



## StrongPoint ASA: First Quarter 2025

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(Oslo, 29 April 2025) StrongPoint ASA reported revenues of NOK 347 million in the first quarter of 2025, NOK 12 million lower than same quarter in 2024 (359). The EBITDA increased by NOK 16 million to NOK 10 million (-6).

“In a world with more turmoil and uncertainty than in decades, it is comforting for StrongPoint to be operating in a context where our customers are predominantly European grocery retailers. Our first quarter mirrors this economic setting, whilst also being the result of deliberate actions taken last year. Recurring revenue, on a twelve-month rolling basis, is up 17%. Growing our recurring revenue base, in particular recurring revenue from own software, is an important priority for StrongPoint going forward to build a more valuable and stable business. Our Nordics and the Baltics business units continue to deliver well on profitability, whereas we are still in an investment mode in Spain and the UK,” says Jacob Tveraabak, Chief Executive Officer of StrongPoint.

StrongPoint reported revenues of NOK 347 million (359) in the first quarter of 2025 and an EBITDA of 10 million (-6). The first quarter EBIT was NOK -0.4 million and EBT was NOK -11.3 million. The net profit after tax ended at NOK -8.3 million in the quarter. Cash flow from operating activities was NOK 8.3 million.

“We continue our journey to build customer intimacy in our core markets. In the quarter, we initiated yet another important Vensafe proof of concept (POC) for Morrisons, a top tier UK grocery retailer. This is the third POC for a leading grocery retailer in the UK, reflecting the demand for a proven theft prevention solution. Also, in the quarter, we announced our first AutoStore win in the UK for a leading cosmetics retailer, showcasing our ability to sell and deliver these automation projects across geographies,” Tveraabak continues.

“Looking ahead, we remain cautiously optimistic about our short-term prospects. Our focus for 2025 is continuing and strengthening our customer intimacy in our core markets in Scandinavia and the Baltics. While market uncertainties persist today, we are encouraged by the positive trends in our results, the sustained interest in our diverse solution portfolio and our continued trust by customers, making us positive about thriving in the medium and longer term,” Tveraabak concludes.

StrongPoint will host an in-person and streamed presentation of the first quarter results at 07:00 CET followed by a Q&A session at 11:00 CET 29 April 2025. Questions can be submitted online during the Q&A or via email at: [investor@strongpoint.com](mailto:investor@strongpoint.com).

The Annual General Meeting will be held as an Audiocast at 10:00 CET.

The webcast is available at [strongpoint.com](https://strongpoint.com) and can also be accessed by the following links:

Q1 Presentation: [https://channel.royalcast.com/landingpage/hegnarmedia/20250429\\_1/](https://channel.royalcast.com/landingpage/hegnarmedia/20250429_1/)

Live Q&A Audiocast: [https://channel.royalcast.com/hegnarmedia/#!/hegnarmedia/20250429\\_2](https://channel.royalcast.com/hegnarmedia/#!/hegnarmedia/20250429_2)

Annual General Meeting Audiocast: [https://channel.royalcast.com/landingpage/hegnarmedia/20250429\\_5/](https://channel.royalcast.com/landingpage/hegnarmedia/20250429_5/)

### Disclosure regulation

This information is subject to the disclosure requirements pursuant to Section 5-12 the Norwegian Securities Trading Act.

### Contacts

- Marius Drefvelin, CFO StrongPoint ASA, +47 958 95 690, [marius.drefvelin@strongpoint.com](mailto:marius.drefvelin@strongpoint.com)

### About StrongPoint

StrongPoint is a grocery retail technology company that provides solutions to make shops smarter, shopping experiences better, and online grocery shopping more efficient. With approximately 500 employees in Norway, Sweden, the Baltics, Finland, Spain, the UK and Ireland, and together with a wide partner network, StrongPoint supports grocery and retail businesses in more than 20 countries.

StrongPoint provides end-to-end e-commerce solutions, including in-store order picking, automated fulfillment (with AutoStore), click & collect temperature-controlled grocery lockers, and in-store and drive-thru grocery pickup solutions. The company also delivers a range of in-store technologies, such as electronic shelf labels, AI-powered self-checkouts, and cash management and payment solutions. StrongPoint is headquartered in Norway and is listed on the Oslo Stock Exchange with a revenue of approximately NOK 1.3 billion [ticker: STRO].

## Attachments

- [Download announcement as PDF.pdf](#)
- [StrongPoint Q1 2025.pdf](#)
- [StrongPoint Q1 2025 print version.pdf](#)
- [StrongPoint Q1 2025 Presentation.pdf](#)