presentation 28 October 2026

Investor relations contact information:

investor@strongpoint.com or
marius.drefvelin@strongpoint.com

Marius Drefvelin, CFO

Mobile: +47 958 956 90

Thank you

