

## Model Update post profit warning

**Hypoport has published a profit warning for 2022. For Q3 it expects a slight revenue decline and break-even on EBIT level. For the full year it expects to clearly miss its profit targets (EBIT target 2022: EUR 51m – EUR 58m; PAsE: EUR 35m). This is clearly bad news but can be explained by the deteriorated market environment in recent weeks. New business mortgage loan figures in July and August were down by 16% and 19%, respectively. Although we do not see any positive short-term triggers for the shares, we stick to our Buy rating with a new target price of EUR 225 (EUR 410) as we remain convinced of the mid-term growth prospects of the company. We see Hypoport as a winner of the ongoing digitization trend in the banking / real estate industry. Due to the deteriorated market environment this trend will be delayed somewhat but it will not be stopped.**

### Profit warning

Hypoport expects for Q3 a slight revenue decline and break-even on EBIT level. The strong decline of the EBIT yoy (Q3 '21: EUR 11.6m), which surprised us negatively, can be explained by the high fixed cost base of Hypoport and the strong capacity build-up in recent years. For the current year it expects to clearly miss its targets (revenues of between EUR 500m and EUR 540m, EBIT of between EUR 51m and EUR 58m).

### Financials

We have reduced our EPS estimates from EUR 6.42 to EUR 3.99 and from EUR 7.13 to EUR 3.84 for 2022e and 2023e, respectively as we have reduced our revenues estimates. Given Hypoport's relative fixed cost base we have reduced our cost forecast less than proportionately. Note, that Hypoport has announced that it plans to "bring its cost levels in line with the current market environment". We interpret the statement that way that Hypoport plans to reduce its staff. Apart from the one-time time negative effect resulting from redundancy payments, the positive effect from the cost cutting measures will most likely not become visible in the P&L before 2023.

EURm	2020	2021	2022e	2023e	2024e
Revenues	388	446	463	463	500
EBITDA	64	77	67	70	79
EBIT	36	48	35	36	43
EPS	4.44	4.86	3.99	3.84	4.62
EPS adj	4.44	4.86	3.99	3.84	4.62
DPS	-	-	-	-	-
EV/EBITDA	53.2	43.7	10.2	9.6	8.6
EV/EBIT	93.8	70.7	19.3	18.8	15.8
P/E adj	-	-	21.1	21.9	18.2
P/B	14.71	12.79	1.92	1.76	1.61
ROE (%)	14.0	12.9	9.5	8.4	9.2
Div yield (%)	-	-	-	-	-
Net debt	156	148	144	137	149

Source: Pareto Securities

Target price (EUR)	225	▲	BUY
Share price (EUR)	84	–	HOLD
		▼	SELL

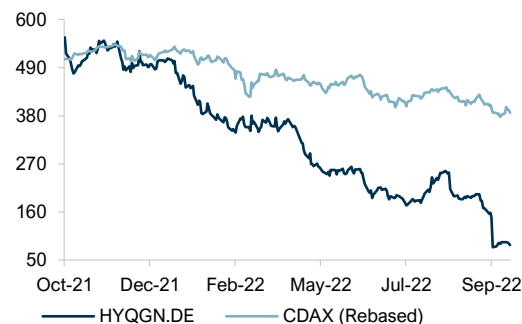
### Forecast changes

%	2022e	2023e	2024e
Revenues	(11)	(19)	(22)
EBITDA	(22)	(27)	(28)
EBIT adj	(35)	(42)	(42)
EPS reported	(38)	(46)	(46)
EPS adj	(38)	(46)	(46)

Source: Pareto Securities

Ticker	HYQGN.DE, HYQ GR
Sector	Diversified Financials
Shares fully diluted (m)	6.3
Market cap (EURm)	530
Net debt (EURm)	144
Minority interests (EURm)	2
Enterprise value 22e (EURm)	676

### Performance

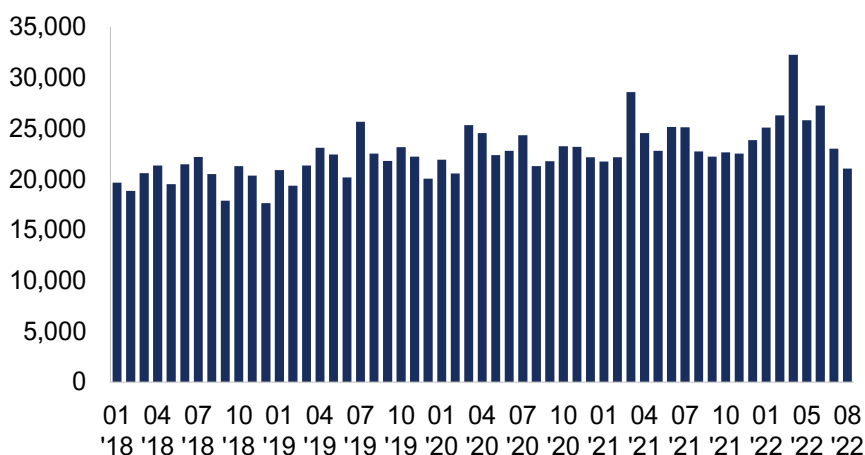


Source: FactSet

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### Analysts

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**Development of new business mortgage loan volumes in Germany (EUR m)**

Source: Pareto Securities

**Market development has deteriorated in recent weeks**

The overall market (measured by new business mortgage loan figures, published by the Deutsche Bundesbank) has contracted quite sharply in recent months as can be seen in the graph above. Following a yoy decline by 9% in June, the negative trend has accelerated in July (-16% yoy) and August (-19% yoy). This development has been triggered by the strong increase in interest rates which resulted in a sharp increase in mortgage rates. At the same time residential real estate prices are on a record high and the economic uncertainty is extremely high. This is clearly not an attractive market environment for potential buyers of residential real estate properties and should have led to a declining demand. On the other hand, the high inflation rates make real estate properties attractive to other asset classes which are not seen as a good inflation hedge.

We stick to our opinion that we do not expect a strong decline in residential real estate prices in Germany, except for the high-end segment in cities like Munich or Frankfurt. We have however become more cautious regarding the development of the transaction volumes and thus financing volumes. Buyers and sellers have to a much a larger extent than usual differing views about the fair price of the properties and it takes much longer to agree on a sales price. Thus, the sales process takes much longer than before which has c.p. a negative effect on transaction volumes. We do not expect the current big mismatch of buyers' and sellers' pricing ideas to disappear quickly, i.e. the market environment should remain difficult and transaction volumes should not recover quickly.

**Recommendation and valuation**

We stick to our Buy recommendation with a new target price of EUR 225 (EUR 410). We have reduced our revenue and EBIT estimates and have accordingly adjusted our earnings forecasts in the DCF model. Shares remain attractively valued in our view with a 2023e PER of 22x given the double-digit earnings growth potential (EPS CAGR 2022e-25e: +14%). We expect Hypoport to further win market share in mortgage financing while the real estate and insurance platform have both still huge growth potential which will however not be realized in the short term. The digitalization of the banking / insurance /real estate industry is not a sprint but rather a marathon. Thus, we expect Hypoport to continue winning market share in the coming years and further grow revenues double-digit.

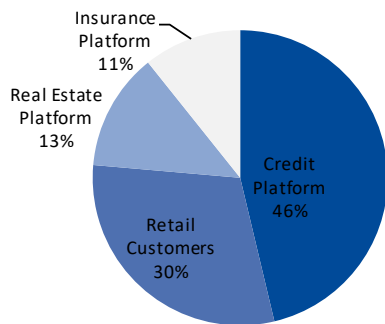
### DCF Model

Expectations in EUR m	Phase I				Phase II						Phase III
	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	
<b>Revenues</b>	463	463	500	560	633	714	802	899	1,006	1,122	
<i>growth rate</i>	3.8%	0.0%	8.0%	2.0%	13.0%	2.7%	2.4%	2.8%	11.6%	11.6%	
<b>EBIT</b>	35	36	43	53	70	82	96	112	131	152	
<i>EBIT Margin</i>	7.6%	7.7%	8.6%	9.4%	11.0%	11.5%	2.0%	2.5%	13.0%	13.5%	
<b>Tax</b>	-6	-6	-8	-10	-15	-18	-21	-24	-28	-32	
<i>Tax rate</i>	13%	13%	16%	18%	24%	25%	26%	27%	28%	28%	
<b>Depreciation</b>	32	34	37	39	38	44	51	56	62	68	
<i>% of revenue</i>	6.8%	7.3%	7.3%	7.0%	6.0%	6.2%	6.3%	6.2%	6.2%	6.1%	
<b>Capex</b>	-36	-39	-42	-45	-41	-46	-51	-56	-62	-68	
<i>% of revenue</i>	7.9%	8.4%	8.3%	8.0%	6.5%	6.4%	6.3%	6.2%	6.2%	6.1%	
<b>Change in Working Capital</b>	-5	-4	-7	-7	-8	-9	-10	-11	-12	-13	
<i>% of revenue</i>	12%	0.9%	13%	12%	12%	12%	12%	12%	12%	12%	
<b>Free Cash Flow</b>	19	20	24	31	44	55	66	77	91	106	2,346
<i>growth rate</i>	nm	6.7%	17.2%	31.2%	42.8%	23.7%	20.9%	17.2%	17.6%	16.4%	2.8%
<b>Present Value CF</b>	19	18	20	25	33	38	42	46	51	55	1,215
<b>PV Phase I</b>	81				<b>Debt rate</b>	3.0%		<b>Target equity ratio</b>	70%		
<b>PV Phase II</b>	264				<b>Risk premium</b>	5.0%		<b>Beta</b>	1.1		
<b>PV Phase III</b>	1,215				<b>Risk-free rate</b>	3.5%		<b>WACC</b>	7.4%		
<b>Enterprise value</b>	1,561				<b>Sensitivity</b>						
<b>+ Cash</b>	55				<b>Analysis</b>						
<b>- Debt</b>	199					1.8%	2.3%	2.8%	3.3%	3.8%	
<b>Equity Value</b>	1,417					6.65%	227	250	279	316	367
<b>Number of shares</b>	6.3					7.02%	207	226	250	280	319
					<b>WACC</b>	7.39%	189	205	225	249	281
						7.76%	174	188	204	224	250
<b>Value per share</b>	225					8.13%	160	172	186	203	224

Source: Hypoport, Pareto Securities

Investment Case in Charts

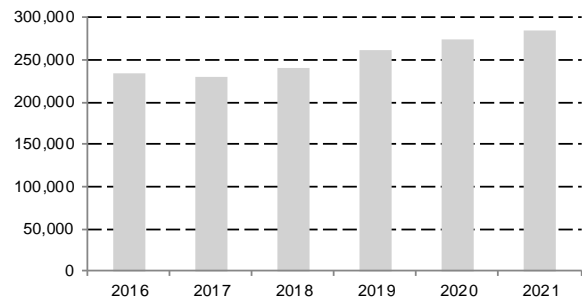
Revenues split (2021)



Credit Platform (Europace) & Retail Cust. (Dr. Klein) are the key revenue pillars, the Ins. Platf. should be the growth engine in the mid-term.

Source: Hypoport, Pareto Sec. Research

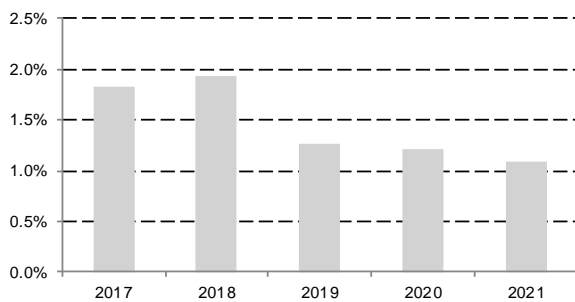
Market development (new mortgage loans in EUR m)



The overall market showed once again a good development in 2021 with an increase by 4% yoy. For 2022e a decline is likely.

Source: Hypoport, Pareto Sec. Research

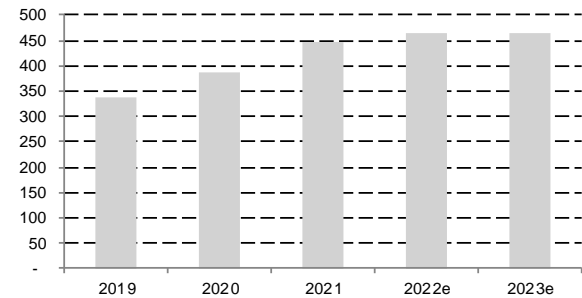
10YR Mortgage Rate development



Following years of very low mortgage loan rates, rates have sharply increased in 2022; we do not expect a decline to the low levels.

Source: Hypoport, Pareto Sec. Research

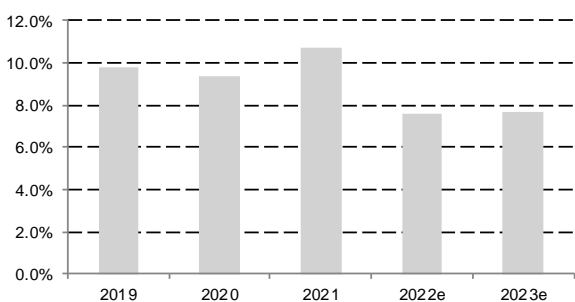
Revenues development (in EUR m)



Driven by the lower real estate financing volumes we forecast revenues to increase by only 4% yoy in 2022e.

Source: Hypoport, Pareto Sec. Research

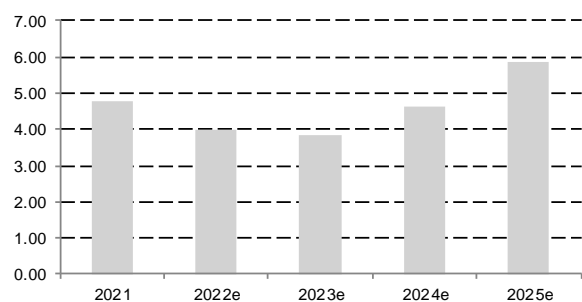
EBIT margin development



The EBIT margin should decline in 2022e because of the recent build-up of capacities and the relatively high share of fixed costs.

Source: Hypoport, Pareto Sec. Research

EPS development (in EUR)



We forecast EPS CAGR of 14% (2022e-'25e).

Source: Hypoport, Pareto Sec. Research

Source: Pareto Securities Research, Hypoport

At a Glance

Business Units	Credit Platform	Private Clients	Real Estate Platform	Insurance Platform
Products/ applications	Through its credit platform Europace the company is enabling banks to distribute loans of more than 700 banks to its customers. Banks can also use Europace to solely process their own loan business.	Dr. Klein is the brand through which Hypoport is servicing retail customers. Dr. Klein's more than 600 IFAs advise customers on different financial products, the focus being clearly on mortgage loans.	Hypoport is brokering real estate loans to institutional customers via Dr. Klein Inst. Clients. Following the acquisitions of Value and FIO Hypoport offers also real estate valuation and different software (e.g. for brokering real estate) solutions.	Hypoport's youngest business unit targets the insurance market. Idea is to build an Europace for the insurance industry, i.e. an online insurance market place which comprises products comparison, advice tools and processing of the policies and claims management.
Customers	Customers range from mortgage brokers via Postbank to savings and mutual banks. Savings and mutual banks are serviced via two separate joint ventures.  Although we do not have any figures we do not see Europace being dependent on a few single customers.	Customers are normal retail customers with average financing needs. Mortgage customers should be above average incomes.  Very diversified customer base, no dependence on single customers at all.	Customers of Dr. Klein are professional real estate investors, mainly public housing investors. Customers of FIO and Value are mainly banks.  We do not have any figures, but the dependence on single customers may be somewhat higher for Dr. Klein.	Potential customers include insurance brokers, IFAs and insurance companies. At the moment HYP has only customers which use certain parts of the software.  Revenues are still on low level, i.e. customer dependence not an issue yet.
Market share/ positioning	Overall market share of Europace in GER in mortgage loans is around 30%. Market share of around 50% among mortgage brokers, market share of between 10-15% among savings and mutual banks.	No figures available, we estimate that Dr. Klein has a market share of around 15% among the brokers, 3% of the total market.	No figures available, but Dr. Klein's market share should be around 20%. FIO has a market share of above 80% among the savings banks with its real estate brokerage software.	Market share not yet meaningful as this unit is still in the ramp-up phase.
Drivers	Main driver is the demand for mortgage loans which is impacted by level of interest rates and demand for apartments/housing.	Main driver is the demand for mortgage loans which is impacted by level of interest rates and demand for apartments/housing.	High dependence on the public hand; even if the need for more public housing is high, the process until construction starts and a loan is needed may take long. Winning market share of FIO & Value among banks.	Overall growth of insurance premiums and growing need for insurers and brokers to increase efficiency.
Main competitors	Interhyp is the only competitor offering a comparable solution.	Main competitors are mortgage brokers like Interhyp, Swiss Life Select and Planet Home. IFAs like MLP, DVB or DVAG focus more on insurance/investment products.	Mainly savings banks, but also mutual and private banks for the brokerage business. Value's main competitor is Sprengnetter, FIO's competitors are other software companies.	At the moment similar software solutions are offered by Acturis and Finanzsoft/sofair.
Entry barriers/ competitive advantage	Entry barriers depend on the different business units. Highest entry barriers exist in our view in Hypoport's strongest growing unit, Europace. With the underlying technology and the extensive customer relationships HYP has a decisive competitive advantage compared to other players.			
Strategy & Guidance	<b>Strategy:</b> (I) Winning more customers for Europace to realize economies of scale. (II) Build-up of an insurance marketplace in the mid-to-long term. (III) Developing Private Clients further which should continue to benefit from the housing boom in Germany. (IV) Further develop the real estate platform.		<b>Guidance 2022:</b> Revenue: no guidance EBIT: no guidance	<b>Pareto Estimates</b> Revenue: 463 EBIT: 35.0 <b>Consensus</b> Revenue: 447 EBIT: 34.4
2020	Sales (EUR m) 446.3 y/y 15.1%	EBITDA (EURm) 77.1 Margin 17.3%	EBIT (EURm) 47.7 Margin 10.7%	EPS 3Y hist. CAGR 9.4%
Sales & EBIT Split				
Shareholder structure & management	<b>CEO</b>  Major shareholder and CEO (since 2010) <ul style="list-style-type: none"> <li>With Hypoport since 2002</li> <li>&gt;20 years experience in the banking industry</li> <li>prior to becoming CEO he was board member of Hypoport (since 2002). He joined Dr. Klein &amp; Co GmbH &amp; Co. KG in 1996, he became a board member in 2000.</li> </ul>	<b>Stephan Gwarecki</b>  Board Member (since 2010) <ul style="list-style-type: none"> <li>With Dr. Klein since 2004</li> <li>almost 20 years experience in the banking/insurance industry</li> <li>Prior to his career at Dr. Klein Mr. Gwarecki worked for FinanceScout24 and Deutscher Ring</li> <li>Mr. Gwarecki is responsible for the segments Private Clients and Insurance Platform.</li> </ul>	<b>Shareholder structure</b> 	
# of employees FY 2020	2,131			

Source: Hypoport, Pareto Securities

<b>PROFIT &amp; LOSS (fiscal year) (EURm)</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022e</b>	<b>2023e</b>	<b>2024e</b>
<b>Revenues</b>	<b>195</b>	<b>266</b>	<b>337</b>	<b>388</b>	<b>446</b>	<b>463</b>	<b>463</b>	<b>500</b>
<b>EBITDA</b>	<b>30</b>	<b>39</b>	<b>52</b>	<b>64</b>	<b>77</b>	<b>67</b>	<b>70</b>	<b>79</b>
Depreciation & amortisation	(7)	(10)	(19)	(28)	(29)	(32)	(34)	(37)
<b>EBIT</b>	<b>23</b>	<b>29</b>	<b>33</b>	<b>36</b>	<b>48</b>	<b>35</b>	<b>36</b>	<b>43</b>
Net interest	(0)	(1)	(2)	(3)	(3)	(4)	(5)	(6)
<b>Profit before taxes</b>	<b>23</b>	<b>28</b>	<b>31</b>	<b>33</b>	<b>44</b>	<b>31</b>	<b>31</b>	<b>37</b>
Taxes	(5)	(6)	(7)	(6)	(14)	(6)	(6)	(8)
Minority interest	-	-	-	-	-	-	-	-
<b>Net profit</b>	<b>18</b>	<b>22</b>	<b>24</b>	<b>28</b>	<b>31</b>	<b>25</b>	<b>24</b>	<b>29</b>
EPS reported	3.10	3.69	3.90	4.44	4.86	3.99	3.84	4.62
<b>EPS adjusted</b>	<b>3.10</b>	<b>3.69</b>	<b>3.90</b>	<b>4.44</b>	<b>4.86</b>	<b>3.99</b>	<b>3.84</b>	<b>4.62</b>
DPS	-	-	-	-	-	-	-	-
<b>BALANCE SHEET (EURm)</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022e</b>	<b>2023e</b>	<b>2024e</b>
Tangible non current assets	4	10	35	98	102	113	124	135
Other non-current assets	68	211	269	342	358	363	364	355
Other current assets	54	53	62	79	87	92	98	104
Cash & equivalents	14	32	25	34	49	55	64	55
<b>Total assets</b>	<b>141</b>	<b>306</b>	<b>392</b>	<b>552</b>	<b>596</b>	<b>622</b>	<b>650</b>	<b>650</b>
Total equity	83	153	178	221	253	278	302	332
Interest-bearing non-current debt	13	71	98	168	173	175	177	179
Interest-bearing current debt	3	10	16	22	24	24	24	25
Other Debt	42	71	98	141	145	145	146	114
<b>Total liabilities &amp; equity</b>	<b>141</b>	<b>306</b>	<b>392</b>	<b>552</b>	<b>596</b>	<b>622</b>	<b>650</b>	<b>650</b>
<b>CASH FLOW (EURm)</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022e</b>	<b>2023e</b>	<b>2024e</b>
Cash earnings	24	35	45	53	65	54	58	45
Change in working capital	(16)	6	1	(5)	(0)	(5)	(4)	(7)
Cash flow from investments	(21)	(86)	(60)	(60)	(45)	(44)	(47)	(50)
Cash flow from financing	5	63	7	22	(4)	2	2	3
Net cash flow	(8)	19	(7)	9	16	6	9	(9)
<b>VALUATION (EURm)</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022e</b>	<b>2023e</b>	<b>2024e</b>
<b>Share price (EUR end)</b>	<b>145.4</b>	<b>148.2</b>	<b>315.0</b>	<b>515.0</b>	<b>511.0</b>	<b>84.2</b>	<b>84.2</b>	<b>84.2</b>
Number of shares end period	6	6	6	6	6	6	6	6
Net interest bearing debt	2	49	90	156	148	144	137	149
<b>Enterprise value</b>	<b>867</b>	<b>975</b>	<b>2,060</b>	<b>3,399</b>	<b>3,369</b>	<b>676</b>	<b>669</b>	<b>680</b>
EV/Sales	4.4	3.7	6.1	8.8	7.5	1.5	1.4	1.4
<b>EV/EBITDA</b>	<b>28.8</b>	<b>24.9</b>	<b>39.5</b>	<b>53.2</b>	<b>43.7</b>	<b>10.2</b>	<b>9.6</b>	<b>8.6</b>
EV/EBIT	37.2	33.3	62.4	93.8	70.7	19.3	18.8	15.8
P/E reported	46.9	40.2	80.7	-	-	21.1	21.9	18.2
<b>P/E adjusted</b>	<b>46.9</b>	<b>40.2</b>	<b>80.7</b>	<b>-</b>	<b>-</b>	<b>21.1</b>	<b>21.9</b>	<b>18.2</b>
P/B	10.5	6.0	11.1	14.7	12.8	1.9	1.8	1.6
<b>FINANCIAL ANALYSIS</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022e</b>	<b>2023e</b>	<b>2024e</b>
ROE adjusted (%)	25.1	19.0	14.7	13.9	12.9	9.5	8.3	9.2
Dividend yield (%)	-	-	-	-	-	-	-	-
EBITDA margin (%)	15.5	14.7	15.5	16.5	17.3	14.4	15.0	15.9
EBIT margin (%)	12.0	11.0	9.8	9.3	10.7	7.6	7.7	8.6
NIBD/EBITDA	0.07	1.25	1.72	2.45	1.93	2.17	1.97	1.87
EBITDA/Net interest	-	33.73	33.30	22.49	22.53	16.68	13.83	12.97



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"Hold"	Pareto Securities Research expects this financial instrument's total return to be between -10% and 10% over the next 12 months
"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 in accordance with Commission Delegated Regulation (EU) 2016/958 and the FINRA Rule 2241

The below list shows companies where Pareto Securities AS - together with affiliated companies and/or persons – owns a net long position of the shares exceeding 0,5 % of the total issued share capital in any company where a recommendation has been produced or distributed by Pareto Securities AS.

Companies	No. of shares	Holdings in %
Bonheur	239,548	0.56%
Pareto Bank	15,259,970	21.83%
Selvaag Bolig	4,311,865	4.60%
Sparebank 1 Nord-Norge	4,471,827	4.45%
Sparebank 1 SMN	2,332,018	1.80%
Sparebank 1 SR-Bank	2,270,190	0.89%
SpareBank 1 Østfold Aker shus	1,231,177	9.94%
SpareBank 1 Østlandet	3,859,463	3.63%
Sparebanken Møre	566,833	1.15%
Sparebanken Sør	333,449	2.13%
Sparebanken Vest	6,852,337	6.38%
NEXT Biometrics	710,901	0.78%
SpareBank 1 Sør-øst-Norge	2,165,678	3.43%

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
AF Gruppen	0	1,675
Aker ASA	500	2,694
Aker BP	0	29,538
Aker Carbon Capture	0	4,926
Aker Horizons	0	180,838
Aprila Bank ASA	0	22,675
ArcticZymes Technologies	0	684
Austevoll Seafood	0	2,523
Avance Gas	0	4,000
Awilco LNG	0	30,000
Belships	0	12,500
Bonheur	0	30,678
Borregaard ASA	0	500
Bouvet	0	1,240
BW Energy	0	103,641
BW Offshore	0	9,650
Circa Group	0	6,550
Cloudberry Clean Energy	0	100,250
Crayon	0	1,080
Desert Control	0	32,500
DNB	0	40,496
DNO	0	70,258
Elkem	0	101,147
Elmer Group ASA	0	22,119
ELOP	0	140,000
Equinor	0	2,623
Europris	0	17,208
Flex LNG	0	717
Frontline	0	11,775
Gaming Innovation Group	0	25,912

Company	Analyst holdings*	Total holdings
Gjensidige Forsikring	0	7,671
Grieg Seafood	0	3,334
Hafslund	0	149,415
Huddly	0	923,514
HydrogenPro	0	36,991
Høegh Autoliners	0	2,500
Kitron	0	18,536
Komplett Bank	0	187,800
Kongsberg Gruppen	0	281
KWS	75	75
Lea bank	0	31,499
Lerøy Seafood Group	0	35,021
Meltwater	0	24,000
Mowi	0	1,347
MPC Container Ships	0	12,545
NEXT Biometrics	0	710,901
Nordic Semiconductor	0	11,182
Norco	0	500
Norse Atlantic	0	40,000
Norsk Hydro	0	85,819
Norske Skog	0	74,249
Northern Drilling Ltd.	0	178,000
Odjell Drilling	0	28,581
Okeanos Eco Tankers	0	1,272
Orkla	0	24,336
Panoro Energy	0	28,373
Pareto Bank	0	1,280,624
Pexip Holding	0	322,083
PGS	0	8,176
Protector Forsikring	0	15,300
Primo	0	7,401
Pyram Innovations	0	100
Quantum	0	8,797
REC Silicon	0	28,991
Sailor	0	104
Sandnes Sparebank	0	2,500
Scatec	0	31,009
Seadrill Ltd	0	6,426
Sparebank 1 Nord-Norge	0	4,350
Sparebank 1 SMN	0	10,414
Sparebank 1 SR-Bank	0	12,909
SpareBank 1 Østlandet	0	921
Sparebanken Møre	0	1,080
Sparebanken Sør	0	16,140
Sparebanken Vest	0	7,456
Stolt-Nielsen	0	2,233
Storbrand	0	3,277
Subsea 7	0	34,332
Telenor	0	7,984
TGS	0	600
Vow	0	12,081
Vow Green Metals	0	19,681
Vår Energi	0	173,695
Wallenius Wilhelmsen	0	2,250
Yara	0	16,798
Zaptec	0	11,610

This overview is updated monthly (last updated 15.09.2022).

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

## 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:

Add Energy	State European Holdings
Aker ASA	Swedencare
Aker Clean Hydrogen	TEMP TON GmbH
Aker Offshore Wind	Tier Klinik Hofheim GbR
Akershus Energi Varme AS	Tissa AS
Alva Industries AS	Trønderenergi AS
Aprila Bank ASA	Vestby Logistikk Holding
Bararamundi Group Pte. Ltd.	Vår Energi
Bekko og Strøms AS, SV Vattenkraft AB	Waldorf Production UK Ltd
Biolinvent	Waste Plastic Upcycling
Biomega Group AS	Wattif EV
Boreal Holding AS	wheel.me
Bor Drilling	Ymer AS
Broege Petroleum and Gas	Ørn Software
BW LPG	
BW Offshore	
Cabonline Group Holding AB	
Cavai AS	
Cloudberry Clean Energy	
DNO	
ELOP	
Enapter AG	
Ensorge Micropower	
Esmailzadeh Holding	
First Camp Group AB	
Flex LNG	
Global Agrarjes (Fertiberia group)	
Golar LNG	
GramCar Carriers	
Green Transition Holding	
Greentood	
Grøntvedt AS	
Hafslund Eco	
Hagal AS	
HMH Holding	
Ice Group	
Immunopharma	
InoBat Auto	
International Petroleum Corporation	
Island Green Power Ltd	
JP/Politikens Forlag	
Kalera	
Kebony	
Keppel FELS Limited	
KMC Properties	
Kruse Smith	
Kvittebjørn Energi AS	
Lerøy Sealco Group	
Memmo Family	
Mime Petroleum	
Modex AS	
Multitude SE	
Navios Maritime Acquisitions	
Navios Maritime Holdings	
Nordic Habitat	
Norske Skog	
Norwegian Block Exchange	
Odjell Oceanwind	
Okea AS	
Otello Corporation	
Pandion Energy	
Paroto Bank	
Petronor E&P	
PHM Group	
polight	
Polight ASA	
Pronofa AS	
Protector Forsikring	
Pryme	
Pyrum Innovations	
Qred Holding	
Quantafuel	
Saga Robotics	
Salmon Evolution	
Sartorius-Herbst	
Seagems Norway	
Seajacks	
Shamaran Petroleum	

This overview is updated monthly (this overview is for the period 31.08.2021 – 30.09.2022).

## Appendix C

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

Distribution of recommendations

Recommendation	% distribution
Buy	78%
Hold	21%
Sell	1%

Distribution of recommendations (transactions\*)

Recommendation	% distribution
Buy	92%
Hold	8%
Sell	0%

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

This overview is updated monthly (last updated 14.09.2022).

## 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:

ADDVise	Mentice	Studentbostäder i Norden
Biolinvent	Media & Games Invest plc.	Swedencare
Cibus Nordic Real Estate AB	Oscar Properties	VEF
Egetis Therapeutics	Sedana Medical	VNV Global
	Shamaran Petroleum Corp	

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:

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ByggPartner i Dalarna Holding	Mentice AB	Signup Software
Implantica	SciBase Holding	Tethys Oil
Isolf of Medical	Sedana Medical	VEF
Linkfire		

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Aarhus Residential Denmark AB	Fleming Properties AB	Mälarsen AB
Backaheden Fastighets AB	Halmslätten Fastighets AB (publ)	One Publicus Fastighets AB
Bonäsudden Holding AB (publ)	Korsängen Fastighets AB (publ)	Origa Care AB (publ)
Borglunda Fastighets AB	Krona Public Real Estate AB	Preserium Property AB
Bosjö Fastigheter AB	Logistri Fastighets AB	

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 16.09.2022).

## Appendix E

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

Designated Sponsor

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Biotech *	Intershop Communications AG	OVH Holding AG
CORESTATE Capital Holding S.A.	Leifheit	Procredit Holding *
Daldrup & Söhne	Logwin *	PSI SOFTWARE AG *
Demi re	Manz AG *	PWO *
Epigenomics AG *	MAX Automation SE	S&T AG *
Gesco *	Merkur Bank	SMT Scharf AG *
Gerry Weber	MLP *	Surtaco Group *
GFT Technologies *	Mühl Produkt & Service AG	Szyggy AG *
Gigaset *	mutares	Viscom *

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

## Appendix F

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

Sponsored Research

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Baywa	Gerry Weber	Mynaric
BB Biotech	Hypoport AG	mutares
CLIQ Digital	Intershop Communications AG	Northern Data AG
Daldrup & Söhne	Leifheit	OHB SE
Dermapharma Holding SE	MAX Automation SE	OVH Holding AG
Enapter	Merkur Bank	Segfried Holding AG
Express2ion Biotechnologies		

This overview is updated monthly (last updated 15.09.2022).