

# PARETO STAUR ENERGY AS

## **INFORMASJON OM PARETO STAUR ENERGY AS**

Pareto Staur Energy AS (Selskapet) er et investeringsselskap hvis formål er å investere i globale energi og energi/hydro-service selskaper. Investeringene foretas gjennom det aktive forvaltningsmandat Pareto Staur Energy (PSE), hvor Pareto Asset Management AS er Kapitalforvalter.

Selskapsform		Aksjeselskap
Tidspunkt for selskapsetablering/første kapitalinnskudd		1. kvartal 2012
Levetid		6 år (opsjon 2 år)
Investeringsperiode		2 år (opsjon 1 år)
Total innbetalt egenkapital	30.06.2016	NOK 81 091 000
Total utbetalt egenkapital	30.06.2016	NOK 6 471 900
Total utbetalt egenkapital pr. aksje	30.06.2016	NOK 3 995
Estimert NAV pr. aksje	30.06.2016	NOK 37 814
Sist omsatt		Ingen omsetning

# INFORMASJON OM SELSKAPETS ANDEL AV KOMMITERT KAPITAL MV. I DET AKTIVE FORVALTNINGSMANDATET PARETO STAUR ENERGY

Kommitert kapital	30.06.2016	NOK 75 460 000
Innkalt kapital	30.06.2016	NOK 69 423 200
Uinnkalt kapital	30.06.2016	NOK 6 036 800

Denne rapporten er delvis basert på engelskspråklig kvartalsrapport for PSE-mandatet fra Kapitalforvalter, som ligger vedlagt til sist i denne kvartalsrapporten.

# **VERDSETTELSE AV PARETO STAUR ENERGY AS PR. 30.06.2016**

Verdsettelse av investeringene i Pareto Staur Energy AS legger til grunn siste mottatte rapport fra Pareto Asset Management AS. Verdsettelsen fra Pareto Asset Management AS er basert på EVCA-reglene (European Private Equity and Venture Capital Association Valuation), som er de allment anerkjente prinsippene for verdsetting i europeisk private equity. Verdien som rapporteres for Selskapet er beregnet som Net Asset Value (NAV). NAV beregnes som virkelig verdi av eiendeler fratrukket virkelig verdi av gjeld i selskapet.

NAV for Pareto Staur Energy AS er pr. 30.06.2016 estimert til NOK 37.814 pr. aksje, og er basert på verdier rapportert fra det aktive forvaltningsmandatet Pareto Staur Energy pr. 30.06.2016.

Nedenfor vises en oversikt over kostpris og virkelig verdi for Selskapets eiendeler og gjeld pr. 30.06.2016:

Pareto Staur Energy AS		Kostpris	Virkelig verdi
Petricore Ltd.	1)	21 013 336	16 417 637
Lithicon AS	2)	0	0
Pareto Staur SPV I AS	3)	27 124 067	27 327 775
West Indian Energy Holding AS	4)	13 295 528	6 104 657
Rentefond	5)	9 959 124	9 498 447
Fordring salg Lithicon AS	2)	285 862	391 782
Bankinnskudd		2 230 699	2 230 699
Gjeld		-711 862	-711 862
Kostpris / Verdi		73 196 754	61 259 135
Antall aksjer			1 620
Verdi pr. aksje			37 814



# PARETO STAUR ENERGY AS

### 1) Petricore Ltd. (tidl. Drilltek)

- Selskapet eier 92 964 aksjer i Petricore Ltd., til en gjennomsnittlig kostpris på NOK 226,04 (USD 28,77)
- Aksjene er verdsatt til NOK 176,60 per aksje (USD 26,98)
- For omregning fra NOK til USD er det benyttet valutakurs som er offentliggjort av Norges Bank

### 2) Lithicon AS

- Aksjene i Lithicon AS ble solgt i februar 2014
- Av salgsprovenyet er ca. 95 % utbetalt til de selgende aksjonærer. Resterende ca. 5 % vil evt. bli utbetalt etter utløpet av en garantiperiode på 36 måneder.

### 3) Pareto Staur SPV I AS (PS SPV I)

- Pareto Staur Energy AS har en eierandel i Pareto Staur SPV I AS på ca. 20,3 %
- Aksjene er verdsatt til NOK 10.383 per aksje
- Dette selskapet har investert i aksjer og lån i/til Acona Invest AS, lån til Aqualyng Holding AS og lån til Petricore Ltd.

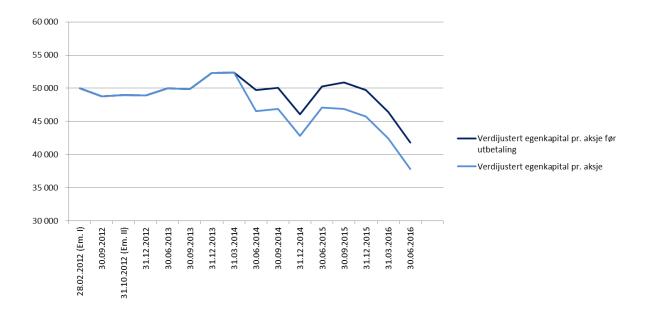
### 4) West Indian Energy Holding AS (WIEH)

- Pareto Staur Energy AS har en eierandel i West Indian Energy Holding AS på ca. 20,8 %
- Aksjene er verdsatt til NOK 3.832 per aksje
- Dette selskapet har investert i aksjer i Steeldrum Oil Company Ltd.

### 5) Rentefond

- Plassering av likviditet i Skagen Høyrente (kost NOK 3 863 000) og Pareto Høyrente (kost NOK 6 097 000)

### **VERDIUTVIKLING FOR PARETO STAUR ENERGY AS**





# PARETO STAUR ENERGY AS

## INFORMASJON OM PORTEFØLJEINVESTERINGENE

Vi viser til vedlagte rapport om porteføljeinvesteringene utarbeidet av Pareto Asset Management AS.

# OMSETNING AV SELSKAPETS AKSJER I ANNENHÅNDSMARKEDET

Investorer som har interesse for kjøp eller salg av Selskapets aksjer, bes kontakte sin investeringsrådgiver i Pareto Wealth Management AS (PWM). De som ikke har et direktenummer kan ta kontakt med PWMs BackOffice i Stavanger på telefon: 51 77 97 00 eller e-post: <a href="mailto:pwm@pareto.no">pwm@pareto.no</a>.

### **KONTAKTINFORMASJON**

For spørsmål knyttet til selskapet, er det bare å ta kontakt med undertegnede.

Med vennlig hilsen,

for Pareto Business Management AS / Pareto Wealth Management AS

Hans Gunnar Martinsen Business Manager Tel: + 47 22 01 58 88

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CEO

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E-post: <a href="mailto:rune.wassum@pareto.no">rune.wassum@pareto.no</a>

# Pareto Staur Energy

Second quarter 2016



Investments in primarily small/midcap energy & hydro/energy services companies

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- Primarily non-listed companies
- Duration: 6 years (+1+1)
- Investment period: 2 years (+1)
- Management fee: 2% p.a., Success fee 20% above a preferred return of 8% p.a.

The managers/active owners co-invest ~ NOK 139m

#### Key Men

Staur Private Equity AS: Bernt Østhus

Pareto Asset Management AS: Ola Lyngstad, Christian Helland

## **Active Portfolio Management**

Pareto Staur Energy is structured under Pareto Asset Management's license to allow investors a high degree of investor protection. Pareto Asset Management is regulated by the Financial Supervisory Authority of Norway.

# Valuation principles

Portfolio valuation is performed twice a year (30/06 and 31/12) with quarterly adjustments (i.e. extraordinary events, exchange rates).

The Portfolio valuation is based upon the Private Equity and Venture Capital Association (EVCA). EVCA bases its principles upon "fair value" assessment.

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# General information

This quarterly report provides general portfolio updates to investors in Pareto Staur Energy ("PSE"). Investors invested directly under discretionary portfolio management agreements can access their individual reports (portfolio overview, tax, returns and transaction history) by logging into www.paretoam.com and "Min Side". Investors in Pareto Staur Energy AS ("the feeder company") will be provided reports or further information from the facilitator, Pareto Wealth Management (www.pareto.no/ParetoWealthManagement or +47 22 87 87 00).

### Investment period and exit

PSE is fully invested with 92% of committed capital drawn down. In February 2014, PSE successfully sold Lithicon AS. 80% of the sale proceeds were distributed to the PSE investors in 2014; additional 15% were repaid in June 2015.

#### Portfolio valuation

Fair value June 2016

Company	Segment	Value in NOK
Drilling Technologies ("Petricore")	Oil service	
- Value per ordinary share		124
- Value per preferred share		342
Lithicon	Oil service	
- Distributed to Investors (Feb. 2014)		80% of sales price
- Distrubuted to investors (June 2015)		15% of sales price
- Special escrow (36 months, max 5%)		Low pay-out expected
Pareto Staur SPV I	Oil/hydro service	
- Value per share		10 383
West Indian Energy Holding	Energy	
- Value per share		3 832

<sup>\*</sup> Pareto Staur SPV I AS is a holding company invested in Aqualyng Holding, Acona (incl. ResQ).

### **Portfolio headlines**

The portfolio had a challenging quarter in a slow oil-service market; however most of the portfolio companies ticked off several important milestones.

- Petricore: Low activity, but work orders have picked up going into the second half of 2016.
- Aqualyng: Merger with EarthWater Group is still pending. Part payment from the Caofeidian plant received.
- Acona: Extreme cost focus, challenging market conditions.
   Restructuring bank debt.
- ResQ: Gaining market share, reducing cost even further.
- West Indian Energy: Breaking cash flow positive (before investments).
   Using highly distressed marked to purchase drilling- and work over rig in the US in order to significantly reduce drilling costs. Political risk on Trinidad increased due to low activity and low energy prices.

# Petricore Ltd ("Drilling Technologies Ltd")

### **Company summary**

Petricore Ltd (former Drilling Technologies Ltd) is a company registered in Great Britain with operations in South and Central America, US and the Middle East. Petricore focuses on core analysis, mud-logging and drilling materials. The company was founded by some of the managers running Reservoir Laboratories, a successful business developed and funded by, among others, Staur.

### Why Petricore

- Management is well known to the Key Men
- A proven and highly successful track record of a similar company
- Demand for an independent player in this segment

#### Source

A privately negotiated deal with major shareholders in the company (Staur Private Equity AS, Geological Investments Ltd and Hauken Invest AS)

### Financials/valuation

Even though activity is low, Petricore still predicts a positive EBITDA for 2016. A significant downturn in the market price of Petricore's listed comparables has also resulted in a lower valuation for Petricore.

#### News

Market conditions have been challenging due to continued low oil prices and corresponding reduced activity in Petricore's key markets. This is especially felt in oil field services, where activity is close to zero both in Mexico and Columbia. Petricore expects, based on signals from clients, that the oil field services will start to recover in the third quarter. Activity has been lower than prognosis also for the laboratory services. Our Mexican lab has partly been able to compensate for the shortfall, but is lagging. Abu Dhabi is also behind plan, due to inactivity from clients. However, work orders have picked up significantly this summer expecting strongly improved results in the second half of 2016.

- The payment situation has improved, as Pemex has resumed paying on time.
- The cash flow situation is being managed, however, certain shareholders loans are expiring this year, and operational cash flow is not sufficient to repay shareholders loans. This situation is being discussed with the relevant shareholders.
- Petricore has reduced the number of employees, and also reduced the general cost level to be prepared to meet improved markets with a competitive offering. Salaries as well as sub-supplier contracts have been reduced by between 8% and 25%.
- In sum, Petricore expects to deliver a positive EBITDA for 2016. Market
  intelligence indicates that Petricore is performing stronger than its
  competition, who are even stronger hit by the recession in the oil industry.



Core analysis, mud-logging and drilling materials

Private deal source and lead role



## Main shareholders (consolidated)

Pareto Staur Energy:	40%
Petricore (employees):	17%
Pareto Energy Solutions:	13%
Staur:	12%
Hauken Inv. (Hjelmeland):	12%

Shareholder agreement: Yes

Source/photo: Petricore

Please visit <u>www.petricore.com</u> for more information.





# Lithicon AS (sold in 2014)

## **Company summary**

Lithicon AS (previously Numerical Rocks AS and Digital Core Pty Ltd) is a relatively small oil-service company headquartered in Trondheim, Norway. The company's technology can be described as an electronic core laboratory for modelling petro physical properties and simulating fluid flow in the pore scale of reservoir rocks. The e-Core technology is the result of more than 10 years of research with pore scale modelling and the availability of today's high performance computers.

### Why Lithicon

- Clear growth strategy
- Attractive valuation
- Proven technology (i.e. the highest tech clearing within Statoil)
- Experienced management

### Source

A privately negotiated buy-out/growth deal with the major shareholders:

· Controlling ownership

### Financials/valuation

Lithicon has been sold. Please refer to individual investor reports by logging into www.paretoam.com and "Min Side".

### News

Lithicon was sold to the US listed company FEI for USD 69 million in cash in February 2014. 80% of the transaction was paid out directly to the Pareto Staur investors in Q1 2014. Additional ~15% was repaid in full to the PSE investors in June 2015.

Additional ~5% remains in escrow until February 2017 (guarantees to the buyer). The PSE managers expect the repayment from the remaining escrow to be low due to cost and uncertainty related to certain patent rights.

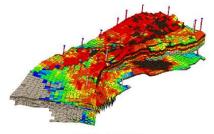
The investment was highly successful for the Pareto Staur investors with an internal rate of return ("IRR") above 60% p.a.



Digital rock technology

Private deal source and lead role

An electronic approach to understanding and analysing rocks



Model of a reservoir

### Main shareholders

Drillin Technologies: 24%
Statoil: 19%
Pareto Staur Energy: 17%
Australia National University: 10%

Shareholder agreement: Yes

Source/Photo: Lithicon AS

Please visit <u>www.lithicon.com</u> for more information

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# General information and specification of the Pareto Staur Energy mandate

Certain investments may be done through Special Purpose Vehicles (SPV's) and Holding Companies.

The SPV will be considered a Portfolio Company. Pareto Asset Management will ensure that the SPV has exposure towards companies as set out in the Active Portfolio Management Agreement. SPVs may be used if it is considered to be in the best interest of the Investors of the mandate. The below list contains examples of circumstances where Pareto Asset Management considers it to be in the best interest of the Investors to use SPVs and/or Holding Companies:

### **Examples**

- The SPV acts as one investor. Certain investments (e.g. a co-investment with IFC in Aqualyng and a co-investment with CapMan in Acona) require significant due diligence of the shareholders. A significant due diligence of the investors may not be a preferred solution and may delay, complicate and in certain cases prevent an investment from taking place.
- Simplified structure and increased flexibility. Certain investments can be a combination of equity, warrants and loans, which in certain cases can be challenging to own directly and may not align interests with other shareholders.
- Exit. It may be more beneficial for the investors to sell the SPVs shares instead of several smaller holdings. An SPV can increase the probability of a successful sale, giving Pareto Staur flexibility when negotiating (e.g. allowing certain guarantees).
- The yearly costs of an SPV will primarily be a third party administration fee of approximately NOK 0.1 million p.a. No compensations are made to the board members or board observers. By acting as one investor instead of several, we expect lower transaction costs in connection with the investments.

# Pareto Staur SPV I AS & West Indian Energy Holding AS

Pareto Staur SPV I AS and West Indian Energy Holding AS are Norwegian registered companies 100% owned by the Pareto Staur Energy investors. The SPVs invest primarily in non-listed energy and energy service companies that are not available to Pareto Staur Energy investors, or practically difficult for them to own directly. The chairman of the holding companies is Stig Even Jakobsen, who is also the chairman of Pareto Asset Management AS.

#### Overview

Pareto Staur SPV I AS has invested/committed capital to:

- Aqualyng Holding AS: NOK 72 million invested (including the exercise of the IFC put/call option).
- Acona AS: NOK 41 million invested and NOK 8 million as a guarantee.

West Indian Energy Holding AS has invested/committed capital to:

West Indian Energy: NOK 64 million invested, USD 1 million committed an expected drawn-down during 2016

Please find further information about the investments below.





# Pareto Staur SPV I (Aqualyng Holding AS)

### Company summary

Aqualyng is a one-stop-shop for water providing projects, products and services for the water industry. Specialising in desalination and treatment of difficult water, Aqualyng and its subsidiaries have delivered water solutions to sectors like oil/gas, power, mining and other industrial applications since 1996. The company operates in Singapore, India, Norway, China, Australia, Spain and the UAE.

### Why Aqualyng

- A company well known to the Key Men
- Verified technology with strong growth opportunities
- Preferred capital (last in first out)

#### Source

Aqualyng is a privately negotiated investment (Pareto Energy Solutions and Staur Private Equity are already investors in the company). The investment decision is based on detailed third party due diligence (legal, financial and technical reports by specialised national and international companies).

### Financials/valuation

Pareto Staur has invested NOK 72 million in Aqualyng (including the put/call option that was exercised the fourth quarter with IFC). The valuation is based on the merger terms and confirmed with a recent third party report from Deloitte Touche less a 35% risk/liquidity rebate.

### News

Aqualyng and Earth Water Group have operated and reported as one combined company since January 2015. The formal process of merging the two companies was anticipated concluded in the fourth quarter, but has been delayed and partly renegotiated during the first quarter. After the end of the second quarter, a shareholder of Earth Water Group has yet again demanded a renegotiation of the relative valuation between the companies.

The level of integration between the companies is such that a break-up would harm both sides significantly. CLSA and Pareto Staur are of the opinion that the situation is an attempt of extortion, and as such unacceptable. We are seeking solutions. The key matter for Pareto Staur management team for the third quarter is to resolve the situation arisen related to the merger.

On a consolidated basis, the cash flow from operation is positive, with our Australian operation as the main contributor. Aqualyng has also received part payment for the sale of the Caofeidian plant, and is in a net cash position. There is still ~USD 5.5 million outstanding, which is expected to be collected near term.



Industrial water treatment Desalination and O&M





Shareholder agreement:

Source/Photo: Earth Water Group

Please visit www.aqualyng.com and www.ewgroup.in for more information





Yes

# Pareto Staur SPV I (Acona)

### Company summary

Acona is a leading provider of expertise to the global oil and gas industry, supplying leading experts within a wide range of specialties to our clients. Over the years we have grown to become one of Norway's leading consultancy firms, providing not only specialist skills to clients, but also large integrated project management services. With offices across Norway, Acona's workforce is well represented in most of the major oil companies on the Norwegian Continental Shelf. Acona focuses primarily on the following three segments:

- Drill and well management
- Consultancy services
- E&P technology & services

#### Why Acona

- One of the leading players within well management in Norway
- Quality of employees and a clear business plan

### Source

Semi-private. Pareto Staur and CapMan co-invest pari passu. CapMan is the majority shareholder; Pareto Staur owns approximately 8% of the company.

### Financials/valuation

The investment is financed with equity, shareholder loans and external loans. Net interest bearing bank debt is currently NOK 280m (reduced from NOK 365m in 2012). Pareto Staur SPV I has invested a total of NOK 41m in Acona Invest AS and a guarantee of NOK 8 million. Acona Invest AS holds 100% of the shares in both Acona and ResO. The investment is valued at 0.1 times cost.

### News

The overall activity level on tendering on project-work remains slow. Even though Acona has cut cost significantly, a low activity level in general has resulted in a negative EBITDA of NOK 1.7 million year to date.

As previously mentioned, well management and oil related consultancy services is mainly driven by exploration activity which in turn is driven by oil price. Due to significant cost cuts in the oil companies (oil price remaining low for a longer period of time), Acona experiences a slow market. The negative EBITDA has over time triggered the shareholder guarantee towards the debt in DnB.

In order to position Acona for a recovery in oil related services, DnB and Acona have successfully restructured part of the debt and agreed that parts of the guarantee will be used to fund Acona going forward.

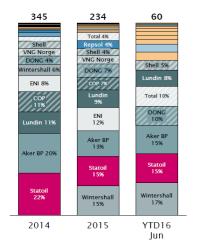
Acona is currently focuses on gaining market share and optimizing operations while keeping key competence in the company.



### Well management

Semi-private deal source and co-investment role

### Consulting

















Shareholder agreement:

Yes

Source/Photo: Acona

Please visit www.acona.com for more information





# Pareto Staur SPV I (ResQ)

### **Company history**

ResQ is a national provider of safety and emergency response training. ResQ was established in 1973 as the National Accident Protection School (Statens Havarivernskole). ResQ AS was established in 2001 and has since experienced major growth with safety centers in Haugesund, Stavanger and Kristiansund. ResQ's customers come primarily from oil and gas operators, rig and oil service companies. We also have customers from shipping, the military and governmental departments.

### Why ResQ

- A strong merger rationale with Acona's emergency group
- The opportunity to create a full scale niche provider within safety and emergency response
- A clear business plan with strong management and local footprints

### Source

The new ResQ Safety and Emergency Group is a spin-off from Acona.

### Financials/valuations

See Acona. The investment is financed with equity, shareholder loans and external loans. Net interest bearing debt is currently NOK 280m (reduced from NOK 365m in 2012). Pareto Staur SPV I has invested a total of NOK 41m in Acona Invest AS and a guarantee of EUR 1 million. Acona Invest AS holds 100% of the shares in both Acona and ResQ. The investment is valued at 0.1 times cost.

### News

ResQ continues to deliver good results in a challenging market. Cash flow remains positive for the first six months delivering an EBITDA of NOK 11 million (NOK 7 million last year). The budget for the years remains at NOK 17 million, expecting a slow July due to holiday season. EBITDA-margin remains at 15%.

ResQ was in June awarded a new, long term contract with Lundin (minimum three years). Even though the price pressure from the oil companies remains tough, ResQ expects to be able to maintain the profit margins due to significant cost cutting during the last two years (~25% cost-cut last year in personnel cost).

Going forward into 2017, ResQ expects continued low activity in the North Sea and will continue to implement cost adjustments in the range of NOK 9-10 million in order to compensate for the expected activity level. On the other hand, the company is performing relatively well on the sell-side with several on-going negotiations and bookings (gaining market share in a falling market).

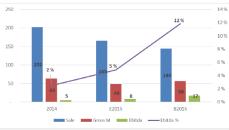




A complete provider of services and competence within safety and emergency preparedness

Significant cost cutting, maintaining a unique growth platform

ResQ - unique growth platform Growth strategy based on current offering



20m in Risk Management revenue in 2014 and 8m in 2015. Risk Management discontinued operation in 2016

# Shareholders of ResQ

Acona Invest: 100% (PSE owns ~8% of Acona Invest)

Source/Photo: ResQ



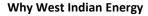


# Steeldrum Oil Company ("West Indian Energy")

### **Company history**

Steeldrum oil company is the owner of the Inniss Trinity field, South Erin and Cory Moruga field. All three assets are on-shore, oil producing fields located in the southern region of Trinidad. The Inniss Trinity field has historically produced 23 million barrels ("bbl") of oil. Texaco abandoned the field in the 1980's, leaving an estimated 10-25 million bbl of oil recoverable.

The recovery targets are in most areas shallow, 1,000-5,000 feet, and the expected paybacktime is low. West Indian Energy is the local operator with a skilled management team located in Trinidad.



Strong local management with low overhead costs

#### Source

A privately negotiated deal with a local management team in Trinidad.

### **Financials**

West Indian Energy Holding AS ("WIEH") is a Norwegian holding company 100% owned by the Pareto Staur Energy investors. PSE has invested NOK 64 million and committed USD 1 million. West Indian Energy AS owns 60% of Steeldrum oil company.

#### News

WIEH is breaking even having successfully cut costs and increased production during 2016. Year to date EBITDA (before investments) equals USD 0,5m with an average oil price of USD 33 per bbl. An increased political risk due to reduced income taxes to the Trinidadian government has put an extra pressure on the petroleum companies on Trinidad. In order to keep current licenses, the government requires the petroleum companies to show activity.

With a challenging framework, Steeldrum has during the last period evaluated several options where one has been a total pull-out selling off assets when possible, the other the recently board approved strategy:

- 1. Take advantage of the down-turn, purchase highly distressed and modern equipment in the US in order to reduce cost and improve production.
- 2. Build a joint-venture service company with a well-positioned local provider.
- 3. Fulfil the obligations, drill minimum four wells and increase production to 400-500 barrels per day.
- 4. Focus on the existing assets at hand, with ~USD 2m of additional funding from the shareholders to fund the purchase of equipment.

The business plan was approved by the board this summer. Drilling and work-over rig was recently purchased from Aztec (~20% of Aztec's cost price) with shipping scheduled in August. Drilling activity planned to kick-off fourth quarter 2016.





Challenge the need for high oil prices



Private deal source

# **Shareholders of West Indian Energy** Holding AS (fully diluted):

Pareto Staur Energy investors: 100%

Shareholder agreement: No

Source/Photo: WIEG

Please visit www.westindianenergy.com for more information





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