Exceptional high demand reflects dynamic for geothermal

Daldrup & Soehne is currently facing a strong demand as it has not been the case for a long time. Since the beginning of the year, the company announced three major orders with an estimated total volume of EUR 18-20m. Potential customers, mainly municipal utilities started to realize the advantages of geothermal. Backed by governmental support, demand for geothermal services is expected to remain high in the years to come. We forecast an EPS 2022-27e CAGR of c.42%, which is why we see further upside for the shares. Only the margin guidance for FY 2023 (3%-5% of total output) stands out as somewhat negative, in our view. With a new TP of EUR 14.00 (pre. EUR 9), we stick to our Buy rating.

Strong order momentum

Since the beginning of the year, Daldrup & Soehne has reported three major orders with an estimated total value of EUR 18-20m. The fact, that Daldrup was able to report several orders of this magnitude within a short period of time is unprecedented and reflects the current dynamic in the geothermal market. Geothermal energy is continuously usable and thus base load capable. We believe that in particular municipal utilities will show an increasing demand for geothermal as it is a decentralized energy source and strengthens the independence of local energy supply. According to estimates of DWR eco, geothermal has the potential to cover >25% of Germany's heat demand and substitute natural gas consumption by approximately 30%. According to the energy security progress report, published by the Federal Ministry for Economic Affairs and Climate Action, it is planned to initiate 100 geothermal projects in Germany by 2030, which is quite significant compared to the existing 42 projects per February 2022.

Changes to our estimates

Daldrup guides for FY 2023e a total operating output of EUR 41m (+11% yoy), which reflects the current strong demand. However, the EBIT margin guidance (3% to 5% of total output, 2022: 5%) is cautious, in our view. We had assumed that the current high demand should allow the company to enforce higher prices and thus improve its margin more quickly. According to the management, increasing personnel costs and IT investments currently prevent higher margin levels. We reduced our FY 2023e EBIT estimate to EUR 2.1m (prev. EUR 3m), implying now a margin of 5% (prev. 6%).

EURm	2021	2022	2023e	2024e	2025e
Revenues	78	38	39	43	49
EBITDA	4	4	4	5	6
EBIT	2	2	2	4	5
EPS	0.13	0.14	0.23	0.50	0.67
EPS adj	0.12	0.09	0.23	0.50	0.67
DPS	-	-	-	-	-
EV/EBITDA	8.9	11.5	15.9	13.4	10.9
EV/EBIT	22.2	26.5	32.8	17.3	13.1
P/E adj	42.6	80.8	53.3	24.0	18.1
P/B	1.60	2.22	3.40	2.98	2.56
ROE (%)	4.2	4.4	6.6	13.2	15.2
Div yield (%)	-	-	-	-	-
Net debt	5	5	(5)	(7)	(10)

Source: Pareto Securities

Target price (EUR) Share price (EUR)	14.0 12.1	A	BUY
Share price (2014)		-	HOLD
		\blacksquare	SELL

Forecast changes

%	2023e	2024e	2025e
Revenues	-	0	NM
EBITDA	(18)	(10)	NM
EBIT adj	(31)	(12)	NM
EPS reported	(40)	(14)	NM
EPS adj	(40)	(14)	NM

Source: Pareto Securities

Ticker	4DSG.DE, 4DS GR
Sector	Renewables & Clean Tech
Shares fully diluted (m)	6.0
Market cap (EURm)	72
Net debt (EURm)	-5
Minority interests (EURm)	0
Enterprise value 23e (EURm)	68
Free float (%)	42

Performance



Pareto Securities AS has been paid by the issuer to produce this research report. This material is considered by Pareto Securities to qualify as an acceptable minor non-monetary benefit according to the EU MIFID 2 directive.

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Results for FY 2022

Daldrup & Soehne reported mixed results for FY 2022. The EBIT of EUR 1.8m (H2 2022: EUR 0.5m) was slightly below our estimate (EUR 2.1m) and at the lower end of the company's implied guidance range (EUR 1.7m to EUR 2.5m). The implied EBIT margin of 5% (2021: 3.5%) is not only exactly at the mid-point of the guided range (4-6%), but also the highest level in recent years. We believe that operational improvements, a more favorable revenue mix and price increases have contributed to the higher profitability. However, in particular higher costs for personnel (2022: +12% yoy to EUR 10m) on the other hand, had a negative impact. Furthermore, according to the management, there is a fierce price war, especially for deep geothermal projects, which does not allow a higher margin level for the time being.

Review H2 2022

		Actual			PASe		
EURm	H2 2022	H2 2021	% yoy	PASe	Delta		
Total operating output	19.1	22.0	-13.0%	25.2	-24.0%		
EBIT	0.5	0.9	-42.1%	0.8	-32.6%		
EBIT margin (of TOO)	2.8%	4.2%	-139 BP	3.1%	-36 BP		

Source: Daldrup & Soehne, Pareto Securities

The total operating output of EUR 37m has failed to meet our estimate (EUR 42.9m) and the company guidance of EUR 42m. We do not rule out, that the miss is also related to delays and thus the missing of final invoicing. However, since in such a case, the volume of work in progress is usually high and has an impact on total operating output, we believe that this effect should therefore have been of less significance.

In many drilling projects, Daldrup acts as a prime contractor for its customers. In these projects, services that are not part of Daldrup's core business (e.g. construction works) are subcontracted to third parties. It seems that these subcontracted services were not ordered by Daldrup, but rather by the customer. Thus, Daldrup loses revenues, which, however, usually have a very low margin contribution.

Nevertheless, the c.20% yoy decline in the total operating output in 2022 is to be considered disadvantageous in a geothermal market that is currently growing.

Review FY 2022

		Actual	PASe		
EURm	FY 2022	FY 2021	% yoy	PASe	Delta
Total operating output	36.9	44.9	-17.8%	42.9	-14.1%
EBIT	1.8	1.6	16.4%	2.1	-12.2%
EBIT margin (of TOO)	5.0%	3.5%	147 BP	4.9%	11 BP

Major orders in 2023

Customer	Purpose of contract	Order value	Further facts
MTU Aero Engines AG	Construction of a geothermal doublet and drilling site	Lower 2-digit EURm	3,300 m long boreholes, expected savings of <88% of current fossil energy
Bundesgesellschaft für Endlagerung mbH (BGE)	Shaft pilot borehole, search for safe final disposal of high-level radioactive waste	EUR 5m	Expected completion in 2024
Erdwärme Neustadt-Glewe GmbH	Construction of a so-called sidetrack from an existing borehole	EUR 3m	Capacity increase of the geothermal plant from 13 MW to 15 MW, and supply in addition 200 households with local heat

Valuation

We continue to value the shares based on our DCF model.

As a result of rolling our DCF model and higher mid and long-term assumptions (long-term EBIT margin of 10% vs before 9%), we now derive a rounded fair value of EUR 14.00 (prev. EUR 9.70) per share.

DCF model

			Phase I					Phase II			Phase III
EURm	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	
Revenues	38.5	42.6	48.6	52.6	55.3	57.9	60.5	63.1	65.6	67.9	
growth rate	-	10.7%	14.0%	8.4%	5.0%	4.8%	4.5%	4.3%	4.0%	3.5%	
EBIT	2.1	3.8	4.8	5.3	5.7	5.9	6.2	6.4	6.6	6.8	
EBIT margin	5.4%	8.9%	9.9%	10.1%	10.3%	10.2%	10.2%	10.1%	10.1%	10.0%	
Tax	(0.1)	(0.1)	(0.2)	(0.2)	(0.2)	(1.7)	(1.7)	(1.8)	(1.9)	(1.9)	
Tax rate	4%	4%	4%	4%	4%	28%	28%	28%	28%	28%	
Depr. & Amort.	2.2	1.1	1.0	1.1	1.1	1.3	1.4	1.5	1.6	1.7	
% of sales	5.7%	2.6%	2.0%	2.0%	2.0%	2.2%	2.3%	2.4%	2.4%	2.4%	
Capex	(1.0)	(1.1)	(1.2)	(1.3)	(1.4)	(1.4)	(1.5)	(1.6)	(1.6)	(1.7)	
% of sales	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	
Change in WC & P	7.3	(0.5)	(0.8)	(0.2)	(0.3)	(0.3)	(0.4)	(0.4)	(0.4)	(0.4)	
% of sales	-18.8%	1.2%	1.6%	0.4%	0.6%	0.6%	0.6%	0.6%	0.6%	0.6%	
Free Cash Flow	10.5	3.2	3.6	4.6	4.9	3.8	4.0	4.2	4.3	4.5	86.0
growth rate	nm	-69.9%	15.0%	28.1%	4.9%	-22.9%	5.8%	4.6%	3.9%	3.0%	2.0%
Present Value FCF	10.1	2.8	3.0	3.6	3.6	2.6	2.5	2.5	2.4	2.3	44.1
PV Phase I		23.2			Risk free	rate	3.0%		Targ. eq	uity ratio	80%
PV Phase II		12.2			Premiun	n Equity	5.0%		Beta		1.0
PV Phase III		44.1			Premiun	n Debt	2.0%		WACC		7.3%
Enterprise value		79.5			Sensi	tivity		Gro	wth in ph	ase III	
- Net Debt (Cash)		(4.8)				civicy	1.0%	1.5%	2.0%	2.5%	3.0%
- Pension Provisions		-				6.6%	14.3	15.1	16.0	17.2	18.7
 Minorities & Peripherals 		-				6.9%	13.5	14.2	15.0	15.9	17.2
+ MV of financial assets					WACC	7.3%	12.9	13.4	14.1	14.9	15.9
- Paid-out dividends for last	FY	-				7.6%	12.3	12.7	13.3	14.0	14.8
+ Other EV items (power pla	ants)	-				8.0%	11.7	12.1	12.6	13.2	13.9
Equity value		84.4									
Number of shares		5.99									
Value per share (€)		14.09									
Current Price (€)		12.10									
Upside		16%									
Source: Pareto Securities											

Since the beginning of the year, the shares have rallied by 63% and outperformed the sector index by c.70%. Since our upgrade to Buy in June 2022 (share price at EUR 5.5), the shares have increased by even 120%.

The shares benefited from the operational improvement because of the significantly reduced risk in the business model of Daldrup. We believe that the recent share price jump is due to increased investors' expectations as a result of the market environment and the promising prospects. Daldrup's sales pipeline per end of May 2023 was at a record level of EUR 203m (09/2022: EUR 136m). If we assume that, as in the past, around 25% of this pipeline will flow into the order backlog, then the order backlog could be at >EUR 50m at the end of 2023. As already outlined in our recent research reports, the near-term EBIT margin development will also benefit from lower D&A. Looking at the profitability of comparable companies, an EBIT margin in the high single-digit or even double-digit area should be achievable for Daldrup. Based on our estimated FY 2022-27e EPS CAGR of c.42%, Daldrup's current valuation, which implies a FY 2023e EV/EBITDA of 15.5x is justified, in our view.

Shares vs German Renewables



PROFIT & LOSS (fiscal year) (EURm)	2018	2019	2020	2021	2022	2023e	2024e	2025e
Revenues	39	25	26	78	38	39	43	49
EBITDA	(12)	(7)	4	4	4	4	5	6
Depreciation & amortisation	(4)	(4)	(9)	(2)	(2)	(2)	(1)	(1)
EBIT	(16)	(11)	(4)	2	2	2	4	5
Net interest	(2)	(2)	(1)	(1)	(1)	(1)	(1)	(1)
Other financial items	-	-	-	-	-	-	-	-
Profit before taxes	(18)	(12)	(5)	1	1	1	3	4
Taxes	(0)	0	(0)	(0)	(0)	(0)	(0)	(0)
Minority interest	(1)	(0)	0	-	-	-	-	-
Net profit	(17)	(12)	(5)	1	1	1	3	4
EPS reported	(2.91)	(2.04)	(0.87)	0.13	0.14	0.23	0.50	0.67
EPS adjusted	(0.02)	(0.93)	(1.61)	0.12	0.09	0.23	0.50	0.67
DPS	-	-	-	-	-	-	-	-
BALANCE SHEET (EURm)	2018	2019	2020	2021	2022	2023e	2024e	2025e
Tangible non current assets	113	10	8	7	6	4	4	5
Other non-current assets	3	0	0	0	0	0	0	0
Other current assets	24	34	27	28	31	23	24	26
Cash & equivalents	2	3	3	3	3	13	15	17
Total assets	142	46	38	39	40	40	43	48
Total equity	55	23	18	19	20	21	24	28
Interest-bearing non-current debt	-	9	8	8	8	8	8	8
Interest-bearing current debt	-	-	-	-	-	-	-	-
Other Debt	87	14	13	12	12	11	11	12
Total liabilites & equity	142	46	38	39	40	40	43	48
CASH FLOW (EURm)	2018	2019	2020	2021	2022	2023e	2024e	2025e
Cash earnings	50	6	2	(5)	(5)	18	3	3
Cash earnings Change in working capital	50 (15)	6 (2)	2 (0)	(5) 5	(5) 7	18 (7)	3 1	3 1
9								
Change in working capital	(15)	(2)	(0)	5	7	(7)	1	1
Change in working capital Cash flow from investments	(15) (31)	(2) (0)	(0) 1	5 1	7 (1)	(7) (1)	1 (1)	1
Change in working capital Cash flow from investments Cash flow from financing	(15) (31) (4)	(2) (0) (2)	(0) 1 (1)	5 1 0	7 (1) 0	(7) (1) -	1 (1)	1 (1) -
Change in working capital Cash flow from investments Cash flow from financing Net cash flow	(15) (31) (4) 12	(2) (0) (2) 0	(0) 1 (1) 0	5 1 0 0	7 (1) 0 0	(7) (1) - 10	1 (1) - 2	1 (1) - 3
Change in working capital Cash flow from investments Cash flow from financing Net cash flow VALUATION (EURm)	(15) (31) (4) 12 2018	(2) (0) (2) 0	(0) 1 (1) 0	5 1 0 0	7 (1) 0 0	(7) (1) - 10 2023e	1 (1) - 2 2024e	1 (1) - 3 2025e
Change in working capital Cash flow from investments Cash flow from financing Net cash flow VALUATION (EURm) Share price (EUR end)	(15) (31) (4) 12 2018 8.0	(2) (0) (2) 0 2019 3.68	(0) 1 (1) 0 2020 3.23	5 1 0 0 2021 5.1	7 (1) 0 0 2022 7.4	(7) (1) - 10 2023e 12.1	1 (1) - 2 2024e 12.1	1 (1) - 3 2025e 12.1
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Change in working capital Cash flow from investments Cash flow from financing Net cash flow VALUATION (EURm) Share price (EUR end) Number of shares end period Net interest bearing debt	(15) (31) (4) 12 2018 8.0 6 9	(2) (0) (2) 0 2019 3.68 6 6	(0) 1 (1) 0 2020 3.23 6 5	5 1 0 0 2021 5.1 6 5	7 (1) 0 0 2022 7.4 6 5	(7) (1) - 10 2023e 12.1 6 (5)	1 (1) - 2 2 2024e 12.1 6 (7)	1 (1) - 3 2025e 12.1 6 (10)
Change in working capital Cash flow from investments Cash flow from financing Net cash flow VALUATION (EURm) Share price (EUR end) Number of shares end period Net interest bearing debt Enterprise value EV/Sales EV/EBITDA	(15) (31) (4) 12 2018 8.0 6 9 76	(2) (0) (2) 0 2019 3.68 6 6 28	(0) 1 (1) 0 2020 3.23 6 5 24	5 1 0 0 2021 5.1 6 5 35 0.5 8.9	7 (1) 0 0 2022 7.4 6 5 49 1.3 11.5	(7) (1) - 10 2023e 12.1 6 (5) 68 1.8 15.9	1 (1) - 2 2024e 12.1 6 (7) 65 1.5 13.4	1 (1) - 3 2025e 12.1 6 (10) 63
Change in working capital Cash flow from investments Cash flow from financing Net cash flow VALUATION (EURm) Share price (EUR end) Number of shares end period Net interest bearing debt Enterprise value EV/Sales EV/EBITDA EV/EBIT	(15) (31) (4) 12 2018 8.0 6 9 76	(2) (0) (2) 0 2019 3.68 6 6 28	(0) 1 (1) 0 2020 3.23 6 5 24 0.9	5 1 0 0 2021 5.1 6 5 35 0.5 8.9 22.2	7 (1) 0 0 2022 7.4 6 5 49 1.3	(7) (1) - 10 2023e 12.1 6 (5) 68 1.8	1 (1) - 2 2 2024e 12.1 6 (7) 65 1.5	1 (1) - 3 2025e 12.1 6 (10) 63 1.3
Change in working capital Cash flow from investments Cash flow from financing Net cash flow VALUATION (EURm) Share price (EUR end) Number of shares end period Net interest bearing debt Enterprise value EV/Sales EV/EBITDA	(15) (31) (4) 12 2018 8.0 6 9 76	(2) (0) (2) 0 2019 3.68 6 6 28	(0) 1 (1) 0 2020 3.23 6 5 24 0.9	5 1 0 0 2021 5.1 6 5 35 0.5 8.9 22.2 38.9	7 (1) 0 0 2022 7.4 6 5 49 1.3 11.5 26.5 52.0	(7) (1) - 10 2023e 12.1 6 (5) 68 1.8 15.9	1 (1) 2 2024e 12.1 6 (7) 65 1.5 13.4 17.3 24.0	1 (1) - 3 2025e 12.1 6 (10) 63 1.3 10.9
Change in working capital Cash flow from investments Cash flow from financing Net cash flow VALUATION (EURm) Share price (EUR end) Number of shares end period Net interest bearing debt Enterprise value EV/Sales EV/EBITDA EV/EBIT P/E reported P/E adjusted	(15) (31) (4) 12 2018 8.0 6 9 76 1.9 -	(2) (0) (2) 0 2019 3.68 6 6 28 1.1	(0) 1 (1) 0 2020 3.23 6 5 24 0.9 5.8	5 1 0 0 2021 5.1 6 5 35 0.5 8.9 22.2 38.9 42.6	7 (1) 0 0 2022 7.4 6 5 49 1.3 11.5 26.5 52.0 80.8	(7) (1) - 10 2023e 12.1 6 (5) 68 1.8 15.9 32.8 53.3 53.3	1 (1) - 2 2024e 12.1 6 (7) 65 1.5 13.4 17.3 24.0 24.0	1 (1) - 3 2025e 12.1 6 (10) 63 1.3 10.9 13.1
Change in working capital Cash flow from investments Cash flow from financing Net cash flow VALUATION (EURm) Share price (EUR end) Number of shares end period Net interest bearing debt Enterprise value EV/Sales EV/EBITDA EV/EBIT P/E reported	(15) (31) (4) 12 2018 8.0 6 9 76	(2) (0) (2) 0 2019 3.68 6 6 28	(0) 1 (1) 0 2020 3.23 6 5 24 0.9	5 1 0 0 2021 5.1 6 5 35 0.5 8.9 22.2 38.9	7 (1) 0 0 2022 7.4 6 5 49 1.3 11.5 26.5 52.0	(7) (1) - 10 2023e 12.1 6 (5) 68 1.8 15.9 32.8 53.3	1 (1) 2 2024e 12.1 6 (7) 65 1.5 13.4 17.3 24.0	1 (1) - 3 2025e 12.1 6 (10) 63 1.3 10.9 13.1 18.1
Change in working capital Cash flow from investments Cash flow from financing Net cash flow VALUATION (EURm) Share price (EUR end) Number of shares end period Net interest bearing debt Enterprise value EV/Sales EV/EBITDA EV/EBIT P/E reported P/E adjusted	(15) (31) (4) 12 2018 8.0 6 9 76 1.9 -	(2) (0) (2) 0 2019 3.68 6 6 28 1.1	(0) 1 (1) 0 2020 3.23 6 5 24 0.9 5.8	5 1 0 0 2021 5.1 6 5 35 0.5 8.9 22.2 38.9 42.6	7 (1) 0 0 2022 7.4 6 5 49 1.3 11.5 26.5 52.0 80.8	(7) (1) - 10 2023e 12.1 6 (5) 68 1.8 15.9 32.8 53.3 53.3	1 (1) - 2 2024e 12.1 6 (7) 65 1.5 13.4 17.3 24.0 24.0	1 (1) - 3 2025e 12.1 6 (10) 63 1.3 10.9 13.1 18.1 18.1
Change in working capital Cash flow from investments Cash flow from financing Net cash flow VALUATION (EURm) Share price (EUR end) Number of shares end period Net interest bearing debt Enterprise value EV/Sales EV/EBITDA EV/EBIT P/E reported P/E adjusted P/B	(15) (31) (4) 12 2018 8.0 6 9 76 1.9 1.3	(2) (0) (2) 0 2019 3.68 6 6 28 1.1 - - 0.9	(0) 1 (1) 0 2020 3.23 6 5 24 0.9 5.8 - - 1.1	5 1 0 0 2021 5.1 6 5 35 0.5 8.9 22.2 38.9 42.6 1.6	7 (1) 0 0 0 2022 7.4 6 5 49 1.3 11.5 26.5 52.0 80.8 2.2	(7) (1) - 10 2023e 12.1 6 (5) 68 1.8 15.9 32.8 53.3 53.3 3.4	1 (1) - 2 2024e 12.1 6 (7) 65 1.5 13.4 17.3 24.0 24.0 3.0	1 (1) - 3 2025e 12.1 6 (10) 63 1.3 10.9 13.1 18.1 18.1 2.6
Change in working capital Cash flow from investments Cash flow from financing Net cash flow VALUATION (EURm) Share price (EUR end) Number of shares end period Net interest bearing debt Enterprise value EV/Sales EV/EBITDA EV/EBIT P/E reported P/E adjusted P/B FINANCIAL ANALYSIS ROE adjusted (%) Dividend yield (%)	(15) (31) (4) 12 2018 8.0 6 9 76 1.9 1.3	(2) (0) (2) 0 2019 3.68 6 6 28 1.1 - - 0.9	(0) 1 (1) 0 2020 3.23 6 5 24 0.9 5.8 - - 1.1	5 1 0 0 2021 5.1 6 5 35 0.5 8.9 22.2 38.9 42.6 1.6 2021	7 (1) 0 0 0 2022 7.4 6 5 49 1.3 11.5 26.5 52.0 80.8 2.2 2022	(7) (1) - 10 2023e 12.1 6 (5) 68 1.8 15.9 32.8 53.3 53.3 3.4	1 (1) - 2 2024e 12.1 6 (7) 65 1.5 13.4 17.3 24.0 24.0 3.0 2024e	1 (1) - 3 2025e 12.1 6 (10) 63 1.3 10.9 13.1 18.1 18.1 2.6
Change in working capital Cash flow from investments Cash flow from financing Net cash flow VALUATION (EURm) Share price (EUR end) Number of shares end period Net interest bearing debt Enterprise value EV/Sales EV/EBITDA EV/EBIT P/E reported P/E adjusted P/B FINANCIAL ANALYSIS ROE adjusted (%) Dividend yield (%) EBITDA margin (%)	(15) (31) (4) 12 2018 8.0 6 9 76 1.9 1.3	(2) (0) (2) 0 2019 3.68 6 6 28 1.1 - - 0.9	(0) 1 (1) 0 2020 3.23 6 5 24 0.9 5.8 - - 1.1	5 1 0 0 2021 5.1 6 5 35 0.5 8.9 22.2 38.9 42.6 1.6 2021 3.8	7 (1) 0 0 0 2022 7.4 6 5 49 1.3 11.5 26.5 52.0 80.8 2.2 2022 2.8 - 11.1	(7) (1) 10 2023e 12.1 6 (5) 68 1.8 15.9 32.8 53.3 53.3 3.4 2023e 6.6 11.1	1 (1) - 2 2024e 12.1 6 (7) 65 1.5 13.4 17.3 24.0 24.0 3.0 2024e 13.2 - 11.4	1 (1) - 3 2025e 12.1 6 (10) 63 1.3 10.9 13.1 18.1 18.1 2.6 2025e 15.2 - 11.9
Change in working capital Cash flow from investments Cash flow from financing Net cash flow VALUATION (EURm) Share price (EUR end) Number of shares end period Net interest bearing debt Enterprise value EV/Sales EV/EBITDA EV/EBIT P/E reported P/E adjusted P/B FINANCIAL ANALYSIS ROE adjusted (%) Dividend yield (%) EBIT DA margin (%) EBIT margin (%)	(15) (31) (4) 12 2018 8.0 6 9 76 1.9 - 1.3 2018	(2) (0) (2) 0 2019 3.68 6 6 28 1.1 - - 0.9 2019	(0) 1 (1) 0 2020 3.23 6 5 24 0.9 5.8 1.1 2020 - 15.9	5 1 0 0 2021 5.1 6 5 35 0.5 8.9 22.2 38.9 42.6 1.6 2021 3.8	7 (1) 0 0 0 2022 7.4 6 5 49 1.3 11.5 26.5 52.0 80.8 2.2 2022 2.8 -11.1 4.8	(7) (1) 10 2023e 12.1 6 (5) 68 1.8 15.9 32.8 53.3 53.3 3.4 2023e 6.6 11.1 5.4	1 (1) - 2 2024e 12.1 6 (7) 655 1.5 13.4 17.3 24.0 24.0 3.0 2024e 13.2 - 11.4 8.9	1 (1) - 3 2025e 12.1 6 (10) 63 1.3 10.9 13.1 18.1 18.1 2.6 2025e 15.2 - 11.9 9.9
Change in working capital Cash flow from investments Cash flow from financing Net cash flow VALUATION (EURm) Share price (EUR end) Number of shares end period Net interest bearing debt Enterprise value EV/Sales EV/EBITDA EV/EBIT P/E reported P/E adjusted P/B FINANCIAL ANALYSIS ROE adjusted (%) Dividend yield (%) EBITDA margin (%)	(15) (31) (4) 12 2018 8.0 6 9 76 1.9 1.3	(2) (0) (2) 0 2019 3.68 6 6 28 1.1 - - 0.9	(0) 1 (1) 0 2020 3.23 6 5 24 0.9 5.8 1.1 2020 - 15.9	5 1 0 0 2021 5.1 6 5 35 0.5 8.9 22.2 38.9 42.6 1.6 2021 3.8	7 (1) 0 0 0 2022 7.4 6 5 49 1.3 11.5 26.5 52.0 80.8 2.2 2022 2.8 - 11.1	(7) (1) 10 2023e 12.1 6 (5) 68 1.8 15.9 32.8 53.3 53.3 3.4 2023e 6.6 11.1	1 (1) - 2 2024e 12.1 6 (7) 65 1.5 13.4 17.3 24.0 24.0 3.0 2024e 13.2 - 11.4	1 (1) - 3 2025e 12.1 6 (10) 63 1.3 10.9 13.1 18.1 18.1 2.6 2025e 15.2 - 11.9

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Appendix A

Disclosure requirements in accordance with Commission Delegated Regulation (EU) 2016/958 and the FINRA Rule 2241

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Companies	No. of shares	Holdings in %
Austevoll Seaf ood	1,052,265	0.52%
Bonheur	243,584	0.57%
Huddly	1,170,943	0.56%
Par eto Bank	14,732,232	21.09%
Pexip Holding	879,095	0.84%
Spar ebank 1 Nor d-Nor ge	5,013,471	4.99%
Sparebank 1 SM N	2,944,812	2.27%
Sparebank 1 SR-Bank	2,440,402	0.95%
SpareBank 1 Østfold Akershus	1,237,140	9.99%
Spar eBank 1 Østlandet	6,628,097	6.24%
Sparebanken Møre	566,833	1.15%
Spar ebanken Sør	333,149	0.80%
Spar ebanken Vest	8,470,868	7.72%
NEXT Biometrics	700,000	0.76%
SpareBank 1 Sarast-Norge	2 757 852	4 37%

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

Company	Analyst holdings*	Total holdings
Frontline	0	8.000
Gaming Innovation Group	0	10,000
Gjensidige Forsikring	519	1,960
Grieg Seaf ood	0	13,491
Haf nia Ltd.	0	119,770
Huddly	0	1,170,943
HydrogenPro	0	34,922
International Petroleum Corp	0	5.511
Kahoot	0	26,641
Kambi Group plc	0	430
Kitron	0	2,314
Komplett Bank	0	130.300
Kongsber g Gruppen	0	500
Lea bank	0	16.355
Ler øy Seaf ood Group	0	38,401
Mowi	0	6,004
Multitude	0	2,443
NEXT Biometrics	0	700,000
Nor Am Drilling	0	6.883
NORBIT ASA	0	1,706
Nor dic Semi conductor	0	11.398
Nor sk Hydr o	0	75,711
Norsk Hydro Norske Skog	0	75,711 95,406
Norwegian Air Shuttle	0	4,009
	0	2,081
Odfjell Drilling Okeanis Eco Tankers	0	6,206
Orkia	0	7,426
	0	7,426
Panor o Energy Par eto Bank	0	34,733 761,886
PetroTal	0	74,000
Pexip Holding Protector Forsikring	0	879,095 7.300
	0	
Pyrum Innovations Quantafuel	0	100 23.665
REC Silicon	0	23,665
Sal Mar	0	1,224
Sandnes Spar ebank	0	2,500
Scatec	0	20,129
Seadrill Ltd	0	10,489
Solstad Of f shore	0	122,500
Spar ebank 1 Nor d-Nor ge	725	7.794
Spar ebank 1 SMN	0	6,450
Spar ebank 1 SR-Bank	0	7,572
SpareBank 1 Østlandet	1,100	11,100
Sparebanken Møre	0	1,080
Spar ebanken Sør	0	15,840
Spar ebanken Vest	0	2.009
Spar ebanken Øst	0	1,100
Stolt-Nielsen	0	3,800
Stor ebr and	100	3,110
Storytel	0	11,390
Subsea 7	0	21,470
Teekay Tankers	0	21,470
Telenor	0	3.005
TGS	0	10,830
Transocean	0	10,830
Iransocean Valaris	0	10,000 3,100
	0	3,100 1.235
Vestas Wind Systems		
Vår Energi	0	160,229
Webstep	0	2,000 229
Wilh. Wilhelmsen Holding	0	
Yara Zantan		17,149
Zaptec	0	16,200

This overview is updated monthly (last updated 15.06.2023).

 $^{^*} Analyst \ holdings refers to position sheld by \ the \ Pareto \ Securities AS \ analyst \ covering the \ company.$

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:

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CERAFILTEC
Cloudber ry Clean Ener gy
COOL Company
DOD
Dolphin Drilling
Edda Wind
EddR Certified Origin Physical Gold Ptc
Eldesvik Of I shore

Add Energy Akershus Energi Varme AS

Endur ASA Fertiberia Corporate S.L.U. First Camp Group

Fishbase Group AS Golar LNG Haf ni a Ltd Her tha BSC

Hospitality Inves House of Control HydrogenPro HydrogenPro
Idavang A/S
Instabank ASA
Island Green Power Ltd
Kezzler AS
KMC Properties
Komplett Bank
Kraft Bank
Kron AS

KronAS Kruse Smith Kvitebjørn Energi AS Magnor a ASA

Maha Energy Memmo Family Mime Petroleum Morrow Bank Mutares SE & Co. K GaA Nor Am Drilling

Nor Am Drilling
Nor dic Unmanned
Nor eco
Nor landia Health & Care Group
Nor se Atlantic
Nor ske Skog
Nor ther n Ocean
PGS

PGS PHM Group Holding Holding Polight ASA

Prosafe Proximar Seafood Pul Pac AB Quality Living Residential AS ReFuels ReFuels N.V

Rel vOn Nutec A / S Salmon Evolution Scala Eiendom Schletter International B.V

Schietter International B.V
Seacr est Petroleo
Skandia GreenPower
Skandar d Supply AS
Tasik Toba Subsea AS
Tise AS
Treasure ASA
Vantage Drilling International
Viking Venture 27AS
Viking Venture 27AS

Viking Venture 28 AS Waldorf Production Ltd.

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This overview is updated monthly (this overview is for the period 01.06.2022 – 31.05.2023).

Appendix C

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

Distribution of recommendations

Recommendation	/8 UI3(11DU(10))
Buv	73%
Hold	25%
Sell	2%
Distribution of recommendations (transactions*)	
Recommendation	% distribution
Buy	100%

mpanies under coverage with which Pareto Securities Group has on-going or completed public

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Xbr ane Biophar ma AB
Vicor e Phar ma Holding AB
VNV Global AB Adtraction Group AB Hanza AB Hexicon AB Linkfire A/S Media & Games Invest plc Artificial Solutions International AB AzelioAB Boule Diagnostics AB Cibus Nor dic Real Estate AB

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Mer kur Privatbank AG
Meta Wolf AG
MLP SE
M PC Container Ships ASA
Muehlhahn AG
Mutares SE & Co. KGaA
OVB Holding AG
Progress-Werk Oberkirch AG

DEMIRE AG
DF Deutsche For f ait AG
epigenomics AG
For is AG
Gesco AG
GFT Technologies SE
Gigaset AG
Heidelber g Phar ma AG
INTERSHOP Communications AG

PSIAG Pyr um Innovations AG Salmones Camanchaca S.A. Seven Principles AG SHOP APOTHEKE EUROPE N.V. SMT Scharf AG

SMT Scharf AG
Surteco AG
Syzygy AG
TTL Beteiligungs- und Grundbesitz AG
Uzin Utz SE
VERIANOSSE
Victor AG

Viscom AG WPU - Waste Plastic Upcycling AS

Appendix F

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

Sponsored Research

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

2G Ener gy AG BayWa AG BB Biotech AG Gesco AG GFT Technologies SE Gigaset AG Heidelber g Phar ma AG Biotest AG Biotest AG Pf d. Hypoport SE Cliq Digital AG Dal dr up & Söhne A G Kontr on AG Delignit Der maphar m Holding SE Enapter AG Leif heit AG Logwin A G MAX Automation SE epigenomics AG Expres2ion Biotech Holding AB Merkur Privatbank AG

Mynaric AG OHB SE ProCredit Holding AG Progress-Werk Oberkirch AG INTERSHOP Communications AG PSIAG Siegfried Holding AG SMT Scharf AG Sur teco A G

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