Merkur Privatbank Sponsored Research Newsflash 20 April 2021

# Good Q1 results above expectations

Merkur Privatbank (MP) has published good Q1 results which were better than expected. Pretax profit has increased by 10% yoy to EUR 6.5m (PASe: EUR 5.7m). Higher revenues have been the main driver, in particular net interest and net commission income developed better than expected. For 2020 MP intends to pay a dividend of EUR 0.40 (+25% yoy) which is equivalent to a pay-out ratio of 38% and above our forecast of EUR 0.36. This is clearly positive news, both the very good start into the year and the strong dividend increase yoy. We stick to our Buy rating with a target price of EUR 14.50. The shares remain attractively valued while offering a dividend yield of more than 3%. Despite the challenging market environment, we see MP well on track to reach our full-year earnings estimate which would be equivalent to a growth rate of 6% yoy.

# Q1 results in more detail

Net interest income has increased by 12% yoy to EUR 14.5m, which has been well above our forecast of EUR 13.5m. Net commission was with EUR 6.2m (+3% yoy) also well above our forecast of EUR 5.0m. Other revenues were however lower than expected (delta of EUR 0.8m). Total costs have increased by 4% yoy to EUR 12.5m which was slightly above our forecast of EUR 12.2m. CIR has been at very good 59% (PASe: 61%) in Q1. Both risk provisions (delta of EUR 0.25m) and the contribution to the fund for general banking risks (delta of EUR 0.5m) were higher than expected. Like in previous quarters we assume that MP has built the risk provisions mainly as a precautionary measure but not because of actual defaults. Net profit was up by 9% yoy to EUR 1.6m which was however below our forecast of EUR 1.9m because of a higher tax rate and the higher than forecasted contribution to the fund for general banking risks.

EURm	2018	2019	2020p	2021e	2022e
M.cap.	46	75	79	99	99
NII	29	42	53	54	55
Other inc.	1	1	2	2	2
Op.costs	(24)	(37)	(49)	(52)	(53)
L.losses	(0)	(1)	(6)	(5)	(4)
Net profit	4	0	8	9	9
EPS	0.64	3.25	1.05	1.11	1.14
EPS adj	0.64	0.03	1.05	1.11	1.14
P/E	12.7	3.0	9.7	11.4	11.1
P/B	0.94	0.80	0.81	0.96	0.91
Yield (%)	3.9	3.3	4.0	3.1	3.5
ROE (%)	7.5	0.3	8.5	8.6	8.4

Source: Pareto



Target price (EUR)	14.5
Share price (EUR)	12.7

# Forecast changes

%	2021e	2022e	2023e
NII	-	-	-
Operating income	-	-	-
PBLL	-	-	-
EPS	-	-	-
Source: Pareto			

Ticker	MBKG.DE, MBK GY
Sector	Banks
Shares fully diluted (m)	7.8
Market cap (EURm)	99





### Analysts

Dr Philipp Häßler CFA

+49 69 58997 414, philipp.haessler@paretosec.com

# Exhibit 1: Q1 2021

EUR m	Q1 '21	Q1 '21e	Q1 '20	уоу	Consensus	delta
Revenues	21.1	19.7	19.8	7%	na	na
of which NII	14.5	13.5	12.9	12%	na	na
Expenses	12.5	12.2	12.1	4%	na	na
CIR	59.3%	61.9%	61.0%	-161 BP	na	na
Risk provis.	2.0	1.8	1.8	13%	na	na
ЕВТ	6.5	5.7	5.9	10%	na	na
Net income	1.6	1.9	1.5	9%	na	na

# Development of KPIs

Merkur Privatbank has benefited from the positive capital market environment in Q1 and has managed to increase its assets under management by EUR 266m to EUR 2.77bn. New loan business amounted to EUR 458m in Q1, total loan volume has remained stable qoq at EUR 2.1bn; yoy the loan portfolio has however increased by 7%. The positive development of the bank's KPIs shows in our view that Q1 has been a successful quarter for MP and that it has remained well on track to further grow its business and thus earnings in 2021e.

Exhibit 2: Development of customer loans (EUR m)



Exhibit 3: Development of new AuC/AuM (EUR m)



# **Exhibit 4: Investment Case in Charts**

# Loan portfolio split by business unit (12 2019)



Following the acquisition of Bank Schilling Commercial Real Estate Developer Financing has lost in importance.





Risk costs should remain on an elevated level because of Covid-19.

Revenues should continue to grow ...



We forecast revenues to continue growing in 2021e but at a lower pace than in 2020 which benefited from the takeover of Bank Schilling.

Source: Merkur Privatbank, Pareto Research



CIR is at relatively low level. We see only limited room for further improvement as Merkur Privatbank is already operating quite efficiently.



2019 ROE was impacted from a positive one-off; we expect profitability to return to a normalized level of close to 9% in 2021e.

Source: Merkur Privatbank, Pareto Research

Capitalization on sufficient level



With an estimated CT1 ratio of above 8% in 2020 we see Merkur Privatbank sufficiently capitalized.

Source: Merkur Privatbank, Pareto Research

Source: Merkur Privatbank, Pareto Research

Source: Pareto Securities Research

20 Apr 2021

# **Exhibit 5: Investment Case in Charts**

Business Areas		Corporate Banking				Retail / Pri	ivate Banking	
Company Profile	MERKUR PRIVATBANK	in recent ye	ears, residential real estate dev	eloper finance rema	using on corporate and retail banking iins its most important business. Follo MERKUR Privatbank has the legal s	wing the takeover of Bank Sch	nilling it has however	
Business Focus	MERKUR Privatbank offers residential focus on develo	l real estate developer finance, lea oper loans. Total corporate loans a				ver of Bank Schilling it is also	banking services both online and active in private wealth manager istody/mangement.	
Customers	MERKUR Privatbank's customer an investo	re SME customers. While in real e ors, they include traditional SME ir		different real estate			s which should be somewhat mo stomers should be more affluent.	
Regional Focus	Regional Focus in real estate	developer finance is Munich and	t to a lesser extent Stuttgart an	d Nuremberg.		Regional Focus is Bavaria,	Hesse, Thuringia and Saxony.	
Market share/ positioning								insignificant.
Drivers	Apart from the general macroeconomic development in Germany, the overall demand for housing in Murich and thus new construction activity is the key driver for MERKUR Privatbank's revenues. We see two developments which should be beneficial for MERKUR Privatbank: 1) The ongoing branch closures of the market leaders (savings and mutual banks) should continue to be beneficial for MERKUR Privatbank as it should help it to further grow its assets under custoday. 2) The low interest rate environment forces people to invest its assets into riskier assets which should be beneficial for banks/asset managers offering asset management services.							
Asset Quality	We do not have any NPL figures for f	VIERKUR Privatbank but based up			lunich, particularly the high demand fo ng market in Munich should lead to ris		any's statement we assume that	NPLs are currently on low le
Capitalization	Wit a CT1 ratio of 10% (2018; Pare	eto estimate) and total capital ratio			vantage of future growth opportunities			
Strategy &	Wit a CT1 ratio of 10% (2018; Parr Strategy: (1) MERKUR Privatbank intends to fur dependent from the real estate busine (II) Further improve its capitalization to	rther increase its AuC to increase	shoul revenues in retail/private bank	d be able to take adv			ο, is not a weak spot anymore to Pareto Es EPS 1. y/y 6.3	timates Consensu 11 na
Capitalization Strategy & Guidance 2020	Strategy: (I) MERKUR Privatbank intends to fur dependent from the real estate busine:	rther increase its AuC to increase	shoul revenues in retail/private bank	d be able to take adv	Guidance 2021:		Pareto Est EPS 1.	timates Consensu 11 na
Strategy & Guidance	Strategy: () MERKUR Privatbank intends to fur dependent from the real estate busine: (I) Further improve its capitalization to Revenues (EURm)	rther increase its AuC to increase ss be able to make use of the busin 75.3 53.0%	shouk	d be able to take adv ing to become less ng market in Munich 63.2% Developm	Antage of future growth opportunities Guidance 2021: no concrete earnings guidance pu Net Profit (EURm)	8.1 8.5%	Pareto Es   EPS 1.   y/y 6.3   EPS 57 hist. CAGR (2015-2020)	timates Consensu   11 na   1% na   15.5% 15.5%
Strategy & Guidance 2020 New bus. &	Strategy: (1) MERKUR Privatbank intends to fur dependent from the real estate busine (1) Further improve its capitalization to Revenues (EURm) y/y Loan Portfolio split (2 13% 13% 56% CEO CEO CEO & personal liabel / Dr. Lingel joined MERKUR B	rther increase its AuC to increase ss be able to make use of the busin <b>75.3</b> 53.0% <b>019)</b> = Real Estate Dev Fin. = Leasing SME <u>Dr. Marcus Lingel</u>	should revenues in retail/private bank ness opportunities in the housin <b>CIR</b> 3,000 2,500  2,000  1,500  1,500  2,000  1,500  2,000  1,500  2,000  1,500  2,000  1,500  2,000  1,500  2,000  1,500  2,000  1,500  2,000  1,500  2,000  1,500  2,000  1,500  2,000  2,000  2,000  2,000  2,000  2,000  2,000  2,000  2,000  2,000 	d be able to take add ing to become less ng market in Munich 63.2% Developn 20 <sup>1/6</sup> 20 <sup>1/1</sup> Assets under 1 Mr. H membe	Antage of future growth opportunities Guidance 2021: no concrete earnings guidance pro- Net Profit (EURm) ROE Pent AuC/AuM 000 000 000 000 000 000 000 0	8.1 8.5% 2 3 4 9 and became a board	Pareto Es EPS 1: y/y 6: EPS 5Y hist. CAGR (2015-2020) Group finance 25.0 9.2% 6.9% 7.5% 7.4 0.0 9.2% 6.9% 7.5% 7.4 0.0 9.2% 6.9% 7.5% 7.4 Net Profit (in EUR Sharehol	timates Consensu   11 na   1% na   15.5% 15.5%

# Source: Pareto Securities Research, Merkur Privatbank

# **Merkur Privatbank**

PROFIT & LOSS (fiscal year) (EURm)	2015	2016	2017	2018	2019	2020p	2021e	2022e
Net interest income	22	23	23	29	42	53	54	55
Net fee and commission income	10	10	12	7	6	20	21	21
Operating income	33	35	36	37	49	75	77	78
Staff costs	(13)	(13)	(13)	(14)	(19)	(31)	(31)	(32)
Other expenses	(9)	(9)	(10)	(10)	(18)	(18)	(20)	(21)
Depr.	(1)	(1)	(1)	(1)	(1)	-	-	-
Operating expenses	(23)	(23)	(24)	(24)	(37)	(49)	(52)	(53)
Operating profit before losses	10	11	12	12	12	26	25	26
Net loan losses	(2)	2	(0)	(0)	(1)	(6)	(5)	(4)
Pre-tax profit	8	13	12	12	11	20	20	22
Tax expense	(3)	(4)	(4)	(5)	(5)	(10)	(8)	(9)
Net profit	4	9	7	7	6	11	12	13
Minority interests	(2)	(6)	(4)	(3)	(6)	(3)	(3)	(4)
Net profit attributable	3	3	3	4	0	8	9	9
BALANCE SHEET (EURm)	2015	2016	2017	2018	2019	2020p	2021e	2022e
Current assets	72	121	141	98	192	341	225	233
Gross loans	813	847	888	1,152	1,920	2,122	2,165	2,208
Other assets and accruals	87	65	64	103	196	208	152	152
Total assets	973	1,033	1,094	1,353	2,308	2,671	2,542	2,593
Deposits from credit institutions	84	74	62	68	169	225	60	60
Deposits from the public	800	846	905	1,152	1,912	2,204	2,246	2,289
Certificates and bond loans	-	-	-	-	-	-	-	-
Other liabilities accruals and allocat.	19	26	32	37	50	58	40	38
Subordinated loan capital	31	41	47	46	82	87	92	97
Equity	39	46	48	49	94	97	103	108
Total debt and equity	973	1,033	1,094	1,353	2,308	2,671	2,542	2,593
Average total assets		1,003	1,063	1,223	1,830	2,490	2,607	2,567
PER SHARE DATA & VALUATION (EUR)	2015	2016	2017	2018	2019	2020p	2021e	2022e
Avg. no. of shares	5	5	6	6	7	8	8	8
End. no. of shares	5	6	6	6	8	8	8	8
Price	5.9	6.7	7.9	8.2	9.7	10.1	12.7	12.7
Market cap.	31	38	45	46	75	79	99	99
EPS reported	0.51	0.61	0.60	0.64	3.25	1.05	1.11	1.14
EPS adj.	0.51	0.61	0.60	0.64	0.03	1.05	1.11	1.14
BVPS	7.5	8.0	8.4	8.7	12.1	12.5	13.2	13.9
DPS	0.22	0.26	0.30	0.32	0.32	0.40	0.40	0.44
P/E	11.6	10.9	13.0	12.7	3.0	9.7	11.4	11.1
P/E adj.	11.6	10.9	13.0	12.7	-	9.7	11.4	11.1
Р/В	0.8	0.8	0.9	0.9	0.8	0.8	1.0	0.9
Dividend Yield	3.7%	3.9%	3.8%	3.9%	3.3%	4.0%	3.1%	3.5%
KEY RATIOS	2015	2016	2017	2018	2019	2020p	2021e	2022e
Net interest margin	2.39%	2.30%	2.16%	2.39%	2.32%	2.12%	2.06%	2.14%
Net interest margin (intbearing assets)	2.63%	2.62%	2.53%	2.71%	2.59%	2.45%	2.40%	2.44%
Cost/Income	67%	64%	63%	63%	64%	63%	65%	65%
Loan losses (bps annualised)	26	(46)	3	5	8	27	22	18
ROE		7.5%	7.4%	7.5%	0.3%	8.5%	8.6%	8.4%
ROA	0.3%	0.3%	0.3%	0.3%	1.3%	0.3%	0.3%	0.3%
RORWA	0.3%	0.4%	0.4%	0.4%	1.8%	0.5%	0.5%	0.5%

## **Disclaimer and legal disclosures**

#### Origin of the publication or report

This publication or report originates from Pareto Securities AS, reg. no. 956 632 374 (Norway), Pareto Securities AS, Frankfurt branch, reg. no. DE 320 965 513 / HR B 109177 (Germany) or Pareto Securities AB, reg. no. 556206-8956 (Sweden) (together the Group Companies or the "Pareto Securities Group") acting through their common unit Pareto Securities Research. The Group Companies are supervised by the Financial Supervisory Authority of their respective home countries.

#### Content of the publication or report

This publication or report has been prepared solely by Pareto Securities Research.

Opinions or suggestions from Pareto Securities Research may deviate from recommendations or opinions presented by other departments or companies in the Pareto Securities Group. The reason may typically be the result of differing time horizons, methodologies, contexts or other factors.

#### Sponsored research

Please note that if this report is labelled as "sponsored research" on the front page, Pareto Securities has entered into an agreement with the company about the preparation of research reports and receives compensation from the company for this service. Sponsored research is prepared by the Research Department of Pareto Securities without any instruction rights by the company. Sponsored research is however commissioned for and paid by the company and such material is considered by Pareto Securities to qualify as an acceptable min or non-monetary benefit according to the EU MIFID II Directive.

#### Basis and methods for assessment

Opinions and price targets are based on one or more methods of valuation, for instance cash flow analysis, use of multiples, behavioral technical analyses of underlying market movements in combination with considerations of the market situation and the time horizon. Key assumptions of forecasts, price targets and projections in research cited or reproduced appear in the research material from the named sources. The date of publication appears from the research material cited or reproduced. Opinions and estimates may be updated in subsequent versions of the publication or report, provided that the relevant company/issuer is treated anew in such later versions of the publication or report.

Pareto Securities Research may provide credit research with more specific price targets based on different valuation methods, including the analysis of key credit ratios and other factors describing the securities creditworthiness, peer group analysis of securities with similar creditworthiness and different DCF-valuations. All descriptions of loan agreement structures and loan agreement features are obtained from sources which Pareto Securities Research believes to be reliable, but Pareto Securities Research does not represent or warrant their accuracy. Be aware that investors should go through the specific complete loan agreement before investing in any bonds and not base an investment decision based solely on information contained in this publication or report.

Pareto Securities Research has no fixed schedule for updating publications or reports.

Unless otherwise stated on the first page, the publication or report has not been reviewed by the issuer before dissemination. In instances where all or part of a report is presented to the issuer prior to publication, the purpose is to ensure that facts are correct.

### Validity of the publication or report

All opinions and estimates in this publication or report are, regardless of source, given in good faith and may only be valid as of the stated date of this publication or report and are subject to change without notice.

#### No individual investment or tax advice

The publication or report is intended only to provide general and preliminary information to investors and shall not be construed as the basis for any investment decision. This publication or report has been prepared by Pareto Securities Research as general information for private use of investors to whom the publication or report has been distributed, but it is not intended as a personal recommendation of particular financial instruments or strategies and thus it does not provide individually tailored investment advice, and does not take into account the individual investor's particular financial situation, existing holdings or liabilities, investment knowledge and experience, investment objective and horizon or risk profile and preferences. The invest or must particularly ensure the suitability of an investment as regards his/her financial and fiscal situation and investment.

Before acting on any information in this publication or report, we recommend consulting your financial advisor.

The information contained in this publication or report does not constitute advice on the tax consequences of making any particular investment decision. Each investor shall make his/her own appraisal of the tax and other financial merits of his/her investment.

#### Sources

This publication or report may be based on or contain information, such as opinions, recommendations, estimates, price targets and valuations which emanate from Pareto Securities Research' analysts or representatives, publicly available information, information from other units or companies in the Group Companies, or other n amed sources.

To the extent this publication or report is based on or contains information emanating from other sources ("Other Sources") than Pareto Securities Research ("External Information"), Pareto Securities Research has deemed the Other Sources to be reliable but neither the companies in the Pareto Securities Group, others associated or affiliated with said companies nor any other person, guarantee the accuracy, adequacy or completeness of the External Information.

#### Ratings

Equity ratings:	"Buy"	Pareto Securities Research expects this financial instrument's total return to exceed 10% over the next 12 months
	"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

#### **Analysts Certification**

The research analyst(s) whose name(s) appear on research reports prepared by Pareto Securities Research certify that: (i) all of the views expressed in the research report accurately reflect their personal views about the subject security or issuer, and (ii) no part of the research analysts' compensation was, is, or will be directly or indirectly related to the specific recommendations or views expressed by the research analysts in research reports that are prepared by Pareto Securities Research.

The research analysts whose names appears on research reports prepared by Pareto Securities Research received compensation that is based upon various factors including Pareto Securities' total revenues, a portion of which are generated by Pareto Securities' investment banking activities.

#### Limitation of liability

Pareto Securities Group or other associated and affiliated companies assume no liability as regards to any investment, divest ment or retention decision taken by the investor on the basis of this publication or report. In no event will entities of the Pareto Securities Group or other associated and affiliated companies be liable for direct, indirect or incidental, special or consequential damages resulting from the information in this publication or report.

Neither the information nor any opinion which may be expressed herein constitutes a solicitation by Pareto Securities Research of purchase or sale of any securities nor does it constitute a solicitation to any person in any jurisdiction where solicitation would be unlawful. All information contained in this research report has been compiled from sources believed to be reliable. However, no representation or warranty, express or implied, is made with respect to the completeness or accuracy of its contents, and it is not to be relied upon as authoritative.

#### **Risk information**

The risk of investing incertain financial instruments, including those mentioned in this document, is generally high, as their market value is exposed to a lot of different factors such as the operational and financial conditions of the relevant company, growth prospects, change in interest rates, the economic and political environment, foreign exchange rates, shifts in market sentiments etc. Where an investment or security is denominated in a different currency to the investor's currency of reference, changes in rates of exchange may have an adverse effect on the value, price or income of or from that investment to the investor. Past performance is not a guide to future performance. Estimates of future performance are based on assumptions that may not be realized. When investing in individual shares, the investor may lose all or part of the investor.

#### **Conflicts of interest**

Companies in the Pareto Securities Group, affiliates or staff of companies in the Pareto Securities Group, may perform services for, solicit business from, make a market in, hold long or short positions in, or otherwise be interested in the investments (including derivatives) of any companymentioned in the publication or report. In addition Pareto Securities Group, or affiliates, may from time to time have a broking, advisory or other relationship with a company which is the subject of or referred to in the relevant Research, including acting as

In addition Pareto Securities Group, or affiliates, may from time to time have a broking, advisory or other relationship with a company which is the subject of or referred to in the relevant Research, including acting as that company's official or sponsoring broker and providing investment banking or other financial services. It is the policy of Pareto to seek to act as corporate adviser or broker to some of the companies which are covered by Pareto Securities Research. Accordingly companies covered in any Research may be the subject of marketing initiatives by the Investment Banking Department.

To limit possible conflicts of interest and counter the abuse of inside knowledge, the analysts of Pareto Securities Research are subject to internal rules on sound ethical conduct, the management of inside information, handling of unpublished research material, contact with other units of the Group Companies and personal account dealing. The internal rules have been prepared in accordance with applicable legislation and relevant industry standards. The object of the internal rules is for example to ensure that no analyst will abuse or cause others to a buse confidential information. It is the policy of Pareto Securities Research that no link exists between revenues from capital markets activities and individual analyst remuneration. The Group Companies are members of national stockbrokers' associations in each of the countries in which the Group Companies have their head offices. Internal rules have been developed in accordance with recommendations issued by the stockbrokers associations. This material has been prepared following the Pareto Securities Conflict of Interest Policy.

The guidelines in the policy include rules and measures aimed at achieving a sufficient degree of independence between various departments, business areas and sub-business areas and sub-business areas within the Pareto Securities Group in order to, as far as possible, avoid conflicts of interest from arising between such departments, business areas and sub-business areas as well as their customers. One purpose of such measures is to restrict the flow of information between cratin business areas and sub-business areas as well as their customers. One purpose of such measures is to restrict the flow of information between cratin business areas areas within the Pareto Securities Group, where conflicts of interest may arise and to safeguard the impartialness of the employees. For example, the Investment Banking departments and certain other departments included in the Pareto Securities Group are surrounded by arrangements, so-called Chinese Walls, to restrict the flows of sensitive information from such departments. The internal guidelines also include, without limitation, rules aimed at securing the impartialness of, e.g., an alysts working in the Pareto Securities Research departments, restrictions with regard to the remuneration paid to such analysts, requirements with respect to the independence of analysts from other departments within the Pareto Securities Group rules concerning contacts with covered companies and rules concerning personal account trading carried out by analysts.

#### **Distribution restriction**

The securities referred to in this publication or report may not be eligible for sale in some jurisdictions and persons into whose possession this document comes should inform themselves about and observe any such restrictions. This publication or report is not intended for and must not be distributed to private customers in the US, or retail clients in the United Kingdom, as defined by the Financial Conduct Authority (FCA).

This research is only intended for and may only be distributed to institutional investors in the United States and U.S entiti es seeking more information about any of the issuers or securities discussed in this report should contact Pareto Securities Inc. at 150 East 52nd Street, New York, NY 10022, Tel. 212 829 4200.

Pareto Securities Inc. is a broker-dealer registered with the U.S. Securities and Exchange Commission and is a member of FINRA & SIPC. U.S. To the extent required by applicable U.S. laws and regulations, Pareto Securities Inc. accepts responsibility for the contents of this publication. Investment products provided by or through Pareto Securities Inc. or Pareto Securities Research are not FDIC insured, may lose value and are not guaranteed by Pareto Securities inc. or Pareto Securities Research are not FDIC insured, may lose value and are not guaranteed by Pareto Securities Inc. or Pareto Securities Research are not FDIC insured, may lose value and are not guaranteed of it form the basis of or be relied on in connection with any contract or commitment whatsoever. The securities of non -U.S. issuers may not be registered with or subject to SEC reporting and other requirements. The information available about non-U.S. companies may be limited, and non-U.S. companies are generally not subject to the same uniform auditing and reporting standards as U.S. companies. Market rules, conventions and practices may differ from U.S. markets, adding to transaction costs or causing delays in the purchase or sale of securities of securities of some non-U.S. companies and y log companies. Fluctuations in the values of national currencies, as well as the potential for governmental restrictions on currency movements, can significantly erode principal and investment returns.

Pareto Securities Research may have material conflicts of interest related to the production or distribution of this research report which, with regard to Pareto Securities Research, are disclosed herein.

#### Distribution in Singapore

Pareto Securities Pte Ltd holds a Capital Markets Services License is an exempt financial advisor under Financial Advisers Act, Chapter 110 ("FAA") of Singapore and a subsidiary of Pareto Securities AS.

This report is directed solely to persons who qualify as "accredited investors", "expert investors" and "institutional investors" as defined in section 4A(1) Securities and Futures Act, Chapter 289 ("SFA") of Singapore. This report is intended for general circulation amongst such investors and does not take into account the specific investment objectives, financial situation or particular needs of any particular person. You should seek advice from a financial adviser regarding the suitability of any product referred to in this report, taking into account your specific financial objectives, financial situation or particular needs before making a commitment to purchase any such product. Please contact Pareto Securities Pte Ltd, 16 Collyer Quay, #27-02 Income at Raffles, Singapore 049318, at +55 6408 9800 in matters arising from, or in connection with this report.

#### Additional provisions on Recommendations distributed in the Canada

Canadian recipients of this research report are advised that this research report is not, and under no circumstances is it to be construed as an offer to sell or a solicitation of or an offer to buy any securities that may be described herein. This research report is not, and under no circumstances is it to be construed as a prospectus, offering memorandum, advertisement or a public offering in Canada of such securities. No securities commission or similar regulatory authority in Canada has reviewed or in any way passed upon this research report or the merits of any securities described or discussed herein and any representation to the contrary is an offence. Any securities described or discussed herein will be made only under an exemption from the requirements to file a prospectus with the relevant Canadian securities regulators and only by dealer properly registered under applicable securities laws or, alternatively, pursuant to an exemption from the dealer registration requirement in the relevant province or territory of Canada in which such offer or sale is made. Under no circumstances is the finance or territory of Canada nor should it be construed as being tailored to the needs of the recipient. Canadian recipients are advised that Pareto Securities As, its affiliates and its authorized agents are not responsible for, nor do they accept, any liability whatsoever for any direct or consequential loss arising from any use of this research report or the merits or any direct or consequential loss arising from any use of this research report or the report or the report and use of the recipient.

#### Distribution in United Kingdom

This publication is issued for the benefit of persons who qualify as eligible counterparties or professional clients and should be made available only to such persons and is exempt from the restriction on financial promotion in s21 of the Financial Services and Markets Act 2000 in reliance on provision in the FPO.

#### Copyright

This publication or report may not be mechanically duplicated, photocopied or otherwise reproduced, in full or in part, under applicable copyright laws. Any infringement of Pareto Securities Research's copyright can be pursued legally whereby the infringer will be held liable for any and all losses and expenses incurred by the infringement.

# 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 – own a portion of the shares exceeding 5% of the total share capital in any company where a recommendation has been produced or distributed by Pareto Securities AS.

Companies	No. of shares	Holdings in %	Companies	No. of shares	Holdings in %
Bonheur ASA	241,145	0.57%	SpareBank 1 SMN	1,875,442	1.44%
DOF ASA	2,366,346	0.77%	SpareBank 1 SR-Bank ASA	1,849,852	0.72%
Helgeland Sparebank	2,015,935	9.66%	SpareBank 1 Østfold Akershus	1,139,560	9.20%
Pareto Bank ASA	16,235,486	23.24%	SpareBank 1 Østlandet	3,825,292	3.57%
Polaris Media ASA	292,380	0.60%	Sparebanken Møre	305,239	3.09%
Quantafuel	1,119,190	0.81%	Sparebanken Sør	433,744	2.77%
Selvaag Bolig ASA	2,893,099	3.09%	Sparebanken Vest	6,803,873	6.34%
SpareBank 1 BV	1,621,940	2.57%	Totens Sparebank	78,246	1.28%
SpareBank 1 Nord-Norge	4,123,817	4.11%	Zenterio AB	663,468	0.74%
SpareBank 1 Nord-Norge	4,123,817	4.11%	Zenterio AB	663,468	0.74%

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 Varket 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 nterest" means holdings exceeding a value of NOK 50 000.

Company	Analyst holdings*	Total holdings	Company	Analyst holdings*	Total holdings	Company	Analyst holdings*	Total holdings
AF Gruppen	0	1,675	Fjord1 ASA	0	19,454	Pareto Bank	0	2,411,876
Aker ASA	500	2,359	Fjordkraft Holding	0	12,605	Pexip Holding	0	30,583
Aker BP	0	31,075	Flex LNG	0	14,312	PGS	0	11,676
Aker Carbon Capture	0	190,368	Frontline	0	82,308	Protector Forsikring	0	12,000
Aker Horizons	0	1,768	Gjensidige Forsikring	0	7,400	Quantafuel	0	1,119,190
Aker Offshore Wind	0	168,028	Golden Ocean Group	0	1,433	REC Silicon	0	37,551
American Shipping Company	0	13,300	Grieg Seafood	0	12,523	SalMar	0	105
Aprila Bank ASA	0	22,675	Hafnia Limited	0	117,330	Sandnes Sparebank	0	126,013
Archer	0	30,170	Huddly	0	859,242	Sbanken ASA	0	4,520
Arcus	0	2,784	Hunter Group ASA	0	308,500	Scatec Solar	0	20,084
Atlantic Sapphire	0	10,910	HydrogenPro	0	37,151	Schibsted ASA B Aksjer	0	155
Austevoll Seafood	0	29,135	Ice Group ASA	0	200,000	Selvaag Bolig	0	51,900
Avance Gas	0	3,362	Komplett Bank	0	99,300	Skitude	0	12,695
Axactor	0	45,391	Kongsberg Gruppen	0	35,866	SpareBank 1 Nord-Norge	0	1,850
B2Holding AS	0	14,075	KWS	75	75	SpareBank 1 SMN	0	12,740
BASF	270	270	Lerøy Seafood Group	0	18,142	SpareBank 1 SR-Bank	0	8,343
Bonheur	0	32,275	Mercell	0	23,038	Sparebank 1 Østfold Akershus	0	1,252
Borregaard ASA	0	650	Mowi	0	4,594	SpareBank 1 Østlandet	0	8,621
Bouvet	0	294	MPC Container Ships	0	45,934	Sparebanken Sør	0	16,435
BRABank	0	74,607	Nordic Semiconductor	0	5,406	Sparebanken Vest	0	15,535
BW Energy	0	55,375	Noreco	0	790	Sparebanken Øst	0	1,500
BWLPG	0	10,800	Norsk Hydro	0	106,867	Stolt-Nielsen	0	1,817
BW Offshore	0	16,076	Norske Skog	0	38,225	Storebrand	0	24,732
Cloudberry Clean Energy	0	50,000	Norwegian Finans Holding	0	3,210	Subsea 7	0	9,226
DNB	0	29,944	Norwegian Property	0	24,121	Telenor	0	7,453
DNO	0	151,978	NTS	0	2,272	Volue	0	15,148
DOF	0	2,366,346	Ocean Yield	0	72,970	VOW	0	5,981
Elkem	0	35,426	OHT	0	6,650	Wallenius Wilhelmsen	0	57,450
Entra	0	10,477	Okeanis Eco Tankers	0	22,000	XXL	0	23,516
Equinor	0	2,663	Orkla	0	19,542	Yara	0	14,343
Europris	0	11,263	Panoro Energy	0	18,324			
This overview is updated monthly (last	t updated 15.04.2021).		*Analyst holdings refers to positions held	by the Pareto Securities AS analy	st covering the co	mpany		

This overview is updated monthly (last updated 15.04.2021).

\*Analyst holdings refers 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

24SevenOffice Scandinavia	CRC Holding B.V. (" Pryme")	Klaveness Combination Carriers ASA	Quantafuel
2G Energy	Digiplex	KLP	REC Silicon
AcconerAB	DOF	Komplett Bank	Saga Robotics
Advanzia Bank S.A.	DOF Subsea AS	Kongsberg Automotive	Salmon Evolution
Africa Energy Corp Corp	EcoOnline AS	Kraft Bank	Scorpio Bulkers
AkerASA	ElementASA	Maha Energy	Seafire AB
Aker Clean Hydrogen	ELOP	Meltwater	SGL TransGroup International A/S
AkerHorizons	EndurASA	Mercell	Siccar Point Energy
Akershus Energi	Energean Israel Finance Ltd.	Mintra Group	Skitude
Akva Group	Fertiberia S.A.R.L.	Modex AS	Sparebanken Vest
Alussa Energy Acquisition Corp (Freyr)	Fjordkraft Holding	MPC Container Ships	Strandline Resources Limited
American Tanker, Inc.	Flexistore AS	Mutares SE & Co. KGaA	Talos Energy Inc
Aprila Bank ASA	Genel Energy	Müller Medien GmbH (United Vertical Me	ed Tise AS
Arctic Fish	Gjensidige Forsikring	Navigator Holdings Ltd.	Trønderenergi AS
Arendals Fossekompani	Golden Ocean Group	Navios	Vow
Attensi AS	Goliath Offshore	Next Biometrics Group	Watercircles Forsikring ASA
Belships	Hafnia Ltd.	Nordic Halibut	West Coast Salmon
BioInvent	Heimdall Power	Norse Atlantic	Wheel.me
Boreal Holding AS	HKN Energy Ltd	Norske Skog	Ørn Software
Borr Drilling Limited	Hofseth BioCare	Norwegian Block Exchange	
Brooge Energy Limited	House of Control	Odfjell SE	
Bulk Infrastructure Holding	Huddly	ОНТ	
BWEnergy	HydrogenPro	Panoro Energy	
CentralNic Group PLC	Ice Group Scandinavia Holdings AS	Pelagia Holding AS	
Cibus Nordic Real Estate	Idavang A/S	PetroNor E&P	
Circa Group	Instabank ASA	PetroTal	
Cloudberry Clean Energy	Kalera AS	Pexip Holding	
CrayoNano AS	Keppel FELS Limited	Proximar Seafood	

This overview is updated monthly (this overview is for the period 31.03.2020 – 31.03.2021).

# Appendix C

Disclosure requirements in accordance with Article 6(3) of Commission Delegated Regulation (EU) 2016/958

### Distribution of recommendations

Recommendation	% distribution
Buy	68%
Hold	29%
Sell	3%

# Distribution of recommendations (transactions\*)

% distribution
95%
5%
0%

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

previous 12 months.

This overview is updated monthly (last updated 15.04.2021).

# Appendix D

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

#### Disclosure of positions in financial instruments

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

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

#### Disclosure of assignments and mandates

Overview over issuers of financial instruments where Pareto Securities AB has prepared or distributed investment recommendation, where Pareto Securities AB has been lead manager or

24SevenOffice Scandinavia AB	Cibus Nordic Real Estate AB	Isofol Medical AB	Swedencare AB		
Azelio	Climeon AB	Media & Games Invest plc.	Vicore Pharma		
Bionvent	Egetis Thera peutics	Re:NewCell	VNV Global		
Biovica International	Implantica	Surgical Science			
Members of the Pareto Group provide market making or other liquidity providing services to the following companies included in Pareto Securities AB's research coverage universe:					
Africa Energy Corp.	Logistri Fastighets AB	Minesto	ShaMaran Petroleum		
ByggPartner i Dalarna Holding	Magnolia Bostad	Saltängen Property Invest	Surgical Science		
Cibus Nordic Real Estate	Media & Games Invest plc.	SciBase Holding	Tethys Oil		
Isofol Medical	Mentice AB	Sedana Medical	Vostok Emerging Finance		
Members of the Pareto Group have entered into agreements concerning the inclusion of the company in question in Pareto Securi ties AB's research coverage universe with the following companies: None					
Member of the Pareto Group is providing Business Management services to the following companies:					
Bosjö Fastigheter AB	Bråviken Logistik	Halmslätten	Mälaråsen		
Bonäsudden	Delarka	Logistri	Sydsvenska Hem		

Members of the Pareto Group have entered into agreements concerning the inclusion of the company in question in Pareto Securi ties AB's research coverage universe with the following companies: None This overview is updated monthly (last updated 15.04.2021).

# Appendix E

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

#### Designated Sponsor

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

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

\* 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

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

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

This overview is updated monthly (last updated 15.04.2021).