

Suffers from a weak order intake in the cloud segment

Intershop publishes a profit warning today. While revenues (EUR 10.5m; +13% yoy) and EBIT (plus EUR 0.1m compared to minus EUR 0.6m Q2 2022) held up well in the second quarter, incoming cloud orders did not meet expectations and were down 32% in H1. Also, the conversion of past cloud orders into actual revenues slowed noticeably and net new ARR were down 69% yoy, thus. Moreover, the company lowered the outlook for the full year. The company cites customers' reluctancy to invest as reasons for today's lowered guidance. So far, our target price was EUR 3.90, which we will review after the publishing of full numbers and the management update on July 26th.

Intershop		H1 2022	Actual H1 2023	yoy (%)	Pareto 2023e	(pre H1) 2024e
Revenues	EURm	18.5	19.4	5	39.4	43.5
EBIT margin	EURm %	(0.5) -2.8%	(0.8) -4.1%	52 -129 BP	(0.1) (0.2)%	2.5 5.8%
Other cloud-related KPI						
Incoming cloud orders Net new ARR	EURm "	14.3 2.3	9.7 0.7	(32) (69)	28.5 2.7	31.3 4.1

Source: Pareto, Company data

Details on the lowered outlook:

- Intershop now expects only moderate revenue growth in 2023 (was more than 10% before). Our previous revenue estimate implied 7.2%.
- EBIT-wise, the company expects an improvement compared to last year (minus EUR 2.9m), but a number that is still in negative territory (was "balanced" before). PAS estimate was at minus EUR 0.1m.
- Cloud orders are now expected to be between EUR 24-26m (PASe: EUR 28.5m). Before today, Intershop has guided for at least 10% yoy growth (>EUR 28.5m).
- Net new ARR is now expected to be at EUR 1.5-2.5m (PASe: 2.7m). Before today, Intershop guided for more than EUR 3.5m, an increase of over 10% over last year (EUR 3.2m).

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"Sell"

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Bonheur	243,584	0.57%
Huddly	1,170,943	0.56%
Par eto Bank	14,732,232	21.09%
Pexip Holding	879,095	0.84%
Spar ebank 1 Nor d-Nor ge	5,013,471	4.99%
Spar ebank 1 SM N	2,944,812	2.27%
Spar ebank 1 SR-Bank	2,440,402	0.95%
SpareBank 1 Østfold Akershus	1,237,140	9.99%
Spar eBank 1 Østlandet	6,628,097	6.24%
Spar ebanken Mør e	566,833	1.15%
Spar ebanken Sør	333,149	0.80%
Spar ebanken Vest	8,470,868	7.72%
NEXT Biometrics	700,000	0.76%
Snor eBank 1 Sar act. Nor ae	2 757 852	4 37%

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Company	Analyst holdings*	Total holdings
Adevinta	0	17,950
Aker ASA	500	2,238
Aker BP	0	18,910
Aker Horizons	0	302,397
Aker Solutions	0	1,388
A M SC A SA	0	3,600
Aprila Bank ASA	0	22,675
Atlantic Sapphire	0	7,500
AURELIUS Equity Opportunities	0	500
Austevoll Seaf ood	0	3,548
Awil co LNG	0	30,000
Belships	0	40,000
BioInvent	0	15,000
BlueNord	0	1,000
Bonheur	0	30,714
Borregaard ASA	0	523
Bouvet	0	980
BW Ener gy	0	108,416
BW Of f shore	0	4,900
Cool Company	0	5,000
Crayon	0	9,082
DNB	0	33,447
DNO	0	71,391
Edda Wind	0	5,000
Elkem	0	42,520
Elmer a Group ASA	0	37,305
Embracer Group	0	11,509
Equinor	0	4,034
Europris	0	17,745
Flex LNG	0	895

Company	Analyst holdings*	Total holdings
Frontline	0	8,000
Gaming Innovation Group	0	10.000
Gjensidige Forsikring	519	1,960
Grieg Seaf ood	0	13,491
Haf nia Ltd.	0	119,770
Huddly	0	1,170,943
Hydr ogenPr o	0	34.922
International Petroleum Corp	0	5,511
Kahoot	0	26,641
Kambi Groupplc	0	430
Kitron	0	2,314
Komplett Bank	0	130,300
Kongsber g Gr uppen	0	500
Lea bank	0	16,355
Ler øy Seaf ood Group	0	38,401
Mowi	0	6,004
Multitude	0	2,443
NEXT Biometrics	0	700,000
Nor Am Drilling	0	6,883
NORBIT ASA	0	1,706
Nor dic Semi conductor	0	11,398
Nor sk Hydr o	0	75,711
Nor ske Skog	0	95,406
Norwegian Air Shuttle	0	4,009
Odfjell Drilling	0	2,081
Okeanis Eco Tankers	0	6,206
Orkla	0	7,426
Panor o Ener gy	0	34,733
Par eto Bank	0	761,886
PetroTal	0	74,000
Pexip Holding	0	879,095
Protector Forsikring	0	7,300
PyrumInnovations	0	100
Quantaf uel	0	23,665
REC Silicon	0	32,539
Sai M ar	0	1,224
Sandnes Spar ebank	0	2,500
Scatec	0	20,129
Seadrill Ltd	0	10,489
Sol stad Of f shor e	0	122,500
Spar ebank 1 Nor d-Nor ge	725	7,794
Spar ebank 1 SMN	0	6,450
Spar ebank 1 SR-Bank	0	7,572
Spar eBank 1 Østlandet	1,100	11,100
Spar ebanken Mør e	0	1,080
Spar ebanken Sør	0	15,840
Spar ebanken Vest	0	2,009
Spar ebanken Øst	0	1,100
Stolt-Nielsen	0	3,800
Stor ebr and	100	3,110
Storytel	0	11,390
Subsea 7	0	21,470
Teekay Tankers	0	208
Telenor	0	3,005
TGS	0	10,830
Transocean	0	10,000
Valaris	0	3,100
Vestas Wind Systems	0	1,235
Vår Energi	0	160,229
Webstep	0	2,000
Wilh. Wilhelmsen Holding	0	229
Yara	0	17,149
Zaptec	0	16,200

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Appendix B

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Eidesvik Offshor Endur ASA

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First Camp Group

Fishbase Group AS

Golar LNG

Haf ni a Ltd

Haf nia Ltd.
Her tha BSC
Hospitality Invest
House of Contr ol
HydrogenPro
Idavang A/S
Instabank ASA
Island Green Power Ltd
Kezzler AS
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Kraft Bank
Kraft Bank

Kron AS

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Magnora ASA Maha Energy

Memmo Family

Memmo Family
Mime Petr oleum
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Waldorf Production Ltd. Wattif EV

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Appendix C

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Viscom AG WPU - Waste Plastic Upcycling AS

Appendix F

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% distribution