

# SELVAAG BOLIG

## Q4 2024

Oslo, 12 February 2025

Sverre Molvik, CEO

Christopher Brunvoll, CFO

# Agenda

## Highlights

Operational update

Financial update

Market

Summary



# Highlights Q4 and FY 2024

- Solid results considering market conditions
- Strong sales increase driven by improving markets and attractive projects
  - FY 2024 gross sales up NOK 1.78bn to NOK 4.36bn
- Highest quarterly construction starts in three years
  - 298 construction starts in Q4
  - 829 units under construction by YE
- Land bank additions of 880 units in 2024
- Proposed 2024 dividend of NOK 1.25 per share



# Key financials Q4 and FY 2024

Q4 2024

498

Operating revenues  
NOK million

17.4

Adjusted EBITDA\* margin  
Per cent

Full year 2024

1 971

Operating revenues  
NOK million

16.2

Adjusted EBITDA\* margin  
Per cent

877

Operating revenues (NGAAP)  
NOK million

10.9

EBITDA\*\* margin (NGAAP)  
Per cent

2 544

Operating revenues (NGAAP)  
NOK million

8.7

EBITDA\*\* margin (NGAAP)  
Per cent

\* EBITDA is profit before interest, taxes, depreciation and amortization. EBITDA adjusted is excluding financial expenses included in project costs.

\*\* EBITDA is operating profit before depreciation, gains (losses) and profit from associated companies.

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# Operational news

## Operating model

- Risk-minimizing sales model
  - Minimum presale of 60% before construction start
  - Fixed price contracts
  - Contractual reservation with buyers: Construction start subject to construction cost

## Sales & construction starts

- Sales picking up driven by increased purchasing power and attractive offering
  - Successful sales starts and 475 units for sale at 1 February
  - Planning for 550 sales starts in H1 and additional 450 units in H2 depending on market conditions
- Construction starts picking up

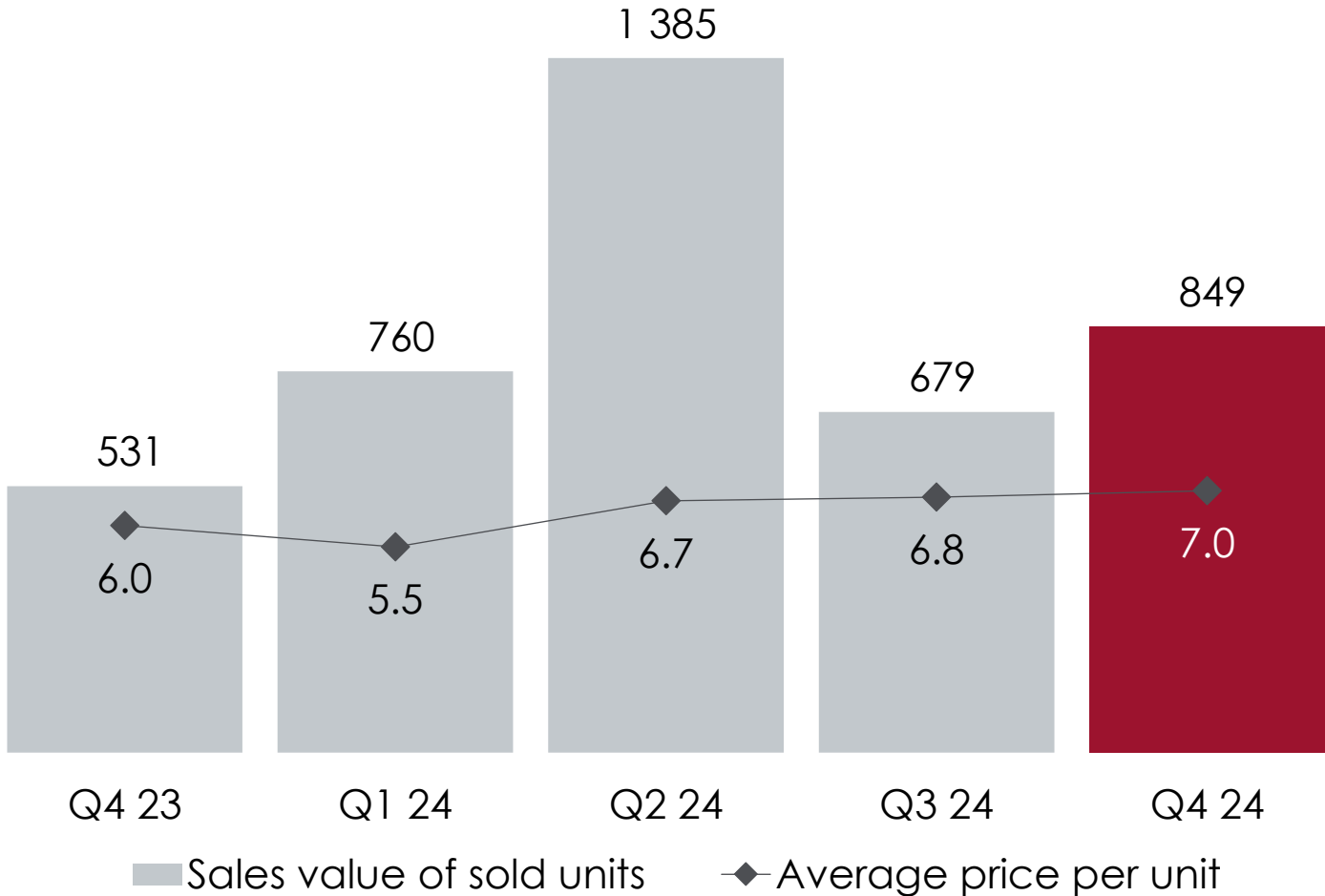
## Land bank

- Added 880 units in 2024
  - Greater Oslo area 400
  - Stockholm 300
  - Bergen 180
- Utilizing market downturn to develop landbank, expecting further additions in 1H 2025

# Sales value and units sold

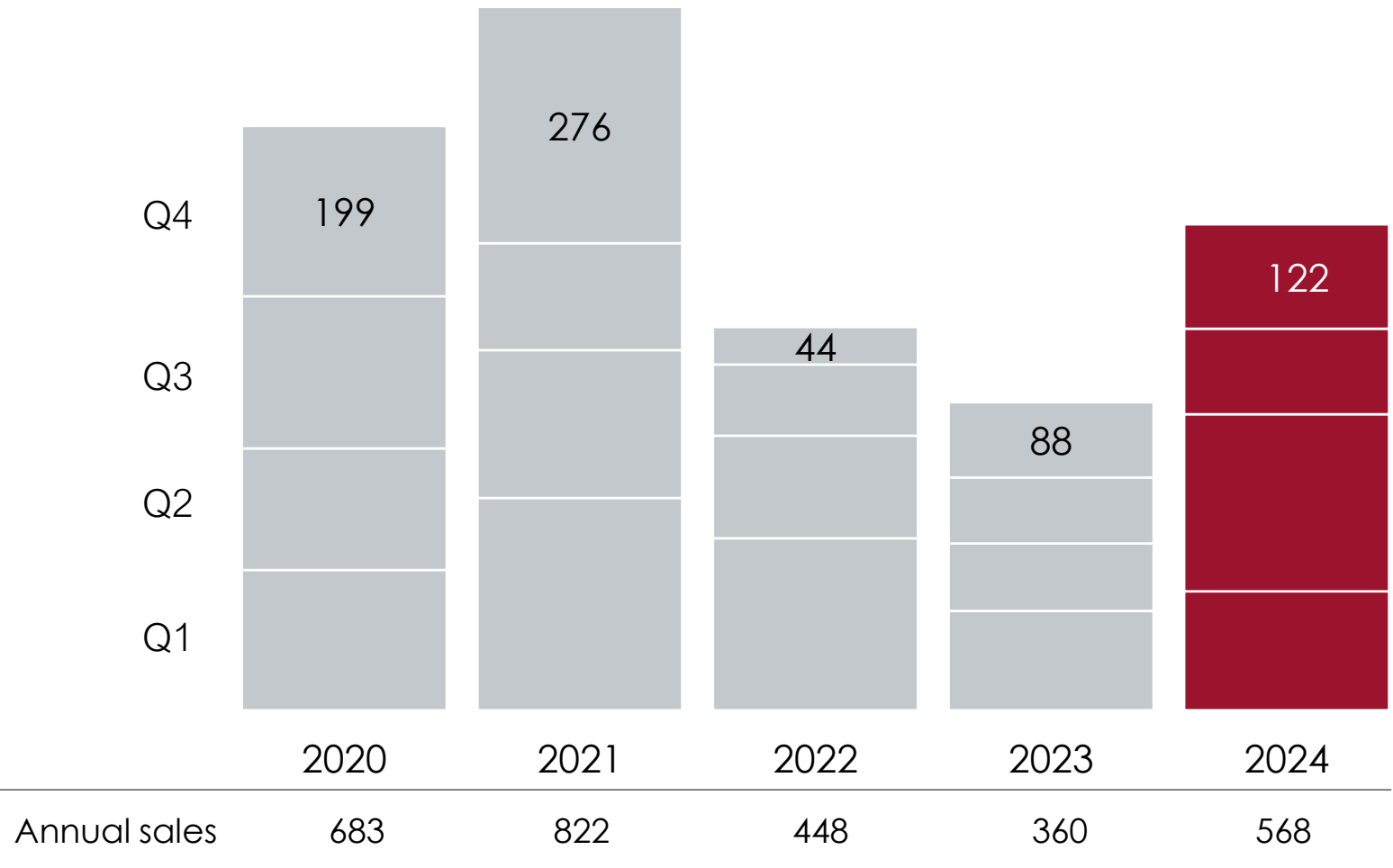
## Sales value

NOK million



## Number of units sold per quarter

Units



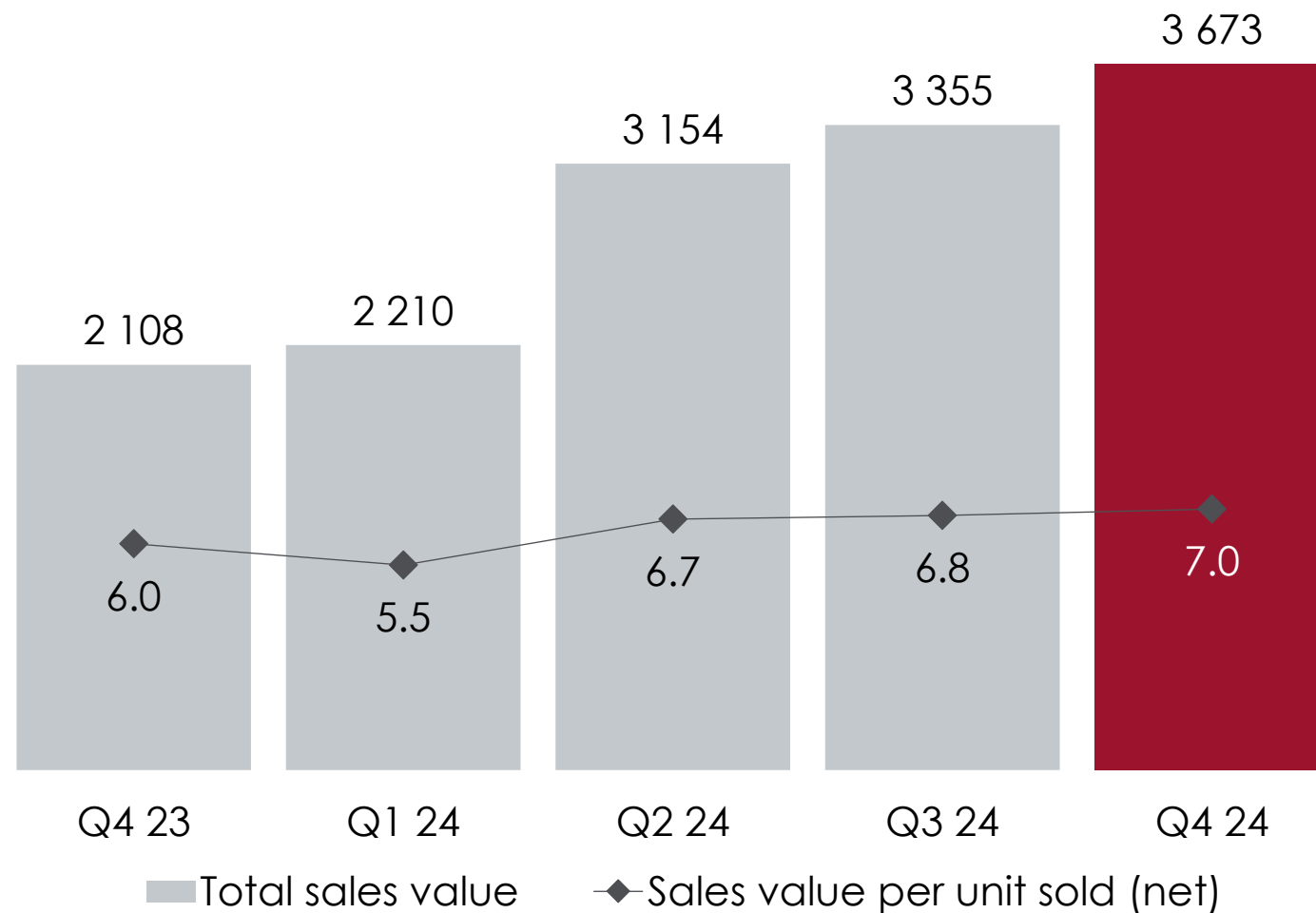
Note: Sales value is adjusted for Selvaag Bolig's share in joint ventures.

Units sold are sales contracts entered into with customers pursuant to the Norwegian Housing Construction Act. In accordance with the IFRS, they are recognised as income on delivery.

# Rolling sales value and units sold

## Sales value 12-month rolling

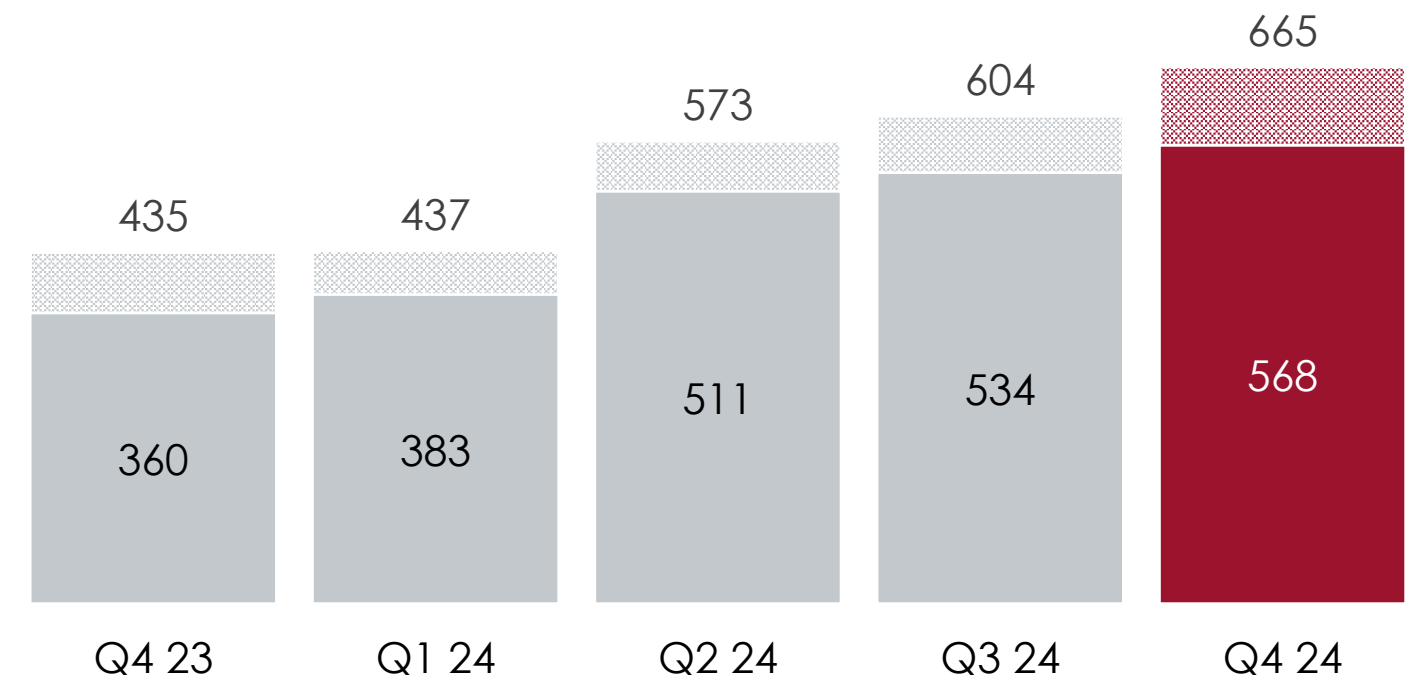
NOK million



Note: Sales value is adjusted for Selvaag Bolig's share in joint ventures.

## Units sold 12-month rolling

Units



\*Total columns show Selvaag Bolig's gross sales.

\*\*Columns excluding dotted areas show Selvaag Bolig's net sales.

Units sold are sales contracts entered into with customers pursuant to the Norwegian Housing Construction Act and the Swedish Bostadsrättslagen. In accordance with the IFRS, they are recognised as income on delivery.

**SELVAAG** BOLIG



# Construction starts and completions

## Construction starts and completions per quarter

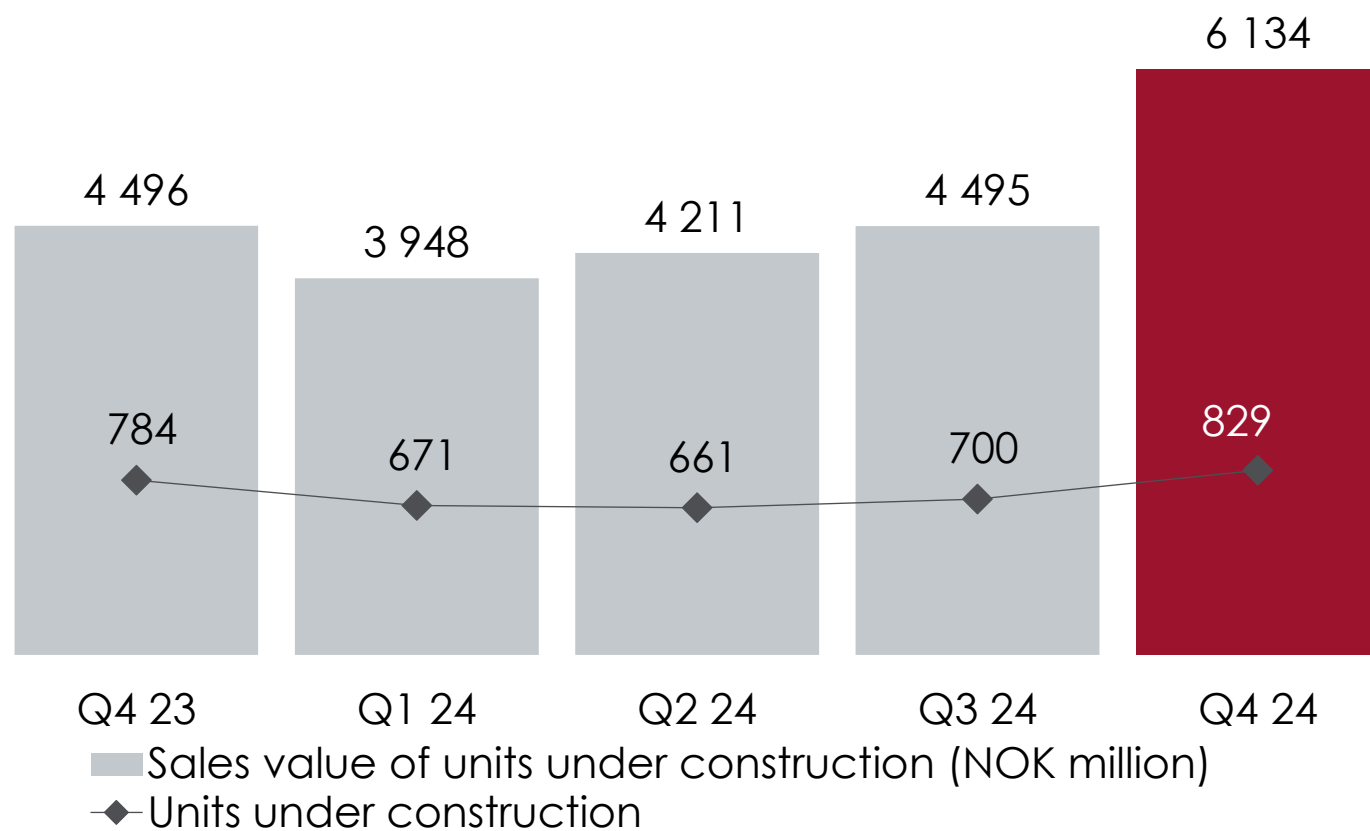


Note: Number of units are adjusted for Selvaag Bolig's share in joint ventures.

# Units under construction and completions

## Sales value units under construction

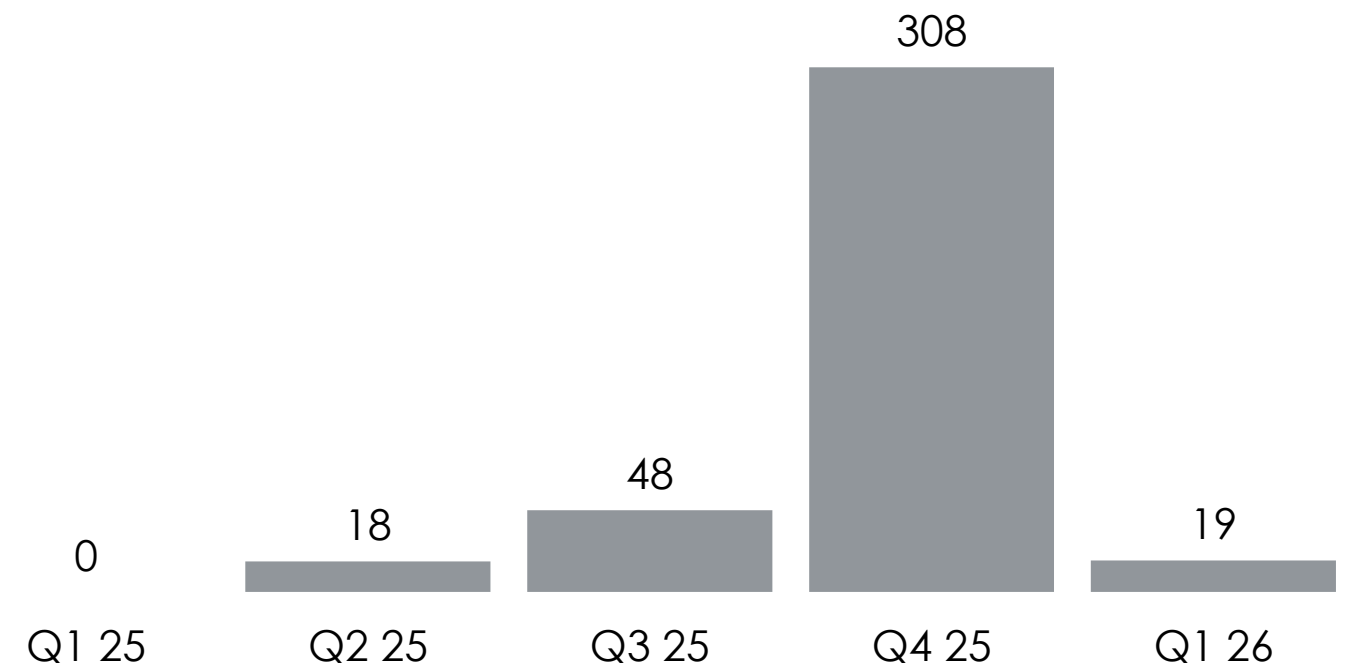
NOK million



- 61% of units under construction sold by Q4 2024
- 82% of construction volume in Greater Oslo Area\* in Q4 2024

## Expected completions\*\* per quarter

Units



- 75% of 2025 completions sold by Q4 2024
- Expected completions for the full year 2025: 374

Note: Sales value and number of units are adjusted for Selvaag Bolig's share in joint ventures.

\* Includes: Oslo, Lørenskog, Follo, Tønsberg, Asker.

\*\* Including share of partially owned projects

# Agenda

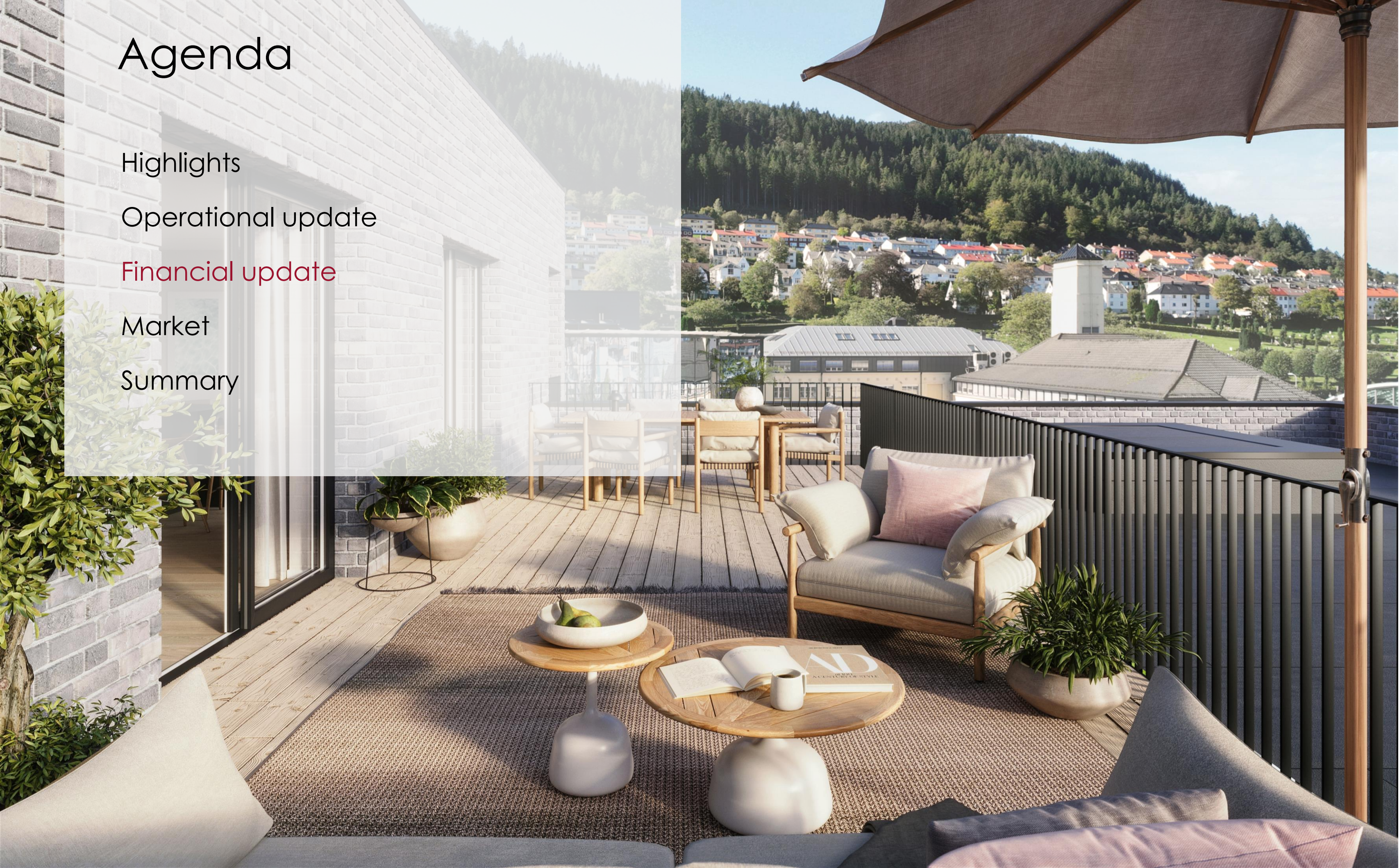
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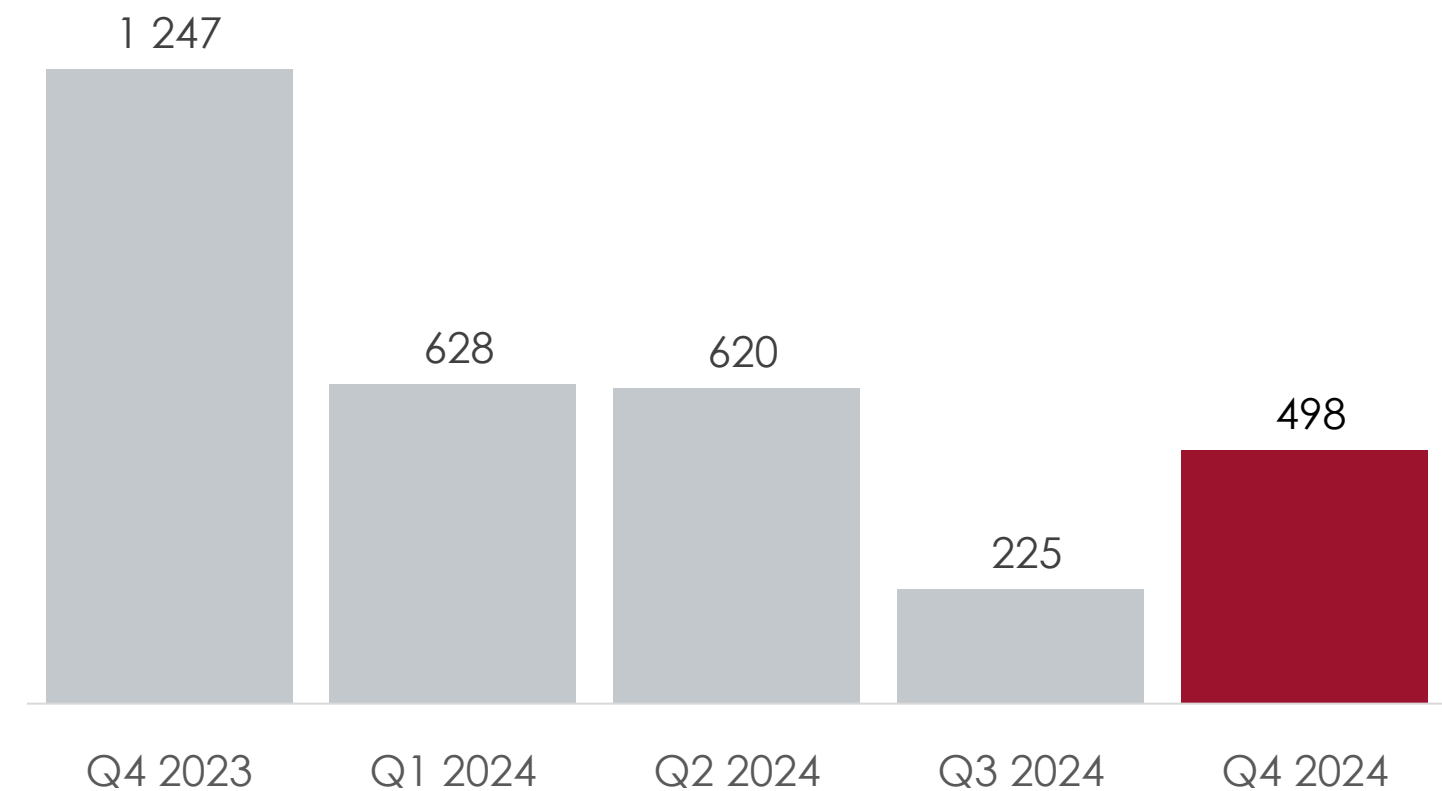


# Income statement highlights Q4 2024 (IFRS)

- 172 units delivered (276)
  - 63 units from share of JVs (28)
- Revenues NOK 498m (1 247)
  - Other revenues NOK 20m (17)
- Project costs NOK 406m (1 043)
  - Of which NOK 36m is interest (72)
- Other costs NOK 80m (84)
- Adjusted EBITDA\* NOK 87m (203)
- EBITDA\* NOK 51m (130)
- EPS in the quarter NOK 0.50 (1.16)

## Operating revenues (IFRS)

NOK million



Adjusted EBITDA margin

16%

17%

20%

2%

17%

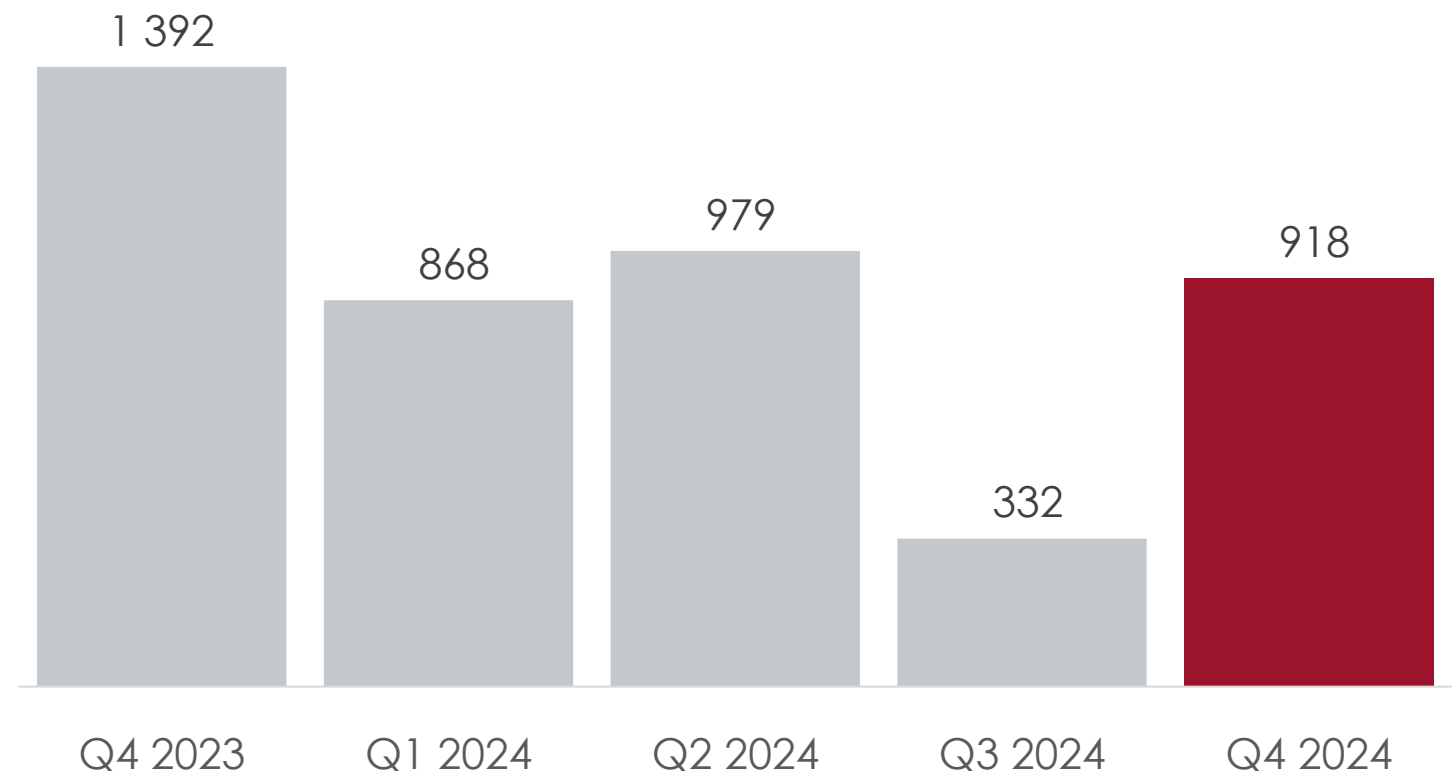
\* EBITDA is profit before interest, taxes, depreciation and amortization. EBITDA adjusted is excluding financial expenses included in project costs.

# Q4 2024 proforma figures including proportionate share of JV

- 172 units delivered (276)
- Revenues NOK 918 (1 392)
  - Other revenues NOK 23m (20)
- Project costs NOK 753m (1 164)
  - Of which NOK 79m is interest (78)
- Other costs NOK 89m (91)
- Adjusted EBITDA\*\* NOK 158m (219)
- EBITDA\* NOK 79m (141)
- EPS in the quarter NOK 0.50 (1.16)

## Operating revenues (IFRS)

NOK million



	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024
Adjusted EBITDA margin	16%	15%	17%	2%	17%

\* EBITDA is profit before interest, taxes, depreciation and amortization.

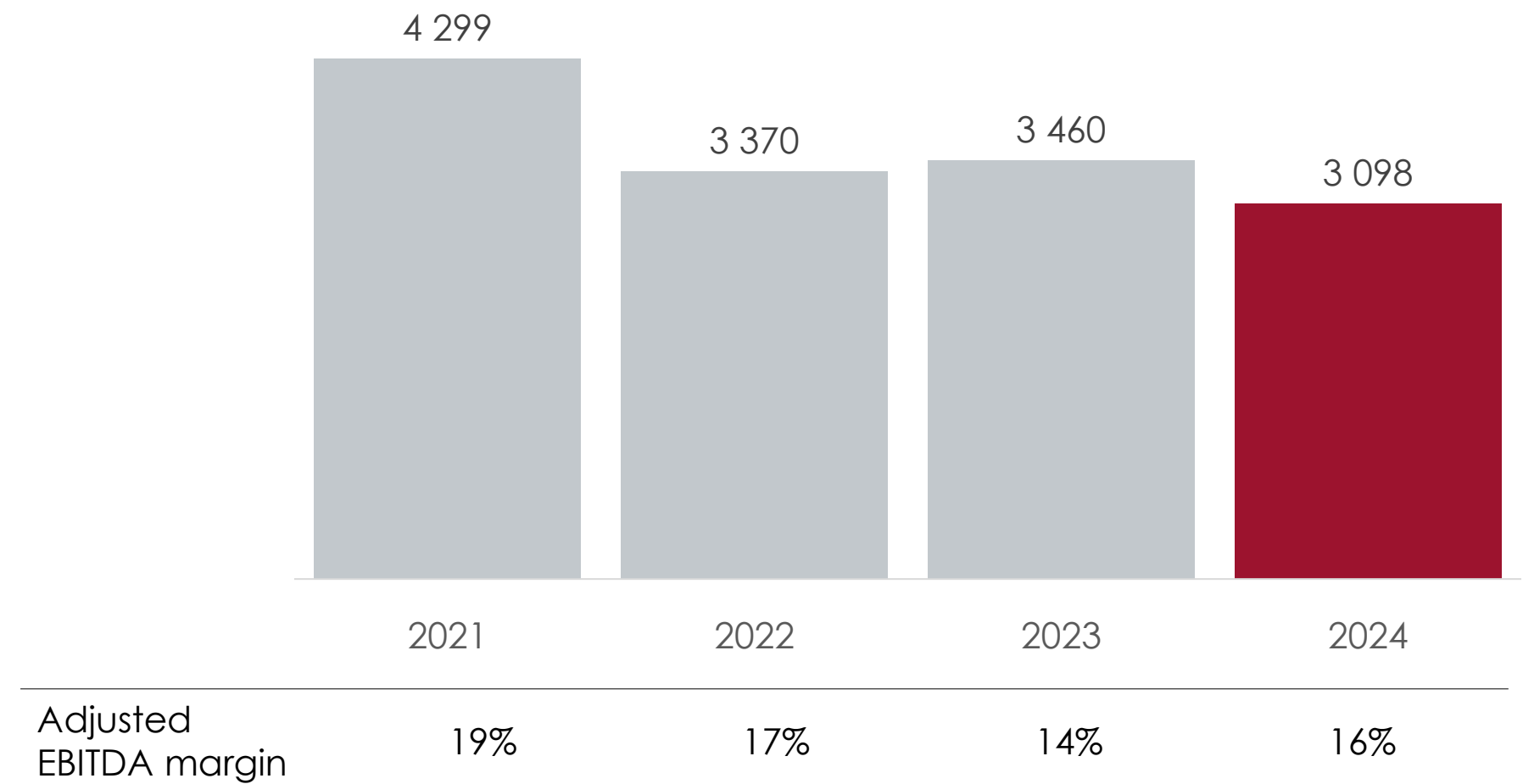
\*\* EBITDA adjusted is excluding financial expenses included in project costs. The difference compared to reported EBITDA is due to interest, taxes, depreciation and amortization in JVs.

# FY 2024 proforma figures including proportionate share of JV

- 532 units delivered (655)
- Revenues NOK 3 098m (3 460)
  - Other revenues NOK 84m (78)
- Project costs NOK 2 551m (2 856)
  - Of which NOK 215m is interest (149)
- Adjusted EBITDA\*\* NOK 482m (477)
- EBITDA\* NOK 267m (327)
- EPS NOK 1.90 (2.62)

## Operating revenues (IFRS)

NOK million



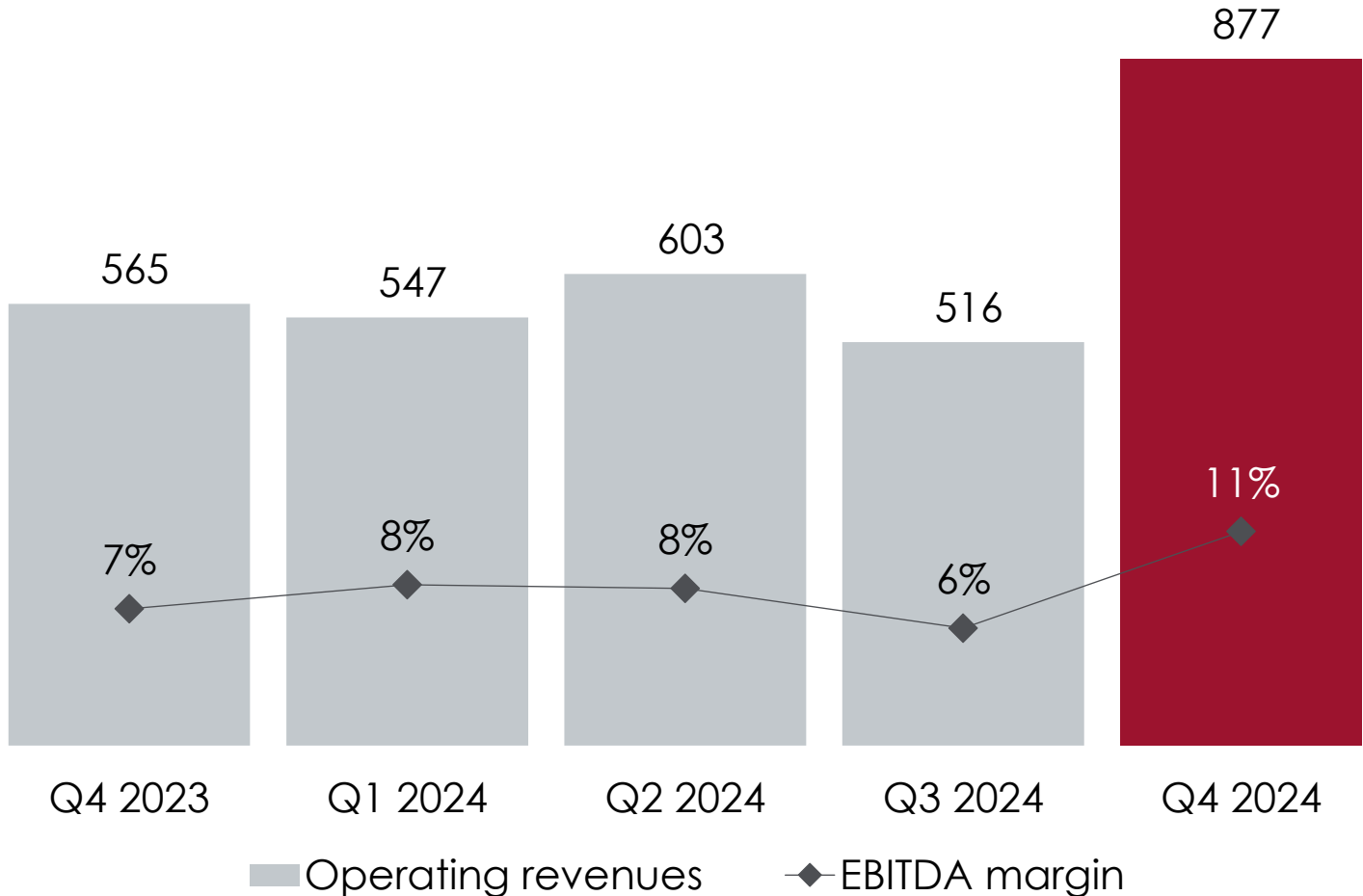
\* EBITDA is profit before interest, taxes, depreciation and amortization.

\*\* EBITDA adjusted is excluding financial expenses included in project costs. The difference compared to reported EBITDA is due to interest, taxes, depreciation and amortization in JVs.

# Income statement highlights Q4 2024 (NGAAP)

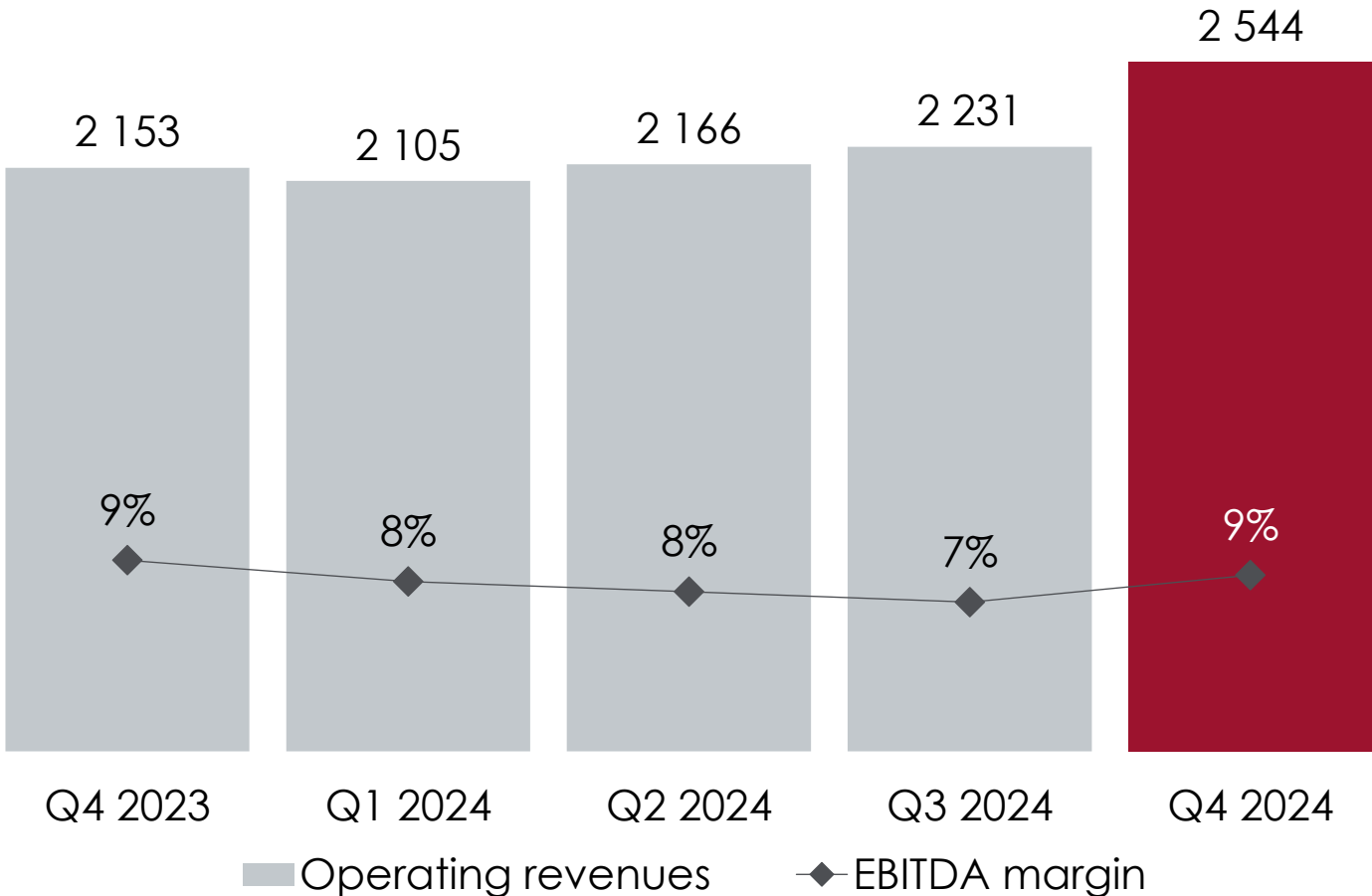
Revenues and EBITDA margin (NGAAP)\*

NOK million



12 month-rolling revenues (NGAAP)\*

NOK million

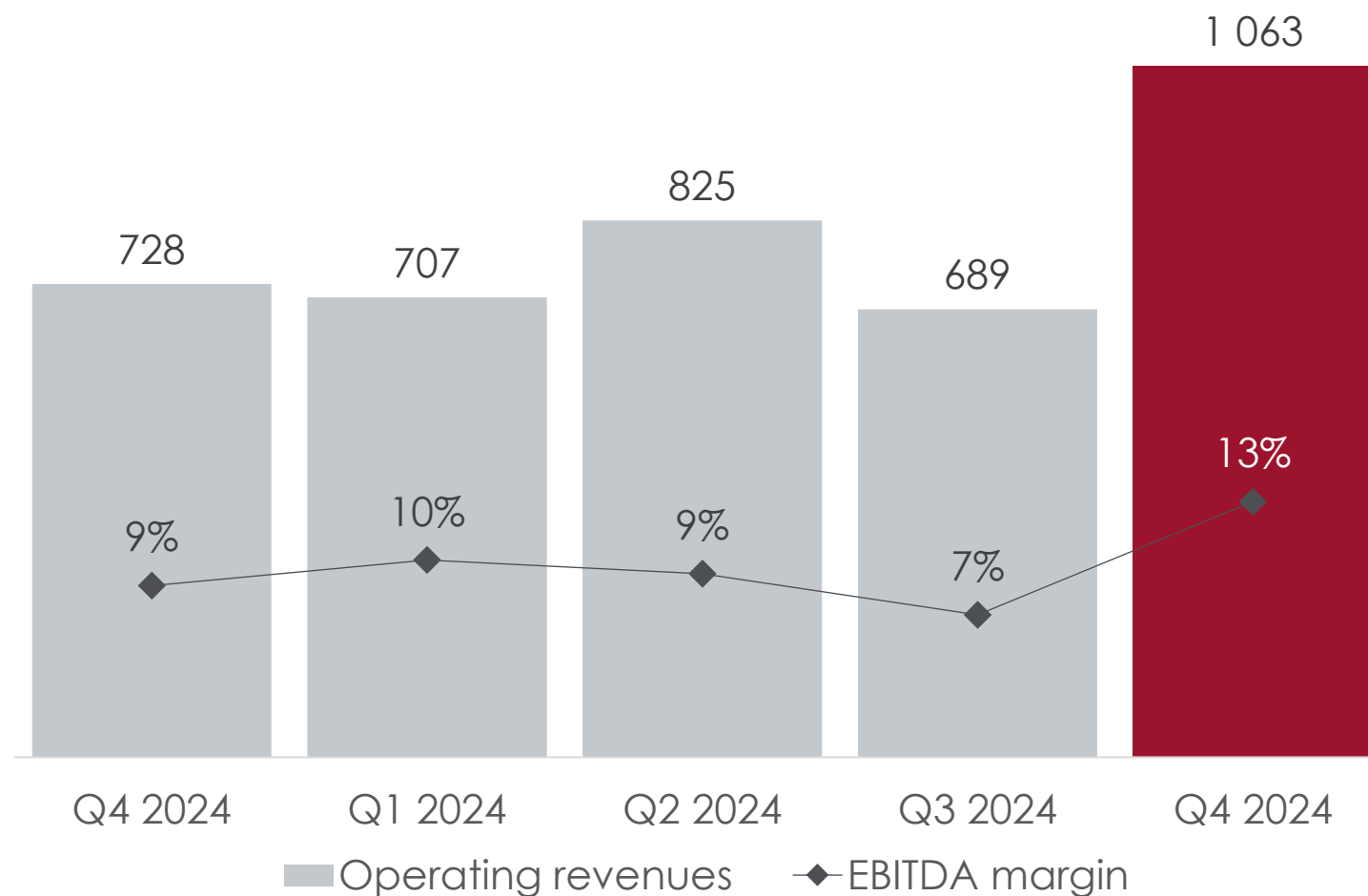


\* Construction costs are exclusive of financial expenses in the segment reporting (NGAAP).  
 Note: EBITDA is operating profit before depreciation, gains (losses) and profit from associated companies.

# Q4 2024 proforma figures including proportionate share of JV

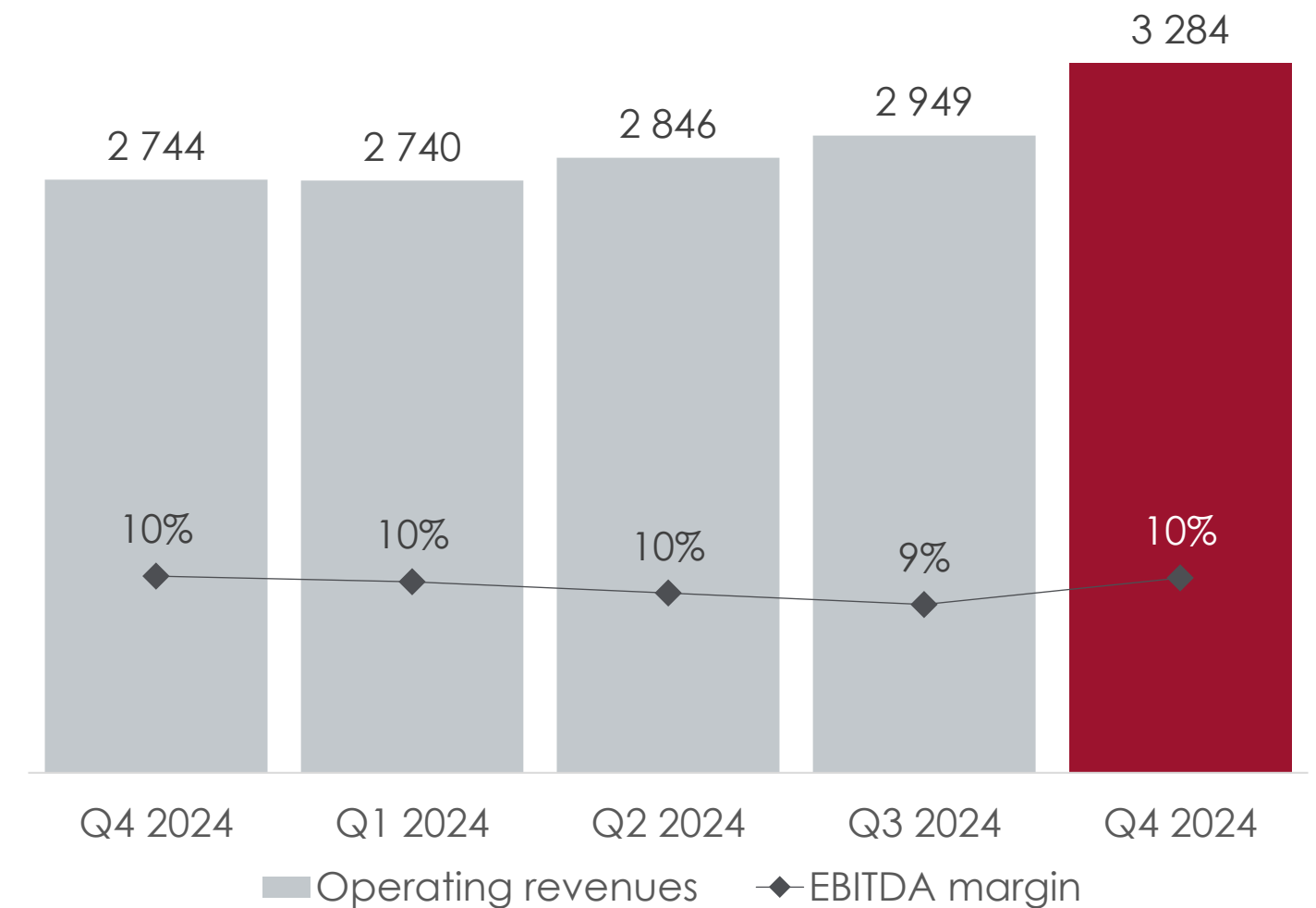
## Revenues and EBITDA margin (NGAAP)\*

NOK million



## 12 month-rolling (NGAAP)\*

NOK million

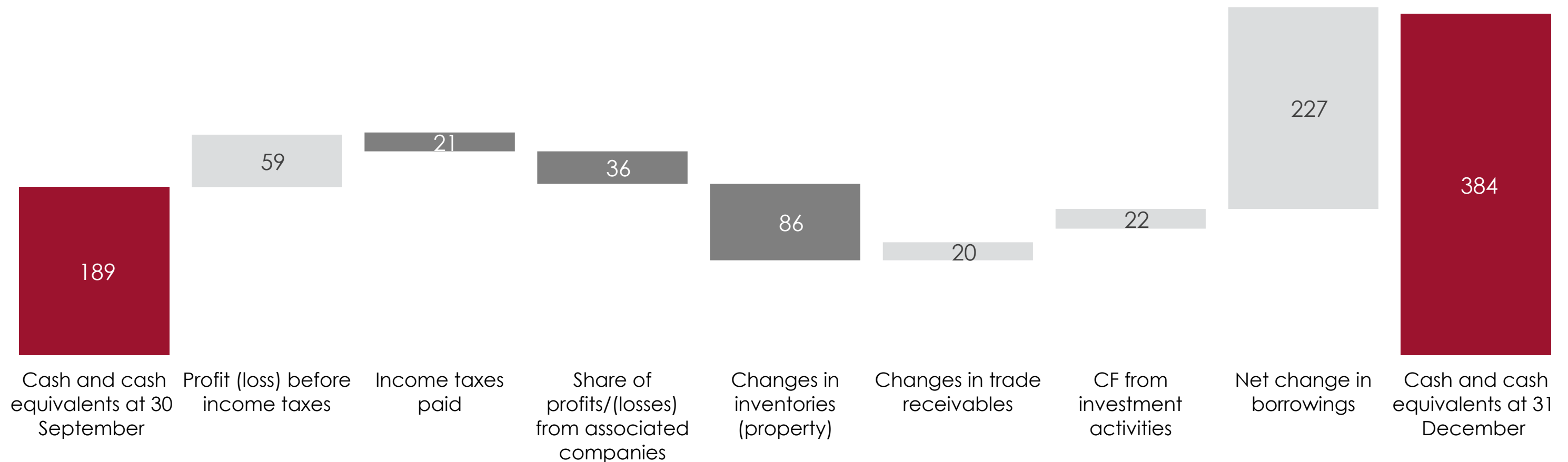


\* Construction costs are exclusive of financial expenses in the segment reporting (NGAAP).  
 Note: EBITDA is operating profit before depreciation, gains (losses) and profit from associated companies.



# Cash flow development Q4 2024

NOK million



- Cash flow from operations negative at NOK 47m driven by changes in inventories
- Cash flow from investing activities positive at NOK 22m related mainly repayment of loans from JV partners
- Cash flow from financing activities positive at NOK 219m due to net proceeds from borrowings, primarily new construction loans

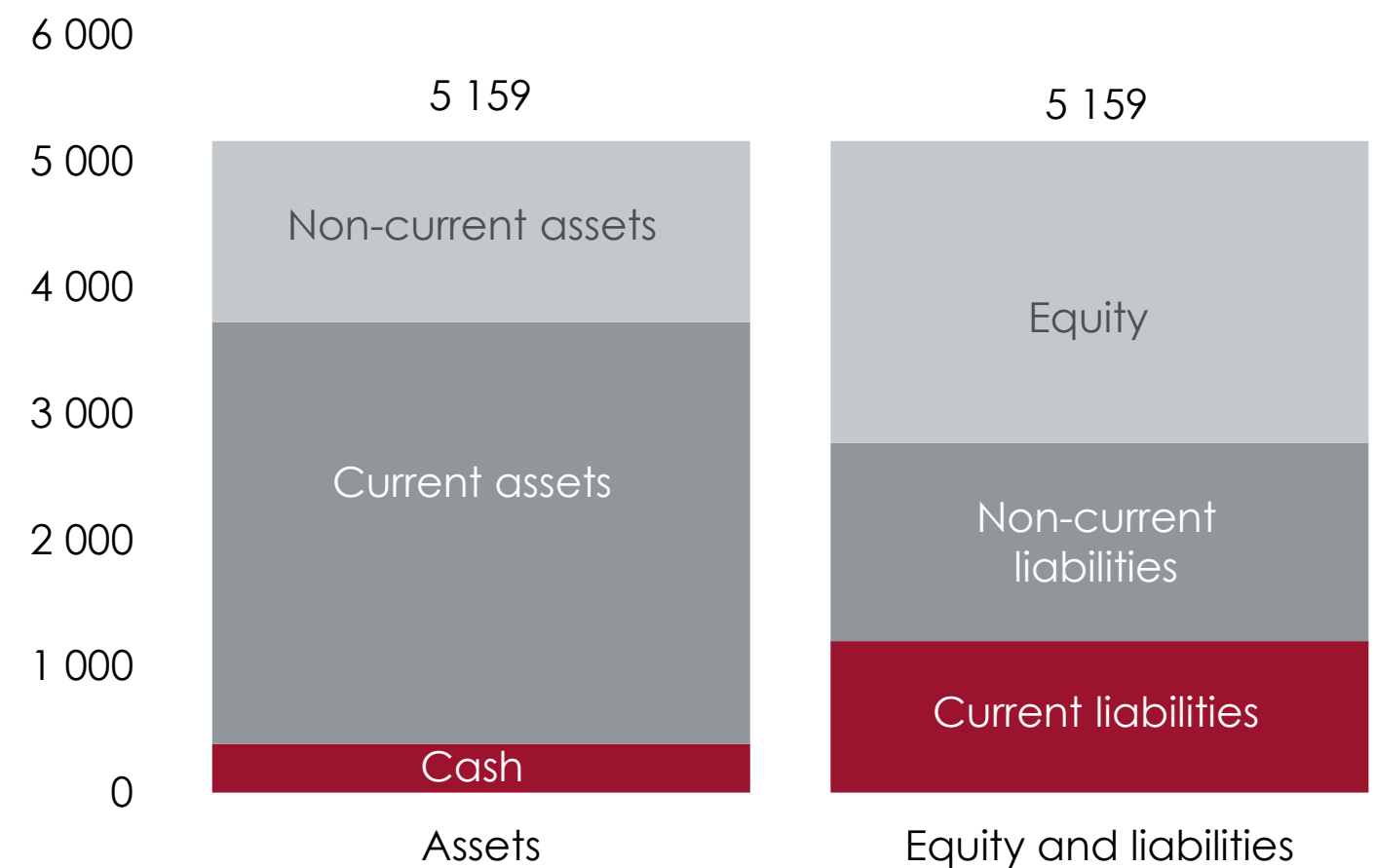
Note: Other items of less than NOK 25 million are excluded from the cash flow overview.

# Balance sheet highlights Q4 2024

- Book value of equity NOK 25.4 per share
  - Equity ratio 46.4%
- Changes from Q3 2024:
  - Inventories increased by NOK 151m
  - Current receivables reduced by NOK 20m
  - Cash and cash equivalents increased by NOK 195m
- Prepayments from customers represent NOK 37m of other current non-interest-bearing liabilities

## Balance sheet composition

NOK million



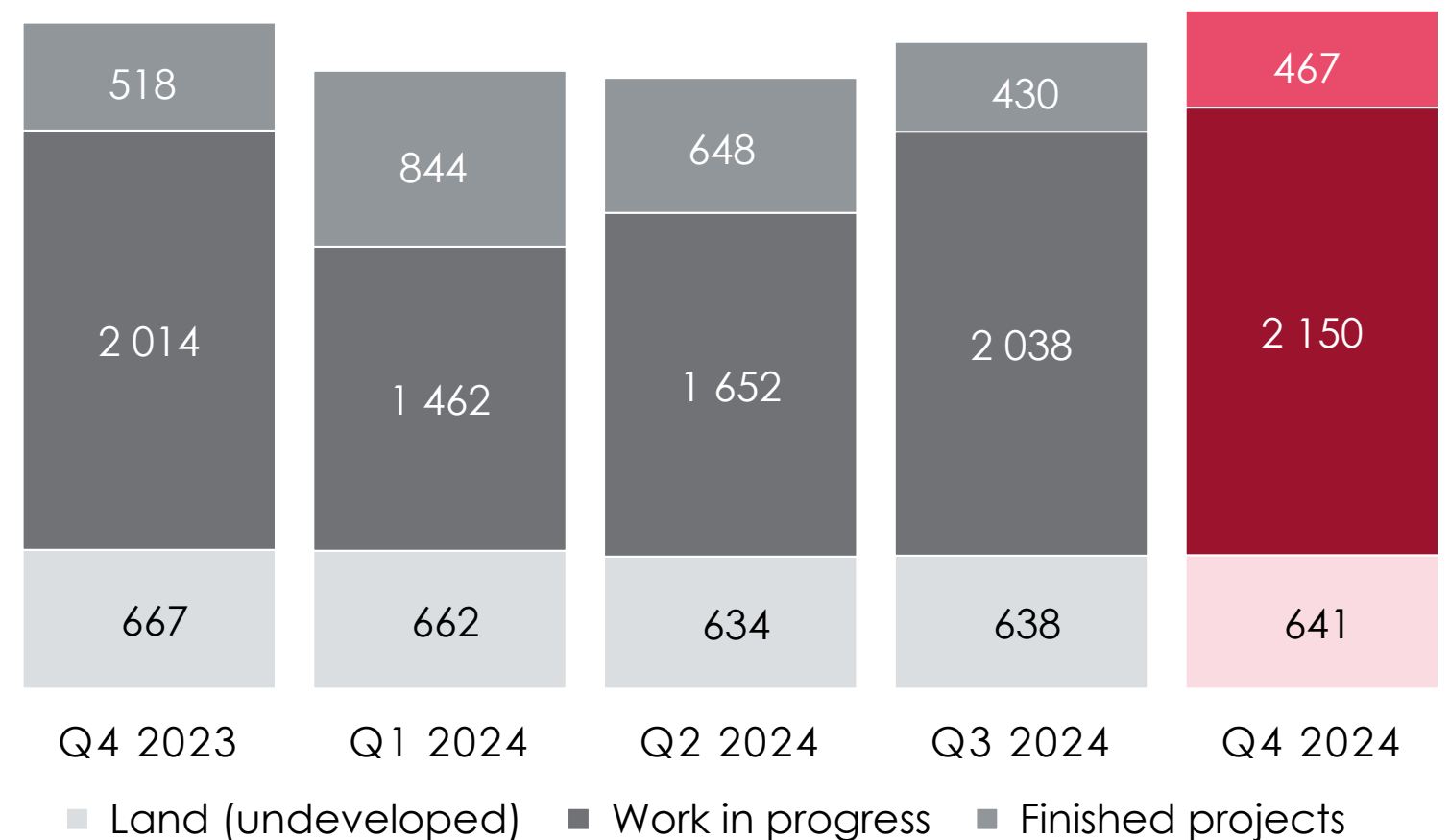
# Inventories (property) Q4 2024

Q3 2024 vs Q4 2024

- Land value up NOK 3m
- Work in progress up NOK 112m
- Finished goods up NOK 36m
  - 81 unsold completed units by year end
    - 63 unsold at 6 February, 2025
  - 26 sold and completed units, but not delivered

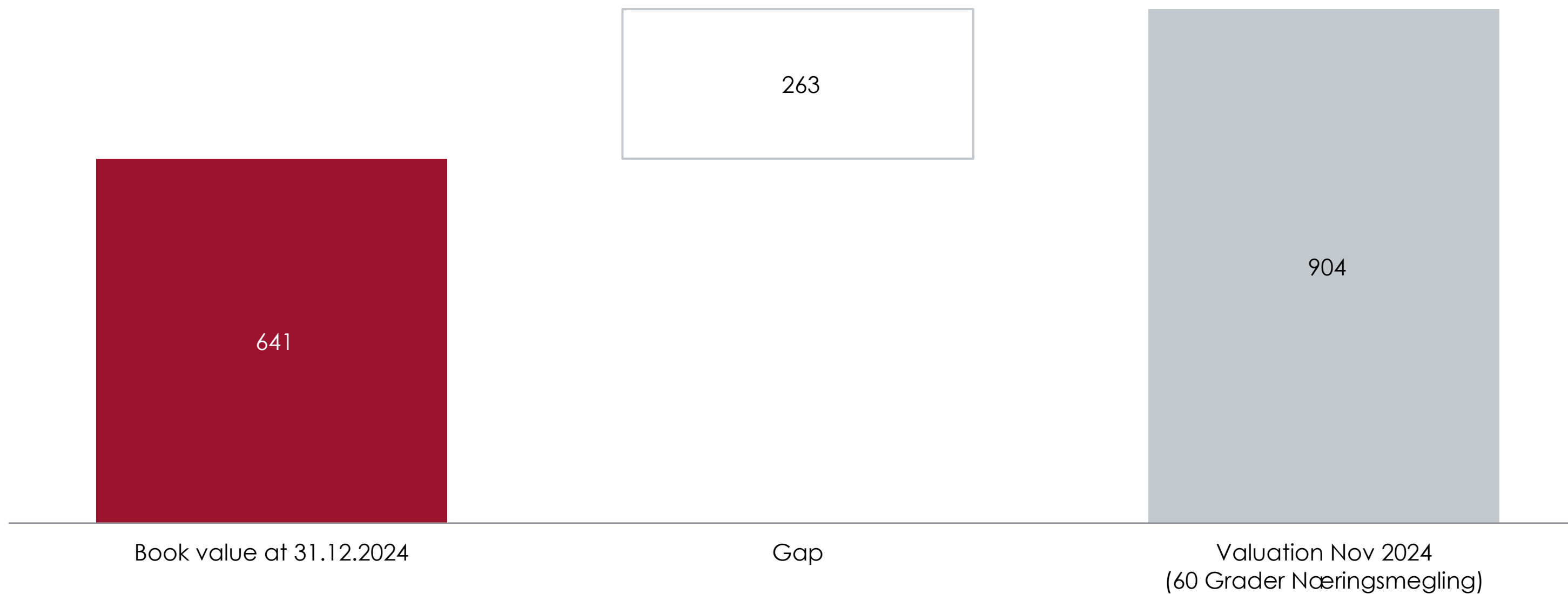
## Inventory value development

NOK million



# Valuation of remaining land bank\*

NOK million

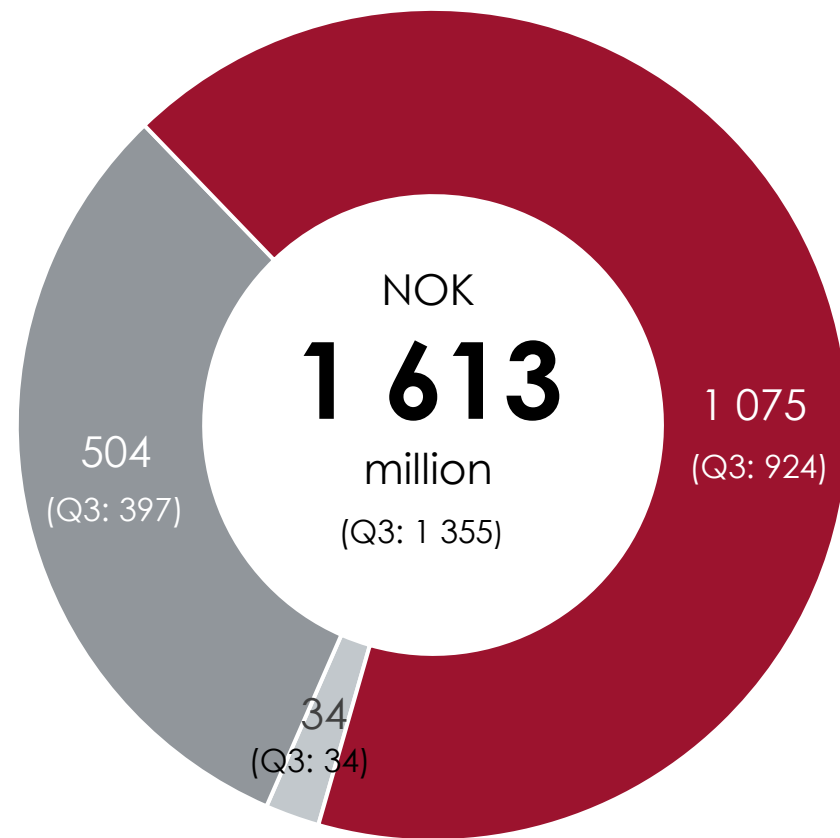


\* SBO land bank not included in the UP transaction

# Debt structure

## Interest-bearing debt at 31.12.24

NOK million



■ Land loan ■ Debt to Urban Property ■ Construction loan

	Loan facility	Drawn at 31.12.24 (NOKm)	Interest rate margin*
1	Construction loan facilities from a range of Nordic credit institutions	1 075	1.65% - 2.40%
2	Debt to Urban Property**	504	3.75%***
3	Land loan facilities from a range of Nordic credit institutions	34	1.50% - 2.95%
4	NOK 300 million revolving credit facility from DNB maturing in 2027	0	2.50% - 3.00%
5	NOK 150 million working capital facility from DNB with annual renewal	0	2.10%

**Total Q4 2024 net interest-bearing debt NOK 1 229 million**

Total Q3 2024 net interest-bearing debt NOK 1 166 million

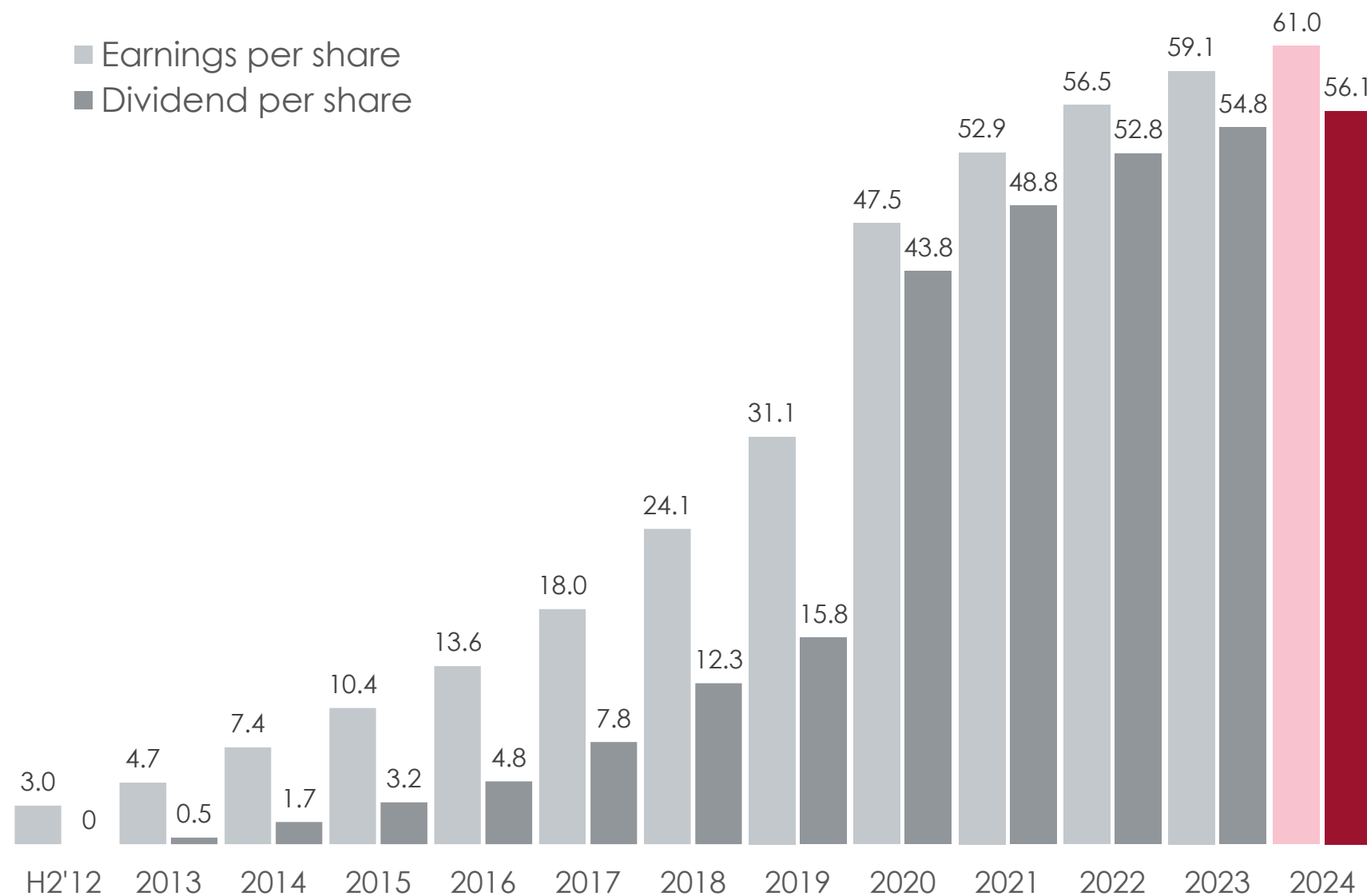
\* Margin added to 3m NIBOR.

\*\* Repurchase agreements portfolio B and seller credits.

\*\*\* + 2.00% fee at property repurchase.

# Earnings and dividend per share since IPO

## Accumulated dividend and earnings per share\*



\* Including EPS of NOK 11.01 and DPS of NOK 22 from UP transaction  
 \*\* Excluding EPS of NOK 11.01 and DPS of NOK 22 from UP transaction

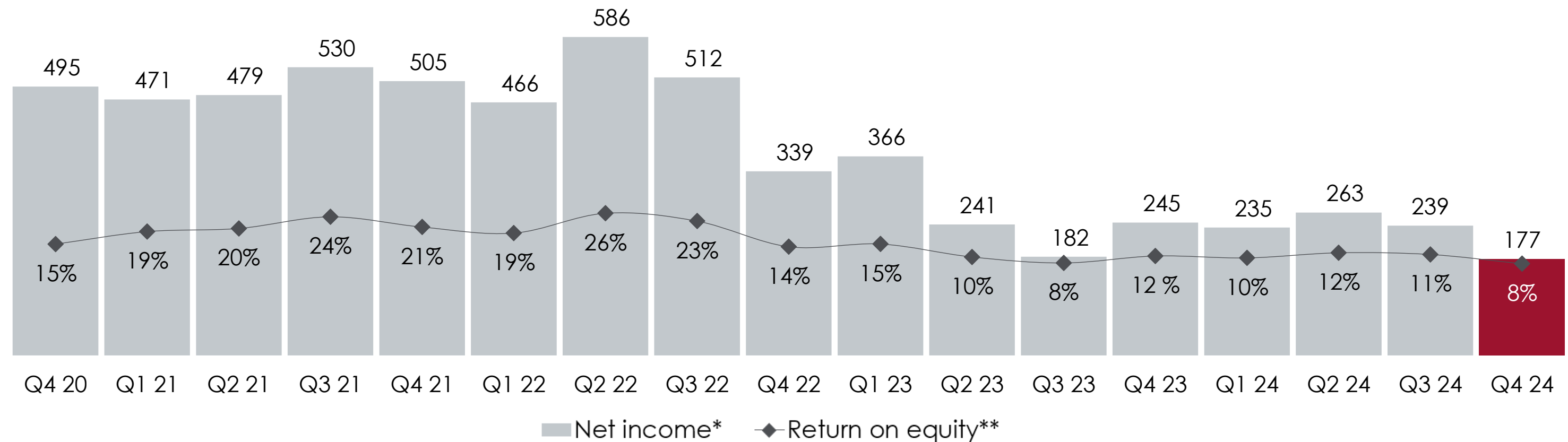
## Aiming to maximize shareholder return

### Selvaag Bolig's ambition is to pay high and stable dividends to its owners

- The company aims to pay dividends of minimum 60 per cent of net annual profit
- Dividend will be weighed against the company's liquidity forecasts and capital adequacy
- Dividend of NOK 1.25 per share in 2024
  - Pay-out ratio of 66%
- Accumulated pay-out ratio of 68%\*\* since IPO
  - 92% including UP transaction
- Total shareholder return of 12.1% in 2024

# Return on equity (IFRS)

12-month rolling net income (NOKm) ROE (%)



\* Net income attributable to shareholders in Selvaag Bolig ASA.

\*\* Based on equity at the start of the period (attributed to shareholders in Selvaag Bolig ASA).

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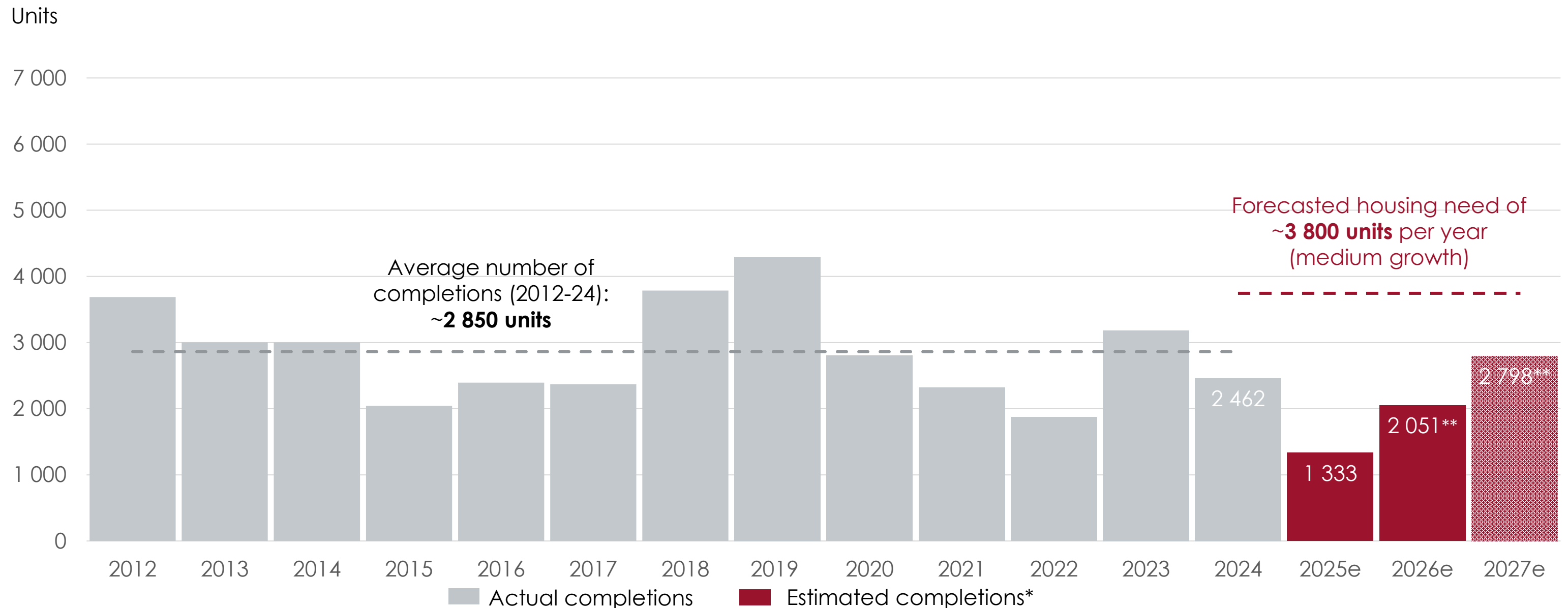
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# Estimated completions in Oslo well below forecasted need



Sources: Historic data: Statistics Norway (SSB), Forecasted housing completions: Plot.ai, Forecasted housing need next 5 years: Prognosesenteret.

Note: Number of persons per household in Oslo: 1.90.

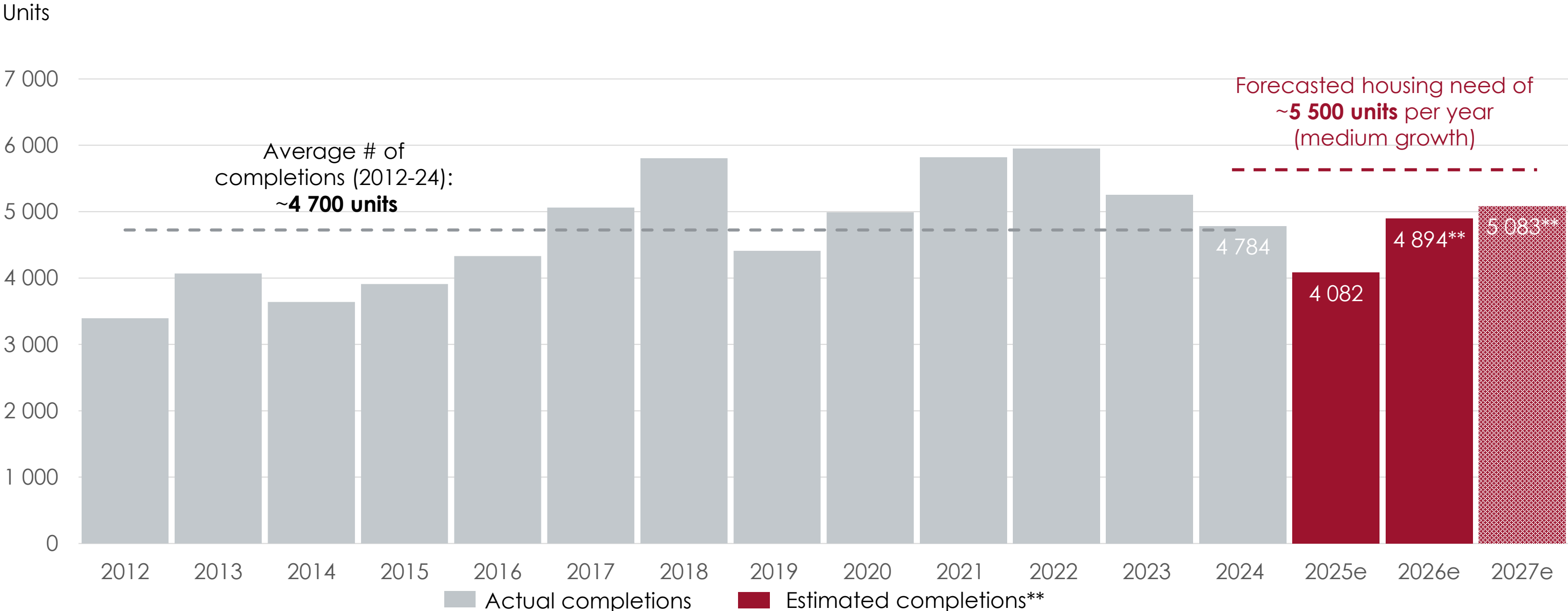
Note: Housing need calculated on parameters such as number of persons per household, lag on housing development, housing demolition.

Note: Completions exclusive of student- and senior housing.

\* Estimates based on actual sales, future sales starts, and historical data.

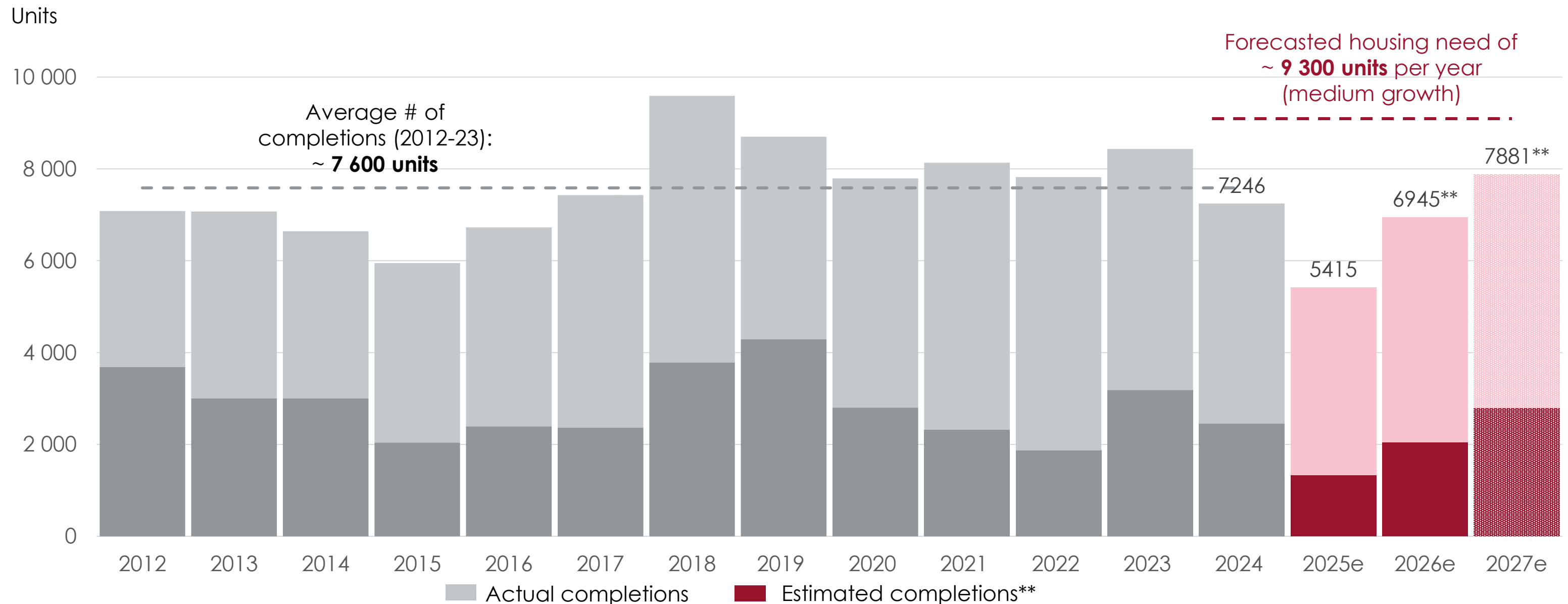
\*\* Uncertainty due to project lead-time.

# Estimated completions in Akershus



Sources: Historic data: Statistics Norway (SSB), Forecasted housing completions: Plot.ai, Forecasted housing need next 5 years: Prognosesenteret.  
 Note: Housing need calculated on parameters such as number of persons per household, lag on housing development, housing demolition.  
 Note: Completions exclusive of student- and senior housing.  
 \* Estimates based on actual sales, future sales starts, and historical data.  
 \*\* Uncertainty due to project lead-time.

# Estimated completions in Oslo and Akershus



Sources: Historic data: Statistics Norway (SSB), Forecasted housing completions: Plot.ai, Forecasted housing need next 5 years: Prognosesenteret.

Note: Housing need calculated on parameters such as number of persons per household, lag on housing development, housing demolition.

Note: Completions exclusive of student- and senior housing.

\* Estimates based on actual sales, future sales starts, and historical data.

\*\* Uncertainty due to project lead-time.

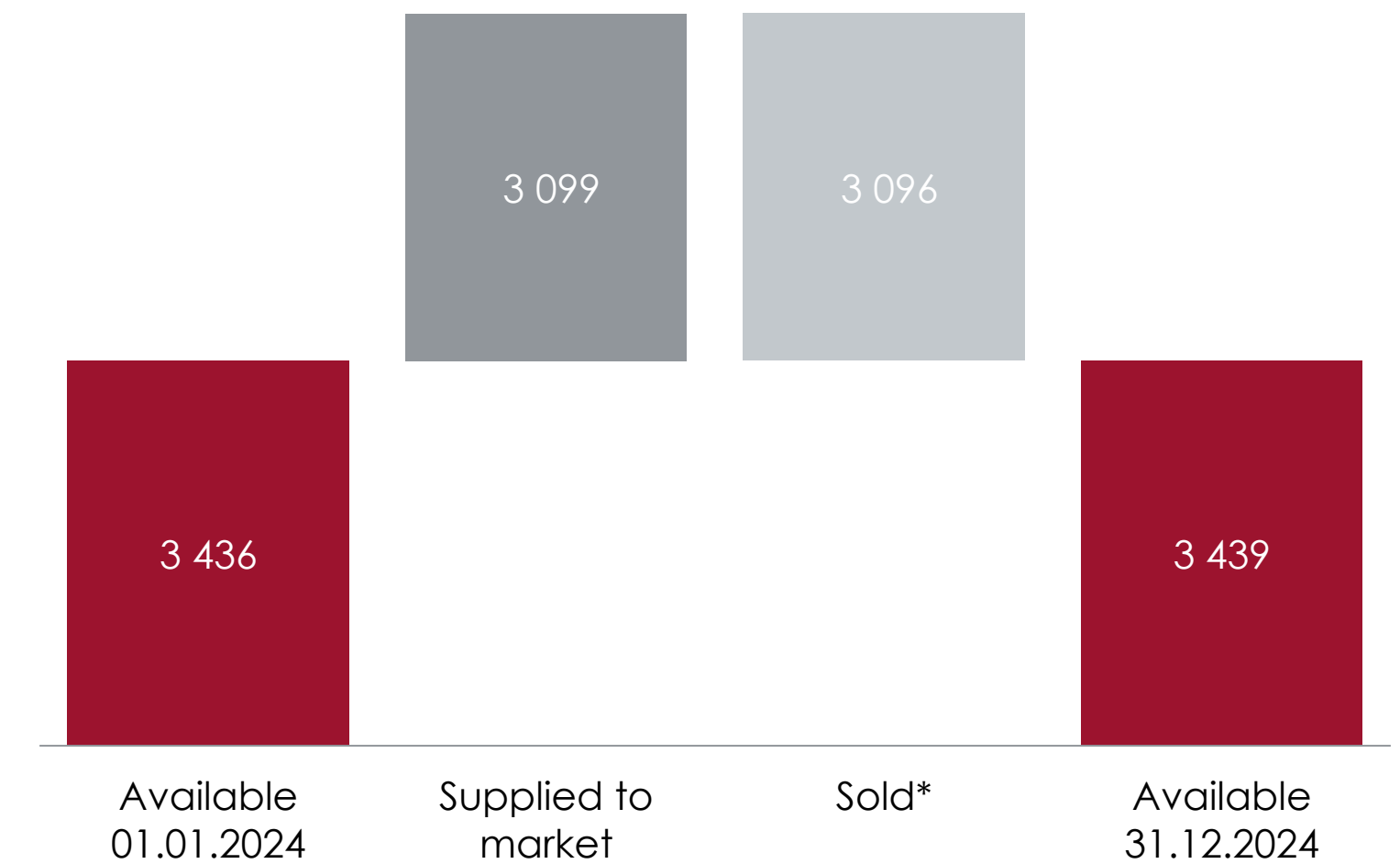
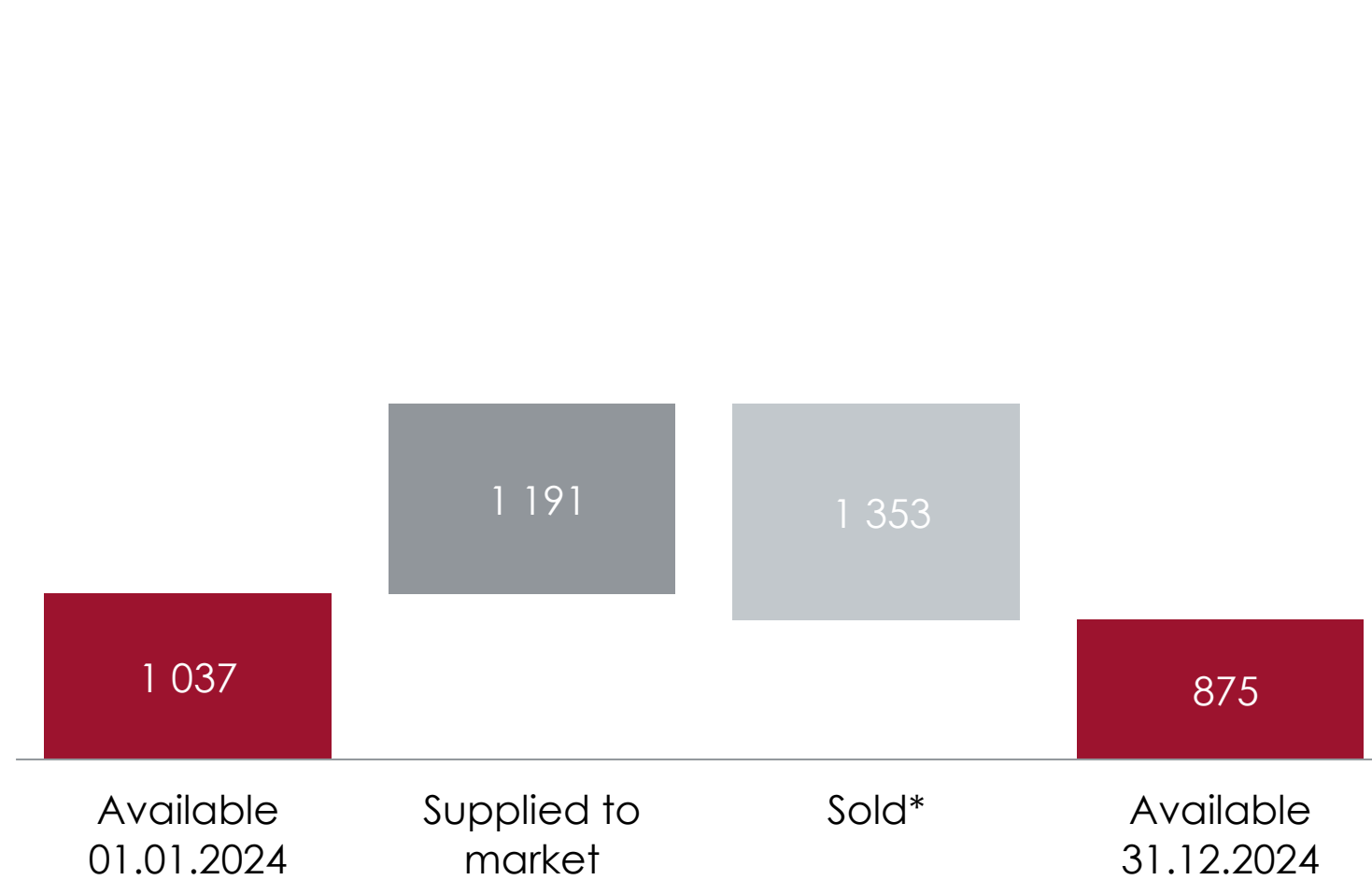
# Newbuild market update

Oslo – 1.1–31.12, 2024

Units

Akershus – 1.1–31.12, 2024

Units

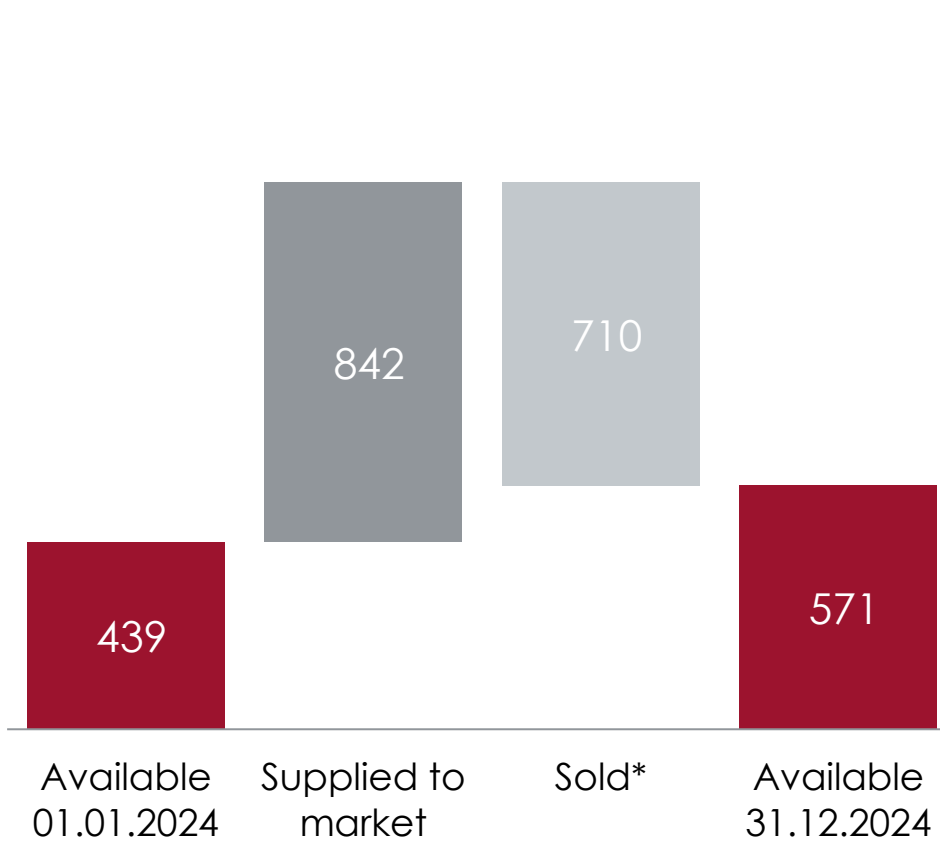


Source: Plot.ai  
\* Including withdrawals

# Newbuild market update

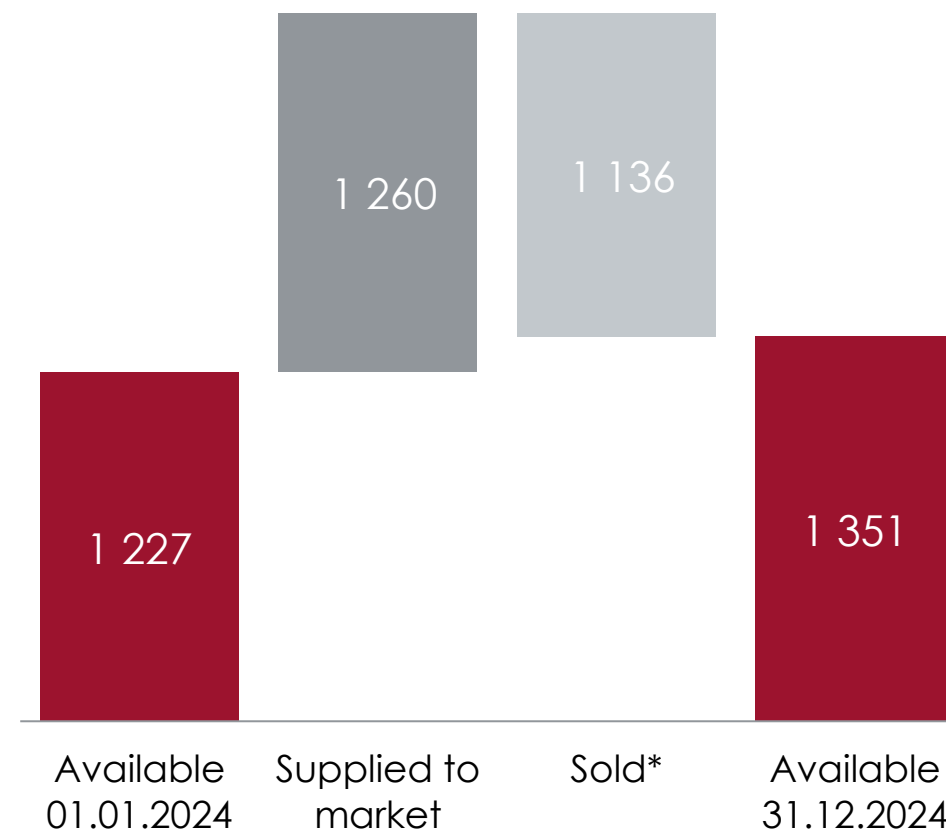
Bergen – 1.1–31.12, 2024

Units



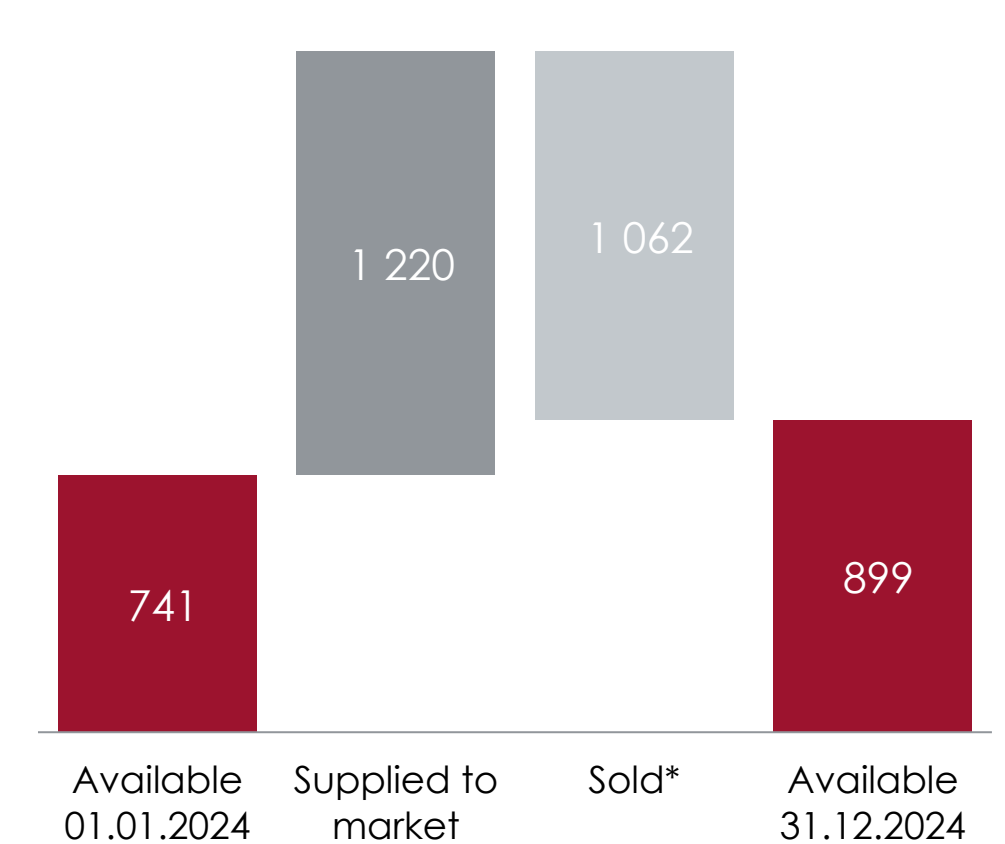
Trondheim – 1.1–31.12, 2024

Units



Stavanger area\*\* – 1.1–31.12, 2024

Units

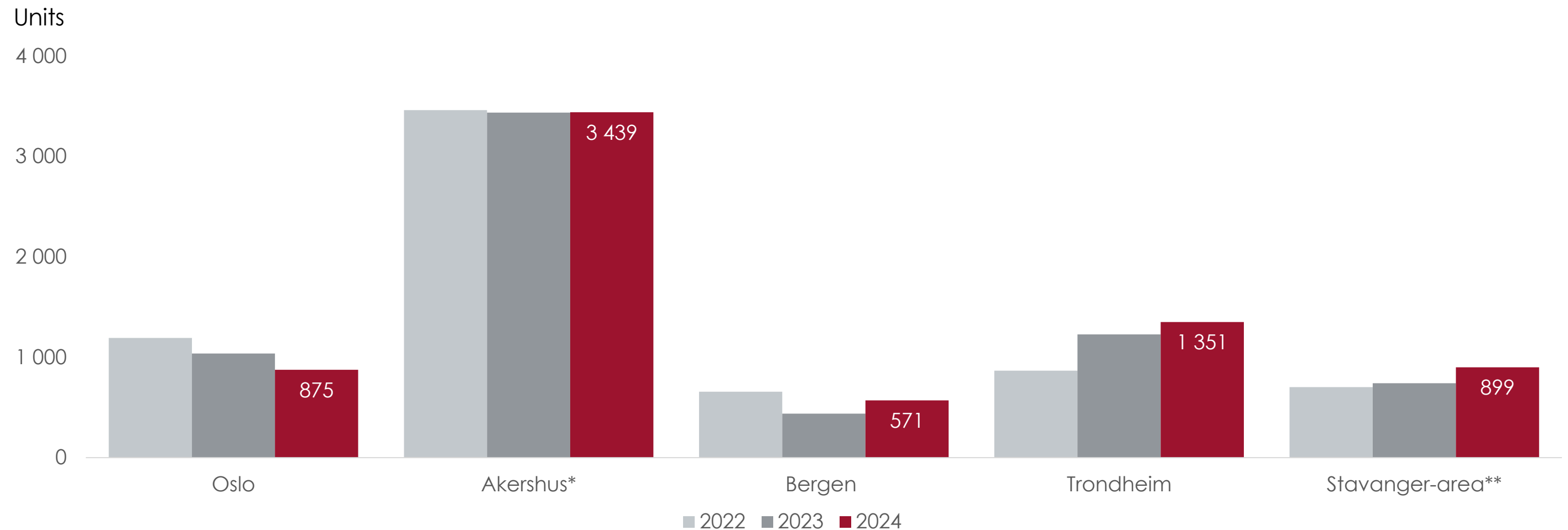


Source: Plot.ai.

\* Including withdrawals

\*\* includes Stavanger, Sandnes, Sola, Randaberg.

# Regional Newbuild availability on 31 December, 2022-24



Population***	723 200	738 000	293 300	215 900	263 700
Available units per 1 000 capita	1.2	4.7	1.9	6.3	3.4

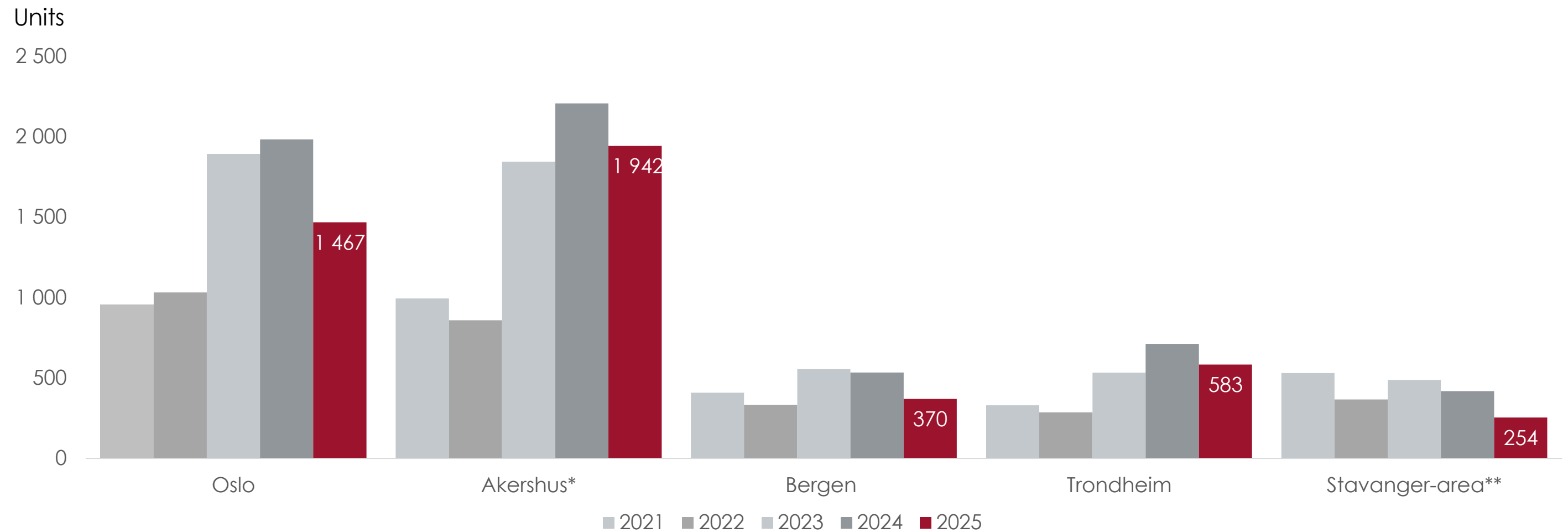
Source: Plot.ai

\* Akershus county = Viken ex. counties Buskerud and Østfold.

\*\* Includes Stavanger, Sola, Sandnes, Randaberg.

\*\*\* Population at 30.09.2024.

# Regional Second-hand availability\* February, 2021-25



Population***	723 200	738 000	293 300	215 900	263 700
Available units per 1 000 capita	2.0	2.6	1.3	2.7	1.0

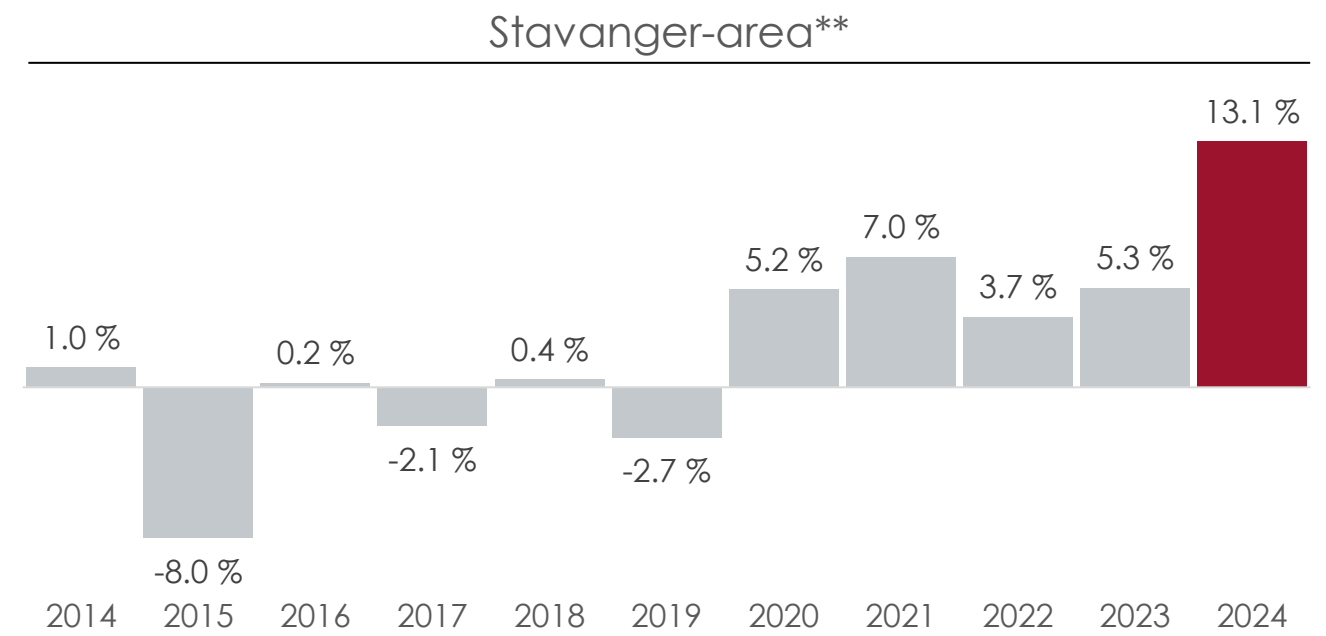
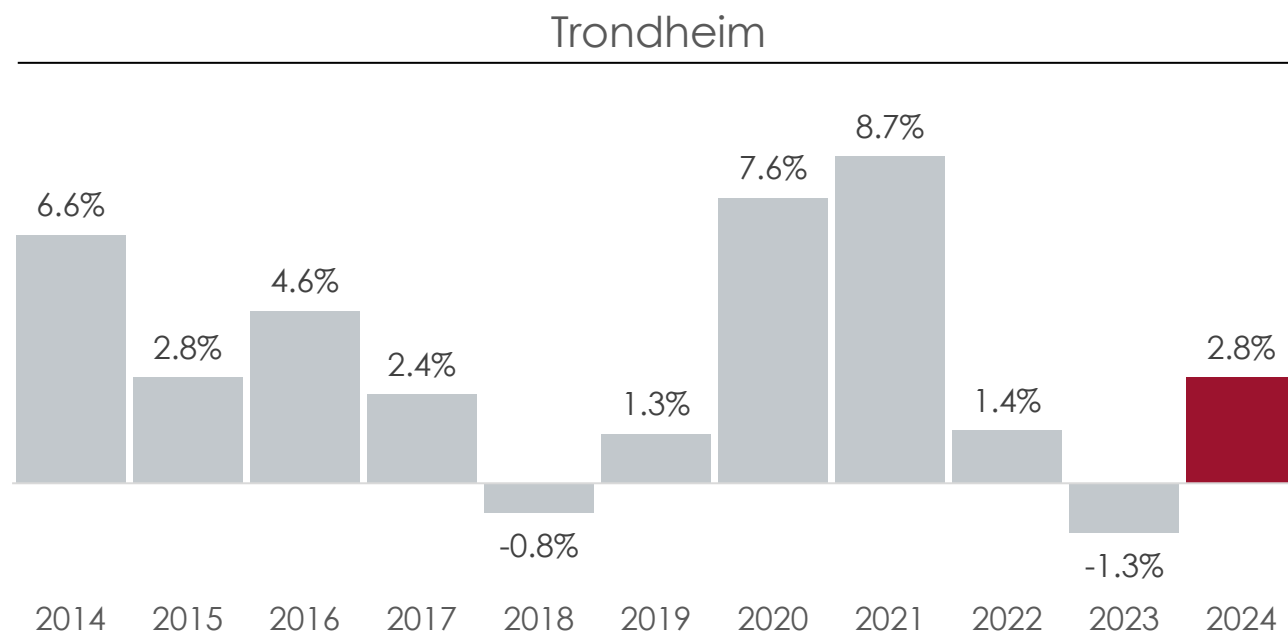
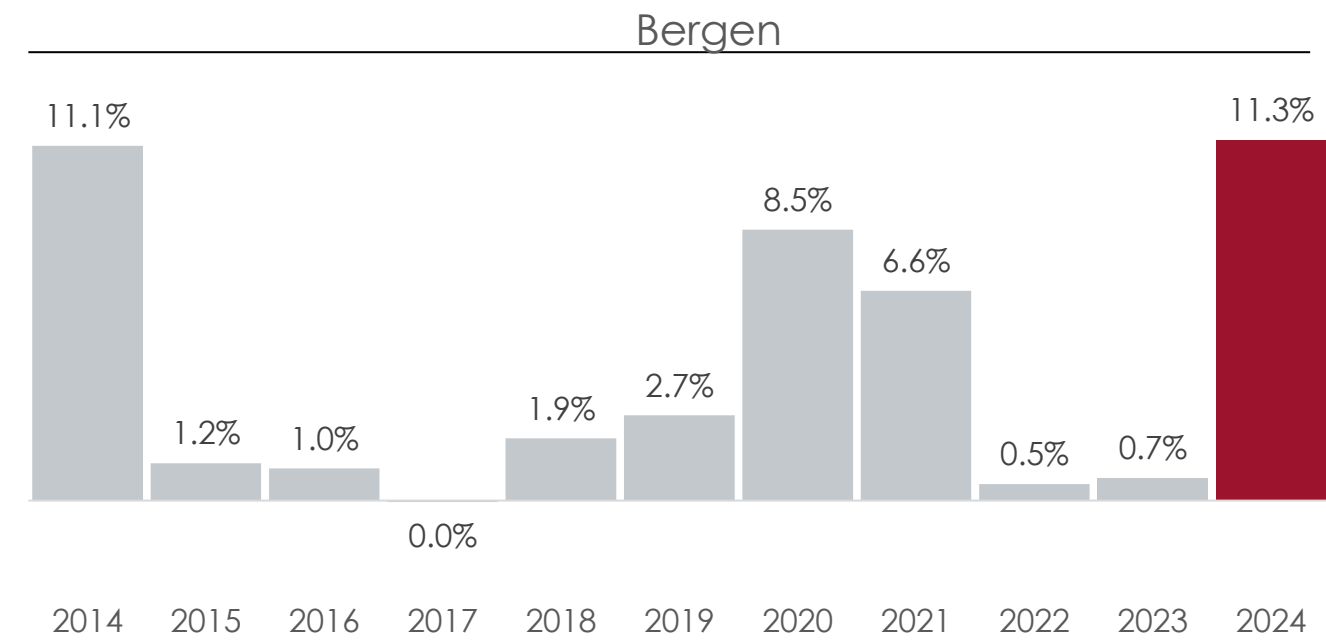
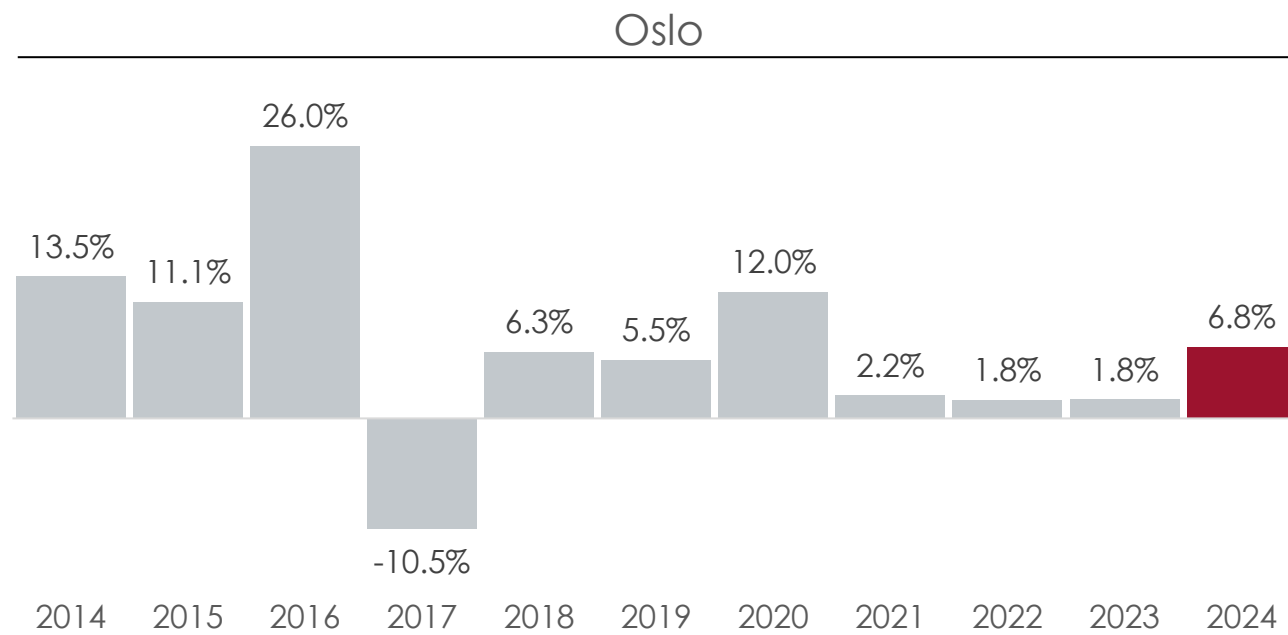
Source: Eiendomsverdi, Statistics Norway.

\* Number of unsold units with less than 180 days in the market

\*\* Includes Stavanger, Sola, Sandnes, Randaberg.

\*\*\* Population at 30.09.2024.

# Regional full year price\* development 2014-24



Source: Eiendom Norge.

\* Nominal price change.

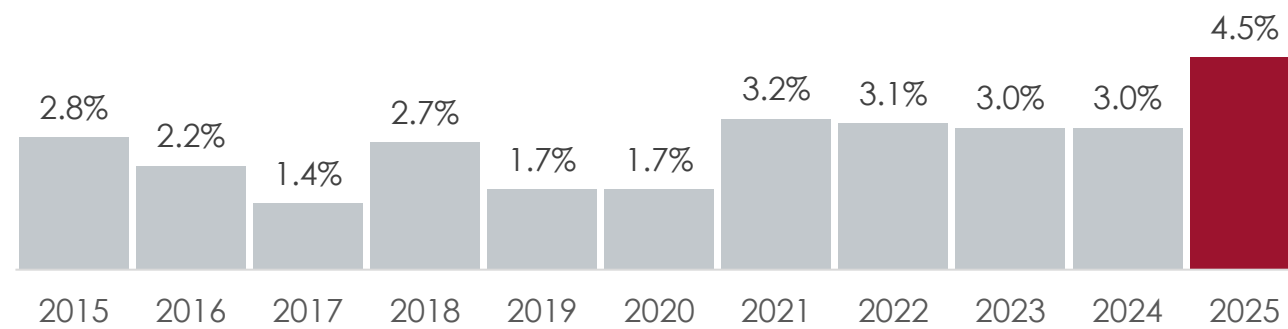
\*\* Includes Stavanger, Sola, Sandnes, Randaberg.



# Regional price\* development January 2015-25

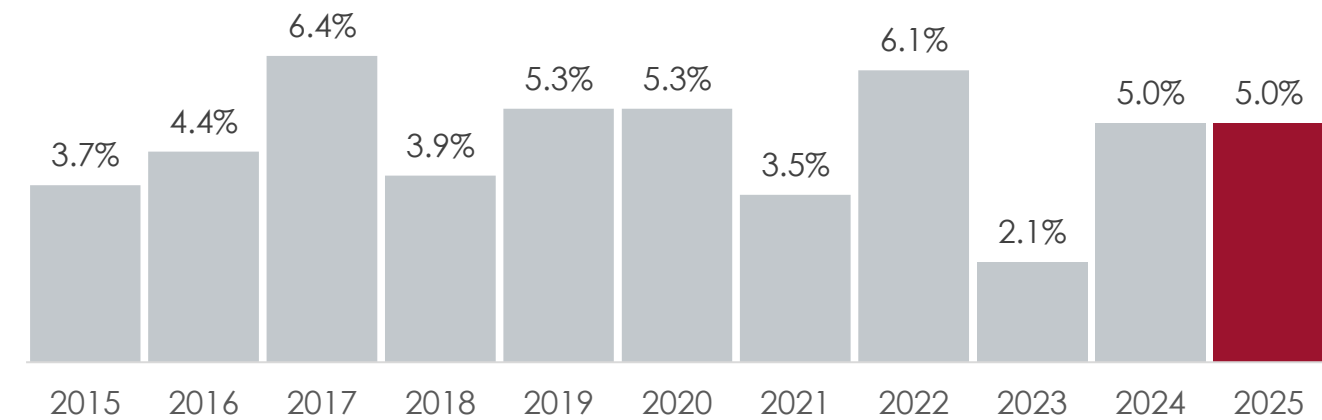
## Oslo

Average price January 2025: NOK 100 128/sqm



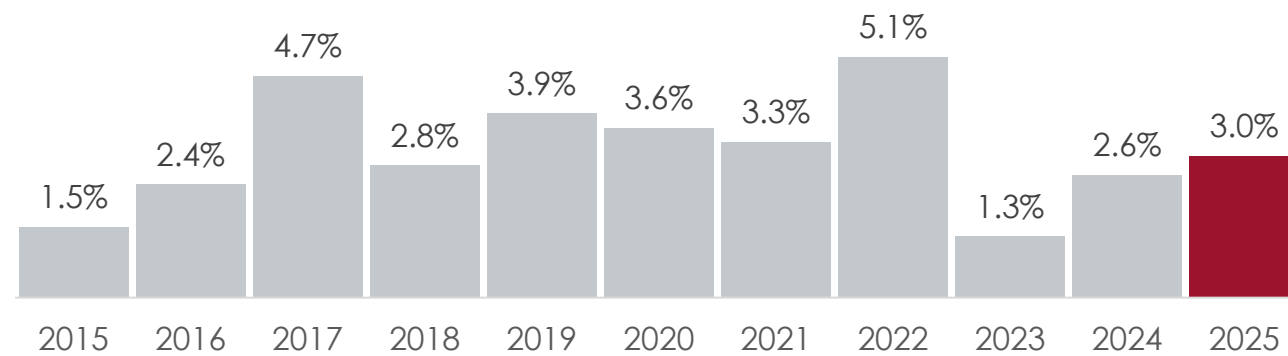
## Bergen

Average price January 2025 : NOK 59 465/sqm



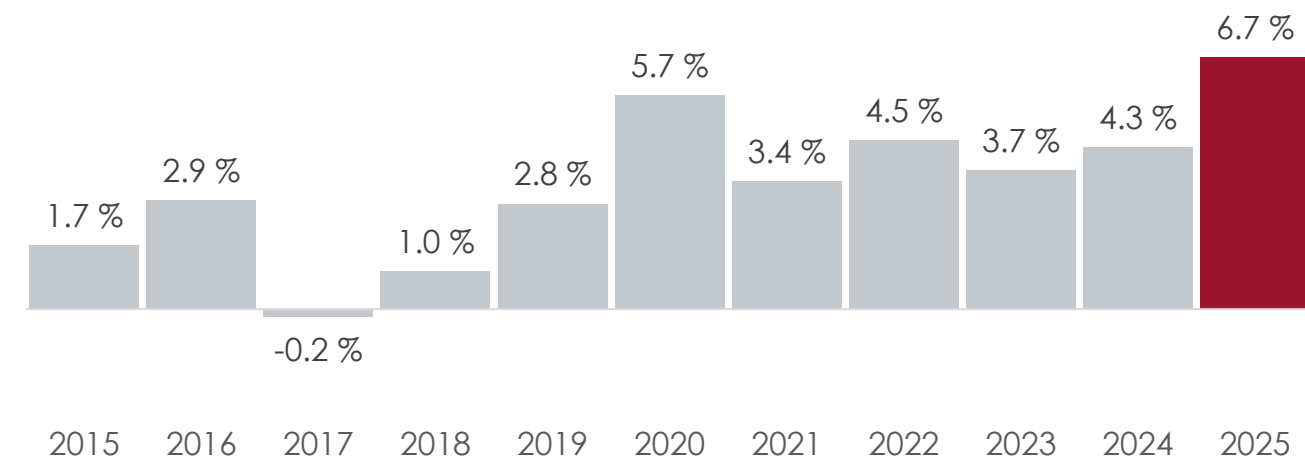
## Trondheim

Average price January 2025 : NOK 54 718/sqm



## Stavanger-area\*\*

Average price January 2025 : NOK 49 223/sqm



Source: Eiendom Norge.

\* Nominal price change.

\*\* Includes Stavanger, Sola, Sandnes, Randaberg.

# Selected ongoing projects



**Snøbyen, Lørenskog stasjonsby | Greater Oslo**  
 ~ 2 000 units total  
 ~ 200 Pluss units  
 ~ 700 units remaining



**Kaldnes Brygge | Greater Oslo**  
 ~ 1 500 units total (JV)  
 ~500 Pluss units  
 ~ 500 units remaining



**Solbergskogen | Greater Oslo**  
 ~ 350 units total  
 ~ 230 Pluss units  
 ~ 250 units remaining



**Skårerbyen | Greater Oslo**  
 ~ 1 100 units total  
 ~ 250 Pluss units  
 ~ 300 units remaining



**Sandsli | Bergen**  
 ~ 1 200 units total  
 ~ 500 Pluss units  
 ~ 1000 units remaining



**Barkarby | Stockholm**  
 ~ 220 Pluss units total  
 ~ 210 units remaining



**Landås | Greater Oslo**  
 ~ 650 units total  
 ~ 400 Pluss units  
 ~ 400 units remaining



**Solheimsvatnet Pluss (JV) | Bergen**  
 ~ 160 Pluss units  
 ~ 100 units remaining



**Lervig Brygge | Stavanger**  
 ~ 800 units total  
 ~ 200 Pluss units  
 ~ 100 units remaining

# Selected upcoming projects

Robust project pipeline to meet long term demand



**Lørenvangen | Oslo**  
~ 200 units  
(2025)



**Fornebu (JV) | Greater Oslo**  
~ 2 000 units  
~500 Pluss units  
(2025/2026)



**Bjerke | Oslo**  
~ 1 500 units  
~ 300 Pluss units  
(2026)



**Mindemyren Torg (JV) | Bergen**  
~ 225 units  
(2025)



**Fredrikstad (JV) | Greater Oslo**  
~ 2 000 units  
~400 Pluss units  
(2025/2026)



**Hornsberg | Stockholm**  
~ 190 CITY units  
(2027)



**Terraskvarteret | Stockholm**  
~ 200 Pluss units  
(2025/2026)



**Lilleaker | Oslo**  
~ 150 units  
(2026)



**Slakthusområdet | Stockholm**  
~190 Pluss units  
(2027)

2025

2025/2026

2026/2027

Potential sales start

# Agenda

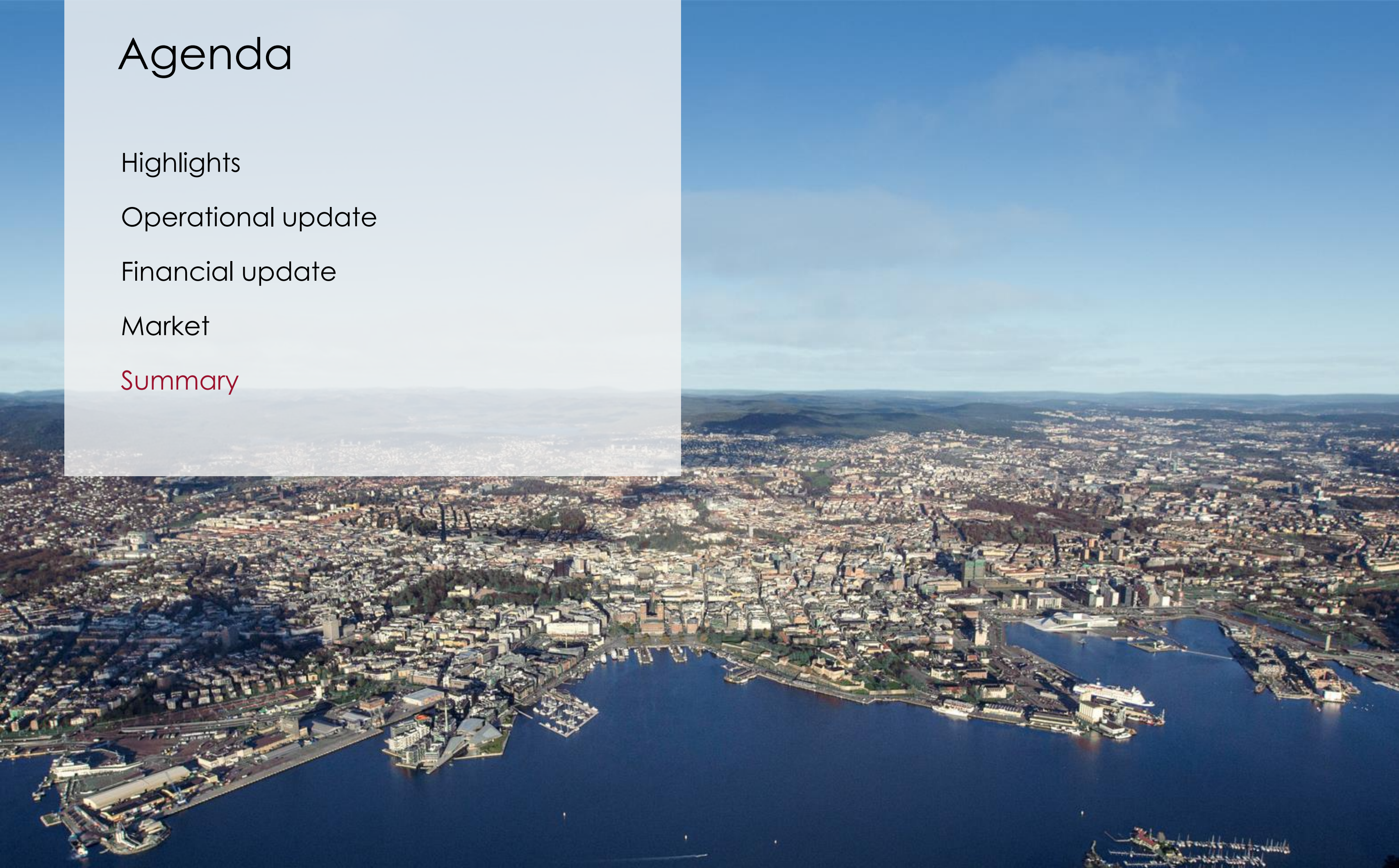
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# Outlook

- Housing shortage in Oslo, Akershus and Bergen gives favorable conditions for new housing
- Expect increased purchasing power to enhance sales with interest rates trending down
- Selvaag Bolig is well-positioned with a robust land portfolio to capitalize on a recovering market
- Expect to increase the number of homes under construction going forward
- Strong land purchasing capacity through Urban Property



# Summary

- Solid results considering market conditions
- Strong sales increase driven by improving markets and attractive projects
  - FY 2024 gross sales up NOK 1.78bn to NOK 4.36bn
- Highest quarterly construction starts in three years
  - 298 construction starts in Q4
  - 829 units under construction by YE
- Land bank additions of 880 units in 2024
- Proposed 2024 dividend of NOK 1.25 per share



Thank you for your attention – follow us online!

Next event:  
1<sup>st</sup> quarter 2025  
21 May 2025



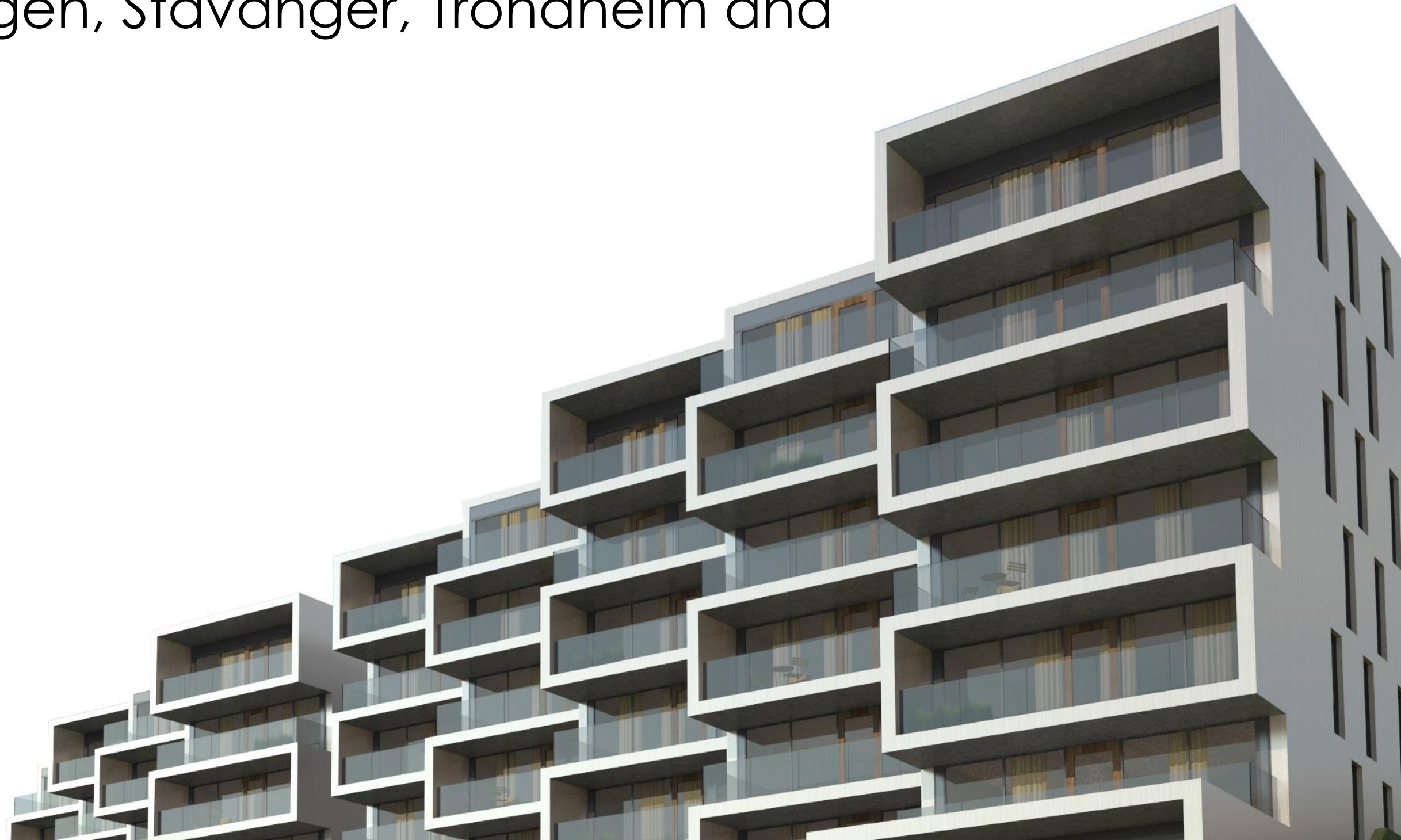
@SelvaagAksjen

# Appendix





Selvaag Bolig is a housing development company which focuses on the growth areas in and around Greater Oslo, Bergen, Stavanger, Trondheim and Stockholm



# This is Selvaag Bolig

## **VISION**

Making cities of the future better

## **MISSION**

Making it easier for more people to live better

## **AMBITION**

Contributing to inclusive local communities and facilitating sustainable lifestyles

## **PROMISES**

Being a safe, solid and competent partner, always delivering on promises. Selvaag Bolig shall develop smart, sustainable and profitable projects

## **VALUES**

Care and creativity

# Led by experienced management team



**Sverre Molvik**  
Chief Executive Officer



**Christopher Brunvoll**  
Chief Financial Officer



**Øystein Klungland**  
Chief Operating Officer

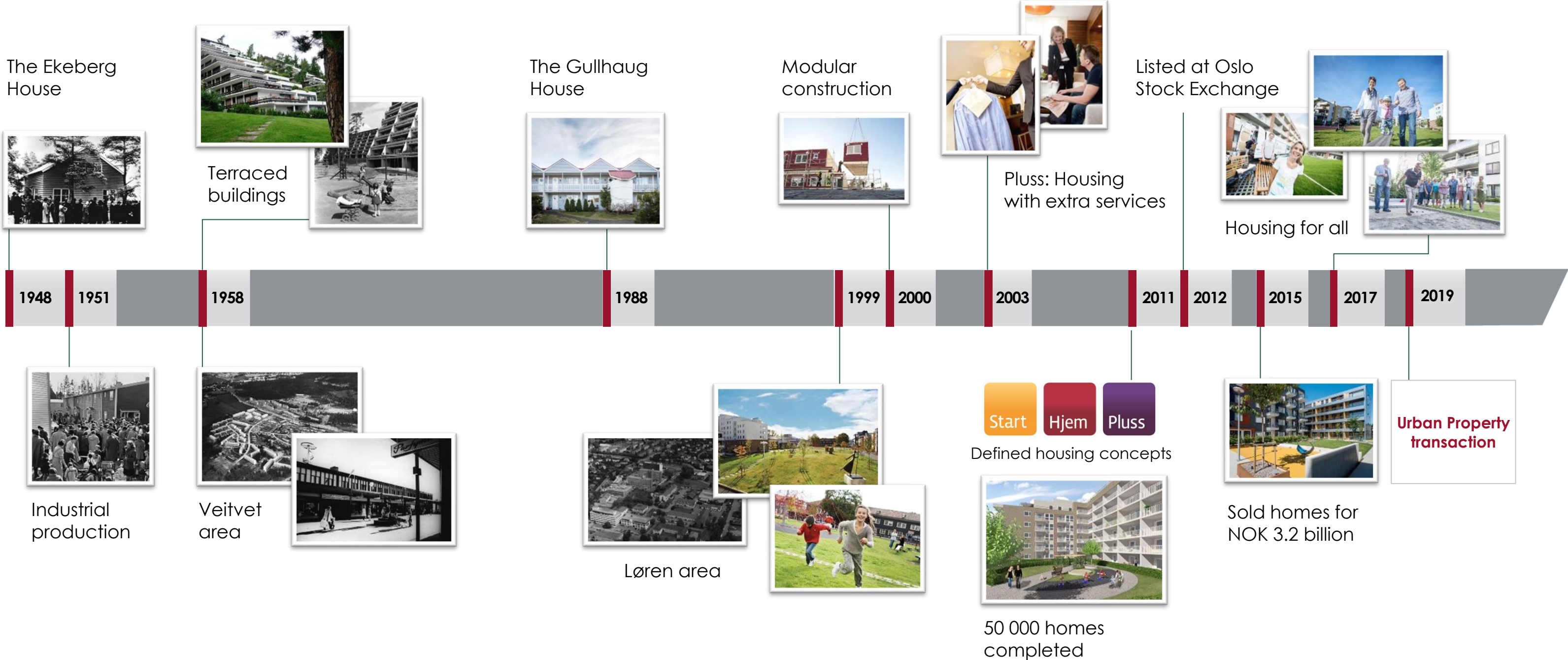


**Kristoffer Gregersen**  
EVP Communications and  
Sustainability

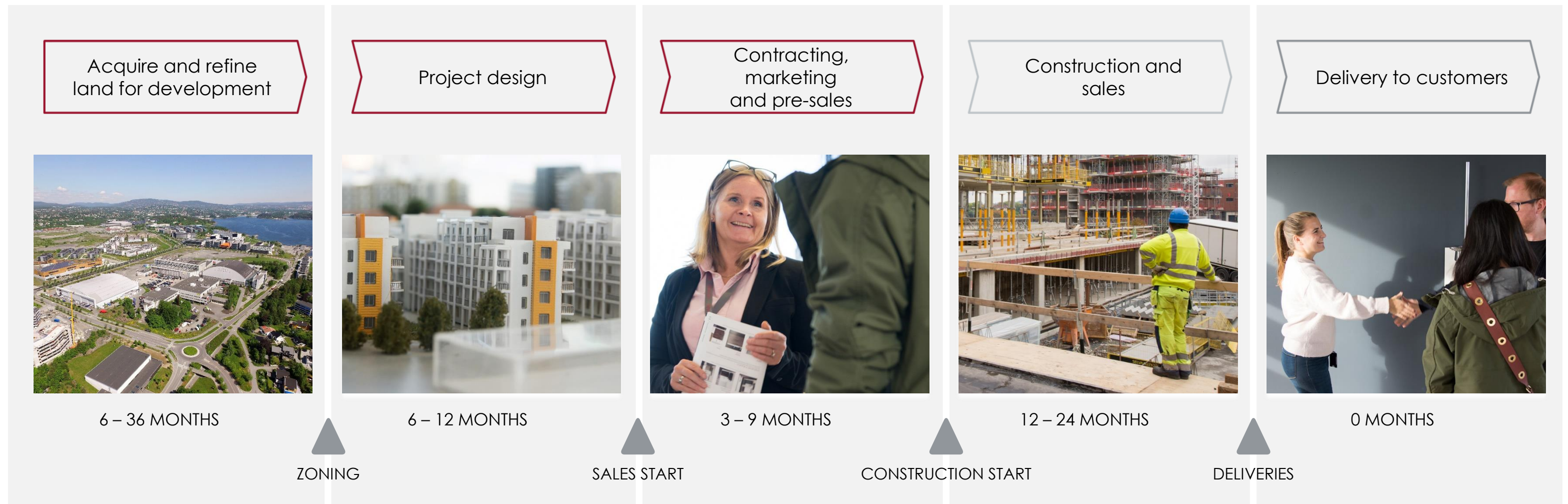


**Line Lian Mjell**  
EVP Market

# Selvaag Bolig is a story about development



# Efficient and flexible value chain



- Buy (i) options on unzoned land or (ii) ready-to-build land
- Lever acquired land to improve ROE

- Plan and prepare for construction

- 60% pre-sale before start-up

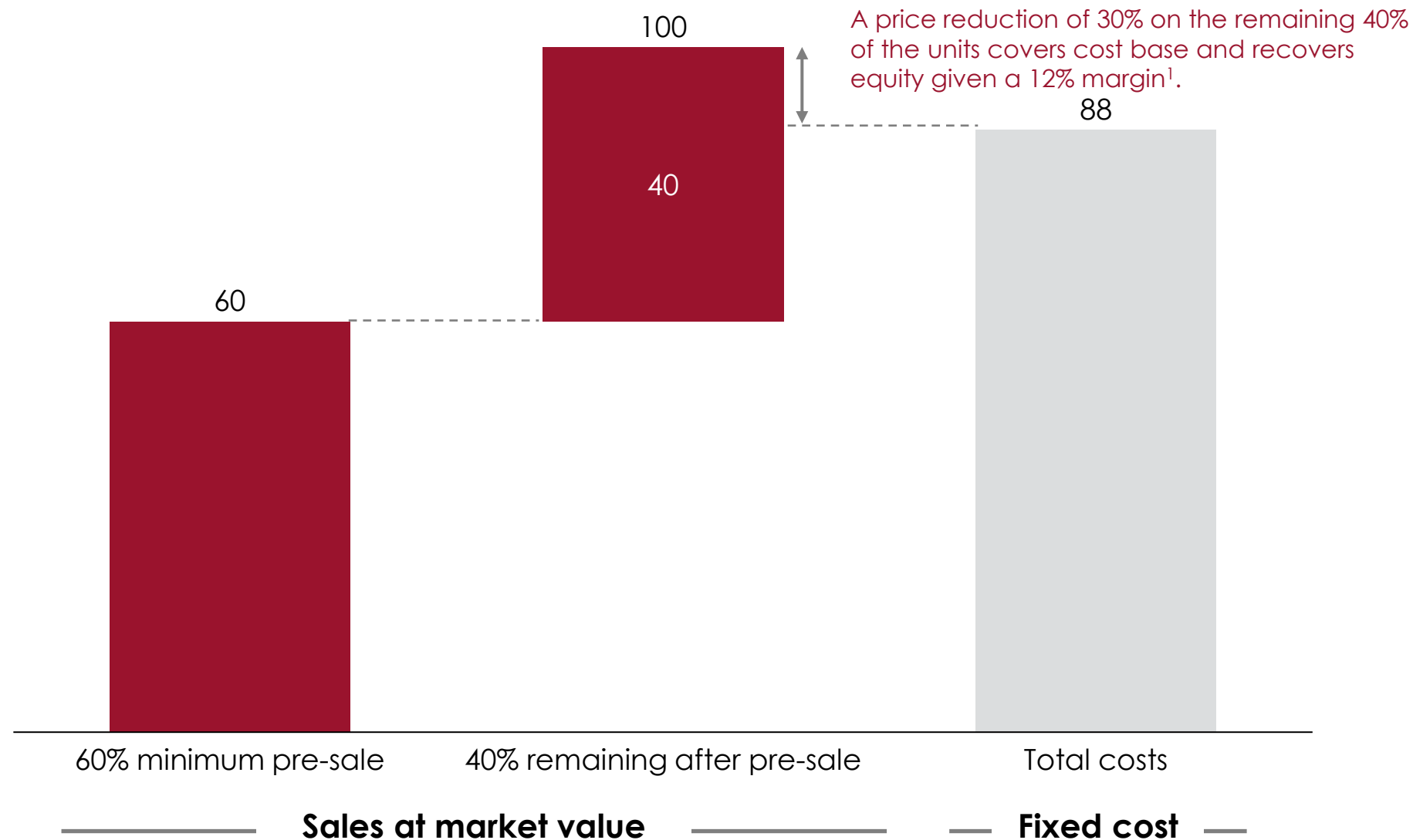
- Fixed-price contracts with reputable counterpart
- Prices on remaining 40% increased gradually during sell-out phase
- Construction costs financed with construction loans

- Target 100% sale at delivery

# Costs and majority of sales value fixed pre-construction

Illustrative risk profile at construction start of a NOK 100 million project with a 12% margin

NOK million



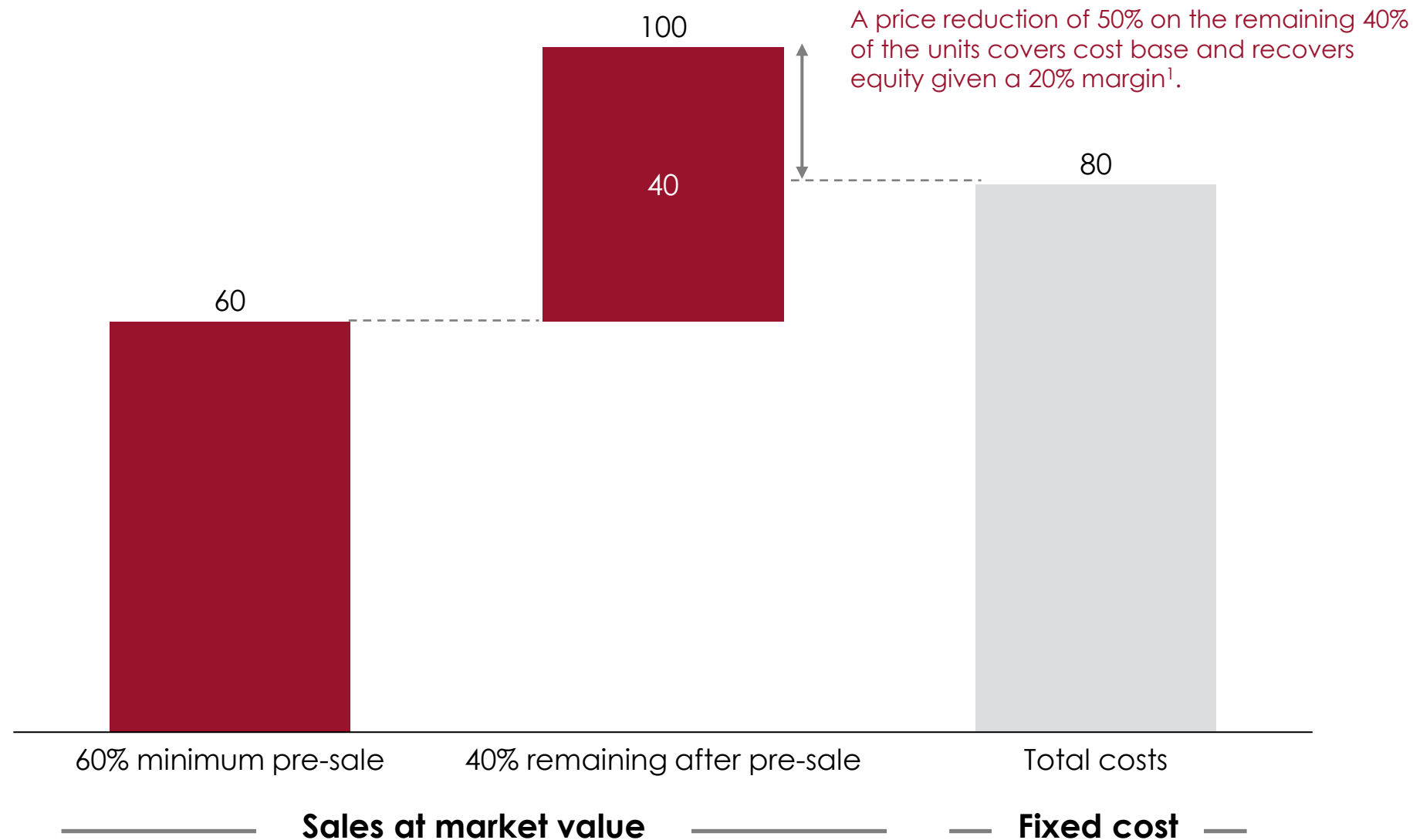
## Limited equity risk

- Construction starts after minimum 60% pre-sale
- Remaining risk very limited

# Costs and majority of sales value fixed pre-construction

Illustrative risk profile at construction start of a NOK 100 million project with a 20% margin

NOK million



## Limited equity risk

- Construction starts after minimum 60% pre-sale
- Remaining risk very limited.

# Strategic positioning driving healthy profits

## Strategic priorities

---

**Competitive housing offering,  
targeting growth regions**

**Large, actively-managed land bank,  
owned by partner Urban Property**

**Efficient and flexible  
cost structure**

**Capital-efficient business model  
backed by strong balance sheet**

## Value drivers

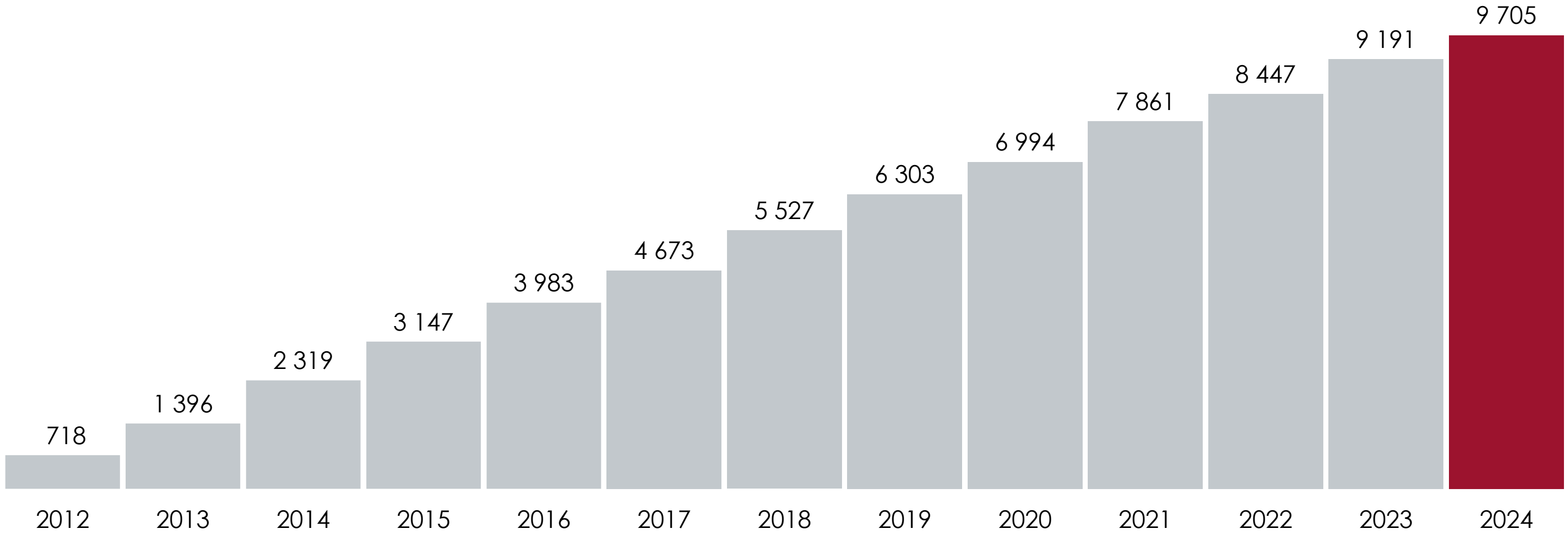
---

- Presence in fast-growing urban regions with high demand and large market depth
- Competitive prices and defined housing concepts, aimed at wide range of consumers
- Energy and area efficient buildings with low life-cycle environmental footprint
  
- Value appreciation through refinement of land for housing development
- Flexibility to develop thousands of homes in growing urban regions
- Active asset management
- Partnership reduces invested capital and strengthens ability to buy land
  
- No in-house construction arm; improves flexibility and cost optimisation
- Project-based business model improves flexibility and reduces risk
- Economies of scale through large projects
- Lean organisation reduces overhead
  
- Partnering strategy for land acquisition reduces capital employed and interest rate sensitivity
- 60% pre-sale before construction start lowers project financing need and inventory risk
- Sound debt structure and financial flexibility



# ~9 700 homes completed since IPO...

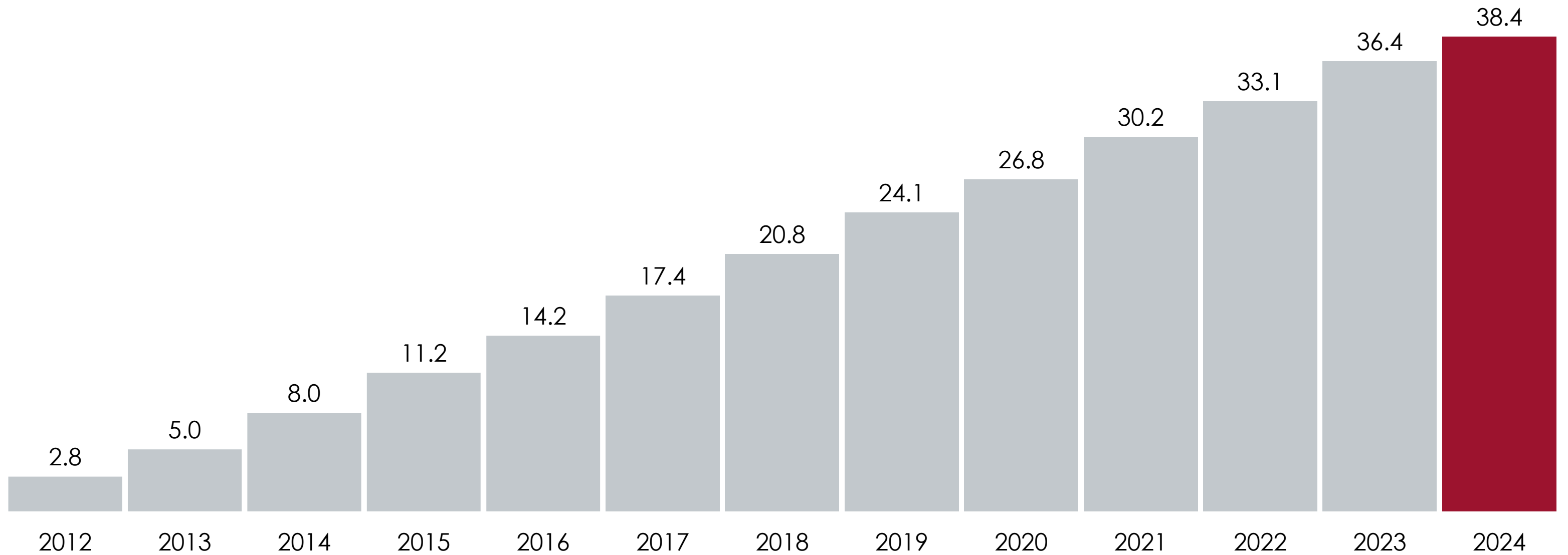
Units completed



Note: Completed ~50 000 units from 1948 to 2011.

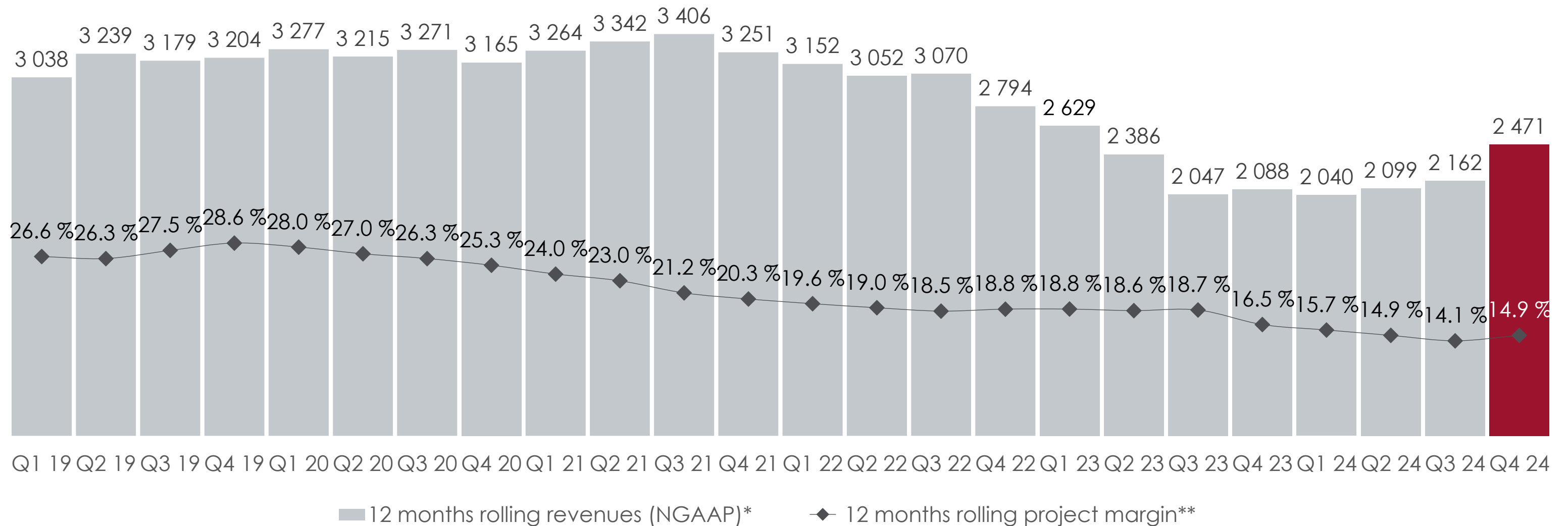
...for a total value of NOK ~38 billion

NOK billion



# Project margin development

NOK million



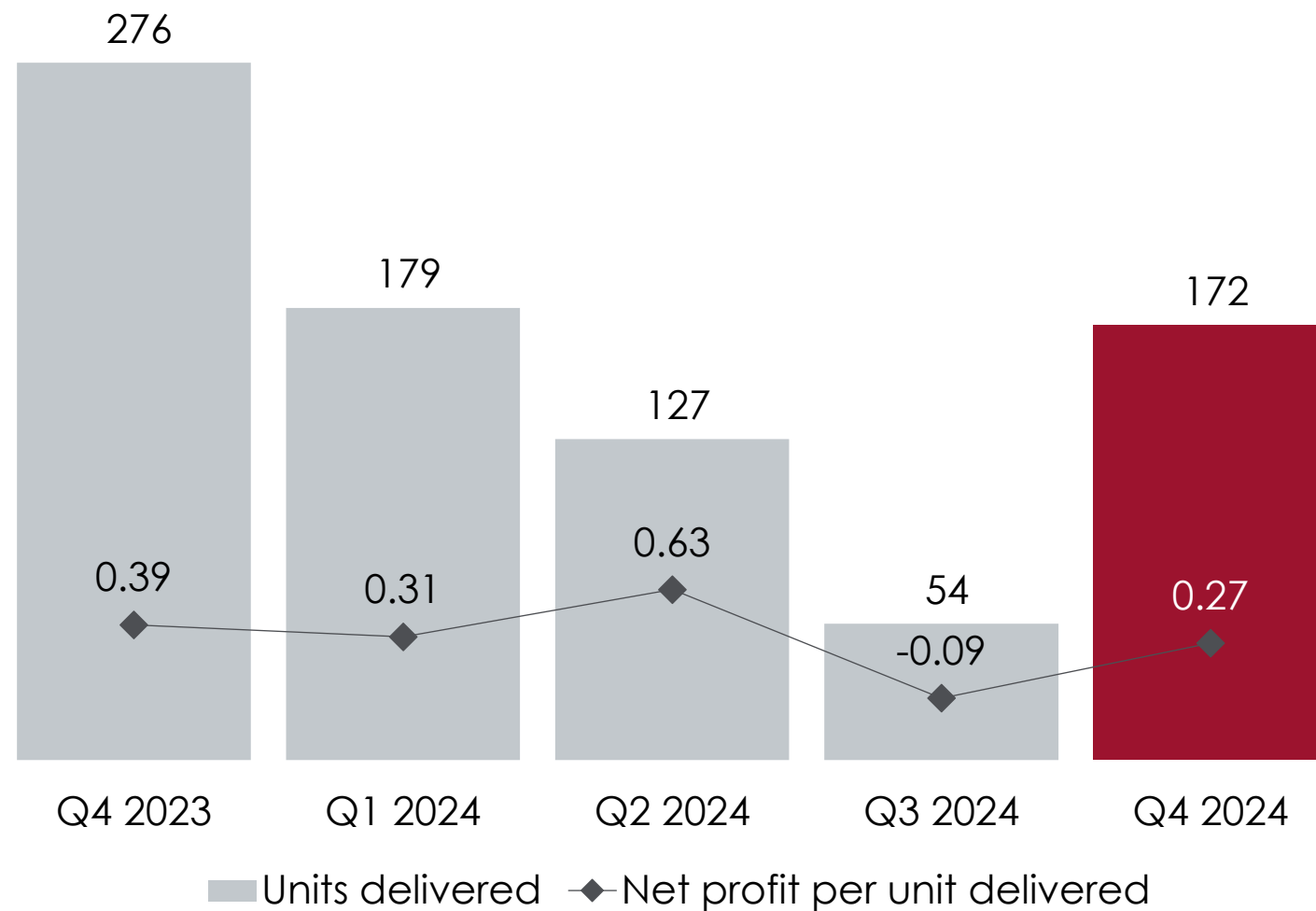
\* Includes project revenues only.

\*\* Project margins are exclusive of overhead costs. Construction costs are exclusive of financial expenses in the segment reporting (NGAAP).

# Net profit per unit delivered

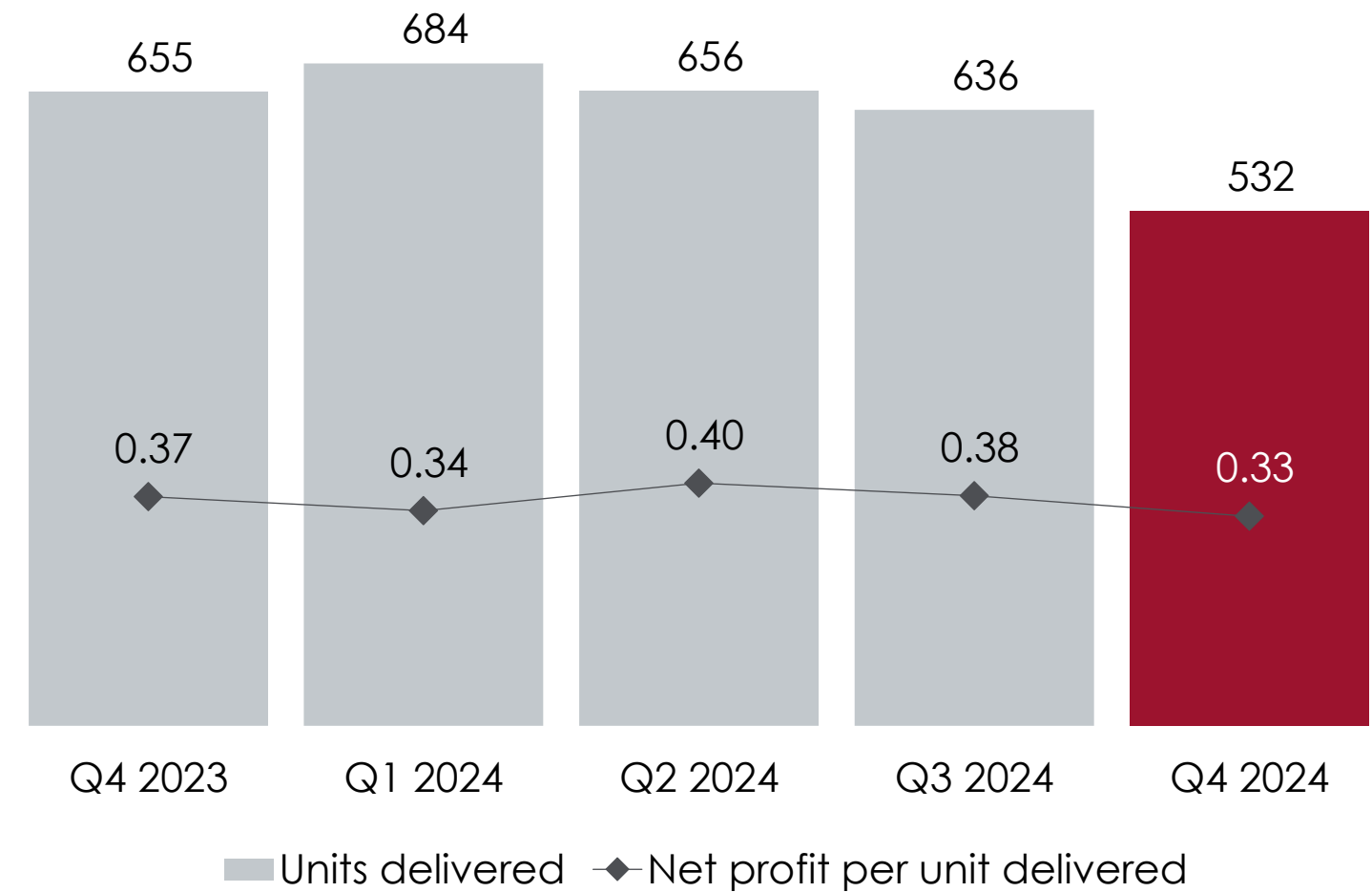
## Quarterly net profit per unit delivered

NOK million



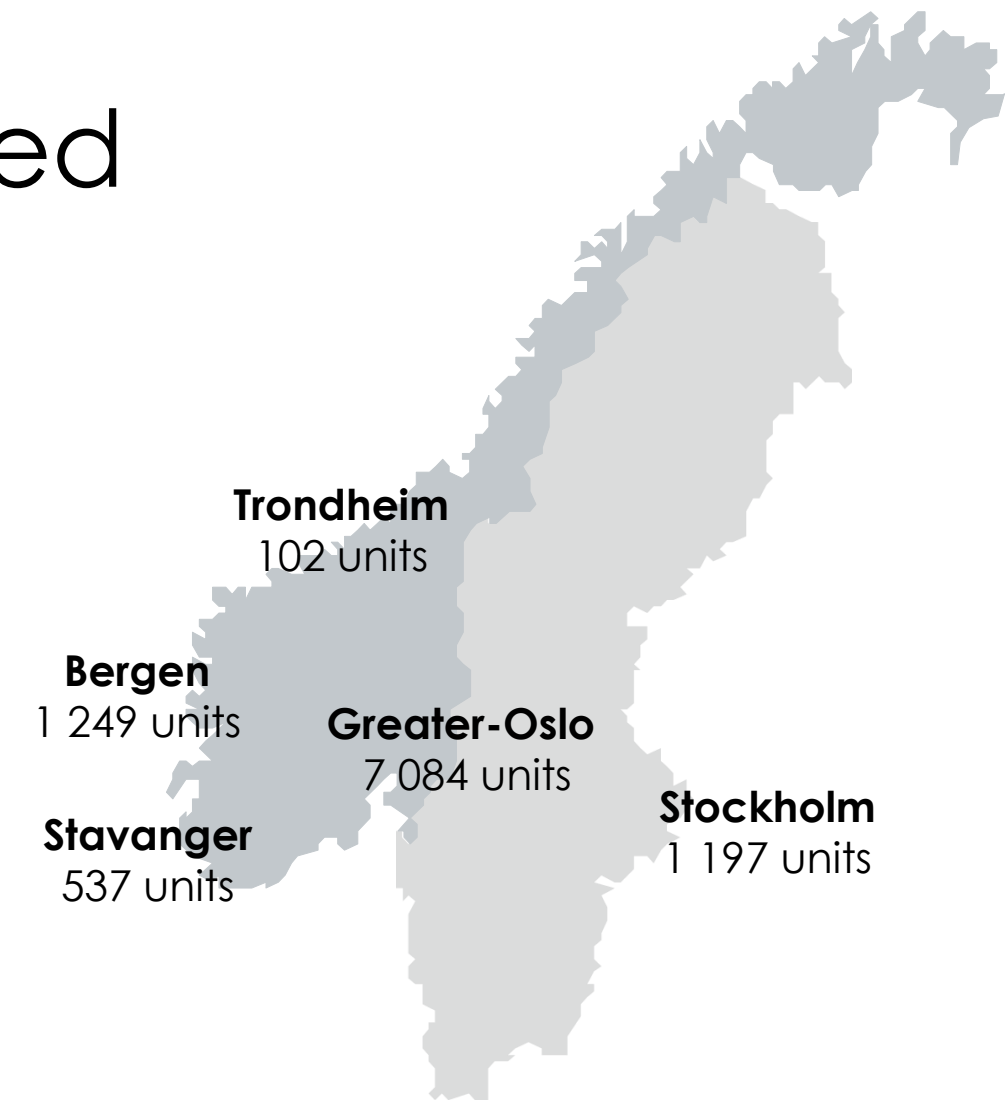
## 12 months rolling net profit per unit delivered

NOK million



# Addressing the long-term housing need

- Nearly 60 000 homes over the last 70 years
- Housing for all
- Focus on fast growing urban regions
- Large projects with more than 150 units



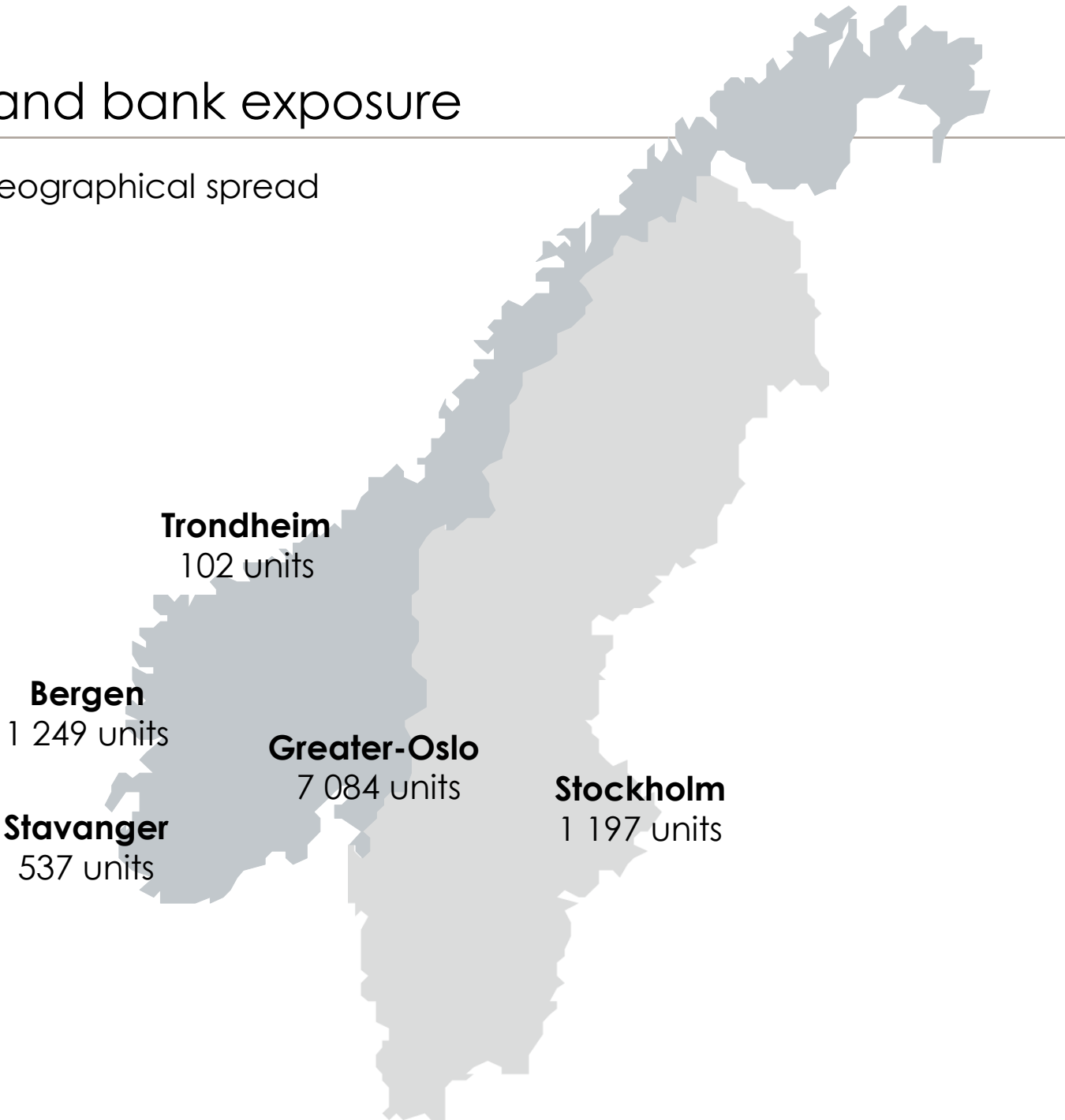
# Substantial land bank in Norway's four largest growing urban areas

## Land-bank strategy

- Acquire the right mix of zoned and unzoned land in suitable locations
- Land acquisitions in defined core areas
- High degree of site utilisation and strategic land development
- Substantial land bank to accommodate targets/growth in core areas
- Good infrastructure and public transport
- Joint ventures (JVs)

## Land bank exposure

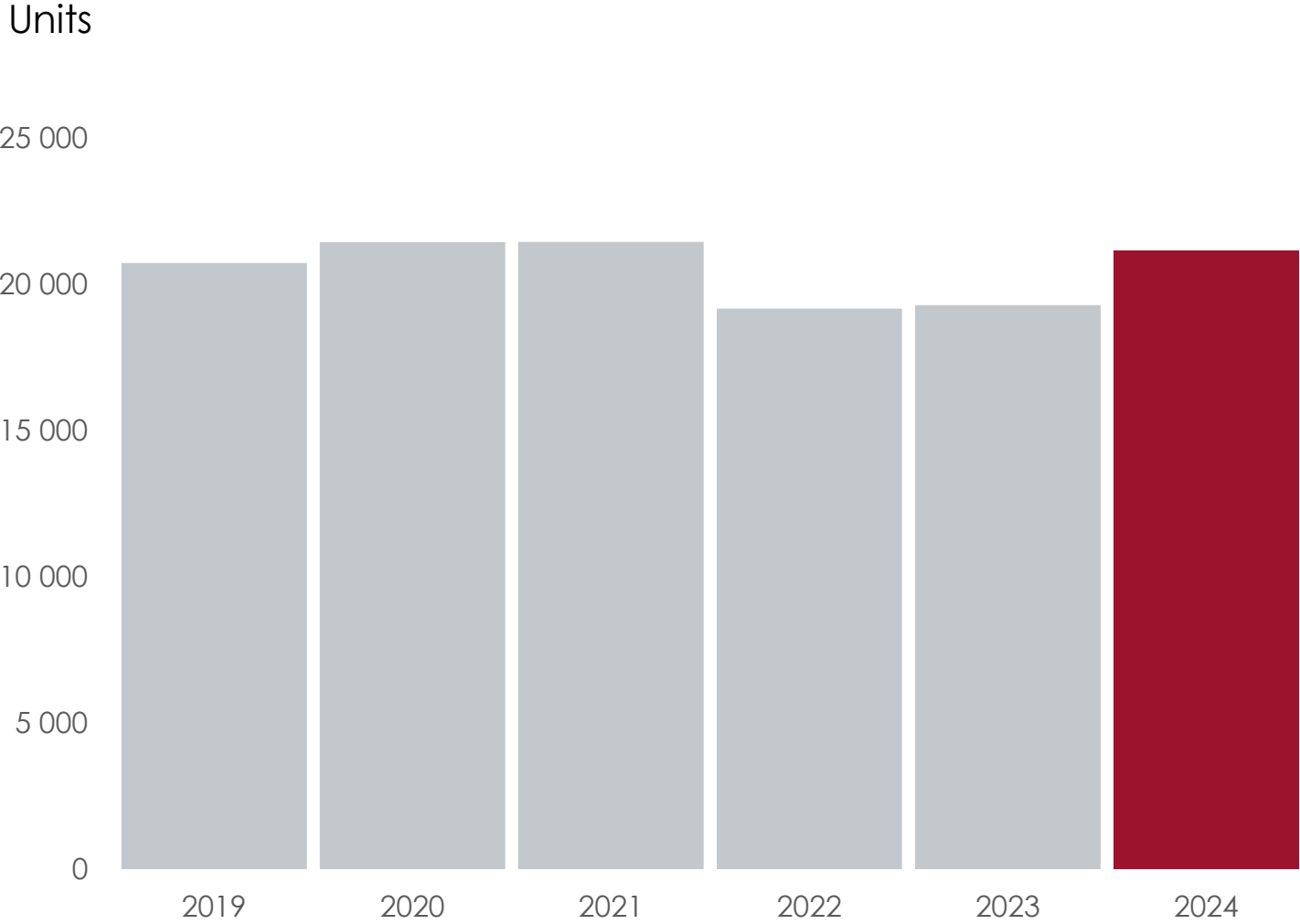
Geographical spread



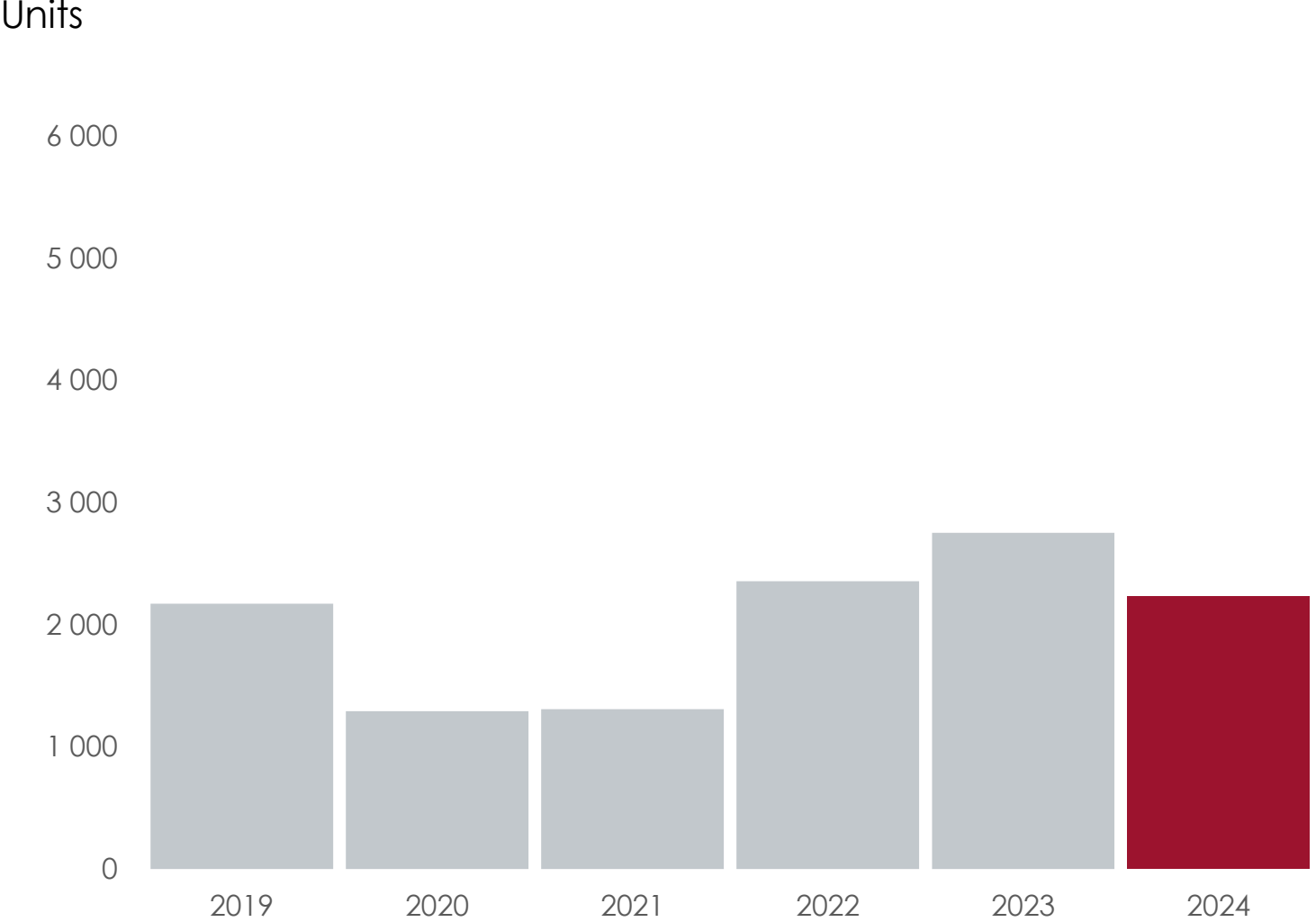
Note: The numbers represent the size of the land portfolio at 31 December 2024. All numbers are adjusted for Selvaag Bolig's share in joint ventures. The total portfolio is ~10 200 units. Of these ~5 250 are options and obligations to buy.

# Oslo second-hand market update

Units sold 1.1 – 31.12, 2019-24



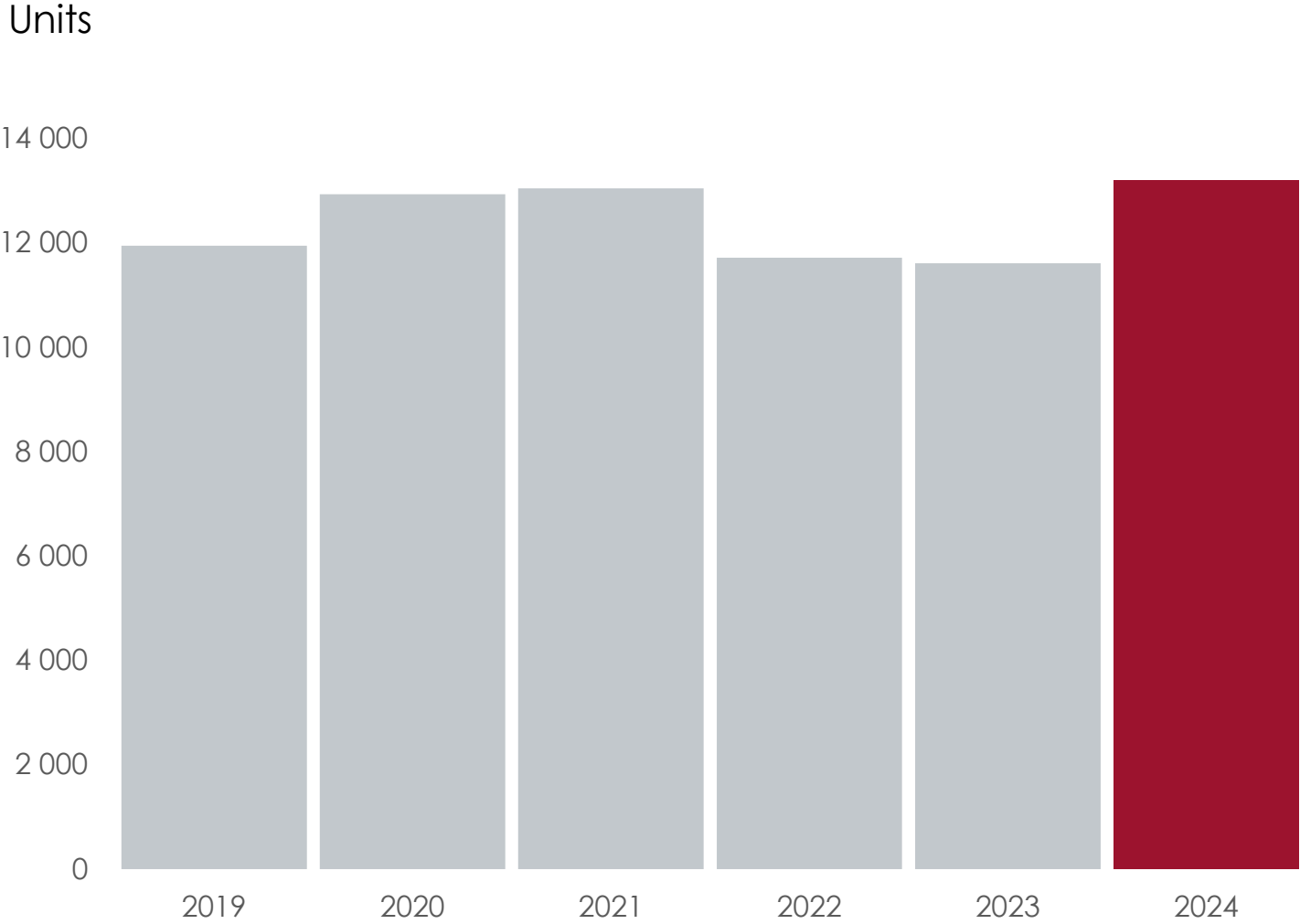
Inventory at 31.12, 2019-24



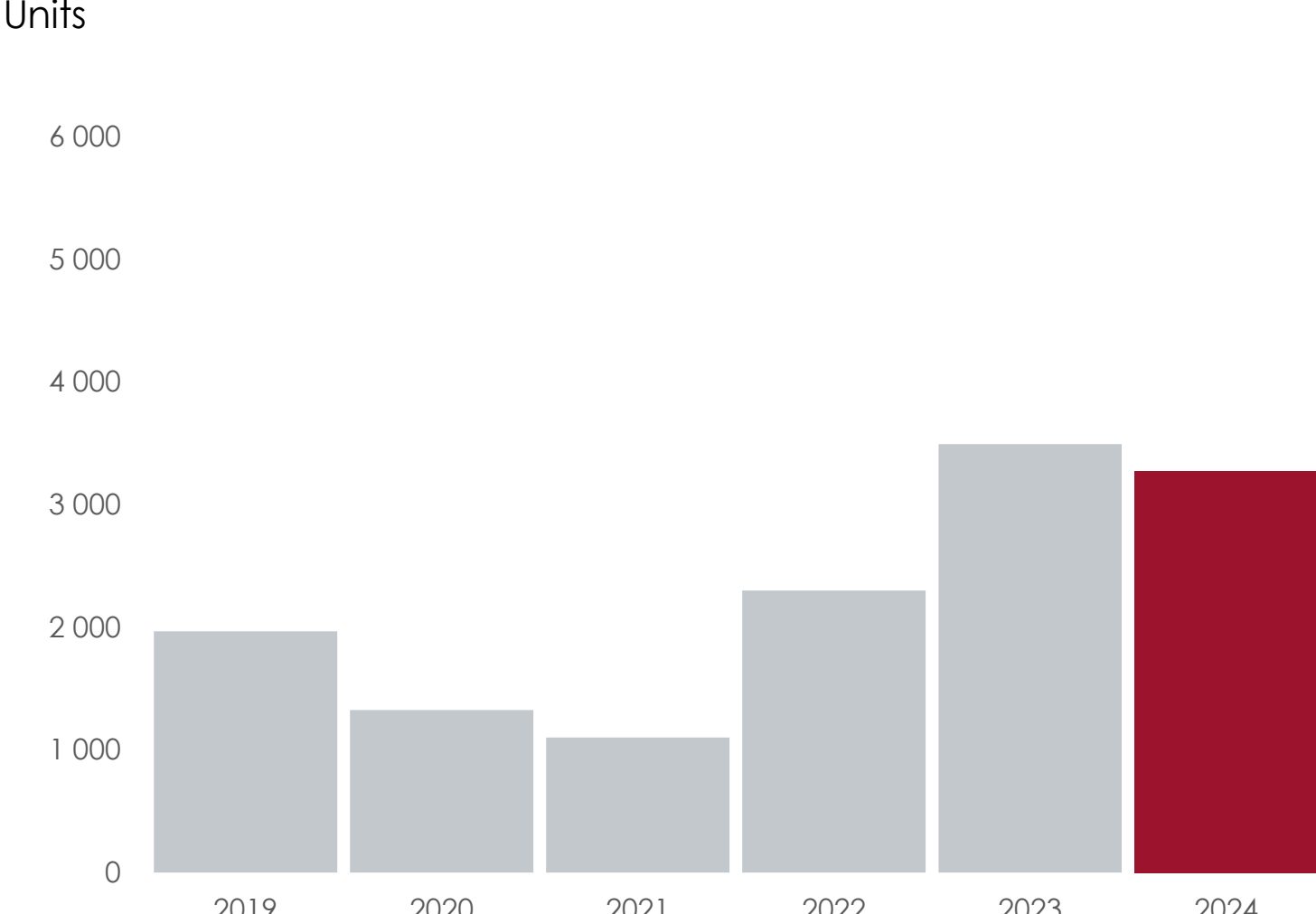
Source: Eiendomsverdi

# Akershus second-hand market update

Units sold 1.1 – 31.12, 2019-24



Inventory at 31.12, 2019-24

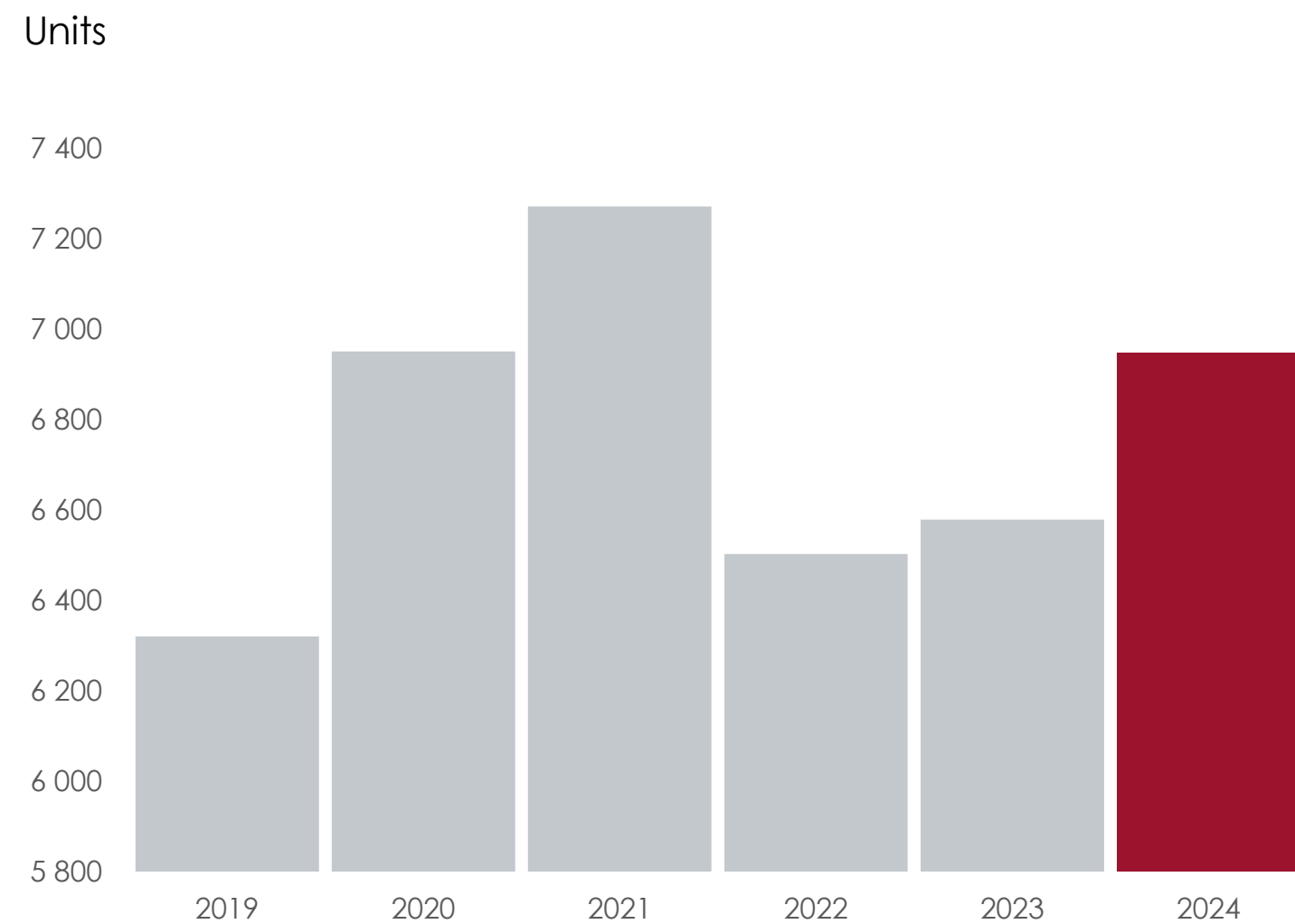


Source: Eiendomsverdi.

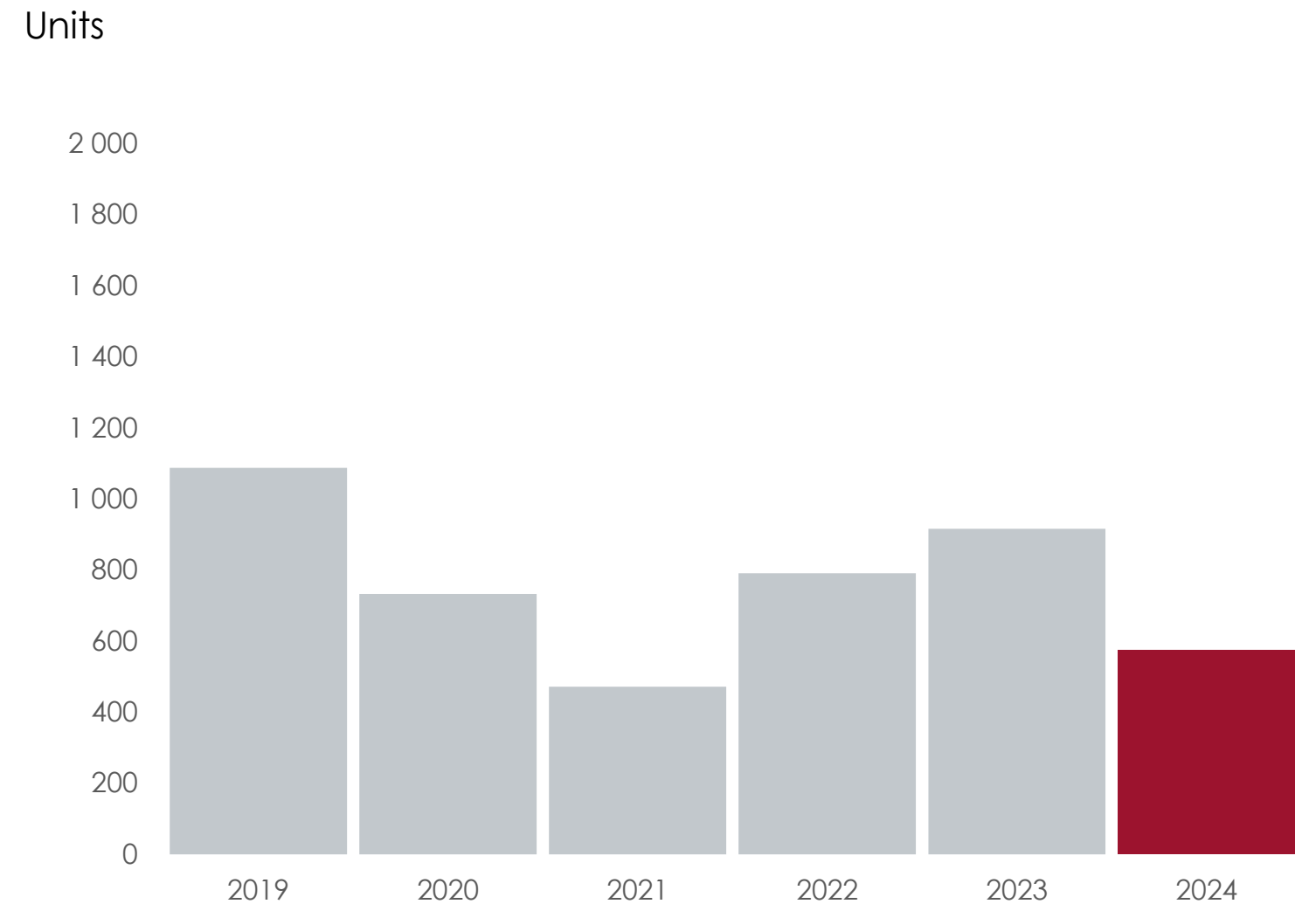


# Bergen second-hand market update

Units sold 1.1 – 31.12, 2019-24



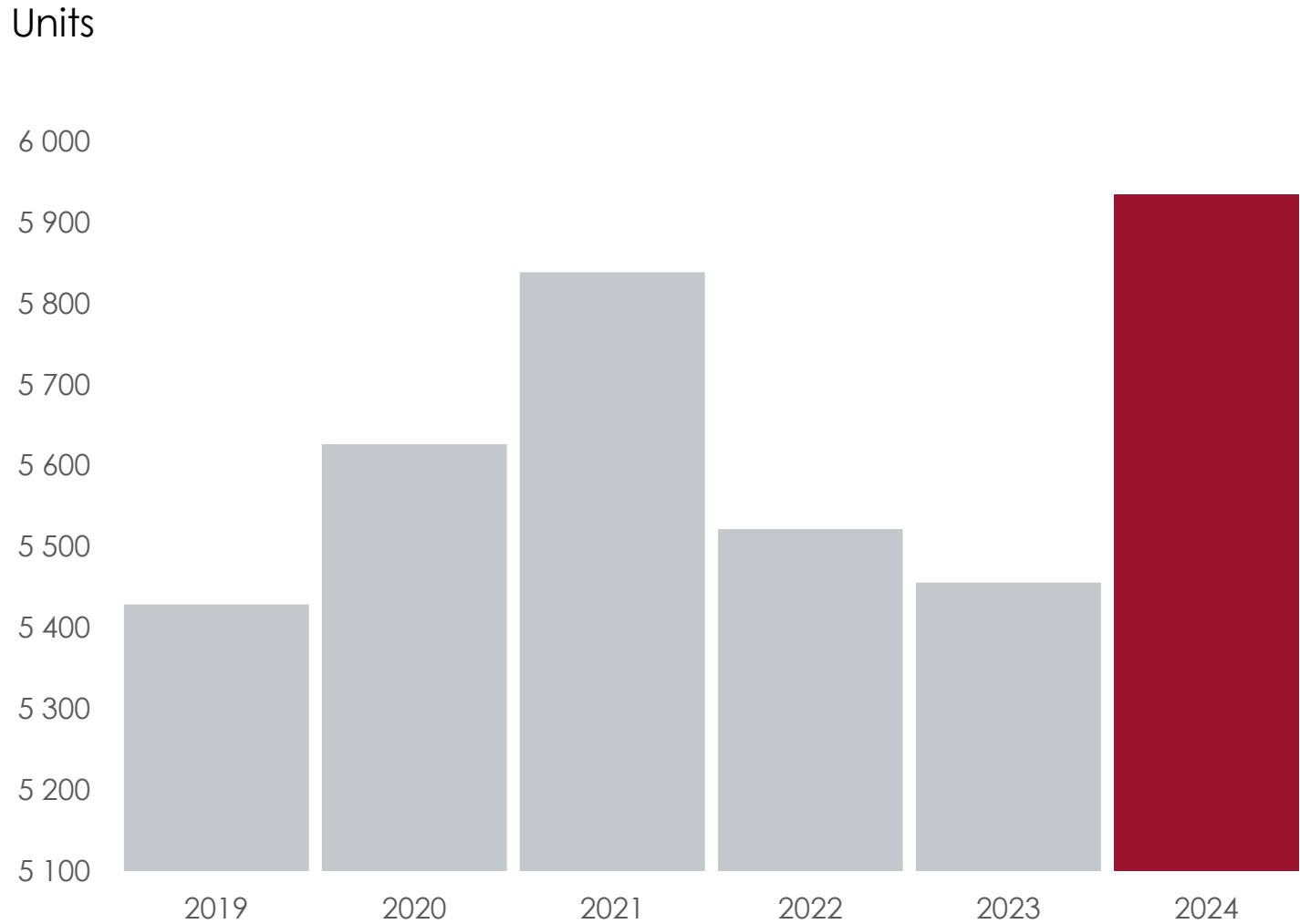
Inventory at 31.12, 2019-24



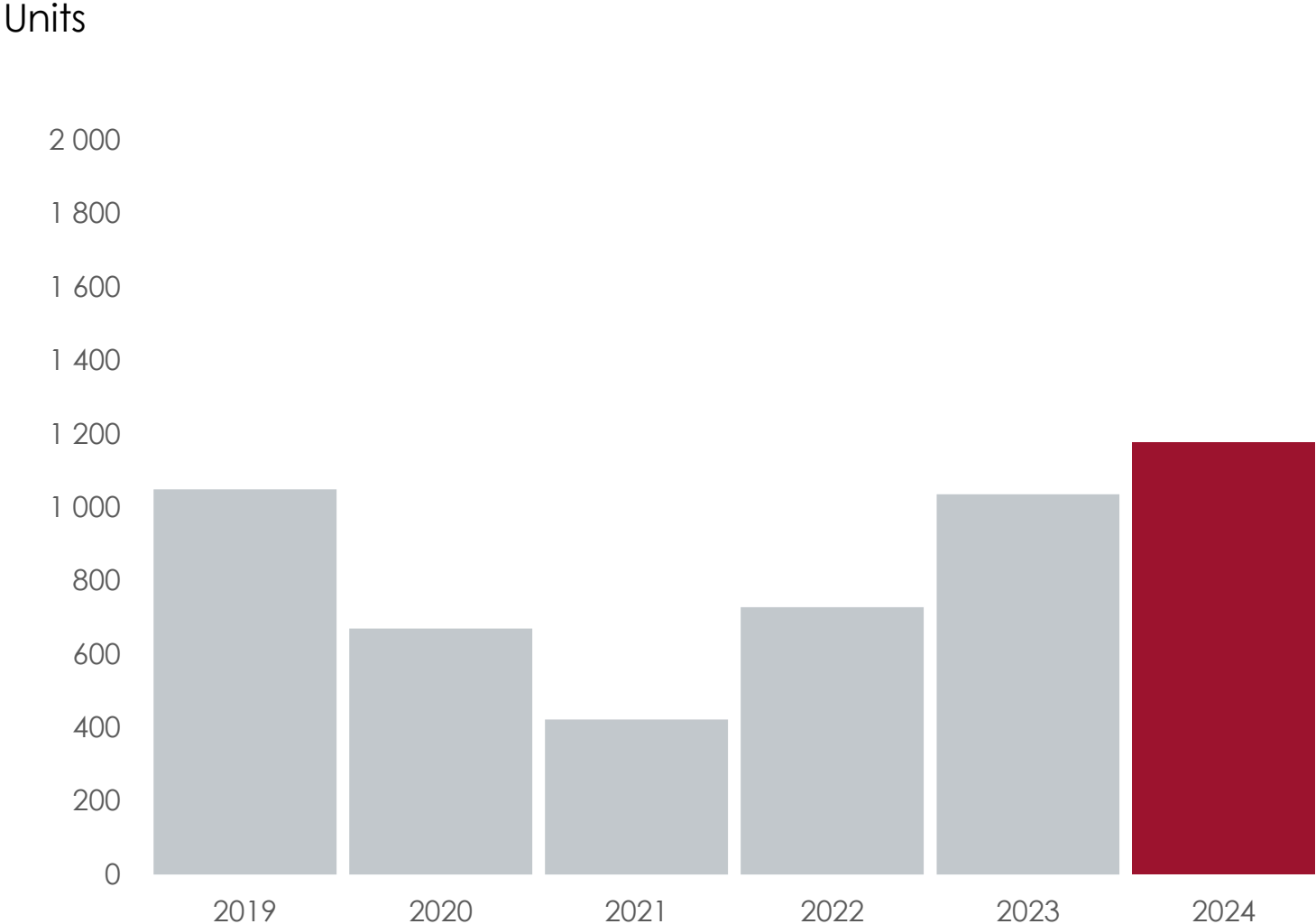
Source: Eiendomsverdi.

# Trondheim second-hand market update

Units sold 1.1 – 31.12, 2019-24



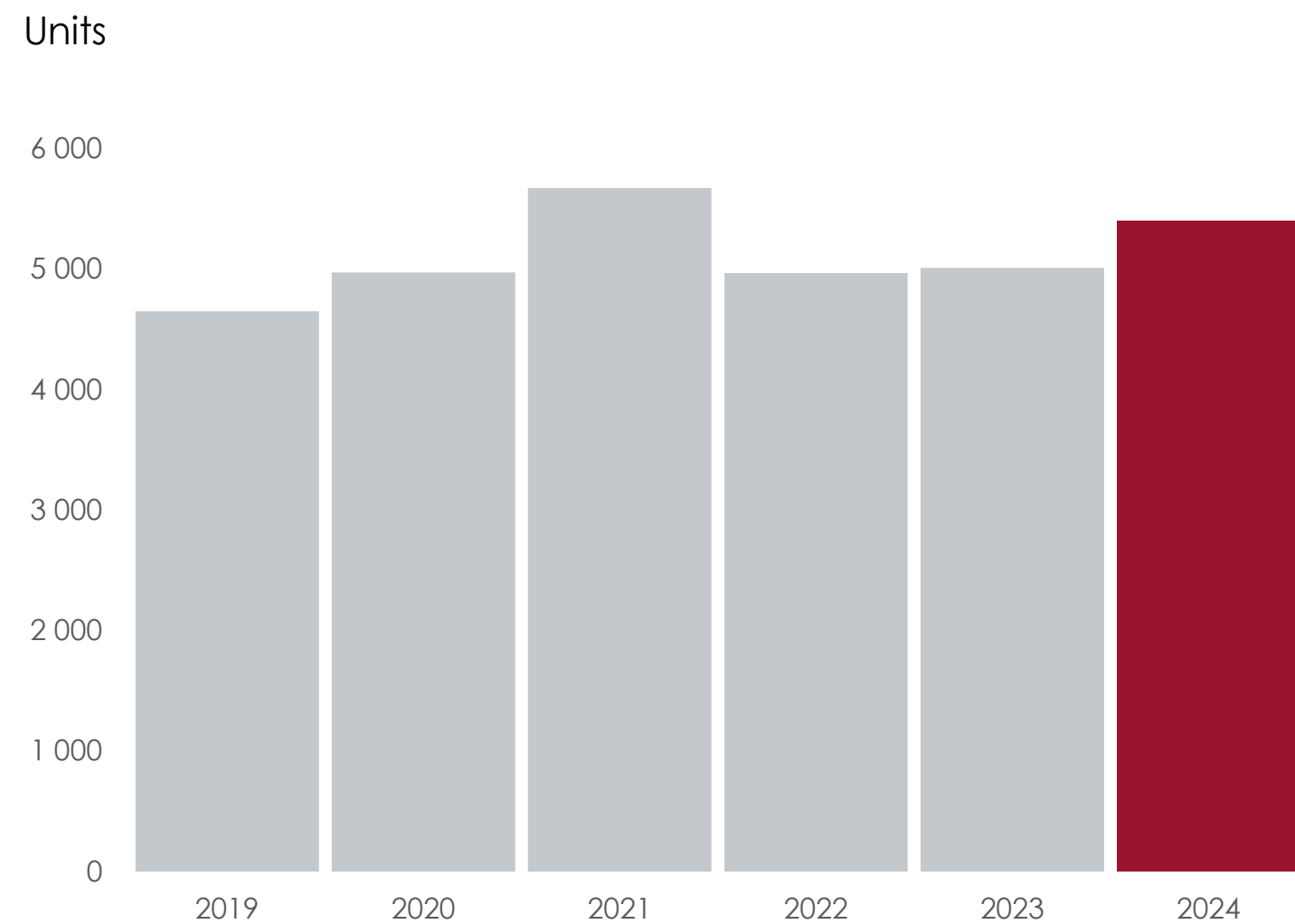
Inventory at 31.12, 2019-24



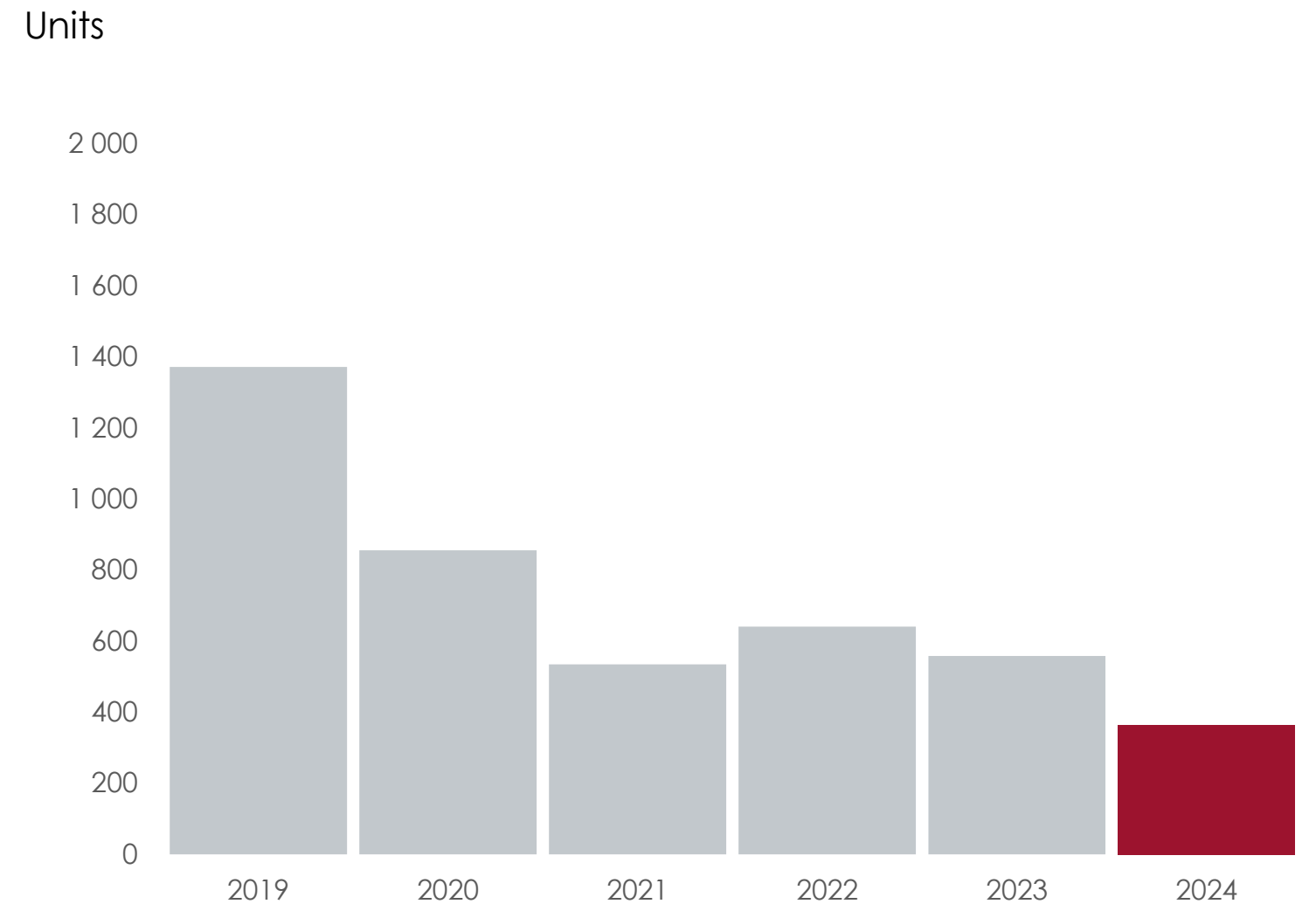
Source: Eiendomsverdi.

# Stavanger-area\* second-hand market update

## Units sold 1.1 – 31.12, 2019-24



## Inventory at 31.12, 2019-24



Source: Eiendomsverdi.

\* Includes Stavanger, Sola, Sandnes, Randaberg.

# Regional price\* development – January 2025

Area2	% chg -1M	% chg. -1M seasonal adj.	% chg YtD	% chg -12m	% chg -5Y	% chg -10Y	Average price/sqm (NOK)	Average price (NOK)
Oslo	4.5%	1.9%	4.5%	8.4%	30.9%	81.1%	100 128	6 679 682
Bergen	5.0%	1.4%	5.0%	13.1%	33.5%	44.1%	59 465	4 675 216
Trondheim	3.0%	0.5%	3.0%	3.2%	19.8%	35.6%	54 718	4 280 040
Stavanger-area**	6.7%	2.1%	6.7%	13.9%	36.9%	27.6%	49 223	4 876 017
<b>Norway</b>	<b>4.4%</b>	<b>1.4%</b>	<b>4.4%</b>	<b>7.3%</b>	<b>27.4%</b>	<b>56.3%</b>	<b>56 289</b>	<b>4 712 860</b>

Source: Eiendom Norge.

\* Nominal price change.

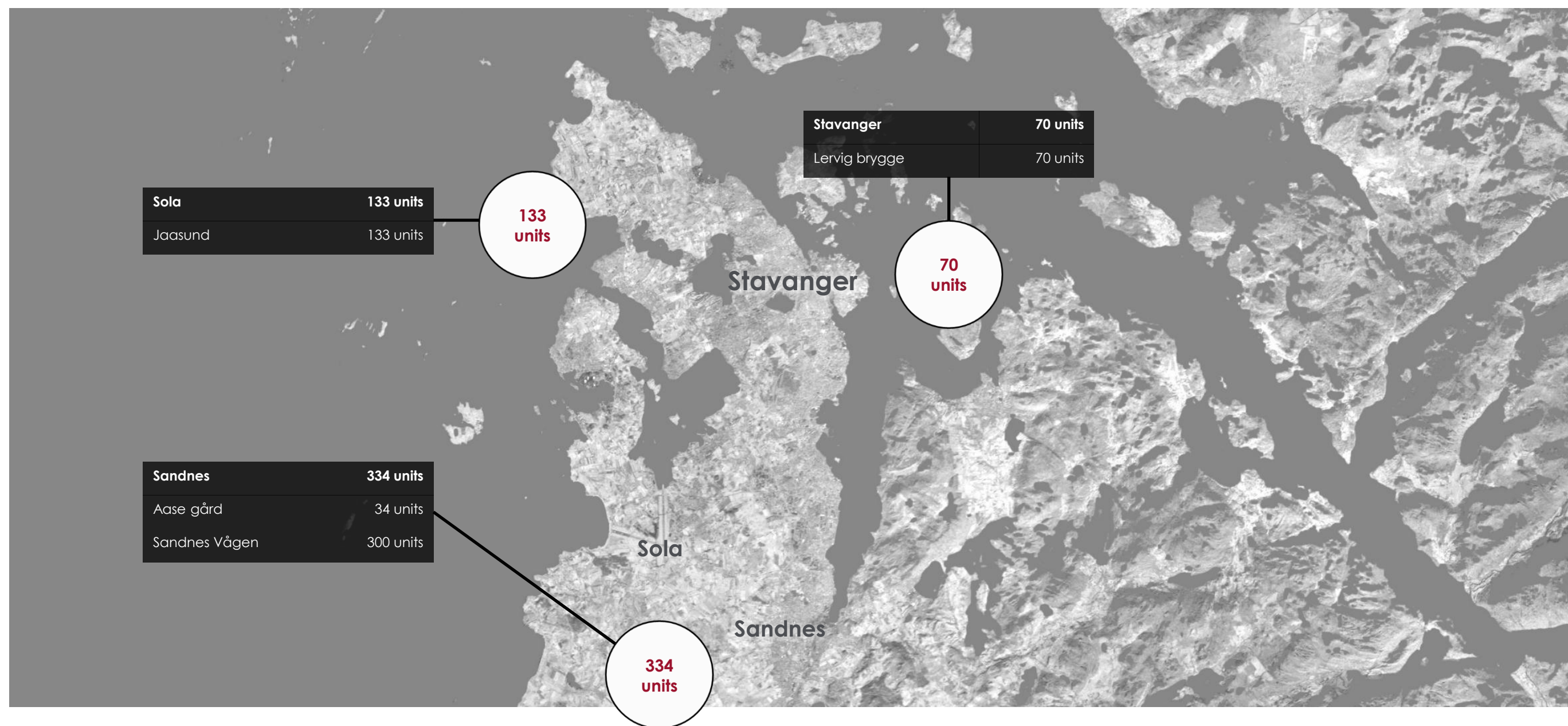
\*\* Includes Stavanger, Sola, Sandnes, Randaberg.

# Land bank in Oslo and Greater Oslo at 31.12.24



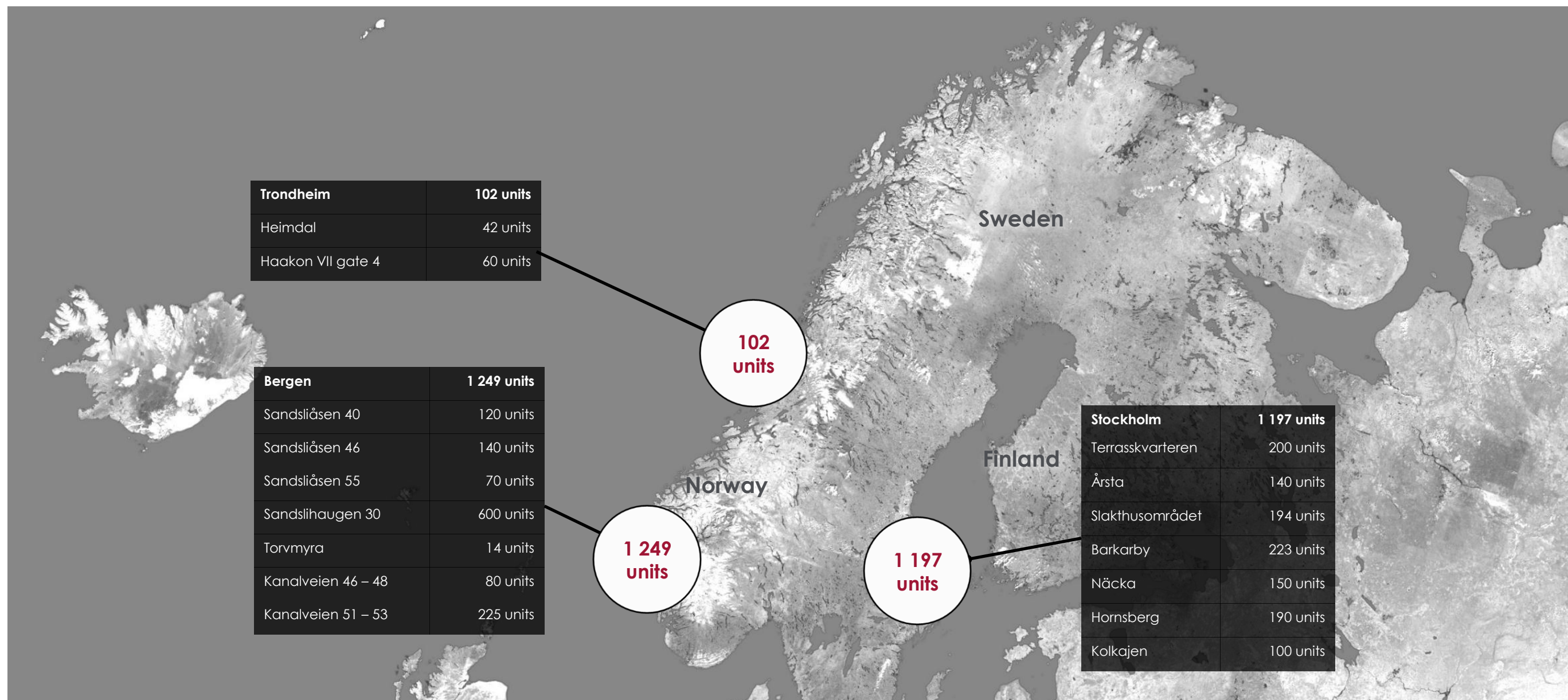
\*The numbers are adjusted for Selvaag Bolig's share in joint ventures

# Land bank in Stavanger area at 31.12.24



\*The numbers are adjusted for Selvaag Bolig's share in joint ventures

# Land bank in Bergen, Trondheim and Stockholm at 31.12.24



\*The numbers are adjusted for Selvaag Bolig's share in joint ventures.

# Cooperation with Urban Property

Selvaag Bolig sold most of its land bank to Urban Property, entering a long-term and strategic partnership. Urban Property is a financially sound, well capitalized and predictable partner.

- **How it works:**

- Urban Property has a right of first refusal (ROFR) to purchase all new land Selvaag Bolig wants to develop
- Urban Property acquires land on Selvaag Bolig recommendations
- Selvaag Bolig has the option to repurchase the land in stages
- Fee structure:
  - 2.5% transaction fee
  - Annual option premium of NIBOR +375bp

- **Benefits for Selvaag Bolig:**

- Eliminates need for equity when purchasing land, as SBO pay 50% of purchasing price at construction start and 50% at project completion
- Increases return on equity
- Allows for a higher dividend payout ratio
- More efficient and predictable funding of existing and new land plots
- Increases competitiveness when making land purchases
- Down-side risk for SBO limited to 48 months option premium (break fee)

\* Net debt/(Net debt+Equity)

\*\* Net debt/ 12m rolling EBITDA



# Re-negotiated covenants with Urban Property

## Before 1.1.2025

---

1. Equity > NOK 1.5bn
2. Debt ratio < 50%
3. Net debt / 12 months rolling EBITDA according to IFRS < 3
4. Max 2.5 years accumulated unpaid option premium

## From 1.1.2025\*

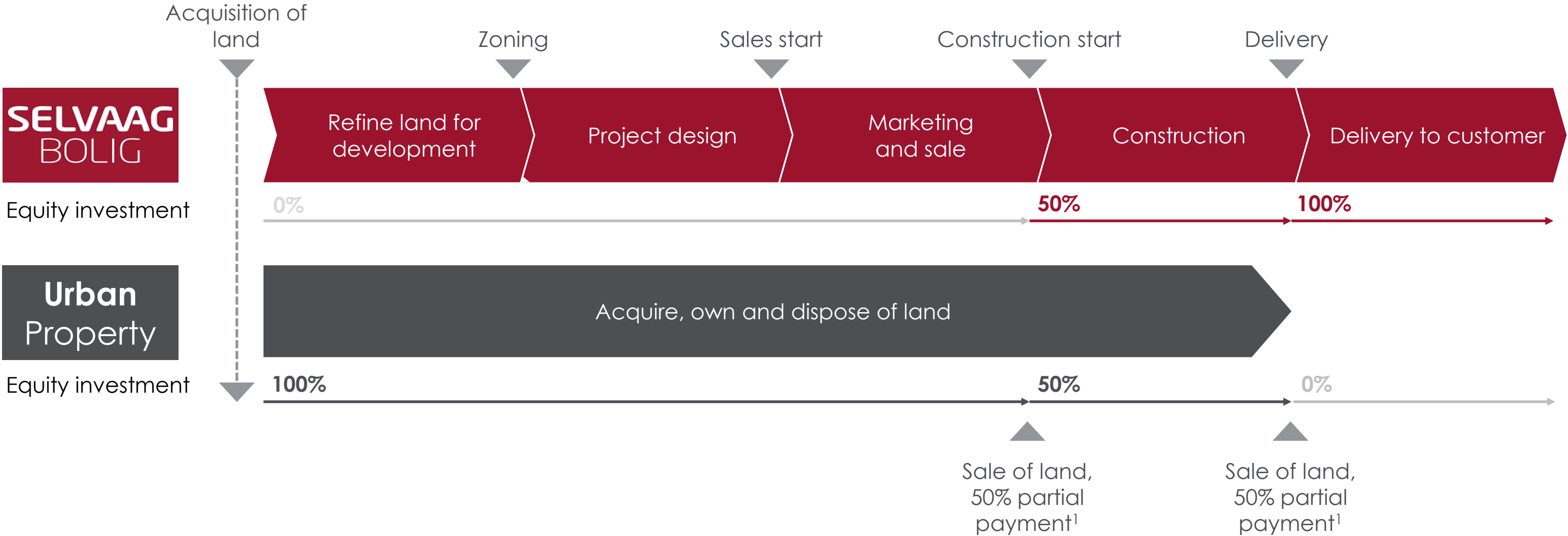
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1. Equity > NOK 1.8bn
2. Debt ratio < 40%
3. Net debt / 12 months rolling earnings before depreciation and tax according to NGAAP < 3
4. Max 2.5 year accumulated unpaid option premium
5. > 500 units under production
  - Calculated as an average over the last 12 months
  - For joint ventures, SBO's share of the projects is used
6. Sales ratio > 60% for units under production
7. Outstanding seller credits < 50% of the SBO equity
  - SBO must have free liquidity available, including available credit facilities, to cover 10% of outstanding seller credits

\* See note 11 in the Q3 2024 report for additional information

# No equity investment in early phase through land bank cooperation with Urban Property

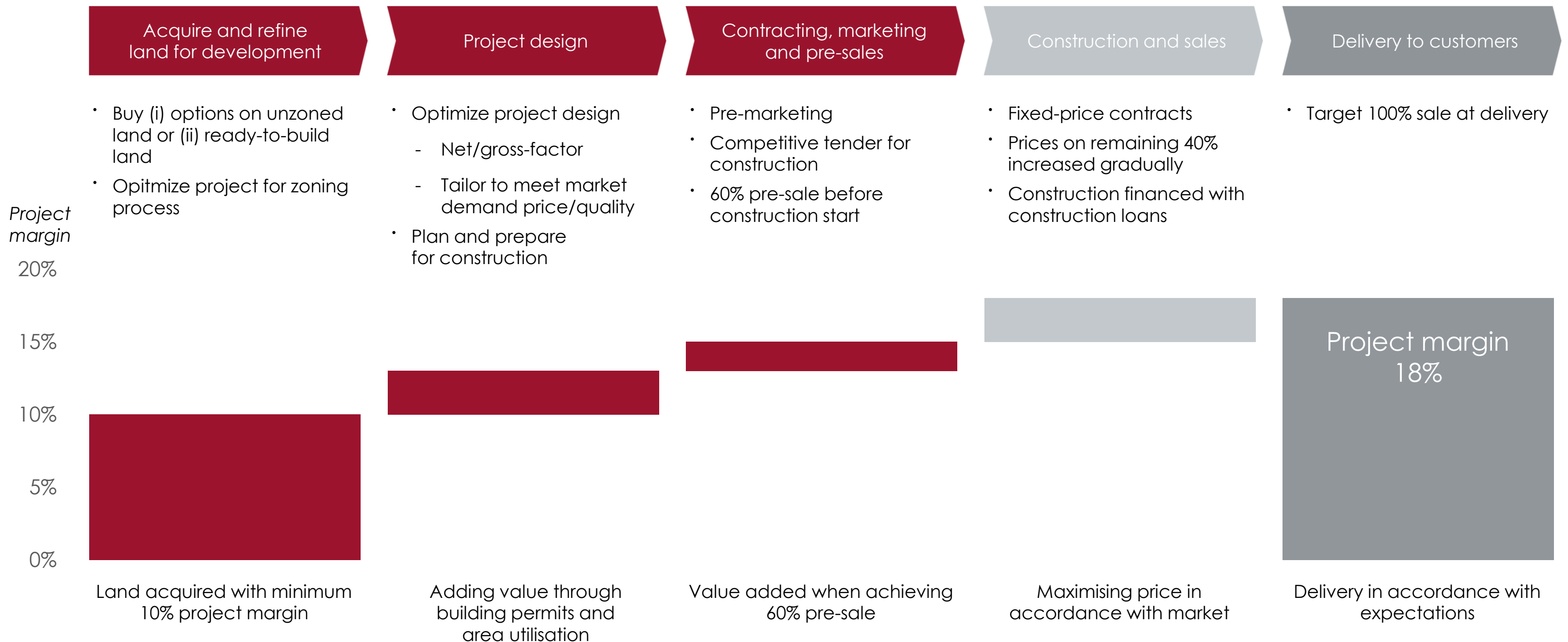
## Cooperation between Selvaag Bolig and Urban Property



1) + 2.5% transaction fee and option price (Nibor + 375bps).

# Business model securing healthy project margins

## Margin development through project stages<sup>1</sup>



1) Assuming flat market development.

# Example project calculations before and after

Figures for illustration purposes only	1 PROJECT CALCULATIONS BEFORE URBAN PROPERTY		2 PROJECT CALCULATIONS AFTER URBAN PROPERTY	
	MNOK	%	MNOK	%
<b>Sales revenue</b>	<b>348.5</b>	<b>100.0%</b>	<b>348.5</b>	<b>100.0%</b>
Construction cost	195.8	56.2%	195.8	56.2%
Land cost	69.7	20.0%	85.2	24.4%
Other costs	24.5	7.0%	24.5	7.0%
<b>Project cost</b>	<b>290.0</b>	<b>83.2%</b>	<b>305.5</b>	<b>87.7%</b>
Net finance (excluding Urban Property)	16.8	4.8%	5.3	1.5%
<b>TOTAL REVENUE</b>	<b>348.5</b>	<b>100.0%</b>	<b>348.5</b>	<b>100.0%</b>
<b>TOTAL COST</b>	<b>306.8</b>	<b>88.0%</b>	<b>310.9</b>	<b>89.2%</b>
<b>PROFIT</b>	<b>41.7</b>	<b>12.0%</b>	<b>37.7</b>	<b>10.8%</b>
<b>Internal rate of return (IRR)</b>		<b>12.2%</b>		<b>28.0%</b>

- 1 Initial project margin and IRR before Urban Property when purchasing land at market value
  - 2 Initial project margin and IRR with Urban Property as partner when purchasing land at market value (including option premium)
- ➔ In total marginal lower project margins, but significantly increased IRR and RoE**

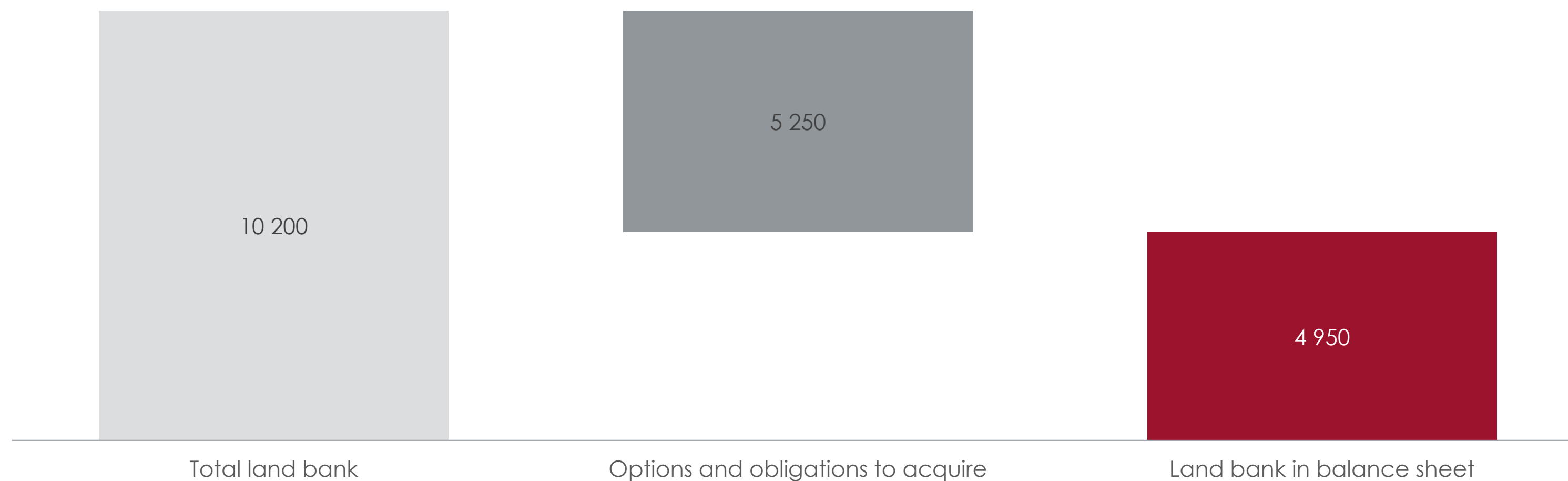
Example apply a land ownership period in Urban Property of 3-4 years, and a finance cost of 4% on all capital employed in the project.

# Substantial portfolio for development

Total land bank portfolio at 31.12.2024

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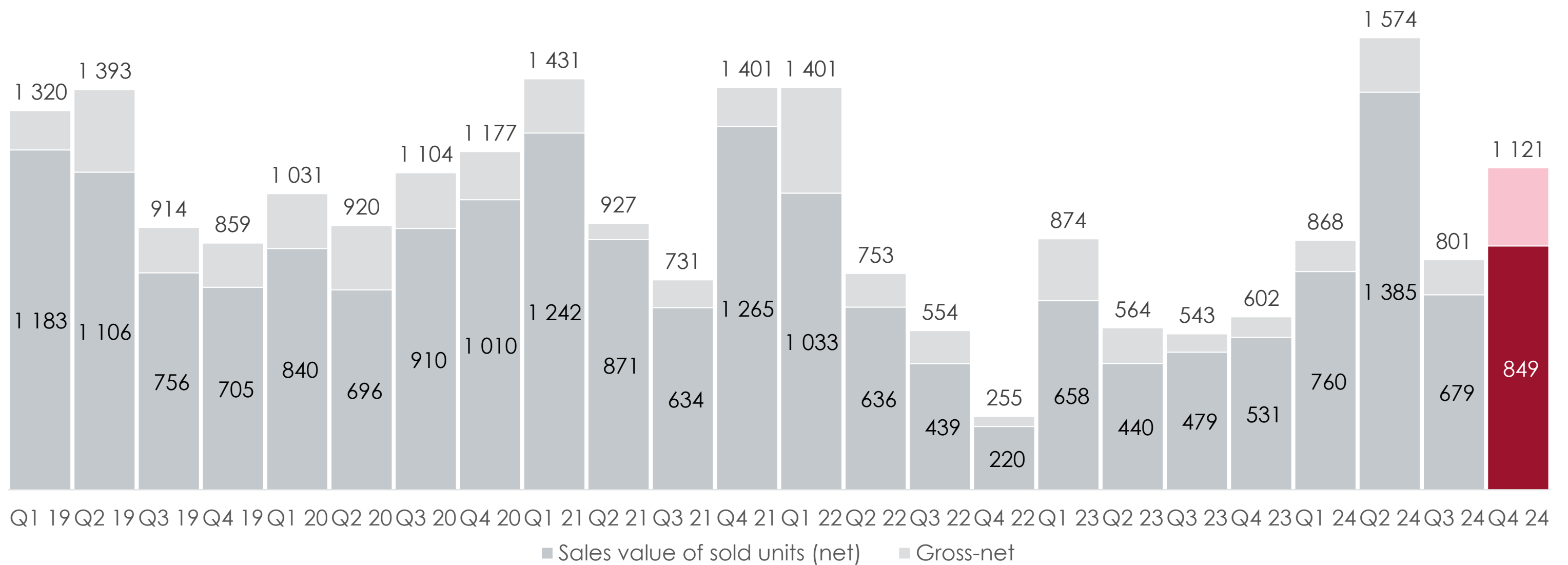
Units



# Value of units sold - gross and net

## Sales value of units sold

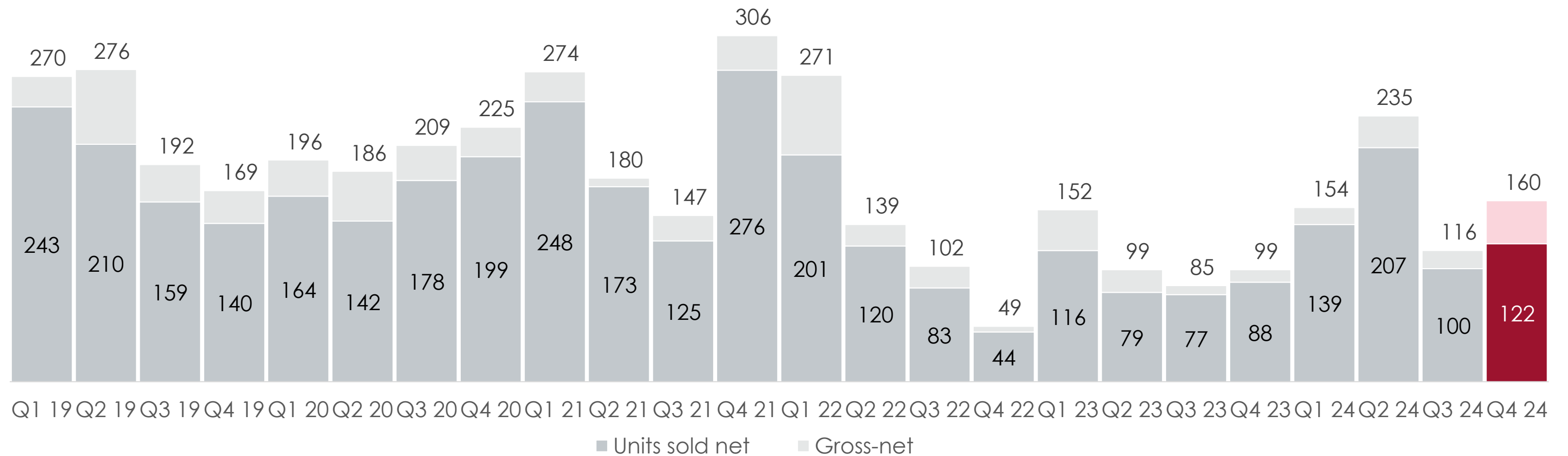
NOK million



# Number of units sold - gross and net

## Number of units sold

Units



# Operational highlights – key operating figures

	Q4 23	Q1 24	Q2 24	Q3 24	Q4 24
Units sold	88	139	207	100	122
Construction starts	130	123	95	43	298
Units completed	331	236	105	5	168
Completed unsold units	95	126	119	87	81
Completed sold units pending delivery	30	56	41	23	26
Units delivered	276	179	127	54	172
Units under construction	784	671	661	700	829
Proportion of sold units under construction	62 %	62 %	66 %	67 %	61 %
Sales value of units under construction (NOK million)	4 496	3 948	4 211	4 495	6 134



# Income statement IFRS

<b>(figures in NOK million)</b>	<b>Q4 2024</b>	<b>Q4 2023</b>	<b>2024</b>	<b>2023</b>
Total operating revenues	498.1	1 246.7	1 971.0	3 254.7
Project expenses	(405.5)	(1 042.8)	(1 580.3)	(2 677.2)
Other operating expenses	(78.0)	(81.2)	(255.0)	(254.0)
Associated companies and joint ventures	36.5	7.5	72.3	(13.4)
<b>EBITDA</b>	<b>51.1</b>	<b>130.2</b>	<b>208.0</b>	<b>310.1</b>
Depreciation and amortisation	(2.5)	(2.4)	(9.8)	(9.2)
Other gains (loss)	-	-	-	-
<b>EBIT</b>	<b>48.6</b>	<b>127.8</b>	<b>198.2</b>	<b>300.9</b>
Net financial expenses	10.4	9.6	11.0	18.6
<b>Profit/(loss) before taxes</b>	<b>58.9</b>	<b>137.4</b>	<b>209.2</b>	<b>319.5</b>
Income taxes	(12.3)	(29.1)	(32.2)	(74.8)
<b>Net income</b>	<b>46.6</b>	<b>108.3</b>	<b>177.0</b>	<b>244.7</b>

# Balance sheet

(figures in NOK million)	Q4 2024	Q3 2024	2023
Intangible assets	383.4	383.4	383.4
Property, plant and equipment	7.9	8.7	9.8
Investments in associated companies and joint ventures	276.6	241.3	230.0
Other non-current assets	766.8	725.2	580.1
<b>Total non-current assets</b>	<b>1 434.6</b>	<b>1 358.6</b>	<b>1 203.2</b>
<b>Inventories (property)</b>	<b>3 257.8</b>	<b>3 106.5</b>	<b>3 199.5</b>
- Land	641.1	637.9	667.3
- Land held for sale			
- Work in progress	2 150.2	2 038.2	1 959.2
- Finished goods	466.5	430.4	573.0
Other current receivables	83.0	96.9	85.2
Cash and cash equivalents	383.6	189.1	266.5
<b>Total current assets</b>	<b>3 724.4</b>	<b>3 392.5</b>	<b>3 551.2</b>
<b>TOTAL ASSETS</b>	<b>5 159.0</b>	<b>4 751.1</b>	<b>4 754.4</b>
Equity attributed to shareholders in Selvaag Bolig ASA*	2 385.4	2 336.9	2 299.1
Non-controlling interests	7.9	7.9	7.8
<b>Total equity</b>	<b>2 393.2</b>	<b>2 344.8</b>	<b>2 307.0</b>
Non-current interest-bearing liabilities	935.4	602.3	681.8
Other non-current non interest-bearing liabilities	632.1	616.9	533.3
<b>Total non-current liabilities</b>	<b>1 567.6</b>	<b>1 219.2</b>	<b>1 215.1</b>
Current interest-bearing liabilities	677.7	753.0	728.4
Other current non interest-bearing liabilities	520.5	434.1	503.9
<b>Total current liabilities</b>	<b>1 198.2</b>	<b>1 187.1</b>	<b>1 232.3</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>5 159.0</b>	<b>4 751.1</b>	<b>4 754.4</b>

# Cash flow statement

<u>(figures in NOK million)</u>	<b>Q4 2024</b>	<b>Q4 2023</b>	<b>2024</b>	<b>2023</b>
Net cash flow from operating activities	(46.8)	814.9	87.1	1 196.6
Net cash flow from investment activities	22.1	22.3	23.2	(45.3)
Net cash flow from financing activities	219.3	(763.6)	6.8	(1 497.5)
Net change in cash and cash equivalents	194.5	73.6	117.1	(346.1)
<b>Cash and cash equivalents at start of period</b>	<b>189.1</b>	<b>193.0</b>	<b>266.5</b>	<b>612.7</b>
<b>Cash and cash equivalents at end of period</b>	<b>383.6</b>	<b>266.5</b>	<b>383.6</b>	<b>266.5</b>

# EBITDA Q4 2024

<b>(figures in NOK million)</b>	Property development	Other	Total
<b>Operating revenues</b>	<b>858.0</b>	<b>19.4</b>	<b>877.4</b>
Project expenses	(701.2)	(0.0)	(701.2)
Other operating expenses	(10.8)	(69.3)	(80.2)
<b>EBITDA (percentage of completion)</b>	<b>146.0</b>	<b>(50.0)</b>	<b>96.0</b>

Note: Construction costs are exclusive of financial expenses in the segment reporting.

## IFRS EBITDA for the quarter, per segment

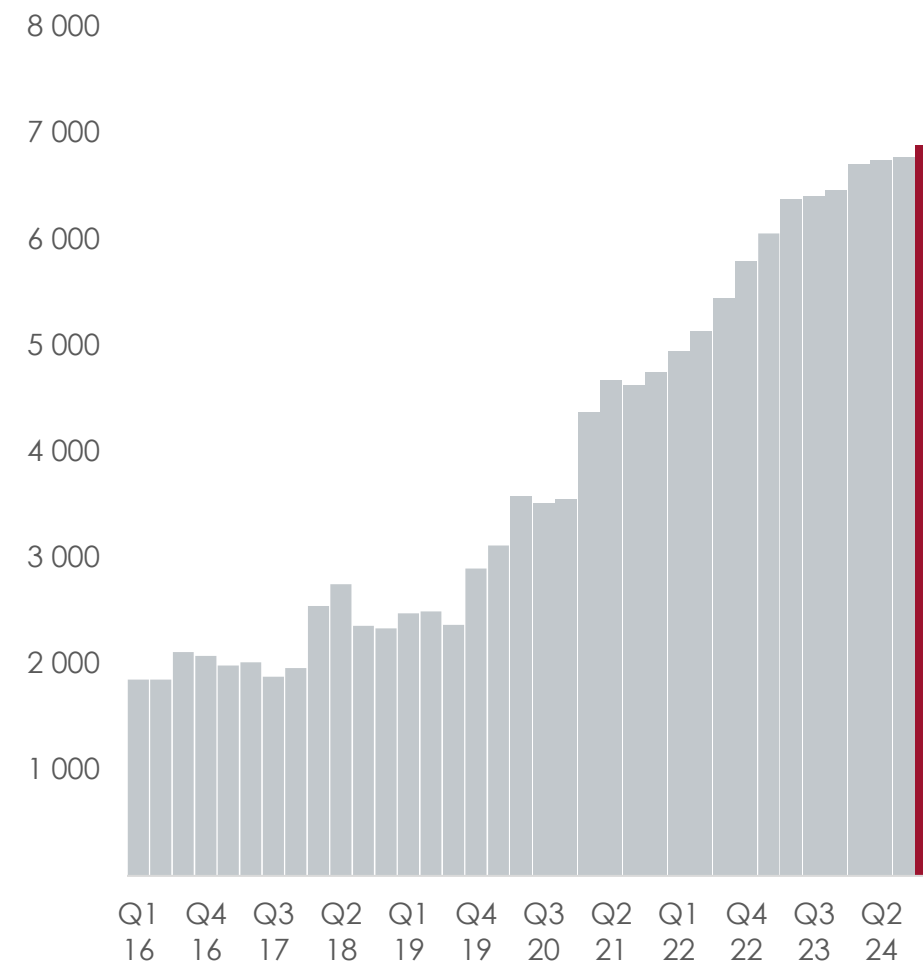
Operating revenues	478.8	19.4	498.1
Project expenses	(405.5)	(0.0)	(405.5)
Other operating expenses	(10.8)	(67.1)	(78.0)
Share of income (losses) from associated companies and joint ventures	36.5	-	36.5
<b>EBITDA</b>	<b>98.8</b>	<b>(47.8)</b>	<b>51.1</b>
Units in production	829	N/A	N/A
Units delivered	172	N/A	N/A

Note: EBITDA is operating profit before depreciation, gains (losses) and profit from associated companies.

# Share information as at 31.12.24

- Total number of shares: 93.8 million
- Number of shareholders: 6 879 (6 766)
  - 20 largest controlling 81.0% (80.6%)
  - Selvaag AS largest shareholder - 53.5%
- Trading
  - 2.9 million shares during the quarter (1.8), 3.1% of total shares outstanding (1.9%)
  - Share turnover totaled NOK 100.5 million (62.7)

## Number of shareholders



## 20 largest shareholders

Shareholder	# of shares	% share
SELVAAG AS	50 180 087	53.5%
Skandinaviska Enskilda Banken AB *	4 680 572	5.0%
PERESTROIKA AS	3 443 837	3.7%
VERDIPAPIRFONDET ALFRED BERG G	3 096 726	3.3%
The Northern Trust Comp, London Br	2 186 000	2.3%
EGD CAPITAL AS	1 704 752	1.8%
SANDEN EQUITY AS	1 660 000	1.8%
HAUSTA INVESTOR AS	1 600 000	1.7%
MUSTAD INDUSTRIER AS	1 067 454	1.1%
Goldman Sachs International *	965 549	1.0%
The Northern Trust Comp, London Br	840 200	0.9%
Brown Brothers Harriman & Co. *	684 331	0.7%
Sverre Molvik	677 403	0.7%
Øystein Klungland	677 403	0.7%
VERDIPAPIRFONDET ALFRED BERG NC	505 298	0.5%
Brown Brothers Harriman & Co. *	492 551	0.5%
Skandinaviska Enskilda Banken AB *	399 628	0.4%
KBC Bank NV *	387 922	0.4%
Christopher Brunvoll	387 791	0.4%
VARDE NORGE AS	350 000	0.4%
<b>Total 20 largest shareholders</b>	<b>75 987 504</b>	<b>81.0%</b>
Other shareholders	17 778 184	19.0%
<b>Total number of shares</b>	<b>93 765 688</b>	<b>100.0%</b>

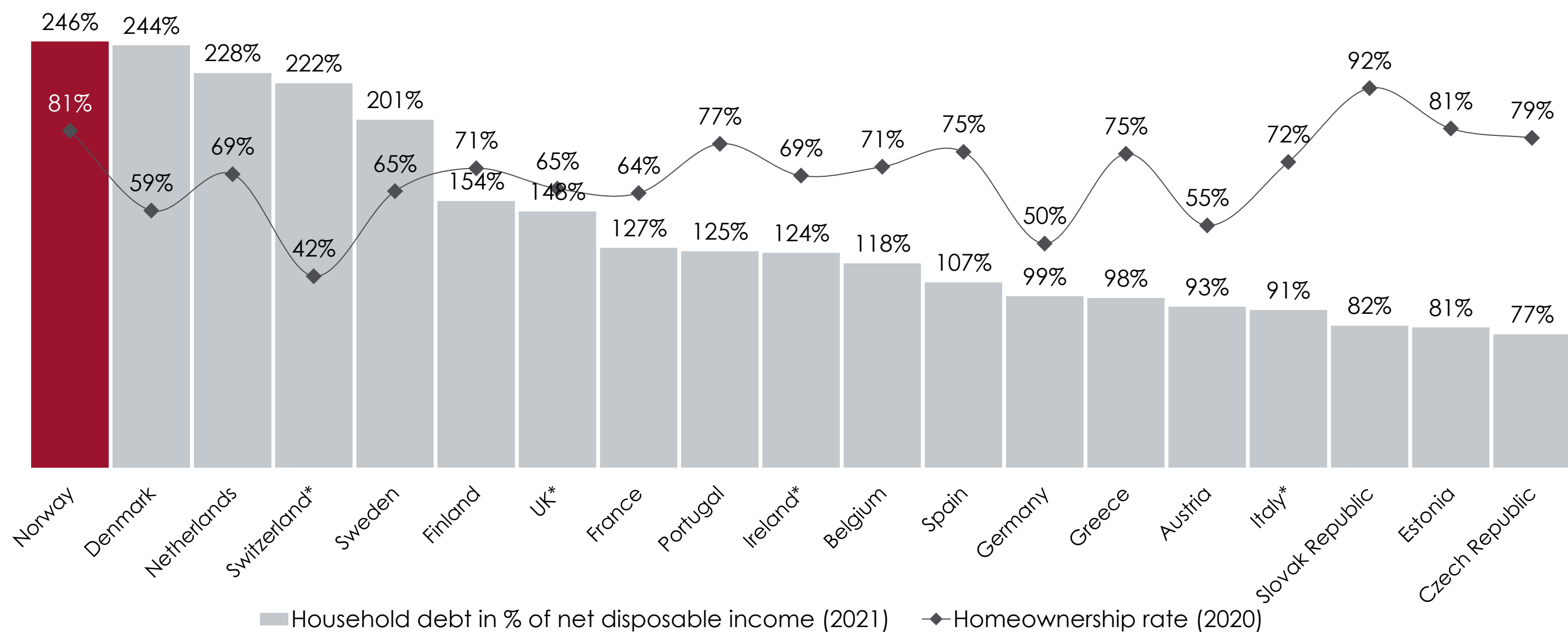
\* Further information regarding shareholders is presented at: <http://sboasa.no/en>

Note: Numbers in brackets from the previous quarter.

# Norwegian housing market

- Low risk for housebuilders
  - Advance sales: banks require that 50-70% of homes are sold before construction starts
  - Binding homeowners offer to purchase is a binding sales contract, and requires a minimum 10% cash deposit
- High level of home ownership
  - Approximately 80% (one of the world's highest)
- Economic benefits for homeowners
  - 22% of mortgage loan interest payments are tax deductible
  - Transfer stamp duty for new houses is lower than for second-hand homes
- Strong population growth
  - Norway's urban areas are among the fastest growing in Europe
  - Good market for new homes

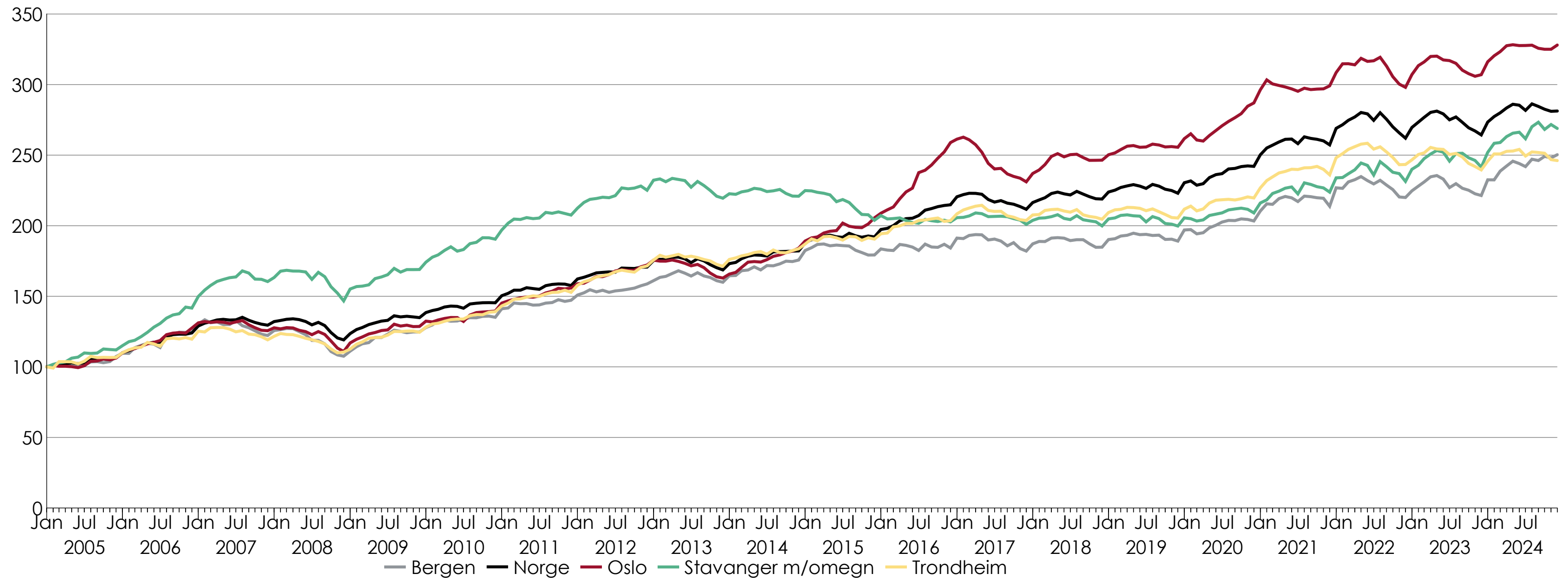
# Total household debt and homeownership



Source: OECD, Statista.

# Price development Norway and selected regions (2005-24)

Price development (rebased 1.1.2005)

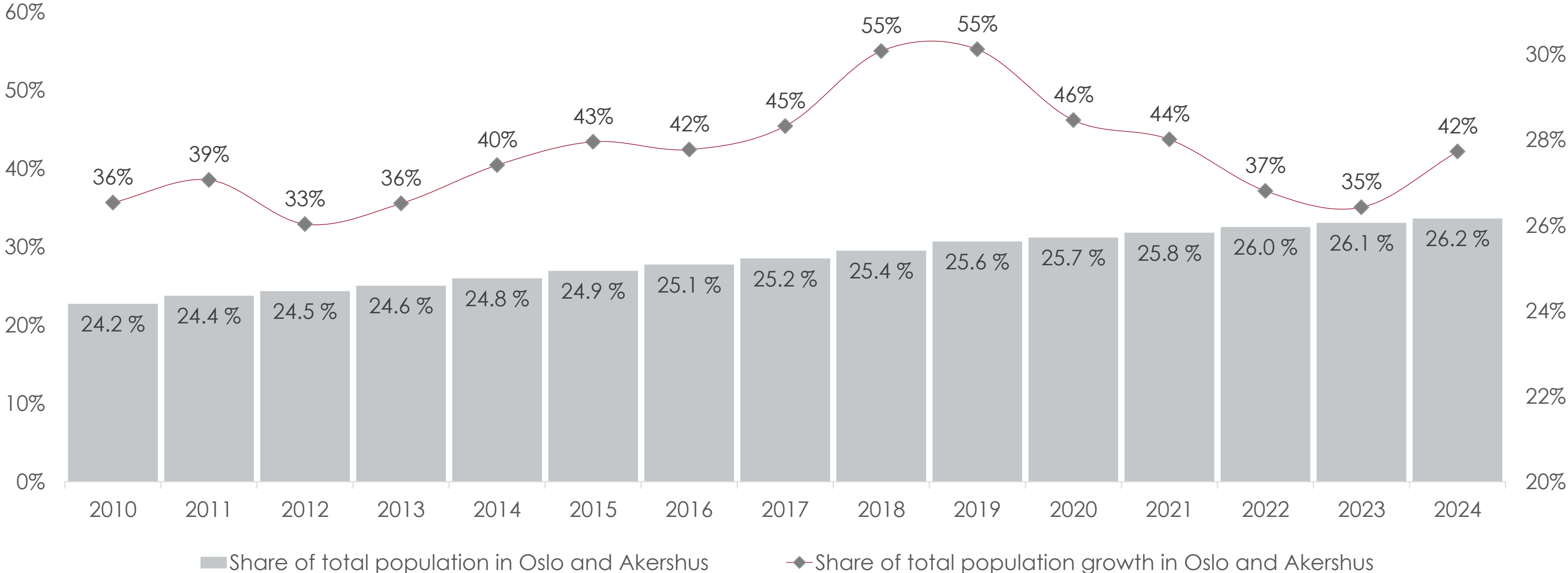


Source: Eiendomsverdi.

\* Stavanger area includes: Randaberg, Sandnes, Sola, Stavanger.



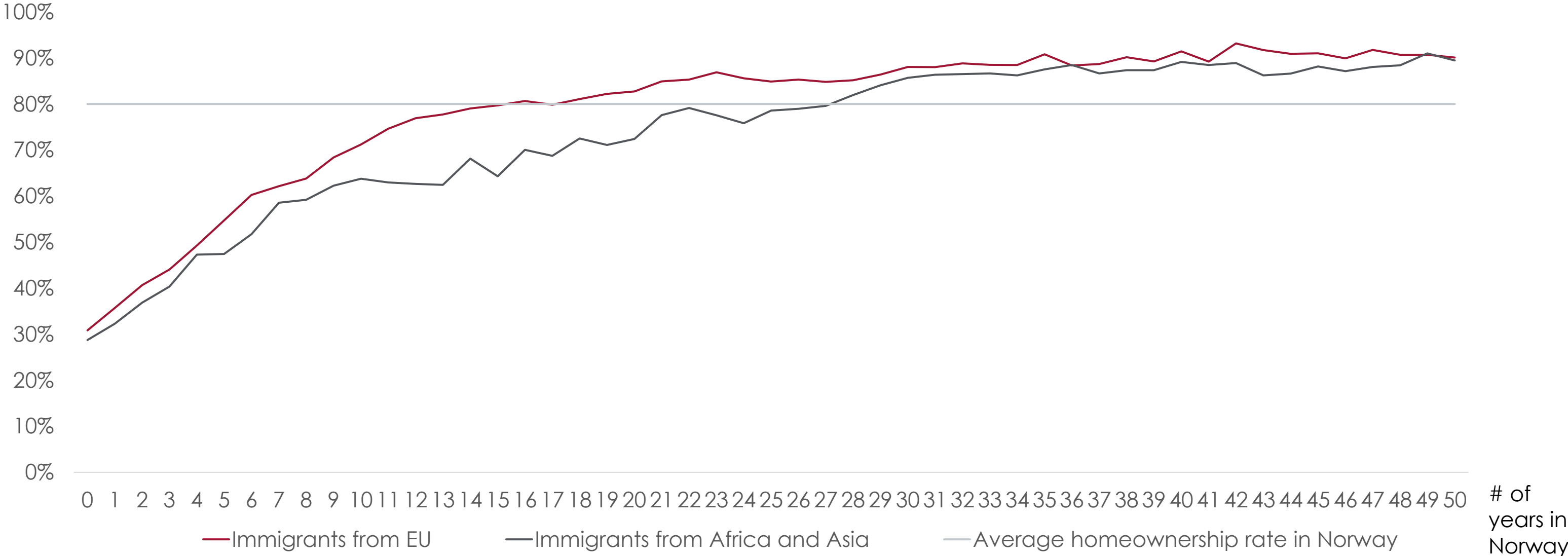
# Population growth in Oslo and Akershus remains high



Source: Statistics Norway, per Q4 2024

# Immigration increases demand over time

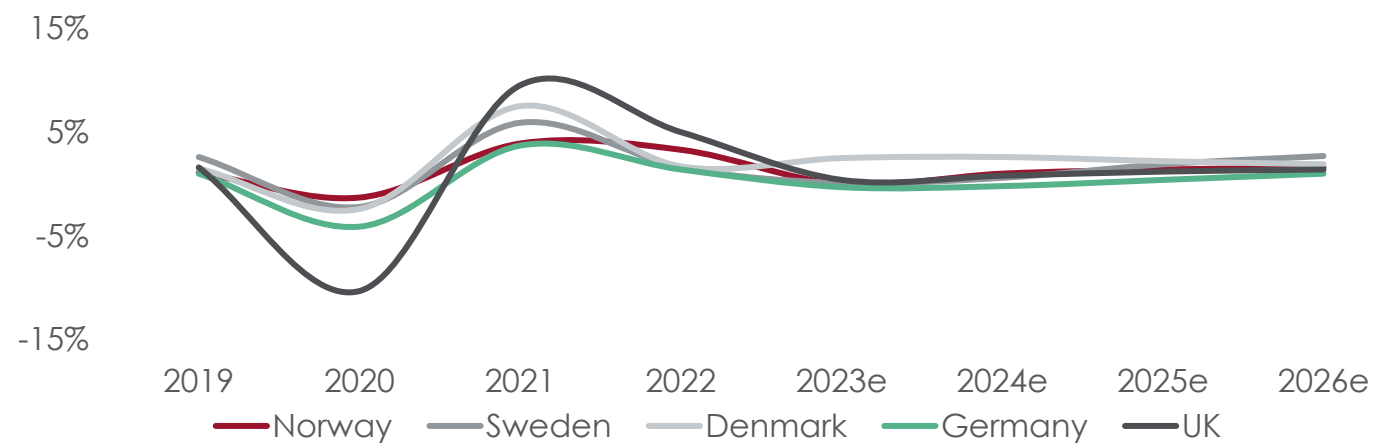
Homeownership rate among immigrants in Norway (per year living in Norway)



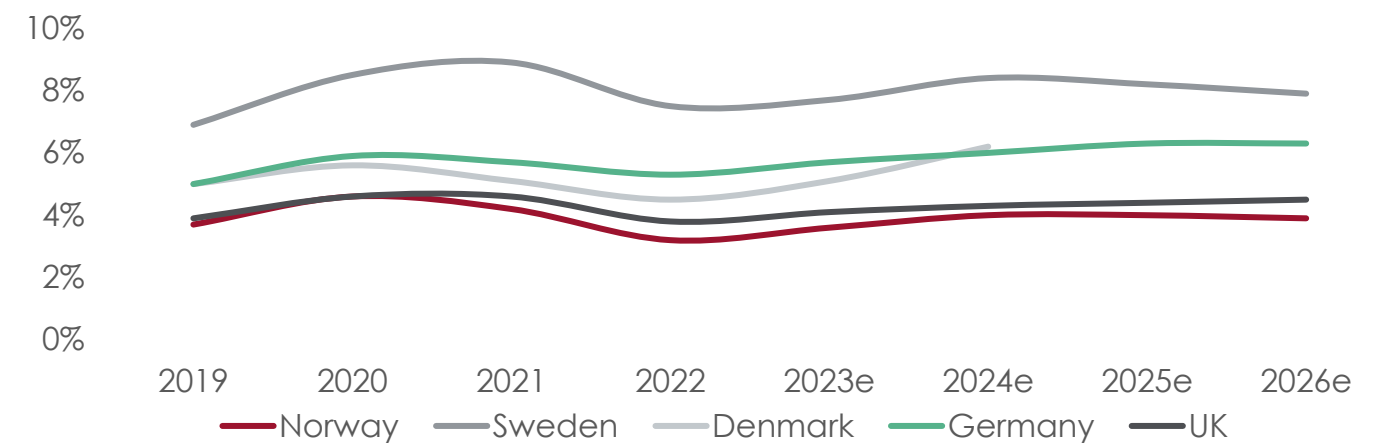
Source: Statistics Norway.

# Norway – relatively limited volatility

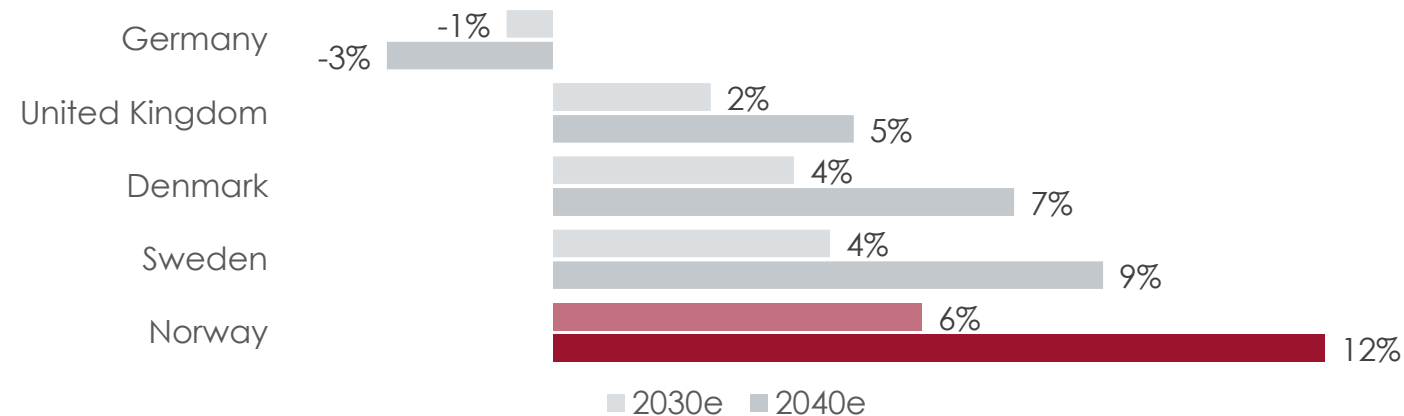
## GDP growth 2019 - 2025e



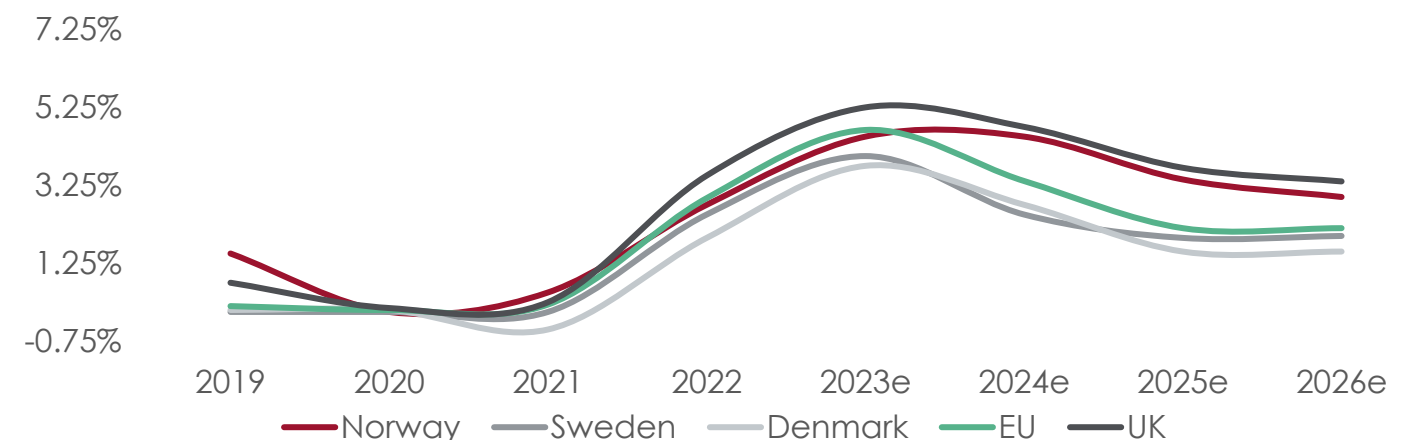
## Unemployment 2019 - 2025e



## Population growth 2022 - 2030e and 2040e



## Interest rates\* 2019 - 2025e

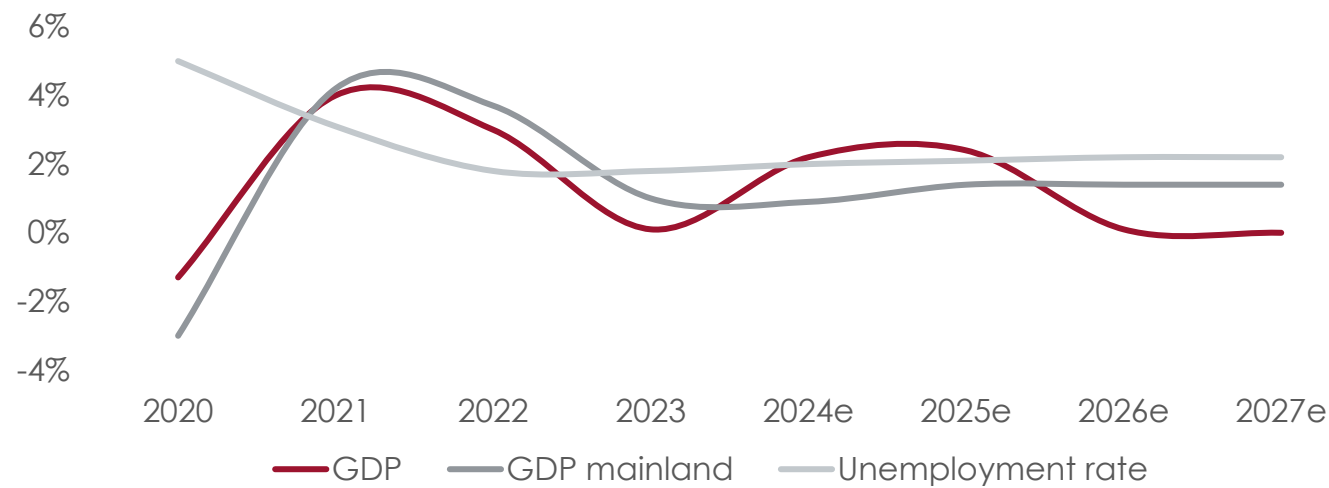


Source: Bloomberg, IMF, UN

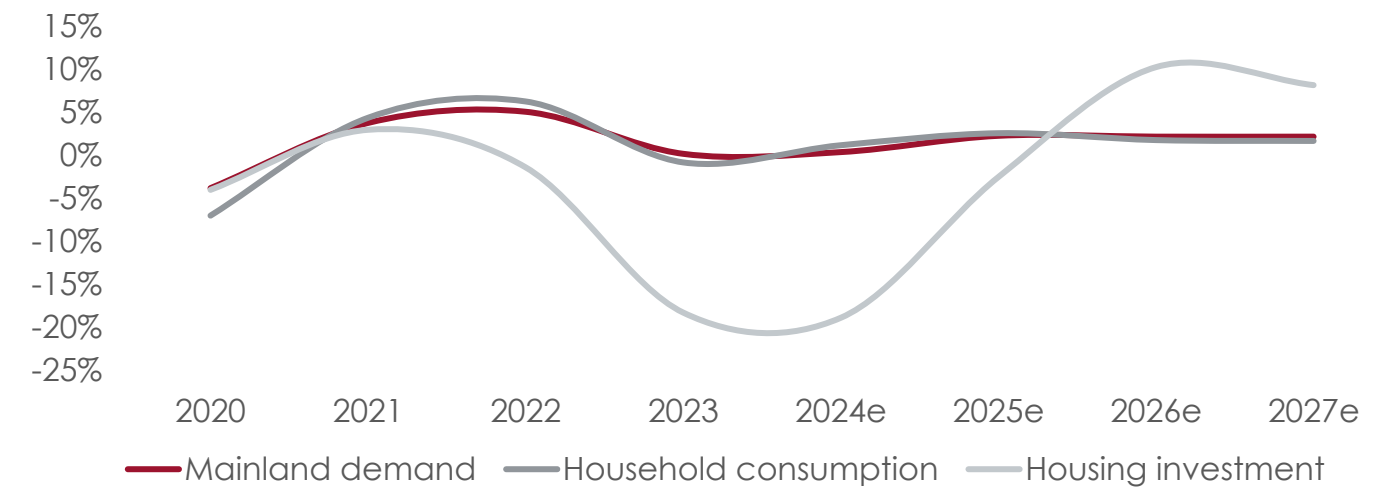
\*Central bank policy rates

# Healthy macroeconomics

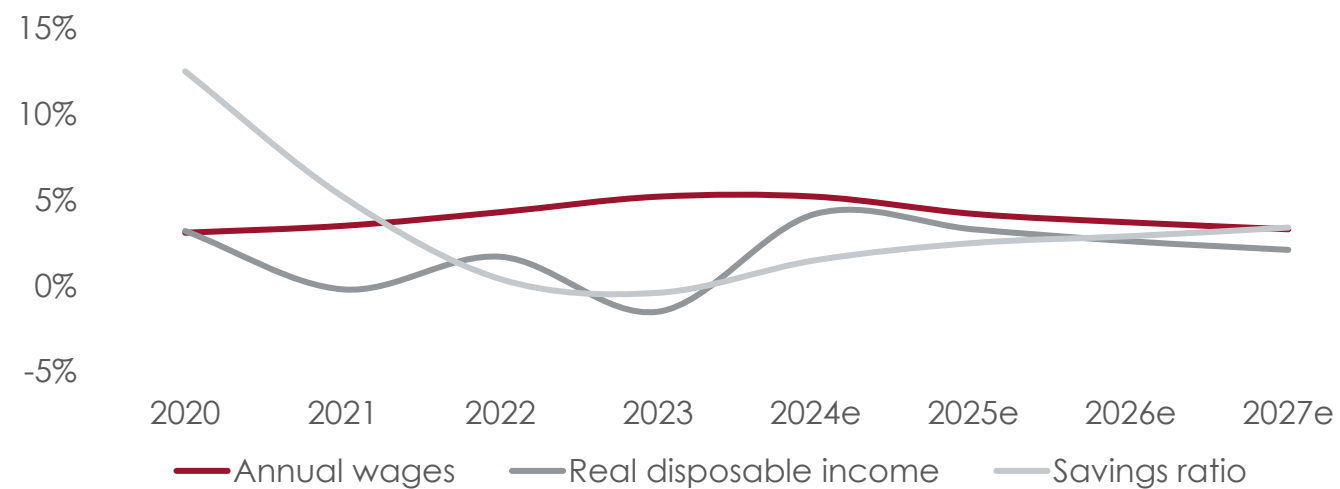
## Real economy 2020 - 2027e



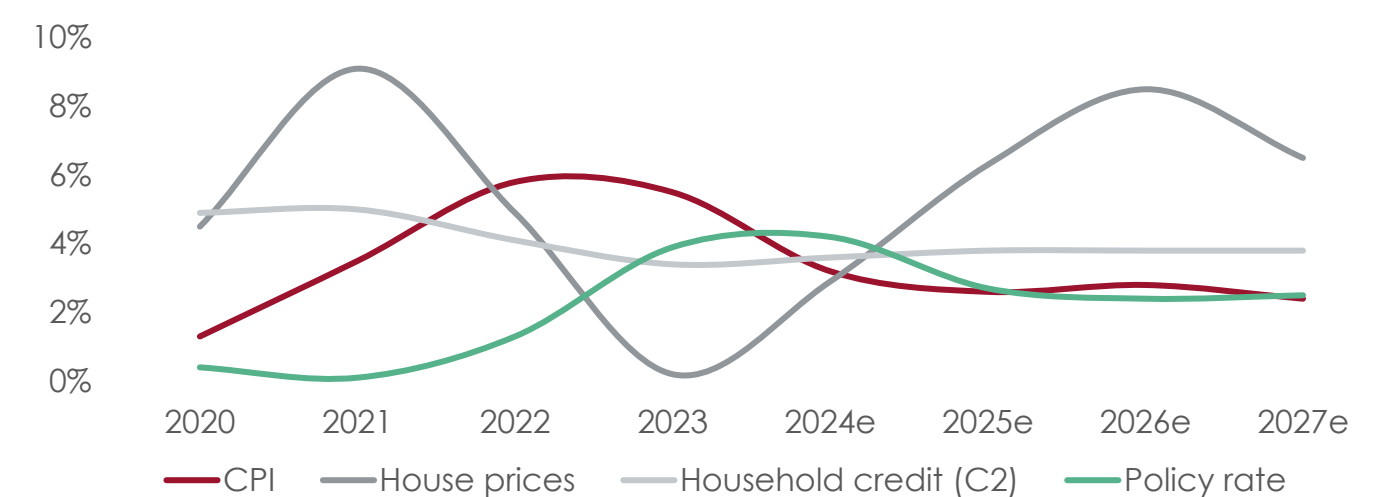
## Demand 2020 - 2027e



## Wages & disposable income 2020 - 2027e



## Prices & interest rates 2019 - 2027e



Source: Monetary Policy Report 4 | 24, Central Bank of Norway.

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