ODIN USA

Årskommentar 2017

Avkastning ODIN USA A - desember 2017

Avkastning siste måned og hittil i år

- Fondet leverte siste måned en avkastning på 0,0 prosent. Referanseindeksens avkastning var -0,1 prosent.
- Hittil i år er fondets avkastning 22,6 prosent. Referanseindeksens avkastning er 15,3 prosent hittil i år.

Kjøp og salg siste måned og hittil i år

- Siste måned har vi ikke gjort noen store endringer i fondet.
- Hittil i år er de største endringene kjøp av Nike, Fortive og Wells Fargo, samt salg av C.H. Robinson og W.W. Grainger.

Bidragsytere siste måned og hittil i år

- De beste bidragsyterne siste måned var Marriott og Home Depot.
- De svakeste bidragsytere siste måned var First Republic Bank og Ball.
- Hittil i år er de beste bidragsyterne SiteOne og Marriott.
- De svakeste bidragsyterne hittil i år er Signature Bank og C.H. Robinson.

* Avkastning for fondsklassene B og C fremkommer av egen tabell.

Prising av ODIN USA - desember 2017

Prising av fondet

- Fondet prises til 21,3 ganger neste 12 måneders resultater.
- Fondet gir en forventet direkteavkastning på 1,1 prosent.
- Målt mot bokført egenkapital prises fondet til 4,9 ganger.
- Selskapene i fondet har en gjennomsnittlig egenkapitalavkastning på 20,3 prosent.

Prising av det amerikanske aksjemarkedet - MCSI USA NR USD

- Markedet prises til 18,7 ganger neste 12 måneders resultater.
- Markedet gir en direkteavkastning på 1,9 prosent.
- Målt mot bokført egenkapital prises markedet til 3,3 ganger.
- Selskapene i MCSI USA har en gjennomsnittlig egenkapitalavkastning på 16,5 prosent.

Makroøkonomi

- OECDs ledende indikatorer indikerer nå at den økonomiske aktiviteten i områdene vokser noe over trend, og at veksten er i en ekspansjonsfase.

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Årskommentar ODIN USA

Avkastning

I 2017 leverte ODIN USA en avkastning på 22,6%. Referanseindeksen MSCI USA, leverte en avkastning på 15,3%.

Det amerikanske aksjemarkedet i 2017

Da vi gikk inn i 2017 hadde vi akkurat lagt bak oss to måneder med kraftig børsoppgang i USA drevet av en rotasjon inn i sykliske aksjer. Børsoppgangen fortsatte i første halvår, men oppgangen i sykliske aksjer avtok og det ble teknologi- og helseaksjer som ble de store vinnerne. Vi var også vitne til at amerikanske statsrenter falt noe tilbake etter en kraftig oppgang i 2016.

Børsoppgangen fortsatte etter sommeren. En viktig faktor som preget markedet mot slutten av året var fremskritt i den politiske prosessen rundt en skattereform som senker skatteraten for amerikanske selskaper. Selskaper som har mesteparten av inntjeningen sin i USA og derfor betaler en høy effektiv skattesats har vært blant vinnerne i andre halvår. Mange av disse selskapene finner vi i banksektoren og innen detaljhandel.

Rentenivået falt til et bunnivå i september, men har siden steget igjen og renten på 10-årig stat er nå tilbake på samme nivå som ved inngangen til året. Dollaren var på et tidspunkt ned over 10 prosent, men endte året ned x prosent mot norske kroner.

Selskapenes resultatutvikling er fortsatt god, selv om resultatsesongen for tredje kvartal ikke var like sterk som i andre kvartal. I snitt leverte selskapene i S&P 500 en resultatvekst på 8 prosent år over år. Gitt at kursutviklingen har vært betydelig høyere enn resultatveksten har markedet blitt repriset fra P/E 17 til P/E 18,5 i 2017.

Det har vært knyttet mye spenning til hvordan den amerikanske sentralbanken ville forholde seg til en økonomi som viser god vekst med lav arbeidsledighet, men hvor inflasjonen er lavere enn man skulle forvente i denne konjunkturfasen. Fasiten for 2017 ble tre rentehevinger samt at den amerikanske sentralbanken (FED) i oktober begynte å trappe ned på de kvantitative lettelsene ved å redusere sin beholdning av obligasjoner. Oppgangen i aksjemarkedet i perioden kan tolkes dithen at investorene ikke tror at FEDs innstramminger vil lede til en vesentlig nedbremsing i økonomien i nær fremtid.

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Fondets beste og dårligste bidragsytere

Da vi lanserte ODIN USA for et drøyt år siden var målet å sette sammen et fond bestående av selskaper med sterke konkurransefortrinn og gode forutsetninger for å vokse seg større over tid. En betydelig del av fondets avkastning i 2017 har kommet fra selskaper med store markedsandeler som har vist at de ikke bare evner å beskytte sin markedsposisjon, men også øke omsetningen betydelig.

S&P Global, som har en ledende posisjon i markedet for kredittvurderinger kan vise til tosifret vekst innen sin ratingvirksomhet. Selskapet har også god underliggende vekst innen salg av indeksdata og analysesystemer.

Hotellgruppen **Marriott International** ble verdens største hotellkjede da de kjøpte konkurrenten Starwood. Samtidig øker Marriott omsetningen per hotellrom, og selskapet vokser gjennom å knytte til seg nybygde hoteller og hoteller som tidligere har vært drevet av konkurrerende kjeder.

Sherwin-Williams, markeds-lederen i det amerikanske markedet for maling, annonserte to prisøkninger i 2017. God underliggende volumvekst gjennom året viser at Sherwin kan øke prisene uten at dette slår negativt på etterspørselen etter deres produkter. Sherwin-Williams har over lang tid bygget en sterk merkevare basert på høy produktkvalitet og god kundeservice ved salg gjennom egne butikker.

Markedet har premiert god resultatutvikling i disse selskapene som er blant de beste bidragsyterne til fondets avkastning i 2017.

Fondets beste bidragsyter var **SiteOne Landscape Supply**. Dette er fondets minste selskap, men det er likevel også en markedsleder i sitt marked. SiteOne selger produkter som brukes av gartnere og landskaps-entreprenører. Gjennom oppkjøp av små familieeide konkurrenter konsoliderer de dette markedet og drar nytte av stordriftsfordeler. Med en markedsandel på ti prosent er SiteOne rundt tre ganger større enn sin nærmeste konkurrent. SiteOne har gitt en avkastning på 120 prosent i år. Det er langt høyere enn resultatveksten i selskapet. SiteOne kom på børs i 2016 og ledelsen la da fram en klar plan på hvordan de skulle vokse gjennom oppkjøp og øke lønnsomheten. Gjennom 2017 har de vist at de gjennomfører i henhold til den fastsatte planen, og aksjen har blitt priset opp i takt med at markedet har fått økt tiltro til ledelsen og til selskapets strategi.

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Blant de svakeste bidragsyterne finner vi to av bankene i fondet, First Republic Bank og Signature Bank. **First Republic** leverer tosifret resultatvekst, men det som har tynget aksjen er at selskapet har indikert et vesentlig høyere kostnadsnivå i 2018. En av grunnene til høyere kostander er investeringer i fremtidig vekst, spesielt investeringer i løsninger rettet mot yngre kunder. En annen årsak er at høy konkurranse både på utlån og innskudd legger press på rentemarginene. First Republic har vært forsiktige med å skape forventninger om at høyere renter automatisk vil gi høyere rentemargin, så dette burde ikke komme som noen stor overraskelse. Ser man på den historiske utviklingen til First Republic ser man at rentemarginen har vært usedvanlig stabil. Verdiskapingen har kommet fra høy utlånsvekst, finansiert med innskudd, og minimale tap på utlån over tid.

Signature Bank har også signalisert at økt konkurranse på innskudd legger press på rentemarginene. Banken opplever også lavere aktivitet i eiendomsmarkedet i New York, noe som påvirker utlånsveksten negativt. Signature Bank har skrevet ned verdien av lån til eiere av taxiløyver i New York og Chicago, og leverer derfor lavere resultater i 2017 enn i 2016. Vi er investert i disse to bankene fordi de har differensierte forretningsmodeller som historisk har generert høyere utlån- og innskuddsvekst enn de store bankene, med betydelig lavere utlånstap over tid.

Henry Schein har også hatt svak kursutvikling i 2017. Selskapet som distribuerer utstyr til tannleger, dyrleger og allmennleger har blitt priset ned som følge av frykt for at Amazon vil satse i dette markedet. Så langt ser vi ikke noe spor av dette i tallene til Henry Schein.

Underliggende vekst er på 4-5% og marginene holder seg bra. Spesielt innen distribusjon til tannleger er markedet veldig konsolidert og Henry Schein er overlegen hva gjelder produktutvalg, produktkompetanse og nærhet til kunden. Vi skal likevel ta trusselen fra Amazon på alvor, da de har vist seg villige til å selge til betydelig lavere margin enn konkurrenter over flere år for å bygge skala.

Årskommentar ODIN USA

Endringer i fondet

I løpet av året har vi tatt inn tre nye selskaper i fondet - Nike, Fortive og Wells Fargo. **Nike** er global markedsleder innen joggesko og sportsklær. Trenden mot en mer aktiv livsstil og et økt innslag av sportsklær og joggesko i motebildet har vært, og fortsetter å være en viktig driver for økt etterspørsel for Nike sine produkter. Nike er også en ettertraktet merkevare hos den voksende middelklassen i fremvoksende markeder, spesielt i Kina. Nike sin styrke ligger i selskapets evne til innovasjon og produktutvikling, støttet av markedets største markedsføringsbudsjett. Direktesalg gjennom Nike sin nettbutikk vil være en viktig driver både for salgsveksten og marginutviklingen fremover.

Fortive er et industriselskap med ledende posisjoner i en rekke nisjemarkeder. Selskapet består av 17 mer eller mindre uavhengige virksomheter som er spesialister i hver sin nisje. «Fortive Business Systems» er felles for alle Fortives virksomheter. Dette er en systematisk tilnærming til ledelsesutvikling, kontinuerlige operasjonelle forbedringer og vekst.

Et viktig element i Fortives strategi er allokering av den frie kontantstrømmen til oppkjøp. Hovedfokus er på strategiske oppkjøp av virksomheter som er komplementære til de virksomhetene Fortive eier i dag. Målet er å utvide det adresserbare markedet til eksisterende virksomheter, øke produktutvalget og skape synergier på produksjon og distribusjon.

Wells Fargo er USAs tredje største bank med rundt 10% av alle bankinnskudd i USA. Wells Fargo skiller seg fra de to andre bankene i fondet ved at den er mye større og har en mer diversifisert kundebase og utlånsportefølje. Som følge av lavere vekst kan banken sette av en større del av resultatet til utbytte. Den store fordelen til Wells Fargo er at den gjennom sitt store filialnettverk trekker til seg billige bankinnskudd, altså innskuddskonti som betaler lave renter til kunden. 29 prosent av Wells Fargos bankinnskudd er ikke-rentebærende, dvs. de er gratis finansiering for banken. Gitt Wells Fargos tilgang til billige innskudd vil en renteoppgang lede til høyere rentemargin da differansen mellom rentene Wells Fargo får på sine utlån og det de betaler på sine innskudd vil øke. Vi mener at dette ikke i tilstrekkelig grad er priset inn i dagens aksjekurs.

Årskommentar ODIN USA

To selskaper har blitt solgt ut av fondet - W.W. Grainger og C.H. Robinson. **W.W. Grainger** er en distributør av vedlikeholdsutstyr, verktøy og lignende til industrien, detaljhandel og statlige virksomheter. Selskapets styrke ligger i produktutvalg, et høyt antall utsalgssteder og teknisk kompetanse på de produktene de selger. Med økt konkurranse fra online-distributører viser det seg at Grainger, på tross av disse fordelene, må senke prisene for å forbli konkurransedyktig. Vi solgte oss ut av selskapet da vi ser en økt risiko for at selskapet vil ha fallende lønnsomhet over lengre tid mens de justerer prisene ned.

C.H. Robinson matcher selskaper som vil frakte varer med tilbydere av transporttjenester. Selskapet er som en megler som selv ikke eier noen fysiske transportmidler, men bare tar en andel av fraktkostnaden for den tjenesten de tilbyr. Historisk har marginen selskapet har tatt ut vært høy og selskapet har klart seg veldig bra gjennom nedturer. En analyse av andre selskaper i bransjen har gitt oss indikasjoner på at denne bransjen trolig står foran store endringer. Rene databaserte løsninger kan etter hvert ta over for den jobben meglere gjør i dag. C.H. Robinson har gode datasystemer, så de vil nok ikke bli konkurrert helt ut av bransjen, men vi ser det som sannsynlig at marginene vil presses ned over tid.

Vi leter hele tiden etter nye kandidater til fondet. Vi har over tid opparbeidet en observasjonsliste med selskaper som vi vurderer som kvalitetsselskaper, men hvor vi ikke synes dagens prising gir tilstrekkelig oppside. I en korreksjon i markedet vil det forhåpentligvis by seg gode kjøpsmuligheter i noen av.

Årskommentar ODIN USA

Utsikter

Når vi nå går inn i 2018 er det i en verden hvor det er god vekst i store deler av verdensøkonomien. Inflasjonen er lav og vi får fortsatt stimulanser fra sentralbankene, selv om det begynner å strammes noe inn på de kvantitative lettelsene i USA og Europa. Selv om vi vet at økonomiske oppturer til slutt vil snu til nedtur er det få piler som peker i retning av at et vendepunkt er nært forestående.

Samtidig ser vi at en lang periode med lave renter har drevet opp prisingen av mange aktivaklasser, inkludert aksjer. Høyere prising setter enda høyere krav til god resultatvekst i selskapene for at aksjeinvesteringer skal gi god avkastning fremover. Vi er komfortable med at den porteføljen av selskaper vi sitter med i dag er i stand til å levere god resultatvekst. Samtidig vet vi at aksjekurser svinger mer enn de underliggende resultatene i selskapene. 2017 har vært et år med usedvanlig god avkastning, og det er ikke gitt at vi får like godt betalt for god resultatutvikling i selskapene i 2018.

Vi tror mange av de samme temaene som preget 2017 også vil prege 2018. Ferdigstillelse av skattereformen blir viktig. Hvis den blir implementert i 2018 vil det gi et betydelig bidrag til resultatveksten i amerikanske selskaper. Rentebeslutninger vil også kunne ha konsekvenser for aksjemarkedet, spesielt hvis de avviker betydelig fra dagens plan om gradvise rentehevinger i 2018 fra den amerikanske sentralbanken.

Vi er forsiktige med å prøve å spå hvordan fondet vil oppføre seg under ulike makroøkonomiske scenarioer. Tanken bak sammensetningen av fondet er at det er en balanse mellom konjunktursensitive selskaper og selskaper som er mindre avhengig av konjunkturutviklingen. Den største risikoen for fondet vil alltid være at store endringer i et marked eller en industri gjør at konkurransevilkårene endrer seg betydelig for en eller flere av selskapene i fondet.

Vi fokuserer derfor mest på selskapenes langsiktige konkurransefortrinn og deres forutsetninger for å forsvare sin markedsposisjon over tid. Det er det som er avgjørende for fremtidig verdiskaping i selskapene, som igjen vil gi god avkastning for aksjonærene over tid.

Nøkkeltall og nyheter fra porteføljen

- presentert på engelsk

Return since inception % (NOK) - ODIN USA A

Historical Return % (NOK)*

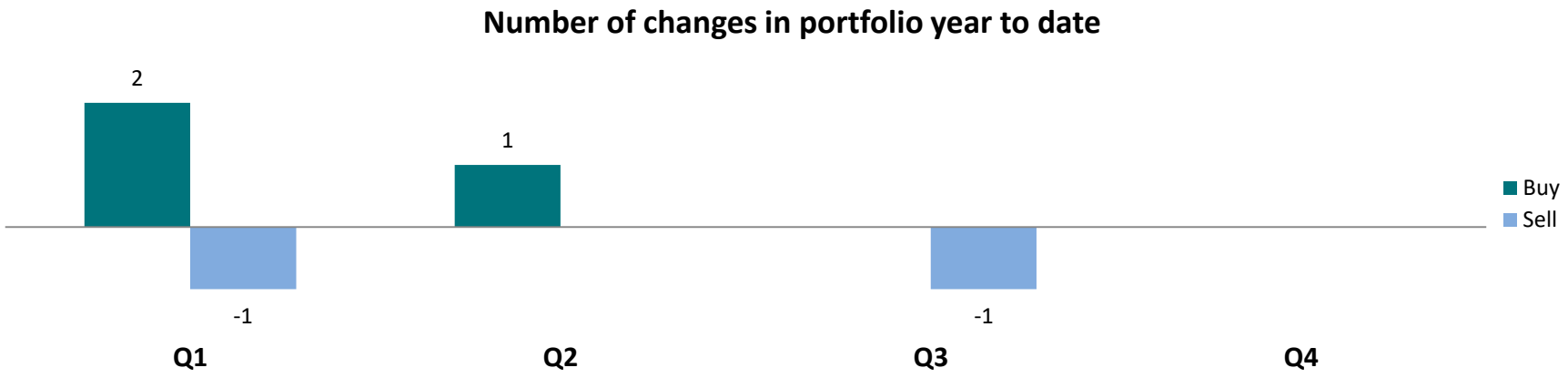
	Last Month	YTD	1 Y	3 Y	5 Y	10 Y	Since inception
ODIN USA A	-0,04	22,65	21,45				26,87
Benchmark	-0,09	15,27	13,98				22,24
Excess Return	0,06	7,38	7,47				4,63

* Returns for periods exceeding 12 months are annualized

** Returns for Fund Classes B and C are shown in a separate table. Returns prior to the share class inception date are based on calculations from the fund's oldest share class, taking into account the management fee in each share class.

ODIN USA

Significant portfolio changes year to date



	Q1		Q2		Q3		Q4	
	+	-	+	-	+	-	+	-
In or out	Nike Fortive	WW Grainger	Wells Fargo			C.H. Robinson		
Up or down								

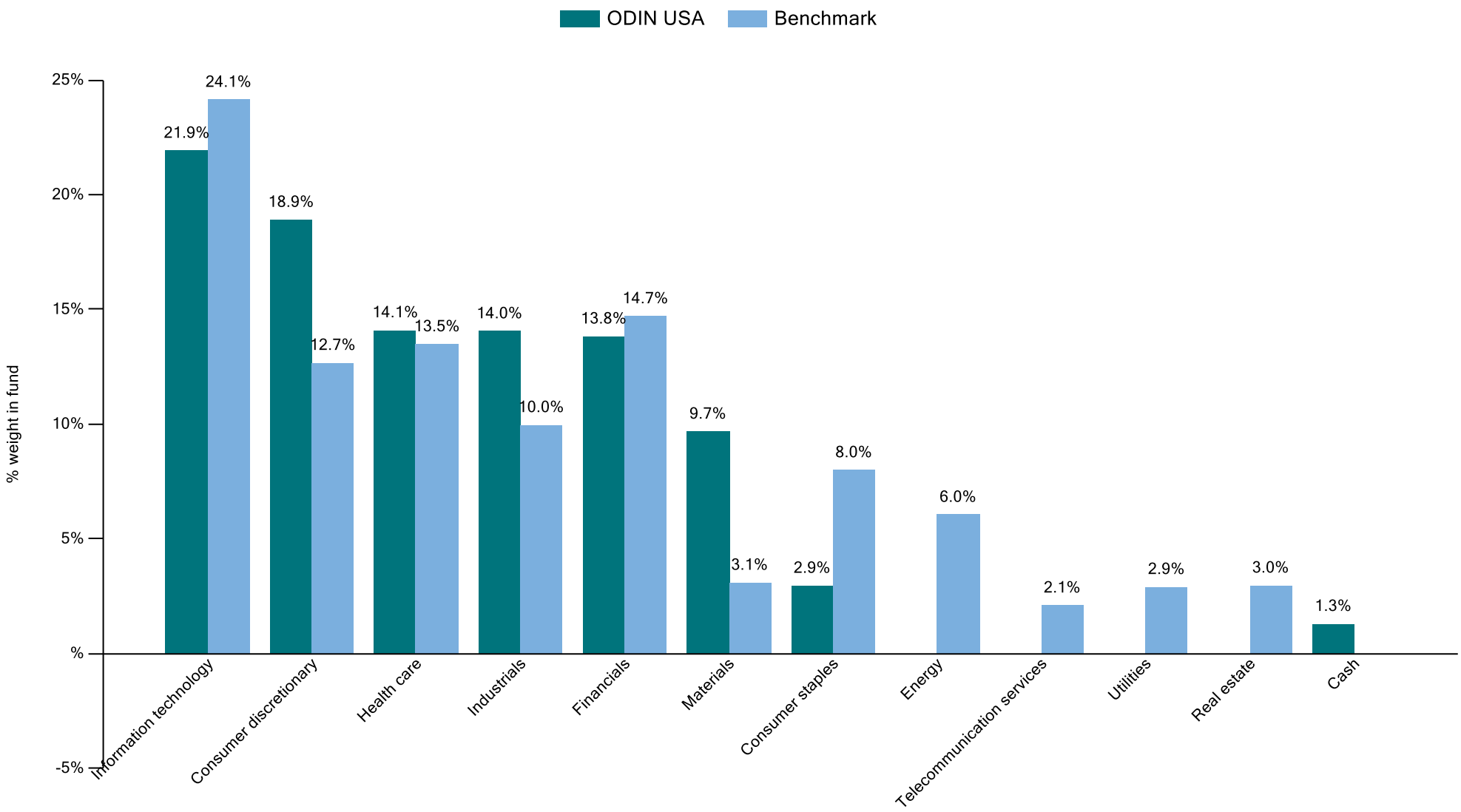
Pricing of the fund

Company	Weight	Country	Industry	P/E (LTM)*	P/E (NTM)*	DivYield (LTM)	DivYield (NTM)	P/B	ROE
Alphabet Inc. Class C	4,3%	United States	Internet Software & Services	32,4	25,4	0,0	0,0	4,5	13,9
Thermo Fisher Scientific Inc.	4,2%	United States	Life Sciences Tools & Services	20,3	18,0	0,3	0,3	2,9	14,5
Marriott International, Inc.	4,1%	United States	Hotels Restaurants & Leisure	32,1	27,9	1,0	1,0	13,3	41,5
Visa Inc. Class A	4,1%	United States	IT Services	31,9	27,0	0,6	0,7	8,2	25,6
Home Depot, Inc.	4,0%	United States	Specialty Retail	25,9	23,1	1,8	2,1	134,8	520,4
Sherwin-Williams Company	4,0%	United States	Chemicals	27,4	22,3	0,8	0,8	13,1	47,9
Accenture Plc Class A	3,9%	United States	IT Services	25,3	22,4	1,6	1,8	10,7	42,3
S&P Global, Inc.	3,9%	United States	Capital Markets	25,5	23,3	1,0	1,1	44,3	173,7
NIKE, Inc. Class B	3,9%	United States	Textiles Apparel & Luxury Goods	26,0	25,1	1,2	1,3	8,6	33,2
Priceline Group Inc	3,7%	United States	Internet & Direct Marketing Retail	23,4	20,9	0,0	0,0	6,5	27,7
Topp 10	40,1%			26,5	23,2	0,8	0,9	8,0	30,2
ODIN USA				24,1	21,3	1,0	1,1	4,9	20,3

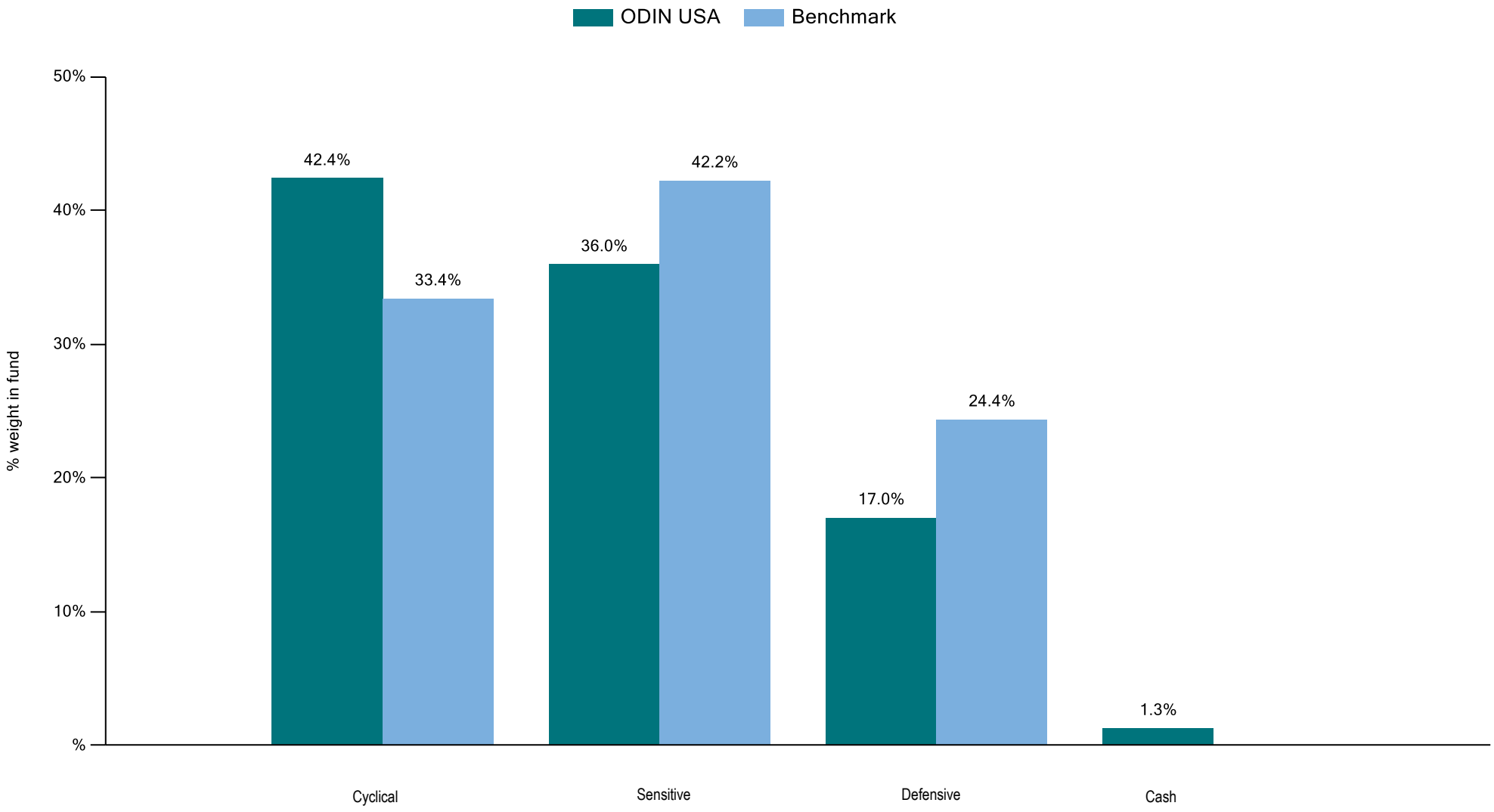
* NTM = Next 12 months
LTM = Last 12 months
Adjusted earnings and fully diltuted number of shares

ODIN

Sector allocation - GICS Sectors



Sector allocation - Morningstar Super Sectors



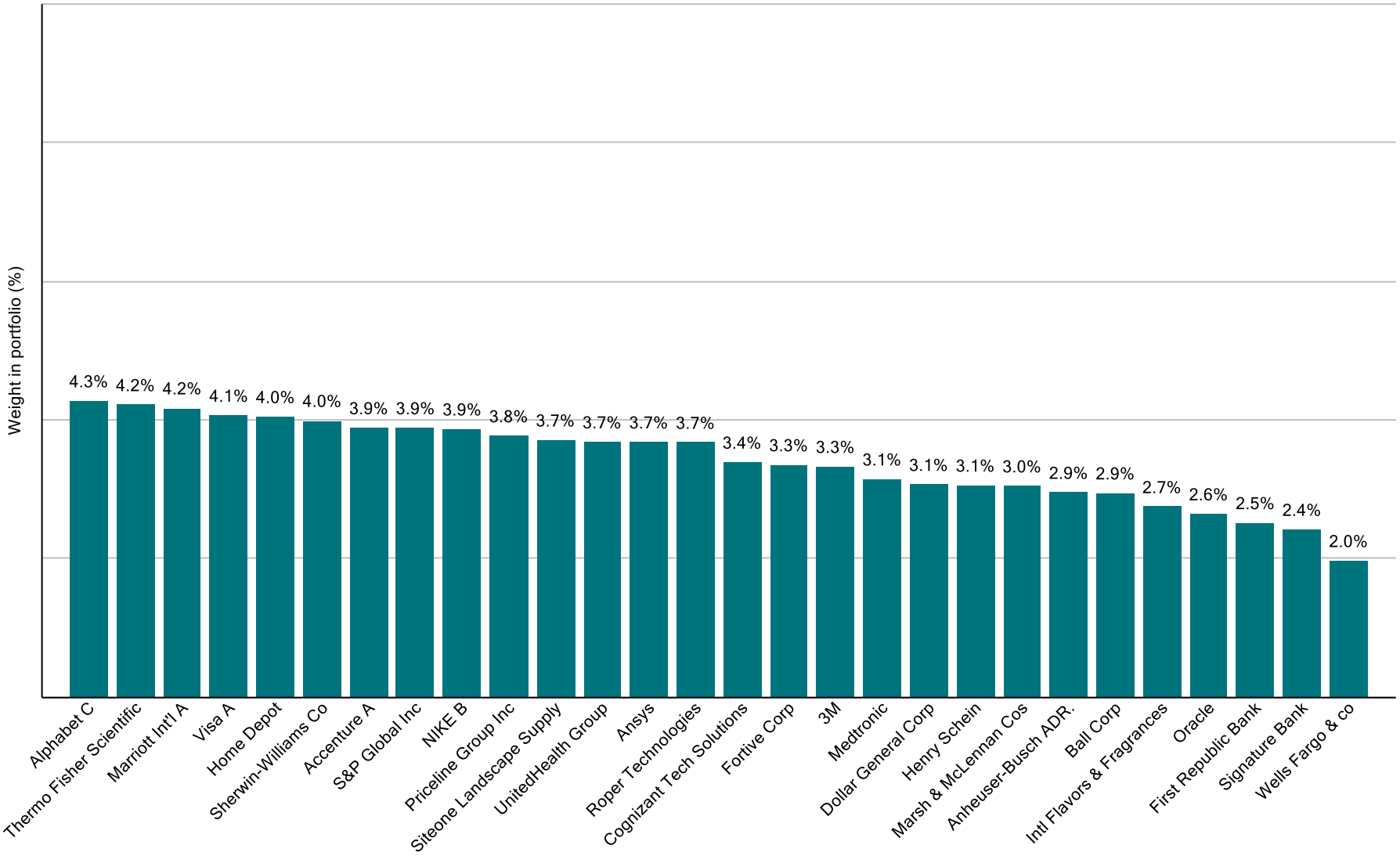
GICS sectors included in Morningstar Super Sectors:

Cyclical: Materials, Consumer Discretionary, Financials, Real Estate

Sensitive: Telecommunication Services, Energy, Industrials, Information Technology

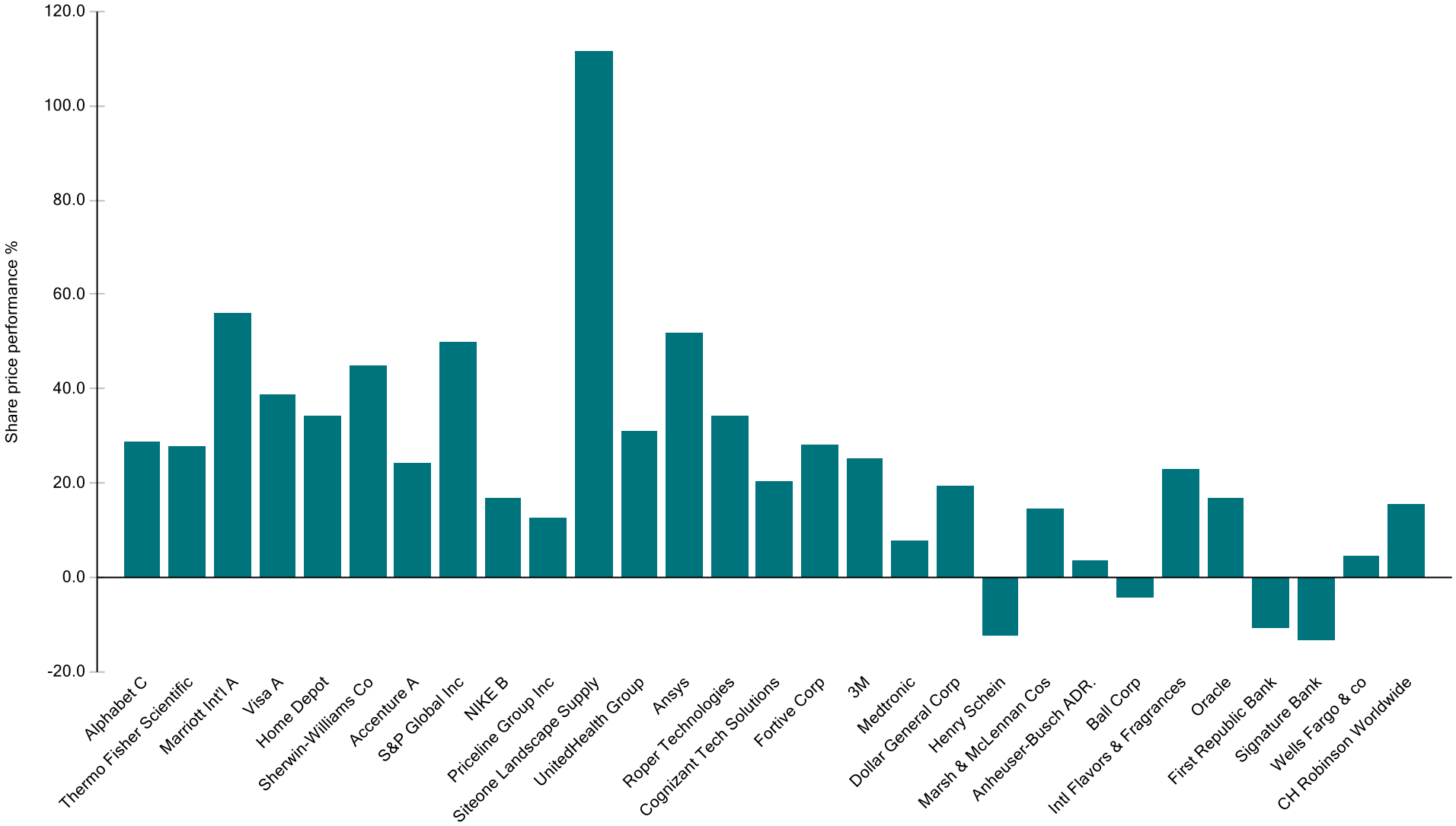
Defensive: Consumer Staples, Health Care, Utilities

Current holdings



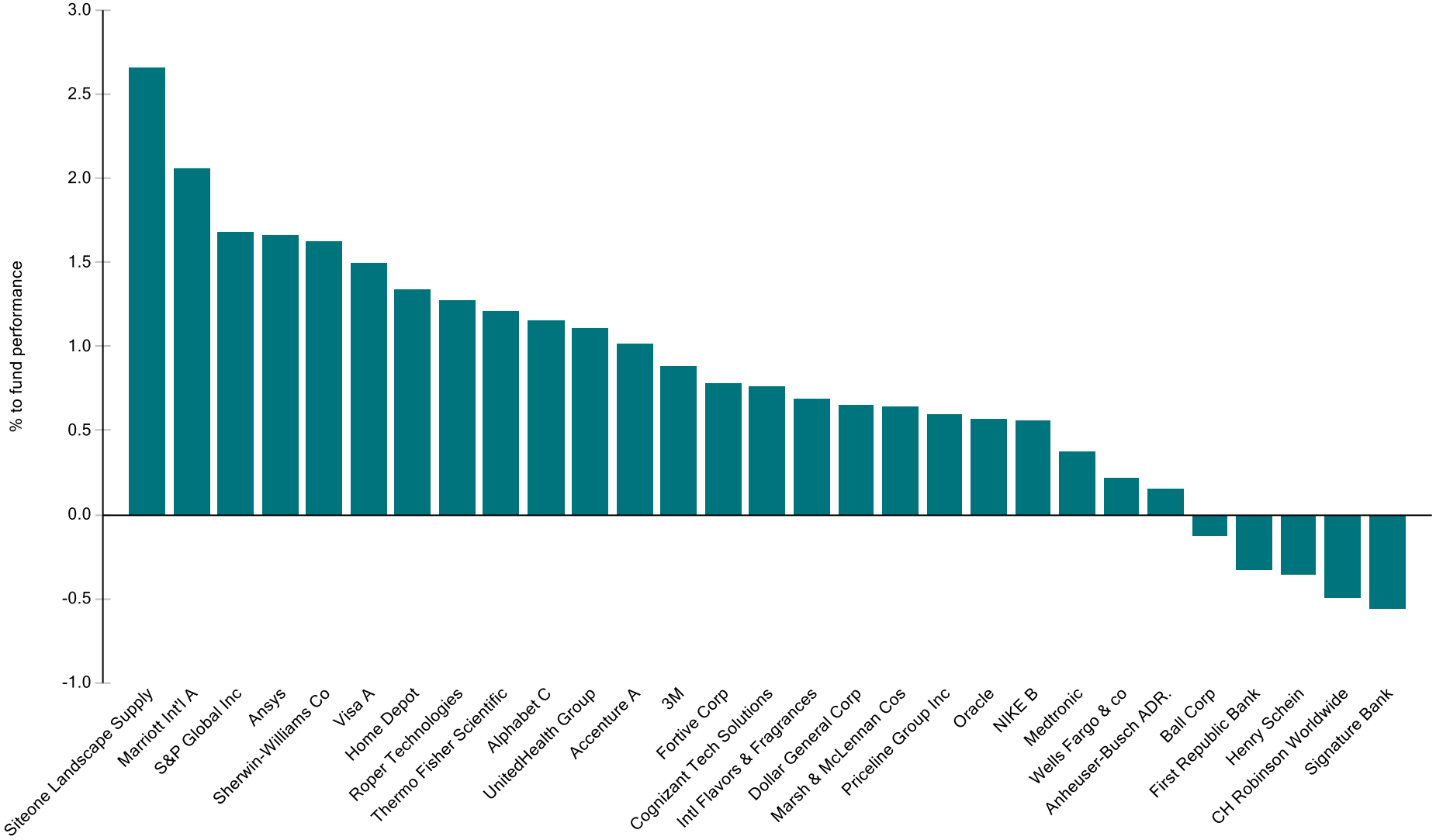
Share price performance*, year to date (NOK)

(Sorted by weight in portfolio)



*) Share price performance for equities included in the benchmark. Equities not included in the benchmark are calculated from portfolio figures.

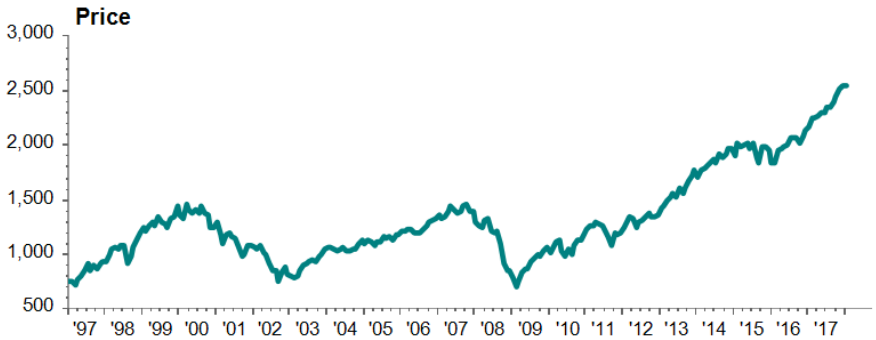
Contribution, year to date (NOK)

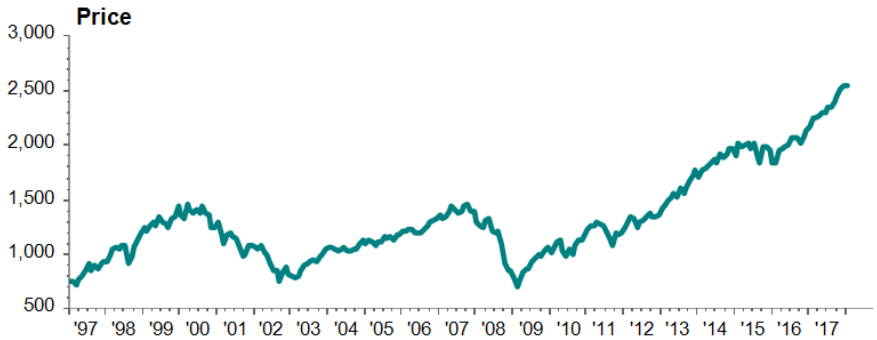


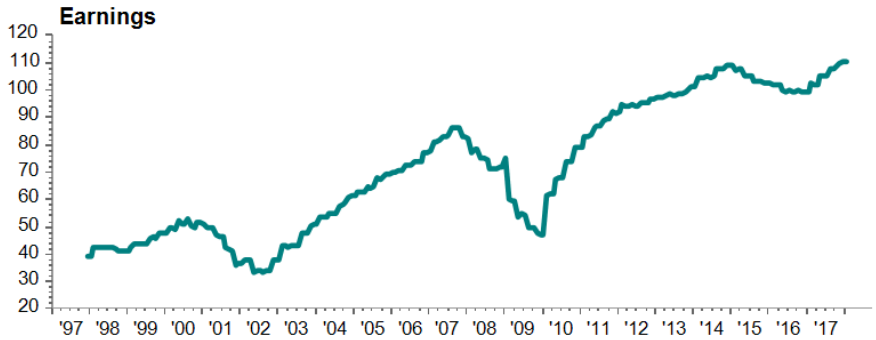
ODIN

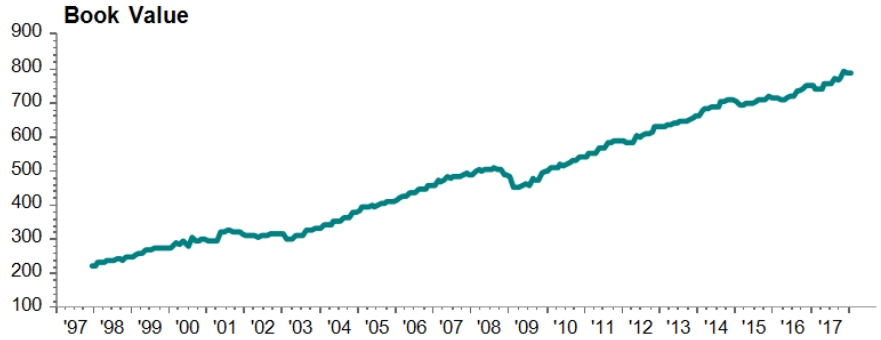
Macro and Market

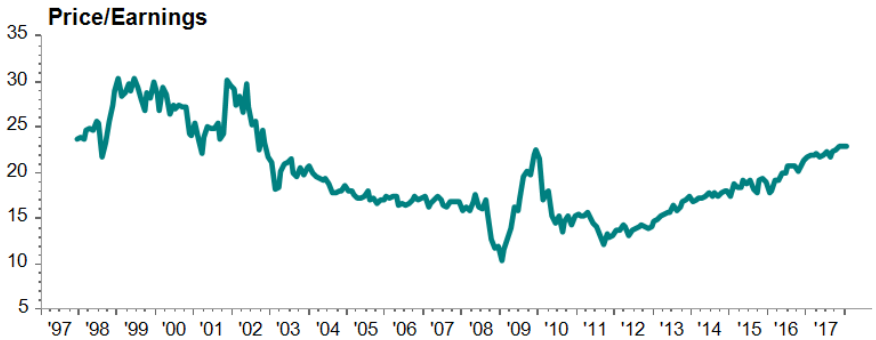
Pricing - US Equities (MSCI USA)

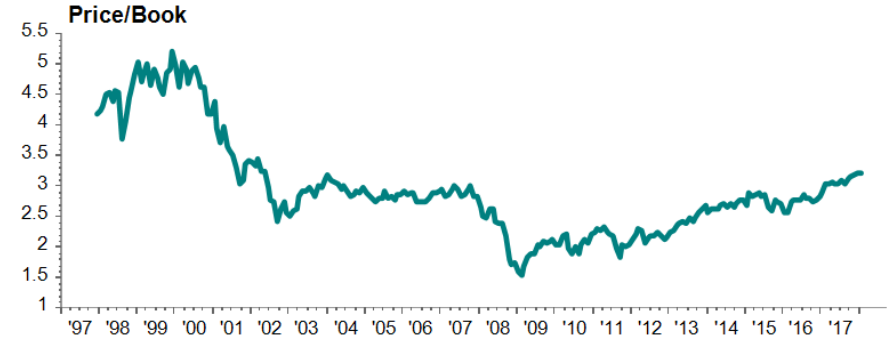












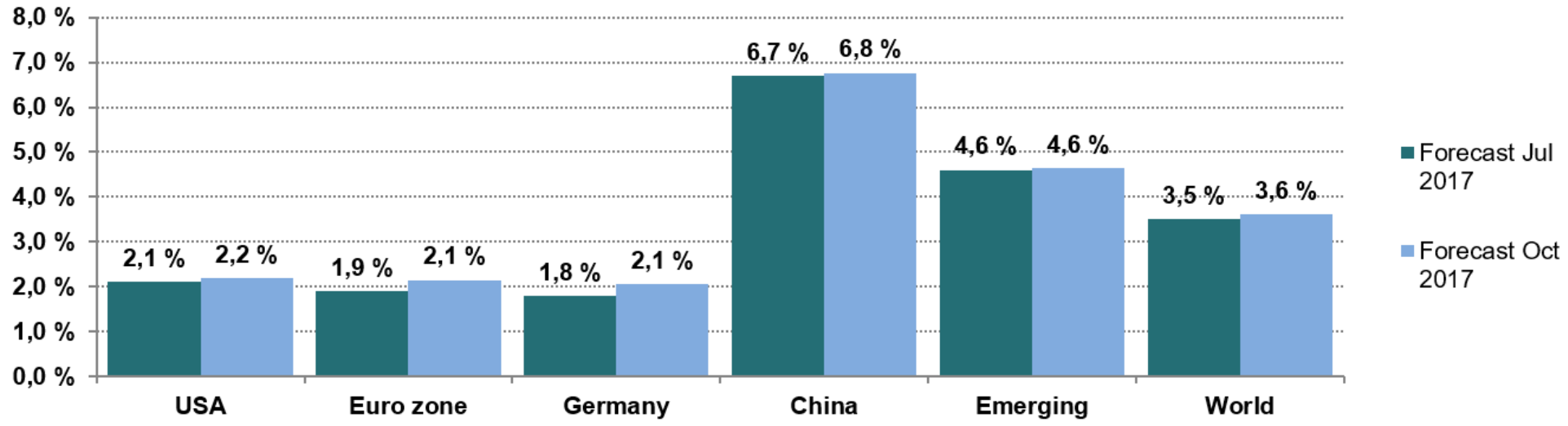
Price = Market value (USD) of companies in the MSCI USA
Earnings = Earnings of the companies in the MSCI USA
Book Value = Book value of equity in companies in the MSCI USA

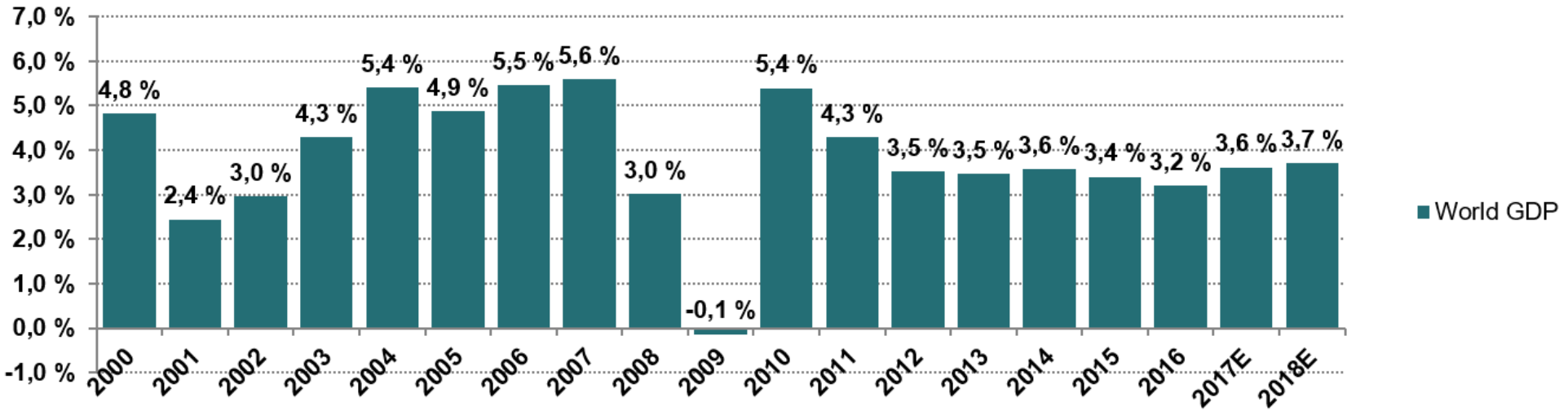
ODIN

OECD Leading indicator

Level above 100 indicates expanding activity in OECD area

The International Monetary Fund (IMF) Economic growth forecast





Historical Return - All fund classes (NOK)

	Last Month	YTD	1 Y	3 Y	5 Y	10 Y	Since inception
ODIN USA A	-0,04	22,65	21,45	0,00	0,00	0,00	26,87
ODIN USA B	-0,05	22,34	21,15	0,00	0,00	0,00	26,56
ODIN USA C	-0,14	21,23	20,03	0,00	0,00	0,00	25,39
Benchmark	-0,09	15,27	13,98	0,00	0,00	0,00	22,24

* Returns for periods exceeding 12 months are annualized

ODIN USA - 29/12/2017

Security (Company)	Currency	Market	Number of shares	Market price	Cost price	Market value	Unrealised gain (loss)	% of assets under management
				Local currency	NOK 1000	NOK 1000	NOK 1000	
Dollar General Corp	USD	New York	35 578	93,52	22 091	27 238	5 147	3,1
Home Depot	USD	New York	23 067	190,29	27 468	35 933	8 464	4,0
Marriott Int'l A	USD	Nasdaq Ngs	32 988	137,19	23 616	37 048	13 433	4,2
NIKE B	USD	New York	66 481	63,11	30 246	34 347	4 100	3,9
Priceline Group Inc	USD	Nasdaq Ngs	2 324	1 759,35	31 717	33 472	1 754	3,8
Total Consumer Discretionary					**135 138**	**168 037**	**32 898**	**18,9**
Anheuser-Busch ADR.	USD	New York	28 577	111,57	26 317	26 101	-216	2,9
Total Consumer Staples					**26 317**	**26 101**	**-216**	**2,9**
First Republic Bank	USD	New York	31 579	86,41	23 623	22 338	-1 285	2,5
Marsh & McLennan Cos	USD	New York	40 266	82,06	24 003	27 049	3 047	3,0
S&P Global Inc	USD	New York	24 768	170,15	27 373	34 499	7 126	3,9
Signature Bank	USD	Nasdaq Ngs	19 125	137,18	22 631	21 477	-1 154	2,4
Wells Fargo & co	USD	New York	34 975	61,05	15 716	17 480	1 763	2,0
Total Financials					**113 347**	**122 844**	**9 497**	**13,8**
Henry Schein	USD	Nasdaq Ngs	46 984	70,58	30 161	27 145	-3 017	3,1
Medtronic	USD	New York	41 993	81,26	27 586	27 935	348	3,1
Thermo Fisher Scientific	USD	New York	23 991	190,75	32 156	37 463	5 307	4,2
UnitedHealth Group	USD	New York	17 967	222,29	25 279	32 695	7 417	3,7
Total Health Care					**115 182**	**125 237**	**10 056**	**14,1**
3M	USD	New York	15 297	235,94	24 147	29 546	5 399	3,3
Fortive Corp	USD	New York	50 065	72,61	25 551	29 759	4 208	3,3
Roper Technologies	USD	New York	15 284	260,80	26 191	32 631	6 440	3,7
Siteone Landscape Supply	USD	New York	52 361	76,83	17 789	32 933	15 144	3,7
Total Industrials					**93 677**	**124 869**	**31 191**	**14,1**
Accenture A	USD	New York	27 425	153,68	28 635	34 503	5 867	3,9
Alphabet C	USD	Nasdaq Ngs	4 421	1 048,68	31 606	37 953	6 347	4,3
Ansys	USD	Nasdaq Ngs	26 894	148,44	23 835	32 681	8 846	3,7
Cognizant Tech Solutions	USD	Nasdaq Ngs	51 569	71,28	25 836	30 092	4 255	3,4
Oracle	USD	New York	60 095	47,71	21 481	23 471	1 990	2,6
Visa A	USD	New York	38 527	114,47	29 074	36 103	7 029	4,1
Total Information Technology					**160 468**	**194 803**	**34 334**	**21,9**
Ball Corp	USD	New York	84 279	37,90	26 968	26 148	-819	2,9
Intl Flavors & Fragrances	USD	New York	19 396	153,61	21 188	24 390	3 202	2,7
Sherwin-Williams Co	USD	New York	10 534	410,92	26 402	35 435	9 034	4,0
Total Materials					**74 558**	**85 974**	**11 416**	**9,7**
Total portfolio					**718 687**	**847 864**	**129 177**	**95,4**

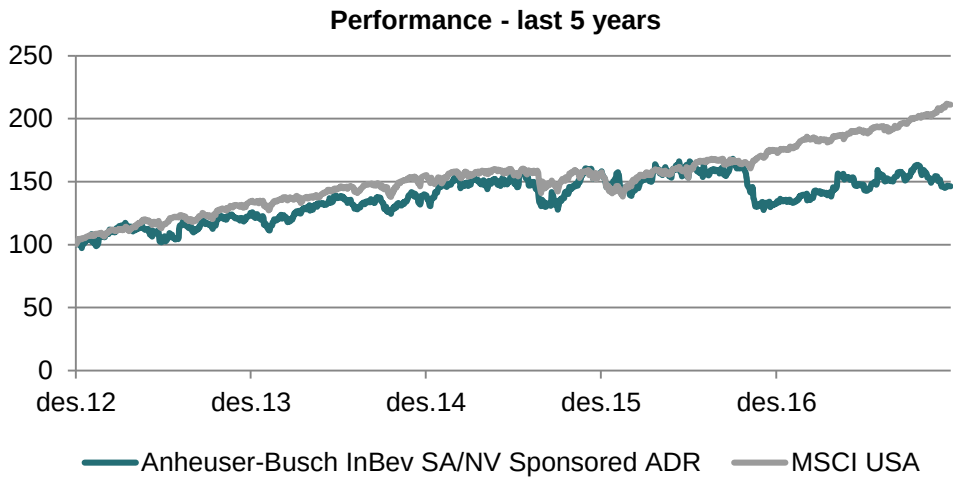
ODIN

Investments

AB-InBev

Company description:

ABI is the world`s largest brewery as a result of several acquisitions over the years among the most important were Anheuser-Busch in 2008, Grupo Modelo in 2013 and SABMiller in 2016. ABI has the highest operating margins and the strongest market positions among global brewers. Global brands are Budweiser, Corona, Stella and Beck`s.



Why invested?

A company with a strong corporate culture, a proven management team and very strong market positions. The acquisition of SABMiller is another game changer for ABI. The company has an excellent track record of integrating assets. We believe synergy-expectations are too low and growth opportunities higher than expected. We believe in high-single digit earnings growth over the coming years combined with a dividend yield of 3%. We view the company as a reliable compounder.

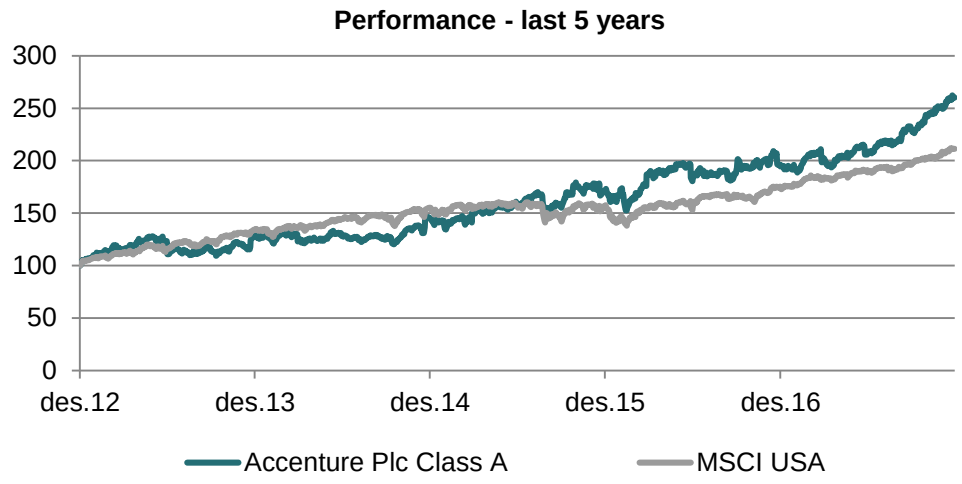
Anheuser-Busch InBev SA/NV Sponsored ADR							Consumer Staples /Beverages
Market Value (mill.)	189,356	Price	111.56			Price currency	USD
Net debt (mill.)	108,803					Reporting currency	USD
Enterprise Value (mill.)	298,159					FX rate (NOK)	8.18
Year end (December)	**2012**	**2013**	**2015**	**2015**	**2016**	**2017E**	**2018E**
Sales (mill.)	40,048	43,224	43,369	43,369	45,385	56,807	58,166
EBIT (Operating Income - mill.)	12,154	13,092	12,664	12,664	12,885	17,727	19,568
Net Income (reported - mill.)	7,296	14,404	8,228	8,228	1,190	7,511	9,723
Equity	41,154	50,365	42,137	42,137	71,733	73,283	74,570
Return on Equity (%)	17.7 %	28.6 %	19.5 %	19.5 %	1.7 %	10.2 %	13.0 %
EPS	4.5	8.9	5.0	5.0	0.7	4.3	5.1
Book value per share	25.7	31.4	26.2	26.2	37.1	36.2	37.4
DPS	1.8	2.3	3.2	3.2	3.1	4.0	4.1
Price/Earnings	19.5	12.0	24.9	24.9	146.9	26.2	21.8
Price/Book Value	3.4	3.4	4.8	4.8	2.8	3.1	3.0
EV/EBIT	14.6	16.8	19.8	19.8	23.5	16.8	15.2
Dividend Yield (%)	2.1 %	2.2 %	2.6 %	2.6 %	2.9 %	3.6 %	3.7 %

ODIN

Accenture

Company description:

Accenture operates at the intersection of business strategy and technology. Accenture operates two divisions; Consulting and Outsourcing. The latter part of the business runs operations on behalf of the client. A diversified business model across industries and geographies. A scalable model which has worked well both in strong and weak markets. 92 of the top 100 clients have been with the company for more than 10 years.



Why invested?

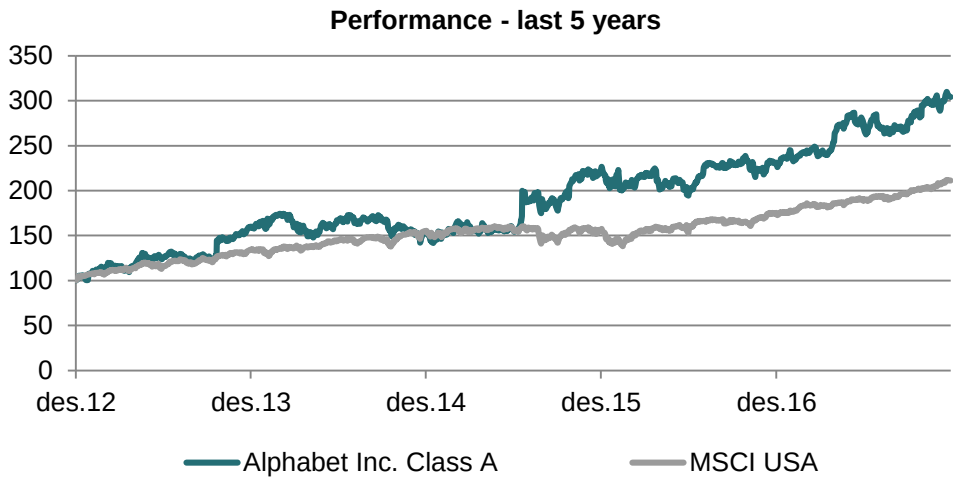
Change is good for Accenture. Increased complexity and rapid change in the IT-landscape creates opportunities for Accenture. An asset-light model which generates strong free cash flow. Net cash of the company stands at 4% of market cap. Free cash flow exceeding earnings over the past years is an indication of high earnings quality. The main risks are competition and ability to keep people in the business.

Accenture Plc Class A							Information Technology /IT Services
Market Value (mill.)	98,368	Price	153.09			Price currency	USD
Net debt (mill.)	-3,657					Reporting currency	USD
Enterprise Value (mill.)	94,711					FX rate (NOK)	8.18
Year end (August)	**2013**	**2014**	**2016**	**2016**	**2017**	**2018E**	**2019E**
Sales (mill.)	30,394	31,875	34,798	34,798	36,765	38,312	40,891
EBIT (Operating Income - mill.)	4,117	4,384	4,787	4,787	5,261	5,727	6,204
Net Income (reported - mill.)	3,282	2,941	4,112	4,112	3,445	4,348	4,637
Equity	4,960	5,732	7,555	7,555	8,949	10,250	11,534
Return on Equity (%)	66.2 %	51.3 %	54.4 %	54.4 %	38.5 %	42.4 %	40.2 %
EPS	4.9	4.5	6.5	6.5	5.4	6.7	7.2
Book value per share	7.8	9.1	12.2	12.2	14.5	15.7	18.1
DPS	1.6	1.9	2.2	2.2	2.4	2.7	2.9
Price/Earnings	14.7	17.9	17.8	17.8	24.0	23.0	21.2
Price/Book Value	9.3	8.9	9.4	9.4	9.0	9.8	8.5
EV/EBIT	11.3	11.8	15.2	15.2	15.8	16.5	15.3
Dividend Yield (%)	2.2 %	2.3 %	1.9 %	1.9 %	1.9 %	1.7 %	1.9 %

Alphabet

Company description:

Alphabet is the holding company of Google. Global technology company focused on search, online advertising, operating systems and hardware products. Google generates revenue by delivering online advertising and the sale of apps and other content on Google Play.



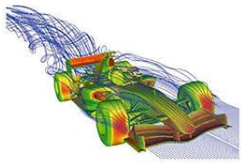
Why invested?

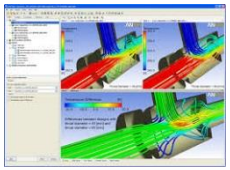
Google has the leading search and online advertising technology. Google also has a strong “eco-system” built around Android and Google Play, and world-class assets like YouTube. Google is very well positioned for growth in digital advertising spend. People spend more and more time on mobile devices and advertisers will follow. We like Google’s focus on the user experience and it’s long-term strategic thinking, and we believe the company attracts world-class talent.

Alphabet Inc. Class C						Information Technology /Internet Software & Services	
Market Value (mill.)	729,222	Price	1046.40			Price currency	USD
Net debt (mill.)	-96,179					Reporting currency	USD
Enterprise Value (mill.)	633,043					FX rate (NOK)	8.18
Year end (December)	**2012**	**2013**	**2015**	**2015**	**2016**	**2017E**	**2018E**
Sales (mill.)	49,958	59,730	73,590	73,590	89,733	88,758	105,122
EBIT (Operating Income - mill.)	13,119	13,994	17,961	17,961	23,177	26,930	34,995
Net Income (reported - mill.)	10,788	12,214	15,826	15,826	19,478	22,810	29,285
Equity	71,715	87,309	120,331	120,331	139,036	164,867	200,162
Return on Equity (%)	15.0 %	14.0 %	13.2 %	13.2 %	14.0 %	13.8 %	14.6 %
EPS	16.2	18.0	22.8	22.8	27.9	32.3	41.2
Book value per share	108.8	130.1	175.1	175.1	201.1	232.0	277.4
DPS	-	-	-	-	-	-	-
Price/Earnings	21.9	31.2	34.1	33.2	27.7	32.4	25.4
Price/Book Value	3.3	4.3	4.4	4.3	3.8	4.5	3.8
EV/EBIT	-	-	25.5	25.5	19.7	23.5	18.1
Dividend Yield (%)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

ODIN

AB-InBev





Company description:

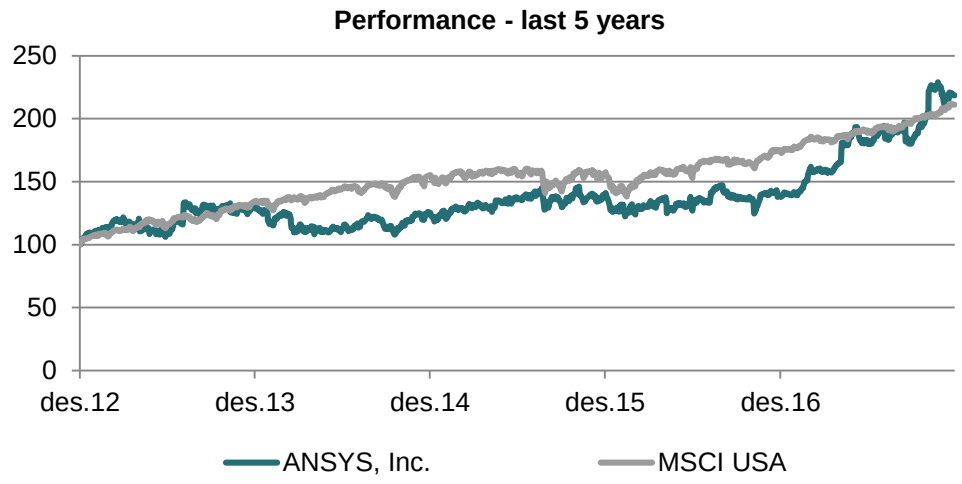
ANSYS is a developer of engineering simulation software. The company has a 40% global market share of simulation software used to test products in a number of industries, from bridges to auto components. Computer simulation increases reliability, decreases development time and in many cases removes need for physical models.

Why invested?

ANSYS is the clear market leader in a market with high barriers to entry. Trough internal development and acquisitions, Ansys has built the most complete offering in the industry (covering mechanical, air/fluid flow and electrical).

As products across a range of industry become more advanced the need for simulation increases. One important growth driver for the ANSYS is the increasing ease of use of its software, making it useable also for design engineers, significantly expanding the addressable market.

Recent investments in sales force should start bearing fruit. ANSYS operates a very cash generative business model and has net cash on its balance sheet.



ANSYS, Inc.							Information Technology /Software
Market Value (mill.)	12,524	Price	147.59			Price currency	USD
Net debt (mill.)	-927					Reporting currency	USD
Enterprise Value (mill.)	11,598					FX rate (NOK)	8.18
Year end (December)	**2012**	**2013**	**2015**	**2015**	**2016**	**2017E**	**2018E**
Sales (mill.)	798	861	943	943	988	1,084	1,174
EBIT (Operating Income - mill.)	295	322	354	354	380	510	542
Net Income (reported - mill.)	203	245	253	253	266	279	304
Equity	1,940	2,136	2,194	2,194	2,208	2,249	2,270
Return on Equity (%)	10.5 %	11.5 %	11.5 %	11.5 %	12.0 %	12.4 %	13.4 %
EPS	2.1	2.6	2.8	2.8	3.0	4.0	4.2
Book value per share	20.9	23.1	24.9	24.9	25.8	27.3	30.0
DPS	-	-	-	-	-	-	-
Price/Earnings	31.5	33.8	33.5	33.5	30.9	37.2	35.0
Price/Book Value	3.2	3.8	3.7	3.7	3.6	5.4	4.9
EV/EBIT	19.9	23.4	21.7	21.7	19.5	22.7	21.4
Dividend Yield (%)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

ODIN

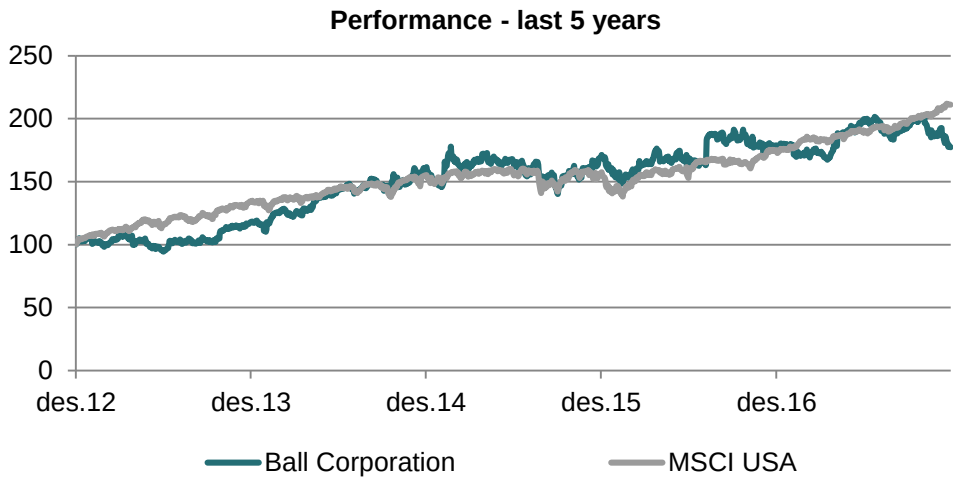
Ball

Company description:

Ball is the largest provider of metal packaging for beverages, foods and household products in the world. Manufacture over 50 billion recyclable aluminium and steel cans a year. Part of the company, Ball Aerospace and Technology, manufactures instruments and sensors.

Why invested?

A financially strong franchise with strong returns on capital. Fundamental driver for the investment case is soft drink and beer per capita consumption. True owners with well-aligned management who owns 11% of the company. We expect the impressive track record to continue in the coming years with strong top line and stable margins. In February 2015 Ball announced the acquisition of the 2nd largest player in the industry, Rexam. The top 3 players control 60% of the total worldwide market. Historically Ball has managed to pass on metal prices to its customers.



Ball Corporation							Materials /Containers & Packaging
Market Value (mill.)	13,250	Price	37.85			Price currency	USD
Net debt (mill.)	7,000					Reporting currency	USD
Enterprise Value (mill.)	20,250					FX rate (NOK)	8.18
Year end (December)	**2012**	**2013**	**2015**	**2015**	**2016**	**2017E**	**2018E**
Sales (mill.)	8,733	8,460	7,990	7,990	9,062	10,863	11,224
EBIT (Operating Income - mill.)	943	869	821	821	691	1,188	1,346
Net Income (reported - mill.)	406	406	281	281	263	369	701
Equity	1,115	1,200	1,251	1,251	3,435	3,692	3,909
Return on Equity (%)	36.5 %	33.9 %	22.4 %	22.4 %	7.7 %	10.0 %	17.9 %
EPS	1.3	1.4	1.0	1.0	0.8	2.0	2.3
Book value per share	3.7	4.2	4.4	4.4	9.8	10.4	11.3
DPS	0.2	0.3	0.3	0.3	0.3	0.4	0.4
Price/Earnings	17.5	18.9	36.5	36.5	46.1	19.4	16.5
Price/Book Value	6.0	6.1	8.3	8.3	3.8	3.6	3.4
EV/EBIT	11.0	12.8	18.5	18.5	27.7	17.0	15.0
Dividend Yield (%)	0.9 %	1.0 %	0.7 %	0.7 %	0.7 %	1.0 %	1.1 %

ODIN

Cognizant

Company description

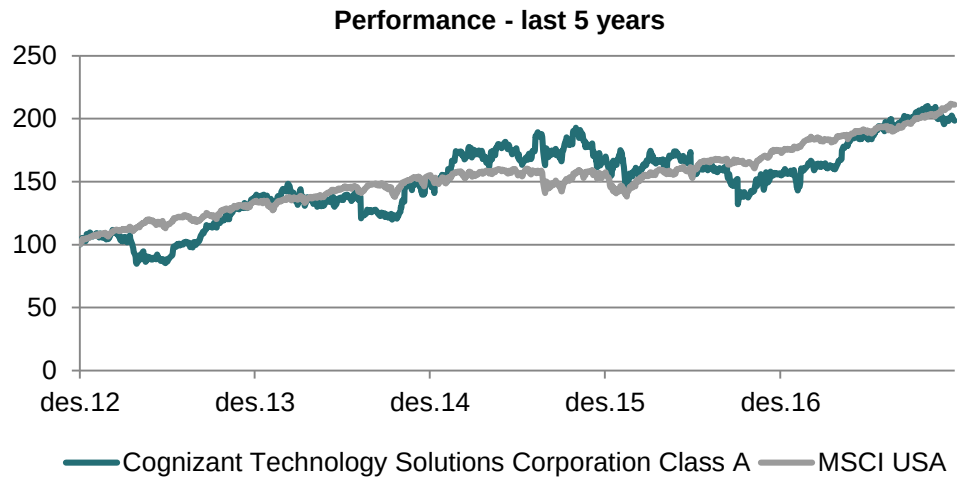
Cognizant is an IT services company that follows a global delivery model based on offshoring outsourcing and software development. The company has its origins as a part of Dun & Bradstreet and was listed on Nasdaq in 1998.

Why invested?

We believe Cognizant is well positioned for the next phase of the IT services cycle which will focus on digital transformation of businesses as they invest in mobile, social networks analytics and cloud capabilities. 50% of Cognizant's business today is within IT consulting and implementation of complex transformation programmes.

Cognizant has shown high willingness to invest in building strong client relationships, resulting in slightly lower margins than peers, but higher growth. We expect the company to continue building "digital" assets both organically and through acquisitions.

The main risks are wage growth in India where most employees are based, strengthening of the Indian Rupee and heated competition for digital assets and talent.



Cognizant Technology Solutions Corporation Class A						Information Technology /IT Services	
Market Value (mill.)	41,877	Price	71.02			Price currency	USD
Net debt (mill.)	-3,890					Reporting currency	USD
Enterprise Value (mill.)	37,987					FX rate (NOK)	8.18
Year end (December)	**2012**	**2013**	**2015**	**2015**	**2016**	**2017E**	**2018E**
Sales (mill.)	7,346	8,843	12,416	12,416	13,487	14,807	16,181
EBIT (Operating Income - mill.)	1,458	1,841	2,213	2,213	2,272	2,479	2,955
Net Income (reported - mill.)	1,051	1,229	1,624	1,624	1,553	2,026	2,268
Equity	4,854	6,136	9,278	9,278	10,728	11,339	12,508
Return on Equity (%)	21.7 %	20.0 %	17.5 %	17.5 %	14.5 %	17.9 %	18.1 %
EPS	1.7	2.0	2.7	2.7	2.6	3.7	4.4
Book value per share	8.0	10.1	15.2	15.2	17.6	19.1	21.4
DPS	-	-	-	-	-	0.5	0.6
Price/Earnings	21.5	25.1	22.6	22.6	22.0	19.1	16.3
Price/Book Value	4.6	5.0	3.9	3.9	3.2	3.7	3.3
EV/EBIT	13.5	14.7	15.0	15.0	13.2	15.3	12.9
Dividend Yield (%)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.6 %	0.8 %

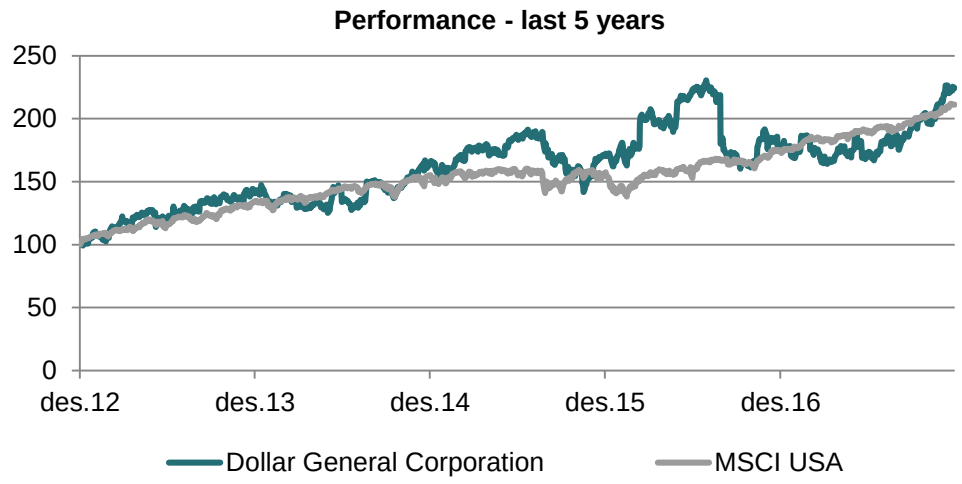
Dollar General

Company description

Dollar General is a discount store, selling food and household supplies at everyday low prices. The stores are of a smaller format in convenient locations. The company opened its first store in 1955. Today it has 13,000 stores spread across 42 states. Discount stores make up less than five percent of the market and its customers tend to be from lower income households.

Why invested?

Dollar General is one of the few retail formats in the US with potential for significant store expansion. The company sees the potential for another 13,000 discount stores across the country. Online competition is limited given the small basket size and type of customer. Dollar General's business model is not easy to replicate given need for store density to drive efficient logistics, systems to run stores with less labour and experience in finding the best location for its stores. Dollar General has high return on new stores and given low capex requirements to open new stores, free cash flow is strong.



Dollar General Corporation							Consumer Discretionary /Multiline Retail
Market Value (mill.)	25,258	Price	93.01			Price currency	USD
Net debt (mill.)	2,895					Reporting currency	USD
Enterprise Value (mill.)	28,153					FX rate (NOK)	8.18
Year end (January)	**2013**	**2014**	**2016**	**2016**	**2017**	**2018E**	**2019E**
Sales (mill.)	16,022	17,504	20,369	20,369	21,987	23,530	25,418
EBIT (Operating Income - mill.)	1,658	1,745	1,952	1,952	2,076	2,037	2,224
Net Income (reported - mill.)	953	1,025	1,165	1,165	1,251	1,223	1,350
Equity	4,985	5,402	5,378	5,378	5,406	5,930	6,400
Return on Equity (%)	19.1 %	19.0 %	21.7 %	21.7 %	23.1 %	20.6 %	21.1 %
EPS	2.9	3.2	4.0	4.0	4.4	4.5	5.0
Book value per share	15.2	17.0	18.8	18.8	19.6	21.7	24.1
DPS	-	-	0.9	0.9	1.0	1.0	1.1
Price/Earnings	16.2	17.8	19.0	19.0	16.5	20.7	18.5
Price/Book Value	3.0	3.3	4.0	4.0	3.7	4.3	3.9
EV/EBIT	10.9	11.8	12.8	12.8	11.4	13.8	12.7
Dividend Yield (%)	0.0 %	0.0 %	1.2 %	1.2 %	1.4 %	1.1 %	1.2 %

First Republic Bank

Company description

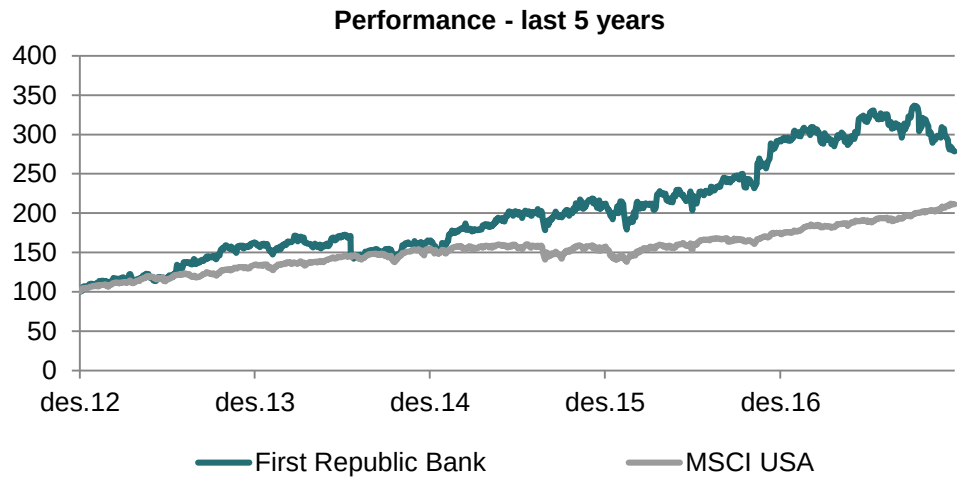
The only listed private bank in the US. It focuses on high net-worth individuals and has its branches concentrated in geographical areas with high concentration of these individuals. In spite of having over $50bn in assets the bank is not classified as a SIFI (systematically important financial institution).

Why invested?

First Republic has a unique business model that differentiates it from other banks. The bank has an entrepreneurial culture where the relationship manager owns the relationship to the customer and is compensated like an owner of the business. Relationship managers share in the downside and therefore stay very conservative in lending practices. Loan-to-value is low across business and loan losses very low.

First Republic taps the market for equity opportunistically and often far ahead of growth needs. The bank is light on the number of branches, keeping costs low. Growing wealth management income will drive a higher ROE going forward

Main risk is that bank becomes classified as SIFI, increasing the regulatory burden.

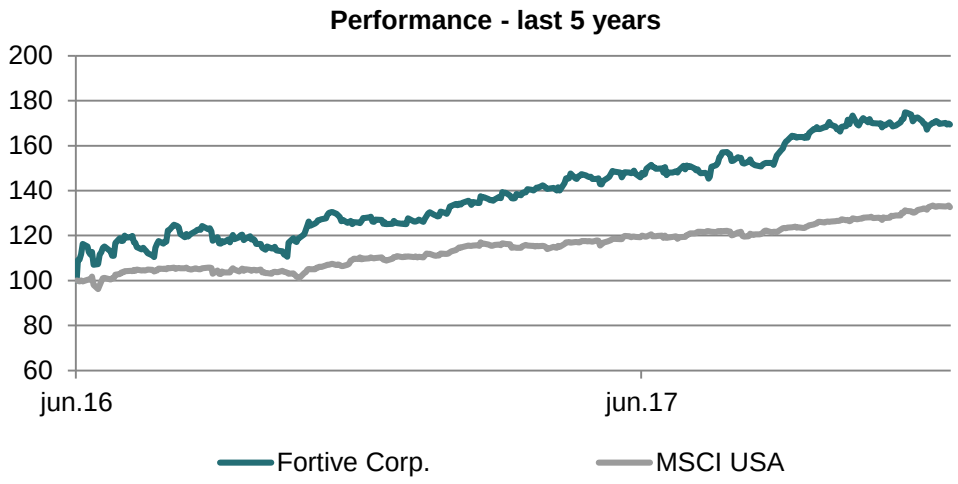


First Republic Bank							Financials /Banks
Market Value (mill.)	13,668	Price	86.64			Price currency	USD
Net debt (mill.)	7,740					Reporting currency	USD
Enterprise Value (mill.)	21,408					FX rate (NOK)	8.18
Year end (December)	**2012**	**2013**	**2015**	**2015**	**2016**	**2017E**	**2018E**
Sales (mill.)	1,472	1,608	2,002	2,002	2,390	2,595	2,972
Net Income (reported - mill.)	402	462	522	522	673	734	817
Equity	3,399	4,160	5,706	5,706	6,909	7,583	7,973
Return on Equity (%)	11.8 %	11.1 %	9.2 %	9.2 %	9.7 %	9.7 %	10.2 %
EPS	2.8	3.1	3.2	3.2	3.9	4.5	5.0
Book value per share	22.1	24.6	32.3	32.3	37.4	42.8	47.1
DPS	0.3	0.4	0.6	0.6	0.6	0.7	0.7
Price/Earnings	11.9	16.9	20.8	20.8	23.4	19.2	17.5
Price/Book Value	1.5	2.1	2.0	2.0	2.5	2.0	1.8
Dividend Yield (%)	0.9 %	0.7 %	0.9 %	0.9 %	0.7 %	0.8 %	0.8 %

Fortive

Company description

Fortive is an industrial company focusing on a number of niche markets. The company was spun out of Danaher in June 2016. The management has been with Danaher for decades and intend to replicate the Danaher success story in Fortive. The company consists of 17 operating companies operating under six technology platforms. Fortive has gross margins in the high 40s and high double-digit operating margins.



Why invested?

We believe Fortive is well placed to deliver good growth at high margins through the cycle.

The company has strong cash flows and a solid balance sheet that will be used for acquisitions. Through Fortive Business System, which is a systematic way to drive operational excellence and growth Fortive should be able to improve margins and returns, both in its existing businesses and businesses it will acquire.

The CEO Jim Lico has been with Danaher for 20 years and is bringing with him a mindset and a culture that has proven to be a very good foundation for profitable growth.

Fortive Corp.							Industrials /Machinery
Market Value (mill.)	25,146	Price	72.35			Price currency	USD
Net debt (mill.)	2,761					Reporting currency	USD
Enterprise Value (mill.)	27,907					FX rate (NOK)	8.18
Year end (December)		**2013**	**2015**	**2015**	**2016**	**2017E**	**2018E**
Sales (mill.)		5,962	6,179	6,179	6,224	6,619	7,196
EBIT (Operating Income - mill.)		1,172	1,294	1,294	1,268	1,381	1,556
Net Income (reported - mill.)		831	864	864	872	966	1,084
Equity		5,123	5,180	5,180	2,688	3,609	4,615
Return on Equity (%)				16.7 %	32.5 %	26.8 %	23.5 %
EPS				2.5	2.5	2.9	3.2
Book value per share				15.0	7.8	10.3	12.9
DPS					0.1	0.3	0.3
Price/Earnings						25.3	22.5
Price/Book Value						7.1	5.6
EV/EBIT						20.2	17.9
Dividend Yield (%)						0.4 %	0.4 %

ODIN

Home Depot

Company description

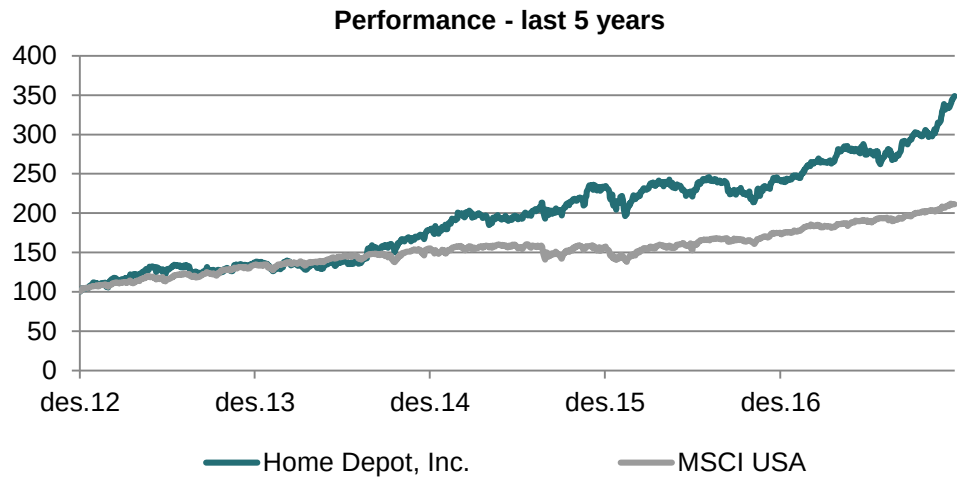
Home Depot is the world's largest home improvement retailer. It's size gives it the best purchase terms from suppliers and is seen as a key channel for testing new products.

Why invested?

We believe Home Depot is well-positioned in an "online" world. Most home improvement goods do not lend themselves well to being shipped. For those goods that customers want to order online Home Depot has a well-established e-commerce business. Company is 6th largest e-retailer in the US. Amazon as a competitor cannot offer advantages of having a physical store.

Home Depot has significant growth opportunities through growing sales to professional customers, online sales and the sale of home improvement services.

Home Depot has cyclical risk as sales are sensitive to macroeconomic factors. We see the downturn following the bursting of the last housing bubble as unique and not likely to repeat in same form in today's market.



Home Depot, Inc.							Consumer Discretionary /Specialty Retail
Market Value (mill.)	221,323	Price	189.53			Price currency	USD
Net debt (mill.)	22,040					Reporting currency	USD
Enterprise Value (mill.)	243,363					FX rate (NOK)	8.18
Year end (January)	**2013**	**2014**	**2016**	**2016**	**2017**	**2018E**	**2019E**
Sales (mill.)	74,754	78,812	88,519	88,519	94,595	100,671	106,698
EBIT (Operating Income - mill.)	7,911	9,166	11,902	11,902	13,464	14,718	15,909
Net Income (reported - mill.)	4,535	5,385	7,009	7,009	7,957	8,740	9,558
Equity	17,777	12,522	6,316	6,316	4,333	1,402	712
Return on Equity (%)	25.5 %	43.0 %	111.0 %	111.0 %	183.6 %	623.4 %	1343.3 %
EPS	3.0	3.8	5.5	5.5	6.5	7.4	8.3
Book value per share	12.0	9.1	5.0	5.0	3.6	1.2	0.5
DPS	1.2	1.6	2.4	2.4	2.8	3.6	4.0
Price/Earnings	22.4	20.4	23.0	23.0	21.4	25.7	22.9
Price/Book Value	5.6	8.5	24.9	24.9	38.4	156.6	357.6
EV/EBIT	13.9	13.4	15.2	15.2	14.2	16.5	15.3
Dividend Yield (%)	1.7 %	2.0 %	1.9 %	1.9 %	2.0 %	1.9 %	2.1 %

ODIN

Henry Schein

Company description

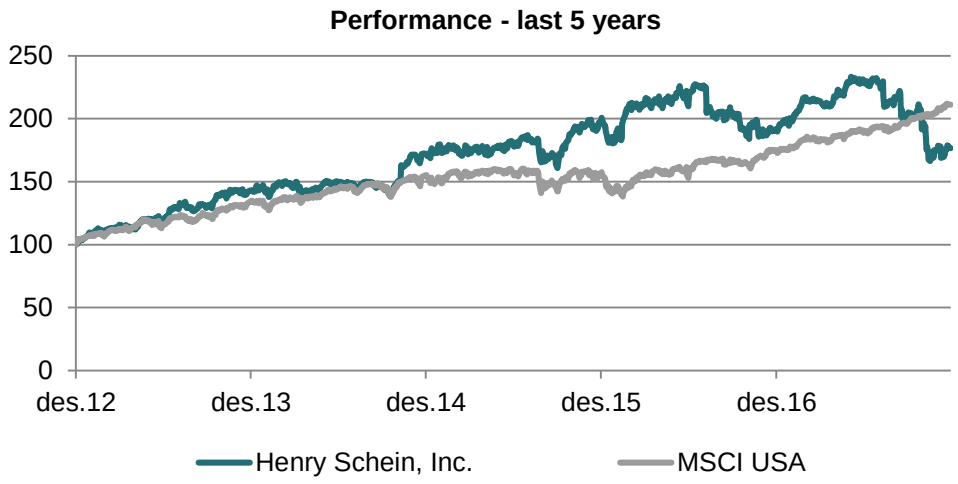
Henry Schein is a distributor of dental consumables, disposables and equipment, veterinary supplies and medical products to office-based dentists, vets and physicians.

Why invested?

Henry Schein has over the years built very close relationships to its customers helping them run their practices more efficiently, offering their patients the best possible care. The company is the clear market leader in what are still fragmented markets. The customer base is also very fragmented and demand is fairly resistant to macro-economic downturns.

We view Henry Schein as having a strong company culture and a management that has been with the company for a long time.

Henry Schein has a track record of strong top-line growth (both organic and through acquisitions), steady margin progression and strong cash flows. Ageing populations, increased access to health care, health care product innovations and increased pet ownership are some important growth drivers.



Henry Schein, Inc.						Health Care /Health Care Providers & Services	
Market Value (mill.)	10,968	Price	69.88			Price currency	USD
Net debt (mill.)	1,477					Reporting currency	USD
Enterprise Value (mill.)	12,445					FX rate (NOK)	8.18
Year end (December)	**2012**	**2013**	**2015**	**2015**	**2016**	**2017E**	**2018E**
Sales (mill.)	8,940	9,561	10,630	10,630	11,572	12,441	13,193
EBIT (Operating Income - mill.)	634	677	769	769	817	857	928
Net Income (reported - mill.)	388	444	479	479	507	571	612
Equity	2,614	2,785	2,884	2,884	2,793	3,150	3,432
Return on Equity (%)	14.8 %	15.9 %	16.6 %	16.6 %	18.1 %	18.1 %	17.8 %
EPS	2.2	2.5	2.8	2.8	3.1	3.6	3.9
Book value per share	14.9	16.3	17.5	17.5	17.6	19.6	21.7
DPS	-	-	-	-	-	-	-
Price/Earnings	18.5	22.6	27.6	27.6	24.5	19.4	17.9
Price/Book Value	2.7	3.5	4.5	4.5	4.3	3.6	3.2
EV/EBIT	12.7	16.0	18.9	18.9	17.4	14.5	13.4
Dividend Yield (%)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

ODIN

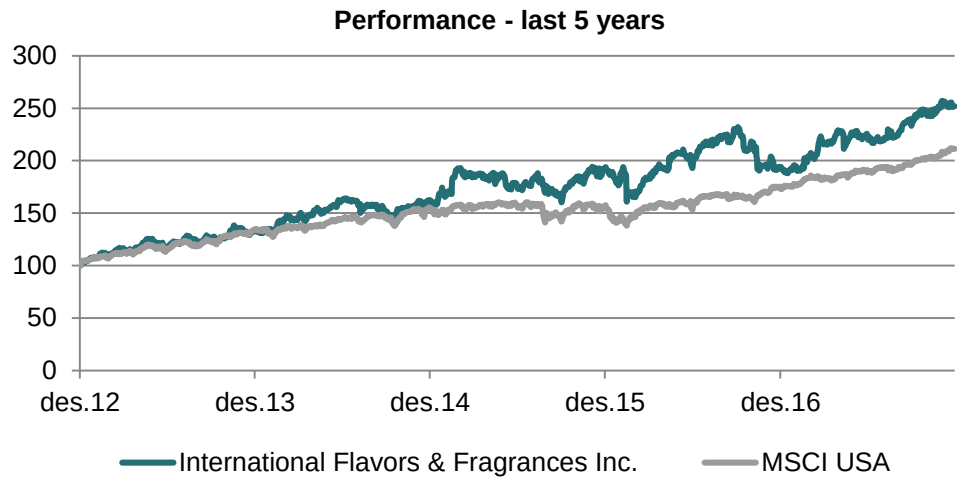
International Flavors & Fragrances Inc

Company description

International Flavors & Fragrances, Inc. creates, manufactures and sells flavor and fragrance for the food, beverage, personal care and household products industries. It operates through the Flavors and Fragrances segments.

Why invested?

IFF operates in a consolidated industry with good underlying growth with a market share of around 16%. The industry is characterized by high barriers to entry and large investments in R&D. Their global platform, regulatory expertise, consumer insights and good costumer relationship are factors that contribute to high profitability. With good underlying growth in the market we believe IFF will continue to earn high returns going forward.



International Flavors & Fragrances Inc.							Materials /Chemicals
Market Value (mill.)	12,053	Price	152.61			Price currency	USD
Net debt (mill.)	1,357					Reporting currency	USD
Enterprise Value (mill.)	13,410					FX rate (NOK)	8.18
Year end (December)	**2012**	**2013**	**2015**	**2015**	**2016**	**2017E**	**2018E**
Sales (mill.)	2,821	2,953	3,023	3,023	3,116	3,373	3,533
EBIT (Operating Income - mill.)	488	539	600	600	606	651	706
Net Income (reported - mill.)	254	354	417	417	404	453	497
Equity	1,249	1,463	1,590	1,590	1,626	1,792	2,045
Return on Equity (%)	20.4 %	24.2 %	26.2 %	26.2 %	24.8 %	25.3 %	24.3 %
EPS	3.1	4.3	5.2	5.2	5.1	5.8	6.3
Book value per share	15.3	18.0	19.9	19.9	20.5	22.5	25.8
DPS	1.3	1.5	2.1	2.1	2.4	2.6	2.8
Price/Earnings	21.4	20.0	23.2	23.2	23.3	26.3	24.1
Price/Book Value	4.3	4.8	6.0	6.0	5.7	6.8	5.9
EV/EBIT	12.6	14.0	17.6	17.6	17.2	20.6	19.0
Dividend Yield (%)	2.0 %	1.7 %	1.7 %	1.7 %	2.0 %	1.7 %	1.9 %

Marriott International

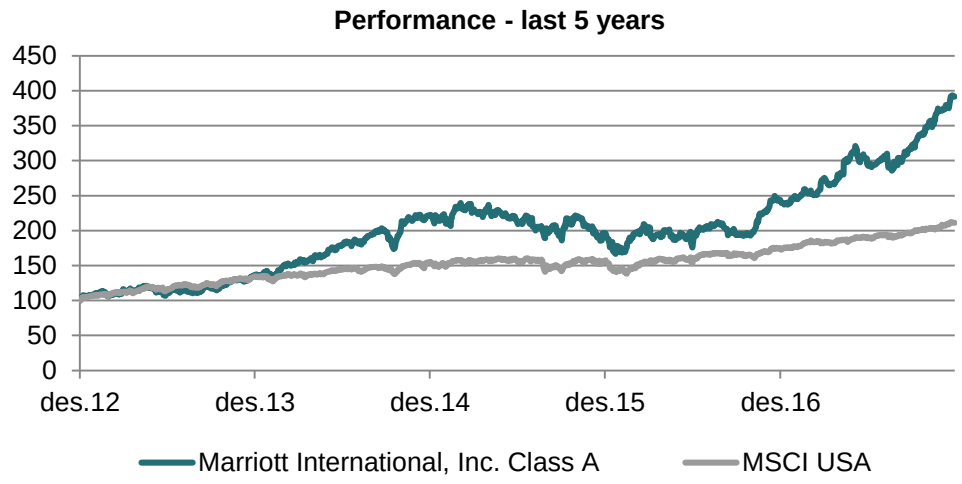
Company description

Marriott International, Inc. engages in the operation and franchises of hotels, corporate housing properties, and vacation properties under numerous brand names. The company was founded in 1927 and is headquartered in Bethesda, MD.

Why invested?

Marriott International is relatively “asset-light.” The company owns a few hotels, but for the majority of hotels Mariott is just the operator or franchisor. Due to its asset-light operating model Marriott enjoys high returns on its invested capital. The model is highly scalable, although it has substantially less operating leverage than hotel ownership. This scalability should benefit the company as its brand awareness grows overseas. The reduced operating leverage is attractive during the down cycle for investors seeking exposure to the hotel industry.

Marriott is a leading brand in North America, where its growth strategy has worked well. Given the company's experience in the hotel business and portfolio of strong brands, we expect Marriott to have attractive international growth opportunities.



Marriott International, Inc. Class A						Consumer Discretionary /Hotels Restaurants & Leisure	
Market Value (mill.)	49,485	Price	135.73			Price currency	USD
Net debt (mill.)	8,161					Reporting currency	USD
Enterprise Value (mill.)	57,646					FX rate (NOK)	8.18
Year end (December)	**2012**	**2013**	**2015**	**2015**	**2016**	**2017E**	**2018E**
Sales (mill.)	11,814	12,781	14,476	14,476	17,072	22,753	24,252
EBIT (Operating Income - mill.)	940	985	1,394	1,394	1,754	2,493	2,745
Net Income (reported - mill.)	571	626	859	859	780	1,538	1,732
Equity	-1,285	-1,415	-3,590	-3,590	5,357	3,880	2,914
Return on Equity (%)	-	-	-	-	14.6 %	39.6 %	59.4 %
EPS	1.7	2.0	3.2	3.2	2.6	4.2	4.9
Book value per share	-4.1	-4.7	-14.0	-14.0	13.9	10.2	7.5
DPS	0.5	0.6	1.0	1.0	1.2	1.3	1.4
Price/Earnings	21.2	24.7	21.3	21.3	31.3	32.1	27.9
Price/Book Value	-	-	-	-	6.0	13.3	18.0
EV/EBIT	15.9	18.8	16.0	16.0	18.3	23.1	21.0
Dividend Yield (%)	1.3 %	1.3 %	1.4 %	1.4 %	1.4 %	1.0 %	1.0 %

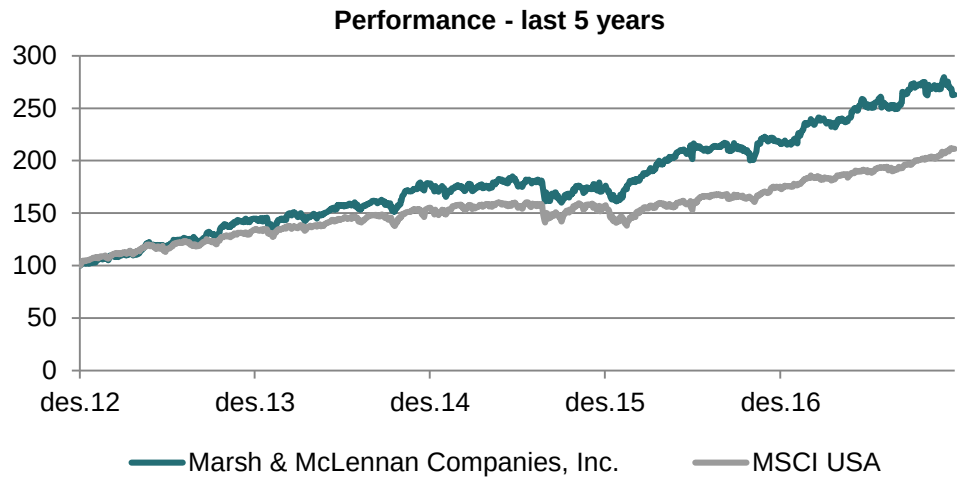
Marsh McLennan

Company description

Marsh & McLennan (MML)is one of the world's largest insurance and reinsurance brokers. The company also has a substantial presence in consulting through Mercer and Oliver Wyman. The company has clients in more than 130 countries. Each of its operating companies is a global leader.

Why invested?

Insurance brokers are the distributors of insurers' products and, unlike the insurers, do not assume underwriting risk or have large capital requirements. MML has delivered significantly higher earnings growth than the S&P 500, with lower capital requirements and reduced risk, and we believe they will continue to do so. The business model is capital light and the company operates in a highly concentrated industry with 10 players having 70 % market share, MML and AON are the top two with 40 % of the market. The industry is characterized by very high retention rates and underlying growth in excess of GDP growth.



Marsh & McLennan Companies, Inc.							Financials /Insurance
Market Value (mill.)	41,538	Price	81.39			Price currency	USD
Net debt (mill.)	4,410					Reporting currency	USD
Enterprise Value (mill.)	45,948					FX rate (NOK)	8.18
Year end (December)	**2012**	**2013**	**2015**	**2015**	**2016**	**2017E**	**2018E**
Sales (mill.)	11,948	12,330	12,931	12,931	13,200	13,898	14,624
EBIT (Operating Income - mill.)	1,895	2,205	2,530	2,530	2,706	2,952	3,212
Net Income (reported - mill.)	1,177	1,351	1,599	1,599	1,768	1,949	2,125
Equity	6,542	7,905	6,513	6,513	6,192	7,161	6,994
Return on Equity (%)	18.0 %	17.1 %	24.6 %	24.6 %	28.6 %	27.2 %	30.4 %
EPS	2.1	2.4	3.0	3.0	3.4	3.8	4.2
Book value per share	12.0	14.5	12.5	12.5	12.0	14.1	16.0
DPS	0.9	1.0	1.2	1.2	1.3	1.4	1.6
Price/Earnings	16.2	20.0	18.6	18.6	20.0	21.4	19.6
Price/Book Value	2.9	3.3	4.4	4.4	5.6	5.8	5.1
EV/EBIT	10.4	12.6	13.0	13.0	14.5	15.6	14.3
Dividend Yield (%)	2.6 %	2.0 %	2.2 %	2.2 %	2.0 %	1.8 %	1.9 %

Medtronic

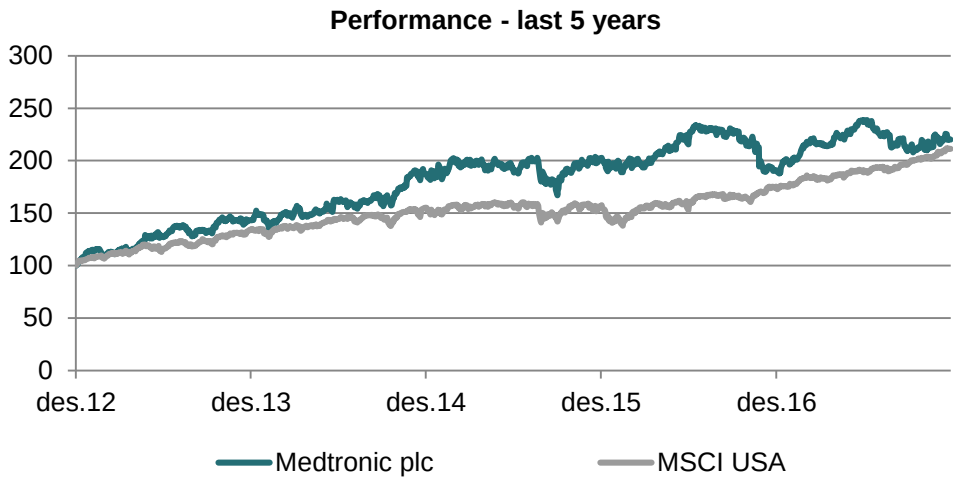
Company description:

US medical device company. Market leading position in cardiac rhythm management, structural heart, spine products, neuromodulation and cardiovascular. Medtronic merged with Covidien in 2015, forming the world's largest medical device company.

Why invested?

The main growth drivers are therapy innovation - developing products with better clinical outcomes and better economic value, and emerging markets growth – increasing the penetration of medical devices in less developed economies. Medtronic operates in an industry with high barriers to entry, resulting in high margins and high returns on capital. R&D drives growth and the business throws off large amounts of cash that can be used for acquisitions or returned to shareholders.

The main risk of this business are product failures leading to product recalls or in the worst case major litigation.



Medtronic plc							Health Care /Health Care Equipment & Supplies
Market Value (mill.)	109,295	Price	80.75			Price currency	USD
Net debt (mill.)	15,546					Reporting currency	USD
Enterprise Value (mill.)	124,841					FX rate (NOK)	8.18
Year end (April)	**2013**	**2014**	**2016**	**2016**	**2017**	**2018E**	**2019E**
Sales (mill.)	16,590	17,005	28,833	28,833	29,710	29,506	30,434
EBIT (Operating Income - mill.)	4,616	4,680	5,288	5,288	6,535	8,386	8,994
Net Income (reported - mill.)	3,467	3,065	3,538	3,538	4,028	5,647	5,539
Equity	18,671	19,443	52,063	52,063	50,294	53,329	53,627
Return on Equity (%)	18.6 %	15.8 %	6.8 %	6.8 %	8.0 %	10.6 %	10.3 %
EPS	3.4	3.0	2.5	2.5	2.9	4.8	5.2
Book value per share	18.4	19.5	37.2	37.2	36.7	38.5	40.3
DPS	1.0	1.1	1.5	1.5	1.7	1.8	2.0
Price/Earnings	13.7	19.3	31.9	31.9	28.8	16.9	15.7
Price/Book Value	2.5	3.0	2.1	2.1	2.3	2.1	2.0
EV/EBIT	10.2	12.1	24.9	24.9	20.7	14.9	13.9
Dividend Yield (%)	2.2 %	1.9 %	1.9 %	1.9 %	2.1 %	2.3 %	2.5 %

ODIN

Nike

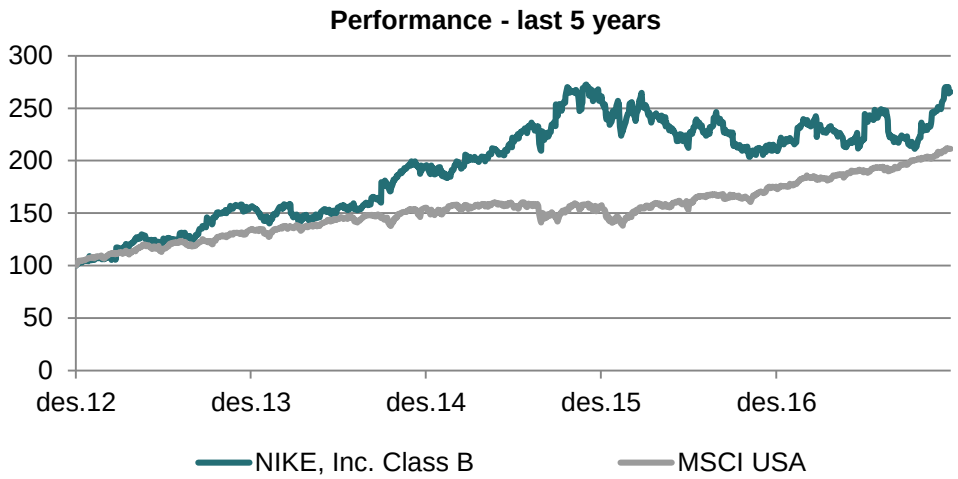
Company description:

Global market leader in athletic footwear and apparel. Its brand portfolio consists of Nike, Jordan, Converse and Hurley. Nike sells its products through third party retail partners, company-owned stores and e-commerce channels. Founder Phil Knight is still with the company as chairman emeritus and owns 75% of Nike's A-shares allowing him to effectively elect ¾ of the board.

Why invested?

Nike's has a long track record of successful product innovation supported by the largest marketing budget in the industry. The global "athletisure" trend, demand for western lifestyle products from the middle class in emerging markets and continuous focus on innovation are key growth drivers. Nike is also well positioned for the e-commerce trend with strong growth in sales on nike.com with higher margins.

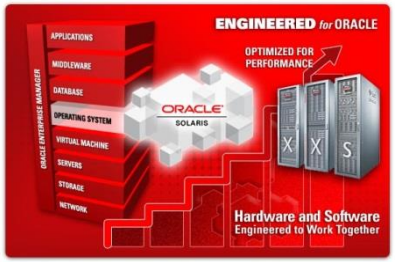
Nike has a strong balance sheet, pays a regular dividend and uses excess cash to buy back shares.



NIKE, Inc. Class B						Consumer Discretionary /Textiles Apparel & Luxury Goods	
Market Value (mill.)	102,766	Price	62.55			Price currency	USD
Net debt (mill.)	-1,705					Reporting currency	USD
Enterprise Value (mill.)	101,061					FX rate (NOK)	8.18
Year end (May)	**2013**	**2014**	**2016**	**2016**	**2017**	**2018E**	**2019E**
Sales (mill.)	25,332	27,785	32,464	32,464	34,254	35,800	38,221
EBIT (Operating Income - mill.)	3,158	3,678	4,004	4,004	4,314	4,532	5,169
Net Income (reported - mill.)	2,464	2,693	3,760	3,760	4,240	3,792	4,270
Equity	11,081	10,824	12,258	12,258	12,407	11,813	11,821
Return on Equity (%)	22.2 %	24.9 %	30.7 %	30.7 %	34.2 %	32.1 %	36.1 %
EPS	1.2	1.5	2.2	2.2	2.5	2.3	2.6
Book value per share	6.2	6.2	7.3	7.3	7.6	7.0	7.1
DPS	0.4	0.5	0.6	0.6	0.7	0.8	0.9
Price/Earnings	25.2	25.9	25.6	25.6	21.1	27.4	23.7
Price/Book Value	5.0	6.2	7.6	7.6	7.0	8.9	8.8
EV/EBIT	16.4	17.9	23.2	23.2	20.2	22.3	19.6
Dividend Yield (%)	1.1 %	1.2 %	1.1 %	1.1 %	1.3 %	1.2 %	1.4 %

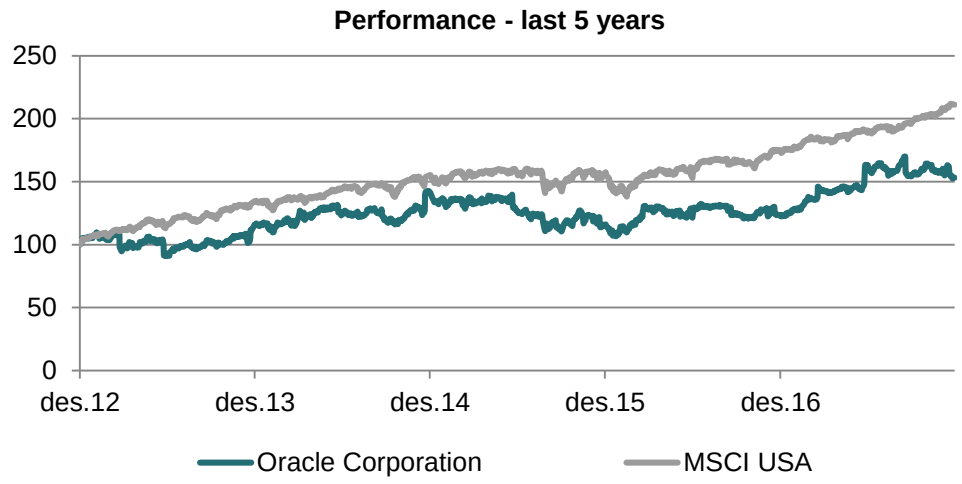
ODIN

Oracle



Company description:

Oracle offers an optimized and fully integrated solutions of business hardware and software systems. Solutions to address complex business processes for a wide range of industries. A vertical-integration approach by engineering hardware and software to work together. Products from servers and storage, to database and middleware, through applications.



Why invested?

Oracle generates a very strong and stable free cash flow with lots of room to grow both organically and inorganically. Industry-leading margins and strong return on capital. Growth is key in the IT-industry, and slowing growth the last couple of years is one of the reason why Oracle is a cheap stock by all standards. Recent acquisitions and investments in cloud solutions have the potential to substantially increase Oracle's top-line growth.

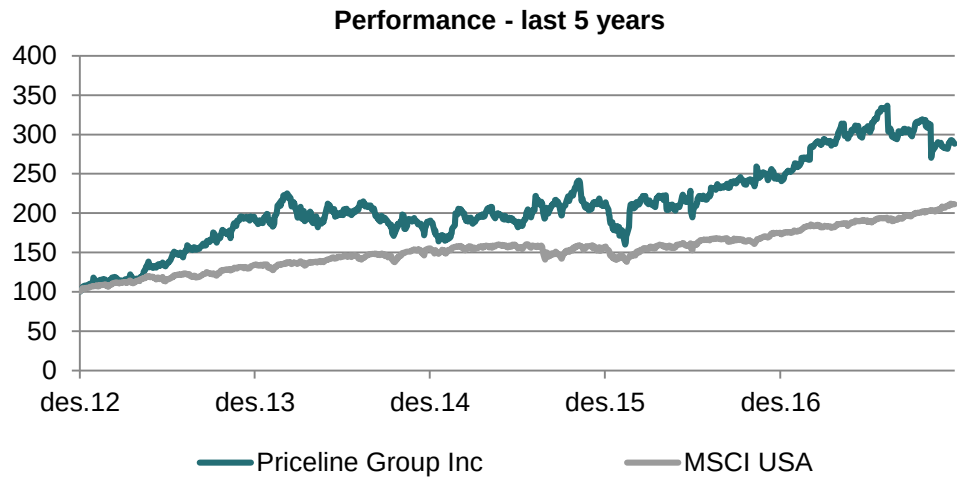
Oracle Corporation							Information Technology /Software
Market Value (mill.)	195,720	Price	47.28			Price currency	USD
Net debt (mill.)	-10,911					Reporting currency	USD
Enterprise Value (mill.)	184,809					FX rate (NOK)	8.18
Year end (May)	**2013**	**2014**	**2016**	**2016**	**2017**	**2018E**	**2019E**
Sales (mill.)	37,180	38,275	37,047	37,047	37,728	39,835	41,163
EBIT (Operating Income - mill.)	14,432	14,983	13,104	13,104	13,276	17,551	18,405
Net Income (reported - mill.)	10,925	10,955	8,901	8,901	9,335	10,126	10,868
Equity	44,648	46,878	47,289	47,289	53,860	58,359	63,669
Return on Equity (%)	24.5 %	23.4 %	18.8 %	18.8 %	17.3 %	17.4 %	17.1 %
EPS	2.3	2.4	2.1	2.1	2.2	2.9	3.2
Book value per share	9.6	10.5	11.4	11.4	13.0	13.8	15.0
DPS	0.3	0.5	0.6	0.6	0.6	0.7	0.8
Price/Earnings	14.9	17.7	19.4	19.4	20.5	16.1	14.9
Price/Book Value	3.5	4.0	3.5	3.5	3.5	3.4	3.2
EV/EBIT	10.4	12.0	12.3	12.3	13.8	10.5	10.0
Dividend Yield (%)	0.9 %	1.1 %	1.5 %	1.5 %	1.4 %	1.6 %	1.6 %

ODIN

Priceline

Company description:

Priceline is an online travel company whose main asset is booking.com, one of the leading online travel agencies. Booking.com has 900,000 hotels on its website and over 300 million room nights were booked through the website last year. For each hotel booking made through their website booking.com receives a commission of between 10 and 20 percent. Other assets are Kayak.com, priceline.co, agoda and Rentalcars.com.



Why invested?

Priceline is one of the main beneficiaries of changing consumer behaviour when it comes to booking travel. An increasing share of global hotel and flight booking are made online. For small and mid-sized independent hotels, online travel agencies is the main marketing and sales channel. The market is shared between Priceline and Expedia, forming a duopoly with 2 rational players.

Not only is the share of bookings made online increasing, but the global travel market is also showing good underlying growth. In addition to hotels and flights, vacation rentals is becoming an additional revenue driver for the company.

Priceline Group Inc						Consumer Discretionary /Internet & Direct Marketing Retail	
Market Value (mill.)	84,750	Price	1737.74			Price currency	USD
Net debt (mill.)	2,381					Reporting currency	USD
Enterprise Value (mill.)	87,131					FX rate (NOK)	8.18
Year end (December)	**2012**	**2013**	**2015**	**2015**	**2016**	**2017E**	**2018E**
Sales (mill.)	5,261	6,793	9,224	9,224	10,743	12,575	14,402
EBIT (Operating Income - mill.)	1,857	2,441	3,259	3,259	3,847	4,382	4,964
Net Income (reported - mill.)	1,420	1,893	2,551	2,551	2,135	3,554	3,997
Equity	3,897	6,910	8,795	8,795	9,820	13,450	16,793
Return on Equity (%)	36.4 %	27.4 %	29.0 %	29.0 %	21.7 %	26.4 %	23.8 %
EPS	27.7	36.1	49.5	49.5	42.7	74.3	83.2
Book value per share	78.1	132.9	177.3	177.3	199.6	268.2	332.0
DPS	-	-	-	-	-	-	-
Price/Earnings	22.4	32.2	25.8	25.8	34.4	23.4	20.9
Price/Book Value	7.9	8.7	7.2	7.2	7.3	6.5	5.2
EV/EBIT	15.2	23.0	21.3	21.3	19.8	19.9	17.6
Dividend Yield (%)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

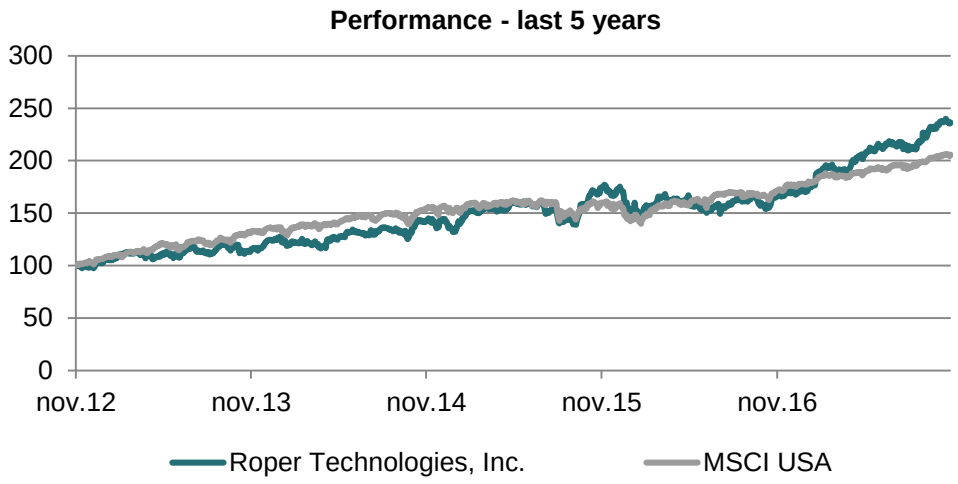
Roper Technologies

Company description:

Roper is a diversified technology company providing engineered products and solutions for global niche markets including software information systems. An acquisition-driven business model with a decentralized structure. Roper was established in 1992 and is a member of S&P500.

Why invested?

Roper generates very strong cash flow and uses that cash flow to acquire companies with strong niche positions. Management has proven a strong capability in allocate capital. Over the last 10 years the portfolio of companies has shifted towards higher growth areas within medical and technology end markets. An open shareholder structure, a cash-focused corporate culture and strong operating metrics. We believe in continued high growth both organically and from acquisitions.



Roper Technologies, Inc.							Industrials /Industrial Conglomerates
Market Value (mill.)	26,512	Price	259.00			Price currency	USD
Net debt (mill.)	4,729					Reporting currency	USD
Enterprise Value (mill.)	31,240					FX rate (NOK)	8.18
Year end (December)	**2012**	**2013**	**2015**	**2015**	**2016**	**2017E**	**2018E**
Sales (mill.)	2,993	3,238	3,582	3,582	3,790	4,665	4,908
EBIT (Operating Income - mill.)	764	846	1,034	1,034	1,063	1,265	1,372
Net Income (reported - mill.)	483	538	696	696	659	745	864
Equity	3,688	4,213	5,299	5,299	5,789	6,488	7,173
Return on Equity (%)	13.1 %	12.8 %	13.1 %	13.1 %	11.4 %	11.5 %	12.0 %
EPS	4.9	5.4	6.9	6.9	6.4	9.3	10.2
Book value per share	37.4	42.4	52.5	52.5	56.9	62.7	68.7
DPS	0.6	0.7	1.1	1.1	1.3	1.4	1.6
Price/Earnings	22.9	25.8	27.7	27.7	28.5	27.8	25.5
Price/Book Value	3.0	3.3	3.6	3.6	3.2	4.1	3.8
EV/EBIT	16.7	18.8	21.1	21.1	22.8	24.7	22.8
Dividend Yield (%)	0.5 %	0.5 %	0.6 %	0.6 %	0.7 %	0.5 %	0.6 %

ODIN

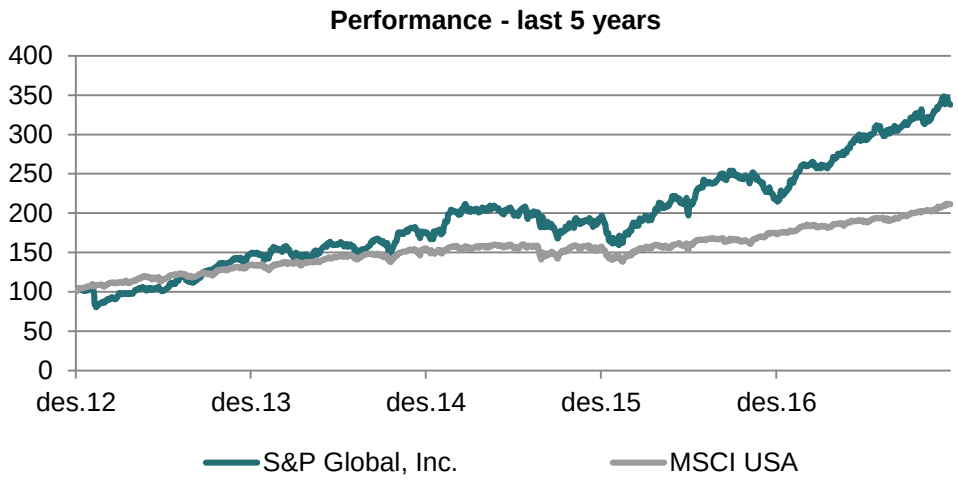
S&P Global Inc.

Company description

S&P Global provides benchmarks and ratings, analytics, data, and research services for the capital, commodities, and commercial markets worldwide. It is a collection of market-leading companies, consisting of two leading rating agencies, a dominant index provider, a market-data provider and a leading commodity price supplier

Why invested?

Rating agencies operates in a wide market, benefiting from high market share, economies of scale, network effects and operational leverage. The business is cyclical although parts of the business has great visibility and stable revenues from subscription based services. High barriers to entry, large amounts of data and knowledge accumulated over a longer period by the current players. Potential for margin expansion, as costs are mainly fixed. They are to some extent able to exert some pricing power, often annual single digit price increases. Good free cash flow, can be used for acquisitions or returned to shareholders.



S&P Global, Inc.							Financials /Capital Markets
Market Value (mill.)	43,197	Price	169.40			Price currency	USD
Net debt (mill.)	1,256					Reporting currency	USD
Enterprise Value (mill.)	44,453					FX rate (NOK)	8.18
Year end (December)	**2012**	**2013**	**2015**	**2015**	**2016**	**2017E**	**2018E**
Sales (mill.)	4,450	4,875	5,313	5,313	5,661	5,964	6,315
EBIT (Operating Income - mill.)	1,385	1,625	1,945	1,945	2,360	2,777	2,991
Net Income (reported - mill.)	676	812	1,156	1,156	2,106	1,643	1,848
Equity	767	1,301	194	194	650	1,660	2,158
Return on Equity (%)	88.1 %	62.4 %	595.9 %	595.9 %	324.0 %	99.0 %	85.6 %
EPS	1.5	2.8	4.2	4.2	7.9	6.6	7.3
Book value per share	2.7	4.8	0.7	0.7	2.5	3.8	4.9
DPS	3.5	1.1	1.3	1.3	1.4	1.6	1.8
Price/Earnings	35.6	27.8	23.4	23.4	13.5	25.5	23.3
Price/Book Value	19.9	16.3	135.2	135.2	42.9	44.3	34.8
EV/EBIT	12.2	13.5	15.5	15.5	13.1	16.0	14.9
Dividend Yield (%)	6.4 %	1.4 %	1.3 %	1.3 %	1.3 %	1.0 %	1.1 %

ODIN

Sherwin-Williams

Company description

The Sherwin-Williams Co. engages in the development, manufacture, distribution, and sale of paint, coatings, and related products. It operates through the following segments: The Americas Group, Consumer Brands Group and Performance Coatings Group.

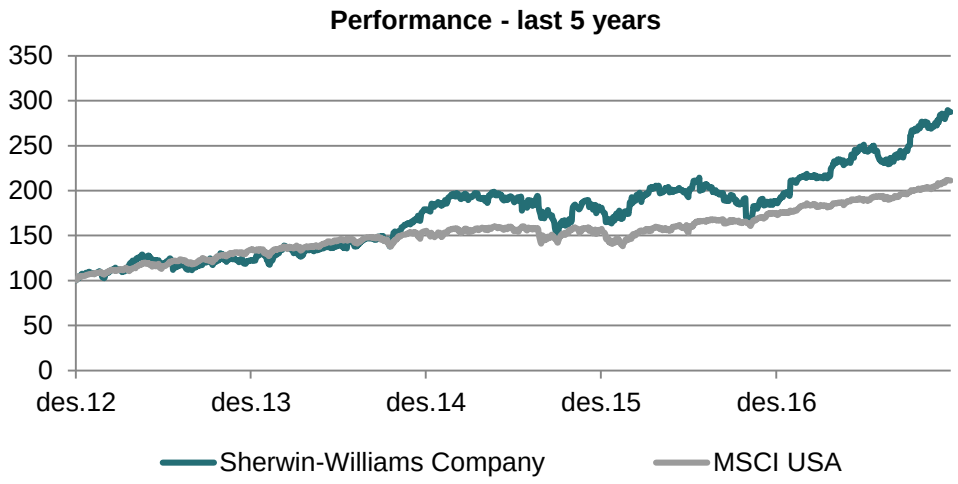
Why invested?

The third largest paint manufacturer in the world with no.1 position in the US. A very robust business model which can be expanded outside the US. Relatively stable gross margins through cycles.

Scale, distribution network and brand awareness gives them a unique position relative to their competitors.

The recently closed acquisition of Valspar will further increase their market position in the US.

The US paint cycle, Valspar synergies and the company's pricing action will possibly contribute to enhanced earnings going forward.



Sherwin-Williams Company							Materials /Chemicals
Market Value (mill.)	38,344	Price	410.04			Price currency	USD
Net debt (mill.)	10,741					Reporting currency	USD
Enterprise Value (mill.)	49,086					FX rate (NOK)	8.18
Year end (December)	**2012**	**2013**	**2015**	**2015**	**2016**	**2017E**	**2018E**
Sales (mill.)	9,534	10,186	11,339	11,339	11,856	14,954	17,599
EBIT (Operating Income - mill.)	1,028	1,156	1,623	1,623	1,780	2,195	2,776
Net Income (reported - mill.)	626	748	1,049	1,049	1,133	1,166	1,714
Equity	1,792	1,775	868	868	1,878	2,959	4,278
Return on Equity (%)	34.9 %	42.1 %	120.9 %	120.9 %	60.3 %	39.4 %	40.1 %
EPS	6.0	7.3	11.2	11.2	12.0	14.9	18.3
Book value per share	17.4	17.7	9.4	9.4	20.2	31.1	43.8
DPS	1.6	2.0	2.7	2.7	3.4	3.4	3.4
Price/Earnings	25.6	25.3	23.3	23.3	22.4	27.5	22.4
Price/Book Value	8.9	10.4	27.6	27.6	13.3	13.2	9.4
EV/EBIT	16.4	17.2	16.1	16.1	14.9	22.4	17.7
Dividend Yield (%)	1.0 %	1.1 %	1.0 %	1.0 %	1.3 %	0.8 %	0.8 %

ODIN

SIGNATURE BANK

Signature Bank

Company description

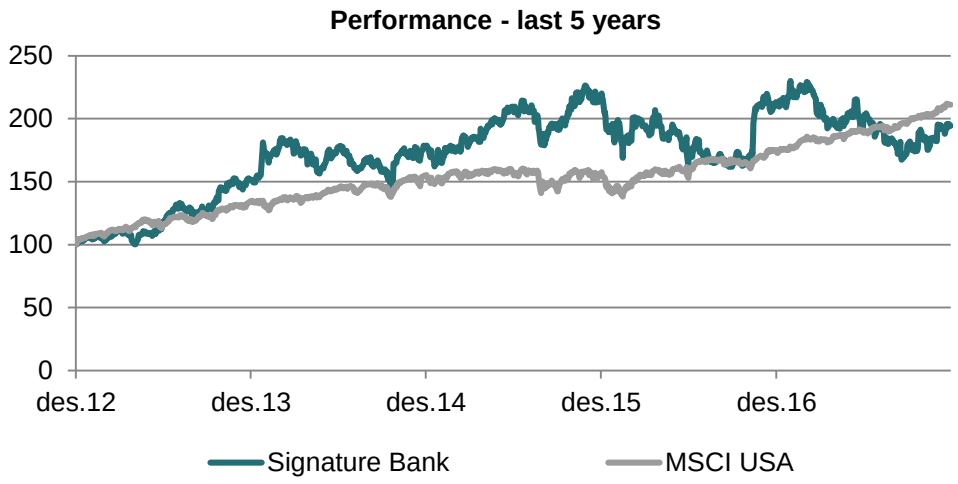
Signature Bank was founded in 2001 by former bankers from Republic New York Corporation. Local bank operating in the New York area.

Why invested?

Signature is organised in banking teams led by senior bankers with no middle management. There are no horizontal silos based on products segments. The bank typically targets companies with revenues of less than 200m and its owners and management.

Signature is very selective in its underwriting, and as a result has significantly lower loan losses than comparable banks. The bank also operates with a very lean cost structure. It has a “deposit growth first” strategy, leading to a loan to deposit ratio of 80%, but slightly lower NIMs as 80% are commercial deposits with slightly higher rates. Signature has a history of exceptional growth in earning assets of 30% p.a. since 2002.

The risk are high geographic concentration, concentrated exposure to commercial real estate and increasing compliance cost as bank grows its asset base.



Signature Bank							Financials /Banks
Market Value (mill.)	7,369	Price	137.26			Price currency	USD
Net debt (mill.)	3,069					Reporting currency	USD
Enterprise Value (mill.)	10,438					FX rate (NOK)	8.18
Year end (December)	**2012**	**2013**	**2015**	**2015**	**2016**	**2017E**	**2018E**
Sales (mill.)	704	798	1,150	1,150	1,368	1,269	1,342
Net Income (reported - mill.)	185	229	373	373	396	393	513
Equity	1,650	1,800	2,892	2,892	3,612	4,052	4,568
Return on Equity (%)	11.2 %	12.7 %	12.9 %	12.9 %	11.0 %	9.7 %	11.2 %
EPS	3.9	4.8	7.3	7.3	7.4	7.0	9.5
Book value per share	34.9	38.1	55.7	55.7	66.1	73.7	83.1
DPS	-	-	-	-	-	-	-
Price/Earnings	18.2	22.6	21.1	21.1	20.4	19.7	14.4
Price/Book Value	2.0	2.8	2.8	2.8	2.3	1.9	1.7
Dividend Yield (%)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

ODIN

SiteOne Landscape Supply

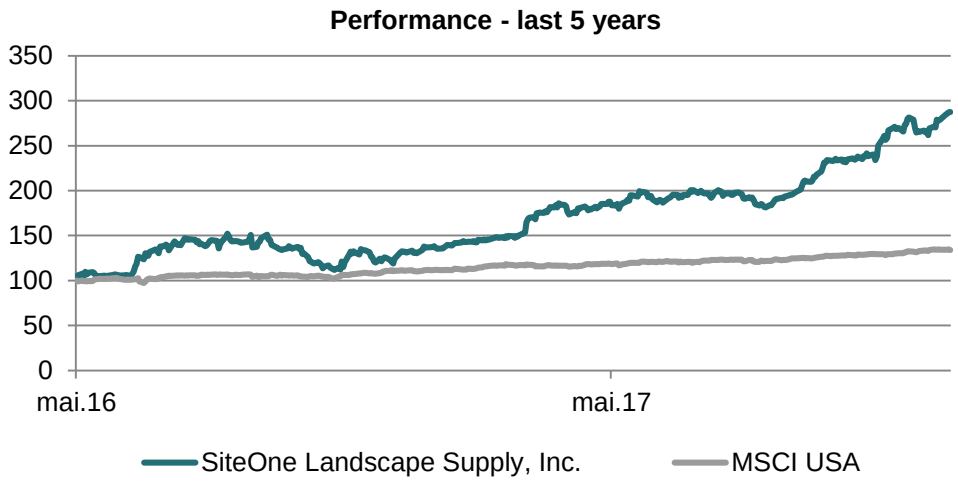
Company description

SiteOne Landscape Supplies is the largest wholesale distributor of landscaping products in the US. The company is four times the size of its closest competitor and is the only company in the industry with a national footprint. The company was spun out of John Deere and listed in May 2016.

Why invested?

The new management in SiteOne who joined the company in 2014 has been given the mandate to consolidate the landscape supply industry. The company operates in a highly fragmented market with significant benefits from being a player with scale. The company generates strong cash flows that can be used to buy smaller competitors in order to broaden its product offering and increase its geographical footprint.

Through consolidating suppliers, better category management and pricing, and improved sales force performance there is substantial potential for margin improvements and acceleration of organic growth.



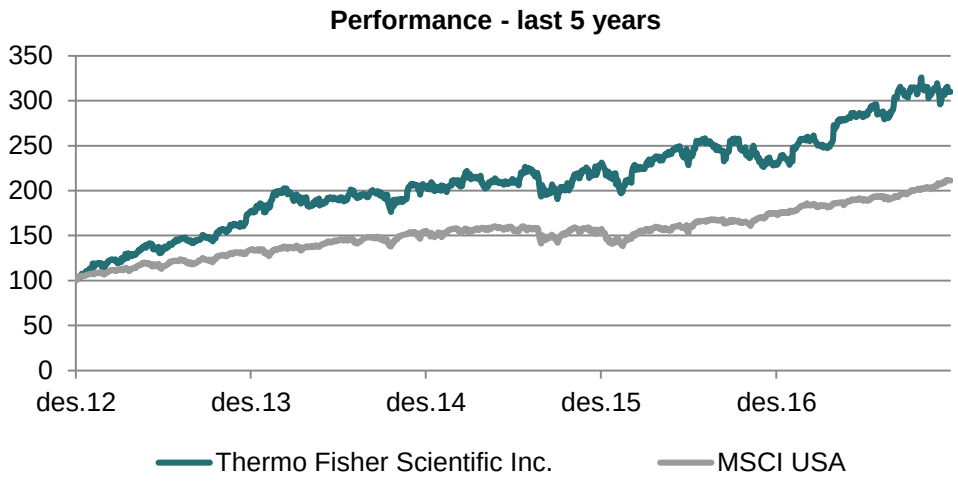
SiteOne Landscape Supply, Inc.							Industrials /Trading Companies & Distributors
Market Value (mill.)	3,045	Price	76.70			Price currency	USD
Net debt (mill.)	468					Reporting currency	USD
Enterprise Value (mill.)	3,513					FX rate (NOK)	8.18
Year end (December)	**2012**	**2013**	**2015**	**2015**	**2016**	**2017E**	**2018E**
Sales (mill.)	-	-	1,452	1,452	1,648	1,856	2,010
EBIT (Operating Income - mill.)	-	-	56	56	69	112	141
Net Income (reported - mill.)	-	-	29	29	31	47	70
Equity	-	-	305	305	149	204	274
Return on Equity (%)					20.6 %	23.2 %	25.4 %
EPS	-	-	-0.4	-0.4	-3.0	1.3	1.7
Book value per share	-	-	2.8	2.8	3.8	5.0	6.6
DPS	-	-	-	-	-	-	-
Price/Earnings						58.1	44.0
Price/Book Value						15.2	11.6
EV/EBIT	-	-	-	-	20.6	31.4	24.9
Dividend Yield (%)						0.0 %	0.0 %

ODIN

Thermo Fisher

Company description

Thermo Fisher sells tools and services used in the discovery of new chemical and biological pharmaceuticals, diagnostics, academic research and food and environmental testing. It effectively helps labs do their research, diagnostics and testing more efficiently. Thermo's instruments become an integral part of customers' workflow and require them to purchase consumables from Thermo for their everyday activities.



Why invested?

Thermo operates in markets with strong growth trends. The development of biological medicines, advanced genetic diagnostics and food testing are areas where we see large investments by a number of companies and they all need Thermo's tools to be competitive.

Through a number of significant acquisitions Thermo has built a very broad product portfolio, making them a preferred supplier for many clients at the same time as its business is very diversified in terms of growth opportunities and risk.

Thermo Fisher Scientific Inc.						Health Care /Life Sciences Tools & Services	
Market Value (mill.)	76,141	Price	189.88			Price currency	USD
Net debt (mill.)	21,237					Reporting currency	USD
Enterprise Value (mill.)	97,378					FX rate (NOK)	8.18
Year end (December)	**2012**	**2013**	**2015**	**2015**	**2016**	**2017E**	**2018E**
Sales (mill.)	12,510	13,090	16,965	16,965	18,274	20,581	22,942
EBIT (Operating Income - mill.)	1,629	1,799	2,492	2,492	2,859	4,793	5,431
Net Income (reported - mill.)	1,258	1,279	1,980	1,980	2,025	2,394	2,924
Equity	15,465	16,856	21,350	21,350	21,539	25,119	26,584
Return on Equity (%)	8.1 %	7.6 %	9.3 %	9.3 %	9.4 %	9.5 %	11.0 %
EPS	3.4	3.5	4.9	4.9	5.1	9.4	10.6
Book value per share	43.3	46.6	53.4	53.4	54.7	64.6	69.9
DPS	0.5	0.6	0.6	0.6	0.6	0.6	0.6
Price/Earnings	18.9	31.9	28.8	28.8	27.7	20.3	18.0
Price/Book Value	1.5	2.4	2.7	2.7	2.6	2.9	2.7
EV/EBIT	18.2	25.2	27.7	27.7	25.2	20.3	17.9
Dividend Yield (%)	0.8 %	0.5 %	0.4 %	0.4 %	0.4 %	0.3 %	0.3 %

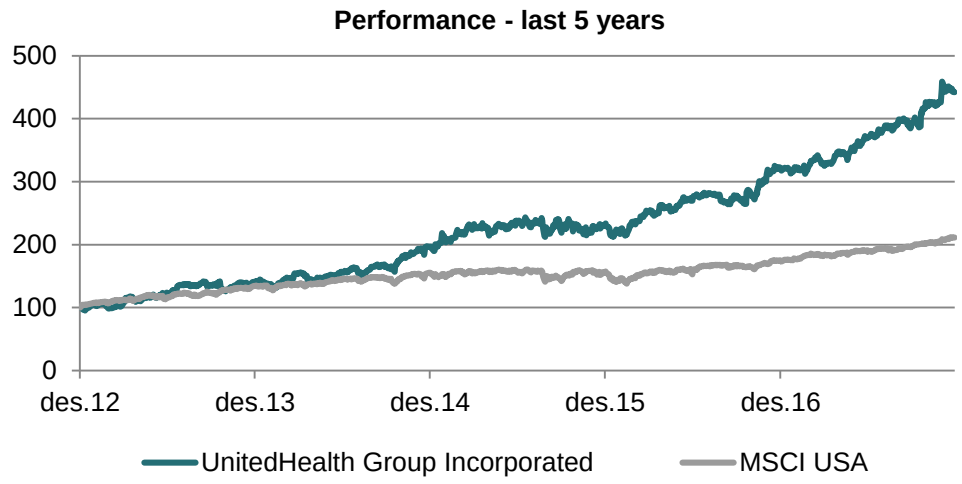
ODIN

UNITEDHEALTH GROUP

United Health Group

Company description

UnitedHealth Group is the nation's largest managed care company, with nearly 70 million medical lives in all 50 states. They serve key markets and geographic regions with a broad range of health benefit products and services for both consumers and benefit sponsors. They serve people in employer-sponsored health plans, those enrolled in Medicare and Medicaid, as well as those who purchase their own health plans.



Why invested?

UnitedHealth Group has leading positions in important sectors of the commercial, Medicare, and Medicaid markets that are leveraged by its rapidly growing services businesses. UnitedHealth's competitive advantages include its national footprint and extensive provider network, its enormous distribution system, and decades of experience managing the care for tens of millions of Americans. The customers are provided access to more affordable medical care, treatment, and program offerings through its network of physicians, hospitals, and specialty care facilities. US health care has grown by 4-7 % p.a, and going forward mid single digit yield increases in commercial risk based businesses is expected.

UnitedHealth Group Incorporated						Health Care /Health Care Providers & Services	
Market Value (mill.)	213,641	Price	220.46			Price currency	USD
Net debt (mill.)	12,993					Reporting currency	USD
Enterprise Value (mill.)	226,634					FX rate (NOK)	8.18
Year end (December)	**2012**	**2013**	**2015**	**2015**	**2016**	**2017E**	**2018E**
Sales (mill.)	110,624	122,497	157,129	157,129	184,885	200,583	223,698
EBIT (Operating Income - mill.)	-	-	-	-	-	15,103	17,822
Net Income (reported - mill.)	5,526	5,625	5,813	5,813	7,017	9,277	10,068
Equity	31,178	32,149	33,830	33,830	38,274	47,479	51,004
Return on Equity (%)	17.7 %	17.5 %	17.2 %	17.2 %	18.3 %	19.5 %	19.7 %
EPS	5.3	5.5	6.0	6.0	7.3	10.0	10.8
Book value per share	30.6	32.5	35.5	35.5	40.2	49.0	54.5
DPS	0.8	1.1	1.9	1.9	2.4	2.8	3.0
Price/Earnings	10.3	13.7	19.6	19.6	22.1	22.0	20.4
Price/Book Value	1.8	2.3	3.3	3.3	4.0	4.5	4.0
EV/EBIT	-	-	-	-	-	15.0	12.7
Dividend Yield (%)	1.5 %	1.4 %	1.6 %	1.6 %	1.5 %	1.3 %	1.4 %

ODIN

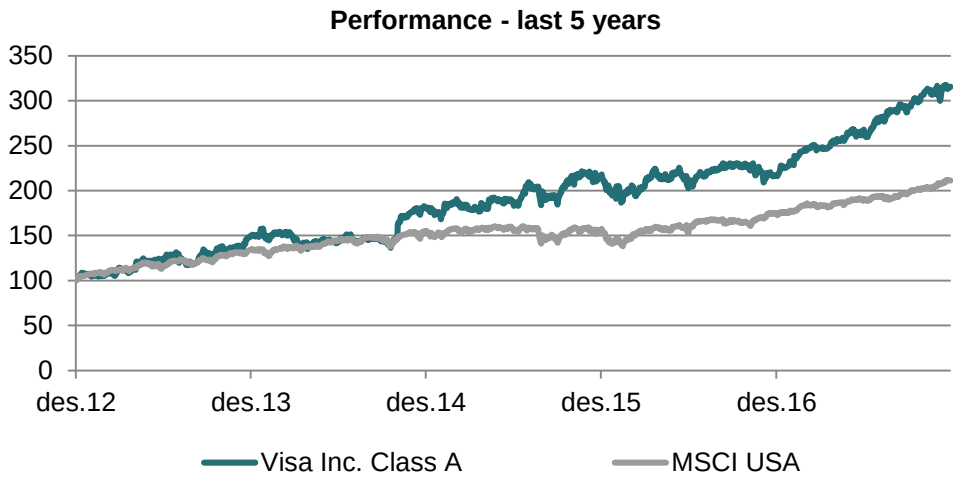
Visa Inc

Company description

VISA is a technology company connecting consumers, businesses, banks and government to electronic payments in more than 200 countries. It offers fraud protection for account holders and rapid payments for merchants. They operate one of the worlds most advanced processing networks – VisaNet.

Why invested?

Visa is a global payment technology company with tremendous growth opportunities. Worldwide 85% of payments are still cash payments. With a market share of more than 50% the company is surrounded by a wide moat difficult for competitors to replicate. Globally recognized brands, global digital payments ecosystem, safety and security solutions embedded in the network. Scale and network economics makes alternatives costly and enables the established companies like VISA and Mastercard to earn healthy profits.



Visa Inc. Class A							Information Technology /IT Services
Market Value (mill.)	258,677	Price	114.02			Price currency	USD
Net debt (mill.)	3,898					Reporting currency	USD
Enterprise Value (mill.)	262,575					FX rate (NOK)	8.18
Year end (September)	**2013**	**2014**	**2016**	**2016**	**2017**	**2018E**	**2019E**
Sales (mill.)	11,778	12,702	15,082	15,082	18,358	20,095	22,256
EBIT (Operating Income - mill.)	7,242	8,150	10,024	10,024	12,163	13,764	15,467
Net Income (reported - mill.)	4,961	5,421	5,929	5,929	6,467	9,446	10,592
Equity	26,870	27,413	32,912	32,912	32,760	33,258	37,445
Return on Equity (%)	18.5 %	19.8 %	18.0 %	18.0 %	19.7 %	28.4 %	28.3 %
EPS	1.9	2.1	2.5	2.5	2.7	4.1	4.7
Book value per share	10.5	11.1	11.6	11.6	12.0	14.7	16.5
DPS	0.3	0.4	0.6	0.6	0.7	0.8	0.9
Price/Earnings	25.3	24.8	33.7	33.7	39.0	28.1	24.2
Price/Book Value	4.5	4.8	7.1	7.1	8.8	7.8	6.9
EV/EBIT	16.7	15.8	21.1	21.1	21.5	19.1	17.0
Dividend Yield (%)	0.7 %	0.7 %	0.7 %	0.7 %	0.6 %	0.7 %	0.8 %

ODIN

Wells Fargo

Company description

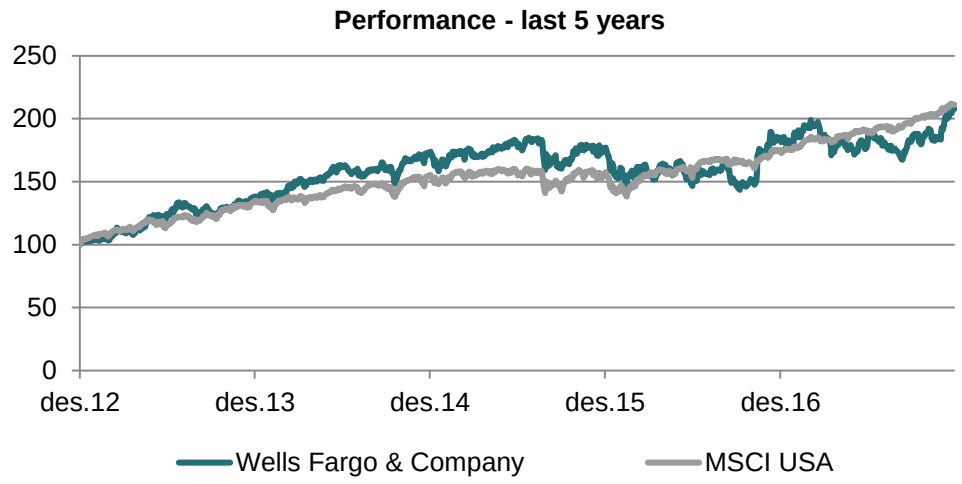
Wells Fargo is among the top 3 US banks. It is the third largest bank measured by assets and by deposits. Measured by retail deposits it is number one. The bank was founded in 1852 in California. In 2008 it acquired Wachovia and became a bank with a national footprint.

Why invested?

We have invested in Wells Fargo due to its low cost of funding. The bank has a large deposit base, both retail and commercial. These deposits are very sticky and pays very low interest rates giving Wells Fargo access to cheap funding of its loans.

Since the financial crisis return on equity has declined due to low interest rates and increased capital and liquidity requirements. Should interest rates increase, yields on the bank's assets should increase more than deposits costs resulting in higher net interest margins and ROE.

Wells Fargo generates half of its income from fees and is known to have a conservative credit culture. The loan book is very diversified, reducing risk. Wells Fargo is well capitalized and has a 2.5% dividend yield.



Wells Fargo & Company							Financials /Banks
Market Value (mill.)	298,755	Price	60.67			Price currency	USD
Net debt (mill.)	313,498					Reporting currency	USD
Enterprise Value (mill.)	612,253					FX rate (NOK)	8.18
Year end (December)	**2012**	**2013**	**2014**	**2015**	**2016**	**2017E**	**2018E**
Sales (mill.)	88,210	89,497	90,180	90,740	95,613	88,668	90,279
Net Income (reported - mill.)	18,897	21,878	23,057	22,894	21,938	19,952	21,406
Equity	157,554	170,142	184,394	192,998	199,581	206,495	210,624
Return on Equity (%)	12.0 %	12.9 %	12.5 %	11.9 %	11.0 %	9.7 %	10.2 %
EPS	3.4	3.9	4.1	4.1	4.0	4.0	4.4
Book value per share	27.5	29.3	31.9	33.5	34.9	37.0	39.0
DPS	0.9	1.2	1.4	1.5	1.5	1.5	1.6
Price/Earnings	10.2	11.7	13.4	13.2	13.8	15.3	13.9
Price/Book Value	1.2	1.6	1.7	1.6	1.6	1.6	1.6
Dividend Yield (%)	2.6 %	2.5 %	2.5 %	2.7 %	2.7 %	2.5 %	2.6 %

ODIN

3M

Company description:

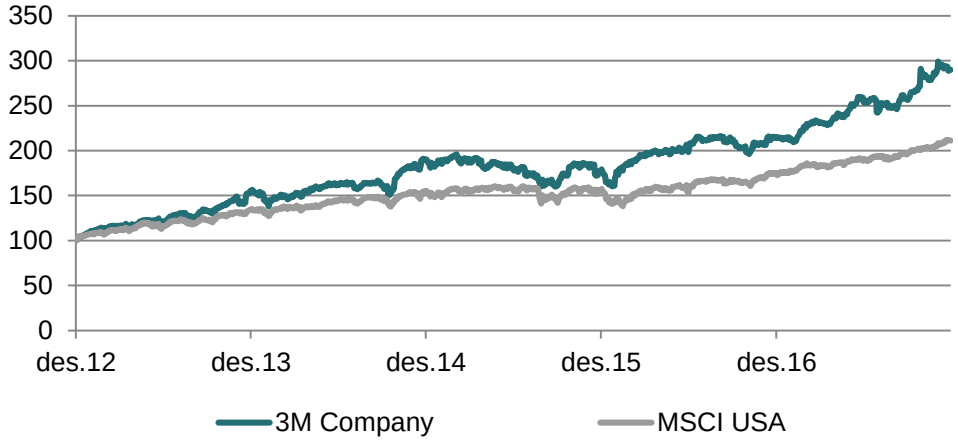
3M is a high quality «multi-industrial» with a global reach. For more than a century, innovation has been the hallmark of 3M's growth, reflecting a culture of shared ideas and technology. Worldwide-leading brands like «Post-It» and «Scotch». 3M has a very diverse range of businesses, ranging from industrial-type products to consumer and health products.

Why invested?

3M's strong innovation power lies at the core of the company's ability to grow top line. Emerging markets constitute close to 50 per cent of earnings and will be an important long term driver. Operating and financial discipline resulting in strong free cash flow and high return on capital.

Compared to many other industrial companies, 3M's topline is less cyclical due to it's diverse end-market exposure.

Performance - last 5 years



3M Company							Industrials /Industrial Conglomerates
Market Value (mill.)	140,188	Price	235.37			Price currency	USD
Net debt (mill.)	8,246					Reporting currency	USD
Enterprise Value (mill.)	148,434					FX rate (NOK)	8.18
Year end (December)	**2012**	**2013**	**2015**	**2015**	**2016**	**2017E**	**2018E**
Sales (mill.)	29,904	30,871	30,274	30,274	30,109	31,487	33,300
EBIT (Operating Income - mill.)	6,476	6,660	6,871	6,871	7,019	7,802	8,224
Net Income (reported - mill.)	4,444	4,659	4,833	4,833	5,050	5,572	5,905
Equity	17,575	17,502	11,429	11,429	10,298	11,477	12,279
Return on Equity (%)	25.3 %	26.6 %	42.3 %	42.3 %	49.0 %	48.5 %	48.1 %
EPS	6.3	6.7	7.6	7.6	8.2	9.1	9.8
Book value per share	25.6	26.4	18.8	18.8	17.3	19.2	20.9
DPS	2.4	2.5	4.1	4.1	4.4	4.7	5.0
Price/Earnings	14.7	20.9	19.9	19.9	21.9	26.0	24.0
Price/Book Value	3.6	5.3	8.0	8.0	10.3	12.3	11.3
EV/EBIT	10.4	15.1	15.2	15.2	17.0	19.0	18.0
Dividend Yield (%)	2.5 %	1.8 %	2.7 %	2.7 %	2.5 %	2.0 %	2.1 %

ODIN

About ODIN

Investment Objective

Long term value creation

*We prefer **performing** companies, with strong long term **prospects**, available at favourable **prices**.*

ODIN

Investment Philosophy

Performance - prospects - price

Performance
Operating excellence

«Doing good business with bad people simply doesn't work»

Warren E. Buffet

Prospects
Strong competive position

«We don't focus at beating the market short term. We want our holdings to beat their competitors long term»

Börje Ekholm

Price
Favourable valuation

«The bitterness of poor quality remains long after the sweetness of a nice price is forgotten»

Benjamin Franklin

ODIN

Om ODIN USA

På vegne av våre kunder, er ODIN en aktiv og ansvarsfull forvalter med fokus på langsiktig verdiskaping. Aksjefondet ODIN USA investerer i utvalgte amerikanske selskaper på tvers av stater, sektorer og bransjer. Dette betyr at du som kunde slipper å vurdere hvilket sektorer eller enkeltselskap i markedet du skal investere i. Gjennom aksjefondet ODIN USA kan også du ta del i verdiskapingen som skjer i USA. Fondet har andelsklasser.

Klasse	A	B	C
Etableringsdato	31/10/2016	31/10/2016	31/10/2016
Basisvaluta	NOK	NOK	NOK
Forvaltningshonorar	0.75%	1.00%	2.00%
Tegn./innløsningsgebyr	0.00%	0.00%	0.00%
Minste tegningsbeløp	10,000,000 NOK	1,000,000 NOK	3,000 NOK
Referanseindeks	MCSI USA NR USD		

ODIN

Om forvalter

Senior porteføljeforvalter Vigdis Almestad er ansvarlig forvalter for ODIN USA sammen med porteføljeforvalter Harald Nissen.

Vigdis kom til ODIN i januar 2016, og er også ansvarlig forvalter for ODIN Norge.

Vigdis er utdannet siviløkonom og MBA fra Norges Handelshøyskole og autorisert finansanalytiker fra NHH/NFF.

Vigdis har en bred investeringsbakgrunn og 25 års erfaring som forvalter. Hun har arbeidet som forvalter i Avanse Forvaltining A/S, Folketrygdfondet, vært investeringsdirektør for et privat investeringsselskap og ass. Investeringsdirektør i Orkla A/S. Hun har også arbeidet i Finansdepartementet.

Porteføljeforvalter Harald Nissen er ansvarlig forvalter for ODIN USA. Han er også co-forvalter for ODIN Global siden 1. september 2016 sammen med fondets ansvarlige forvalter.

Harald har jobbet i ODIN siden 2010, og har en bachelorgrad i samfunnsøkonomi og statsvitenskap fra University of Warwick og en mastergrad i internasjonal politisk økonomi fra London School of Economics. Han har erfaring som konsulent innen data og teknologi.

Harald har vært en viktig bidragsyter til oppstarten av ODIN Emerging Markets siden ODIN tok over fondet i desember 2010. Harald har jobbet analyser for ODINs globale og europeiske mandater.

ODIN

Følg oss i flere kanaler

ODIN

Vi minner om...

Historisk avkastning er ingen garanti for framtidig avkastning, som blant annet vil avhenge av markedsutviklingen, forvalters dyktighet, fondets risiko, samt kostnader ved forvaltning. Avkastningen kan bli negativ som følge av kurstap.

Uttalelser i denne rapporten reflekterer ODINs markedssyn på det tidspunktet den ble utarbeidet. Vi har gjengitt kilder som vurderes som pålitelige, men vi kan imidlertid ikke garantere at informasjonen fra kildene hverken er presis eller komplett.

Ansatte i ODIN Forvaltning AS kan handle for egen regning i flere typer finansielle instrumenter. Dette innebærer at ansatte i ODIN Forvaltning AS kan eie verdipapirer i selskaper som er omtalt i denne rapporten, samt andeler i ODINs verdipapirfond. Ansattes egenhandel skal skje i henhold til ODIN Forvaltning AS interne retningslinjer for ansattes egenhandel, som er utarbeidet i henhold til verdipapirhandelloven og Verdipapirfondenes forenings bransjestandard.

Du finner mer informasjon på www.odinfond.no

ODIN

skaper verdier for fremtiden