



A history in digital transformation

Syzygy has got off to a good start in lifting Q1'21 sales and recording a nice increase in EBIT. FY guidance calls for a 10% increase in revenue with a high single-digit EBIT margin, confirming our view that the negative impacts from Covid-19 measures on clients' spending are largely behind us, whilst Syzygy is well positioned to benefit from the resulting need for digital transformation on many levels of business and consumer life. With positive revisions to estimates, we raise our TP to EUR 8.5 and confirm our Buy rating.

Q1'21 sales and profit ahead of pre-pandemic levels

Q1'21 sales of EUR 15.1m represent 1% growth compared to the same period of the previous year which was the last quarter not to be affected by the coronavirus pandemic and thus is viewed as a credible performance. Operating income came in at EUR 1.6m, with the EBIT margin rising from 7.4% to 10.4%. All of the operating units at Syzygy were successful in contributing to profits in the quarter.

FY'21E margin could be at a record 10.5% level

We raise 2021-23E sales estimates by 1% and forecast 11-13% EBIT increases. We model EUR 62m sales in 2021E (+11% compared with guidance indicating 10%) and EUR 6.4m EBIT (+61%), a record 10.5% margin (guidance calls for high single-digit margin).

Remain on the Buy tact, now with EUR 8.5 target

We continue to refer to the DCF model in setting our TP now EUR 8.5 (from EUR 8.0). Within our model, we assume international segments recover, but it is the strength of the group's position in the key German market that will remain the driver to the group's position.

EURm	2019	2020	2021e	2022e	2023e
Revenues	64	56	62	69	75
EBITDA	11	10	11	13	14
EBIT	5	4	6	8	9
EPS	0.26	0.15	0.29	0.37	0.42
EPS adj	0.26	0.15	0.29	0.37	0.42
DPS	-	0.15	0.20	0.22	0.26
EV/EBITDA	11.9	10.6	9.4	8.5	7.8
EV/EBIT	23.5	25.7	16.7	14.0	12.6
P/E adj	28.2	37.2	21.2	16.7	14.9
P/B	1.84	1.44	1.47	1.36	1.28
ROE (%)	6.4	3.9	7.1	8.4	8.9
Div yield (%)	-	2.6	3.2	3.5	4.2
Net debt	31	26	24	26	26

Source: Pareto

Target price (EUR)	8.5
Share price (EUR)	6.2

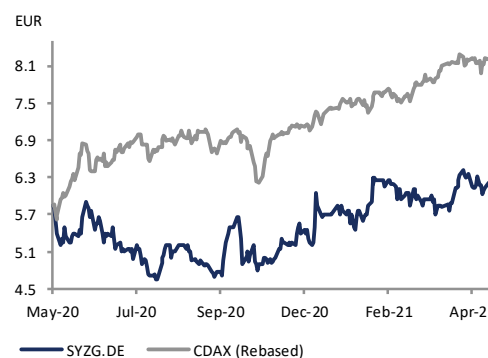
Forecast changes

%	2021e	2022e	2023e
Revenues	1	2	2
EBITDA	(4)	(3)	(2)
EBIT adj	13	11	11
EPS reported	10	9	8
EPS adj	10	9	8

Source: Pareto

Ticker	SYZG.DE, SYZ GY
Sector	Media
Shares fully diluted (m)	13.5
Market cap (EURm)	84
Net debt (EURm)	24
Minority interests (EURm)	0
Enterprise value 21e (EURm)	108
Free float (%)	49

Performance



Source: Factset

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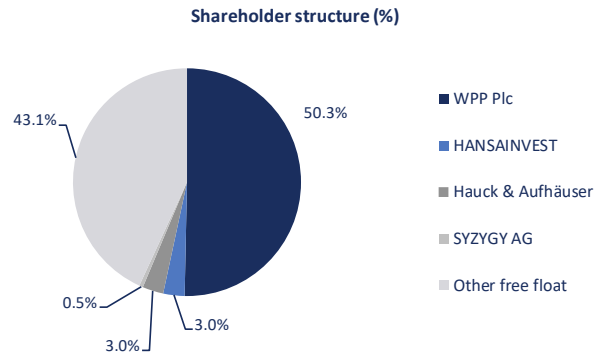
Investment case in six charts

Exhibit 1: A three pillar business model in digital



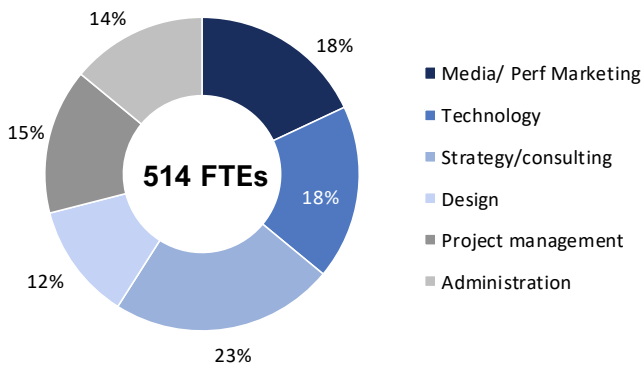
Source: Company data; Pareto

Exhibit 2: With a large and stable parent investor



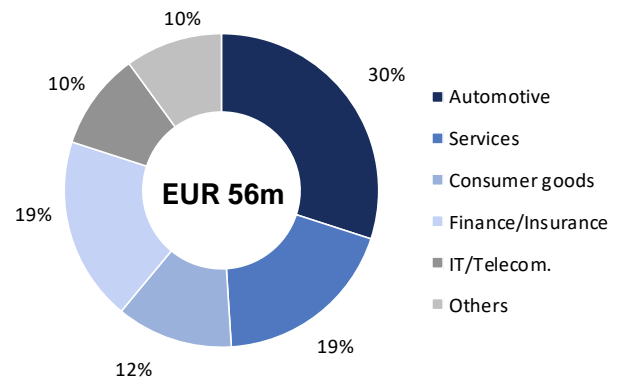
Source: Statista; Pareto

Exhibit 3: Employees: 514 FTEs plus 32 freelancers



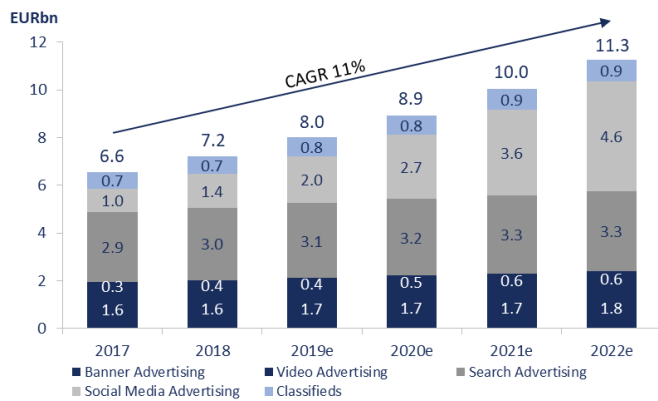
Source: Pareto

Exhibit 4: With a broad spread of client interests in 2020



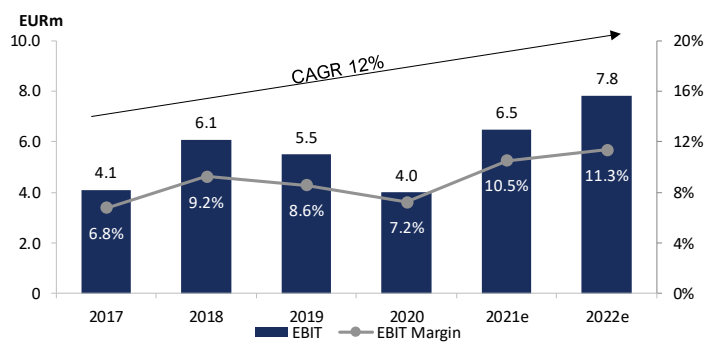
Source: Pareto

Exhibit 5: A growing digital advertising market



Source: Pareto

Exhibit 6: But Syzygy itself needs to recover margin



Source: Pareto

A history in digital transformation

Founded in 1995, Syzygy is a leading consultancy and implementation partner for digital transformation of marketing and sales. It designs, creates and orchestrates digital experiences and products for brands, companies and people. Within Germany, it is a top internet agency (BVDW ranked 11th in 2020), with offices in Bad Homburg, Berlin, Frankfurt, Hamburg and Munich. Internationally the group has presence in three additional countries, with also offices in London, New York and Warsaw.

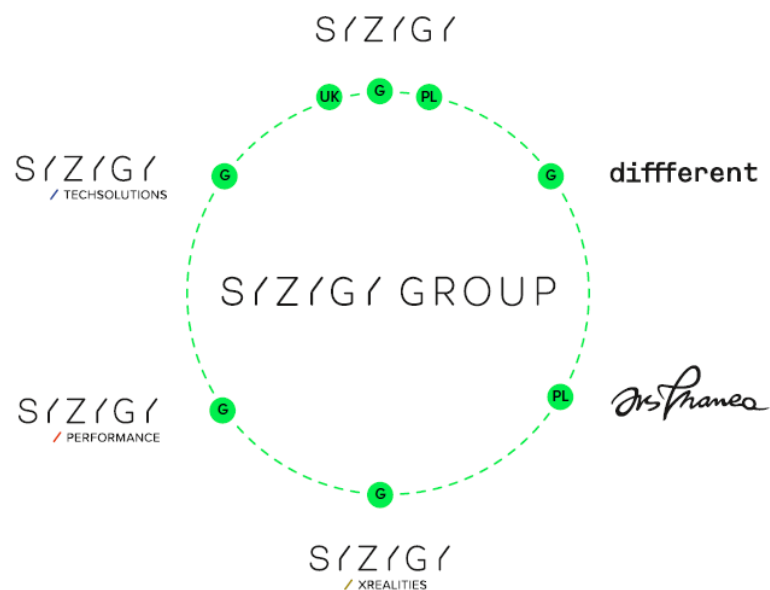
The group’s core service areas are Strategy, Product and Activation, with technology as the connecting and scaling element and operates as a holding company with ten subsidiaries across these fields. Key clients include among others Audi, BMW/Mini, Deliveroo, Erwin Hymer Group, Eucerin, Kyrocera, Lufthansa, Maxda, O2, PayPal, Porsche Design, and Techniker Krankenkasse.

Following the purchase of a further 10% share in USEEDS GmbH in 2020, that subsidiary was merged with different GmbH, with the group now controlling 77.5% stake of the enlarged business. In addition, the former Syzygy Berlin GmbH was renamed Syzygy Performance marketing GmbH during the past 12 months.

Headcount of the Syzygy was 514 permanent employees at the end of 2020 (no change per Q1’21) down from 542 at the end of the previous year. 401 of these are located in Germany, 59 in Poland, 51 in the UK and 3 in the US. Currently just under a quarter of employees (119) work in a Strategy/consulting function, with 93 in Technology, 94 Performance Marketing, 78 Project management, 59 Design and 71 in Administration.

In 2015 UK-listed WPP, then with near-30% stake in Syzygy AG, offered EUR 9 per share for outstanding shares and narrowly secured majority control. Subsequently, there has been a couple of periods of heavy speculation suggesting that WPP will increase its shareholding, but WPP remains four years later with a 50.3% stake.

Exhibit 7: Brands and specialists of the Syzygy Group



Source: Company Accounts; Pareto

Good start into 2021

Syzygy has got off to a good start in lifting Q1'21 sales and recording a nice increase in operating income. Sales of EUR 15.1m, up 1% compared to the same period of the previous year which was the last quarter not to be affected by the coronavirus pandemic and thus is viewed as a good performance, beating Pareto est. of EUR 14.8m.

Sales in the core German market eased 3% (to EUR 11.9m), but there was a strong 21% recovery with international operations (EUR 3.6m). With the latter, the UK was particularly satisfying (+30%) and Poland showing high growth, but the US stagnating.

In terms of sales mix, the importance of clients in the automotive sector increased 4%p (Q1'21 vs. Q1'20) accounting for 32% of total business. Clients in financial & insurance accounted for 21% (+3%p), service sector declined to 15% (-11%p), consumer goods sector was 14% (+2%p), IT/telecommunications 8% (+1%p), and others 10% (+1%p).

Operating income came in at EUR 1.6m (+43%), clearly beating Pareto est. at EUR 1.4m with the EBIT margin rising from 7.4% to 10.4%. Several components lay behind this with a 180bp improvement in the gross profit margin to 27.9% and 1% reduction in the costs base to EUR 14.3m with good control over both admin expenses (EUR 1.9m, -1%) and sales & marketing (EUR 1.3, -1%), whilst depreciation eased EUR 0.2m to EUR 1.3m.

All the operating units at Syzygy were successful in contributing to profits. In Germany the margin rose to 17% (from 13%) leading to a sharp improvement in EBIT at EUR 2.0m (vs. EUR 1.6m). International businesses turned around from loss-making positions in Q1'20, with the UK at EUR 0.5m (21% margin) and others at EUR 0.3m (19% margin). Following EUR 0.2m net financing and EUR 0.3m tax, net income jumped 58% to EUR 1.0m.

Exhibit 8: Segmental revenues and profit contribution for Q1' / FY' 2021E

EUR m	Q1'20	Q1'21	yoy	Pareto	delta	FY'20	FY'21	yoy
Revenues	14.93	15.06	0.9%	14.84	1.5%	55.52	61.60	11.0%
<i>of which: Germany</i>	12.3	11.9	-3%	12.1	-1%	45.5	50.4	11%
<i>of which: United Kingdom</i>	1.7	2.2	30%	2.0	12%	6.9	7.8	14%
<i>of which: Other segments</i>	1.3	1.3	7%	1.1	20%	4.6	5.0	9%
<i>Corporate & Consolidation</i>	-0.3	-0.4	n.m.	-0.4	n.m.	-1.5	-1.6	n.m.
EBITDA	2.56	2.85	11%	2.80	1.6%	9.65	11.45	19%
EBITDA margin (%)	17.2%	18.9%	175bp	18.9%		17.4%	18.6%	120bp
EBIT	1.10	1.57	43%	1.39	13%	4.00	6.46	61%
EBIT margin (%)	7.4%	10.4%	305bp	9.4%		7.2%	10.5%	328bp
<i>of which: Germany</i>	1.6	2.0	28%	2.1	-4%	6.6	7.2	9%
<i>of which: United Kingdom</i>	0.0	0.5	n.m.	0.1	221%	-0.4	0.7	n.m.
<i>of which: Other segments</i>	-0.1	0.3	n.m.	-0.1	n.m.	-0.4	0.5	n.m.
<i>Corporate & Consolidation</i>	-0.3	-1.2	n.m.	-0.8	n.m.	-1.8	-1.9	n.m.
Pretax	0.96	1.41	47%	1.25	13%	3.30	5.61	70%
Pretax margin (%)	6.4%	9.3%	292bp	8.4%		5.9%	9.1%	316bp
Net income	0.65	1.03	58%	0.62	66%	2.06	3.94	91%
EPS	0.05	0.08	58%	0.05	65%	0.15	0.29	91%

Source: Pareto

Operating free cash flow amounted to EUR 1.3m in Q1'21 with EUR 1.9m operating CF and EUR -0.6m Capex. Following EUR 4.0m net purchase of securities total FCF was negative EUR -2.8m. At the end of March, Syzygy had liquidity reserves totalling EUR 6.6m (March '20: EUR 9.1m; Dec. '20: EUR 5.8m), with EUR 2.5m cash plus EUR 4.1m securities.

Through the quarter, total assets of the Syzygy group increased by EUR 5.4m to EUR 118m. Non-current assets increased by EUR 1.4m to 92m accounting for 78%, whilst current assets increased EUR 4.1m to EUR 26m (22%).

At EUR 55m equity rose by EUR 1.4m in Q1'21, with the equity ratio at 47% (March '20: 42; Dec. '20: 48%). Total debt amounted to EUR 32.4m all long-term-

Upgrades to profit estimates in Pareto model

Following the Q1'21 results, full year guidance is maintained, although it looks slightly conservative in our view. It calls for:

- Sales growth of around 10%
- EBIT margin in high single-digit range

Post results, we have updated our model, increasing sales estimates by 1% each year 2021-2023E and increasing EBIT forecasts by 13% in the current year and by 11% for 2022-23E. The key changes to estimates are highlighted below.

Exhibit 9: Changes to Pareto estimates, 2021-2023E

	2021E			2022E			2023E		
	Old	New	Chg.	Old	New	Chg.	Old	New	Chg.
Revenues	60.9	61.6	1.1%	68.0	68.9	1.2%	73.9	74.8	1.2%
EBIT	5.71	6.5	13%	7.0	7.8	11%	7.8	8.6	11%
EBIT-margin	9.4%	10.5%	111 bp	10.3%	11.3%	104 bp	10.3%	11.5%	123 bp
EBT	5.1	5.6	10%	6.5	7.1	8%	7.4	8.0	8%
Net result	3.6	3.9	10%	4.6	5.0	9%	5.2	5.6	8%
EPS	0.27	0.29	10%	0.34	0.37	8%	0.39	0.42	8%

Source: Pareto Securities Research

In summary, for 2021E we model 11% revenue recovery to EUR 61.6m and forecast EUR 6.5m EBIT, up from EUR 5.1m in 2020. This would indicate 10.5% margin (vs. 9.4% in 2020). We forecast 91% increase in net income to EUR 3.9m which would also be a strong improvement over the pre-pandemic 2019 level.

The pandemic is acting as a catalyst for digital transformation on many levels of business and consumer life. We believe that the Syzygy group, with core service areas of Strategy, Product and Activation, is very well positioned to benefit as companies will need to be even more agile in adapting their brands to establish a competitive advantage.

Furthermore, the appointment of Franziska von Lewinski as CEO since 1 January 2021, returning the group to 3-person management board, has strengthened that position. She joined from the fischerAppelt agency group where, as a board member, she was responsible for building that group's digital businesses. She previously spent 14 years in senior positions at digital agency Interone.

As a board member, Franziska von Lewinska built fischerAppelt's digital business, where her clients included T-Systems, Merck, Hilti, Toom Baumarkt, SunExpress and Deutsche Bahn. We believe that her customer focus should help grow Syzygy's business still faster and develop further opportunities with clients and agencies across the WPP network.

Valuation: target price raised to EUR 8.5

We continue to refer to the DCF model in setting our target price. Reflecting the higher forecasts now modelled, this is raised to EUR 8.5 from EUR 8.0 previously.

Within our model, we assume that the international operations continue to recover and support group sales next year, but it is the strength of the group's position in the key German market that will remain the driver to the group's position.

Given likely developments in the digital communications market, it could be that our sales estimates are a little conservative – it is not unreasonable to believe that double-digit growth could be feasible for several years. Likewise, with our assumption of modest terminal margin assumption of 10.5%, given that this will likely be attainable already in the current year and will be ahead of that level in the coming years.

Exhibit 10: DCF model points to EUR 8.5 (previously EUR 8.0) target price

EUR m	Phase I					Phase II					Phase III	
	2021E	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E		
Revenues	61.6	68.9	74.8	80.5	85.8	91.4	97.0	102.7	108.3	113.7		
<i>growth rate</i>	11.0%	11.8%	8.7%	7.5%	6.7%	6.4%	6.2%	5.9%	5.4%	5.0%		
EBIT	6.5	7.8	8.6	9.6	10.4	11.0	11.6	12.4	12.4	11.9		
<i>EBIT margin</i>	10.5%	11.3%	11.5%	12.0%	12.1%	12.0%	11.8%	11.6%	11.4%	10.5%		
Tax	-1.6	-1.9	-2.2	-2.5	-2.7	-2.9	-3.1	-3.3	-3.4	-3.3		
<i>Tax rate</i>	28%	28%	28%	28%	28%	28%	28%	28%	28%	28%		
Depr. & Amort.	5.0	5.1	5.3	5.5	5.7	5.9	5.9	6.2	6.2	6.2		
<i>% of sales</i>	8.1%	7.4%	7.1%	6.8%	6.6%	6.5%	6.1%	6.0%	5.7%	5.4%		
Capex	-2.3	-2.5	-2.6	-2.8	-3.0	-3.2	-3.4	-3.6	-3.6	-3.6		
<i>% of sales</i>	3.7%	3.6%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.3%	3.2%		
Change in WC	-1.3	-2.2	-2.5	-2.8	-3.0	-3.2	-3.4	-3.5	-3.5	-3.5		
<i>% of sales</i>	2.1%	3.2%	3.3%	3.4%	3.4%	3.4%	3.5%	3.4%	3.2%	3.1%		
Free Cash Flow	6.3	6.3	6.6	7.1	7.4	7.6	7.7	8.2	8.0	7.7	166	
<i>growth rate</i>	nm	0.4%	4.8%	7.2%	4.5%	3.2%	1.2%	5.8%	-1.8%	-3.9%	2.0%	
Present Value FCF	6.0	5.7	5.6	5.6	5.5	5.3	5.0	5.0	4.6	4.1	89	
PV Phase I	28					Risk free rate	3.5%	Targ. equity ratio		55%		
PV Phase II	24					Premium Equity	5.0%	Beta		1.1		
PV Phase III	89					Premium Debt	2.0%	WACC		6.7%		
Enterprise value	141											
- Net Debt (Cash)	26											
- Pension Provisions	0											
- Minorities & Peripherals	0											
						Sensitivity		Growth in phase III				
								1.0%	1.5%	2.0%	2.5%	3.0%
						6.1%	8.6	9.3	10.2	11.4	13.0	
						6.4%	7.9	8.5	9.3	10.3	11.5	
						WACC 6.7%	7.3	7.9	8.5	9.3	10.4	
						7.1%	6.8	7.3	7.9	8.5	9.4	
						7.4%	6.4	6.8	7.3	7.8	8.5	
Equity value	115											
Number of shares	13.5											
Value per share (€)	8.5											
Current Price (€)	6.2											
Upside	38%											

Source: Pareto

PROFIT & LOSS (fiscal year) (EURm)	2016	2017	2018	2019	2020	2021e	2022e	2023e
Revenues	64	61	66	64	56	62	69	75
EBITDA	7	6	8	11	10	11	13	14
Depreciation & amortisation	(2)	(2)	(2)	(5)	(6)	(5)	(5)	(5)
EBIT	6	4	6	5	4	6	8	9
Net interest	1	1	0	(0)	(1)	(1)	(1)	(1)
Other financial items	1	1	0	-	-	-	-	-
Profit before taxes	7	6	7	5	3	6	7	8
Taxes	(2)	(1)	(2)	(2)	(1)	(2)	(2)	(2)
Minority interest	(0)	1	(0)	(0)	(0)	(0)	(0)	(0)
Net profit	5	5	5	3	2	4	5	6
EPS reported	0.39	0.39	0.35	0.26	0.15	0.29	0.37	0.42
EPS adjusted	0.39	0.39	0.35	0.26	0.15	0.29	0.37	0.42
DPS	0.38	0.38	0.39	-	0.15	0.20	0.22	0.26
BALANCE SHEET (EURm)	2016	2017	2018	2019	2020	2021e	2022e	2023e
Tangible non current assets	3	8	7	32	31	30	34	35
Other non-current assets	35	59	59	61	60	61	61	61
Other current assets	36	31	32	25	17	17	16	16
Cash & equivalents	7	7	12	1	6	7	5	5
Total assets	81	105	110	119	113	114	116	116
Total equity	50	56	54	53	54	57	61	64
Interest-bearing non-current debt	7	22	17	36	31	31	31	31
Interest-bearing current debt	-	-	-	-	-	-	-	-
Other Debt	24	27	39	31	28	26	24	21
Total liabilities & equity	81	105	110	119	113	114	116	116
CASH FLOW (EURm)	2016	2017	2018	2019	2020	2021e	2022e	2023e
Cash earnings	5	2	6	10	9	10	11	11
Change in working capital	1	3	11	(15)	1	(1)	(2)	(3)
Cash flow from investments	2	(4)	(5)	4	(4)	(3)	(6)	(4)
Cash flow from financing	(5)	(0)	(7)	(10)	(2)	(4)	(4)	(5)
Net cash flow	3	0	5	(11)	5	1	(2)	(0)
CAPITALIZATION & VALUATION (EURm)	2016	2017	2018	2019	2020	2021e	2022e	2023e
Share price (EUR end)	11.6	11.3	8.0	7.3	5.7	6.2	6.2	6.2
Number of shares end period	13	14	14	14	14	14	14	14
Net interest bearing debt	(15)	6	(5)	31	26	24	26	26
Enterprise value	132	158	103	129	103	108	109	109
EV/Sales	2.1	2.6	1.6	2.0	1.9	1.8	1.6	1.5
EV/EBITDA	18.0	25.5	12.6	11.9	10.6	9.4	8.5	7.8
EV/EBIT	23.7	38.5	16.9	23.5	25.7	16.7	14.0	12.6
P/E reported	29.7	29.2	22.9	28.2	37.2	21.2	16.7	14.9
P/E adjusted	29.7	29.2	22.9	28.2	37.2	21.2	16.7	14.9
P/B	3.0	2.7	2.0	1.8	1.4	1.5	1.4	1.3
FINANCIAL ANALYSIS & CREDIT METRICS	2016	2017	2018	2019	2020	2021e	2022e	2023e
ROE adjusted (%)	9.9	9.4	8.6	6.5	3.9	7.1	8.5	9.0
Dividend yield (%)	3.3	3.4	4.9	-	2.6	3.2	3.5	4.2
EBITDA margin (%)	11.5	10.2	12.4	16.9	17.4	18.6	18.7	18.6
EBIT margin (%)	8.7	6.8	9.2	8.6	7.2	10.5	11.3	11.5
NIBD/EBITDA	(2.07)	0.95	(0.66)	2.89	2.65	2.11	2.02	1.89
EBITDA/Net interest	-	-	-	35.90	13.85	13.52	17.26	20.71

PROFIT & LOSS (fiscal year) (EURm)	1Q'20	2Q'20	3Q'20	4Q'20	1Q'21	2Q'21e	3Q'21e	4Q'21e
Revenues	15	12	14	15	15	15	15	16
EBITDA	3	2	3	2	3	3	3	3
Depreciation & amortisation	(1)	(1)	(2)	(0)	(1)	(1)	(1)	(1)
EBIT	1	0	1	1	2	1	1	2
Net interest	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)
Other financial items	-	-	-	-	-	-	-	-
Profit before taxes	1	0	1	1	1	1	1	2
Taxes	(0)	(0)	(0)	(1)	(0)	(0)	(0)	(1)
Minority interest	(0)	0	(0)	(0)	(0)	(0)	(0)	(0)
Net profit	1	0	1	1	1	1	1	1
EPS reported	0.05	0.01	0.05	0.05	0.08	0.05	0.06	0.11
EPS adjusted	0.05	0.01	0.05	0.05	0.08	0.05	0.06	0.11
DPS	-	-	-	-	-	-	-	-
BALANCE SHEET (EURm)	1Q'20	2Q'20	3Q'20	4Q'20	1Q'21	2Q'21e	3Q'21e	4Q'21e
Tangible non current assets	33	31	31	31	32	31	31	30
Other non-current assets	61	60	60	60	60	60	60	61
Other current assets	26	17	20	17	24	21	21	17
Cash & equivalents	4	4	1	6	2	0	0	7
Total assets	123	113	112	113	118	112	112	114
Total equity	52	52	53	54	55	54	55	57
Interest-bearing non-current debt	37	33	33	31	32	31	30	31
Interest-bearing current debt	-	-	-	-	-	-	-	-
Other Debt	34	27	26	28	31	27	27	26
Total liabilities & equity	123	113	112	113	118	112	112	114
CASH FLOW (EURm)	1Q'20	2Q'20	3Q'20	4Q'20	1Q'21	2Q'21e	3Q'21e	4Q'21e
Cash earnings	2	2	3	2	2	3	2	3
Change in working capital	0	0	(4)	5	(0)	(0)	(0)	(0)
Cash flow from investments	(3)	0	(1)	0	(5)	(1)	(1)	3
Cash flow from financing	4	(3)	(1)	(2)	(0)	(4)	(1)	1
Net cash flow	3	(0)	(3)	5	(3)	(2)	0	6
CAPITALIZATION & VALUATION (EURm)	1Q'20	2Q'20	3Q'20	4Q'20	1Q'21	2Q'21e	3Q'21e	4Q'21e
Share price (EUR end)	5.2	5.5	4.96	5.7	5.9	6.2	6.2	6.2
Number of shares end period	13	13	13	13	13	13	13	13
Net interest bearing debt	28	27	31	26	26	27	25	24
P/E reported	22.8	33.1	33.5	37.2	32.3	28.5	26.7	21.2
P/E adjusted	22.8	33.1	33.5	37.2	32.3	28.5	26.7	21.2
P/B	1.3	1.4	1.3	1.4	1.4	1.5	1.5	1.5
FINANCIAL ANALYSIS & CREDIT METRICS	1Q'20	2Q'20	3Q'20	4Q'20	1Q'21	2Q'21e	3Q'21e	4Q'21e
Dividend yield (%)	7.5	-	-	-	-	-	-	-
EBITDA margin (%)	17.2	15.7	24.5	12.4	18.9	17.1	18.1	20.1
EBIT margin (%)	7.4	3.7	7.7	9.4	10.4	8.1	8.9	14.3
NIBD/EBITDA	3.19	3.25	2.92	2.89	2.76	2.57	2.57	2.22
EBITDA/Net interest	23.41	14.04	13.65	13.85	13.86	15.28	14.41	13.52

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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 – 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%

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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	Company	Analyst holdings*	Total holdings	Company	Analyst holdings*	Total holdings
AF Gruppen	0	1,675	Fjordkraft Holding	0	12,855	Panoro Energy	0	25,304
Aker ASA	500	2,359	Frontline	0	82,308	Pareto Bank	0	2,412,276
Aker BP	0	25,324	Gjensidige Forsikring	0	7,548	Pexip Holding	0	46,683
Aker Carbon Capture	0	190,368	Golden Ocean Group	0	1,433	PGS	0	11,676
Aker Horizons	0	2,082	Grieg Seafood	0	12,523	Protector Forsikring	0	12,000
Aker Offshore Wind	0	168,028	Hafnia Limited	0	16,300	Quantafuel	0	1,119,887
American Shipping Company	0	13,300	Huddly	0	884,242	REC Silicon	0	35,551
Aprila Bank ASA	0	22,675	Hunter Group ASA	0	308,500	SalMar	0	105
Archer	0	30,170	HydrogenPro	0	37,151	Sandnes Sparebank	0	126,013
Atlantic Sapphire	0	13,610	Ice Group ASA	0	200,000	Scatec Solar	0	20,284
Austevoll Seafood	0	29,235	Kitron	0	6,986	Selvaag Bolig	0	51,900
Avance Gas	0	3,362	Komplett Bank	0	99,300	Skitude	0	12,695
B2Holding AS	0	14,075	Kongsberg Gruppen	0	35,431	SpareBank 1 Nord-Norge	0	3,350
BASF	270	270	KWS	75	75	SpareBank 1 SMN	0	12,740
Bonheur	0	32,275	Lerøy Seafood Group	0	42,352	SpareBank 1 SR-Bank	0	8,413
Borregaard ASA	0	650	Mercell	0	23,038	Sparebank 1 Østfold Akershus	0	1,252
Bouvet	0	294	Mowi	0	4,614	SpareBank 1 Østlandet	0	8,621
BRABank	0	74,607	MPC Container Ships	0	44,624	Sparebanken Sør	0	16,435
BW Energy	0	56,125	Nordic Semiconductor	0	5,406	Sparebanken Vest	0	15,535
BW Offshore	0	16,076	Noreco	0	790	Sparebanken Øst	0	1,500
Cloudberry Clean Energy	0	50,000	Norsk Hydro	0	107,219	Stolt-Nielsen	0	1,817
DNB	0	30,055	Norske Skog	0	98,225	Storebrand	0	24,732
DNO	0	151,978	Norwegian Finans Holding	0	3,210	Subsea 7	0	9,226
DOF	0	2,366,346	NTS	0	2,272	Telenor	0	7,584
Elkem	0	35,426	Ocean Yield	0	99,370	VOW	0	7,081
Entra	0	10,477	OHT	0	6,650	Wallenius Wilhelmsen	0	62,550
Equinor	0	2,738	Okeanis Eco Tankers	0	22,000	XXL	0	17,423
Europis	0	11,621	Orkla	0	19,552	Yara	0	14,788

This overview is updated monthly (last updated 30.04.2021).

*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 ParetoSecurities 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
Acconer AB	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
Aker ASA	Element ASA	Maha Energy	SeaFire AB
Aker Clean Hydrogen	ELOP	Meltwater	SGL TransGroup International A/S
Aker Horizons	Endur ASA	Mercell	Siccar Point Energy
Akershus Energi	Energean Israel Finance Ltd.	M intra 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	M utares SE & Co. KGaA	Talos Energy Inc
Aprila Bank ASA	Genel Energy	Müller Medien GmbH (United Vertical Media)	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	Odjell SE	
Bulk Infrastructure Holding	Huddly	OHT	
BW Energy	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*)

Recommendation	% distribution
Buy	95%
Hold	5%
Sell	0%

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

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Azelio	Climeon AB	LMK Group	Swedencare AB
Bionvent	Egetis Therapeutics	Media & Games Invest plc.	Vicore Pharma
Biovica International	Implantica	Re:NewCell	VNV Global

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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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Daldrup & Söhne	Leifheit	Procredit Holding *	Viscom *
Demire	Logwin *	PSISOFTWARE 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

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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).