

StrongPoint Q3 2026

28 October 2026



Agenda

Highlights

About StrongPoint

Customer success

Q3 2026 financials

Outlook



Jacob Tveraabak

Chief Executive Officer



Marius Drefvelin

Chief Financial Officer

Highlights in Q3

Financial highlights Q3

- Revenue: 364 MNOK (+14%)
- LTM recurring revenue* 365 MNOK (-4%)
- EBITDA: 18 MNOK (14)
- Cash flow from operations: -19 MNOK (23)

Customer success

- First e-commerce Order Picking agreement in USA with Meijer
- AutoStore installation in Norway for e-commerce retailer VILLOID
- Continued sales of cash management solutions in Nordic region

About StrongPoint



StrongPoint at a glance



1.4Bn NOK annual revenue



~365 MNOK recurring revenue



>80% revenue from grocery retailers



<500 employees



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

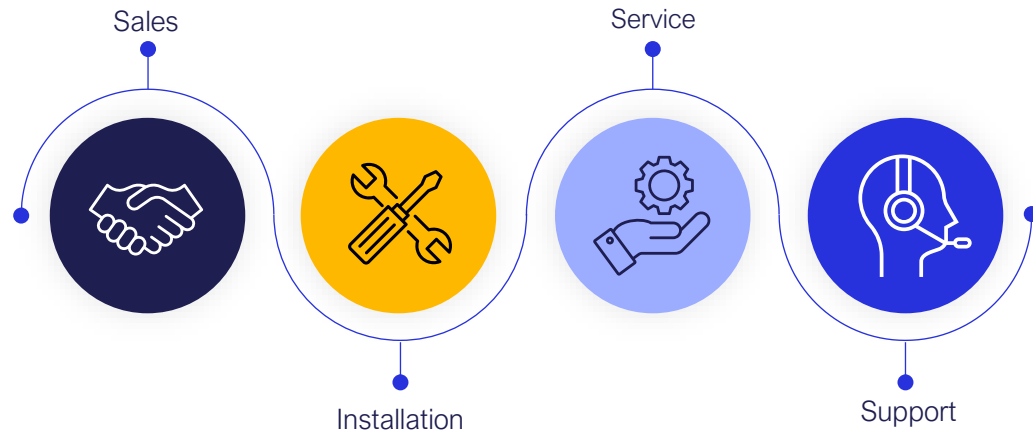
05 CASH HANDLING

- CashGuard
- Developing next-generation cash automation solution



Where we operate

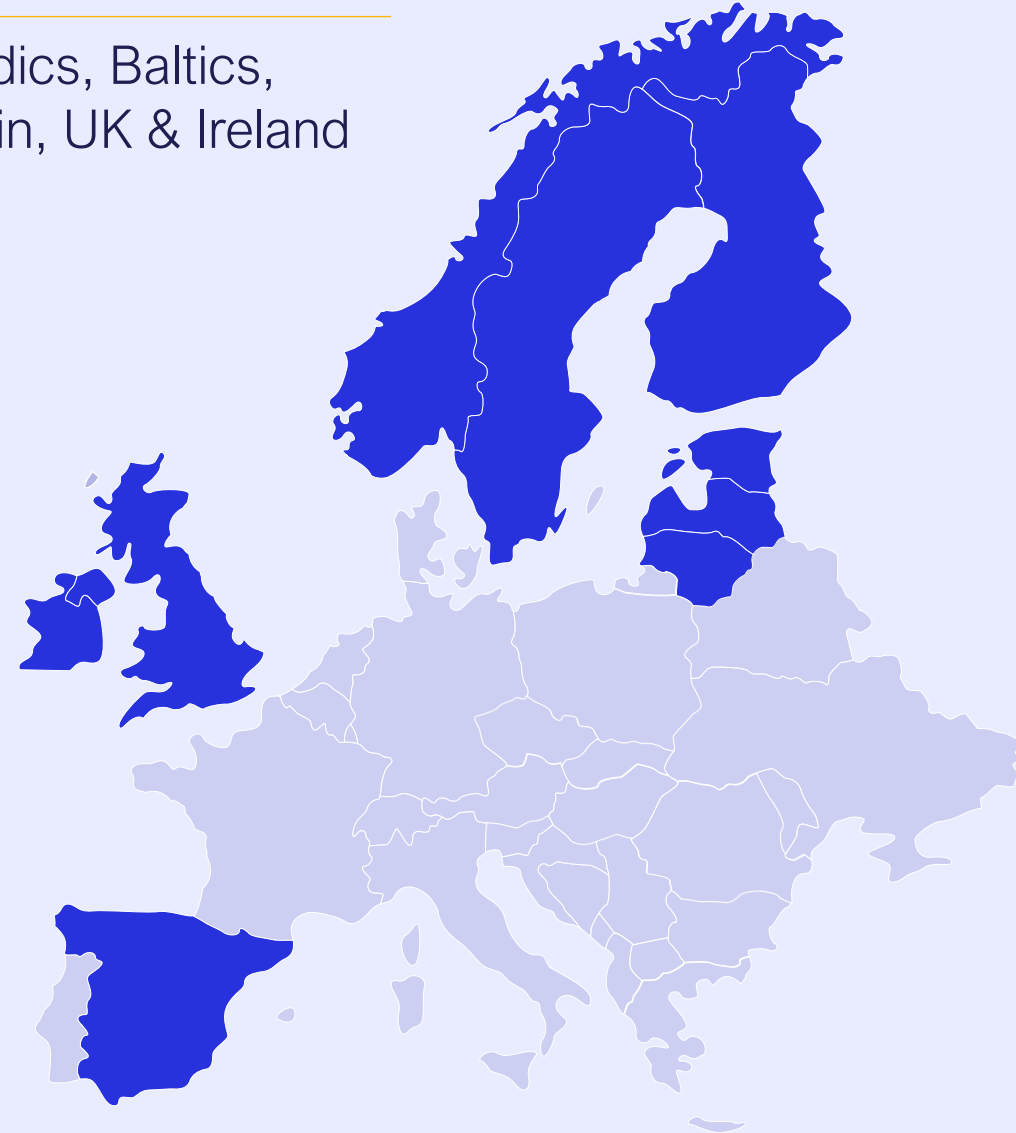
- Direct operations in 9 core countries with full local support from sales to service
- Managing entire value chain = capture more revenue and build deeper customer intimacy



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



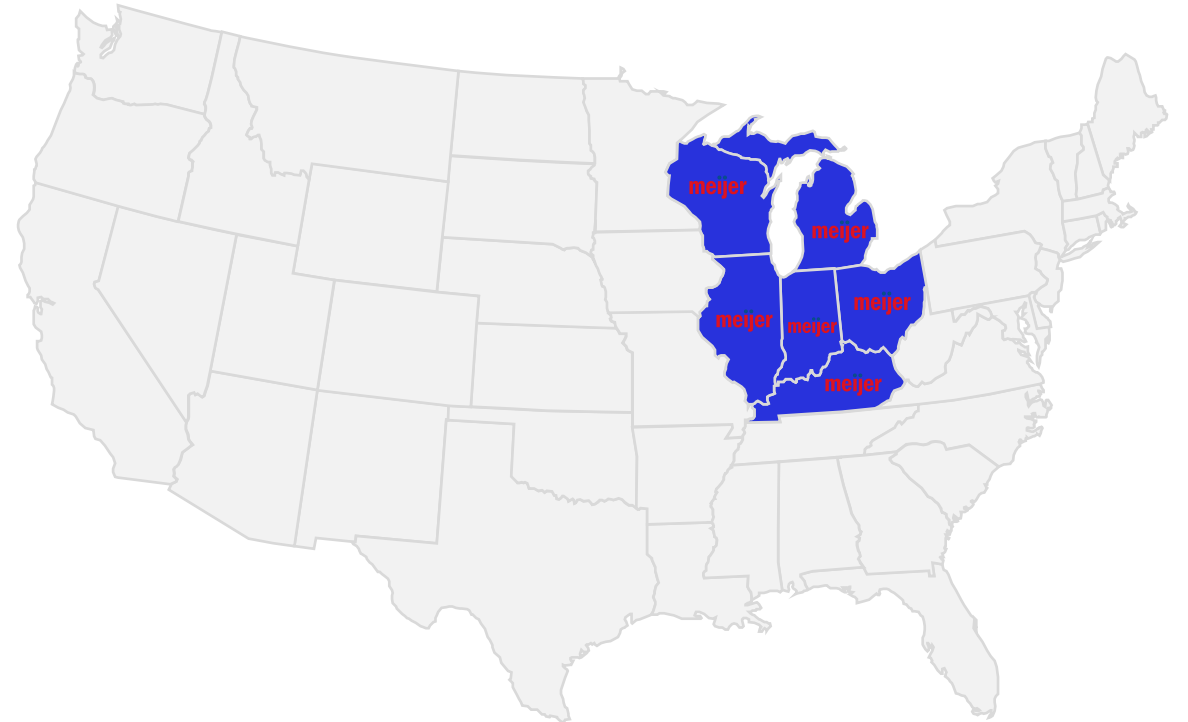
Customer success



First e-commerce Order Picking contract in the US

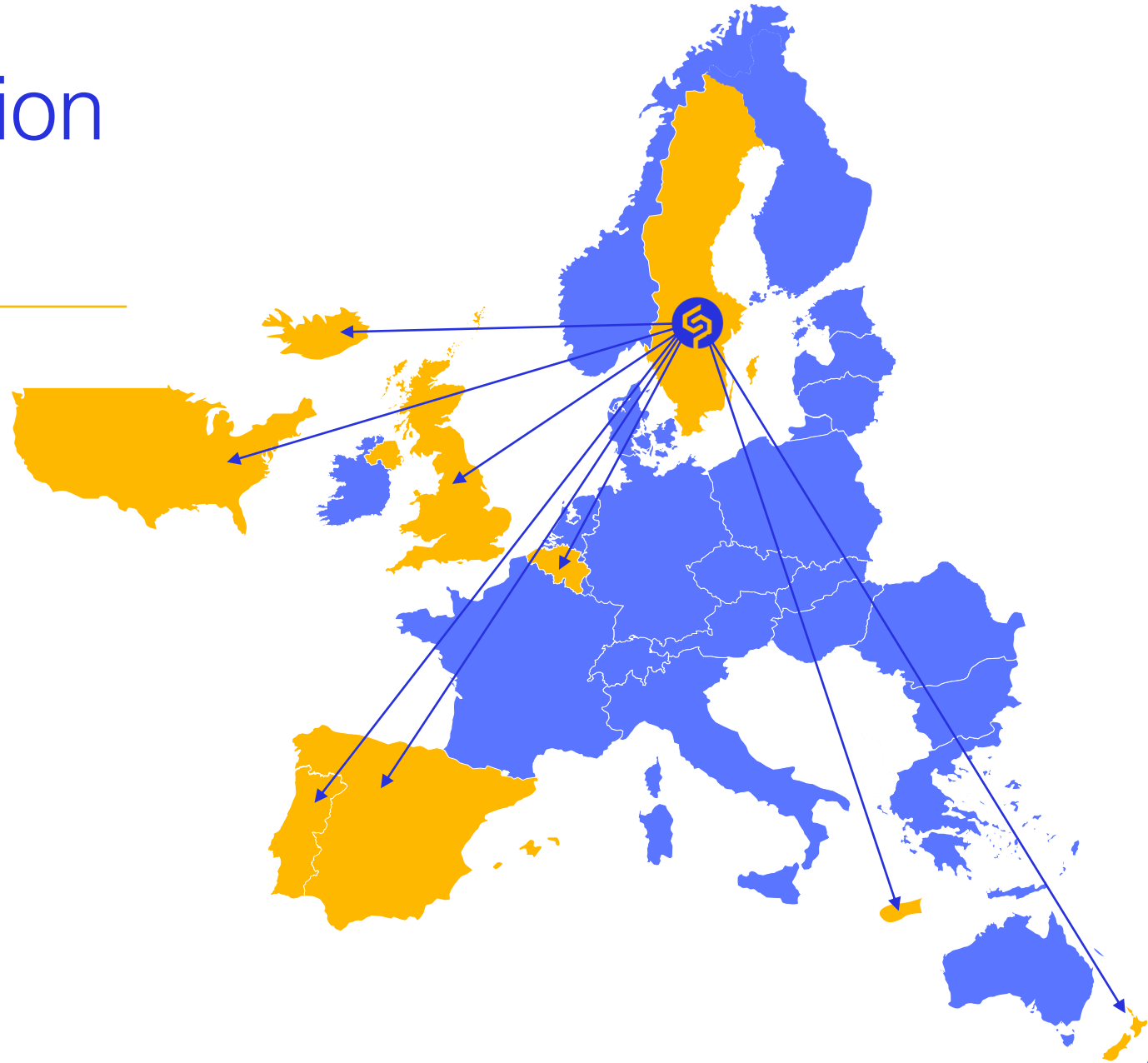
- Meijer is an American grocery retailer with locations across six U.S. states: Michigan, Illinois, Indiana, Kentucky, Ohio and Wisconsin
- 500+ grocery supercenters and grocery stores with USD 22 billion turnover, and mature grocery e-commerce
- StrongPoint's solution will process all Meijer's in-store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

meijer



Order Picking expansion

- StrongPoint's Order Picking originally developed in Sweden
- Exported solution to grocery retailers in UK, Spain, Portugal, Belgium and other markets
- Q3 2026 exported to USA, largest grocery market in western world



AutoStore Pio installation in Norway

- Chosen to build new Pio automated warehouse by leading Norwegian e-commerce fashion retailer VILLOID
- Pio is AutoStore's standardised, plug-and-play warehouse automation solution, designed for smaller spaces and lower-throughput operations
- Once built, will be largest Pio automated solution in the world



CashGuard – long-tail of cash management

- Continued Nordic sales of cash management solutions
- Reflects benefits of cash management even with low levels of cash usage
- Relevance of cash handling in essential services increasingly important

E24 | Norges største næringslivsavis | Børs Aksjelive Tips oss!

Ukrainsk dagligvaretopp: – Ha litt kontanter

Roman Korsak har drevet dagligvarebutikker gjennom fire år med krig. Det er umulig å være helt forberedt, sier han.



Update on CashGuard Connect

- CashGuard Connect is a proprietary, fully closed-loop cash management solution originally developed for a leading Spanish grocery retailer
- StrongPoint acquired bankruptcy estate of previous JV partner in September 2026 and as such now holds 100% of the JV and the relevant IPs related to the solution
- Commercial and technical progress continues.

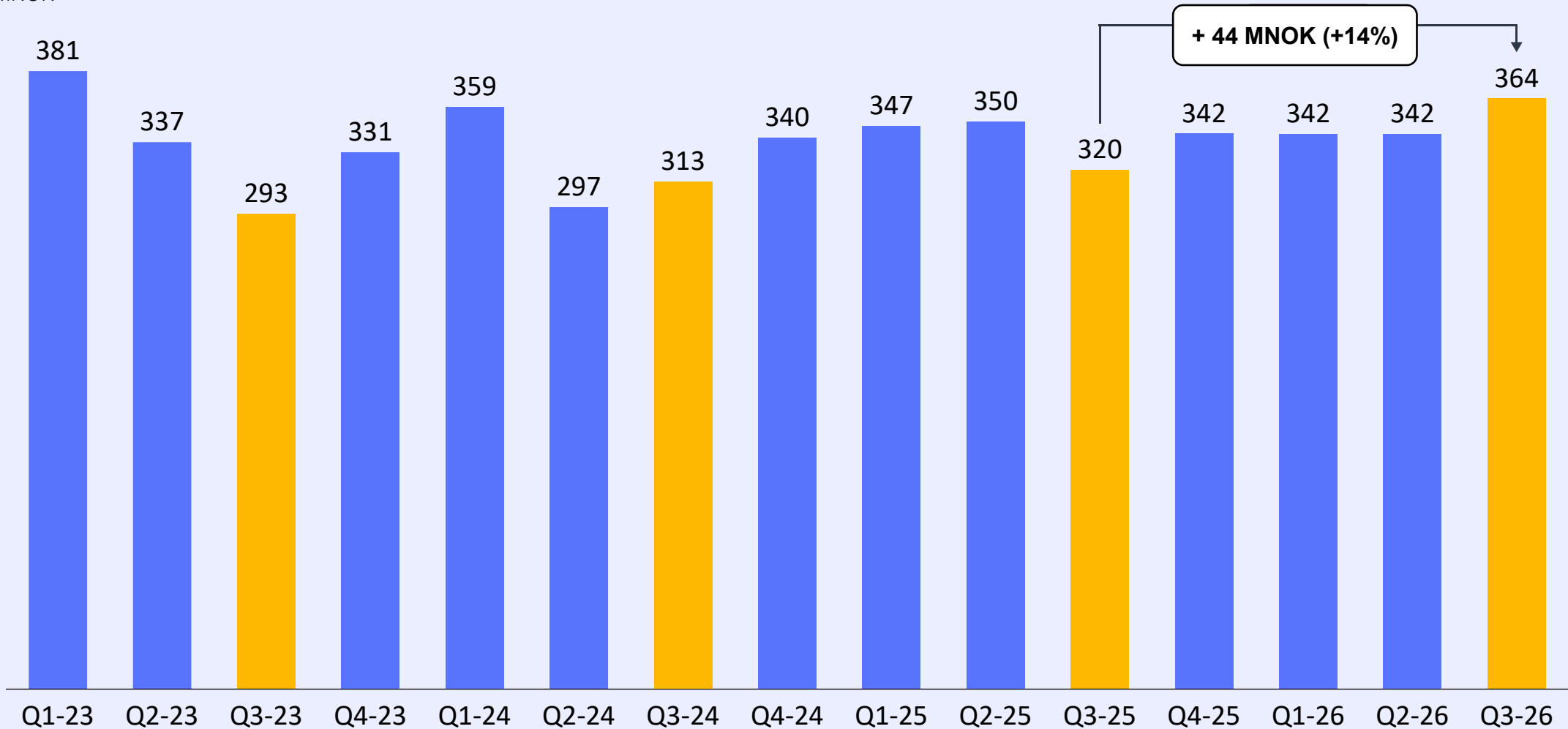


Q3 2026 financials

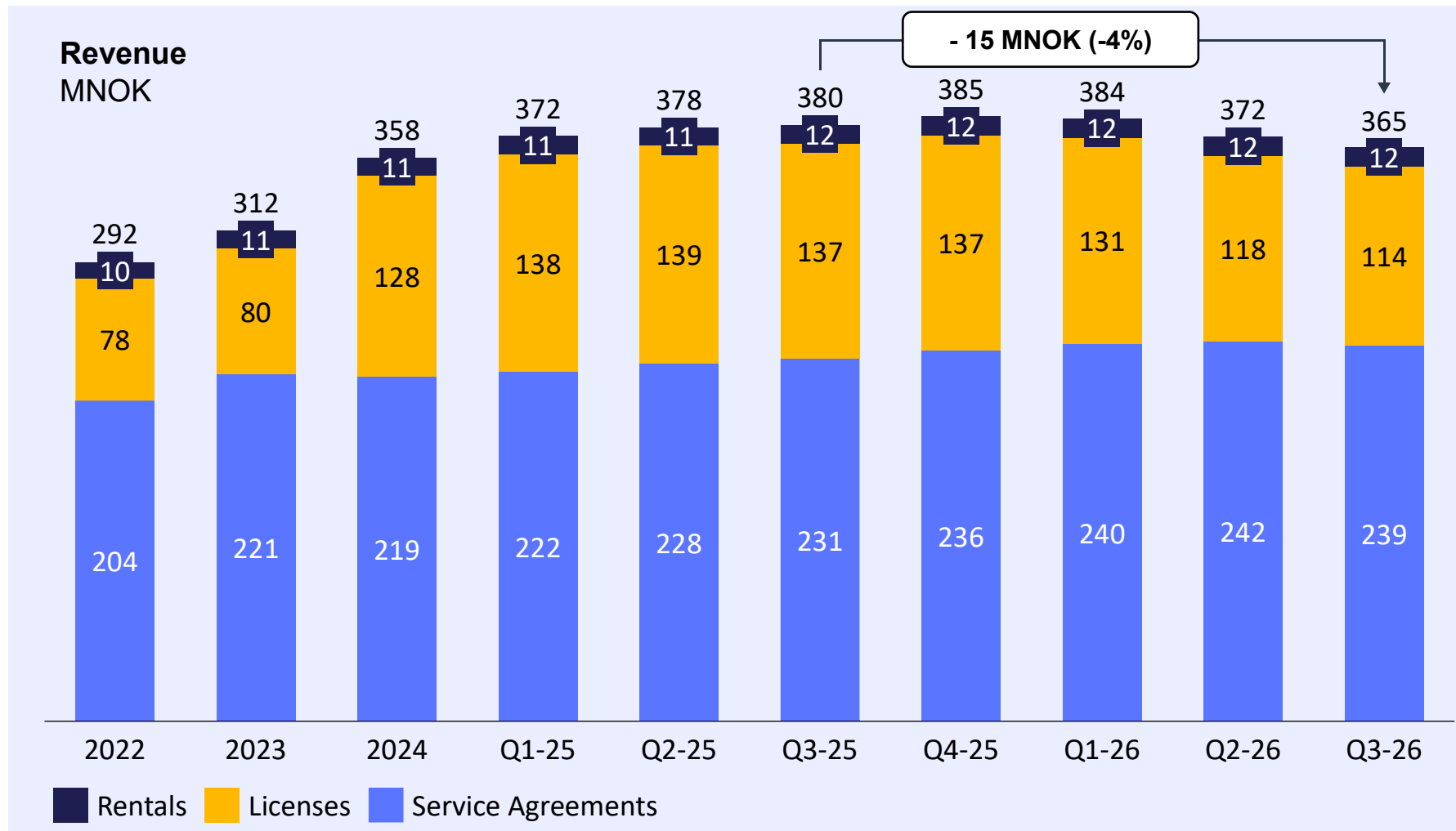


3rd quarter revenue

Revenue
MNOK



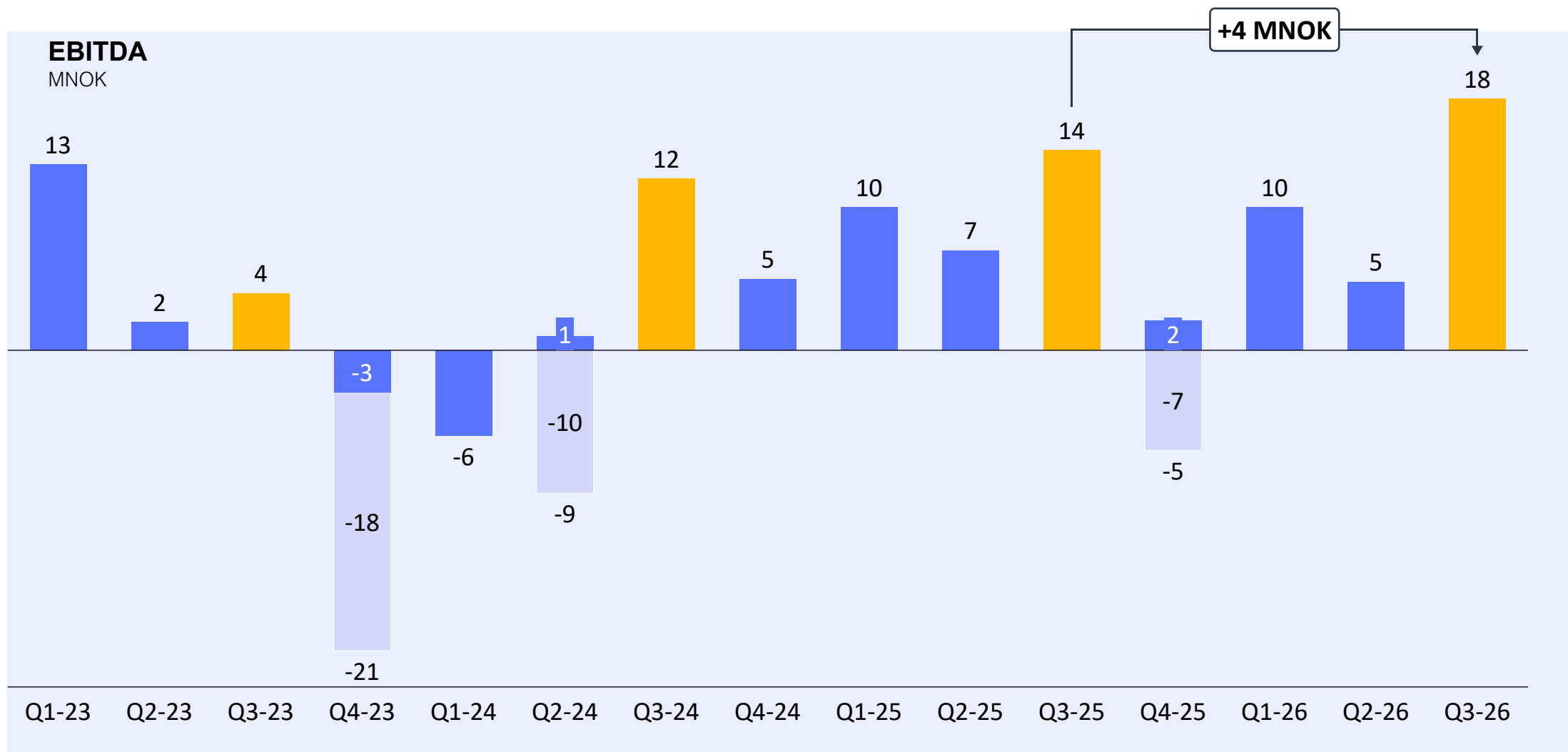
Total recurring revenue (12 months rolling)



Changes vs. Q3 2025

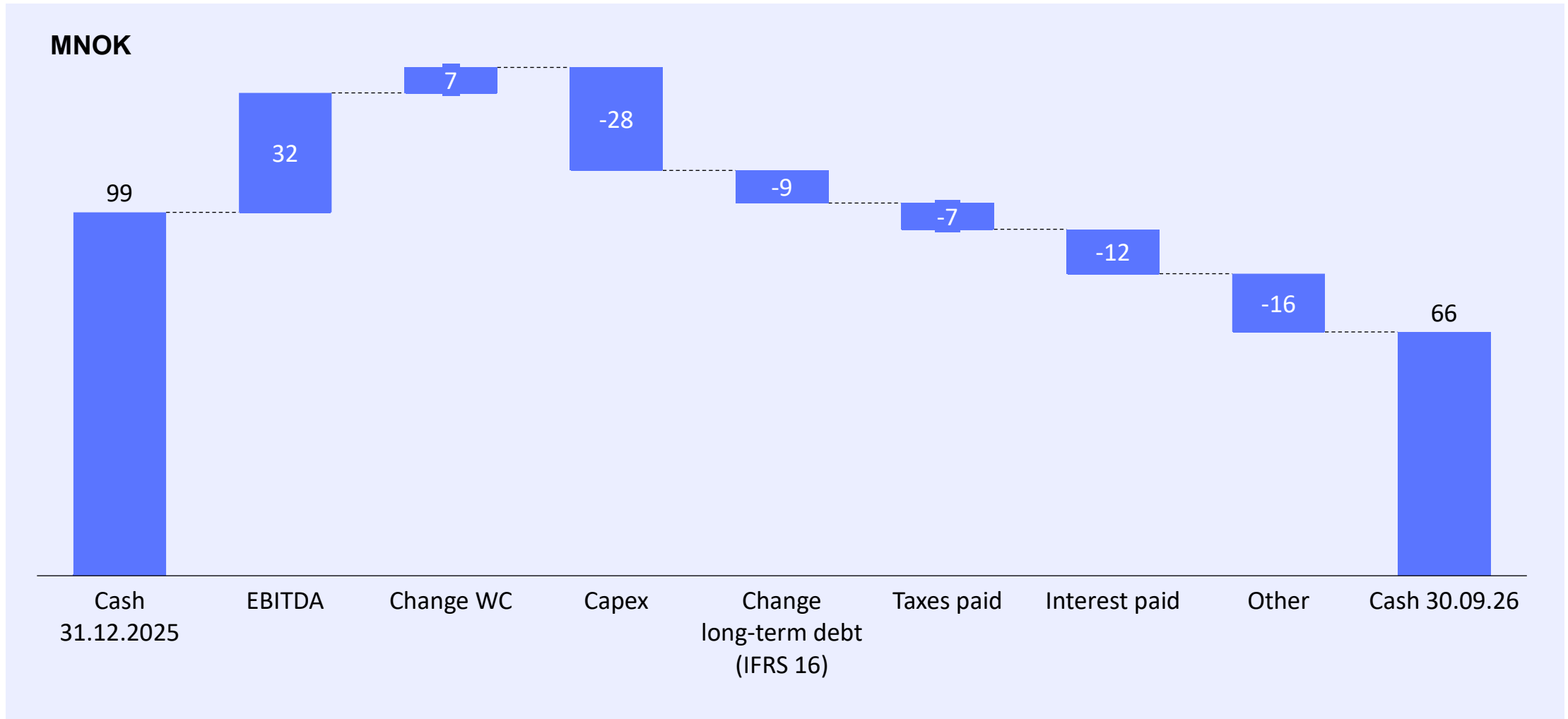
- A reduction of MNOK 34 YoY from our former ESL partner (impacting license and service revenue)
- Temporary reduction in volume commitment on Sainsbury's, impacting license revenue
- Increase in service revenue (both own IP and 3rd party)

3rd quarter EBITDA

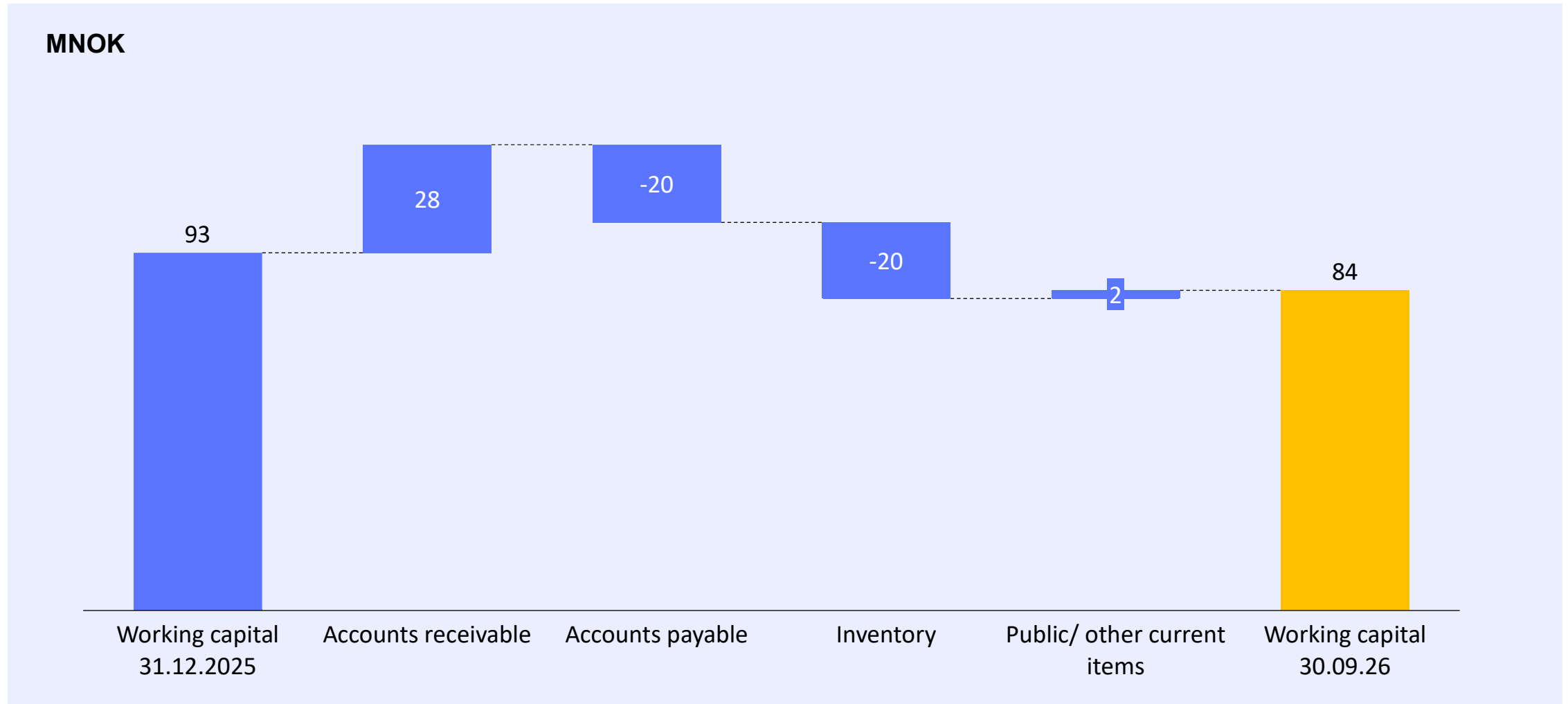


Shaded bars regarding Q4 2023, Q2 2024 and Q4 2025 reflect one-off / non-recurring costs of more than 5 MNOK.

Cash Flow movements in 2026

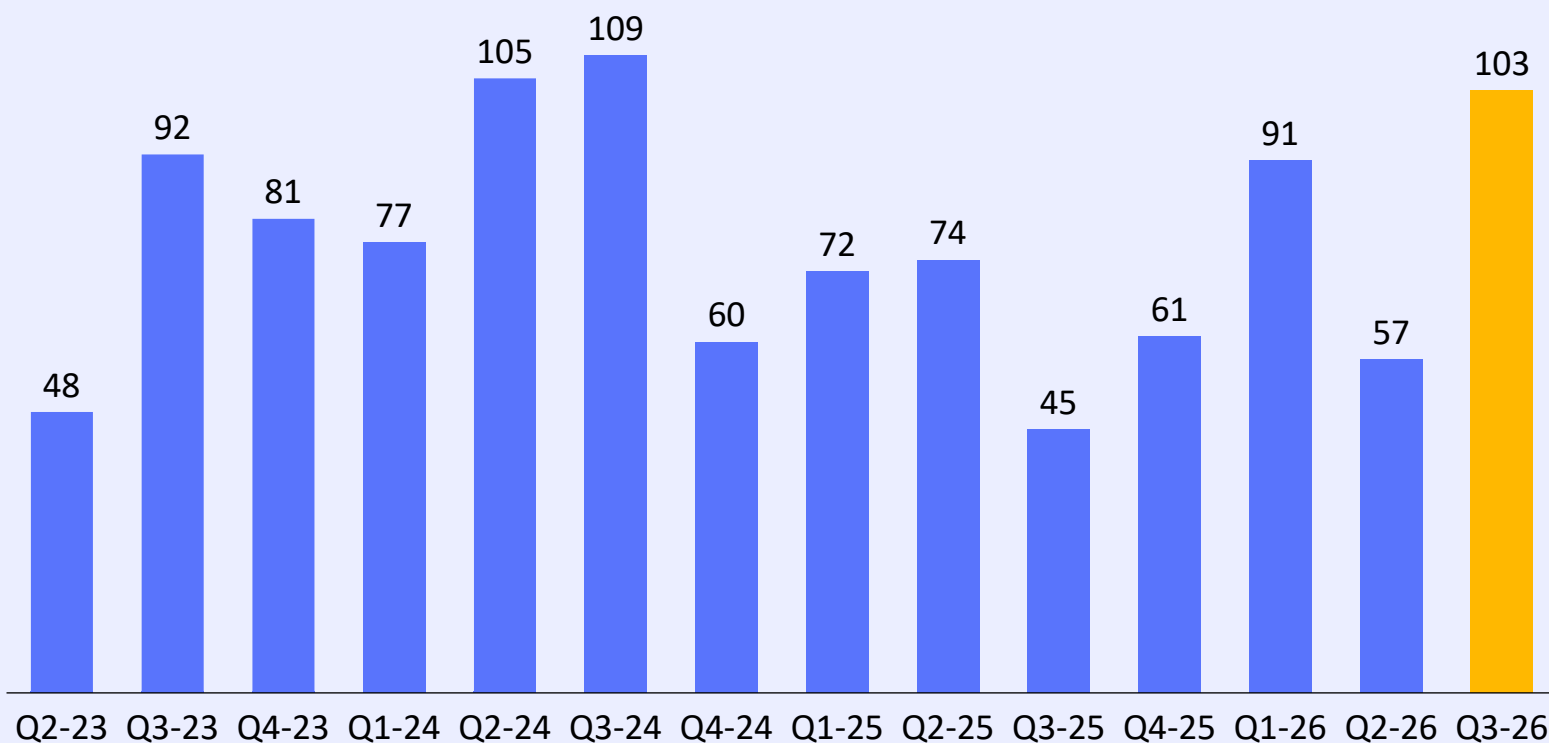


Changes in main working capital items in 2026



Net interest-bearing debt

Net interest-bearing debt (NIBD)
MNOK



NIBD increase of 46 MNOK from Q2 2026 to Q3 2026; working capital and UK factoring debt

Disposable funds of NOK 66 million as per Q3 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

- EBITDA initiatives to *significantly* improve profitability over the next 9-12 months: reducing external and internal costs, whilst ensuring successful implementation of already won Order Picking assignments to realize projected recurring revenue
 - Keep improving organization, building on stronger awareness reflected in improved cNPS, and leveraging AI to enhance processes and customer offering
 - Long-term ambitions: healthy revenue growth, >10% EBITDA margin
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Next presentation

- Q4 2026 presentation 12 February 2027

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Thank you

