StrongPoint

Reason: Preview of results

Slow and steady

- Q3e EBITDA of NOK 9m
- Awaiting stabilised markets
- '26e-'27e estimates down - DCF NOK 15/sh

Q3e EBITDA of NOK 9m

The last couple of years have not been a period of smooth sailing for StrongPoint, as project delays and long decision-making cycles have hampered momentum and weighed on profitability. Adjusted EBITDA was NOK 12m in '24, down from NOK 80m in '22. It remains a waiting game, but performance has improved in '25, with H1'25 EBITDA of NOK 18m. StrongPoint is taking one step (quarter) at a time on its recovery road, and we expect Q3 to be another step in the right direction. We model Q3 revenues of ~NOK 358m (up ~14% y-o-y, vs. +18% y-o-y in Q2), with a GM at 42.0% and EBITDA of ~NOK 9m. This implies LTM EBITDA of ~NOK 32m, up ~70% from the Q1'25 LTM EBITDA – still a way to go, but getting there.

Awaiting stabilised markets

The EBITDA margin is still pressed at ~2.5%, which compares to the company's long-term target of an EBITDA margin >10%. Though we believe the long-term target will remain in place, we expect StrongPoint to provide a new strategy update in H1'26 regarding its short-term targets. Previously, StrongPoint targeted '25 revenues of NOK 1.5bn-1.8bn and an EBITDA margin of 4-6%. With these targets out of range, coupled with delays and difficult market conditions, it is likely that the company will adopt a more cautious view on its short-term targets, meaning a modest '26 target is likely. We model a '26e EBITDA margin of 4.0%, which yields EBITDA of ~NOK 62m – 25% below the previous '25 targets.

'26e-'27e estimates down – DCF NOK 15/sh

We make limited changes to our underlying '25e estimates (in absolute numbers), but our '26e-'27e estimates are down, as we lift opex somewhat and take a somewhat more careful view on the market recovery. Updated with more cautious estimates and a long-term EBITDA margin of ~7% (vs. >10% target), our DCF points to NOK 15/sh (we see fair range of 8-18/sh).

Analyst(s): petter.nystrom@abgsc.no, +47 22 01 61 35
henrik.bartnes@abgsc.no, +47 22 01 61 90

Commissioned research

Not rated

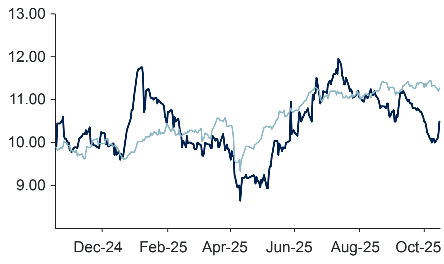
IT

STRO-NO/STRONG NO

Share price (NOK)	15/10/2025	10.50
Fair value range		8.0-18.0
MCap (NOKm)		471
MCap (EURm)		40
No. of shares (m)		44.9
Free float (%)		46.0
Av. daily volume (k)		25

Next event Q3 Report 23 October 2025

Performance



NOKm	2023	2024	2025e	2026e	2027e
Sales	1,343	1,309	1,427	1,583	1,779
EBITDA	-1	2	35	62	96
EBITDA margin (%)	-0.1	0.2	2.4	3.9	5.4
EBIT adj.	-18	-29	-7	19	52
EBIT adj. margin (%)	-1.3	-2.2	-0.5	1.2	2.9
Pretax profit	-45	-47	-3	10	43
EPS	-0.76	-0.71	-0.04	0.18	0.75
EPS adj.	-0.25	-0.53	-0.04	0.18	0.75
Sales growth (%)	-2.2	-2.5	9.0	11.0	12.4
EPS growth (%)	nm	-6.9	-94.9	nm	nm

Source: ABG Sundal Collier, Company Data

	2025e	2026e	2027e
P/E (x)	nm	58.2	13.9
P/E adj. (x)	nm	58.2	13.9
P/BVPS (x)	1.00	0.98	0.92
EV/EBITDA (x)	15.1	8.6	5.2
EV/EBIT adj. (x)	-79.1	27.7	9.5
EV/sales (x)	0.37	0.34	0.28
ROE adj. (%)	-0.3	1.7	6.8
Dividend yield (%)	0.0	0.0	0.0
FCF yield (%)	4.0	4.7	12.2
Le. adj. FCF yld. (%)	4.0	4.7	12.2
Net IB debt/EBITDA (x)	1.8	1.1	0.3
Le. adj. ND/EBITDA (x)	-2.0	-0.5	-0.7

Company description

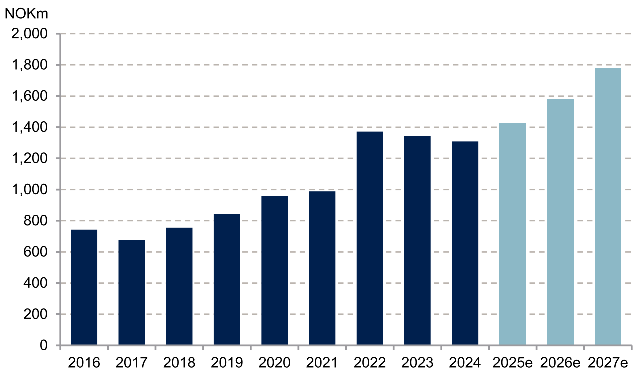
StrongPoint is a retail technology company that sells a wide variety of technology solutions that save costs, increase productivity, reduce theft or facilitate e-commerce sales for retailers. Its product portfolio includes electronic shelf labels, cash management systems, self-checkout terminals, click & collect lockers and digital e-commerce solutions. In addition, it holds strong positions in security cases for cash-in-transit and in adhesive labels. The company has strong positions in Norway, Sweden and the Baltics and is targeting to grow significantly in Spain.

Sustainability Information

Risks

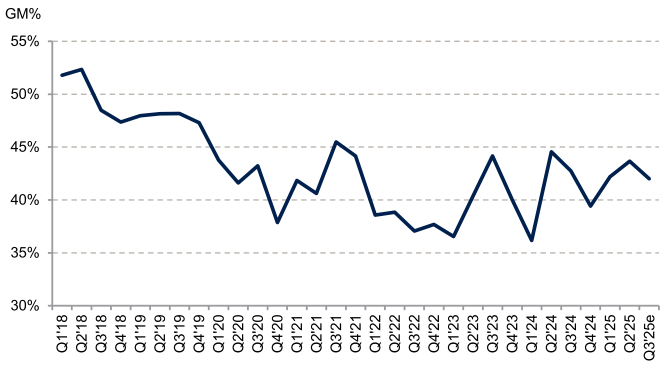
StrongPoint's earnings are to some degree dependent on large product orders. If StrongPoint is unable to win large contracts from new or existing customers, it could pose a risk to its future sales and earnings growth. The Nordic grocery retail market is highly concentrated and several of these large chains are StrongPoint customers. Losing one of these customers could result in a significant loss of repeat business for StrongPoint. As there are some competing products, StrongPoint could be exposed to price pressure from new or existing competitors. Other risk factors include FX, macroeconomy, warranty issues and regulatory risks.

Revenue forecasts



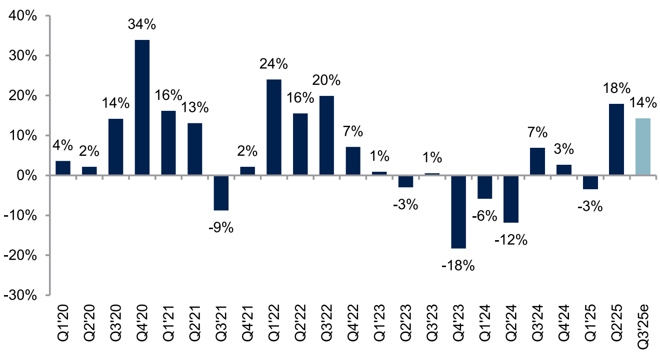
Source: ABG Sundal Collier, StrongPoint

Gross margin (%)



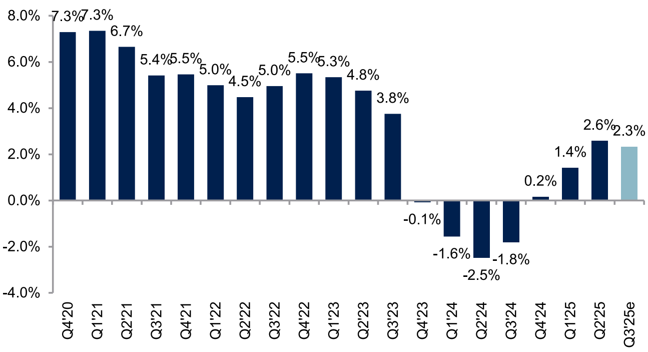
Source: ABG Sundal Collier, StrongPoint

Revenue y-o-y%



Source: ABG Sundal Collier, company data

EBITDA margin LTM (%)



Source: ABG Sundal Collier, company data

Q3 estimates

Q3 estimates

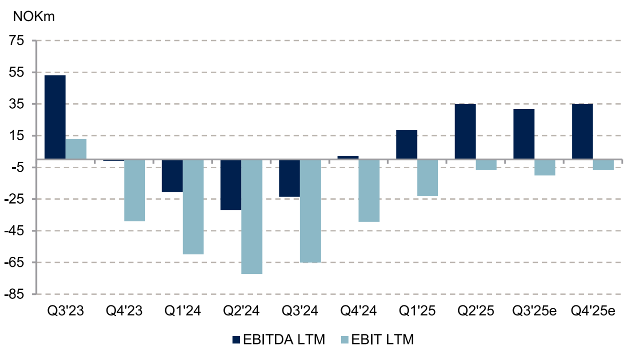
P&L, NOKm	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	ABGSC Q3'25e
Revenues	293	331	359	297	313	340	347	350	358
Gross profit	**129**	**132**	**130**	**132**	**134**	**134**	**146**	**153**	**150**
Clean opex	-123	-135	-136	-131	-122	-129	-136	-146	-141
Adj. EBITDA	**7**	**-3**	**-6**	**1**	**12**	**5**	**10**	**7**	**9**
Non-rec. costs	-3	-18	0	-10	0	0	0	0	0
EBITDA	**4**	**-21**	**-6**	**-9**	**12**	**5**	**10**	**7**	**9**
D&A	-9	-10	-11	-10	-10	-10	-10	-11	-10
EBIT	**-5**	**-31**	**-17**	**-20**	**2**	**-5**	**-0**	**-3**	**-1**
Net finance	-8	-7	2	-8	2	-3	-11	-1	19
Taxes	4	9	3	6	-1	6	3	1	-4
Net profit	**-9**	**-29**	**-11**	**-21**	3	-2	-8	-3	13.7
EPS, reported	**-0.21**	**-0.65**	**-0.25**	**-0.47**	**0.06**	**-0.05**	**-0.19**	**-0.07**	**0.31**
Revenue growth, %					7%	3%	-3%	18%	14%
- Product sales, growh %					36%	4%	-13%	27%	12%
- Service rev., growth %					-10%	2%	8%	11%	16%
Organic growth, %	1%	-18%	-6%	-12%	7%	3%	-3%	18%	14%
Gross margin, %	44.2%	40.0%	36.2%	44.6%	42.7%	39.4%	42.2%	43.7%	42.0%
Clean opex/sales, %	-41.8%	-40.8%	-37.9%	-44.2%	-38.8%	-37.9%	-39.3%	-41.5%	-39.5%
Adj. EBITDA margin, %	2.4%	-0.8%	-1.7%	0.3%	3.9%	1.5%	2.9%	2.1%	2.5%

Source: ABG Sundal Collier, Company data

On the right path – LTM EBITDA rising

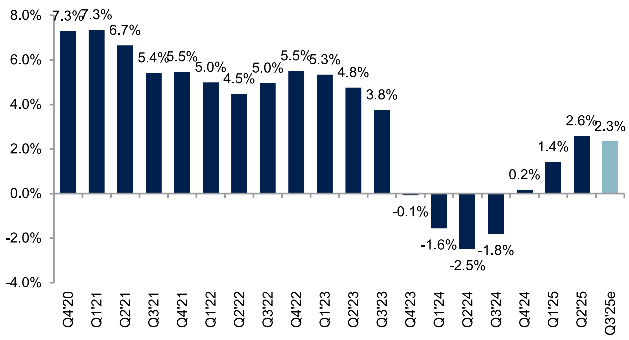
StrongPoint has now delivered four consecutive quarters of positive EBITDA, which is a step in the right direction from the negative results in Q4'23-Q2'24. LTM EBITDA is up ~70% since Q1'25 (note that there are no longer any negative numbers in the LTM calculation). Although a small positive, we see this as an encouraging development, and may indicate that the worst has past.

LTM EBITDA and EBIT



Source: ABG Sundal Collier, Company data

EBITDA margin LTM (%)



Source: ABG Sundal Collier, company data

Estimate changes

Estimate changes

P&L NOKm	Old 2025e	New 2025e	%	Δ	Old 2026e	New 2026e	%	Δ	Old 2027e	New 2027e	%	Δ
Revenues	**1,425**	**1,427**	**0%**	**2**	**1,612**	**1,583**	**-2%**	**-28**	**1,831**	**1,779**	**-3%**	**-51**
COGS	-820	-821	0%	-1	-950	-918	3%	31	-1,079	-1,045	-3%	34
Gross profit	**605**	**606**	**0%**	**1**	**662**	**665**	**0%**	**3**	**752**	**734**	**-2%**	**-17**
Adj. EBITDA	**36**	**35**	**-3%**	**-1**	**72**	**62**	**-14%**	**-10**	**101**	**96**	**-5%**	**-5**
Non-rec. costs	0	0	N.a.	0	0	0	n.a.	0	0	0	n.a.	0
EBITDA	36	35	-3%	-1	72	62	-14%	-10	101	96	-5%	-5
D&A	-42	-42	0%	0	-43	-43	0%	0	-44	-44	0%	0
EBIT	**-6**	**-7**	**-16%**	**-1**	**29**	**19**	**-35%**	**-10**	**58**	**52**	**-10%**	**-5**
Net financials	3	3	0%	0	-9	-9	0%	0	-9	-9	0%	0
Pre tax profit	**-2**	**-3**	**-40%**	**-1**	**21**	**10**	**-49%**	**-10**	**49**	**43**	**-11%**	**-5**
Taxes	1	2	15%	0	-5	-2	49%	2	-11	-10	11%	1
Net profit	-1	-2	-79%	-1	16	8	-49%	-8	38	34	-11%	-4
Adj. net profit	**-1**	**-2**	**-79%**	**-1**	**16**	**8**	**-49%**	**-8**	**38**	**34**	**-11%**	**-4**
EPS	**-0.02**	**-0.04**	**-79%**	**-0.02**	**0.36**	**0.18**	**-49%**	**-0.18**	**0.85**	**0.75**	**-11%**	**-0.10**
Adj. EPS	**-0.02**	**-0.04**	**-79%**	**-0.02**	**0.36**	**0.18**	**-49%**	**-0.18**	**0.85**	**0.75**	**-11%**	**-0.10**
Gross margin %	42.5%	42.5%	0.0%	-	41.1%	42.0%	0.9%	-	41.1%	41.3%	0.2%	-
Clean opex/sales %	-39.9%	-40.0%	-0.1%	-	-36.6%	-38.1%	-1.5%	-	-35.5%	-35.9%	-0.4%	-
Adj EBITDA margin %	2.5%	2.4%	-0.1%	-	4.5%	3.9%	-0.6%	-	5.5%	5.4%	-0.1%	-

Source: ABG Sundal Collier

Below, we show both historical figures and our annual estimates. Note that we have used reported figures for all historical periods, and 2017-2020 has not been restated. Historical figures therefore include both the Labels and Cash Security businesses and are not directly comparable with our estimates.

Annual estimates

	Not restated, incl. divested units									
P&L, NOKm	**2018**	**2019**	**2020**	**2021**	**2022**	**2023**	**2024**	**2025**	**2026**	**2027**
Revenues	1,068	1,112	1,127	981	1,372	1,343	1,309	1,427	1,583	1,779
COGS	-535	-579	-639	-546	-851	-805	-779	-821	-918	-1,045
Gross profit	**533**	**532**	**488**	**435**	**521**	**537**	**530**	**606**	**665**	**734**
Clean opex	-466	-434	-389	-368	-442	-517	-518	-571	-603	-639
Adj. EBITDA	**67**	**98**	**99**	**68**	**80**	**20**	**12**	**35**	**62**	**96**
Non-rec. items	0	0	53	-14	-4	-21	-10	0	0	0
EBITDA	67	98	152	54	76	-1	2	35	62	96
D&A	-38	-53	-63	-26	-38	-38	-42	-42	-43	-44
Impairments	0	0	-3	0	0	0	0	0	0	0
EBIT	30	45	87	28	37	-39	-39	-7	19	52
Net financials	-4	-2	-9	-2	1	-6	-7	3	-9	-9
PTP	26	43	78	26	38	-45	-47	-3	10	43
Taxes	-13	-11	-19	-4	-9	11	15	2	-2	-10
Net profit	13	32	98	191	29	-34	-32	-2	8	34
Adj. net profit	**13**	**32**	**35**	**36**	**37**	**-11**	**-24**	**-2**	**8**	**34**
EPS	0.30	0.72	2.20	4.30	0.65	-0.76	-0.71	-0.04	0.18	0.75
Adj. EPS	**0.30**	**0.72**	**0.80**	**0.82**	**0.83**	**-0.25**	**-0.53**	**-0.04**	**0.18**	**0.75**
DPS	0.55	0.60	0.70	0.80	0.90	0.00	0.00	0.00	0.00	0.00
Growth	**2018**	**2019**	**2020**	**2021**	**2022**	**2023**	**2024**	**2025**	**2026**	**2027**
Revenue growth	12%	4%	1%	n.a.	40%	-2%	-2%	9%	11%	12%
Gross profit	11%	0%	-8%	n.a.	20%	3%	-1%	14%	10%	10%
Clean opex	9%	-7%	-10%	n.a.	20%	17%	0%	10%	6%	6%
Adj. EBITDA	29%	46%	1%	n.a.	18%	-75%	-39%	187%	78%	54%
Adj. Net profit	34%	137%	11%	n.a.	2%	-131%	110%	-93%	599%	318%
Margins	**2018**	**2019**	**2020**	**2021**	**2022**	**2023**	**2024**	**2025**	**2026**	**2027**
Gross profit	49.9%	47.9%	43.3%	44.4%	38.0%	40.0%	40.5%	42.5%	42.0%	41.3%
chg. y-o-y	-0.5%	-2.0%	-4.6%	n.a.	-6.4%	2.0%	0.5%	2.0%	-0.5%	-0.7%
Clean opex % of sales	-43.6%	-39.0%	-34.5%	-37.5%	-32.2%	-38.5%	-39.6%	-40.0%	-38.1%	-35.9%
chg. y-o-y	1.3%	4.6%	4.5%	n.a.	5.3%	-6.3%	-1.0%	-0.5%	1.9%	2.2%
Adj. EBITDA	**6.3%**	**8.8%**	**8.8%**	**6.9%**	**5.8%**	**1.5%**	**0.9%**	**2.4%**	**3.9%**	**5.4%**
chg. y-o-y	0.8%	2.5%	0.0%	n.a.	-1.1%	-4.3%	-0.6%	1.5%	1.5%	1.5%

Source: ABG Sundal Collier (estimates and calculations), company data (historical figures)

Valuation

DCF valuation

Our discounted cash flow (DCF) valuation returns a share price range of NOK 9-25 for StrongPoint. We have assumed the following in our DCF calculation:

- ABGSC estimates for 2025e-28e.
- Annual growth of 5% for 2029e-31e.
- EBITDA margin of ~7% for 2029e-31e
- Weighted average tax rate of 22%.
- Long-term terminal growth rate of 2%.
- A weighted average cost of capital (WACC) of 10%.

DCF valuation

DCF model					Extrapolated		
NOKm	2025	2026	2027	2028	2029	2030	2031
Revenues	1,427	1,583	1,779	1,957	2,055	2,158	2,266
Sales growth	9%	11%	12%	10%	5%	5%	5%
EBITDA	35	62	96	137	153	161	169
EBITDA margin	2%	4%	5%	7%	7%	7%	7%
Free cash flow after leases	-18	-3	24	56	67	71	76
Discounted free cash flow	-18	-3	20	42	45	44	43

Terminal value		
NOKm	2031	2032
Revenues	2,266	2,311
Sales growth	5%	2%
EBITDA	169	172
EBITDA margin	7%	7%
Free cash flow	66	84
Terminal value		539

Valuation summary	NOKm
Stage 1: '25e-'28e	41
Stage 2: '29e-'31e	132
Terminal value	539
Enterprise value	**712**
Net debt excl. Leases	61
Equity value	**651**
Number of shares	44.9
Value per share	**15**

Key assumptions	
Growth '29e-'31e	5.0%
EBITDA margin, '29e-	7%
Tax rate	22%
Terminal growth	2.0%
WACC	10.0%

Source: ABG Sundal Collier, Company data

Share price given WACC and terminal growth

WACC	Terminal sales growth: 1.0%	1.5%	2.0%	2.5%	3.0%	3.5%
8.0%	19	20	21	22	24	25
9.0%	16	17	17	18	19	20
10.0%	14	14	15	15	16	16
11.0%	12	12	12	13	13	13
12.0%	10	10	11	11	11	11
13.0%	9	9	9	9	10	10

Source: ABG Sundal Collier

Share price given terminal growth and margin

EBITDA margin	Terminal sales growth: 1.0%	1.5%	2.0%	2.5%	3.0%	3.5%
7.0%	12	13	13	13	14	14
7.5%	14	14	15	15	16	16
8.0%	15	16	16	17	18	18
8.5%	17	17	18	19	19	20
9.0%	18	19	20	20	21	22
9.5%	20	20	21	22	23	24

Source: ABG Sundal Collier

Income Statement (NOKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
Sales	1,068	1,112	1,183	981	1,372	1,343	1,309	1,427	1,583	1,779
COGS	-535	-579	-639	-560	-851	-805	-779	-821	-918	-1,045
Gross profit	533	532	544	421	521	537	530	606	665	734
Other operating items	-533	-439	-394	-369	-446	-538	-528	-571	-603	-639
EBITDA	**-**	**93**	**150**	**53**	**76**	**-1**	**2**	**35**	**62**	**96**
Depreciation and amortisation	0	-48	-63	-25	-32	-35	-41	-42	-43	-44
of which leasing depreciation	-	-26	-47	-13	-19	-21	-22	-23	-23	-23
EBITA	**-**	**45**	**87**	**28**	**44**	**-31**	**-39**	**-7**	**19**	**52**
EO Items	0	0	53	-14	-4	-21	-10	0	0	0
Impairment and PPA amortisation	0	0	0	0	-6	-8	0	0	0	0
EBIT	**30**	**45**	**87**	**28**	**37**	**-39**	**-39**	**-7**	**19**	**52**
Net financial items	-4	-2	-9	-2	1	-6	-7	3	-9	-9
Pretax profit	**26**	**43**	**78**	**26**	**38**	**-45**	**-47**	**-3**	**10**	**43**
Tax	-13	-11	-19	-4	-9	11	15	2	-2	-10
Net profit	**13**	**32**	**59**	**22**	**29**	**-34**	**-32**	**-2**	**8**	**34**
Minority interest	0	0	0	0	0	0	0	0	0	0
Net profit discontinued	0	0	39	168	0	0	0	0	0	0
Net profit to shareholders	**13**	**32**	**98**	**191**	**29**	**-34**	**-32**	**-2**	**8**	**34**
EPS	0.30	0.72	2.20	4.30	0.65	-0.76	-0.71	-0.04	0.18	0.75
EPS adj.	-	0.72	0.80	0.82	0.83	-0.25	-0.53	-0.04	0.18	0.75
Total extraordinary items after tax	0	0	40	-12	-3	-16	-7	0	0	0
Leasing payments	-	-26	-47	-13	-19	-21	-22	-23	-23	-23
Tax rate (%)	*48.3*	*26.1*	*24.2*	*13.7*	*23.7*	*24.2*	*31.8*	*49.1*	*22.0*	*22.0*
Gross margin (%)	*49.9*	*47.9*	*46.0*	*42.9*	*38.0*	*40.0*	*40.5*	*42.5*	*42.0*	*41.3*
EBITDA margin (%)	*0.0*	*8.4*	*12.6*	*5.4*	*5.5*	*-0.1*	*0.2*	*2.4*	*3.9*	*5.4*
EBITA margin (%)	*0.0*	*4.1*	*7.3*	*2.8*	*3.2*	*-2.3*	*-3.0*	*-0.5*	*1.2*	*2.9*
EBIT margin (%)	*2.8*	*4.1*	*7.3*	*2.8*	*2.7*	*-2.9*	*-3.0*	*-0.5*	*1.2*	*2.9*
Pre-tax margin (%)	*2.4*	*3.9*	*6.6*	*2.6*	*2.8*	*-3.4*	*-3.6*	*-0.2*	*0.7*	*2.4*
Net margin (%)	*1.3*	*2.9*	*5.0*	*2.3*	*2.1*	*-2.5*	*-2.4*	*-0.1*	*0.5*	*1.9*
Growth Rates y-o-y	-	-	-	-	-	-	-	-	-	-
Sales growth (%)	*12.2*	*4.1*	*6.4*	*-17.0*	*39.8*	*-2.2*	*-2.5*	*9.0*	*11.0*	*12.4*
EBITDA growth (%)	*--*	*--*	*60.4*	*-64.8*	*43.4*	*-101.3*	*-315.0*	*1,505.2*	*78.1*	*54.1*
EBITA growth (%)	*--*	*--*	*90.7*	*-68.2*	*59.0*	*-170.9*	*26.9*	*-83.0*	*-387.5*	*172.0*
EBIT growth (%)	*50.1*	*51.9*	*90.7*	*-68.2*	*35.8*	*-204.7*	*0.6*	*-83.0*	*-387.5*	*nm*
Net profit growth (%)	*34.0*	*137.0*	*84.5*	*-62.0*	*30.2*	*-217.4*	*-6.9*	*-94.9*	*-598.9*	*318.3*
EPS growth (%)	*34.0*	*nm*	*nm*	*95.3*	*-84.9*	*nm*	*-6.9*	*-94.9*	*nm*	*nm*
Profitability	-	-	-	-	-	-	-	-	-	-
ROE (%)	*4.9*	*12.0*	*31.0*	*44.1*	*5.8*	*-7.0*	*-6.8*	*-0.3*	*1.7*	*6.8*
ROE adj. (%)	*4.9*	*12.0*	*18.2*	*46.9*	*7.7*	*-2.1*	*-5.3*	*-0.3*	*1.7*	*6.8*
ROCE (%)	*8.3*	*12.1*	*19.6*	*5.3*	*6.6*	*-6.0*	*-5.7*	*0.0*	*2.7*	*7.2*
ROCE adj. (%)	*8.3*	*12.1*	*7.6*	*8.0*	*8.1*	*-1.5*	*-4.3*	*-1.0*	*2.7*	*7.2*
ROIC (%)	*0.0*	*9.8*	*17.1*	*6.1*	*6.9*	*-3.9*	*-4.4*	*-0.6*	*2.8*	*7.5*
ROIC adj. (%)	*0.0*	*9.8*	*6.6*	*9.2*	*7.6*	*-1.2*	*-3.3*	*-0.6*	*2.8*	*7.5*
Adj. earnings numbers	-	-	-	-	-	-	-	-	-	-
EBITDA adj.	0	93	96	67	80	20	12	35	62	96
EBITDA adj. margin (%)	*0.0*	*8.4*	*8.1*	*6.8*	*5.8*	*1.5*	*0.9*	*2.4*	*3.9*	*5.4*
EBITDA lease adj.	-	68	50	54	61	-1	-10	12	39	72
EBITDA lease adj. margin (%)	*0.0*	*6.1*	*4.2*	*5.5*	*4.4*	*-0.1*	*-0.8*	*0.9*	*2.5*	*4.1*
EBITA adj.	0	45	33	42	48	-10	-29	-7	19	52
EBITA adj. margin (%)	*0.0*	*4.1*	*2.8*	*4.2*	*3.5*	*-0.7*	*-2.2*	*-0.5*	*1.2*	*2.9*
EBIT adj.	30	45	33	42	41	-18	-29	-7	19	52
EBIT adj. margin (%)	*2.8*	*4.1*	*2.8*	*4.2*	*3.0*	*-1.3*	*-2.2*	*-0.5*	*1.2*	*2.9*
Pretax profit Adj.	26	43	24	40	49	-16	-37	-3	10	43
Net profit Adj.	13	32	18	34	39	-10	-25	-2	8	34
Net profit to shareholders adj.	13	32	57	203	39	-10	-25	-2	8	34
Net adj. margin (%)	*1.3*	*2.9*	*1.6*	*3.5*	*2.8*	*-0.8*	*-1.9*	*-0.1*	*0.5*	*1.9*

Source: ABG Sundal Collier, Company Data

Cash Flow (NOKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
EBITDA	-	93	150	53	76	-1	2	35	62	96
Net financial items	-4	-2	-9	-2	1	-6	-7	3	-9	-9
Paid tax	-13	-11	-19	-4	-9	11	15	2	-2	-10
Non-cash items	69	-0	31	228	23	-5	-26	-38	5	10
Cash flow before change in WC	52	80	152	276	91	-1	-16	2	56	87
Change in working capital	-31	1	-21	-50	-74	17	110	51	-27	-22

Cash Flow (NOKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
Operating cash flow	**21**	**81**	**132**	**225**	**17**	**16**	**93**	**53**	**30**	**65**
Capex tangible fixed assets	-	-15	-7	-9	-9	-15	-15	-11	-7	-8
Capex intangible fixed assets	-	0	0	0	0	-12	-26	-23	0	0
Acquisitions and Disposals	0	0	0	197	-66	-2	0	0	0	0
Free cash flow	**21**	**66**	**125**	**414**	**-58**	**-13**	**53**	**19**	**22**	**57**
Dividend paid	-22	-24	-27	-31	-35	-40	0	0	0	0
Share issues and buybacks	0	-1	1	-14	-3	2	2	0	0	0
Leasing liability amortisation	0	0	0	0	0	0	0	0	0	0
Other non-cash items	4	-73	-35	-220	-103	-42	1	31	-26	-23

Balance Sheet (NOKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
Goodwill	141	138	152	125	160	174	180	183	183	183
Other intangible assets	60	47	42	30	83	125	152	163	150	138
Tangible fixed assets	58	32	24	19	24	30	30	33	33	33
Right-of-use asset	0	81	68	43	83	100	97	86	86	86
Total other fixed assets	14	7	37	38	41	37	52	53	51	42
Fixed assets	274	306	322	255	390	467	510	519	504	482
Inventories	128	138	145	211	232	230	173	146	161	175
Receivables	200	180	217	176	274	241	223	215	241	267
Other current assets	26	27	27	31	42	37	39	46	46	46
Cash and liquid assets	27	39	75	174	47	39	112	169	165	199
Total assets	**655**	**691**	**786**	**847**	**986**	**1,014**	**1,058**	**1,095**	**1,117**	**1,169**
Shareholders equity	265	264	366	498	507	475	465	472	480	514
Minority	0	0	0	0	0	0	0	0	0	0
Total equity	**265**	**264**	**366**	**498**	**507**	**475**	**465**	**472**	**480**	**514**
Long-term debt	50	11	0	11	8	5	1	101	101	101
Pension debt	0	0	0	0	0	0	0	0	0	0
Convertible debt	0	0	0	0	0	0	0	0	0	0
Leasing liability	0	81	67	42	81	98	95	86	86	86
Total other long-term liabilities	21	4	8	9	21	20	17	17	17	17
Short-term debt	32	50	42	5	30	102	128	43	43	43
Accounts payable	126	108	143	114	159	160	141	128	145	162
Other current liabilities	162	173	161	168	180	155	210	247	244	244
Total liabilities and equity	**655**	**691**	**786**	**847**	**986**	**1,014**	**1,058**	**1,095**	**1,117**	**1,169**
Net IB debt	55	103	34	-116	72	166	112	62	66	32
Net IB debt excl. pension debt	55	103	34	-116	72	166	112	62	66	32
Net IB debt excl. leasing	55	22	-33	-158	-9	68	17	-24	-20	-54
Capital employed	347	406	475	556	626	680	690	703	711	745
Capital invested	320	367	400	382	579	640	577	534	546	546
Working capital	66	65	86	136	210	193	84	33	60	82
EV breakdown	-	-	-	-	-	-	-	-	-	-
Market cap. diluted (m)	466	466	466	466	471	471	471	471	471	471
Net IB debt adj.	55	103	34	-116	72	166	112	62	66	32
Market value of minority	0	0	0	0	0	0	0	0	0	0
Reversal of shares and participations	-1	-1	-1	-5	-5	-5	-5	-5	-5	-5
Reversal of conv. debt assumed equity	-	-	-	-	-	-	-	-	-	-
EV	**520**	**568**	**499**	**345**	**538**	**632**	**578**	**528**	**532**	**498**
Total assets turnover (%)	158.1	165.2	160.2	120.2	149.8	134.3	126.4	132.5	143.1	155.7
Working capital/sales (%)	4.8	5.9	6.4	11.3	12.6	15.0	10.6	4.1	2.9	4.0
Financial risk and debt service	-	-	-	-	-	-	-	-	-	-
Net debt/equity (%)	20.6	39.0	9.3	-23.3	14.1	34.9	24.0	13.1	13.7	6.2
Net debt / market cap (%)	11.7	22.1	7.3	-24.9	15.2	35.1	23.7	13.1	14.0	6.8
Equity ratio (%)	40.5	38.2	46.6	58.9	51.5	46.8	44.0	43.1	43.0	44.0
Net IB debt adj. / equity (%)	20.6	39.0	9.3	-23.3	14.1	34.9	24.0	13.1	13.7	6.2
Current ratio	1.19	1.16	1.34	2.07	1.62	1.31	1.14	1.38	1.42	1.53
EBITDA/net interest	0.0	41.0	16.7	32.8	92.2	0.2	0.3	10.0	7.0	10.9
Net IB debt/EBITDA (x)	--	1.1	0.2	-2.2	0.9	-163.8	51.4	1.8	1.1	0.3
Net IB debt/EBITDA lease adj. (x)	--	0.3	-0.7	-2.9	-0.2	-74.5	-1.7	-2.0	-0.5	-0.7
Interest coverage	0.0	20.0	9.6	17.1	53.4	5.2	5.4	1.9	2.2	5.9

Source: ABG Sundal Collier, Company Data

Share Data (NOKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
Actual shares outstanding	44	44	44	44	45	45	45	45	45	45
Actual shares outstanding (avg)	44	44	44	44	45	45	45	45	45	45

Share Data (NOKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
All additional shares	0	0	0	0	1	0	0	0	0	0
Issue month	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Assumed dil. of shares from conv.	0	0	0	0	0	0	0	0	0	0
As. dil. of shares from conv. (avg)	0	0	0	0	0	0	0	0	0	0
Conv. debt not assumed as equity	0	0	0	0	0	0	0	0	0	0
No. of warrants	0	0	0	0	0	0	0	0	0	0
Market value per warrant	0	0	0	0	0	0	0	0	0	0
Dilution from warrants	0	0	0	0	0	0	0	0	0	0
Issue factor	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Actual dividend per share	0.55	0.60	0.70	0.80	0.90	0.00	0.00	0.00	0.00	0.00
Reported earnings per share	-	-	-	-	-	-	-	-	-	-

Source: ABG Sundal Collier, Company Data

Valuation and Ratios (NOKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
Shares outstanding adj.	44	44	44	44	45	45	45	45	45	45
Diluted shares adj.	44	44	44	44	45	45	45	45	45	45
EPS	0.30	0.72	2.20	4.30	0.65	-0.76	-0.71	-0.04	0.18	0.75
Dividend per share	0.55	0.60	0.70	0.80	0.90	0.00	0.00	0.00	0.00	0.00
EPS adj.	-	0.72	0.80	0.82	0.83	-0.25	-0.53	-0.04	0.18	0.75
BVPS	5.97	5.95	8.25	11.23	11.30	10.58	10.36	10.52	10.70	11.46
BVPS adj.	1.43	1.79	3.89	7.73	5.90	3.90	2.96	2.82	3.27	4.31
Net IB debt/share	1.23	2.32	0.77	-2.62	1.60	3.69	2.49	1.38	1.47	0.71
Share price	10.50	10.50	10.50	10.50	10.50	10.50	10.50	10.50	10.50	10.50
Market cap. (m)	466	466	466	466	471	471	471	471	471	471
Valuation	-	-	-	-	-	-	-	-	-	-
P/E (x)	34.7	14.6	4.8	2.4	16.2	nm	nm	nm	58.2	13.9
EV/sales (x)	0.5	0.5	0.4	0.4	0.4	0.5	0.4	0.4	0.3	0.3
EV/EBITDA (x)	--	6.1	3.3	6.5	7.1	-625.2	266.0	15.1	8.6	5.2
EV/EBITA (x)	--	12.5	5.8	12.5	12.3	-20.4	-14.7	-79.1	27.7	9.5
EV/EBIT (x)	17.4	12.5	5.8	12.5	14.4	-16.2	-14.7	-79.1	27.7	9.5
Dividend yield (%)	5.2	5.7	6.7	7.6	8.6	0.0	0.0	0.0	0.0	0.0
FCF yield (%)	4.6	14.2	26.9	88.8	-12.4	-2.7	11.3	4.0	4.7	12.2
Le. adj. FCF yld. (%)	4.6	14.2	26.9	88.8	-12.4	-2.7	11.3	4.0	4.7	12.2
P/BVPS (x)	1.76	1.77	1.27	0.94	0.93	0.99	1.01	1.00	0.98	0.92
P/BVPS adj. (x)	7.35	5.88	2.70	1.36	1.78	2.69	3.54	3.73	3.21	2.44
P/E adj. (x)	--	14.6	13.1	12.8	12.7	nm	nm	nm	58.2	13.9
EV/EBITDA adj. (x)	--	6.1	5.2	5.2	6.8	31.6	47.5	15.1	8.6	5.2
EV/EBITA adj. (x)	--	12.5	15.0	8.3	11.3	-63.3	-19.7	-79.1	27.7	9.5
EV/EBIT adj. (x)	17.4	12.5	15.0	8.3	13.0	-34.9	-19.7	-79.1	27.7	9.5
EV/CE (x)	1.5	1.4	1.1	0.6	0.9	0.9	0.8	0.8	0.7	0.7
Investment ratios	-	-	-	-	-	-	-	-	-	-
Capex/sales (%)	0.0	1.3	0.6	0.9	0.7	2.0	3.1	2.4	0.5	0.4
Capex/depreciation	--	0.7	0.4	0.7	0.7	1.9	2.1	1.7	0.4	0.4
Capex tangibles / tangible fixed assets	0.0	45.1	27.2	46.2	39.4	48.1	48.8	32.8	22.5	22.8
Capex intangibles / definite intangibles	0.0	0.0	0.0	0.0	0.0	9.5	16.8	14.2	0.0	0.0
Depreciation on intang / def. intang	0.0	28.7	22.3	24.9	8.2	5.7	7.9	7.5	8.2	9.1
Depreciation on tangibles / tangibles	0.0	27.1	28.9	24.2	26.8	21.7	24.2	22.1	22.5	22.8

Source: ABG Sundal Collier, Company Data

Analyst Certification

We, ABGSC IT Research, Petter Nystrøm and Henrik Bartnes, analyst(s) with ABG Sundal Collier ASA , ABG Sundal Collier Denmark, filial af ABG Sundal Collier ASA, Norge, ABG Sundal Collier AB and/or ABG Sundal Collier Limited (hereinafter collectively referred to as “ABG Sundal Collier”), and the author(s) of this report, certify that not withstanding the existence of any such potential conflicts of interests referred to below, the views expressed in this report accurately reflect my/our personal view about the companies and securities covered in this report. I/We further certify that I/We has/have not been, nor am/are or will be, receiving direct or indirect compensation related to the specific recommendations or views contained in this report.

This report is produced by ABG Sundal Collier, which may cover companies either in accordance with legal requirements designed to promote the independence of investment research (“independent research”) or as commissioned research. Commissioned research is paid for by the subject company. As such, commissioned research is deemed to constitute an acceptable minor non-monetary benefit (i.e., not investment research) as defined in MiFID II.

Analyst valuation methods

ABG Sundal Collier analysts may publish valuation ranges for stocks covered under Company Sponsored Research. These valuation ranges rely on various valuation methods. One of the most frequently used methods is the valuation of a company by calculation of that company's discounted cash flow (DCF). Another valuation method is the analysis of a company's return on capital employed relative to its cost of capital. Finally, the analysts may analyse various valuation multiples (e.g. the P/E multiples and the EV/EBITDA multiples) relative to global industry peers. In special cases, particularly for property companies and investment companies, the ratio of price to net asset value is considered. Valuation ranges may be changed when earnings and cash flow forecasts are changed. They may also be changed when the underlying value of a company's assets changes (in the cases of investment companies, property companies or insurance companies) or when factors impacting the required rate of return change.

Expected updates

ABGSC has no fixed schedule for updating its research reports. Unless expressly stated otherwise, ABGSC expects (but does not undertake) to issue updates when considered necessary by the research department, for example following the publication of new figures or forecasts by a company or in the event of any material news on a company or its industry.

Important Company Specific Disclosure

The following disclosures relate to the relationship between ABG Sundal Collier and its affiliates and the companies covered by ABG Sundal Collier referred to in this research report.

Unless disclosed in this section, ABG Sundal Collier has no required regulatory disclosures to make in relation to an ownership position for the analyst(s) and members of the analyst's household, ownership by ABG Sundal Collier, ownership in ABG Sundal Collier by the company(ies) to whom the report(s) refer(s) to, market making, managed or co-managed public offerings, compensation for provision of certain services, directorship of the analyst, or a member of the analyst's household, or in relation to any contractual obligations to the issuance of this research report.

ABG Sundal Collier has undertaken a contractual obligation to issue this report and receives predetermined compensation from the company covered in this report.

ABG Sundal Collier is not aware of any other actual, material conflicts of interest of the analyst or ABG Sundal Collier of which the analyst knows or has reason to know at the time of the publication of this report.

Production of report: 10/16/2025 17:06.

All prices are as of market close on 15 October, 2025 unless otherwise noted.

Disclaimer

This report has been prepared by ABG Sundal Collier ASA, ABG Sundal Collier Denmark, filial af ABG Sundal Collier ASA, Norge, ABG Sundal Collier AB and/or ABG Sundal Collier Limited and any of their directors, officers, representatives and employees (hereinafter collectively referred to as “ABG Sundal Collier”). This report is not a product of any other affiliated or associated companies of any of the above entities.

This report is provided solely for the information and use of professional investors, who are expected to make their own investment decisions without undue reliance on this report. The information contained herein does not apply to, and should not be relied upon by, retail clients. This report is for distribution only under such circumstances as may be permitted by applicable law. Research reports prepared by ABG Sundal Collier are for information purposes only. The recommendation(s) in this report is (are) has/have no regard to specific investment objectives and the financial situation or needs of any specific recipient. ABG Sundal Collier and/or its affiliates accepts no liability whatsoever for any losses arising from any use of this report or its contents. This report is not to be used or considered as an offer to sell, or a solicitation of an offer to buy. The information herein has been obtained from, and any opinions herein are based upon, sources believed reliable, but ABG Sundal Collier and/or its affiliates make no representation as to its accuracy or completeness and it should not be relied upon as such. All opinions and estimates herein reflect the judgment of ABG Sundal Collier on the date of this report and are subject to change without notice. Past performance is not indicative of future results.

The compensation of our research analysts is determined exclusively by research management and senior management, but not including investment banking management. Compensation is not based on specific investment banking revenues, however, it is determined from the profitability of the ABG Sundal Collier group, which includes earnings from investment banking operations and other business. Investors should assume that ABG Sundal Collier ASA, ABG Sundal Collier Denmark, filial af ABG Sundal Collier ASA, Norge and/or ABG Sundal Collier AB is seeking or will seek investment banking or other business relationships with the companies in this report.

The research analyst(s) responsible for the preparation of this report may interact with trading desk and sales personnel and other departments for the purpose of gathering, synthesizing and interpreting market information. From time to time, ABG Sundal Collier and/or its affiliates and any shareholders, directors, officers, or employees thereof may (I) have a position in, or otherwise be interested in, any securities directly or indirectly connected to the subject of this report, or (II) perform investment banking or other services for, or solicit investment banking or other services from, a company mentioned in this report. ABG Sundal Collier and/or its affiliates rely on information barriers to control the flow of information contained in one or more areas of ABG Sundal Collier, into other areas, units, groups or affiliates of ABG Sundal Collier.

Norway: ABG Sundal Collier ASA is regulated by the Financial Supervisory Authority of Norway (Finanstilsynet)

Denmark: ABG Sundal Collier Denmark, filial af ABG Sundal Collier ASA, Norge, is regulated by the Financial Supervisory Authority of Norway (Finanstilsynet) and the Danish Financial Supervisory Authority (Finanstilsynet)

Sweden: ABG Sundal Collier AB is regulated by the Swedish Financial Supervisory Authority (Finansinspektionen)

UK: This report is a communication made, or approved for communication in the UK, by ABG Sundal Collier Limited, authorised and regulated by the Financial Conduct Authority in the conduct of its business.

US: This report is being distributed in the United States (U.S.) in accordance with FINRA Rule 1220 by ABG Sundal Collier Inc., an SEC registered broker-dealer and a FINRA/SIPC member which accepts responsibility for its content and its compliance with FINRA Rule 2241. Research reports distributed in the U.S. are intended solely for “major U.S. institutional investors,” and “U.S. institutional investors” as defined under Rule 15a-6 of the Securities Exchange Act of 1934 and any related interpretive guidance and no-action letters issued by the Staff of the U.S. Securities and Exchange Commission (“SEC”) collectively (“SEC Rule 15a-6”). Each major U.S. institutional investor and U.S. institutional investor that receives a copy of this research report, by its acceptance of such report, represents that it agrees that it will not distribute this research report to any other person. This communication is only intended for major U.S. institutional investors and U.S. institutional investors. Any person which is not a major U.S. institutional investor, or a U.S. institutional investor as covered by SEC Rule 15a-6 must not rely on this communication. The delivery of this research report to any person in the U.S. is not a recommendation to effect any transactions in the securities discussed herein, or an endorsement of any opinion expressed herein. Any major U.S. institutional investor or U.S. institutional investor receiving this report which wishes to effect transactions in any securities referred to herein should contact ABG Sundal Collier Inc., not its affiliates. Further information on the securities referred to herein may be obtained from ABG Sundal Collier Inc., on request.

Singapore: This report is distributed in Singapore by ABG Sundal Collier Pte. Ltd, which is not licensed under the Financial Advisors Act (Chapter 110 of Singapore). In Singapore, this report may only be distributed to institutional investors as defined in Section 4A(1)(c) of the Securities and Futures Act (Chapter 289 of Singapore) (“SFA”), and should not be circulated to any other person in Singapore.

Canada: This report is being distributed by ABG Sundal Collier ASA in Canada pursuant to section 8.25 of National Instrument 31-103 or an equivalent provision and has not been tailored to the needs of any specific investor in Canada. The information contained in this report is not, and under no circumstances is to be construed as, a prospectus, an advertisement, a public offering or an offer to sell the securities described herein, in Canada or any province or territory thereof. No securities commission or similar regulatory authority in Canada has reviewed or considered this report, the information contained herein or the merits of the securities described herein and any representation to the contrary is an offence. Under no circumstances is this report to be construed as an offer to sell such securities or as a solicitation of an offer to buy such securities in any jurisdiction of Canada. Any offer or sale of the securities described herein in Canada may only be made in accordance with applicable securities laws and only by a dealer properly registered under such securities laws, or alternatively, pursuant to an applicable dealer registration exemption, in the Canadian jurisdiction in which such offer or sale is made.

Additional information available upon request. If reference is made in this report to other companies and ABG Sundal Collier provides research coverage for those companies, details regarding disclosures may be found on our website www.abgsc.com.

Norway
Ruseløkkveien 26, 8th floor
0251 Oslo
Norway
Tel: +47 22 01 60 00
Fax: +47 22 01 60 60

Sweden
Regeringsgatan 25, 8th floor
111 53 Stockholm
Sweden
Tel: +46 8 566 286 00
Fax: +46 8 566 286 01

USA
140 Broadway, Suite 4604
New York, NY 10005
USA
Tel. +1 212 605 3800
Fax. +1 212 605 3801

Germany
Schillerstrasse 2, 5. OG
60313 Frankfurt
Germany
Tel +49 69 96 86 96 0
Fax +49 69 96 86 96 99

Denmark
Forbindelsesvej 12,
2100 Copenhagen
Denmark
Tel: +45 35 46 61 00
Fax: +45 35 46 61 10

United Kingdom
10 Paternoster Row, 5th floor
London EC4M 7EJ
UK
Tel: +44 20 7905 5600
Fax: +44 20 7905 5601

Singapore
10 Collyer Quay
Ocean Financial Center
#40-07, Singapore 049315
Tel +65 6808 6082

Switzerland
ABG Sundal Collier AG
Representative Office
Schwanenplatz 4
6004 Lucerne
Switzerland
Tel +41 79 502 33 39