

Lower break-even de-risks the investment case

Q1 came in as expected: revenues fell 13% y/y on the intended service wind-down and license/maintenance runoff, but the 2025 cost program delivered a slightly positive EBIT, a firmer gross margin and stronger cash. Cloud orders and mix improved, while net new ARR turned negative on two flagged non-renewals. Management reiterated its 2026 guidance of broadly flat cloud metrics, a slight revenue decline and balanced EBIT, which the lower cost base makes readily achievable. With break-even materially reduced, execution risk falls, and we raise our fair value to EUR 2.20 (from EUR 1.80). We reiterate Buy.

Cost discipline turns a soft top line into a (slightly) profitable quarter

Q1 came in as expected: revenues fell 13% y/y on the intended service wind-down and license/maintenance runoff, yet the 2025 cost program delivered a slightly positive EBIT and a firmer gross margin, alongside a markedly stronger cash position. Cloud metrics were mixed - orders and the cloud revenue mix improved, but net new ARR turned negative on the two previously flagged non-renewals. A post-quarter reference win with France's Tivoly Group, delivered through the partner-first model, adds tangible evidence for the agentic B2B commerce strategy, though it is qualitative rather than estimate-moving for the time being.

Renewed guidance undemanding

Management reiterated its 2026 outlook - cloud order intake and net new ARR at prior-year levels, a slight revenue decline, and a balanced EBIT. We see this as achievable rather than a stretch: churn is the known drag holding net new ARR near nil this year, and we expect it to normalize from 2027, while the lower cost base makes the balanced-EBIT target far easier to reach. New business remains largely stable, leaving the guidance well underpinned.

A lower bar to profitability lifts our fair value

With the 2025 cost base cutting the revenue Intershop needs to break even, execution risk around our balanced-EBIT expectation falls materially, and we raise our fair value to EUR 2.20 (from EUR 1.80). We reiterate Buy, with the shares still trading at a discount to their historical EV/EBITDA average. The case continues to hinge on the cloud business scaling into a durable growth story and on utilisation of the substantial tax loss carryforwards.

EURm	2024	2025	2026e	2027e	2028e
Revenues	39	33	33	33	35
EBITDA	3	1	3	4	5
EBIT	0	(3)	(0)	1	2
EPS	(0.02)	(0.17)	(0.01)	0.04	0.08
EPS adj	(0.02)	(0.17)	(0.01)	0.04	0.08
DPS	-	-	-	-	-
EV/EBITDA	5.6	26.7	8.6	6.6	5.1
EV/EBIT	-	-	-	24.5	11.7
P/E adj	-	-	-	45.1	22.4
P/B	2.17	1.71	2.89	2.72	2.42
ROE (%)	-	-	-	6.2	11.4
Div yield (%)	-	-	-	-	-
Net debt	(5)	(7)	(7)	(9)	(10)

Source: Pareto Securities

Target price (EUR)	2.2	▲ BUY
Share price (EUR)	1.8	— HOLD
		▼ SELL

Forecast changes

%	2026e	2027e	2028e
Revenues	-	-	-
EBITDA	-	-	-
EBIT adj	-	-	-
EPS reported	23	(23)	(23)
EPS adj	23	(23)	(23)

Source: Pareto Securities

Ticker	ISHG.DE, ISH2 GY
Sector	Software & Services
Shares fully diluted (m)	19.0
Market cap (EURm)	34
Net debt (EURm)	-7
Minority interests (EURm)	0
Enterprise value 26e (EURm)	27
Free float (%)	0

Total Return Index



Source: FactSet

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Q1 wrap-up

Q1 numbers

		Actual			Pareto	
Intershop		Q1 2025	Q1 2026	yoy (%)	Q1 2026	Delta (%)
Revenues	EURm	9.1	7.9	-13	8.0	-1
of which: Licenses	"	0.1	0.0	(87)	0.1	-90
of which: Maintenance	"	1.7	1.0	(42)	1.4	-29
of which: Cloud / Subscription	"	5.2	5.3	3	5.2	2
of which: Services	"	2.2	1.6	(27)	1.3	28
Gross profit	"	4.4	3.9	-12	3.6	9
margin	%	48.2%	49.3%	107 BP	45.0%	430 BP
EBIT	EURm	0.1	0.1	37	(0.2)	-152
margin	%	0.8%	1.3%		(2.4)%	369 BP
Other cloud-related KPI						
Incoming cloud orders	EURm	3.9	4.2	7	4.1	2
ARR from cloud	"	20.4	19.6	(4)	20.1	-2
New ARR	"	0.6	0.6	7	0.4	74
Net new ARR	"	0.3	(0.5)	(240)	(0.0)	1,415
Implied churn	"	0.3	1.1	350	0.4	182

Source: INT, Pareto Securities

Intershop reported a stable first quarter of 2026 that came in line with expectations, with group revenues down 13% y/y to EUR 7.9m (Q1 2025: EUR 9.1m). The decline was largely intended, reflecting the continued wind-down of the service business under the partner-first strategy and the planned erosion of license and maintenance revenues during the cloud transition. Despite the lower top line, the company delivered a positive EBIT of EUR 0.1m, slightly ahead of the prior year (EUR 73k), as the cost measures implemented over the course of 2025 took effect. Gross margin edged up to 49% (Q1 2025: 48%) as costs of revenue fell 14%, outpacing the revenue decline, and total costs including operating expenses came down 14% to EUR 7.8m. Net cash improved markedly, rising 25% since year-end 2025 to EUR 10.9m (31.12.2025: EUR 8.8m), driven mainly by higher contract liabilities from cloud and maintenance prepayments and a reduction in trade receivables; operating cash flow swung to EUR 2.9m from EUR -0.1m a year earlier.

Incoming cloud orders rose 7% y/y to EUR 4.2m (Q1 2025: EUR 3.9m), a mild increase consistent with a still-subdued new-business environment. As in the prior-year quarter, Intershop won two new cloud customers, contributing EUR 1.0m to order intake (Q1 2025: EUR 0.5m), while existing customers accounted for EUR 3.2m (Q1 2025: EUR 3.4m). Management continues to characterize new-customer demand as muted, with prospects across sectors delaying investment decisions under cost pressure and economic uncertainty.

On the other cloud KPIs, the picture is more mixed. Cloud and subscription revenues grew 3% to EUR 5.3m (Q1 2025: EUR 5.2m), lifting the cloud share of group revenue by eleven points to 67% (Q1 2025: 56%), and the cloud margin improved slightly to 65% (Q1 2025: 64%). New ARR was stable at EUR 0.6m. Net new ARR, however, turned negative at EUR -0.5m (Q1 2025: EUR +0.6m), and ARR fell 4% y/y to EUR 19.6m (Q1 2025: EUR 20.4m). The swing reflects elevated churn - cancellations of EUR 1.25m in the quarter - driven principally by two customers not renewing their contracts, a carry-over effect that management had flagged in advance and does not attribute to platform performance.

The service business developed as expected, with revenues down 27% to EUR 1.6m (Q1 2025: EUR 2.2m). The decline is a deliberate consequence of the partner-first strategy, which shifts new implementation work to Intershop's partner network and structurally reduces service revenues in exchange for better scalability and margins. The key positive was the customer acceptance in February 2026 of the complex major project that had weighed heavily on 2025 profitability; this lifted the service margin noticeably versus recent quarters, with remaining work limited to defect fixing rather than open-ended delivery risk.

On strategy, Intershop is focused on the Spring Release 2026, scheduled for May, as the next step toward its positioning as an agentic B2B commerce platform. The company has integrated a growing number of AI agents and copilots into the platform - spanning buyer- and merchant-facing copilots, a business-intelligence agent, and content/localisation agents

- aimed at helping customers automate processes and reduce costs. The Spring Release is intended to add further agents to reach critical mass. Two product directions shown to analysts are notable: a new flexible commercial model that replaces per-agent pricing with a single subscription and a flexible allocation of AI credits across all current and future agents (with cumulative 12-month validity), sold in Starter/Growth/Advanced/Enterprise tiers; and an expanding set of buyer-facing agentic capabilities, with a copilot for buyers live today and features such as aftermarket sales support, a visual product finder for technical spare parts, and product visibility in LLM search slated for the Spring Release. Alongside the release, management is preparing a brand refresh to reposition Intershop around agentic commerce, while cautioning that pipeline impact should be expected with a lag given the roughly nine-month sales cycle.

Other points worth flagging: headcount fell to 222 full-time employees, down 40 (-15%) y/y on the 2025 cost-reduction programme and broadly stable versus year-end (224). The period result was near breakeven at EUR -18k (Q1 2025: EUR -68k). Management left full-year 2026 guidance unchanged - cloud order intake and net new ARR at prior-year levels, a slight revenue decline, and a balanced EBIT - underpinned by the lower cost base, which the company has previously indicated brings break-even down to roughly EUR 32m of revenue.

Post quarter-end, on 7 July Intershop announced the go-live of two B2B platforms for France's Tivoly Group (tivoly.com and peugeot-outils-pro.com) on the Intershop Commerce Platform, delivered with new integration partner AlephFront, a subsidiary of Aleph Archives set up specifically for Intershop B2B integration. Both sites are live in production with catalog, self-service, machine registration, ERP integration (Infor M3) and a digitised after-sales/claims workflow, with transactional ordering and checkout to follow in a next phase.

While we view this news to be modestly supportive of the investment case as it provides evidence for the strategy and the partner model, it is qualitative rather than quantitative and no reason to change estimates at this point in time.

Estimates update

Our updated scenario for the cloud business

Cloud business (EURm)	2023	2024	2025	2026e	2027e	2028e	2029e
Order Entry	19.7	20.0	21.7	21.7	25.0	28.7	33.0
% yoy	-24%	1%	9%	0%	15%	15%	15%
New ARR	2.7	3.3	2.5	2.9	3.0	3.4	3.9
% yoy	-31%	23%	-24%	17%	2%	15%	15%
Average contract length (years)	7.4	6.6	7.7	7.5	7.5	7.5	7.5
% yoy	29%	-10%	16%	-2%	0%	0%	0%
Churn	0.8	0.7	1.9	2.9	1.0	1.1	1.2
% yoy	11%	-14%	181%	53%	-65%	10%	10%
Net new ARR	1.9	2.7	0.6	0.0	2.0	2.3	2.7
% yoy	-41%	42%	-78%	-95%	7007%	18%	17%
ARR	17.3	20.1	20.1	20.1	22.1	24.4	27.1
% yoy	12%	16%	0%	0%	10%	10%	11%
Cloud revenues	16.2	20.5	20.5	20.5	22.5	24.8	27.5
% yoy	14%	27%	0%	0%	10%	10%	11%

Source: INT, Pareto Securities

We don't see the need to change our estimates after the release of Q1 numbers. As a reminder, the company guidance for 2026e points at a similar order entry as in 2025, i.e. slightly below EUR 22m. Because of modest new ARR combined with a relatively elevated expected churn of above 10% in 2026e due to the announced loss of two cloud customer contracts, we expect net new ARR to be around nil in the year, in line with company guidance.

Beyond 2026, we believe Intershop's solid product offering has a good chance of returning to double-digit order growth rates. The strong order intake expected in 2027e and beyond is supposed to translate into rising cloud revenue over the coming years. After our churn expectation peaks at more than 10% of last year's ARR in 2026, we maintain a 5% churn assumption thereafter. New ARR and net new ARR are expected to bottom out accordingly in 2026e but to pick up again thereafter.

P&L

Profit & Loss	2023	2024	2025	2026e	2027e	2028e	2029e
Revenue	38.0	38.8	33.3	32.6	33.5	34.9	36.9
% yoy	3.3%	2.1%	-14.3%	-1.8%	2.6%	4.2%	5.6%
Gross Profit	15.8	17.7	14.7	15.1	16.2	17.6	19.3
% of sales	41.6%	45.6%	44.3%	46.3%	48.3%	50.3%	52.3%
EBITDA	0.9	3.3	0.5	3.1	3.9	4.7	5.7
% of sales	2.3%	8.5%	1.6%	9.6%	11.6%	13.6%	15.6%
EBIT	-2.5	0.1	-2.8	-0.1	1.0	2.0	3.1
% of sales	-6.7%	0.2%	-8.3%	-0.2%	3.1%	5.9%	8.3%
Pretax Profit	-3.0	-0.3	-3.1	-0.2	1.0	2.0	3.1
% of sales	-7.9%	-0.8%	-9.4%	-0.6%	3.0%	5.8%	8.4%
Net Profit	-3.1	-0.4	-3.2	-0.1	0.8	1.5	2.3
% of sales	-8.1%	-0.9%	-9.7%	-0.5%	2.3%	4.4%	6.3%
EPS (EUR)	-0.21	-0.02	-0.17	-0.01	0.04	0.08	0.12
% yoy	-16.6%	-88.5%	604.6%	-95.4%	nm	nm	nm
DPS (EUR)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Payout ratio	0%	0%	0%	0%	0%	0%	0%

Source: INT, Pareto Securities

Regarding the "partner-first" strategy for the volatile Services business, we continue to expect a meaningful reduction in related revenues in the coming years. While it is difficult to provide an exact estimate, we would not be surprised if related revenues declined by around 20–30% per year. Furthermore, license and maintenance revenues are expected to continue shrinking as planned, benefiting the cloud business. Overall, we expect group revenue to decline again by approximately 2% y/y in 2026e, in line with company guidance. We also anticipate a balanced EBIT in 2026 as Intershop's cost-cutting activities have lowered the

break-even revenue level to around EUR 32m, and a noticeable improvement in profitability in 2027 and beyond. A significant improvement in the macroeconomic environment could, in our view, lead to a faster recovery.

These considerations result in the P&L forecast shown above. Please find below our outlook for Q2.

Preview Q2

		Actual	Pareto		Pareto estimates	
Intershop		Q2 2025	Q2 2026e	yoy (%)	2026e	2027e
Revenues	EURm	8.1	8.1	0	32.6	33.5
of which: Licenses	"	0.0	0.0	-100	1.0	1.0
of which: Maintenance	"	1.6	1.5	-5	6.1	6.0
of which: Cloud / Subscription	"	4.9	5.0	1	20.5	22.5
of which: Services	"	1.6	1.6	3	5.0	4.0
Gross profit	"	3.2	3.9	22	15.1	16.2
margin	%	39.5%	48.0%	846 BP	46.3%	48.3%
EBIT	EURm	(1.0)	0.1	nm	(0.1)	1.0
margin	%	nm	1.1%	nm	nm	3.1%
Other cloud-related KPI						
Incoming cloud orders	EURm	2.8	5.0	81	21.7	25.0
ARR from cloud	"	20.1	19.6	-2	20.1	22.1
New ARR	"	0.7	0.5	-27	2.9	3.0
Net new ARR	"	0.3	0.0	-98	0.0	2.0
Implied churn	"	0.4	0.5	20	2.9	1.0

Source: INT, Pareto Securities

Valuation update

DCF

EUR m	2026e	2027e	Phase I			2031e	2032e	Phase II			Phase III
			2028e	2029e	2030e			2033e	2034e	2035e	
Revenues	32.6	33.5	34.9	36.9	39.4	41.8	44.1	46.2	48.0	49.6	
growth rate	-1.8%	2.6%	4.2%	5.6%	6.9%	6.2%	5.4%	4.7%	4.0%	3.2%	
EBIT	(0.1)	1.0	2.0	3.1	4.2	4.7	5.2	5.7	6.2	6.7	
EBIT margin	nm	3.1%	5.9%	8.3%	10.7%	11.2%	11.8%	12.4%	12.9%	13.5%	
Tax	0.0	(0.3)	(0.6)	(1.0)	(1.3)	(1.5)	(1.6)	(1.8)	(2.0)	(2.1)	
Tax rate	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%	
Depr. & Amort.	1.9	1.5	1.3	1.2	1.2	1.2	1.3	1.3	1.4	1.4	
% of sales	5.8%	4.5%	3.8%	3.3%	3.0%	2.9%	2.9%	2.9%	2.9%	2.9%	
Capex	(1.0)	(1.1)	(1.1)	(1.1)	(1.2)	(1.2)	(1.3)	(1.4)	(1.4)	(1.5)	
% of sales	3.2%	3.2%	3.1%	3.1%	2.9%	3.0%	3.0%	3.0%	3.0%	3.0%	
Change in NWC	0.0	(0.0)	(0.1)	(0.1)	(0.1)	(0.1)	(0.2)	(0.2)	(0.2)	(0.2)	
% of sales	-0.1%	0.1%	0.1%	0.2%	0.2%	0.3%	0.3%	0.4%	0.4%	0.5%	
Free Cash Flow	0.9	1.1	1.6	2.1	2.8	3.1	3.4	3.7	4.0	4.3	58.3
growth rate		34%	38%	35%	32%	10%	10%	9%	8%	7%	3%
Present Value FCF	0.8	1.0	1.3	1.5	1.8	1.8	1.8	1.8	1.8	1.7	23.7

PV Phase I	6.4	Risk free rate	3.5%	Targ. equity ratio	100%		
PV Phase II	9.0	Premium Equity	5.0%	Beta	1.3		
PV Phase III	23.7	Premium Debt	1.0%	WACC	10.0%		
Enterprise value	39.2	Sensitivity	Growth in phase III				
- Net Debt (Cash)	(6.6)		1.5%	2.0%	2.5%	3.0%	3.5%
- Leasing Liabilities	7.0						
- Minorities & Peripherals	0.0						
- Other	0.0						
+ Tax loss carryforwards (NPV)	2.8						
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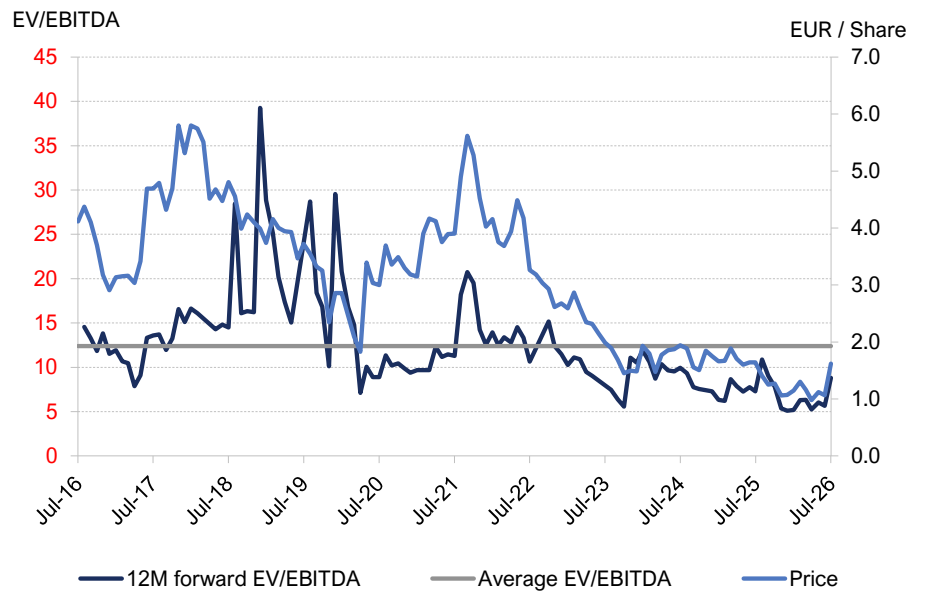
Source: Pareto Securities

We raise our fair value per share from EUR 1.80 to EUR 2.20. Q1 confirms that the revenue level Intershop requires to break even has fallen significantly following the 2025 cost-base optimization, materially reducing execution risk around our balanced-EBIT expectation. This de-risking, combined with the improved profitability the lower cost base implies for the coming years, underpins the higher fair value. We see significant upside potential of approximately 35%, and our recommendation remains “Buy.”

The key underlying assumption remains that Intershop's cloud business will evolve into a sustainable long-term success story, and that the company will be able to utilize its still-substantial tax loss carryforwards in the coming years. With a solid cash position of EUR 11m as of the end of last quarter, we believe Intershop has sufficient runway to improve its performance. However, the company must increasingly capitalize on the strengths of its product suite and consistently deliver profitable and transparent results to rekindle investor interest.

The Intershop share continues to trade at a discount to the historical EV/EBITDA average, which supports our rating.

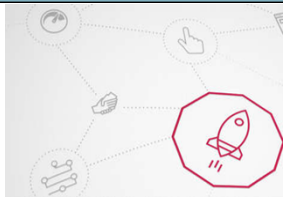
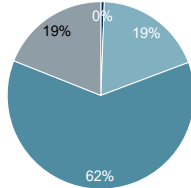
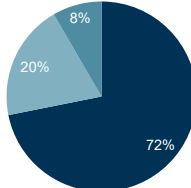
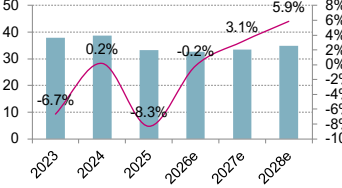
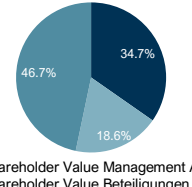
Historical 12m forward EV/EBITDA multiple



Source: Pareto Securities, Factset

At a glance

At a glance

Business units	Licenses	Maintenance	Cloud / Subscription	Services				
								
Products & services	Intershop Commerce Suite builds the core of the product offering. The commerce platform can be employed "ready-to-use" or on a modular basis according to customers' needs. Intershop's solutions contain commerce management, product information management, experience management as well as omni-channel order management. Deployment modes are either on-premise, per private cloud or as CaaS (Commerce-as-a-Service). Services include strategic digital consulting, project management, complete or partly operation of the commerce business (Full Service Commerce), as well as training and support.							
Customers	Globally, more than 300 customers, which are mainly active in the manufacturing, retail / wholesale, automotive, and energy industries.							
	Top 25 customers account for c. 66% of revenue.							
Market share & positioning	In its relevant market segment, Intershop accounts for c. 5% of market share, while in the total e-commerce software market Intershop solutions are implemented in less than 2% of all online shops. Intershop is an engineering-driven company, with a focus on a strong performance and a reliable system, thus a quality-oriented company.							
Drivers	Increasing internet penetration (+) Underlying growth in e-commerce business and associated shift from brick-and-mortar retail to e-commerce / omni-channel commerce (+) Changing B2B buyer demographics towards a more digital native buyer group (+) Amazon move into B2B e-commerce business (substitution via marketplaces and strong independent online shops) (-)							
Main competitors	Main competitors: Hybris (by SAP), WebSphere Commerce (by IBM), Oracle NetSuiteCommerce (B2B solution by Oracle), Oracle Commerce Platform (by Oracle), CloudCraze (B2B solution recently acquired by salesforce.com), Salesforce Commerce (formerly Demandware, B2C solution by salesforce.com), Magento Commerce (recently acquired by Adobe) Non-listed competitors: Insite Software (B2B solution), OROCommerce (B2B solution), Shopware (strong German presence), OXID eSales (strong German presence)							
Strategy, guidance & consensus	Strategy: (I) "Cloud first" (II) B2B Focus, tilted towards SMB via CaaS offering (III) Extending technological functionalities and sales channels via Microsoft partnership (IV) Strengthening marketing capabilities		Guidance (04/2026) Revenue flat EBIT balanced Revenue yoy EBIT margin Pareto EUR 33m -1.8% EUR -0.1m -0.2% Consensus					
2025	Sales (EURm) y/y	33.3 -14.3%	EBITDA (EURm) Margin	0.5 1.6%	EBIT (EURm) Margin	-2.8 -8.3%	5Y sales CAGR Org. growth y/y	-3.0% 4.7%
Sales & EBIT split	Sales split by product / service  - License Sales - Maintenance Sales - Cloud & Subscription Sales - Service Sales		Sales split by region  - Europe - U.S.A. - Asia/Pacifi		Group financial development  - Group Sales - EBIT margin (rhs)			
Management & shareholder structure	 Markus Dränert Chief Executive Officer (since 2025) • With Intershop since 2023, first as Chief Operating Officer • Holds a degree in business administration • Was most recently an Operating Partner at AURELIUS Wachstumskapital, where he led the Software & Technology division. • Prior to that, Mr Dränert held various management and leadership positions at company builder Finleap, Haufe-Lexware, and Deutsche Telekom.		 Petra Stappenbeck Chief Financial Officer (since 2023) • Graduated in business administration • With Intershop since 2012 • More than 30 years of experience in finance and controlling • Prior to joining Intershop, Mrs Stappenbeck held leading management positions at Jenoptik AG and Hochtief AG.		Shareholder structure  - Shareholder Value Management AG / Shareholder Value Beteiligungen AG - Frankfurter Inv.-ges. m. var. Kapital (SICAV) - Free Float			
# of employees FY 2025	224							

Source: Company, Pareto Securities

PROFIT & LOSS (fiscal year) (EURm)	2021	2022	2023	2024	2025	2026e	2027e	2028e
Revenues	36	37	38	39	33	33	33	35
EBITDA	4	0	1	3	1	3	4	5
Depreciation & amortisation	(3)	(3)	(3)	(3)	(3)	(3)	(3)	(3)
EBIT	1	(3)	(3)	0	(3)	(0)	1	2
Net interest	(0)	(1)	(0)	(0)	(0)	(0)	(0)	(0)
Other financial items	-	-	-	-	-	-	-	-
Profit before taxes	1	(3)	(3)	(0)	(3)	(0)	1	2
Taxes	(0)	(0)	(0)	(0)	0	0	(0)	(1)
Minority interest	-	-	-	-	-	-	-	-
Net profit	1	(4)	(3)	(0)	(3)	(0)	1	2
EPS reported	0.06	(0.25)	(0.21)	(0.02)	(0.17)	(0.01)	0.04	0.08
EPS adjusted	0.06	(0.25)	(0.21)	(0.02)	(0.17)	(0.01)	0.04	0.08
DPS	-	-	-	-	-	-	-	-
BALANCE SHEET (EURm)	2021	2022	2023	2024	2025	2026e	2027e	2028e
Tangible non current assets	1	1	0	0	0	(0)	(1)	(1)
Other non-current assets	21	24	23	22	19	19	19	19
Other current assets	6	6	5	7	5	5	5	5
Cash & equivalents	12	10	10	9	9	9	10	12
Total assets	40	41	38	37	33	32	33	35
Total equity	17	14	11	11	12	12	13	14
Interest-bearing non-current debt	3	5	3	1	1	1	1	1
Interest-bearing current debt	-	1	1	3	1	-	-	-
Other Debt	19	22	23	23	19	19	19	19
Total liabilities & equity	40	41	38	37	33	32	33	35
CASH FLOW (EURm)	2021	2022	2023	2024	2025	2026e	2027e	2028e
Cash earnings	6	1	2	3	(2)	2	2	3
Change in working capital	(1)	0	1	(1)	2	0	(0)	(0)
Cash flow from investments	(2)	(3)	(1)	(1)	(1)	(1)	(1)	(1)
Cash flow from financing	(3)	0	(2)	(2)	2	(1)	-	-
Net cash flow	0	(2)	(0)	(1)	0	(0)	1	2
VALUATION (EURm)	2021	2022	2023	2024	2025	2026e	2027e	2028e
Share price (EUR end)	3.80	2.43	1.98	1.63	1.08	1.80	1.80	1.80
Number of shares end period	14	14	15	15	19	19	19	19
Net interest bearing debt	(9)	(5)	(6)	(5)	(7)	(7)	(9)	(10)
Enterprise value	45	29	23	18	14	27	26	24
EV/Sales	1.2	0.8	0.6	0.5	0.4	0.8	0.8	0.7
EV/EBITDA	10.2	73.2	26.2	5.6	26.7	8.6	6.6	5.1
EV/EBIT	34.5	-	-	-	-	-	24.5	11.7
P/E reported	67.4	-	-	-	-	-	45.1	22.4
P/E adjusted	67.4	-	-	-	-	-	45.1	22.4
P/B	3.1	2.5	2.5	2.2	1.7	2.9	2.7	2.4
FINANCIAL ANALYSIS	2021	2022	2023	2024	2025	2026e	2027e	2028e
ROE adjusted (%)	4.7	-	-	-	-	-	6.2	11.4
Dividend yield (%)	-	-	-	-	-	-	-	-
EBITDA margin (%)	12.3	1.1	2.3	8.5	1.6	9.6	11.6	13.6
EBIT margin (%)	3.6	-	-	0.2	-	-	3.1	5.9
NIBD/EBITDA	(2.06)	(13.18)	(7.06)	(1.63)	(12.66)	(2.34)	(2.20)	(2.16)
EBITDA/Net interest	11.04	0.76	1.82	8.90	1.44	21.34	-	-

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Appendix A

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Companies	No. of shares	Holdings in %
Austevoll Seafood	1 077 065	0,53 %
Pareto Bank	16 609 296	21,63 %
Pexip Holding	862 102	0,81 %
SpareBank 1 Nord-Norge	6 461 536	6,44 %
SpareBank 1 SMN	3 595 425	2,49 %
SpareBank 1 Østfold Akershus	1 237 475	9,99 %
SpareBank 1 Østlandet	6 850 656	5,04 %
SpareBank 1 Sør-Norge	4 142 576	1,10 %
Sparebanken Norge	13 464 335	7,94 %

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Company	Analyst holdings*	Total holdings
ABB Ltd.		580
ABL Group		10 382
Aker ASA	500	1 041
Aker BP		8 165
Archer		3 940
Arribatec		28 000
Austevoll Seafood		4 100
AutoStore		190 010
B3 Consulting Group		3 451
Bakkafrost		787
Biolinvent		15 000
Bonheur		31 614
Borregaard ASA		615
Bouvet		7 927
BW Energy		50 209
BW Offshore		3 000
Cambi		24 777
Capital Tankers		4 000
CMB.TECH		14 300
Constellation Oil Services		500
DHT		592
DNB		54 052
DNO		9 860
DOF		6 187
Elektroimportøren		193 150
Elkem		107 000
Elliptic Laboratories		57 642
Elmera Group ASA		2 755
Elopak		48 625
Entra ASA		10 070
Envipco Holding		3 829
Equinor		4 599
Europris		30 019
Evolution		203
Fjord Defence Group		3 300
Frontline		7 422
Gentoo Media		10 010
Getinge		260
Gjensidige Forsikring		3 852
Grieg Seafood		11 700

Company	Analyst holdings*	Total holdings
Hafnia Ltd.		23 300
Haypp		610
Hemnet Group		1 400
Hennes & Mauritz B		1 085
Himalaya Shipping		2 079
Höegh Autoliners		463
Instabank		16 592
International Petroleum Corp		6 801
Investor		3 194
Kambi Group plc		430
Komplett ASA		554 614
Kongsberg Gruppen		12 125
Kongsberg Maritime		15 375
Lerøy Seafood Group		52 135
Link Mobility Group		157 359
Lundin Mining Corp.		7 245
Magnora ASA		73 000
Moreld		267 910
Morrow Bank		40 000
Mowi		3 885
Mutares SE & Co. KGaA		433
Måseval		31 700
NorAm Drilling		6 100
NORBIT		2 110
Nordic Semiconductor		67 579
Nordnet		6 239
Norsk Hydro		74 816
Norsk Titanium		400 000
Norske Skog		71 774
Odjell Drilling		3 000
Odjell SE		16 000
Odjell Technology		2 305
Okeanis Eco Tankers		2 312
Orkla		5 008
Panoro Energy		12 370
Paradox Interactive		549
Pareto Bank		1 251 962
Pexip Holding		862 129
Plejd		352
Protector Forsikring		10 186
Rogaland Sparebank		8 906
SalMar		926
SATS ASA		10 284
Scatec		1 505
Scorpio Tankers		5 000
Seadrill Ltd		3 524
Sentia		1 640
SoftwareOne		24 975
Solitech		19 102
Solstad Maritime		4 579
SpareBank 1 Nord-Norge		2 236
SpareBank 1 SMN		14 327
SpareBank 1 Sør-Norge		41 283
SpareBank 1 Østfold Akershus		1 240
SpareBank 1 Østlandet		20 776
Sparebanken Møre		5 882
Sparebanken Norge		63 863
Sparebanken Øst		13 400
Star Bulk Carriers		3 500
Stolt-Nielsen		2 000
Stora Enso		41 453
Storebrand		4 839
Storytel		22 115
Saab		133
Telenor		7 873
Thule Group		475
Tomra Systems ASA		90 210
TORM		2 310
Transocean		10 000
Valaris		3 327
VEND		61 224
Ventura Offshore Holding Ltd.		5 000
Vestas Wind Systems		1 275
Vicore Pharma Holding AB		6 700
Vår Energi		76 789
Wilh. Wilhelmsen Holding		299
Xplora Technologies		4 916
Yara		16 606
Zaptec		24 000

This overview is updated monthly (last updated 15.06.2026).

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Appendix B

Disclosure requirements in accordance with Article 6(1)(c)(iii) of Commission Delegated Regulation (EU) 2016/958

Overview over issuers of financial instruments where Pareto Securities AS have prepared or distributed investment recommendation, where Pareto Securities AS have been lead manager/co-lead manager or have rendered publicly known not immaterial investment banking services over the previous 12 months:

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Bruton Ltd.	Norse Atlantic
Capital Tankers	Norsk Titanium
Capsol Technologies AS	Northern Ocean
Cibus Real Estate	OKEA
DOF	Okeanis Eco Tankers
Elliptic Laboratories	Paratus Energy Services
Envipco Holding	REC Silicon
Fjord Defence Group	Scorpio Tankers
Gigante Salmon	Sintana Energy
Golar LNG	SoftwareOne
HomeToGo	Xplora Technologies

This overview is updated monthly (this overview is for the period 01.06.2025 – 31.05.2026).

Appendix C

Disclosure requirements pursuant to the Norwegian Securities Trading Regulation § 3-11 (4)

Distribution of recommendations

Recommendation	% distribution
Buy	63%
Hold	31%
Sell	3%
Not rated	4%

Distribution of recommendations (transactions*)

Recommendation	% distribution
Buy	83%
Hold	10%
Sell	0%
Not rated	7%

* Companies under coverage with which Pareto Securities Group has on-going or completed public investment banking services in the previous 12 months.

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Appendix E

Disclosure requirements in accordance with Article 6(1)(c)(i) of Commission Delegated Regulation (EU) 2016/958

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DF Deutsche Forfait	MAX Automation SE	ReFuels N.V.
Enapter	Merkur Privatbank	RENK Group AG
Energiekontor AG	Meta Wolf	Seven Principles
FORIS AG	MLP SE	SMT Scharf
Gesco SE	MPC Capital AG	Surteco SE
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HomeToGo SE	OVH Holding	Viscom
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Appendix F

Disclosure requirements in accordance with Article 6(1)(c)(iv) of Commission Delegated Regulation (EU) 2016/958

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H2APEX Group	MAX Automation	SMT Scharf
Heidelberg Pharma	Merkur Privatbank	Surteco
HomeToGo	MLP SE	Viscom

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