



Will the momentum be kept in 2021?

Intershop has reported Q4 numbers that exceeded most of our expectations. Going forward, we anticipate an increase of cloud order entry by 25% in 2021 and 30% p.a. thereafter but left most other assumptions unchanged. Our DCF-based price target is now EUR 4.60, our recommendation remains "buy".

A sound 2020

Intershop has reported Q4 numbers that were not only fully in-line with the company guidance, but also exceeded most of our expectations: Revenues were better than expected mainly due to strong license revenues. EBIT was positive for the fourth quarter in a row and clearly above the level in the first three quarters, too. All cloud related KPI were in line with expectations, by and large. The only downer was the rather cautious guidance for 2021.

Only minor changes to our estimates

Going forward, we anticipate an increase of cloud order entry by 25% in 2021 and 30% p.a. thereafter. All other underlying assumptions for the cloud business remained roughly unchanged. After Intershop's strong performance in 2020, we now expect a gross margin of 47% of sales instead of 45%.

The risk profile has improved

Our DCF-based price target has been increased from EUR 4.00 to EUR 4.60, our recommendation remains "buy". We think that the risk profile of Intershop has clearly improved after the company has reported four quarters in a row with a positive operating result. Thus, we lower the beta from 1.3 to 1.1, resulting in still above average WACC of 8.8% (was 9.8% before).

EURm	2019	2020	2021e	2022e	2023e
Revenues	32	34	36	40	45
EBITDA	(2)	5	6	7	8
EBIT	(6)	1	2	3	3
EPS	(0.48)	0.06	0.11	0.21	0.24
EPS adj	(0.44)	0.06	0.11	0.21	0.24
DPS	-	-	-	-	-
EV/EBITDA	-	7.2	7.8	5.8	5.1
EV/EBIT	-	33.2	28.5	14.5	12.2
P/E adj	-	55.7	36.5	19.6	17.5
P/B	2.71	2.70	3.23	2.77	2.39
ROE (%)	-	5.0	9.3	15.2	14.7
Div yield (%)	-	-	-	-	-
Net debt	(6)	(11)	(13)	(15)	(18)

Source: Pareto

Target price (EUR)	4.6
Share price (EUR)	4.1

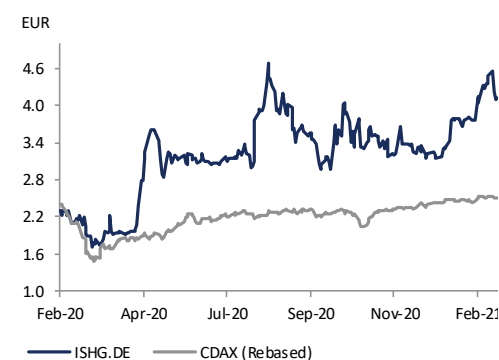
Forecast changes

%	2021e	2022e	2023e
Revenues	2	(4)	NM
EBITDA	16	10	NM
EBIT adj	85	32	NM
EPS reported	87	32	NM
EPS adj	87	32	NM

Source: Pareto

Ticker	ISHG.DE, ISH2 GY
Sector	Software & Services
Shares fully diluted (m)	14.2
Market cap (EURm)	59
Net debt (EURm)	-13
Minority interests (EURm)	0
Enterprise value 21e (EURm)	46
Free float (%)	51

Performance



Source: Factset

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Q4 wrap up

Exhibit 1: Q4 results

Intershop		Actual			Pareto	
		Q4 2019	Q4 2020	yoy (%)	Q4 2020	Delta (%)
Revenues	EURm	8.3	9.3	11.9	8.1	14.0
<i>of which: Licenses</i>		1.3	1.5	14.6	0.7	117.1
<i>of which: Maintenance</i>		2.0	1.9	-6.7	1.9	-1.7
<i>of which: Cloud / Subscription</i>		1.8	2.0	15.1	2.0	2.0
<i>of which: Services</i>		3.2	3.8	21.1	3.5	9.0
Gross profit	"	3.4	4.8	41.7%	3.7	29.8
<i>margin</i>	%	40.6%	51.3%	1076 BP	45.1%	623 BP
EBIT	"	(1.9)	0.4	nm	0.1	192.9
<i>margin</i>	%	nm	4.4%	0 BP	1.7%	267 BP
Other cloud-related KPI						
Incoming cloud orders	EURm	8.3	4.5	-45.5	4.0	12.8
ARR from cloud	"	6.8	9.3	36.8	9.0	3.2
New ARR	"	1.8	0.8	-55.2	0.8	6.8
Net new ARR	"	0.4	0.7	0.8	0.7	7.9
Implied churn	"	1.4	0.1	nm	0.1	0.0

Source: Pareto Securities Research

Intershop has reported Q4 and full year numbers for 2020 that were not only fully in-line with the company guidance, that pointed at a slight increase of revenues and a slightly positive operating result, but also exceeded most of our expectations: Revenues were better than expected mainly due to strong license revenues. EBIT was positive for the fourth quarter in a row and clearly above the level in the first three quarters, too. Gross profit was at a record level of 51% of sales, which resulted from the high share of license revenue in Q4. Going forward, Intershop regards the 47% the company realized over the entire 2020 as a better estimator for the future as licenses will play a lesser role going forward. Notwithstanding, Intershop targets a 70% cloud margin a couple of years down the road (2019: 61%).

While cloud order entry was a notch better than expected, it did not match the record level in Q4 2019, as anticipated. All other cloud related KPI were in line with expectations, by and large. Throughout 2020, we saw that it takes a bit until the cloud order entry translates into higher cloud revenues, new ARR and net new ARR. Intershop booked only EUR 2.6m new ARR in 2020, which is 16% of cloud order entry and a mere 65% of the order entry in Q1. According to Intershop, it still takes 9-12 months to implement a cloud solution at the customer, as Intershop solutions must usually be deeply integrated into the IT landscape of the respective customers, which are typically companies with three digit million revenues. Going forward, Intershop intends to accelerate the implementation process, so that 20% of the order entry might be realized as revenues in a given year.

Despite a strong 2020, Intershop cautiously expects only a small increase in group revenues and guided only for a slightly positive EBIT, which might explain why the share price dropped from EUR 4.50 to EUR 3.90 after the call in the afternoon of February the 17th, but in the meantime recovered to EUR 4.10. For the cloud order entry, Intershop expects a rise of at least 10% and a slight increase of net new ARR.

Valuation update

Exhibit 2: Updated scenario for the cloud business

Cloud business (EURm)	2018	2019	2020	2021e	2022e	2023e	2024e
Order Entry	7.2	13.1	15.8	19.8	25.7	33.4	43.4
% yoy		81%	21%	25%	30%	30%	30%
New ARR	1.7	2.6	2.6	4.0	5.1	6.7	8.7
% yoy		53%	0%	52%	30%	30%	30%
Average contract length (years)	4.3	5.0	6.1	5.0	5.0	5.0	5.0
% yoy		19%	21%	-18%	0%	0%	0%
Churn	0.3	0.9	0.3	0.5	0.6	0.9	1.2
% yoy		nm	-67%	58%	37%	35%	34%
Net new ARR	1.4	1.7	2.3	3.5	4.5	5.8	7.5
% yoy		21%	36%	51%	29%	29%	29%
ARR	5.1	6.8	9.3	12.8	17.3	23.1	30.6
% yoy		32%	38%	37%	35%	34%	33%
Cloud revenues	5.4	6.4	7.3	10.8	15.3	21.1	28.6
% yoy		18%	14%	48%	42%	38%	36%

Source: Pareto Securities Research

We slightly adjusted our estimates for the cloud business. As Intershop guided for an increase of cloud order entry of “at least 10%”, the formerly assumed yoy increase by 50% seems too optimistic. Instead, we now anticipate an increase by 25% in 2021 and 30% p.a. thereafter. All other underlying assumptions for the cloud business remained roughly the same. After Intershop’s strong performance in 2020, we now expect a gross margin of 47% of sales instead of 45%. All in, we arrive in the P&L depicted below.

Exhibit 3: P&L

Profit & Loss	2018	2019	2020	2021e	2022e	2023e	2024e
Revenue	31.2	31.6	33.6	36.3	39.9	44.7	51.7
% yoy		-12.9%	1.4%	6.2%	7.9%	9.9%	15.6%
EBITDA	-3.7	-2.3	4.6	5.9	7.4	7.9	9.4
% of sales		-11.9%	-7.4%	13.7%	16.2%	18.5%	18.2%
EBIT	-5.9	-6.5	1.0	1.6	3.0	3.3	4.4
% of sales		-19.0%	-20.4%	3.0%	4.4%	7.4%	8.4%
Pretax Profit	-6.1	-6.6	0.9	1.6	3.0	3.3	4.4
% of sales		-19.4%	-21.0%	2.6%	4.4%	7.4%	8.5%
Net Profit	-6.7	-6.8	0.8	1.6	3.0	3.3	4.4
% of sales		-21.6%	-21.4%	2.4%	4.4%	7.5%	8.5%
EPS (EUR)	-0.20	-0.48	0.06	0.11	0.21	0.24	0.31
% yoy		226.2%	138.4%	-111.8%	100.5%	85.7%	12.2%
DPS (EUR)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Payout ratio		0%	0%	0%	0%	0%	0%

Source: Pareto Securities Research

On the positive side, we expect a slightly higher future profitability as discussed above. Second, we think that the risk profile of Intershop has clearly improved after the company has reported four quarters in a row with a positive operating result. Thus, we lower the beta from 1.3 to 1.1, resulting in still above average WACC of 8.8% (was 9.8% before). Third, the fair value goes up as compounding effects are high for Intershop.

On the negative side, we re-calibrated our valuation of the tax loss carry forwards, resulting in an assumed value of EUR 4.4m (was EUR 11m). All in, our DCF-based price target increases from EUR 4.00 to EUR 4.60, our recommendation remains “buy”.

Exhibit 4: DCF

EUR m	Phase I					Phase II					Phase III
	2021e	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	
Revenues	36.3	39.9	44.7	51.7	60.9	70.2	79.2	87.4	94.4	99.5	
<i>growth rate</i>	7.9%	9.9%	12.2%	15.6%	17.8%	15.3%	12.8%	10.4%	7.9%	5.5%	
EBIT	1.6	3.0	3.3	4.4	5.1	5.9	6.7	7.4	7.9	8.4	
<i>EBIT margin</i>	4.4%	7.4%	7.4%	8.4%	8.4%	8.4%	8.4%	8.4%	8.4%	8.4%	
Tax	0.0	(0.9)	(1.0)	(1.4)	(1.6)	(1.9)	(2.1)	(2.3)	(2.5)	(2.6)	
<i>Tax rate</i>	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%	
Depr. & Amort.	2.4	2.3	2.3	2.4	2.6	2.8	3.1	3.4	3.6	3.8	
<i>% of sales</i>	7%	6%	5%	5%	4%	4%	4%	4%	4%	4%	
Capex	(2.3)	(2.2)	(2.5)	(2.8)	(3.3)	(3.3)	(3.5)	(3.7)	(3.9)	(4.0)	
<i>% of sales</i>	6.3%	5.5%	5.5%	5.5%	5.5%	4.8%	4.4%	4.2%	4.1%	4.0%	
Change in NWC	(0.3)	(0.4)	(0.6)	(0.9)	(1.1)	(1.1)	(1.0)	(0.9)	(0.7)	(0.5)	
<i>% of sales</i>	0.9%	1.1%	1.3%	1.7%	1.9%	1.6%	1.3%	1.0%	0.8%	0.5%	
Free Cash Flow	1.4	1.7	1.5	1.6	1.6	2.4	3.2	3.8	4.5	5.0	88.8
<i>growth rate</i>		25%	(14)%	10%	(2)%	50%	30%	21%	16%	13%	3%
Present Value FCF	1.3	1.5	1.2	1.2	1.1	1.5	1.8	2.0	2.1	2.2	38.5

PV Phase I	6.2	Risk free rate	3.5%	Targ. equity ratio	95%
PV Phase II	9.5	Premium Equity	5.0%	Beta	1.1
PV Phase III	38.5	Premium Debt	5.0%	WACC	8.8%

Enterprise value	54.2	Sensitivity	Growth in phase III					
			2.0%	2.5%	3.0%	3.5%	4.0%	
- Net Debt (Cash)	(11.4)							
- Leasing Liabilities	1.8	8.0%	4.83	5.11	5.44	5.85	6.36	
- Minorities & Peripherals	0.0	8.4%	4.50	4.73	5.00	5.33	5.73	
- Short call position	2.4	8.8%	4.22	4.41	4.63	4.90	5.23	
+ Tax loss carryforwards (NPV)	4.4	9.3%	3.97	4.13	4.32	4.54	4.81	
		9.7%	3.75	3.89	4.05	4.23	4.45	

Equity value	65.8
Number of shares	14.2
Value per share (€)	4.60
Current Price (€)	4.10
Upside	12%

Source: Pareto Securities Research

At a glance

Exhibit 5: 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	<u>Main competitors:</u> 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) <u>Non-listed competitors:</u> 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 Revenue slight increase EBIT slightly positive		Pareto Revenue yoy 7.9% EBIT EUR 1.6m EBIT margin 4.4%			
					Consensus EUR 36m 6.3% EUR 0.9m 2.5%			
2020	Sales (EURm) y/y	33.6 6.2%	EBITDA Margin	4.6 13.7%	EBIT (EURm) Margin	1.0 3.0%	5Y sales CAGR Organic growth y/y	1.2% 4.7%
Sales & EBIT split	Sales split by product / service 		Sales split by region 		Group financial development 			
Management & shareholder structure	 Dr. Jochen Wiechen <i>Chief Executive Officer (since 2015)</i> <ul style="list-style-type: none"> • With Intershop since 2013 (first as CTO) • >20 years experience in the software industry and at venture capital funds • Prior to joining Intershop, Dr. Wiechen was Vice President at SAP and held board roles at datango AG and Martlet Venture Management Ltd. • Dr. Wiechen started his career in 1994 at PSI Software AG (Berlin) 		 Markus Klahn <i>Chief Sales Officer (since 2018)</i> <ul style="list-style-type: none"> • With Intershop since 2018 • >20 years experience in the software industry • Responsibilities: service portfolio • Prior to joining Intershop, Mr Klahn was active in the ERP and SaaS business after having been on the management board of proALPHA Consulting AG. 		Shareholder structure 			
# of employees FY 2020	299							

Source: Pareto Securities Research

PROFIT & LOSS (fiscal year) (EURm)	2016	2017	2018	2019	2020	2021e	2022e	2023e
Revenues	34	36	31	32	34	36	40	45
EBITDA	0	3	(4)	(2)	5	6	7	8
Depreciation & amortisation	(2)	(2)	(2)	(4)	(4)	(4)	(4)	(5)
EBIT	(2)	0	(6)	(6)	1	2	3	3
Net interest	(0)	(0)	(0)	(0)	(0)	0	0	0
Other financial items	-	-	-	-	-	-	-	-
Profit before taxes	(3)	0	(6)	(7)	1	2	3	3
Taxes	(0)	(1)	(1)	(0)	(0)	(0)	0	0
Minority interest	-	-	-	-	-	-	-	-
Net profit	(3)	(1)	(7)	(7)	1	2	3	3
EPS reported	(0.28)	(0.06)	(0.20)	(0.48)	0.06	0.11	0.21	0.24
EPS adjusted	(0.21)	(0.06)	(0.19)	(0.44)	0.06	0.11	0.21	0.24
DPS	-	-	-	-	-	-	-	-
BALANCE SHEET (EURm)	2016	2017	2018	2019	2020	2021e	2022e	2023e
Tangible non current assets	1	1	1	1	1	0	0	0
Other non-current assets	10	10	10	12	10	10	10	10
Other current assets	6	6	5	7	7	8	8	9
Cash & equivalents	11	9	7	8	12	13	16	18
Total assets	27	25	23	28	29	31	34	38
Total equity	16	15	14	16	17	18	21	24
Interest-bearing non-current debt	3	2	2	0	0	0	0	0
Interest-bearing current debt	1	1	2	1	-	-	-	-
Other Debt	7	7	6	10	13	13	13	13
Total liabilities & equity	27	25	23	28	29	31	34	38
CASH FLOW (EURm)	2016	2017	2018	2019	2020	2021e	2022e	2023e
Cash earnings	(0)	2	(5)	(0)	5	4	5	6
Change in working capital	(0)	(0)	1	(1)	(0)	(0)	(0)	(1)
Cash flow from investments	(2)	(3)	(3)	(3)	(2)	(2)	(2)	(2)
Cash flow from financing	(1)	(1)	5	6	(1)	-	-	-
Net cash flow	(4)	(2)	(2)	1	1	1	3	3
CAPITALIZATION & VALUATION (EURm)	2016	2017	2018	2019	2020	2021e	2022e	2023e
Share price (EUR end)	3.21	5.2	3.94	3.00	3.14	4.12	4.12	4.12
Number of shares end period	11	11	35	14	14	14	14	14
Net interest bearing debt	(7)	(6)	(4)	(6)	(11)	(13)	(15)	(18)
Enterprise value	28	50	133	36	33	46	43	41
EV/Sales	0.8	1.4	4.3	1.2	1.0	1.3	1.1	0.9
EV/EBITDA	-	17.7	-	-	7.2	7.8	5.8	5.1
EV/EBIT	-	-	-	-	33.2	28.5	14.5	12.2
P/E reported	-	-	-	-	55.7	36.5	19.6	17.5
P/E adjusted	-	-	-	-	55.7	36.5	19.6	17.5
P/B	2.2	3.7	10.1	2.7	2.7	3.2	2.8	2.4
FINANCIAL ANALYSIS & CREDIT METRICS	2016	2017	2018	2019	2020	2021e	2022e	2023e
ROE adjusted (%)	-	-	-	-	5.0	9.3	15.2	14.7
Dividend yield (%)	-	-	-	-	-	-	-	-
EBITDA margin (%)	0.3	7.9	-	-	13.7	16.2	18.5	17.7
EBIT margin (%)	-	1.2	-	-	3.0	4.4	7.4	7.4
NIBD/EBITDA	(63.06)	(2.18)	1.13	2.64	(2.47)	(2.16)	(2.09)	(2.27)
EBITDA/Net interest	4.30	8.53	-	-	36.80	-	-	-

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	"Sell"	Pareto Securities Research expects this financial instrument's total return to be negative by more than 10% over the next 12 months

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Appendix A

Disclosure requirements pursuant to the Norwegian Securities Trading Regulations section 3-10 (2) and section 3-11 (1), letters a-b

The below list shows companies where Pareto Securities AS - together with affiliated companies and/or persons – own a portion of the shares exceeding 5 % of the total share capital in any company where a recommendation has been produced or distributed by Pareto Securities AS.

Companies	No. of shares	Holdings in %	Companies	No. of shares	Holdings in %
Helgeland Sparebank	2,015,935	9.66%	SpareBank 1Østfold Akerst	1,139,560	9.20%
Pareto Bank ASA	16,234,886	23.24%	Sparebanken Vest	6,735,132	6.28%

Pareto Securities AS or its affiliates own as determined in accordance with FINRA Rule 2241, 1 % or more of the equity securities of:

Companies	No. of shares	Holdings in %	Companies	No. of shares	Holdings in %
DOF ASA	3,789,844	12.9%	SpareBank 1SMN	1,876,052	14.4%
Helgeland Sparebank	2,015,935	9.66%	SpareBank 1Østfold Akerst	1,139,560	9.20%
NHST Media Group AS	17,900	13.9%	SpareBank 1Østlandet	3,153,952	2.94%
Pareto Bank ASA	16,234,886	23.24%	Sparebanken Møre	305,369	3.09%
Selvaag Bolig ASA	2,848,311	3.04%	Sparebanken Sør	433,544	2.77%
SpareBank 1BV	1,633,220	2.59%	Sparebanken Vest	6,735,132	6.28%
SpareBank 1Nord-Norge	3,872,656	3.86%	Totens Sparebank	78,246	12.8%

Pareto Securities AS may hold financial instruments in companies where a recommendation has been produced or distributed by Pareto Securities AS in connection with rendering investment services, including Market Making.

Please find below an overview of material interests in shares held by employees in Pareto Securities AS, in companies where a recommendation has been produced or distributed by Pareto Securities AS. "By material interest" means holdings exceeding a value of NOK 50 000.

Company	Analyst holdings*	Total holdings	Company	Analyst holdings*	Total holdings	Company	Analyst holdings*	Total holdings
Aker ASA	500	2,246	Flex LNG	0	14,312	Protector Forsikring	0	12,000
Aker BP	0	32,433	Frontline	0	82,818	Quantafuel	0	1,119,190
Aker Carbon Capture	0	279,368	Gjensidige Forsikring	0	7,400	REC Silicon	0	35,551
Aker Offshore Wind	0	117,078	Golden Ocean Group	0	1,433	SalMar	0	105
American Shipping Company	0	9,204	Grieg Seafood	0	13,170	Sandnes Sparebank	0	126,013
Aprilia Bank ASA	0	22,675	Hafnia Limited	0	99,500	Sbanken ASA	0	4,520
Archer	0	30,170	HydrogenPro	0	37,901	Scatec Solar	0	20,000
Arcus	0	2,784	Ice Group ASA	0	190,000	Selvaag Bolig	0	50,000
Atlantic Sapphire	0	10,010	Komplett Bank	0	99,300	Skitude	0	12,695
Austevoll Seafood	0	29,135	Kongsberg Gruppen	0	35,581	SpareBank 1Nord-Norge	0	1,850
Avance Gas	0	3,362	KWS	75	75	SpareBank 1SMN	0	13,350
Axactor	0	44,376	Lerøy Seafood Group	0	18,242	SpareBank 1SR-Bank	0	9,743
B2Holding AS	0	14,075	Mowi	0	4,919	Sparebank 1Østfold Akersthus	0	1,252
BASF	270	270	MPC Container Ships	0	43,944	SpareBank 1Østlandet	0	8,621
Bonheur	0	32,075	NORBIT ASA	0	5,478	Sparebanken Møre	0	180
Borregaard ASA	0	500	Nordic Semiconductor	0	5,250	Sparebanken Sør	0	16,235
Bouvet	0	294	Norsk Hydro	0	106,867	Sparebanken Vest	0	16,185
BRABank	0	74,607	Norske Skog	0	8,225	Sparebanken Øst	0	1,500
BW Energy	0	43,075	Norwegian Energy Company	0	790	Stolt-Nielsen	0	1,817
BW LPG	0	11,023	Norwegian Finans Holding	0	3,310	Storebrand	0	9,732
BW Offshore	0	11,326	Norwegian Property	0	13,150	Subsea 7	0	9,226
DNB	0	29,908	NTS	0	2,272	Telenor	0	5,249
DNO	0	217,978	Ocean Yield	0	67,882	TGS-NOPEC	0	1,300
DOF	0	2,366,346	OHT	0	6,650	Volue	0	15,148
Elkem	0	35,626	Okeanis Eco Tankers	0	22,000	VOW	0	5,981
Entra	0	10,382	Orkla	0	20,227	Wallerius Wilhelmsen	0	46,100
Equinor	0	2,549	Panoro Energy	0	10,502	XXL	0	17,534
Europpris	0	11,056	Pareto Bank	0	2,411,276	Yara	0	14,375
Fjord1ASA	0	50,000	Pexip Holding	0	37,583	Zaptec	0	25,000
Fjordkraft Holding	0	12,605	PGS	0	11,676			

This overview is updated monthly (last updated 15.02.2021).

*Analyst holdings refer to positions held by the Pareto Securities AS analyst covering the company.

Appendix B

Disclosure requirements pursuant to the Norwegian Securities Trading Regulation § 3-11, letters e-f, ref the Securities Trading Act Section 3-10

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:

24SevenOffice Scandinavia	Fertiberia S.A.R.L.	Next Biometrics Group
Acconer AB	Fjordkraft Holding	Nordic Halibut
Africa Energy Corp Corp	Flexistore AS	Norske Skog
Aker ASA	Genel Energy	Norwegian Block Exchange
Aker Horizons	Hafnia Ltd.	Odfjell SE
Akershus Energi	Helgeland Sparebank	OHT
Akva Group	HKN Energy Ltd	Pelagia Holding AS
Alussa Energy Acquisition Corp (Freyr)	Hofseth BioCare	Pexip Holding
American Tanker, Inc.	House of Control	Pioneer Property Group ASA
Aprilia Bank ASA	HydrogenPro	Proximar Seafood
Boreal Holding AS	Idavang A/S	Quantafuel
Borr Drilling Limited	Instabank ASA	REC Silicon
BRABank	Keppel FELS Limited	Saga Robotics
Brooge Energy Limited	Klaveness Combination Carriers ASA	Salmon Evolution
Bulk Infrastructure Holding	KLP	Sandnes Sparebank
BW Energy	Komplett Bank	Scorpio Bulkers
Cibus Nordic Real Estate	Kongsberg Automotive	Seadrill Ltd
Cloudberry Clean Energy	Kraft Bank	Skitude
Crayo Nano AS	Meltwater	Sparebanken Vest
CRC Holding B.V. ("Pryme")	Mercell	Talos Energy Inc
Digiplex	Mintira Group	Tise AS
DOF	MPC Container Ships	Trønderenergi AS
DOF Subsea AS	Mutares SE & Co. KGaA	Watercircles Forsikring ASA
ELOP	Navigator Holdings Ltd.	West Coast Salmon
Endur ASA	Navios	Wheel.me

This overview is updated monthly (this overview is for the period 31.01.2020 – 31.01.2021).

Appendix C

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

Distribution of recommendations

Recommendation	% distribution
Buy	67%
Hold	29%
Sell	3%

Distribution of recommendations (transactions*)

Recommendation	% distribution
Buy	87%
Hold	13%
Sell	0%

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

This overview is updated monthly (last updated 15.02.2021).

Appendix D

This section applies to research reports prepared by Pareto Securities AB.

Disclosure of positions in financial instruments

The beneficial holding of the Pareto Group is 1 % or more of the total share capital of the following companies included in Pareto Securities AB's research coverage universe: None

The Pareto Group has material holdings of other financial instruments than shares issued by the following companies included in Pareto Securities AB's research coverage universe: None

Disclosure of assignments and mandates

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

24SevenOffice Scandinavia AB	Cibus Nordic Real Estate AB	Isofol Medical AB	Vicore Pharma
Azelio	Climeon AB	Re:NewCell	VNV Global
Bionvent	Egetis Therapeutics	Surgical Science	
Biovica International	Implantica	Swedencare AB	

Members of the Pareto Group provide market making or other liquidity providing services to the following companies included in Pareto Securities AB's research coverage universe:

Africa Energy Corp.	Logistri Fastighets AB	Minesto	ShamM aran Petroleum
ByggPartner i Dalarna Holding	Magnolia Bostad	Saltängen Property Invest	Surgical Science
Cibus Nordic Real Estate	Media & Games Invest plc.	SciBase Holding	Tethys Oil
Isofol Medical	Mentice AB	Sedana Medical	Vostok Emerging Finance

Members of the Pareto Group have entered into agreements concerning the inclusion of the company in question in Pareto Securities AB's research coverage universe with the following companies: None

Member of the Pareto Group is providing Business Management services to the following companies:

Bosjö Fastigheter AB	Bråviken Logistik	Halmslätten	Mälårasen
Bonäsudden	Delarka	Logistri	Sydsvenska Hem

Members of the Pareto Group have entered into agreements concerning the inclusion of the company in question in Pareto Securities AB's research coverage universe with the following companies: None
This overview is updated monthly (last updated 15.02.2021).

Appendix E

Disclosure requirements pursuant to the Norwegian Securities Trading Regulation § 3-11, letter d, ref the Securities Trading Act Section 3-10

Designated Sponsor

Pareto Securities acts as a designated sponsor for the following companies, including the provision of bid and ask offers. Therefore, we regularly possess shares of the company in our proprietary trading books. Pareto Securities receives a commission from the company for the provision of the designated sponsor services.

2G Energy *	Gigaset *	MLP *	SMT Scharf AG *
Biotest *	Heidelberg Pharma *	mutares	Surteco Group *
CORESTATE Capital Holding S.A.	Intershop Communications AG	OVH Holding AG	Syzygy AG *
Daldrup & Söhne	Leifheit	Procredit Holding *	TAKKT AG
Demire	Logwin *	PSI SOFTWARE AG *	Viscom *
Epigenomics AG*	Manz AG *	PWO *	
Gesco *	MAX Automation SE	RIB Software *	
GFT Technologies *	Merkur Bank	S&T AG *	

* The designated sponsor services include a contractually agreed provision of research services.

Appendix F

Disclosure requirements pursuant to the Norwegian Securities Trading Regulation § 3-11, letter g, ref the Securities Trading Act Section 3-10

Sponsored Research

Pareto Securities has entered into an agreement with these companies about the preparation of research reports and—in return—receives compensation.

Adler Modemaerkte	Dermapharm Holding SE	MAX Automation SE	OHB SE
Baywa	Hypoport AG	Merkur Bank	OVH Holding AG
BB Biotech	Intershop Communications AG	mutares	Siegfried Holding AG
Daldrup & Söhne	Leifheit		

This overview is updated monthly (last updated 15.02.2021).