# The trough of the cycle might be behind Surteco

Surteco reported Q2 numbers that were bang in-line with our estimates. At least the lower bound of the guided EBITDA range between EUR 85-105m looks increasingly conservative after Surteco earned adjusted EBITDA of EUR 56m in the first 6 months and ~EUR 41m in H2 2023. All in, we believe that Surteco is an interesting name to play the cyclical recovery of the global furniture industry at a very interesting entry point, given an upside of around 80% to our fair value of EUR 25. The recommendation remains "buy", thus.

### Solid Q2 numbers

Surteco reported Q2 numbers that were bang in-line with our estimates. While revenues remained flat yoy, the adjusted EBITDA margin advanced by ~130 bps, driven by improving results of the BU Surfaces and North America, the latter being the core part of the recent Omnova acquisition and exhibiting a 14% EBITDA margin, clearly above group average.

### Outlook looks increasingly conservative

Surteco sticks to its full year outlook, which points at revenues between EUR 860-910m and adjusted EBITDA between EUR 85-105m. At least the lower bound of this range looks increasingly conservative after Surteco earned adjusted EBITDA of EUR 56m in the first 6 months and ~EUR 41m in H2 2023. Given that sales stabilized in the 2<sup>nd</sup> quarter and margins improved compared to last year, we think Surteco might have reached the bottom of the cycle in H1 or is even already behind it.

### We see substantial upside for the share

We stick to our DCF-based fair value of EUR 25 and keep our "Buy" rating in view of an upside of around 80%. We still think the Omnova acquisition has clearly improved Surteco's growth outlook and has resulted in a more balanced product portfolio and better geographical diversification. On the other hand, the acquisition came with an increased financial and integration risk, and this is reflected by a higher debt premium and a higher beta. All in, we believe that Surteco is an interesting name to play the cyclical recovery of the global furniture industry at a very interesting entry point.

EURm	2022	2023	2024e	2025e	2026e
Revenues	748	835	893	960	989
EBITDA	84	67	107	120	124
EBIT	40	8	47	61	65
EPS	1.63	(0.79)	1.23	1.87	2.11
EPS adj	1.63	0.51	1.68	2.33	2.51
DPS	0.70	-	0.59	0.81	0.88
EV/EBITDA	5.4	9.3	5.3	4.6	4.3
EV/EBIT	11.4	76.6	12.0	9.0	8.1
P/E adj	11.7	31.5	8.1	5.8	5.4
P/B	0.70	0.64	0.51	0.49	0.47
ROE (%)	6.0	-	4.7	6.9	7.4
Div yield (%)	3.7	-	4.3	6.0	6.5
Net debt	153	359	338	325	309

Source: Pareto Securities

Target price (EUR)	<b>25.0</b> 13.6	<b>A</b>	BUY
Share price (EUR)	13.0	-	HOLD
		$\blacksquare$	SELL

### Forecast changes

%	2024e	2025e	2026e
Revenues	-	-	-
EBITDA	(1)	(8)	(8)
EBIT adj	(2)	(12)	(12)
EPS reported	(3)	(19)	(18)
EPS adj	(3)	(16)	(16)

Source: Pareto Securities

Ticker	SURG.DE, SUR GR
Sector	Industrials
Shares fully diluted (m)	15.5
Market cap (EURm)	211
Net debt (EURm)	349
Minority interests (EURm)	0
Enterprise value 24e (EURm)	561
Free float (%)	12

### Performance



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## Wrap-up H1 2024

H1 Q2

		Actual	
SURTECO GROUP (EURm)	H1 2023	H1 2024	yoy (%)
Revenues	429	448	4
Surfaces	150	151	1
Edgebands	<i>7</i> 9	78	-2
Profiles	73	68	-8
North America	109	137	26
Asia / Pacific	26	24	-5
Reconciliation	-8	-10	23
Cost of materials	-217	-215	-1
Personnel expenses	-107	-116	9
Other	-70	-59	-15
Adjusted EBITDA	45	57	26
EBITDA Margin	10.5%	12.7%	220 BP
Surfaces	7.3	15.9	119
Edgebands	14.7	14.7	0
Profiles	11.5	9.2	-20
North America	9.5	18.0	89
Asia / Pacific	4.7	3.7	-21
Reconciliation	-2.5	-4.6	83
EBITDA	35	56	59
EBITDA Margin	8.2%	12.6%	435 BP
D&A	-28	-30	9
EBIT	8	26	243
EBIT Margin	1.8%	5.8%	405 BP
Source: Company, Pareto Securities			

		Actual	
SURTECO GROUP (EURm)	Q2 2023	Q2 2024	yoy (%)
Revenues	223	225	1
Surfaces	72	75	5
Edgebands	39	39	-2
Profiles	34	33	-3
North America	70	71	2
Asia / Pacific	13	13	2
Reconciliation	-5	-6	25
Cost of materials	-115	-107	-7
Personnel expenses	-54	-59	9
Other	-38	-31	-18
Adjusted EBITDA	26	29	13
EBITDA Margin	11.7%	13.0%	134 BP
Surfaces	3.1	7.8	151
Edgebands	6.8	7.5	11
Profiles	4.6	4.3	-6
North America	7.8	10.3	33
Asia / Pacific	2.2	2.1	-4
Reconciliation	1.7	-2.6	-254
EBITDA	16	29	77
EBITDA Margin	7.3%	12.8%	548 BP
D&A	-16	-15	-7
EBIT	0	14	nm
EBIT Margin Source: Company, Pareto Securities	0.0%	6.1%	608 BP

Surteco reported Q2 numbers that were bang in-line with our estimates. While revenues remained flat yoy, the adjusted EBITDA margin advanced by ~130 bps, driven by improving results of the BU Surfaces and North America, the latter being the core part of the recent Omnova acquisition and exhibiting a 14% EBITDA margin, clearly above group average. Accordingly, we infer that the integration seems to be well on track for the time being. Notwithstanding, sales dropped by 2%, adjusted for the Omnova acquisitions.

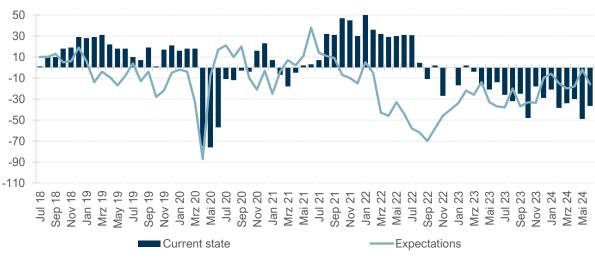
Q2 is the first quarter in 2024 that allows for a meaningful yoy comparison as Omnova was consolidated from March 2023 onwards. Cost of materials were at 46.9% of output lower than expected, but inflation of personnel expenses was higher than anticipated as they increased 9% yoy.

Working capital was up roughly EUR 20m and cash flow from operations down EUR 9m to EUR 28m during the H1. However, financial covenants were complied with, according to Surteco. Net debt / EBITDA was up from 4.3x at year end to 4.9x due to seasonal reasons but is expected to improve substantially until year end, according to our projections.

Surteco sticks to its full year outlook, which points at revenues between EUR 860-910m and adjusted EBITDA between EUR 85-105m. At least the lower bound of this range looks increasingly conservative after Surteco earned adjusted EBITDA of EUR 56m in the first 6 months and ~EUR 41m in H2 2023. Given that sales stabilized in the 2<sup>nd</sup> quarter and margin improved compared to last year, we think Surteco might have reached the bottom of the cycle in H1.

## The industry cycle - outlook still muted

### ifo business climate index for the German furniture industry

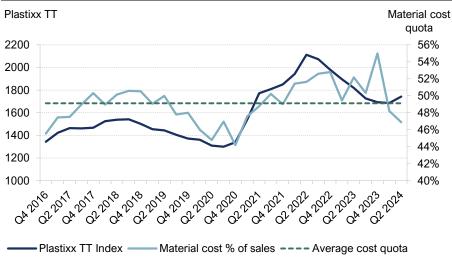


Source: ifo Institute, Pareto Securities

We still think it is worthwhile to look at the German ifo business climate index, even though the significance of the German furniture market has clearly decreased for Surteco after the takeover of Omnova (in 2023, Germany stood for 20% of revenues). Both the current state of the business and business expectations for the furniture industry have remained in negative territory in Q2 2024. Given that the state of the business is positive most of the time although expectations are usually negative, this indicator being in negative territory now for more than a year means that the business is going through a prolonged downturn at present, in our view. On the other hand, the furniture industry is a cyclical business and at some point in time, we expect demand to pick up again. As there are clearly identifiable macro topics weighing on demand at present (high interest rates, inflation, war in the Ukraine and Middle East), we believe that the situation in Surteco's other geographical markets is probably not much different to that in Germany.

The Plastixx TT index continued to go down in recent months. After a spike in Q4 2023, Surteco's material cost ratio continued to go down to below 47% of output in the quarter. Given that material costs are an important driver of Surteco's profitability, that is a helpful development, we think.

### **Plastixx TT index**



Source: Pareto Securities, www.kiweb.de, Surteco

## **Updating our estimates**

### **P&L** forecast

Profit & Loss	2018	2019	2020	2021	2022	2023	2024e	2025e	2026e	2027e	2028e
Tront a 2000	2010	2010	2020	2021	1011	2020	20240	20200	20200	10110	20200
Total output	706	677	622	773	751	835	893	960	989	1,019	1,049
% yoy	1.4%	-3.4%	-7.2%	20.7%	-1.2%	11.7%	6.9%	7.5%	3.0%	3.0%	3.0%
Cost of materials	-350	-327	-283	-382	-391	-432	-429	-470	-485	-499	-514
% of total output	49.5%	48.2%	45.5%	49.4%	52.0%	51.7%	48.0%	49.0%	49.0%	49.0%	49.0%
Personnel expenses	-185	-186	-163	-175	-175	-218	-233	-240	-247	-254	-262
% of total output	26.2%	27.5%	26.1%	22.7%	23.3%	26.1%	26.1%	25.0%	25.0%	25.0%	25.0%
Other OPEX (net)	-99	-98	-88	-101	-101	-119	-125	-130	-134	-138	-142
% of total output	14.0%	14.5%	14.2%	13.1%	13.5%	14.2%	14.0%	13.5%	13.5%	13.5%	13.5%
EBITDA	73	66	88	115	84	67	107	120	124	128	131
% of total output	10.3%	9.8%	14.2%	14.8%	11.2%	8.0%	11.9%	12.5%	12.5%	12.5%	12.5%
Adjusted EBITDA	80	66	88	115	84	86	107	120	124	128	131
% of total output	11.4%	9.8%	14.2%	14.8%	11.2%	10.3%	11.9%	12.5%	12.5%	12.5%	12.5%
EBIT	32	21	46	73	40	8	47	61	65	70	74
% of total output	4.6%	3.1%	7.4%	9.4%	5.4%	1.0%	5.2%	6.3%	6.6%	6.9%	7.1%
Pretax Profit	27	16	43	70	37	-8	28	42	48	53	57
% of total output	3.8%	2.4%	7.0%	9.0%	4.9%	-0.9%	3.1%	4.4%	4.8%	5.2%	5.5%
Net Profit	19	9	34	48	25	-12	19	29	33	36	39
% of total output	2.6%	1.4%	5.4%	6.2%	3.4%	-1.5%	2.1%	3.0%	3.3%	3.5%	3.8%
EPS	1.20	0.61	2.17	3.08	1.63	-0.79	1.23	1.87	2.11	2.33	2.55
% yoy	-28.9%	-49.6%	258.8%	41.8%	-47.2%	-148.8%	-254.3%	52.9%	12.4%	10.7%	9.2%
DPS	0.55	0.00	0.80	1.00	0.70	0.00	0.59	0.81	0.88	0.94	1.01
Payout ratio	46%	0%	37%	32%	43%	0%	35%	35%	35%	35%	35%
Source: SUR, Pareto Securities											

After the positive development in H1, we lower our expectation for the material cost quota in 2024 from 49.5% to 48% of output. In the long run, we still expect an average level of 49%, in line with historical levels. On the other hand, personnel expenses were higher in H1 than anticipated and we adjusted our projections for the full year accordingly. In total, our estimate for adjusted EBITDA drop by EUR 1m for 2024 to EUR 107m. Also, expected EBITDA for the years after 2024 are slightly down due to the adjustments described above. Other than that, we feel no need for major changes of our estimates.

As a reminder, we expect exceptional items around EUR 10m p.a. from higher depreciations related to PPA for the next couple of years. Thus, adjusted EBITDA will equal EBITDA, as long as Surteco does not opt for additional restructurings. Longer-term, Surteco aims at 15% EBITDA margin, but this is early days.

Moreover, we assume Surteco's revenues to grow by 3% p.a. In 2024, this will be supported by the fact that Omnova will be (newly) consolidated for 2 months in 2024 after 10 months in 2023. In 2025, we expect top line growth to accelerate temporarily as synergies from the acquisition should kick in. As we expect no one-offs except PPA-related depreciations in 2024 and subsequent years, other OPEX as % of revenues should also come down in the next couple of years.

## Valuation update

### **DCF**

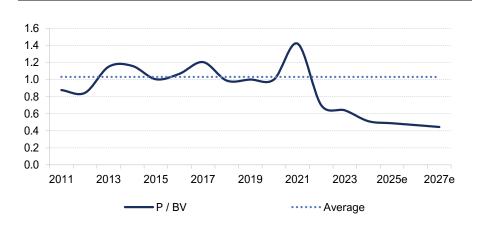
			Phase I					Phase II			Phase III
EUR m	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	
Revenue	893	960	989	1,019	1,049	1,080	1,110	1,141	1,171	1,202	
growth rate	6.9%	7.5%	3.0%	3.0%	3.0%	2.9%	2.8%	2.8%	2.7%	2.6%	
EBIT	46.8	60.6	65.3	69.8	74.0	76.9	79.8	82.8	85.9	88.9	
EBIT margin	5.2%	6.3%	6.6%	6.9%	7.1%	7.1%	7.2%	7.3%	7.3%	7.4%	
Tax	-14.7	-19.1	-20.6	-22.0	-23.3	-24.2	-25.2	-26.1	-27.0	-28.0	
Tax rate	32%	32%	32%	32%	32%	32%	32%	32%	32%	32%	
Depr. & Amort.	52.2	51.4	50.1	49.1	48.4	50.6	52.5	54.1	55.7	57.2	
% of sales	5.8%	5.4%	5.1%	4.8%	4.6%	4.7%	4.7%	4.7%	4.8%	4.8%	
Capex & Acquisitions	-45.0	-48.0	-49.4	-50.9	-52.5	-54.0	-55.5	-57.0	-58.6	-60.1	
% of sales	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	
Change in WC & Prov.	-4.8	-10.0	-4.3	-4.5	-4.6	-4.6	-4.6	-4.6	-4.6	-4.5	
% of sales	0.5%	1.0%	0.4%	0.4%	0.4%	0.4%	0.4%	0.4%	0.4%	0.4%	
Free Cash Flow	34.4	34.9	41.1	41.5	42.1	44.7	47.1	49.2	51.4	53.5	965.9
growth rate	nm	1.3%	17.6%	1.1%	1.4%	6.3%	5.2%	4.6%	4.3%	4.2%	2.5%
Present Value FCF	33.4	31.3	34.0	31.8	29.8	29.3	28.5	27.5	26.5	25.6	461.4
PV Phase I		160			Risk free i		3.5%		Target eq	uity ratio	65%
PV Phase II		137			Premium		5.0%		Beta		1.3
PV Phase III		461			Premium	Debt	3.5%		WACC		8.2%
Enterprise value		759			Sensitivit	у			vth in phas		
<ul> <li>Net Debt (Cash)</li> </ul>		359					1.5%	2.0%	2.5%	3.0%	3.5%
<ul> <li>Pension Provisions</li> </ul>		12				7.4%	26.6	29.7	33.3	37.8	43.4
<ul> <li>Paid-out dividends for la</li> </ul>	ast FY	0				7.8%	23.3	25.8	28.9	32.5	37.0
					WACC	8.2%	20.3	22.5	25.0	28.1	31.8
						8.6%	17.7	19.6	21.7	24.3	27.3
						9.0%	15.4	17.0	18.9	21.0	23.5
Equity value		388									
Number of shares		15.5									
Value per share (€)		25.0									
Current Price (€)		13.6									
Upside		84%									
Source: Pareto Securities											

We stick to our DCF-based fair value of EUR 25 and keep our "Buy" rating in view of an upside of around 80%.

We still think the Omnova acquisition has clearly improved Surteco's growth outlook and has resulted in a more balanced product portfolio and better geographical diversification. On the other hand, the acquisition came with an increased financial and integration risk, and this is reflected by a higher debt premium and a higher beta. All in, we believe that Surteco is an interesting name to play the cyclical recovery of the global furniture industry at a very interesting entry point and have a buy rating on the name.

The Surteco share now trades at 0.5x book value 2024e, while the average in the past was more around 1.0x, underpinning our buy case.

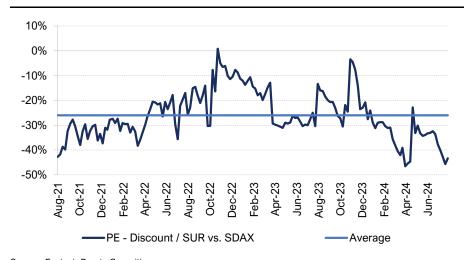
### P/BV



Source: Pareto Securities

Surteco trades at a discount of more than 40% to the SDAX, which is clearly below the average level of 26% in the last couple of years. (Surteco is no member of the SDAX at present). So, this indicator also indicates a significant undervaluation, we believe.

### **PE Discount to SDAX**



Source: Factset, Pareto Securities

## At a glance

## At a glance

Segments	Surfaces	Edgebands	Profiles	Asia Pacific	North America				
Products/ applications	Decor papers, finish foils and melamine edgings in Europe and South America	Plastic edgebands in Europe and South America	Includes skirtings and technical profiles	Cross-sectional segment, complete product range	Cross-sectional segment, complete product range				
Customers	Serves primarily the wood-based sector, namely the woodworking, flooring, caravanning and furniture (namely kitchen, living room and office) industries	Mainly caravanning and furniture	Industries served include: interior design, craft, caravanning, industrial applications, cruising and ship building	All kind of customers buying Surteco products	All kind of customers buying Surteco products				
Market share/ positioning	room and omoey industries	60% European market share for pa	per-based edge bands and 25% m	arket share for thermoplastic edge	is				
Drivers	Surteco operates in a material intensive industry whose products have a long-life, thus top-line growth is driven by: (I) demand from furniture manufacturers; (II) macroeconomic headwinds, namely currency fluctuations in USD and trade dispute tensions; (III) global economic growth, private consumption propensity, disposable income and unemployment level. Bottom line is catalysed by: (I) availability and costs of raw materials, particularly raw papers (cellulose), plastics (PVC) and chemical additives (titanium dioxide); (II) successful consolidation of low-cost players to expand horizontally and vertically but also gain market shares in new regions								
Main competitors	Neodecortech, So	chattdecor, Interprint (now part of the	e Toppan group), Rehau, MKT (edç	gebanding), Impress (paper) plus n	nany smaller names				
Entry barriers/ competitive advantage	-	se of high initial investments and pr surfaces given that several of its pro well as high operational leverage		nent. Surteco also has a product ar					
Strategy & Guidance	(II) "Focussed Internationalization markets.	zing on the comprehensive know-ho - Increasing presence in selective porting the commercial and operation.	Adj. EBITDA: EUR 85- growth		Pareto Estimate:   Consensus     EUR 893m				
2023	Sales (EURm) 835.1	<b>EBITD 66.6</b> <i>Margin</i> 8.0%	EBIT (EURm) Margin	8.1 Sales 5 1.0%	Y hist. CAGR 3.6%				
Sales & EBIT Split	Sales split by region  9% 20% 31% 39% 39%	27%	23%	1,200 1,000 46% 600 400 200 0	5:04 6.3% 6.6% 6.9% 8% 6.6% 6.9% 6.9% 6.3% 6.0% 6.9% 1% 1% 1% 1% 1% 1% 1% 1% 1% 1% 1% 1% 1%				
	■ America ■ Asia / Australi		- Edgebards - 11		Group — EBIT margin				
	CEO Wolfgang Moyses CEO (since 2019)	CFO Ar	ndreas Pötz	Shareh 12%	older structure				
Shareholder structure & management	Mr Moyses joined Web divisional controller in 15 From 1992 until 1999, he roles of head of controlli project manager, comme director, and division ma MANN+Hummel. He sen Chairman for Simona fro until August 2019. As of 2019, Mr Moyses acts as Surteco. Mr Moyses each	After a position:  asto as (88. position: a had position: ang, and abround and abround anger at became manage at manage at manage company and abround a sub-	number of management s at Siemens, Infineon, el and Aixtron in Germany bad, Mr Pötz joint Kratzer tion AG, where he member of the ment board in 2015. In r Pötz joint Surteco as d became member of the ment board in 2022.	5% 26%	Pool Surteco uda Stiftung azard Freres Gestion SAS				
structure &	• Mr Moyses joined Web divisional controller in 15 From 1992 until 1999, he roles of head of controlling project manager, comme director, and division ma MANN+Hummel. He sen Chairman for Simona frountil August 2019. As of 2019, Mr Moyses acts as	After a position:  asto as (88. position: a had position: ang, and abround and abround anger at became manage at manage at manage company and abround a sub-	number of management s at Siemens, Infineon, el and Aixtron in Germany bad, Mr Pötz joint Kratzer tion AG, where he member of the ment board in 2015. In r Pötz joint Surteco as d became member of the	5% 26%	Pool Surteco uda Stiftung				

PROFIT & LOSS (fiscal year) (EURm)	2019	2020	2021	2022	2023	2024e	2025e	2026e
Revenues	675	627	757	748	835	893	960	989
EBITDA	66	88	115	84	67	107	120	124
Depreciation & amortisation	(45)	(42)	(42)	(44)	(58)	(60)	(60)	(58)
EBIT	21	46	73	40	8	47	61	65
Net interest	(7)	(3)	(4)	(4)	(15)	(18)	(18)	(17)
Other financial items	1	-	-	-	-	-	-	-
Profit before taxes	16	43	70	37	(8)	28	42	48
Taxes	(7)	(10)	(22)	(12)	(5)	(9)	(13)	(15)
Minority interest	(0)	(0)	-	-	0	0	0	0
Net profit	9	34	48	25	(12)	19	29	33
EPS reported	0.61	2.17	3.08	1.63	(0.79)	1.23	1.87	2.11
EPS adjusted	1.48	2.17	3.08	1.63	0.51	1.68	2.33	2.51
DPS	-	0.80	1.00	0.70	-	0.59	0.81	0.88
BALANCE SHEET (EURm)	2019	2020	2021	2022	2023	2024e	2025e	2026e
Tangible non current assets	237	234	242	251	311	313	320	328
Other non-current assets	246	230	227	241	369	359	387	378
Other current assets	214	201	254	242	251	259	237	244
Cash & equivalents	84	133	73	118	112	112	112	112
Total assets	780	799	795	852	1,042	1,042	1,056	1,062
Total equity	355	373	414	423	393	412	432	452
Interest-bearing non-current debt	255	238	133	261	402	402	402	402
Interest-bearing current debt	9	41	93	10	69	47	34	18
Other Debt	148	134	144	149	166	169	176	179
Total liabilites & equity	780	799	795	852	1,042	1,042	1,056	1,062
CASH FLOW (EURm)	2019	2020	2021	2022	2023	2024e	2025e	2026e
Cash earnings	78	70	96	60	87	71	80	83
Change in working capital	6	13	(52)	9	13	(5)	(10)	(4)
Cash flow from investments	(36)	(31)	(31)	(39)	(273)	(45)	(48)	(49)
Cash flow from financing	(85)	(4)	(73)	15	167	-	(9)	(13)
Net cash flow	(37)	50	(60)	45	(6)	21	13	16
VALUATION (EURm)	2019	2020	2021	2022	2023	2024e	2025e	2026e
Share price (EUR end)	22.7	24.1	37.9	19.1	16.2	13.6	13.6	13.6
Number of shares end period	16	16	16	16	16	16	16	16
Net interest bearing debt	180	145	153	153	359	338	325	309
Enterprise value	548	532	752	458	622	561	547	531
EV/Sales	0.8	0.8	1.0	0.6	0.7	0.6	0.6	0.5
EV/EBITDA	8.3	6.0	6.6	5.4	9.3	5.3	4.6	4.3
EV/EBIT	26.0	11.5	10.4	11.4	76.6	12.0	9.0	8.1
P/E reported	37.4	11.1	12.3	11.7	_	11.1	7.3	6.5
P/E adjusted	15.3	11.1	12.3	11.7	31.5	8.1	5.8	5.4
P/B	1.0	1.0	1.4	0.7	0.6	0.5	0.5	0.5
FINANCIAL ANALYSIS	2019	2020	2021	2022	2023	2024e	2025e	2026e
ROE adjusted (%)	6.5	9.3	12.1	6.0	2.0	6.5	8.6	8.8
Dividend yield (%)	-	3.3	2.6	3.7	_	4.3	6.0	6.5
EBITDA margin (%)	9.8	14.1	15.2	11.3	8.0	11.9	12.5	12.5
EBIT margin (%)	3.1	7.4	9.6	5.4	1.0	5.2	6.3	6.6
NIBD/EBITDA	2.71	1.64	1.33	1.81	5.40	3.17	2.70	2.49
EBITDA/Net interest	9.75	27.34	26.25	20.95	5.73	5.77	6.82	7.24

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"Sell"

"Not Rated"

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Pareto Securities Research expects this financial instrument's total "Buv

return to exceed 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 %
Austevoll Seafood	1,076,640	0.53 %
Bonheur	243,488	0.57 %
Pareto Bank	16,185,349	21.08 %
Pexip Holding	770,295	0.74 %
SpareBank 1Nord-Norge	5,016,421	5.00 %
SpareBank 1SM N	2,965,805	2.28 %
SpareBank 1SR-Bank	2,623,544	0.99 %
SpareBank 1Østfold Akershus	1,234,613	9.97 %
SpareBank 1Østlandet	7,105,329	6.69 %
Sparebanken Sør	505,000	121%
Sparebanken Vest	9,844,498	8.97 %

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.

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Company	Analyst holdings*	Total holdings
2020 Bulkers		8,500
2G Energy		340
ABB Ltd.		580
ABL Group		37,973
Aker ASA	500	2,241
AkerBP		14,495
Aker Carbon Capture		8,976
AMSC ASA		3,640
Aprila Bank		22,675
Austevoll Seafood		2,923
AutoStore		50,000
B3 Consulting Group		2,096
BB Biotech		460
Beerenberg		96,700
Belships		12,600
BioInvent		15,000
Bonheur		30,618
Bouvet		3,200
BW Energy		50,959
BWLPG		450
BW Offshore		3,000
Cool Company		610
Crayon		18,968
Deep Value Driller		10,650
Dermapharm Holding SE		850
DNB		26,402
DNO		82,731
Egetis Therapeutics		6,855
Elkem		249,170
Elmera Group ASA		32,755

Company	Analyst holdings*	Total holdings
E		#50.000
Elopak		152,300 55,520
Embracer Group Encavis AG		55,520 630
Equinor		5,114
Flex LNG		250
Frontline		7,410
Gaming Innovation Group		10,010
Genel Energy		5,700
GFT Technologies		420
Gjensidige Forsikring	519	3,169
Golden Ocean Group		995
Grieg Seafood		11,801
Hafnia Ltd.		106,178
Hennes & Mauritz B Himalaya Shipping		1,085 6,000
Höegh Autoliners		463
International Petroleum Corp		7,676
International Seaways		192
Kitron		22,708
Komplett ASA		347,114
Kongsberg Gruppen		195
Kontron AG		350
Leabank		16,355
Lerøy Seafood Group		66,175
Link Mobility Group		115,000
Lundin Mining Corp.		7,652
Magnora ASA		31,170
M o rrow Bank		171,200
Mowi		11,376
M ultitude		2,443
Mutares SE & Co. KGaA		433
NorAm Drilling		6,883
NORBIT Nordic Semiconductor		1,070 56,559
Norsk Hydro		79,351
Norske Skog		81,149
Okeanis Eco Tankers		6.372
Orkia		7,086
Otovo ASA		25,400
Panoro Energy		32,733
Pareto Bank		828,865
PetroTal		20,000
P exip Holding		770,295
Protector Forsikring		9,426
P SI Software		300
Quantafuel		16,665
REC Silicon		21,739
SalMar		224 2.500
Sandnes Sparebank Schibsted		2,500 855
Scorpio Tankers		5.000
Seadrill Ltd		7,555
Securitas AB		656
Solstad Offshore		1,500
SpareBank 1Nord-Norge	725	10.744
SpareBank 1SM N		7,443
SpareBank 1SR-Bank		21,447
SpareBank 1Østlandet	1,100	1,530
Sparebanken Møre		950
Sparebanken Sør		25,000
Sparebanken Vest		2,241
Sparebanken Øst		4,709
Star Bulk Carriers		2,500
Stolt-Nielsen Stora Enso		2,000
Stora Enso Storebrand	100	1,396 2,300
	100	2,300
Storytel Subsea 7		22,115
Telenor		3,563
Telia Company		5,000
TGS		11,300
Thule Group		800
TORM		2,000
Transocean		10,000
Valaris		3,427
Vestas Wind Systems		1,275
Viscom		1,300
Volue		101,415
Vår Energi		294,046
Wallenius Wilhelmsen		3,000
Yara		21,219
Zaptec		33,000

This overview is updated monthly (last updated 17.06.2024).

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### Appendix B

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

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Protector Forsikring
Proximar Seafood
Quality Living Residential
Saga Robotics ASA
Seacrest Petroleo Bermu
SFL Corporation Ltd.
Shamaran Petroleum

Shearwater Geoservices

Sparebanken Sør SSCP Lager Bidco AB Talos P roduction Inc. Tomagruppen Treasure ASA Varel Energy Solutions Vesterålen Havbruk AS

Yinson Production Financial Services Pte. Ltd.

Vow Green Metals

Solstad Offshore

Sparebanken Sø

Prosafe

Pentield Snipping LLC
PGS
PHM Group Holding
Point Resources Holding AS
poLight ASA

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Borr Drilling BP Inv3 Topco Limited (TWM A) BWEnergy BWEpic Kosan BWGroup Limited Cabonline Group Holding Capsol Technologies ASA CEMAsys AS Clemens Kraft AS

DEAG Deutsche Entertainment AG Delignit
Desert Control AS

Dolphin Drilling EIK Servering AS Energy Drilling Pte. Ltd.

Exlog Floatel Frøy ASA GC Rieber Shipping ASA

Gjensidige Forsikring Golden Energy Offshore Services Grøntvedt Hawk Infinity Software Hertha BSC GmbH & Co. KGaA

HMH Holding B.V. Huddly AS Hunton Fiber AS

HydrogenPro HÖRMANN Industries GmbH Inin Group AS

Insr A SA International Petroleum Corp. ("IPC") Jarsteinen AS

Jarsteinen AS
Karlsberg Brauerei GmbH
Katjes International GmbH&CO
KIME Akva AS
Klaveness Combination Carriers
KMC Properties

Krow Bidco AS

Learnd SE LifeFit Group Midco GmbH

LifeFit Group Midco Gmb
Logistic Contracters AS
LoneStar Group
Minerva Topco AS
Mintra Group
Morrow Bank
Mutares SE & Co. KGaA
MEXT. Rignatrics Group

NEXT Biometrics Group ASA NIP 3 AS Nordic Aqua Partners

Nordic Aqua Partners
Nordic Halibut
Nordic Umanned
Norse Atlantic
Norsk Renewables AS
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### Appendix C

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

### Distribution of recommendations

Recommendation	/0 GISTIDUTION
Buy	71%
Hold	28%
Sell	1%
Distribution of recommendations (transactions*)	
Recommendation	% distribution
Buy	82%
Hold	18%
Soll	00/

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

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### Appendix E

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

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MPC Container Ships ASA
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OVB Holding
ProCredit Holding
PWO Foris AG
Gesco SE
GFT Technologies SE Surfect SE Syzygy TTL Beteiligungs- und Grundbesitz Uzin Utz SE VERIANOS SE

Heidelberg Pharma
INTERSHOP Communications

Viscom WPU - Waste Plastic Upcycling AS IVU Traffic PSI Software SE

### Appendix F

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

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CLIQ Digital	INDUS Holding	pferdewetten.de
Daldrup & Söhne	INTERSHOP Communications	ProCredit Hold
Dermapharm Holding SE	Kontron	PWO
Enapter	Logwin	PSISoftware
Epigenomics	Manz	SMT Scharf
Expres2ion Biotech Holding AB	MAX Automation	Surteco
Foris AG	M erkur Privatbank	Syzygy
GFT Technologies	MLP SE	Viscom
H2APEX Group	Mutares SE	

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