

Q1 2016

Financial report and status



Highlights first quarter

- Operating revenue was MNOK 254.2 (242.5) + 4.8 per cent
- EBITDA was MNOK 10.1 (15.2) 33.7 per cent
- Cash flow from operational activities was MNOK 13.6 (-19.5)
- Breakthrough agreement internationally. "Cash management as a service" contract with Alimerka, based on an agreement for no less than five years per system. Alimerka plan to install more than 500 systems in 130 stores in 2016.
- Contract with one of Europe's largest CIT companies to equip their entire fleet of vehicles in one of the countries they are represented, with security cases and intelligent accessories. Deliveries of 2 000 security cases will be done during Q2 and Q3 2016.

Group

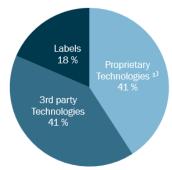
| MNOK | Q1 2016 | Q1 2015 | YTD 2016 | YTD 2015 | Year 2015 |
|---------------------------------------|---------|---------|----------|----------|-----------|
| Revenue | 254,2 | 242,5 | 254,2 | 242,5 | 1 146,0 |
| EBITDA | 10,1 | 15,2 | 10,1 | 15,2 | 90,5 |
| Operating profit (EBIT) | 1,4 | 7,4 | 1,4 | 7,4 | 58,6 |
| Ordinary profit before tax (EBT) | 1,4 | 8,6 | 1,4 | 8,6 | 49,6 |
| Cash flow from operational activities | 13,6 | -19,5 | 13,6 | -19,5 | 54,3 |
| Disposable funds | 74,8 | 32,7 | 74,8 | 32,7 | 59,8 |
| Earnings per share (NOK) | 0,02 | 0,15 | 0,02 | 0,15 | 0,82 |
| EBITDA margin | 4,0 % | 6,3 % | 4,0 % | 6,3 % | 7,9 % |

Operating revenue

The Group operating revenue increased to MNOK 254.2 (242.5) in the first quarter. The largest growth was in the business area 3rd Party Technologies, due to large deliveries of electronic shelf labels to several Norwegian chains, as well as self-checkout solutions to customers in Lithuania and Russia.

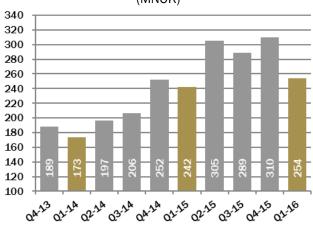
| Revenue | Q: | Year | |
|--------------------------|-------|-------|---------|
| MNOK | 2016 | 2015 | 2015 |
| Proprietary Technologies | 105,7 | 116,3 | 481,5 |
| 3rd party Technologies | 105,0 | 83,5 | 504,5 |
| Labels | 47,4 | 46,4 | 185,5 |
| Eliminations / ASA | -3,9 | -3,8 | -25,5 |
| Total | 254,2 | 242,5 | 1 146,0 |

Operating revenue per business area in the first quarter:

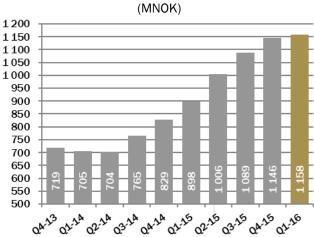


¹⁾ Includes SQS Security, CashGuard and Vensafe

Operating revenue per quarter: (MNOK)



Operating revenue 12 month rolling: (MNOK)



EBITDA

The first quarter is traditionally a weak quarter, characterized by low activity in January and February. In addition, Easter was in March. EBITDA was MNOK 10.1 (15.2) in the first quarter.

The business area Proprietary Technologies continues to invest considerable resources in the development of new retail solutions and new sales organization in the Asian market.

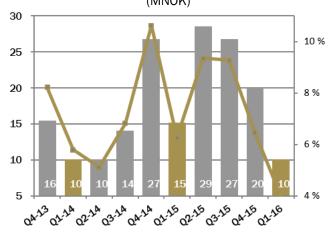
The development of profitability in 3rd Party Technologies is good. The business area has a high activity in Norway, as well as a profitable product mix in the Baltics and Russia where we now are selling an increased share of proprietary software and integrations.

| EBITDA | Q1 | YEAR | |
|--------------------------|------|------|-------|
| MNOK | 2016 | 2015 | 2015 |
| Proprietary Technologies | -3,6 | 10,0 | 46,6 |
| 3rd party Technologies | 12,7 | 3,6 | 39,4 |
| Labels | 4,5 | 5,4 | 22,7 |
| Eliminations / ASA | -3,5 | -3,9 | -18,1 |
| Total | 10,1 | 15,2 | 90,5 |

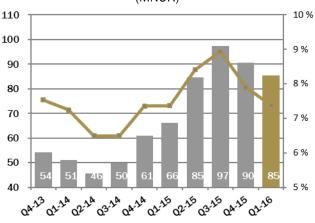
Profit before tax (EBT)

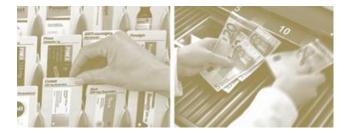
Profit before tax (EBT) shows a profit of MNOK 1.4 in the first guarter compared with a profit of MNOK 8.6 in 2015.

EBITDA and EBITDA margin per quarter: (MNOK)



EBITDA and EBITDA margin 12 month rolling: (MNOK)



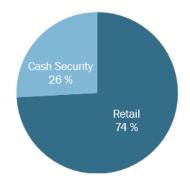


Proprietary Technologies

Proprietary Technologies comprises sales and services of solutions, based on StrongPoints patented technology solutions. The major solution areas are Retail (CashGuard and Vensafe) and Cash Security (SQS Security). The figures in the business area show sales and profit generated by the technology products throughout the value chain within StrongPoint.

| | Q | Year | |
|---------------|--------|-------|-------|
| MNOK | 2016 | 2015 | 2015 |
| Product Sales | 56,9 | 76,4 | 303,3 |
| Service | 48,8 | 39,9 | 178,2 |
| Revenue | 105,7 | 116,3 | 481,5 |
| EBITDA | -3,6 | 10,0 | 46,6 |
| EBITDA-margin | -3,4 % | 8,6 % | 9,7 % |
| EBT | -6,8 | 6,9 | 34,1 |

Revenue per technology in the 1st quarter:



Retail

CashGuard is the market's most reliable cash handling system. CashGuard's goal is to make cash payments efficient and competitive for retailers through its leading expertise and experience in cash handling concepts. Vensafe streamlines store operations, reduces shrinkage and help reduce working capital on a number of high value products.

| | Q: | Year | |
|---------------|--------|-------|--------|
| MNOK | 2016 | 2015 | 2015 |
| Product Sales | 39,1 | 53,8 | 212,4 |
| Service | 39,3 | 26,8 | 132,8 |
| Revenue | 78,4 | 80,7 | 345,2 |
| EBITDA | -1,0 | 7,6 | 34,7 |
| EBITDA-margin | -1,3 % | 9,4 % | 10,1 % |
| EBT | -3,6 | 5,4 | 25,8 |

In February, StrongPoint signed a "Cash management as a service" contract with Alimerka, based on a rental- and service level agreement for no less than five years per system. Alimerka plan to install more than 500 systems in 130 stores in 2016. During the quarter, 120 systems were delivered as "Cash Management as a Service" in Spain. These systems are capitalized in StrongPoint, and the turnover and profits of these are distributed over the lease period. These systems therefore have little effect on the results of the first quarter. The value of the systems delivered this quarter is approximately MNOK 8.

The operating revenue decreased with 2.8 per cent to MNOK 78.4 (80.7) in the first quarter.

EBITDA was MNOK - 1.0 (7.6) in the first quarter.

The quarter is impacted by increased sales- and development costs - including the venture in APAC and new software projects.

More than 5,000 CashGuard systems must be upgraded during the year, due to new banknotes in Norway.

AVIA-Klöcker-group in Germany has signed a framework agreement on CashGuard systems to their gas stations.

StrongPoint has delivered the first 50 systems to First National Bank. The systems will be placed in retail stores that are customers of the bank.

It has been held successful exhibitions in Great Britain and Spain, which we expect will further strengthen our position in these markets.

Cash Security

Cash Security delivers cash security solutions for ATM and cash in transit (CIT) operators based on patented destruction and tracking technologies.

| | Q | 1 | Year |
|---------------|--------|-------|-------|
| MNOK | 2016 | 2015 | 2015 |
| Product Sales | 17,8 | 22,6 | 90,9 |
| Service | 9,5 | 13,1 | 45,4 |
| Revenue | 27,3 | 35,7 | 136,3 |
| EBITDA | -2,6 | 2,4 | 11,8 |
| EBITDA-margin | -9,5 % | 6,9 % | 8,7 % |
| EBT | -3,2 | 1,5 | 8,3 |

The operating revenue decreased by 23.4 per cent to MNOK 27.3 (35.7) in the first quarter. The fluctuations in operating revenue is, and will continue to be, influenced by individual orders.

EBITDA was MNOK - 2.6 (2.4) in the first quarter.

In the first quarter, StrongPoint entered into a contract with one of Europe's largest CIT companies to equip their entire fleet of vehicles in one of the countries they are represented, with security cases and intelligent accessories. The deliveries of 2 000 security cases will be done during Q2 and Q3 2016.

In the first quarter, StrongPoint signed a contract with the Russia based Absolut Bank for the delivery of various Q-Cases and SoftCar equipment. Absolut Bank will be the first Russian bank to introduce the SoftCar concept on the Russian market. Initial deliveries will be done in Q2 2016.

In the first quarter, StrongPoint launched an updated version of its top loading Q-Cases with a substantial weight reduction, confirming its market leading position for ergonomic CIT cases.

The deliveries of 800 cases to Sberbank in Russia started in the fourth quarter 2015, and was completed in the first guarter 2016.



3rd Party Technologies

The business area delivers innovative retail solutions based on solutions from third party world leading technology providers.

| | Q | Year | |
|---------------|--------|-------|-------|
| MNOK | 2016 | 2015 | 2015 |
| Product Sales | 78,3 | 53,3 | 390,4 |
| Service | 26,7 | 30,2 | 114,1 |
| Revenue | 105,0 | 83,5 | 504,5 |
| EBITDA | 12,7 | 3,6 | 39,4 |
| EBITDA-margin | 12,1 % | 4,3 % | 7,8 % |
| EBT | 11,0 | 1,6 | 29,1 |

The operating revenue increased by 25.8 per cent to MNOK 105.0 (83.5) in the first quarter.

EBITDA was MNOK 12.7 (3.6) in the first quarter.

The delivery of electronic price labels to Coop and Bunnpris is on track, and will continue throughout 2016.

The focus is now on sales of electronic price labels to specialist stores, and especially home improvement specialty retailers.

There is a growing sales of camera scales in Norway and Sweden. In Norway we have an increasing interest in connection with Coop's Shop Express concept.

The profitability in our Baltic and Russian operations have had a positive development. This is mainly due to an increasing proportion of revenue from proprietary solutions for Self-Checkout.





Labels

Labels designs, manufacture and sell adhesive labels. The business area offers leading expertise and production technology in labeling and design of adhesive labels.

| | Q | Year | |
|---------------|-------|--------|--------|
| MNOK | 2016 | 2015 | 2015 |
| Product Sales | 47,4 | 46,4 | 185,5 |
| Revenue | 47,4 | 46,4 | 185,5 |
| EBITDA | 4,5 | 5,4 | 22,7 |
| EBITDA-margin | 9,5 % | 11,7 % | 12,2 % |
| EBT | 0,7 | 2,3 | 8,5 |

The operating revenue increased by 2.1 per cent to MNOK 47.4 (46.4) in the first quarter.

EBITDA was MNOK 4.5 (5.4) in the first quarter, mainly due to product mix.

In Norway, the focus is still on sale of labels to small and medium companies in the food industry, particularly the fishing industry and the meat industry.

The business area has received several new customers in the first guarter.

Cash flow and equity

Cash flow from operational activities in the first quarter were MNOK 13.6 compared with MNOK - 19.5 in the same period last year. The Group had several major ongoing projects that bound working capital at the end of Q4, which now is delivered and paid.

The net interest bearing debt has decreased by MNOK 8.3 compared with the end of the previous quarter and totaled MNOK 60.3.

Disposable funds were MNOK 74.8 per 31 March 2016.

The Group has a share program for the Group executive and the companies Norwegian and Swedish employees. Through these programs, employees subscribed for a total of 168,637 shares in 2015 and 4,653 shares so far in 2016.

The Groups holding of own shares amounts to 104,544, which represents 0.2 per cent of outstanding shares.

The Board's proposed dividend is NOK 0.45 per share, and the share will be traded ex dividend on 28 April after the close of Oslo Stock Exchange on the decision of the Annual General Meeting. The payment will take place 12 May.

The Board of Directors of StrongPoint ASA Rælingen, 27 April 2016

Svein S. Jacobsen
Chairman
Erik Pinnås
Director
Director

Klaus de Vibe
Director

Camilla Tepfers
Inger J. Solhaug
Director
Director
CEO

Statement from the Board

The board and group CEO have today considered and approved StrongPoint's financial statements for the first quarter 2016, including comparative consolidated figures for the first quarter 2015. This report has been prepared in accordance with IAS 34 on interim financial reporting as determined by the European Union, and with supplementary requirements pursuant to the Norwegian Securities Trading Act.

The board and CEO hereby declare, to the best of their knowledge, that the financial statements for the first quarter 2016 have been prepared in accordance with prevailing accounting principles and that the information in the financial statements gives a true and fair view of the assets, liabilities, financial position and profit of the group taken as a whole at 31 March 2016 and 31 March 2015. To the best of their knowledge, the report gives a true and fair overview of important events during the accounting period and the impact of these events on the financial statements.

The Board of Directors of StrongPoint ASA Rælingen, 27 April 2016

Svein S. Jacobsen Erik Pinnås Klaus de Vibe Chairman Director Director

Camilla TepfersInger J. SolhaugJørgen WaalerDirectorDirectorCEO

Consolidated income statement

| KNOK | Q1 2016 | Q1 2015 | Chg. % | YTD 2016 | YTD 2015 | Chg. % | Year 2015 |
|---|------------|------------|----------|------------|------------|----------|------------|
| Operating revenue | 254 088 | 242 491 | 4.8 % | 254 088 | 242 491 | 4,8 % | 1 146 148 |
| Profit from AC, Service companies | 115 | - | 4,0 70 | 115 | - | 4,0 % | -99 |
| Cost of goods sold | 128 178 | 121 809 | 5,2 % | 128 178 | 121 809 | 5,2 % | 630 353 |
| Payroll | 82 836 | 75 226 | 10,1 % | 82 836 | 75 226 | 10,1 % | 300 624 |
| Other operating expenses | 33 139 | 30 290 | 9,4 % | 33 139 | 30 290 | 9,4 % | 124 592 |
| Total operating expenses | 244 153 | 227 325 | 7,4 % | 244 153 | 227 325 | 7,4 % | 1 055 570 |
| EBITDA | 10 051 | 15 166 | -33,7 % | 10 051 | 15 166 | -33,7 % | 90 479 |
| Depreciation tangible assets | 4 090 | 3 436 | 19,0 % | 4 090 | 3 436 | 19,0 % | 14 702 |
| Depreciation intangible assets | 4 538 | 4 318 | 5,1 % | 4 538 | 4 318 | 5,1 % | 17 200 |
| Write down intangible assets | - | - | - | - | - | - | - |
| EBIT | 1 423 | 7 413 | -80,8 % | 1 423 | 7 413 | -80,8 % | 58 577 |
| Interest expenses | 787 | 860 | -8,4 % | 787 | 860 | -8,4 % | 4 165 |
| Other financial expenses | -806 | -2 029 | 60,3 % | -806 | -2 029 | 60,3 % | 4 848 |
| ЕВТ | 1 442 | 8 582 | -83,2 % | 1 442 | 8 582 | -83,2 % | 49 564 |
| Taxes | 343 | 2 037 | -83,2 % | 343 | 2 037 | -83,2 % | 13 121 |
| Profit/loss after tax | 1 099 | 6 545 | -83,2 % | 1 099 | 6 545 | -83,2 % | 36 443 |
| Earnings per share | | | | | | | |
| Number of shares outstanding | 44 376 040 | 44 376 040 | 0,0 % | 44 376 040 | 44 376 040 | 0,0 % | 44 376 040 |
| Av. Number of shares - own shares | 44 271 496 | 44 271 496 | 0,0 % | 44 271 496 | 44 271 496 | 0,0 % | 44 271 496 |
| Earnings per share | 0,02 | 0,15 | 0,0 % | 0,02 | 0,15 | 0,0 % | 0,82 |
| Diluted earnings per share | 0,02 | 0,15 | 0,0 % | 0,02 | 0,15 | 0,0 % | 0,82 |
| EBITDA per share | 0,23 | 0,34 | 0,0 % | 0,23 | 0,34 | 0,0 % | 2,04 |
| Diluted EBITDA per share | 0,23 | 0,34 | 0,0 % | 0,23 | 0,34 | 0,0 % | 2,04 |
| | | | | | | | |
| Total earnings | Q1 2016 | Q1 2015 | Chg. % | YTD 2016 | YTD 2015 | Chg. % | Year 2015 |
| Profit/loss after tax | 1 099 | 6 545 | -83,2 % | 1 099 | 6 545 | -83,2 % | 36 443 |
| Exchange differences on foreign operation | | -7 100 | -26,9 % | -9 009 | -7 100 | -26,9 % | 29 779 |
| Total earnings | -7 910 | -556 | 1323,6 % | -7 910 | -556 | 1323,6 % | 66 222 |

Consolidated balance sheet

| KNOK | 31.03.2016 | 31.12.2015 | 31.03.2015 |
|---|------------|------------|------------|
| | | | |
| ASSETS | | | |
| Intervalida accesto | 68 717 | 75 469 | 80 191 |
| Intangible assets | 149 744 | 153 410 | 139 700 |
| Goodwill | 149 744 | 155 410 | 139 700 |
| Tangible assets | 53 513 | 55 069 | 50 971 |
| Long term investments | 1 105 | 989 | 481 |
| Other long term receivables | - | - | 1 782 |
| Deferred tax | 27 651 | 28 117 | 36 455 |
| Non-current assets | 300 729 | 313 054 | 309 580 |
| Financial investments | _ | _ | 53 |
| Goods | 117 476 | 125 042 | 91 556 |
| Accounts receivable | 178 215 | 185 237 | 169 044 |
| Prepaid expenses | 11 245 | 12 092 | 10 506 |
| Other receivables | 18 420 | 17 317 | 15 451 |
| Bank deposits | 19 929 | 22 610 | 14 512 |
| Current assets | 345 286 | 362 297 | 301 121 |
| TOTAL ASSETS | 646 014 | 675 351 | 610 700 |
| | | | |
| EQUITY AND LIABILITIES | | | |
| Share capital | 27 513 | 27 513 | 27 513 |
| Holding of own shares | -65 | -65 | -65 |
| Other equity | 261 889 | 269 799 | 218 517 |
| Total equity | 289 337 | 297 247 | 245 965 |
| . , | | | |
| Long term interest bearing liabilities | 32 690 | 37 186 | 53 777 |
| Other long term liabilities | - | - | 27 634 |
| Total long term liabilities | 32 690 | 37 186 | 81 410 |
| Short term interest bearing liabilities | 47 506 | 54 025 | 68 082 |
| Accounts payable | 102 636 | 95 978 | 86 014 |
| Taxes payable | 38 | 233 | 123 |
| Other short term liabilities | 173 808 | 190 682 | 129 107 |
| Total short term liabilities | | | |
| | 323 987 | 340 918 | 283 325 |

Statement of equity

| KNOK | Share capital | Treasury shares | Other paid-in equity | Translation variances | Other equity | Total equity |
|---|------------------|--------------------|----------------------------|--------------------------|-----------------|-----------------|
| Equity 31.12.2014 | 27 513 | -65 | 351 262 | 36 675 | -168 864 | 246 520 |
| Dividend 2013 | - | - | - | - | -15 495 | -15 495 |
| Profit this year after tax | - | - | - | - | 36 443 | 36 443 |
| Other comprehensive income and expenses | - | - | - | 29 779 | - | 29 779 |
| Equity 31.12.2015 | 27 513 | -65 | 351 262 | 66 454 | -147 916 | 297 247 |
| Profit this year after tax | - | - | - | - | 1 099 | 1 099 |
| Other comprehensive income and expenses | - | - | - | -9 009 | - | -9 009 |
| Equity 31.03.2016 | 27 513 | -65 | 351 262 | 57 445 | -146 817 | 289 337 |

Statement of cash flow

| KNOK | Q1 2016 | Q1 2015 | YTD 2016 | YTD 2015 | Year 2015 |
|---|---------|---------|----------|----------|-----------|
| | | | | | |
| Ordinary profit before tax | 1 442 | 8 582 | 1 442 | 8 582 | 49 564 |
| Net interest | 787 | 860 | 787 | 860 | 4 165 |
| Tax paid | - | - | - | - | 2 359 |
| Share of profit, associated companies | -115 | - | -115 | - | 99 |
| Ordinary depreciation | 8 628 | 7 753 | 8 628 | 7 753 | 31 902 |
| Profit / loss on sale of fixed assets | -68 | -1 747 | -68 | -1 747 | -1 884 |
| Change in inventories | 5 688 | 1 982 | 5 688 | 1 982 | -22 524 |
| Change in receivables | 4 343 | -15 008 | 4 343 | -15 008 | -19 609 |
| Change in accounts payable | 8 130 | -17 575 | 8 130 | -17 575 | -15 757 |
| Change in other accrued items | -15 186 | -4 342 | -15 186 | -4 342 | 25 953 |
| Cash flow from operational activities | 13 647 | -19 495 | 13 647 | -19 495 | 54 268 |
| Payments for fixed assets | -3 405 | -4 271 | -3 405 | -4 271 | -14 677 |
| Net effect acquisition Sydetikett AB | - | -9 012 | - | -9 012 | -9 012 |
| Payment from sale of fixed assets | 87 | 1 865 | 87 | 1 865 | 2 089 |
| Effect acquisition 50 % Vårdal Butikkdata AS | - | - | - | - | -1 700 |
| Interest income | 186 | 61 | 186 | 61 | 277 |
| Cash flow from investment activities | -3 132 | -11 357 | -3 132 | -11 357 | -23 024 |
| Change in long-term debt | 7 289 | 2 757 | 7 289 | 2 757 | -15 790 |
| Change in overdraft | -19 000 | 24 915 | -19 000 | 24 915 | 7 245 |
| Interest expenses | -973 | -921 | -973 | -921 | -4 442 |
| Dividend paid | - | - | - | - | -15 495 |
| Cash flow from financing activities | -12 684 | 26 752 | -12 684 | 26 752 | -28 483 |
| Net change in liquid assets | -2 169 | -4 100 | -2 169 | -4 100 | 2 762 |
| Cash and cash equivalents at the start of the period | 22 610 | 18 973 | 22 610 | 18 973 | 18 973 |
| Effect of foreign exchange rate fluctuations on foreign currency deposits | -511 | -360 | -511 | -360 | 875 |
| Cash and cash equivalents at the end of the period | 19 929 | 14 512 | 19 929 | 14 512 | 22 610 |

Key figures

| KNOK | Q1 2016 | Q4 2015 | Q3 2015 | Q2 2015 | Q1 2015 | YTD 2016 | YTD 2015 |
|--------------------------------------|------------|------------|------------|------------|------------|------------|------------|
| | | | | | | | |
| Income statement | 054.002 | 309 576 | 000 000 | 205.004 | 040 404 | 054.002 | 040 404 |
| Operating revenue | 254 203 | | 288 890 | 305 091 | 242 491 | 254 203 | 242 491 |
| EBITDA | 10 051 | 19 981 | 26 792 | 28 540 | 15 166 | 10 051 | 15 166 |
| Operating revenue EBIT | 1 423 | 11 567 | 18 738 | 20 860 | 7 413 | 1 423 | 7 413 |
| Ordinary profit before tax (EBT) | 1 442 | 6 557 | 15 368 | 19 056 | 8 582 | 1 442 | 8 582 |
| Profit for the year | 1 099 | 3 266 | 11 962 | 14 669 | 6 545 | 1 099 | 6 545 |
| EBITDA-margin | 4,0 % | 6,5 % | 9,3 % | 9,4 % | 6,3 % | 4,0 % | 6,3 % |
| EBT-margin | 0,6 % | 2,1 % | 5,3 % | 6,2 % | 3,5 % | 0,6 % | 3,5 % |
| Balance sheet | | | | | | | |
| Non-current assets | 300 729 | 313 054 | 311 787 | 303 106 | 309 580 | 300 729 | 309 580 |
| Current assets | 345 286 | 362 297 | 394 316 | 354 914 | 301 121 | 345 286 | 301 121 |
| Total assets | 646 014 | 675 351 | 706 103 | 658 020 | 610 700 | 646 014 | 610 700 |
| Equity | 289 337 | 297 247 | 281 711 | 249 284 | 245 965 | 289 337 | 245 965 |
| Long-term debt | 32 690 | 37 186 | 78 035 | 75 842 | 81 410 | 32 690 | 81 410 |
| Short-term debt | 323 987 | 340 918 | 346 358 | 332 894 | 283 325 | 323 987 | 283 325 |
| Working capital | 193 055 | 214 300 | 203 563 | 188 680 | 174 585 | 193 055 | 174 585 |
| Equity ratio | 44,8 % | 44,0 % | 39,9 % | 37,9 % | 40,3 % | 44,8 % | 40,3 % |
| Liquidity ratio | 106,6 % | 106,3 % | 113,8 % | 106,6 % | 106,3 % | 106,6 % | 106,3 % |
| Cash Flow | | | | | | | |
| Cash flow from operatinal activities | 13 647 | 54 194 | 1 493 | 18 076 | -19 495 | 13 647 | -19 495 |
| Share information | | | | | | | |
| Number of shares | 44 376 040 | 44 376 040 | 44 376 040 | 44 376 040 | 44 376 040 | 44 376 040 | 44 376 040 |
| Weighted average shares outstanding | 44 271 496 | 44 271 496 | 44 271 496 | 44 271 496 | 44 271 496 | 44 271 496 | 44 271 496 |
| EBT per shares | 0,03 | 0,15 | 0,35 | 0,43 | 0.19 | 0.03 | 0,19 |
| Earnings per share | 0,02 | 0,07 | 0,27 | 0,33 | 0,15 | 0,02 | 0,15 |
| Equity per share | 6,5 | 6.7 | 6,4 | 5.6 | 5.6 | 6,5 | 5,6 |
| Dividend per share | - | - | - | 0,35 | - | - | - |
| Employees | | | | | | | |
| Employees | F70 | 500 | F70 | 500 | | F70 | |
| Number of employees (end of period) | 573 | 580 | 572 | 569 | 577 | 573 | 577 |
| Average number of employees | 572 | 576 | 571 | 574 | 575 | 572 | 575 |

Definitions

| Working capital | Inventories + accounts receivables - accounts payable |
|--------------------------------|--|
| Equity per share | Book value equity / number of shares |
| Operating revenue | Sales revenue and profit from AC, Service companies |
| Operating revenue per employee | Operating revenue / average number of employees |
| Operating cost per employee | Operating cost / average number of employees |
| EBT | Profit before tax |
| EBT-margin | EBT / operating revenue |
| EBIT | Operating profit |
| EBITDA | Operating profit + depreciation fixed assets and tangible assets |
| EBITDA-margin | EBITDA / operating revenue |
| Equity ratio | Book value equity / total assets |
| Weighted average basic shares | Issued shares adjusted for own shares on average for the year |
| Liquidity ratio | Current assets / short term debt |
| Earnings per share | Paid dividend per share throughout the year |

Note 1 Confirmation of reporting framework

The condensed and consolidated quarterly financial statements are prepared in accordance with IAS 34 Interim Financial Reporting. The quarterly financial statements do not contain all the information required in an annual financial statement and should be read in connection with the Group financial statements for 2015.

Note 2 Key accounting principles

The accounting principles for the report are described in the annual financial statements for 2015. The Group financial statements for 2015 were prepared in accordance with the IFRS principals and interpretations thereof, as defined by the EU, as well as other disclosure requirements pursuant to the Norwegian Accounting Act and the Oslo Stock Exchange regulations and rules applicable as at 31.12.2015. The quarterly report and the interim financial statements have not been revised by auditor.

Note 3 Segment information

Segment: Business areas

| | Q1 2016 | | | Q1 2015 | | | YTD 2016 | | | | YTD 2015 | | | Year 2015 | | |
|--------------------------|---------|--------|------|---------|--------|------|----------|--------|------|---------|----------|------|---------|-----------|-------|--|
| MNOK | Revenue | EBITDA | EBT | Revenue | EBITDA | EBT | Revenue | EBITDA | EBT | Revenue | EBITDA | EBT | Revenue | EBITDA | EBT | |
| Proprietary Technologies | 105,7 | -3,6 | -6,8 | 116,3 | 10,0 | 6,9 | 105,7 | -3,6 | -6,8 | 116,3 | 10,0 | 6,9 | 481,5 | 46,6 | 34,1 | |
| 3rd party Technologies | 105,0 | 12,7 | 11,0 | 83,5 | 3,6 | 1,6 | 105,0 | 12,7 | 11,0 | 83,5 | 3,6 | 1,6 | 504,5 | 39,4 | 29,1 | |
| Labels | 47,4 | 4,5 | 0,7 | 46,4 | 5,4 | 2,3 | 47,4 | 4,5 | 0,7 | 46,4 | 5,4 | 2,3 | 185,5 | 22,7 | 8,5 | |
| Eliminations / ASA | -3,9 | -3,5 | -3,5 | -3,8 | -3,9 | -2,2 | -3,9 | -3,5 | -3,5 | -3,8 | -3,9 | -2,2 | -25,5 | -18,1 | -22,1 | |
| Total | 254,2 | 10,1 | 1,4 | 242,5 | 15,2 | 8,6 | 254,2 | 10,1 | 1,4 | 242,5 | 15,2 | 8,6 | 1 146,0 | 90,5 | 49,6 | |

Segment: Operating revenue by geographical market

| | | Q1 2016 | | | Q1 2015 | | | YTD 2016 | | | YTD 2015 | | | Year 2015 | |
|--------------------------|--------|---------|---------|--------|---------|---------|--------|----------|---------|--------|----------|---------|--------|-----------|---------|
| | | | Other | | | Other | | | Other | | | Other | | | Other |
| MNOK | Norway | Sweden | markets | Norway | Sweden | markets | Norway | Sweden | markets | Norway | Sweden | markets | Norway | Sweden | markets |
| Proprietary Technologies | 32,8 | 29,9 | 43,0 | 25,2 | 48,0 | 43,2 | 32,8 | 29,9 | 43,0 | 25,2 | 48,0 | 43,2 | 128,9 | 193,7 | 159,0 |
| 3rd party Technologies | 50,2 | 32,4 | 22,4 | 27,9 | 35,4 | 20,2 | 50,2 | 32,4 | 22,4 | 27,9 | 35,4 | 20,2 | 263,9 | 127,8 | 112,9 |
| Labels | 15,1 | 31,6 | 0,8 | 17,4 | 28,0 | 0,9 | 15,1 | 31,6 | 0,8 | 17,4 | 28,0 | 0,9 | 66,2 | 114,4 | 4,8 |
| Eliminations / ASA | 0,0 | -3,9 | 0,0 | -0,1 | -3,7 | 0,0 | 0,0 | -3,9 | 0,0 | -0,1 | -3,7 | 0,0 | -1,4 | -16,2 | -7,9 |
| Total | 98,1 | 89,9 | 66,2 | 70,4 | 107,8 | 64,3 | 98,1 | 89,9 | 66,2 | 70,4 | 107,8 | 64,3 | 457,6 | 419,7 | 268,8 |

Segment: Operating revenue by product and service

| | - | | | | - | | | | | |
|--------------------------|-----------|---------|-----------|---------|----------------|---------|-----------|---------|-----------|---------|
| | Q1 2 | Q1 2 | 015 | YTD : | YTD 2016 YTD 2 | | | Year 2 | ear 2015 | |
| MNOK | New sales | Service | New sales | Service | New sales | Service | New sales | Service | New sales | Service |
| Proprietary Technologies | 56,9 | 48,8 | 76,4 | 39,9 | 56,9 | 48,8 | 76,4 | 39,9 | 303,3 | 178,2 |
| 3rd party Technologies | 78,3 | 26,7 | 53,3 | 30,2 | 78,3 | 26,7 | 53,3 | 30,2 | 390,4 | 114,1 |
| Labels | 47,4 | 0,0 | 46,4 | 0,0 | 47,4 | 0,0 | 46,4 | 0,0 | 185,5 | 0,0 |
| Eliminations / ASA | -3,9 | 0,0 | -3,8 | 0,0 | -3,9 | 0,0 | -3,8 | 0,0 | -25,5 | 0,0 |
| Total | 178,7 | 75,5 | 172,3 | 70,2 | 178,7 | 75,5 | 172,3 | 70,2 | 853,7 | 292,4 |

Note 4 Related parties

No significant transactions between the Group and related parties had taken place as at 31 March 2016.

Note 5 Top 20 shareholders at 31 March 2016

| No. | Name | No. of shares | % |
|-----|--|---------------|---------|
| 1 | PINNÅS, ERIK (incl. fully owned companies) ¹ | 4 932 276 | 11,1 % |
| 2 | STRØMSTANGEN AS | 3 933 092 | 8,9 % |
| 3 | SKAGEN VEKST | 3 755 227 | 8,5 % |
| 4 | HOLMEN SPESIALFOND | 2 365 000 | 5,3 % |
| 5 | SKANDINAVISKA ENSKILDA BANKEN AB | 1 971 090 | 4,4 % |
| 6 | AVANZA BANK AB | 1 818 868 | 4,1 % |
| 7 | NORDNET BANK AB | 1 632 265 | 3,7 % |
| 8 | ZETTERBERG, GEORG (incl. fully owned companies) | 1 533 256 | 3,5 % |
| 9 | GLAAMENE INDUSTRIER AS | 1 126 231 | 2,5 % |
| 10 | WAALER, JØRGEN (incl. fully owned companies) ¹ | 1 060 000 | 2,4 % |
| 11 | V. EIENDOM AS | 976 887 | 2,2 % |
| 12 | GRESSLIEN, ODD ROAR | 950 000 | 2,1 % |
| 13 | D. CARNEGIE AB | 909 115 | 2,0 % |
| 14 | RING, JAN | 741 822 | 1,7 % |
| 15 | MP PENSJON PK | 699 806 | 1,6 % |
| 16 | ROMULD, ARVE | 600 000 | 1,4 % |
| 17 | BUDVILAITIS, EVALDAS (incl. controlled companies) ¹ | 555 709 | 1,3 % |
| 18 | SVENSKA HANDELSBANKEN AB | 503 604 | 1,1 % |
| 19 | JOHANSEN, STEIN | 450 000 | 1,0 % |
| 20 | BJØRNSTAD, DANIEL | 420 810 | 0,9 % |
| | Sum 20 largest shareholders | 30 935 058 | 69,7 % |
| | Sum 1 396 other shareholders | 13 440 982 | 30,3 % |
| | Sum all 1 416 shareholders | 44 376 040 | 100,0 % |

¹ Primary insiders

