



## Update post Q2 results

Yesterday Hypoport published its final Q2 results which had been slightly weaker than expected because of a somewhat disappointing performance of its retail clients unit which should however be of temporary nature. We have reduced our 2019 earnings forecast as we had been too optimistic as we had expected Hypoport to reach the upper end of its EBIT target range. We have fine-tuned our 2020e forecast as well. We stick however to our Hold recommendation with a new target price of EUR 220 (previous: EUR 200). Hypoport remains one of the most interesting growth stories in the Financial Industry in Europe but we see this adequately reflected in the current valuation (2020e PER: 40x) and hence see no further share price upside.

### Europace remains the growth engine

Europace showed once again a strong performance with a revenue increase by 27% yoy to EUR 34.4m in Q2, EBIT increased by 25% to EUR 7.7m, EBIT margin was at 22.5% (-50 bps yoy) once again very good. We were particularly pleased about the positive performance of GENOPACE, which managed to increase the executed volume by 154% yoy to EUR 1.0bn in Q2 and thus clearly outgrew FINMAS with an increase by 58% yoy to EUR 1.5bn. It is clearly positive that the mutual banks not only sign up for Europace but make more and more use of it as this should lead to continued strong growth in the future.

### Financials

We have reduced our 2019e EPS estimate from EUR 4.77 to EUR 4.29 as we had been too optimistic regarding the earnings development in 2019e with an EBIT forecast of EUR 40m (HYQ guidance: EBIT of between EUR 32m and EUR 40m). Now we expect HYQ to reach an EBIT of EUR 36m. For 2020e we have fine-tuned our EPS estimate.

EURm	2016	2017	2018	2019e	2020e
Revenues	157	195	266	332	374
EBITDA	28	30	39	54	66
EBIT	23	23	29	36	47
EPS	3.02	3.10	3.69	4.29	5.66
EPS adj	3.02	3.10	3.69	4.29	5.66
DPS	-	-	-	-	-
EV/EBITDA	15.7	28.3	23.1	24.9	19.9
EV/EBIT	19.1	36.6	30.9	37.7	28.1
P/E adj	25.8	46.9	40.2	52.2	39.6
P/B	7.24	10.46	6.04	7.79	6.51
ROE (%)	31.1	25.2	19.1	16.1	17.9
Div yield (%)	-	-	-	-	-
Net debt	(18)	(11)	(22)	(45)	(88)

Source: Pareto

Target price (EUR)	220
Share price (EUR)	224

### Forecast changes

%	2019e	2020e	2021e
Revenues	-	1	2
EBITDA	(2)	2	3
EBIT adj	(9)	(3)	(1)
EPS reported	(10)	(2)	(1)
EPS adj	(10)	(2)	(1)

Source: Pareto

Ticker	HYQGN.DE, HYQ GR
Sector	Diversified Financials
Shares fully diluted (m)	6.2
Market cap (EURm)	1,399
Net debt (EURm)	-45
Minority interests (EURm)	0
Enterprise value 19e (EURm)	1,354

### Performance



Source: Factset

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### Analysts

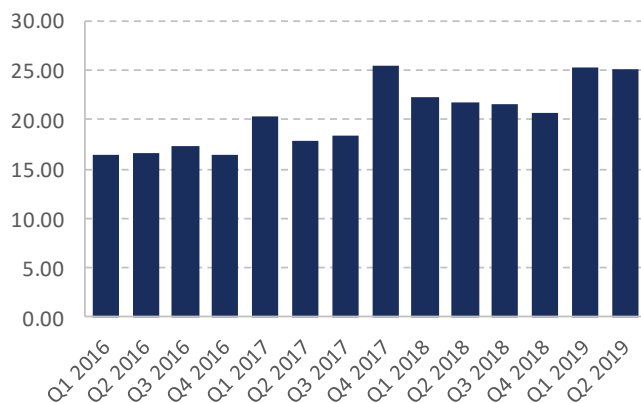
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*EBIT margin should increase again next year*

### Retail Clients: Good top line growth but EBIT disappointing

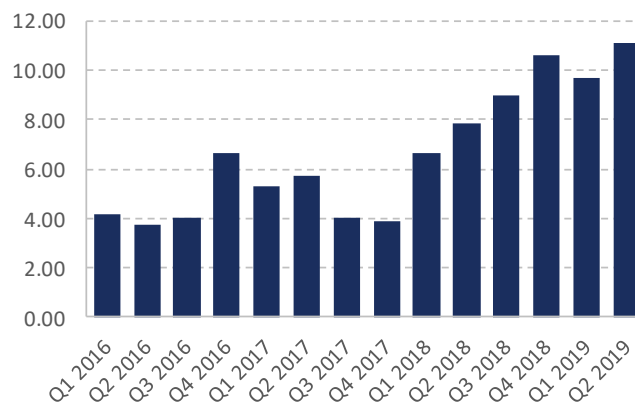
The retail clients unit showed a good top line performance with an increase of the brokered volume by 11% yoy to EUR 3.5bn in H1, the number of consultants went up by 9% yoy to 626. Positively, revenues increased by 16% yoy to EUR 25m in Q2. Due to the continued onboarding of new banking partners and investments into digitalization, EBIT fell by 33% yoy to EUR 2.3m in Q2. Hypoport's CEO, Ronald Slabke, expects the EBIT margin to increase significantly again in 2020 even if it should not reach the 2018 level (12.5%; H1 2019: 8.9%). Although the H1 2019 EBIT decline by 34% yoy is clearly disappointing we understand the reason for the decline and expect it to be temporary.

**Exhibit 1: Revenue development at Retail Clients (EUR m)**



Source: Pareto Securities Research

**Exhibit 2: Revenue dev. at Real Estate Platform (EUR m)**



Source: Pareto Securities Research

*Financing platform with revenues declined by 4% yoy in H1 2019*

### Real Estate Platform with a mixed picture

Dr. Klein Institutional clients managed to increase the brokered loan volume by 7% yoy to EUR 1.0bn in H1; revenues declined by 4% yoy to EUR 7.4m in H1 because of lower margins at some single deals. The property management and property sales platform managed to increase revenues by 91% yoy to EUR 7.5m in H1 which was however mainly driven by inorganic growth. We see in particular good growth opportunities for the real estate brokerage software FIO which has a very high penetration rate among savings banks but a much lower penetration rate among mutual banks. Hypoport should be able to roll it out among more and more of the mutual banks which have already signed up for Europace. Hypoport's property valuation platform has increased its revenues by more than 100% yoy to EUR 5.9m, also driven by both organic and inorganic growth.

Despite the strong revenue growth of 44% yoy of the unit, EBIT declined by 23% yoy to EUR 2.4m in H1 because of investments into the valuation platform and lower EBIT contribution from the financing platform.

### Insurance Platform with strong revenue growth

Revenues grew by 94% yoy to EUR 20.5m (Q2 '19: +133% yoy to EUR 7.7m) which was driven mainly by inorganic growth. EBIT improved by EUR 1.4m to EUR -0.3m (Q2 '19: EUR -0.83m) which is a good development and makes us optimistic that this unit may reach already break-even in 2019e. Reaching break-even in 2019 is however of minor importance for us; we rather see this unit to show continuous high growth rates which should come more and more from organic growth.

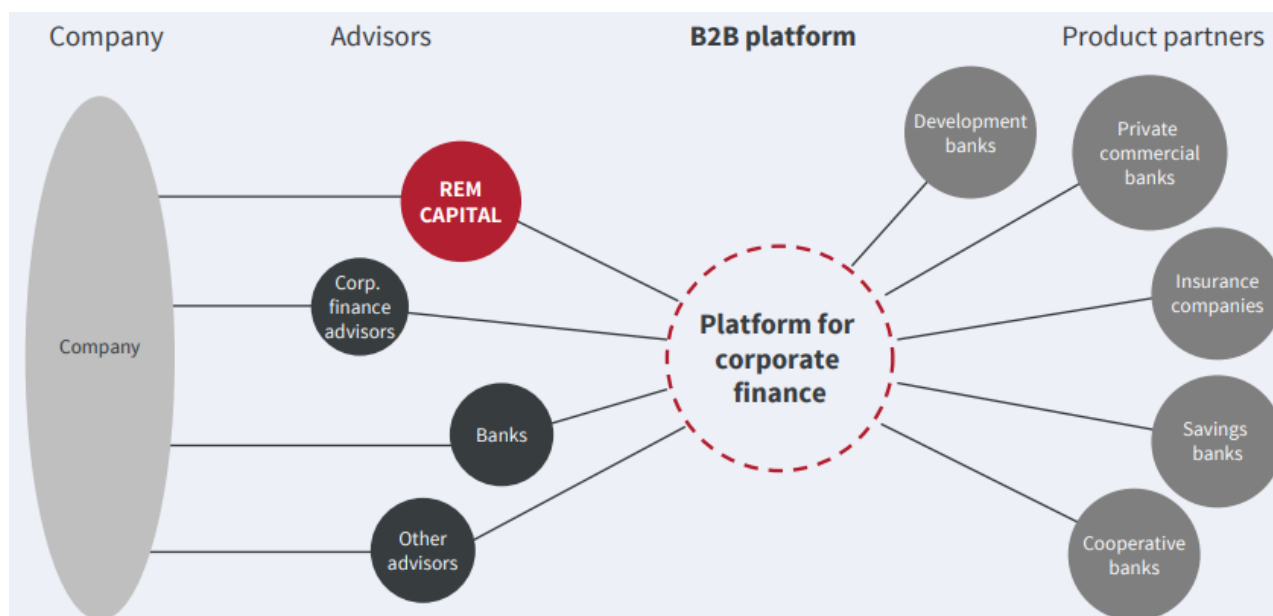
### Acquisition of REM Capital

In early July Hypoport has announced the acquisition of REM CAPITAL AG, a management consultancy with c. 50 employees which has specialized on advising corporate clients on their funding structure in particular using public-sector development loans and subsidies. REM has achieved revenues of over EUR 7m in 2018, we estimate the company to have reached an EBIT of c. EUR 2m. Purchase price has not been officially disclosed, but has been mentioned in the interim report (EUR 24m). This looks once again quite high but as we see the strategic rationale behind the acquisition we do not see the relatively high purchase price too negatively.

Hypoport has announced that it plans to build up a B2B platform for SME loans (volume > EUR 5m) from 2020 onwards. In this respect REM will play an important role as it will not only bring its contacts to the platform but also make sure that there will be loan requests from the corporate sector (i.e. it will try to bring its customers to the platform). So far REM has realized more than 1,000 financing projects.

We think that the launch of such a platform makes a lot of sense, as HYQ has long experience in building such platforms and on the other hand we expect demand from both lenders and creditors for such a platform to increase in a digitized world. In the short term we do not expect any significant revenues from this project, development costs for the new platform should be not significant either.

**Exhibit 3: Planned business model of the platform for corporate loans**



Source: Hypoport

### Valuation and Recommendation

Our valuation is based upon a DCF (WACC: 7.5%, Terminal value at 71% of total value, terminal growth: 2%). Thus we have derived a target price of EUR 220; note that we have slightly reduced our WACC (by 10 bps) to take into account the general decline in yields and that we have slightly increased our mid-term earnings expectations. Shares are trading at a premium to other German financial service companies (HYP 2020e PER: 40x, average of selected German Financial Service companies 2020e PER: 17x) which is however justified in our view as Hypoport's earnings growth rates are significantly higher and as we think that Hypoport's earnings stability should be higher. Comparing Hypoport's valuation to that of other platform providers like CTS (2020e PER: 27x) or Scout 24 (2020e PER: 24x) or fast growing software companies like Nemetschek (2020e PER: 48x) or RIB Software (2020e PER: 39x) Hypoport's valuation looks more to be in line, in particular in comparison with the latter two software companies.

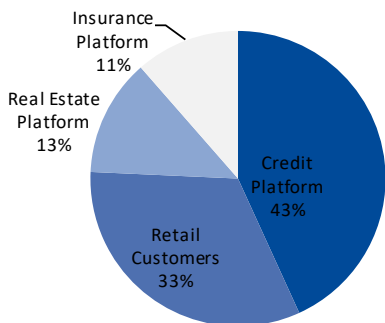
## Exhibit 4: DCF Valuation

Expectations in EUR m	Phase I				Phase II					Phase III	
	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	
<b>Revenues</b>	<b>332</b>	<b>374</b>	<b>419</b>	<b>467</b>	<b>518</b>	<b>574</b>	<b>634</b>	<b>699</b>	<b>768</b>	<b>843</b>	
<i>growth rate</i>	25.0%	12.5%	12.0%	11.5%	11.0%	10.7%	10.5%	10.2%	9.9%	9.7%	
<b>EBIT</b>	<b>36</b>	<b>47</b>	<b>55</b>	<b>64</b>	<b>75</b>	<b>86</b>	<b>98</b>	<b>112</b>	<b>127</b>	<b>139</b>	
<i>EBIT Margin</i>	10.8%	12.5%	13.1%	13.7%	14.5%	15.0%	15.5%	16.0%	16.5%	16.5%	
<b>Tax</b>	<b>-7</b>	<b>-9</b>	<b>-11</b>	<b>-13</b>	<b>-17</b>	<b>-19</b>	<b>-22</b>	<b>-25</b>	<b>-28</b>	<b>-31</b>	
<i>Tax rate</i>	21.0%	21.0%	21.0%	21.0%	22.0%	22.0%	22.0%	22.0%	22.0%	22.0%	
<b>Depreciation</b>	<b>19</b>	<b>19</b>	<b>20</b>	<b>21</b>	<b>17</b>	<b>19</b>	<b>21</b>	<b>23</b>	<b>25</b>	<b>28</b>	
<i>% of revenue</i>	5.6%	5.2%	4.9%	4.6%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	
<b>Capex</b>	<b>-36</b>	<b>-14</b>	<b>-14</b>	<b>-14</b>	<b>-17</b>	<b>-18</b>	<b>-20</b>	<b>-22</b>	<b>-25</b>	<b>-27</b>	
<i>% of revenue</i>	10.8%	3.7%	3.3%	3.0%	3.2%	3.2%	3.2%	3.2%	3.2%	3.2%	
<b>Change in Working Capital</b>	<b>-5</b>	<b>-2</b>	<b>-2</b>	<b>-2</b>	<b>-2</b>	<b>-2</b>	<b>-3</b>	<b>-3</b>	<b>-3</b>	<b>-4</b>	
<i>% of revenue</i>	1.6%	0.5%	0.5%	0.4%	0.4%	0.4%	0.4%	0.4%	0.4%	0.4%	
<b>Free Cash Flow</b>	<b>6</b>	<b>41</b>	<b>48</b>	<b>56</b>	<b>57</b>	<b>65</b>	<b>75</b>	<b>85</b>	<b>96</b>	<b>106</b>	<b>1,978</b>
<i>growth rate</i>	nm	5919%	18.7%	16.9%	1.0%	14.7%	14.2%	13.8%	13.5%	9.7%	2.0%
<b>Present Value CF</b>	<b>6</b>	<b>37</b>	<b>41</b>	<b>44</b>	<b>41</b>	<b>44</b>	<b>47</b>	<b>50</b>	<b>53</b>	<b>54</b>	<b>1,006</b>
<b>PV Phase I</b>		<b>127</b>			<b>Market Cap</b>		<b>874</b>		<b>Target equity ratio</b>		<b>80%</b>
<b>PV Phase II</b>		<b>289</b>			<b>Risk premium</b>		<b>5.00%</b>		<b>Beta</b>		<b>1.0</b>
<b>PV Phase III</b>		<b>1,006</b>			<b>Risk-free rate</b>		<b>3.50%</b>		<b>WACC</b>		<b>7.5%</b>
<b>Enterprise value</b>		<b>1,423</b>			<b>Sensitivity</b>		<b>Growth in Phase III</b>				
+ Cash		<b>32</b>			<b>Analysis</b>		<b>1.0%</b>	<b>1.5%</b>	<b>2.0%</b>	<b>2.5%</b>	<b>3.0%</b>
- Debt		<b>81</b>				<b>6.71%</b>	224	241	261	286	317
<b>Equity Value</b>		<b>1,374</b>				<b>7.08%</b>	208	222	239	259	285
Number of shares		<b>6</b>			<b>WACC</b>	<b>7.45%</b>	194	206	<b>220</b>	237	258
						<b>7.82%</b>	181	191	204	218	236
<b>Value per share</b>		<b>220</b>				<b>8.20%</b>	170	179	189	202	216

Source: Pareto Securities Research

Exhibit 5: Investment Case in Charts

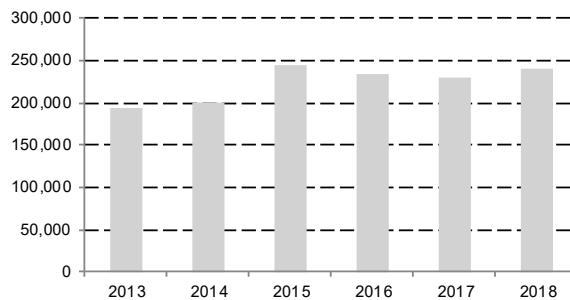
Revenues split (2018)



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

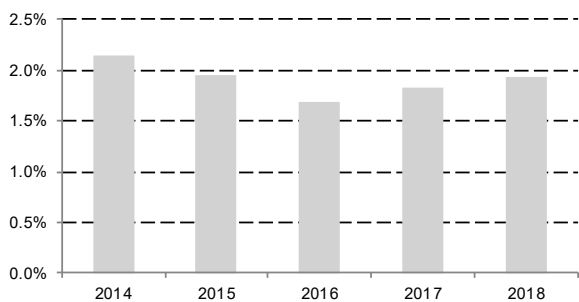
Market development (new mortgage loans in EUR m)



While the overall market development has been rather sluggish in recent years, HYP managed to increase its market share to 20%.

Source: Hypoport, Pareto Sec. Research

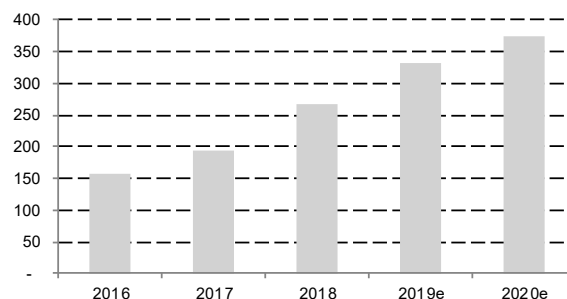
10YR Mortgage Rate development



10YR Mortgage rates on record low levels; we do not expect a sharp increase in the short term.

Source: Hypoport, Pareto Sec. Research

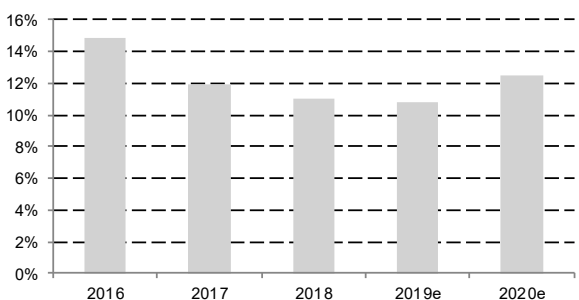
Revenues development (in EUR m)



The recent acquisitions together with a growing market share of Europace/Dr. Klein should be the main revenue drivers.

Source: Hypoport, Pareto Sec. Research

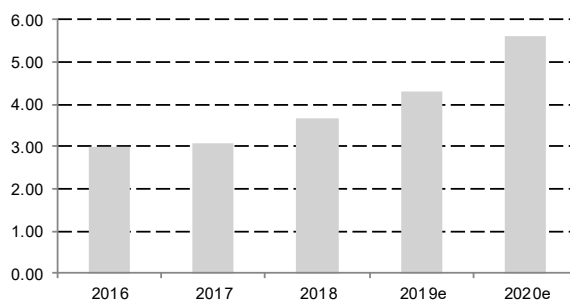
EBIT margin development



We forecast EBIT margin to remain stable in 2019e, for 2020e we forecast an increase.

Source: Hypoport, Pareto Sec. Research

EPS development (in EUR)



We forecast EPS CAGR of 24% (2018e-'20e).

Source: Hypoport, Pareto Sec. Research

Exhibit 6: At a Glance

Business Units	Credit Platform	Private Clients	Real Estate Platform	Insurance Platform
		 DIE PARTNER FÜR IHRE FINANZEN		
Products/ applications	Through its credit platform Europace the company is enabling banks to distribute loans of more than 600 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 transactions 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.	Customers are normal retail customers with average financing needs. Mortgage customers should be above average incomes.	Customers of Dr. Klein are professional real estate investors, mainly public housing investors. Customers of FIO and Value are mainly banks.	Potential customers include insurance brokers, IFAs and insurance companies. At the moment HYP has only customers which use certain parts of the software.
	Although we do not have any figures we do not see Europace being dependent on a few single customers.	Very diversified customer base, no dependence on single customers at all.	We do not have any figures, but the dependence on single customers may be somewhat higher for Dr. Klein.	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 20%. Market share of around 50% among mortgage brokers, market share of only 4% among savings/ 2% with mutual banks.	No figures available, we estimate that Dr. Klein has a market share of around 10%.	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, OVB or DVAG focus more on insurance/investment products.	Mainly savings banks, but also mutual and private banks for the brokerage business. 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 and Institutional Clients further which should continue to benefit from the housing boom in Germany		<b>Guidance 2019:</b> Revenue: EUR 310m-340m EBIT EUR 32m-40m	<b>Pareto Estimates</b> Revenue: 332 y/y EBIT 35.9 <b>Consensus</b> 329 23.7% 37.3
	2018	Sales (EURm) 266.0 %Y 36.5%	EBITDA (EURm) 39.1 Margin 14.7%	EBIT (EURm) 29.3 Margin 11.0%
Sales & EBIT Split	Sales split by division		EBIT split by division	
	Group financial development		EBIT margin development	
Shareholder structure & management	<b>CEO</b>  <b>Ronald Slabke</b> Major shareholder and CEO (since 2010)		<b>Stephan Gawarecki</b> Board Member (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>		<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. Gawarecki worked for FinanceScout 24 and Deutscher Ring</li> <li>• Mr. Gawarecki is responsible for the segments Private Clients and Insurance Platform.</li> </ul>	
# of employees FY	1,500			
	Shareholder structure			

Source: Pareto Securities Research, Hypoport

<b>PROFIT &amp; LOSS (fiscal year) (EURm)</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019e</b>	<b>2020e</b>
<b>Revenues</b>	<b>101</b>	<b>112</b>	<b>139</b>	<b>157</b>	<b>195</b>	<b>266</b>	<b>332</b>	<b>374</b>
<b>EBITDA</b>	<b>8</b>	<b>13</b>	<b>25</b>	<b>28</b>	<b>30</b>	<b>39</b>	<b>54</b>	<b>66</b>
Depreciation & amortisation	(4)	(5)	(6)	(5)	(7)	(10)	(19)	(19)
<b>EBIT</b>	<b>4</b>	<b>8</b>	<b>19</b>	<b>23</b>	<b>23</b>	<b>29</b>	<b>36</b>	<b>47</b>
Net interest	0	0	0	0	1	1	1	1
Other financial items	(1)	(1)	(1)	(1)	(1)	(2)	(3)	(3)
<b>Profit before taxes</b>	<b>3</b>	<b>7</b>	<b>19</b>	<b>23</b>	<b>23</b>	<b>28</b>	<b>34</b>	<b>45</b>
Taxes	(0)	(1)	(3)	(5)	(5)	(6)	(7)	(9)
Minority interest	-	-	-	-	-	-	-	-
<b>Net profit</b>	<b>3</b>	<b>6</b>	<b>16</b>	<b>18</b>	<b>18</b>	<b>22</b>	<b>27</b>	<b>35</b>
EPS reported	0.49	0.97	2.63	3.02	3.10	3.69	4.29	5.66
<b>EPS adjusted</b>	<b>0.49</b>	<b>0.97</b>	<b>2.63</b>	<b>3.02</b>	<b>3.10</b>	<b>3.69</b>	<b>4.29</b>	<b>5.66</b>
DPS	-	-	-	-	-	-	-	-
<b>BALANCE SHEET (EURm)</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019e</b>	<b>2020e</b>
Tangible non current assets	2	2	3	3	4	10	47	41
Other non-current assets	35	37	38	52	68	211	210	209
Other current assets	25	29	31	35	54	53	53	55
Cash & equivalents	12	12	25	22	14	32	56	94
<b>Total assets</b>	<b>74</b>	<b>80</b>	<b>96</b>	<b>112</b>	<b>141</b>	<b>306</b>	<b>366</b>	<b>399</b>
Total equity	33	39	53	64	83	153	180	215
Interest-bearing non-current debt	12	11	7	6	13	71	119	121
Interest-bearing current debt	5	5	4	4	3	10	10	5
Other Debt	25	26	32	37	42	71	58	58
<b>Total liabilities &amp; equity</b>	<b>74</b>	<b>80</b>	<b>96</b>	<b>112</b>	<b>141</b>	<b>306</b>	<b>366</b>	<b>399</b>
<b>CASH FLOW (EURm)</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019e</b>	<b>2020e</b>
Cash earnings	5	11	24	26	24	35	40	55
Change in working capital	4	(2)	3	(8)	(16)	6	(5)	(2)
Cash flow from investments	(6)	(6)	(7)	(13)	(21)	(86)	(58)	(12)
Cash flow from financing	(1)	(1)	(7)	(7)	5	63	48	(3)
Net cash flow	2	1	13	(2)	(8)	19	24	38
<b>CAPITALIZATION &amp; VALUATION (EURm)</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019e</b>	<b>2020e</b>
<b>Share price (EUR end)</b>	<b>9.7</b>	<b>12.2</b>	<b>80.5</b>	<b>77.8</b>	<b>145.4</b>	<b>148.2</b>	<b>224.0</b>	<b>224.0</b>
Number of shares end period	6	6	6	6	6	6	6	6
Net interest bearing debt	(7)	(7)	(20)	(18)	(11)	(22)	(45)	(88)
<b>Enterprise value</b>	<b>53</b>	<b>68</b>	<b>466</b>	<b>444</b>	<b>853</b>	<b>904</b>	<b>1,354</b>	<b>1,311</b>
EV/Sales	0.5	0.6	3.4	2.8	4.4	3.4	4.1	3.5
<b>EV/EBITDA</b>	<b>6.5</b>	<b>5.3</b>	<b>18.6</b>	<b>15.7</b>	<b>28.3</b>	<b>23.1</b>	<b>24.9</b>	<b>19.9</b>
EV/EBIT	13.5	8.5	24.2	19.1	36.6	30.9	37.7	28.1
P/E reported	19.9	12.6	30.6	25.8	46.9	40.2	52.2	39.6
<b>P/E adjusted</b>	<b>19.9</b>	<b>12.6</b>	<b>30.6</b>	<b>25.8</b>	<b>46.9</b>	<b>40.2</b>	<b>52.2</b>	<b>39.6</b>
P/B	1.8	1.9	9.3	7.2	10.5	6.0	7.8	6.5
<b>FINANCIAL ANALYSIS &amp; CREDIT METRICS</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019e</b>	<b>2020e</b>
ROE adjusted (%)	18.2	16.5	34.7	31.0	25.1	19.0	16.1	17.9
Dividend yield (%)	-	-	-	-	-	-	-	-
EBITDA margin (%)	8.1	11.3	18.0	18.1	15.5	14.7	16.4	17.7
EBIT margin (%)	3.9	7.1	13.9	14.8	12.0	11.0	10.8	12.5
NIBD/EBITDA	(0.82)	(0.57)	(0.81)	(0.63)	(0.38)	(0.56)	(0.83)	(1.33)
EBITDA/Net interest	-	-	-	-	-	-	-	-

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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

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Pareto Bank ASA	12,862,966	18.53%	Sparebanken Vest	4,508,279	7.64%

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Companies	No. of shares	Holdings in %	Companies	No. of shares	Holdings in %
Helgeland Sparebank	2,010,630	9.63%	SpareBank 1Østfold Akersl	1,140,010	9.20%
Pareto Bank ASA	12,862,966	18.53%	Sparebanken Møre	311,739	3.15%
Selvaag Bolig ASA	2,174,147	2.32%	Sparebanken Sør	460,689	2.94%
SpareBank 1BV	1,639,640	2.61%	Sparebanken Vest	4,508,279	7.64%
SpareBank 1Nord-Norge	1,899,924	1.89%	Totens Sparebank	79,246	1.29%
SpareBank 1SMN	1,878,192	1.45%			

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AF Gruppen	0	1,675	Gjensidige Forsikring	0	7,711	REC Silicon	0	357,742
Aker	0	702	Golden Ocean Group	0	1,919	SailMar	0	130
Aker BP	0	8,480	Grieg Seafood	0	784	Sandnes Sparebank	0	23,832
AKVA Group	0	2,100	Helgeland Sparebank	0	4,127	Scatec Solar	0	35,735
American Shipping Compar	0	3,105	Höegh LNG	0	6,509	Schibsted ASA B Aksjer	0	357
Archer	0	60,770	Jæren Sparebank	0	500	Seadrill	0	14,772
Atea	0	450	Komplett Bank	0	117,387	Selvaag Bolig	0	5,000
Atlantic Sapphire	0	5,305	Kongsberg Gruppen	0	5,901	SpareBank 1BV	0	17,700
Austevoll Seafood	0	5,815	KWS	75	75	SpareBank 1Nord-Norge	0	26,500
Avance Gas	0	5,051	Lerøy Seafood	0	36,210	SpareBank 1Ringerike Hadr	0	500
Axactor	0	8,963	Magseis Fairfield	0	12,659	SpareBank 1SMN	0	15,490
BASF	270	270	Mowi	0	1,979	SpareBank 1SR-Bank	0	29,391
B2Holding	0	5,639	NORBIT	0	19,968	Sparebank 1Østfold Akersl	0	450
Bonheur	0	46,535	Nordic Semiconductor	0	6,000	SpareBank 1Østlandet	0	4,041
Borr Drilling	0	923	Norsk Hydro	0	126,345	Sparebanken Møre	0	6,550
BRABank	0	1,371,000	Northern Drilling	0	6,060	Sparebanken Sør	0	43,380
BWLPG	0	2,069	Norwegian Air Shuttle	0	68,437	Sparebanken Vest	0	2,219
DNB	0	35,206	Norwegian Energy Compan	0	350	Sparebanken Øst	0	1,500
DNO	0	33,678	Ocean Yield	0	33,967	Stolt-Nielsen	0	900
Entra	0	14,362	Odjell Drilling	0	3,944	Storebrand	0	5,565
Equinor	0	8,788	Okeanis Eco Tankers	0	1,738	Subsea 7	0	5,990
Europris	0	10,850	Orkla	0	20,164	Telenor	0	2,311
Fjord1	0	51,550	Panoro Energy	0	5,670	TGS-NOPEC	0	2,085
Fjordkraft Holding	0	4,132	Pareto Bank	0	977,841	XXL	0	9,929
FlexLNG	0	1,138	Pioneer Property	0	2,050	Yara International	0	17,450
Frontline	0	13,003	Protector Forsikring	0	14,567	Zenterio	0	78,865

This overview is updated monthly (last updated 15.07.2019).

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## 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:

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Agder Energi	GG. St. Kongensgade 100 og 106	Okea AS
American Tanker	Gulf Keystone Petroleum	Okeanis Eco Tankers
Andfjord Salmon	Hafslund E-CO	Oliga Group
APC Forsikringsmæglere A/S	Hertha BSC GmbH	Panoro Energy
Arnarlax	HKN Energy Ltd	Pareto Bank
Avida Holding AB	Hunter Group	Petroleum Geo-Services
Bank Norwegian	Hörmann Industries	PetroTal
Belships	Ice Group	Pioneer Public Properties Finland Oy
Bluewater Holding	Jactel AS	Point Resources AS
CentralNic Group	Klavness Ship Holding	Questerre Energy Corporation
DNO ASA	Lundin Petroleum	Rødovre Port Holding A/S
Dof Subsea AS	Magseis	Shamaran Petroleum
Eco Atlantic Oil and Gas	Monobank ASA	Sparebank 1 Østlandet
Exmar NV	Navig8	Sparebanken Vest
FFS Bidco	NGEX Resources	Union Maritime Limited
Flex LNG	Norbit Group	Vantage Drilling

*This overview is updated monthly (this overview is for the period 30.06.2018 – 30.06.2019).*

## Appendix C

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

### Distribution of recommendations

Recommendation	% distribution
Buy	66%
Hold	31%
Sell	4%

### Distribution of recommendations (transactions\*)

Recommendation	% distribution
Buy	100%
Hold	0%
Sell	0%

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

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comdirect	init	MOBOTIX AG	Vapiano
Daldrup & Söhne	Leifheit	OHB SE	
Eyemaxx Real Estate			

*This overview is updated monthly (last updated 15.07.2019).*