

SELVAAG BOLIG

Q1 2024

Oslo, 22 May 2024

Sverre Molvik, CEO

Christopher Brunvoll, CFO

Agenda

Highlights

Operational update

Financial update

Market

Summary



Highlights Q1 2024

- Q1 sales highest since Q1 2022
- Strong secondhand market and inventory dropping
- Solid results at NOK 0.60 per share, considering challenging market conditions and continued high construction costs
- Construction cost level allows for more sales starts moving forward



Key financials Q1 2024

628

Operating revenues
NOK million

547

Operating revenues (NGAAP)
NOK million

16.9

Adjusted EBITDA* margin
Per cent

8.2

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

Construction costs

- Construction costs stabilized, allowing more sales starts moving forward
 - New contracts signed at Kanaltunet (Stavanger), Mathildetunet (Lørenskog) and Ballerud (Bærum)
 - More contracts are being negotiated
 - Regional variations

Sales starts

- Sales started projects with a total potential ~210 units so far this year
- Potential sales starts of an additional ~700 units in 2024

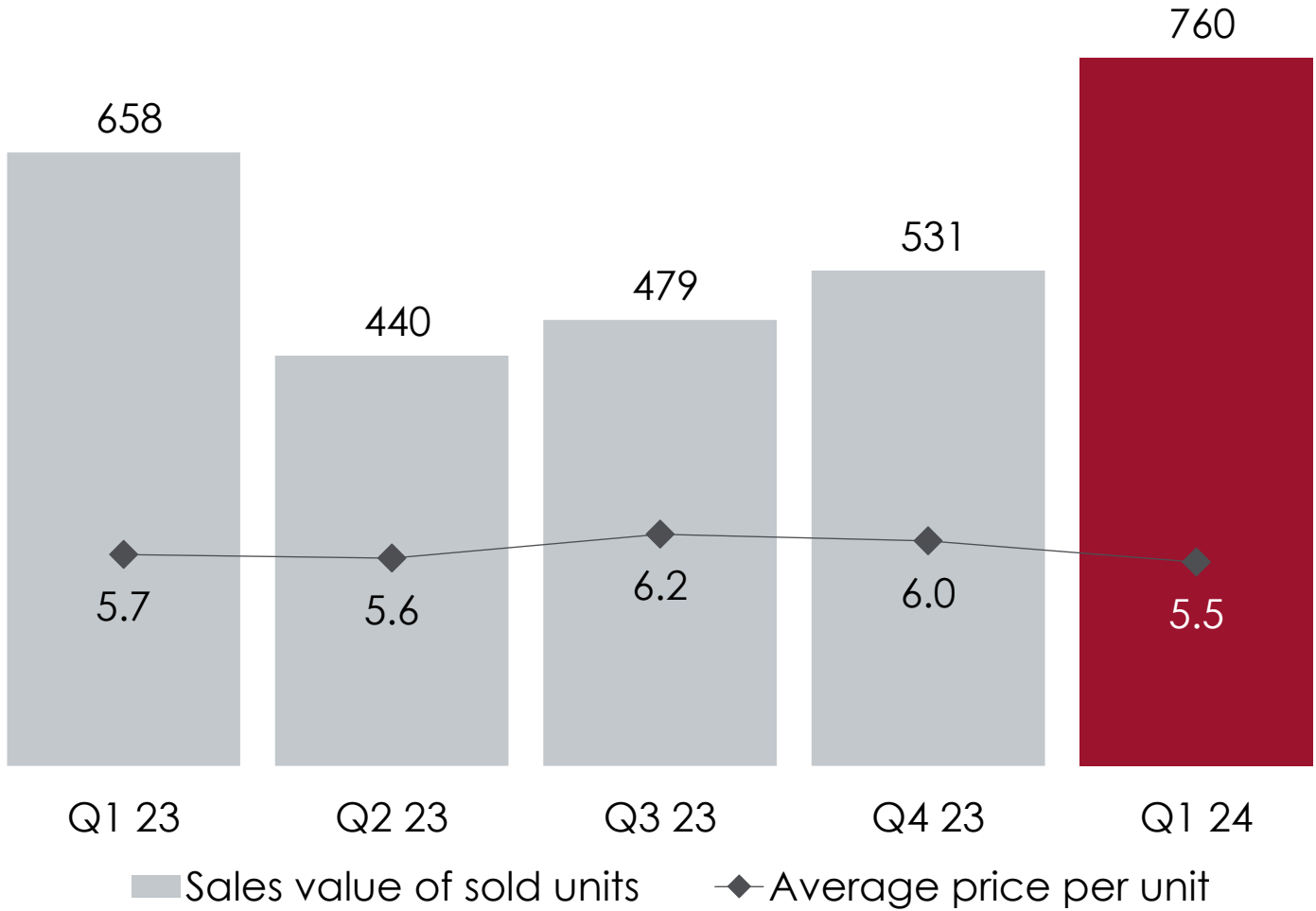
Politics/other

- Signs of shorter zoning-time in Oslo
- Work to relax mortgage regulations and to simplify the planning and building act
- On track to comply with Corporate Sustainability Reporting Directive (CSRD). Reporting from FY 2025.

Sales value and units sold

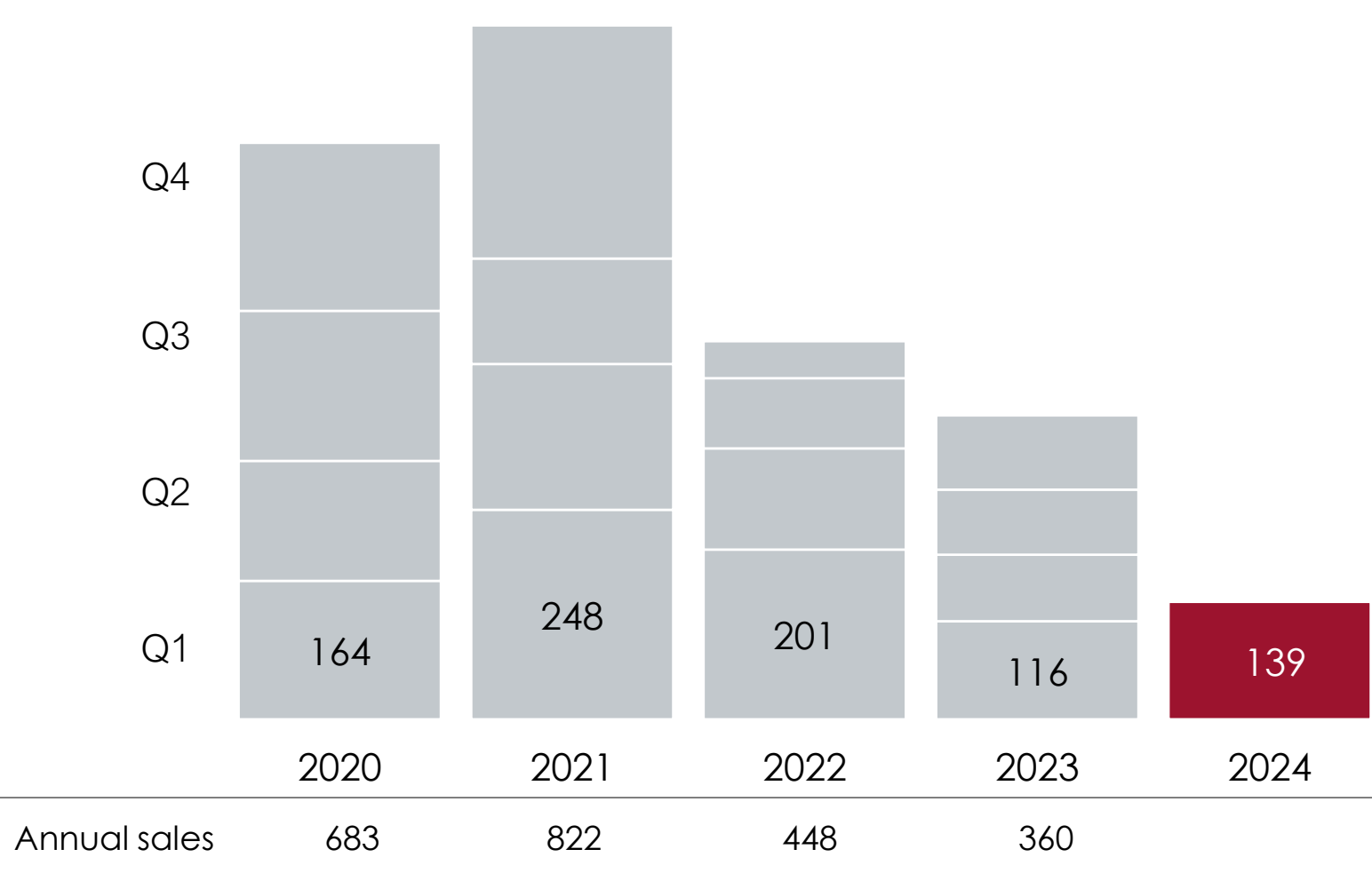
Sales value

NOK million



Number of units sold per quarter

Units



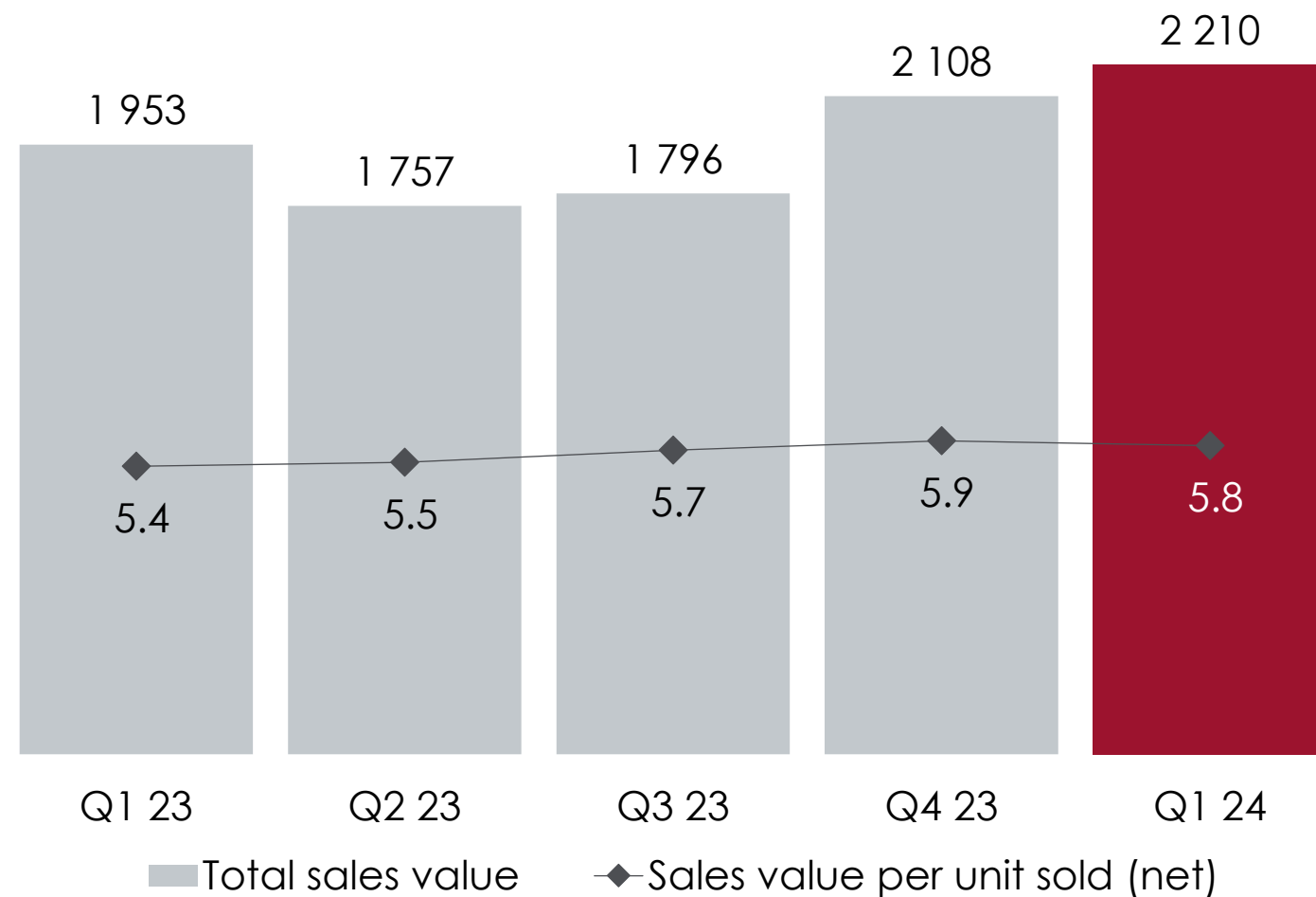
Note: Sales value is adjusted for Selvaag Bolig's share in joint ventures.

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

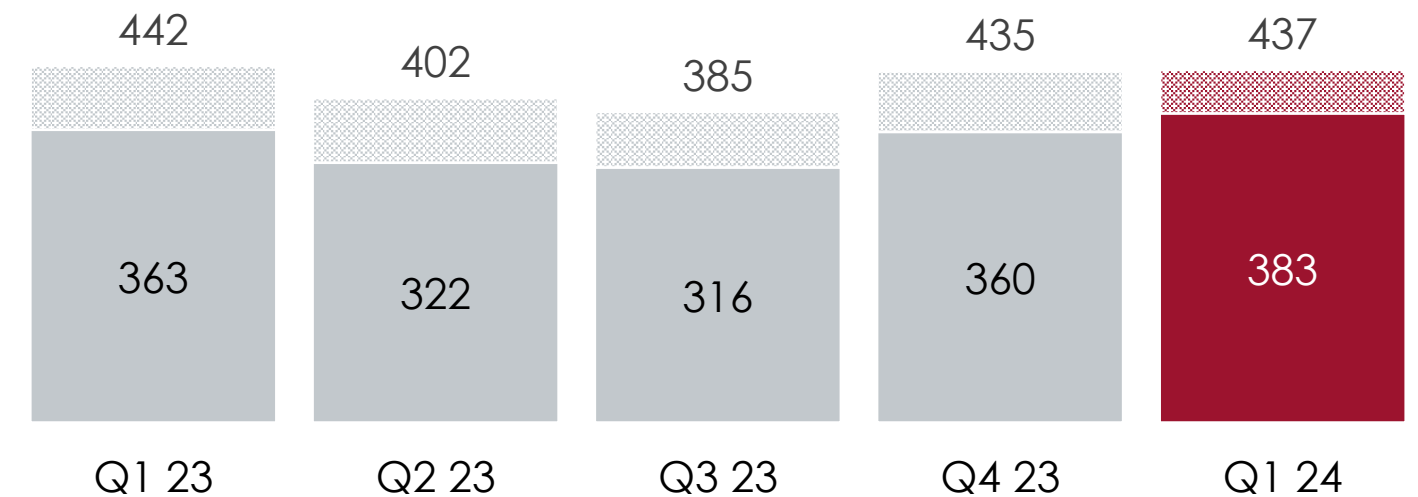
Sales value 12-month rolling

NOK million



Units sold 12-month rolling

Units



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

*Total columns show Selvaag Bolig's gross sales.

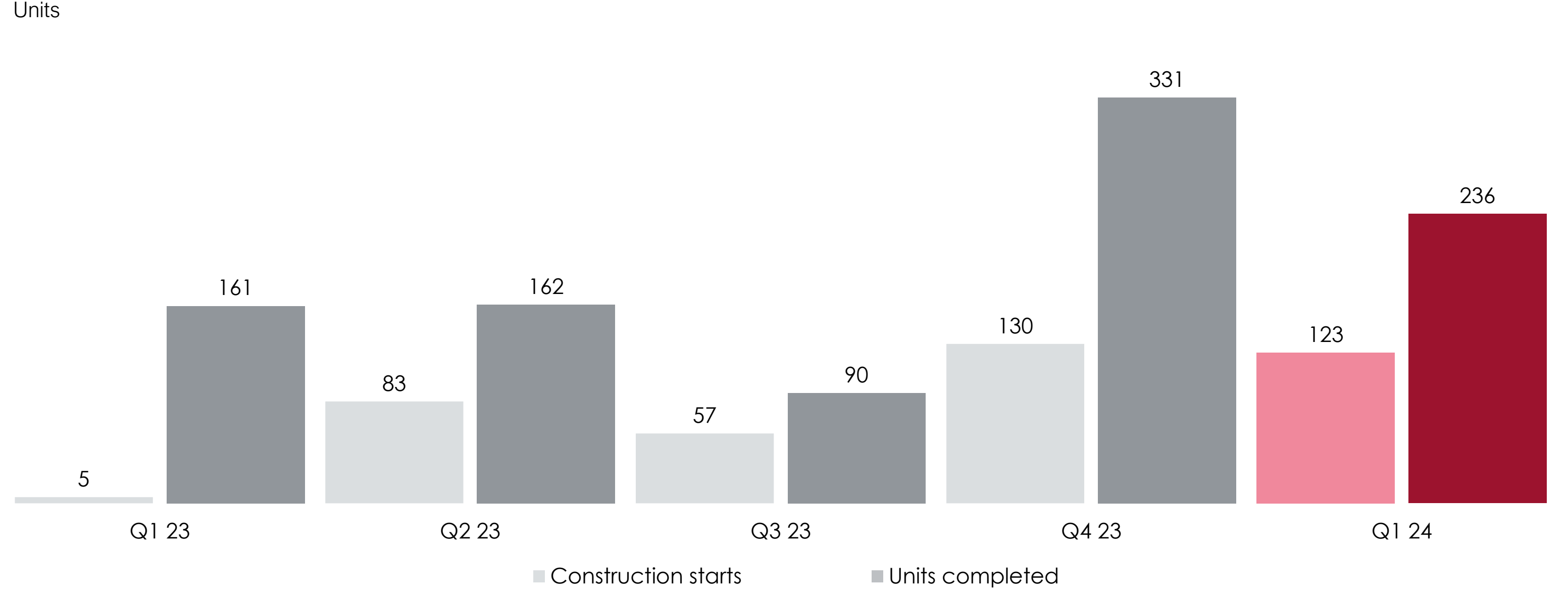
**Columns excluding dotted areas show Selvaag Bolig's net sales.

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

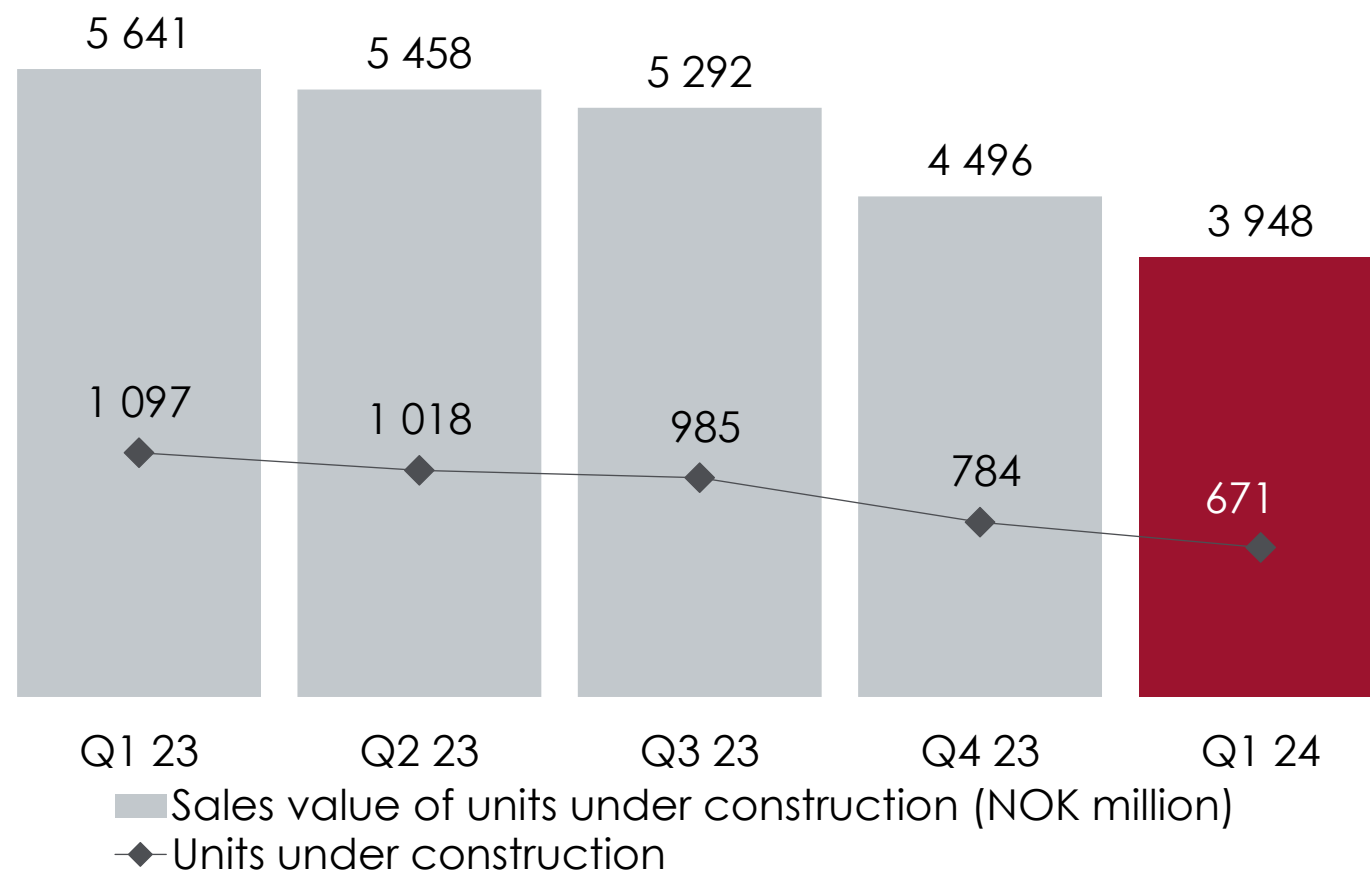


Note: Number of units are adjusted for Selvaag Bolig's share in joint ventures.

Units under construction and completions

Sales value units under construction

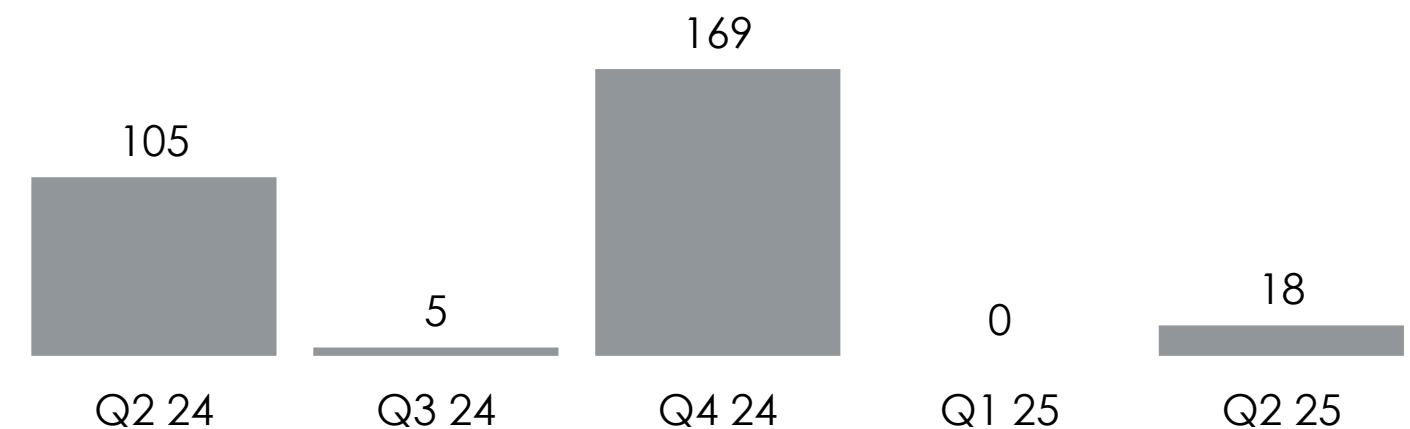
NOK million



- 62% of units under construction sold by Q1 2024
- 80% of construction volume in Greater Oslo Area* in Q1 2024

Expected completions** per quarter

Units



- 75% of 2024 completions sold by Q1 2024
- Expected completions for the full year 2024: 515

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.

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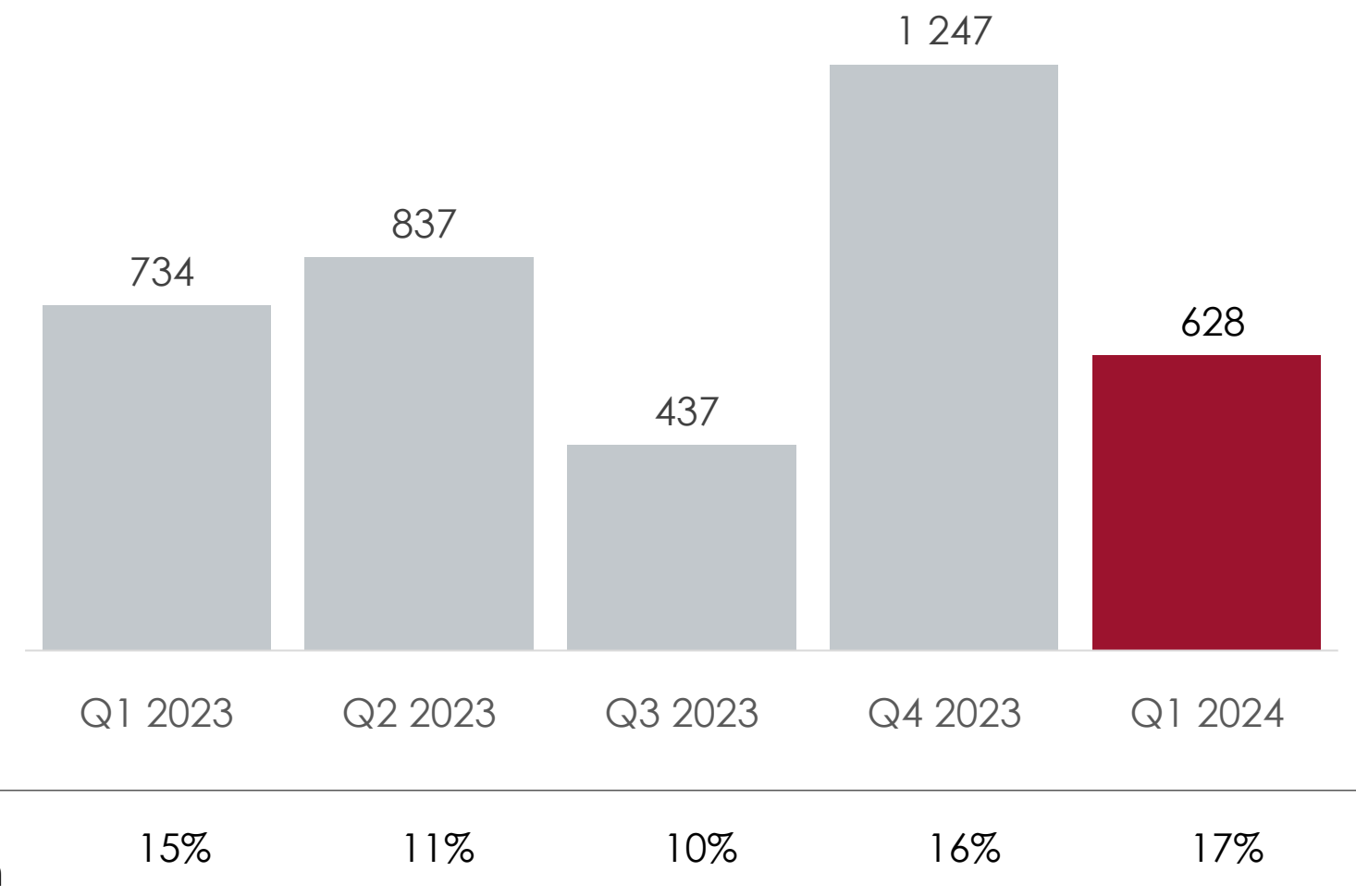


Income statement highlights Q1 2024 (IFRS)

- 179 units delivered (150)
 - 52 units from share of JVs (13)
- Revenues NOK 628m (734)
 - Other revenues NOK 16m (17)
- Project costs NOK 516m (580)
 - Of which NOK 38m interest (22)
- Other costs NOK 63m (60)
- Adjusted EBITDA* NOK 106m (110)
- EBITDA* NOK 68m (88)
- EPS in the quarter NOK 0.60 (0.70)

Operating revenues (IFRS)

NOK million



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

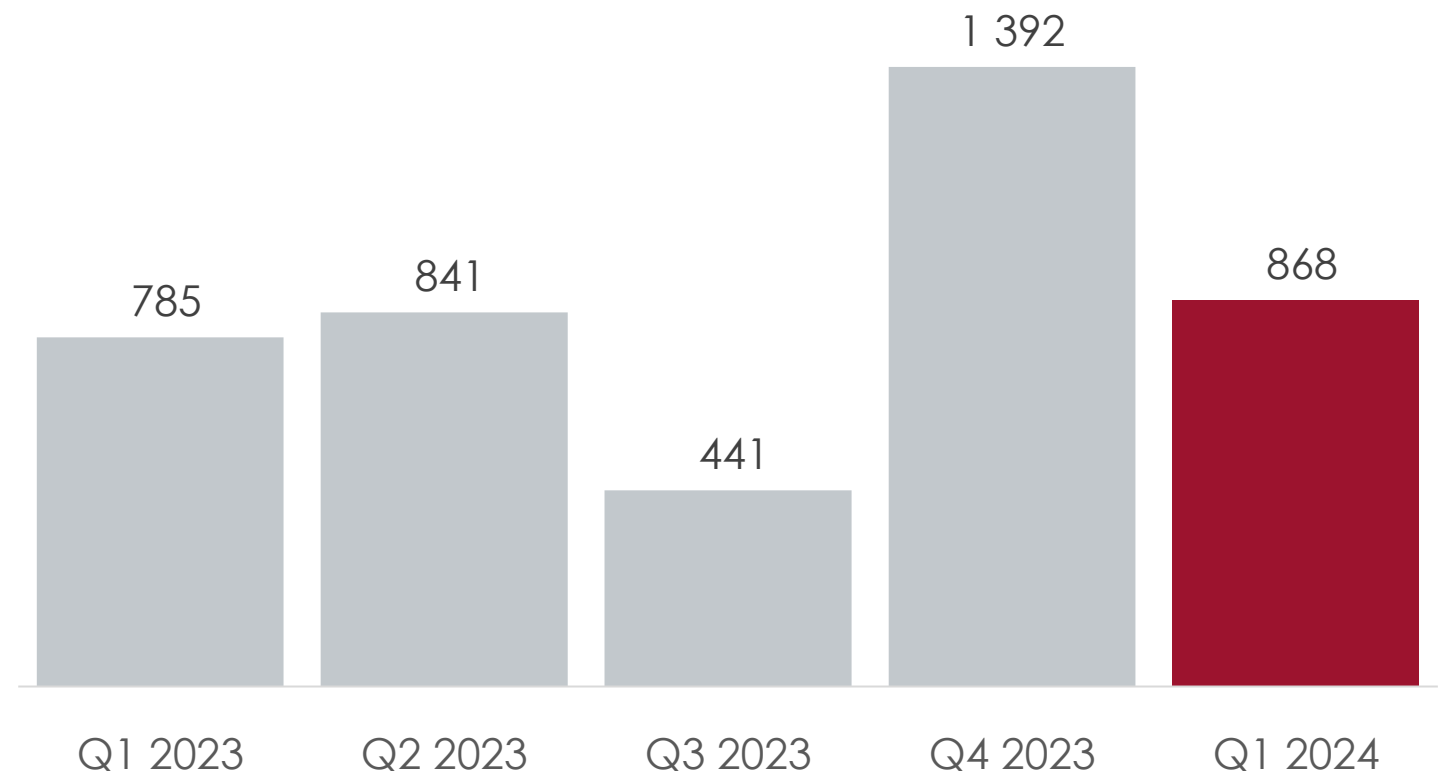
** EBITDA adjusted is excluding financial expenses included in project costs. The difference compared to reported EBITDA is due to interest, taxes, depreciation and amortization in JVs.

Q1 2024 proforma figures including proportionate share of JV

- 179 units delivered (150)
- Revenues NOK 868 (785)
 - Other revenues NOK 18m (19)
- Project costs NOK 725m (634)
 - Of which NOK 56m is interest (24)
- Other costs NOK 68m (66)
- Adjusted EBITDA** NOK 134 (112)
- EBITDA* NOK 79m (88)
- EPS in the quarter NOK 0.60 (0.70)

Operating revenues (IFRS)

NOK million



	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024
Adjusted EBITDA margin	14%	12%	11%	16%	15%

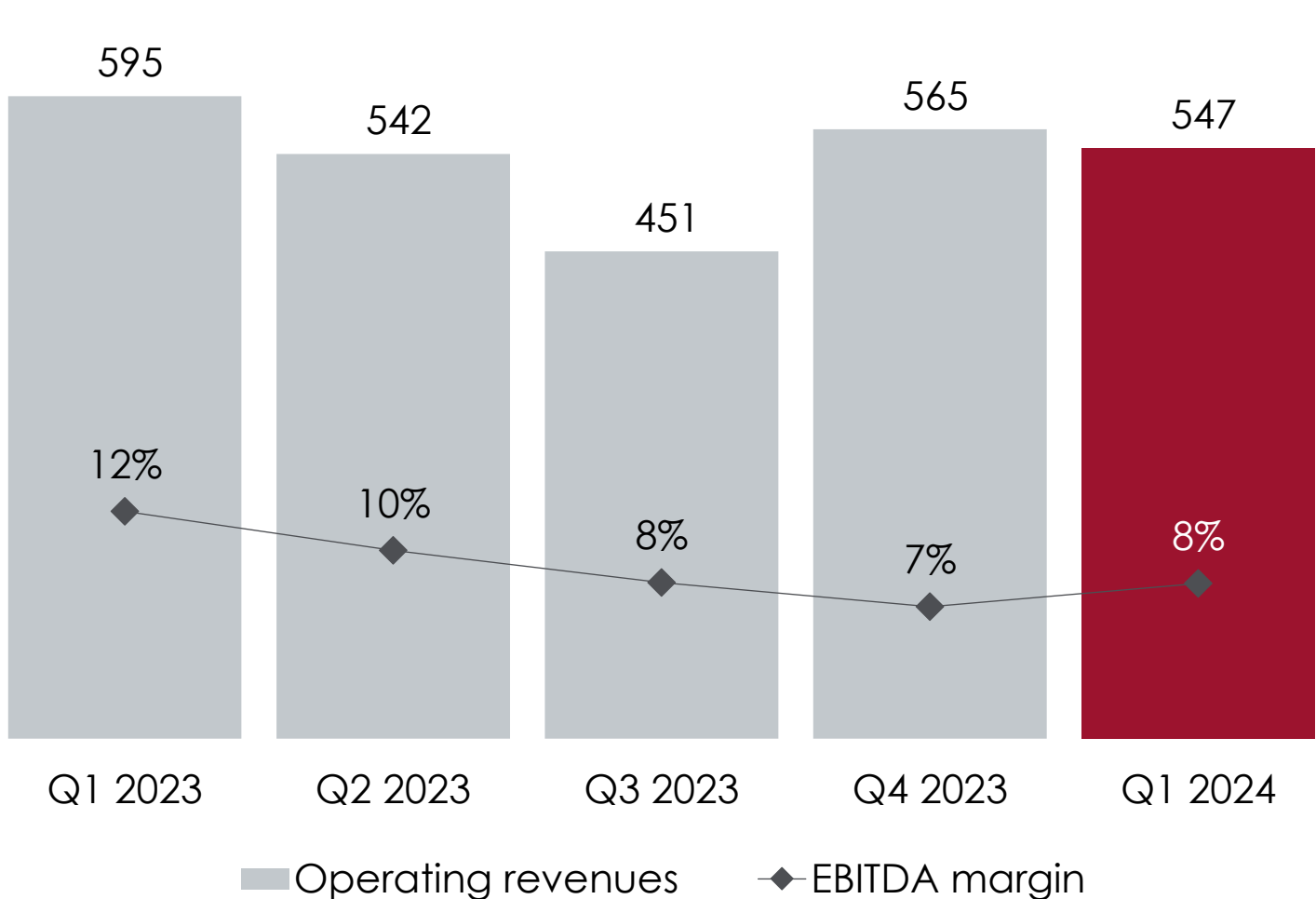
* EBITDA is profit before interest, taxes, depreciation and amortization.

** 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 Q1 2024 (NGAAP)

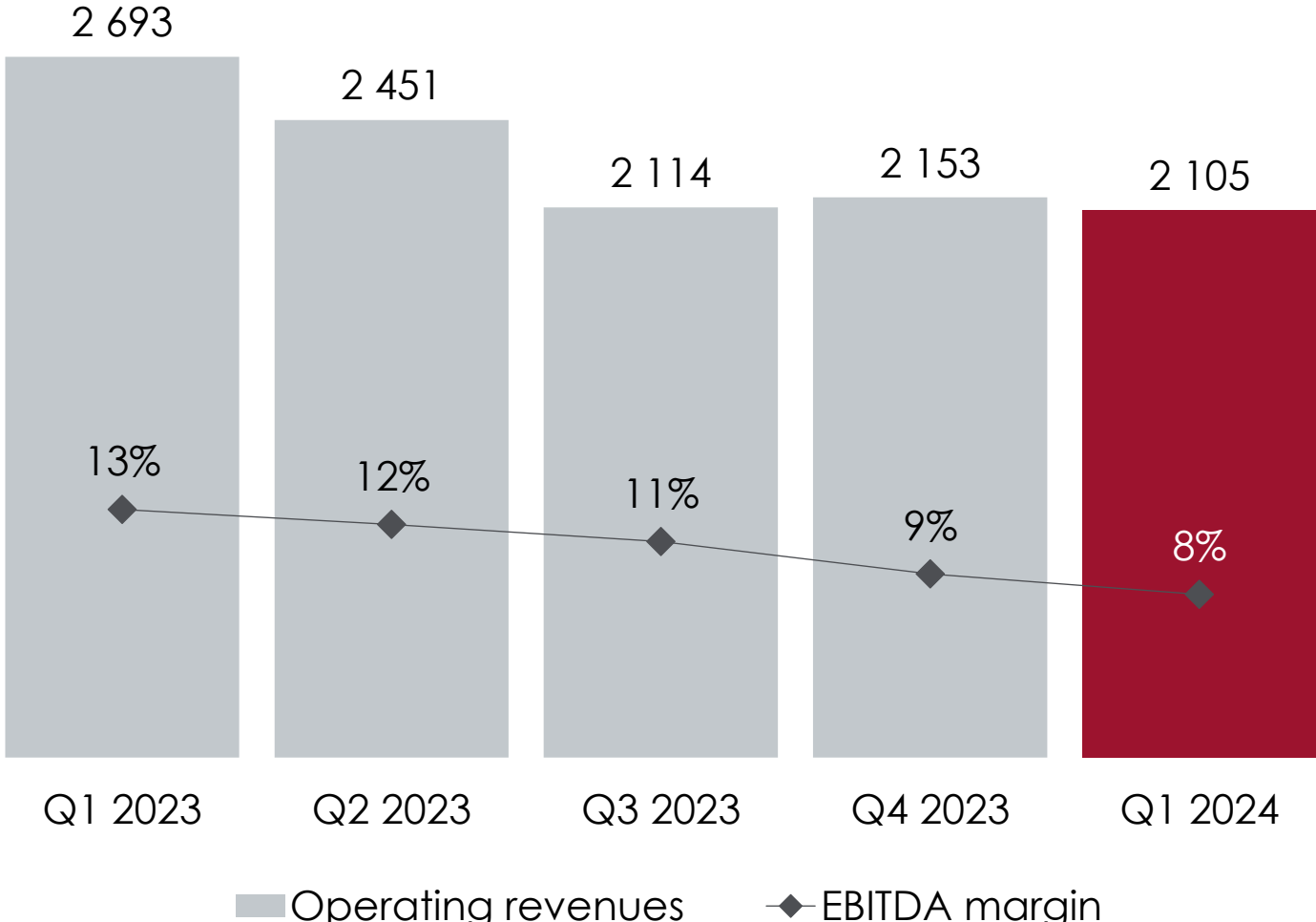
Revenues and EBITDA margin (NGAAP)*

NOK million



12 month-rolling revenues (NGAAP)*

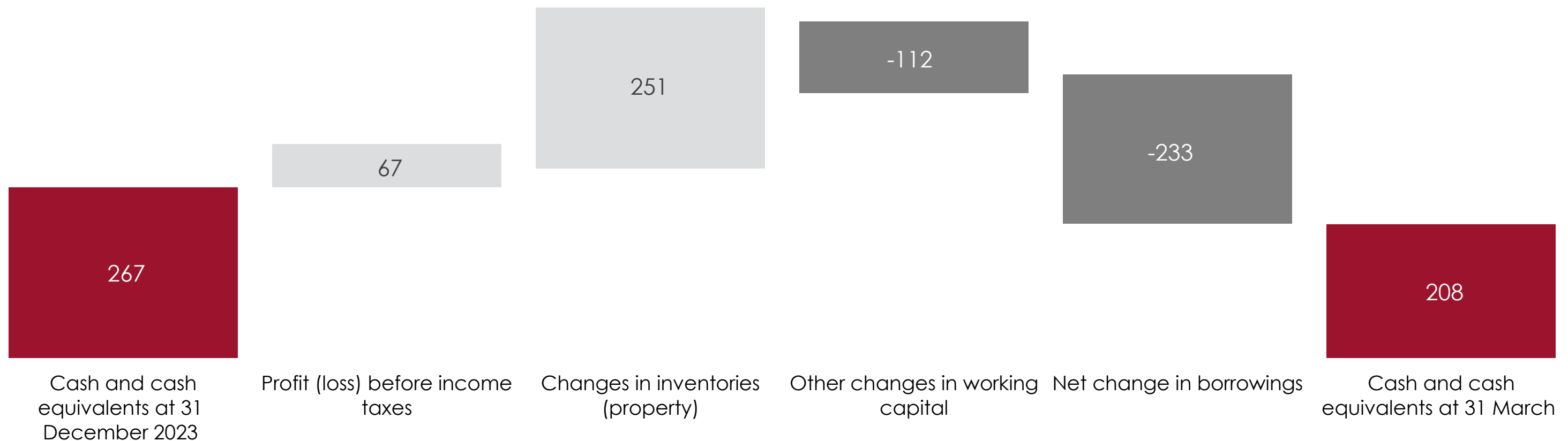
NOK million



* 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.

Cash flow development Q1 2024

NOK million



- Cash flow from operations positive at NOK 147m driven by reduced inventories
- Cash flow from investing activities positive at NOK 29m
- Cash flow from financing activities negative at NOK 235m mainly due to debt payments

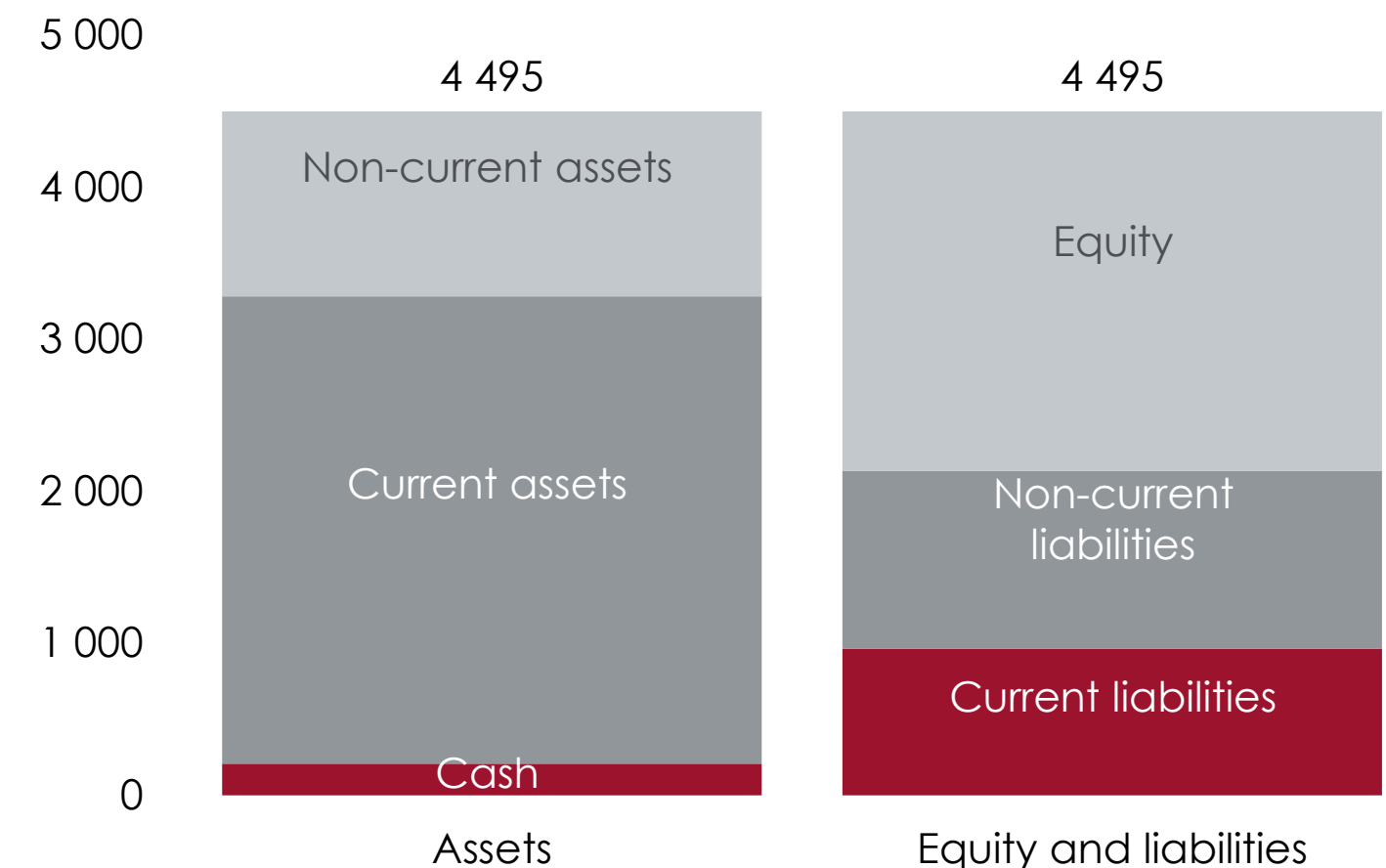
Note: Items of less than NOK 25 million are excluded from the cash flow overview.

Balance sheet highlights Q1 2024

- Book value of equity NOK 25.1 per share
 - Equity ratio 52.6%
- Changes from Q4 2023:
 - Inventories decreased by NOK 232m
 - Other current receivables increased by NOK 20m
 - Cash decreased by NOK 58m
- Prepayments from customers represent NOK 14m of other current non-interest-bearing liabilities

Balance sheet composition

NOK million



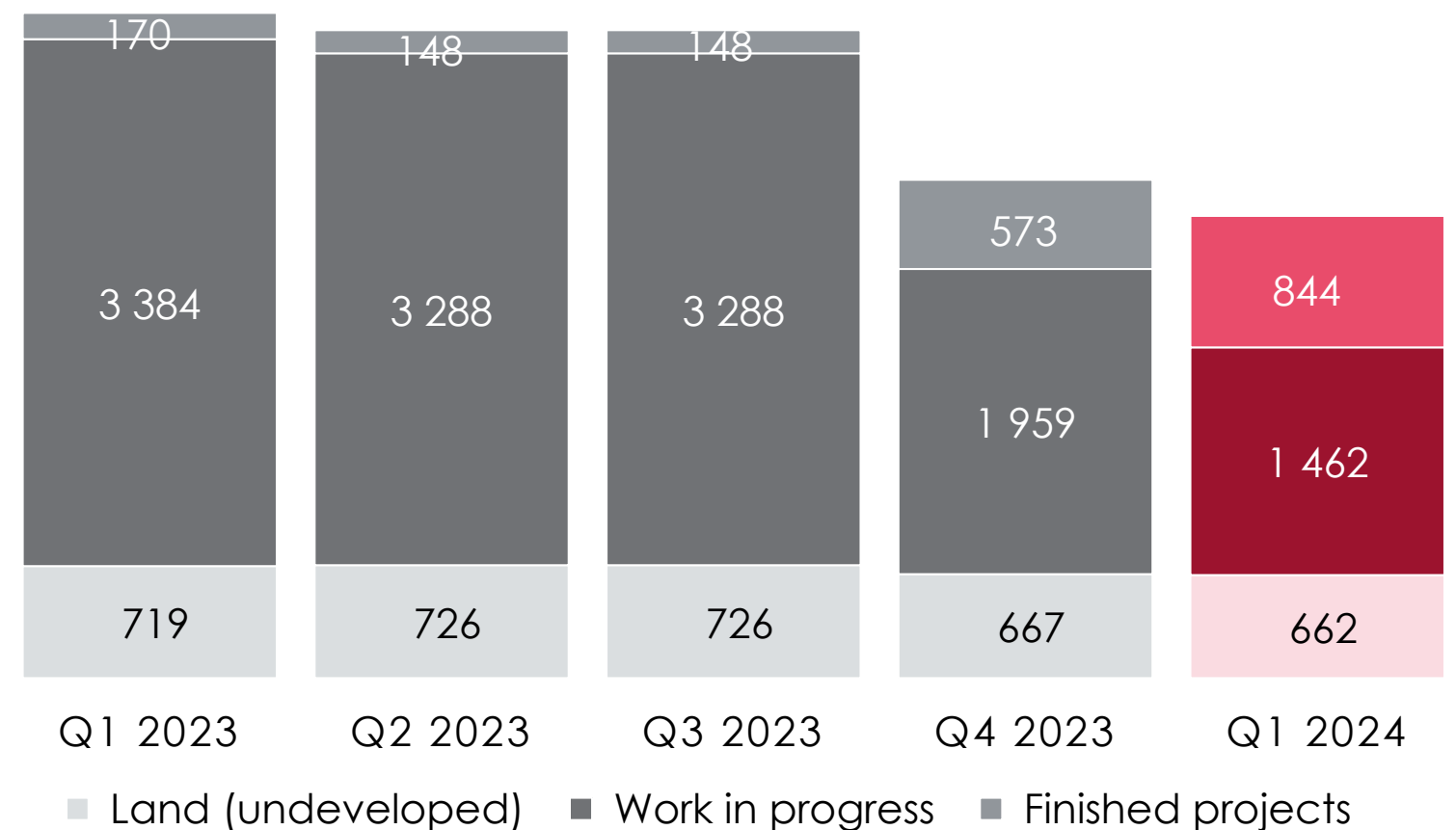
Inventories (property) Q1 2024

Q1 2024 vs Q4 2023

- Land value down NOK 5m
- Work in progress down NOK 497m
 - Due to high number of completions
- Finished goods up NOK 270m
 - Up from 95 to 126 unsold completed units
 - Up from 30 to 56 sold and completed units, but not delivered

Inventory value development

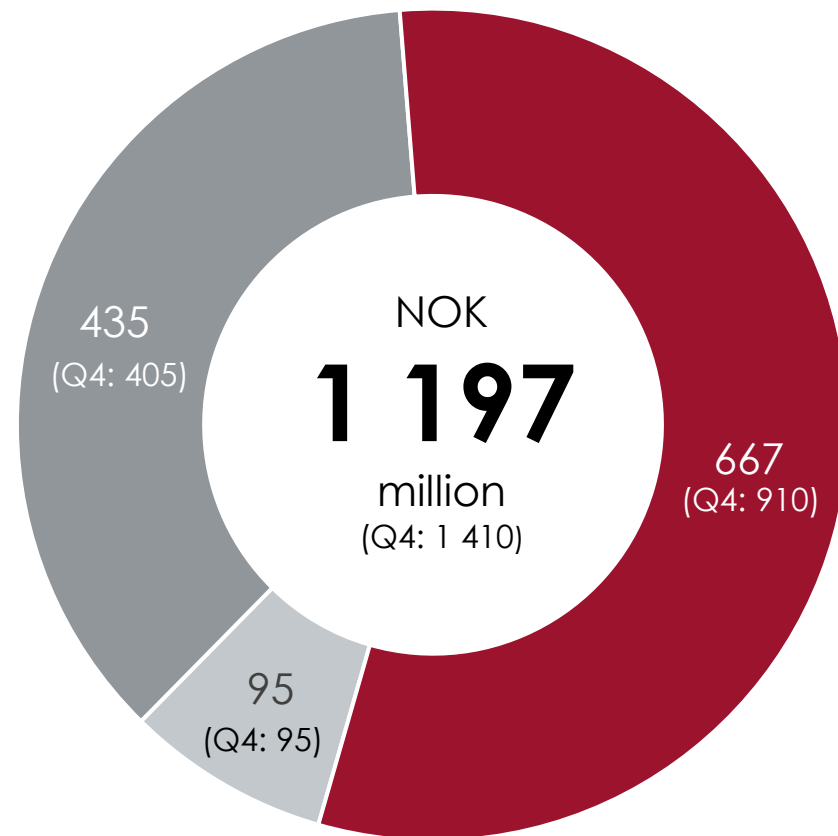
NOK million



Debt structure

Interest-bearing debt at 31.03.24

NOK million



■ Land loan ■ Debt to Urban Property ■ Construction loan

	Loan facility	Drawn at 31.03.24 (NOKm)	Interest rate margin*
1	Construction loan facilities from a range of Nordic credit institutions	667	1.65% - 2.40%
2	Debt to Urban Property**	435	3.75%***
3	Land loan facilities from a range of Nordic credit institutions	95	1.50% - 2.95%
4	NOK 300 million revolving credit facility from DNB maturing in 2025	0	2.50% - 3.00%
5	NOK 150 million working capital facility from DNB with annual renewal	0	2.10%

Total Q1 2024 net interest-bearing debt NOK 989 million

Total Q4 2023 net interest-bearing debt NOK 1 143 million

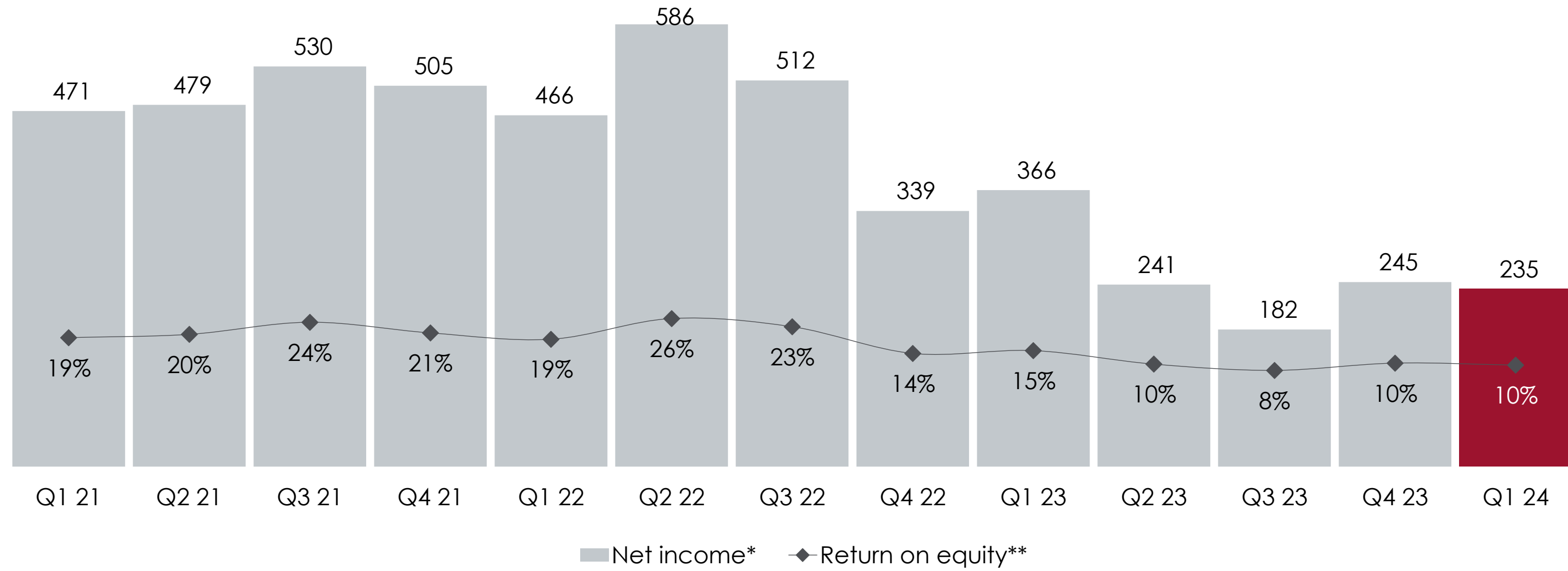
* Margin added to 3m NIBOR.

** Repurchase agreements portfolio B and seller credits.

*** + 2.00% fee at property repurchase.

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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Operational update

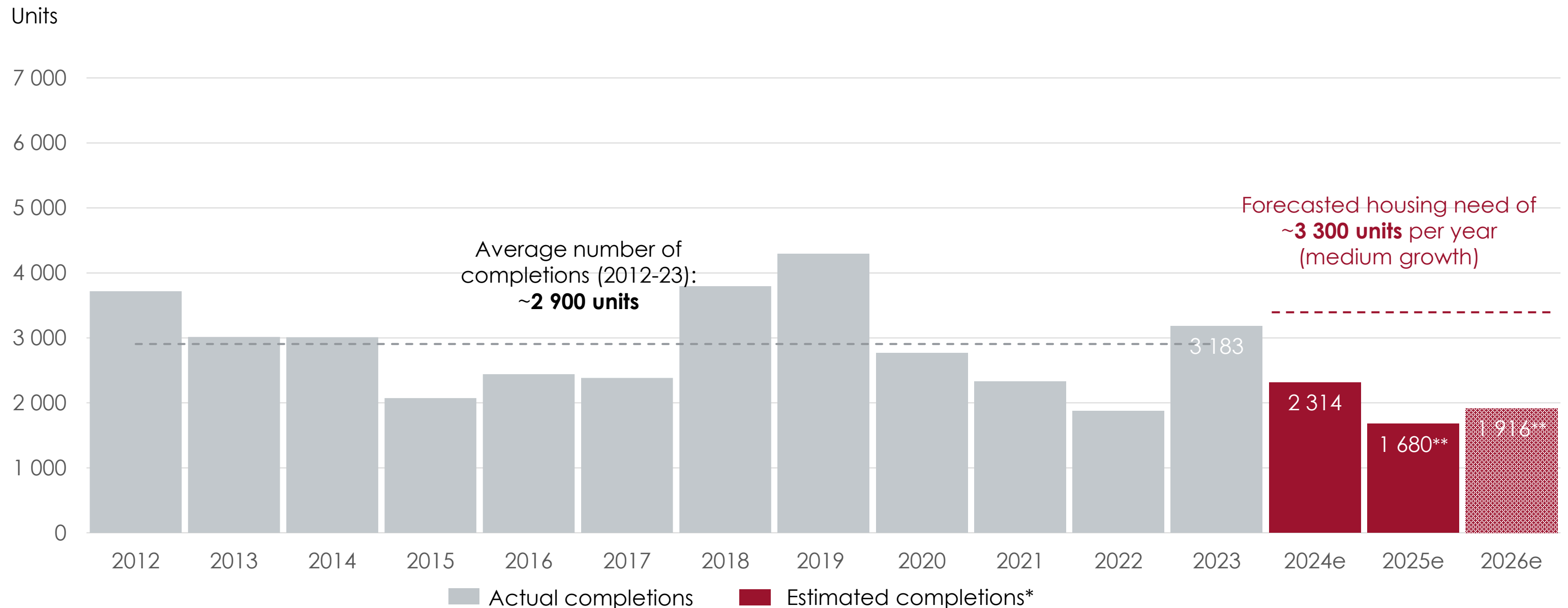
Financial update

Market

Summary



Estimated completions in Oslo well below forecasted need



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

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

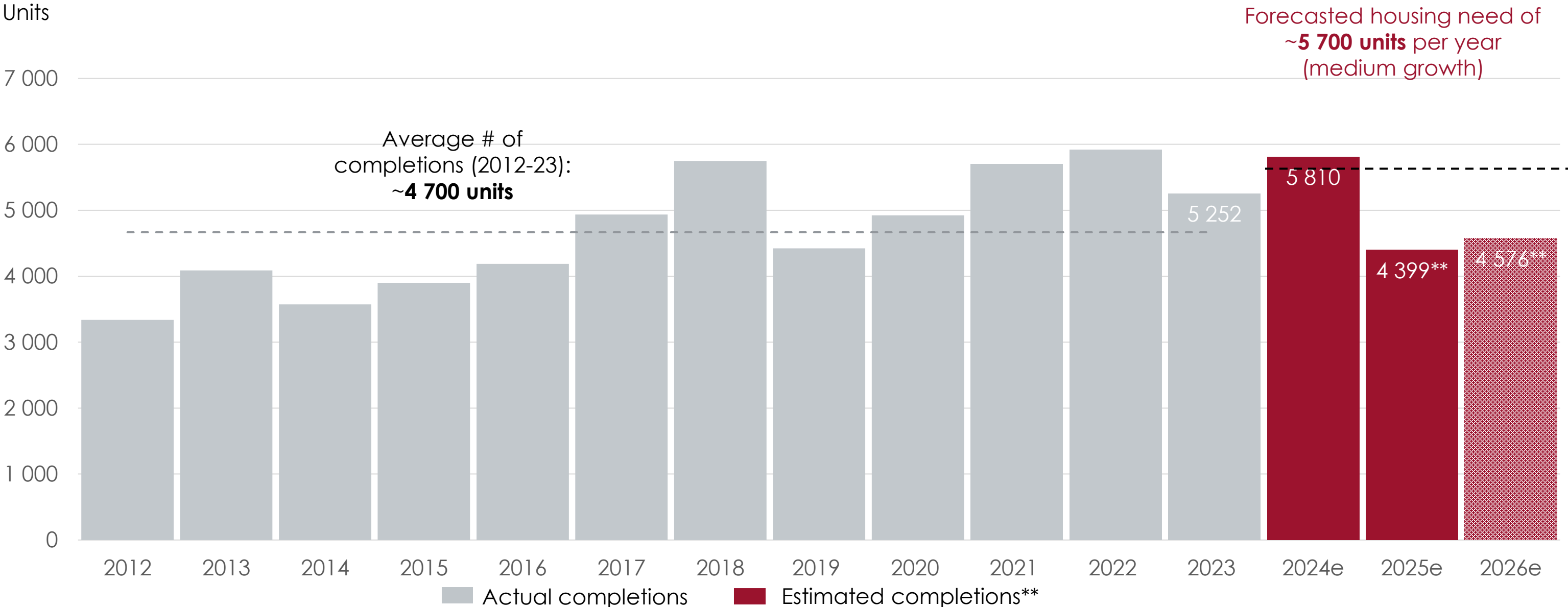
Note: Housing need calculated on parameters such as number of persons per household, lag on housing development, housing demolition.

Note: Completions exclusive of student- and senior housing.

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

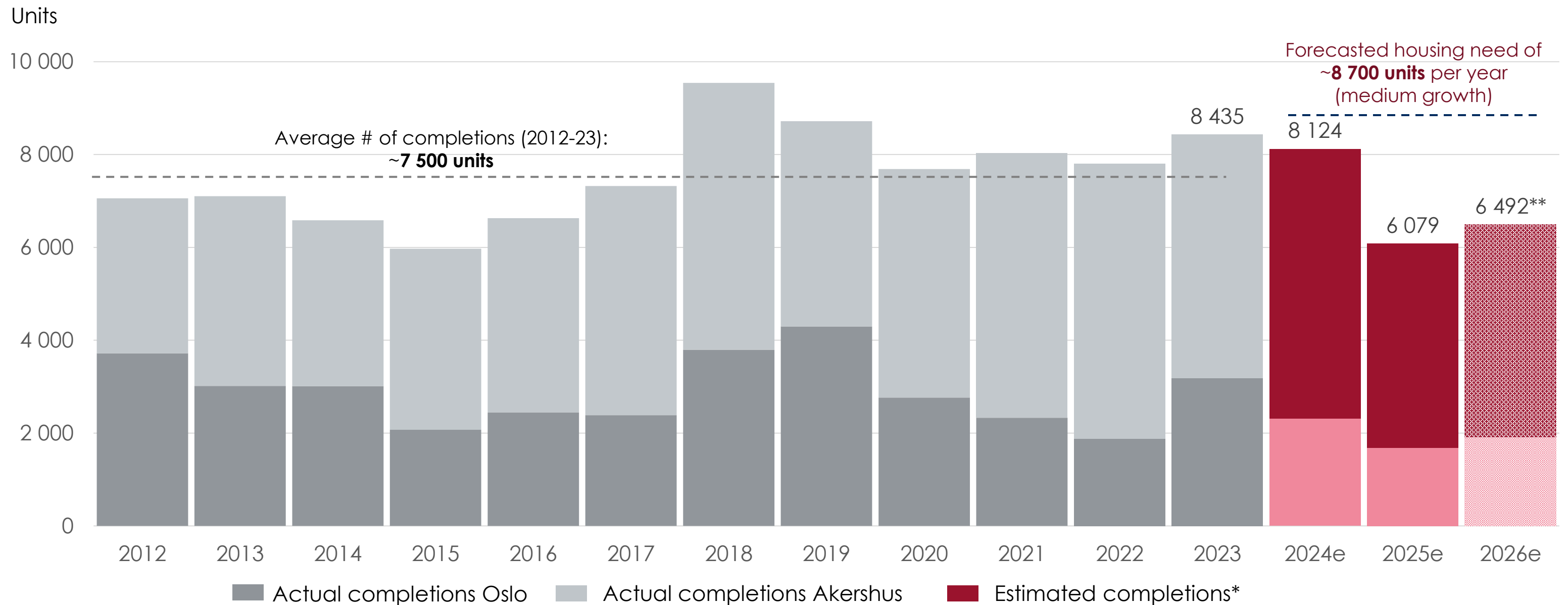
** Uncertainty due to project lead-time.

Estimated completions in Akershus



Sources: Historic data: Statistics Norway (SSB), Forecasted housing completions: Hawii Analyse, 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: Hawii Analyse, 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.

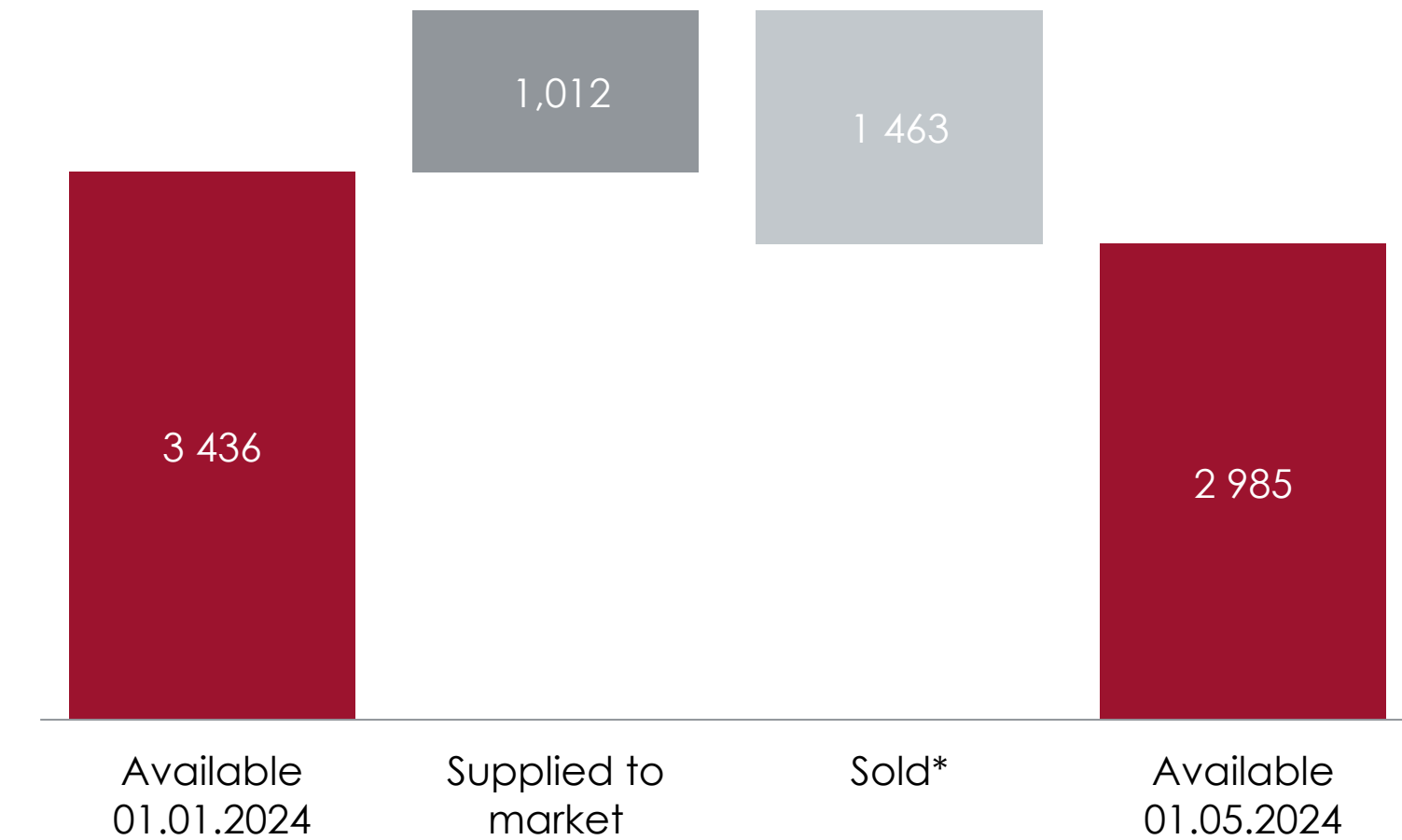
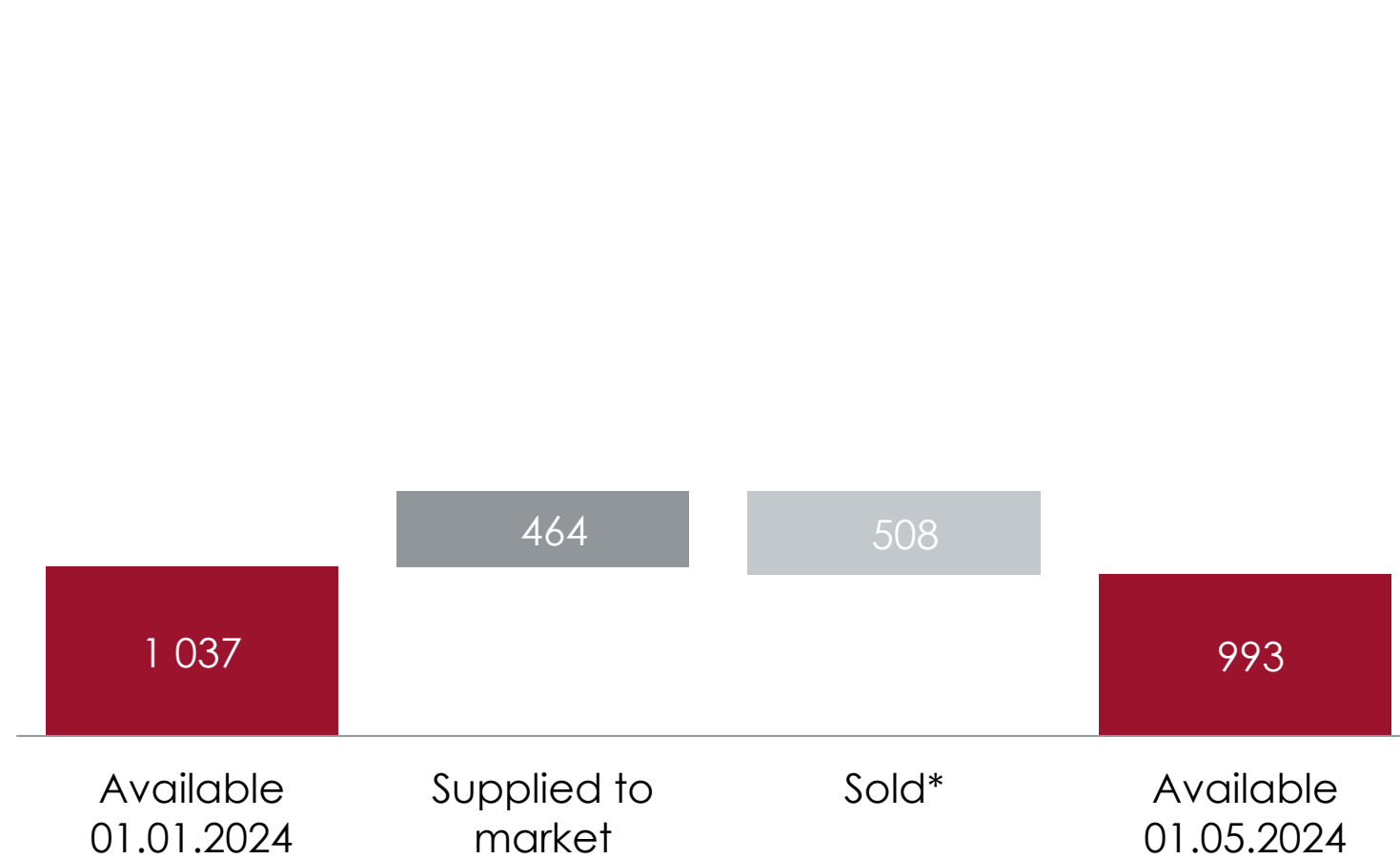
Newbuild market update

Oslo – 1.1–1.5, 2024

Units

Akershus – 1.1–1.5, 2024

Units



Source: Hwii analyse.
* Including withdrawals.

Newbuild market update

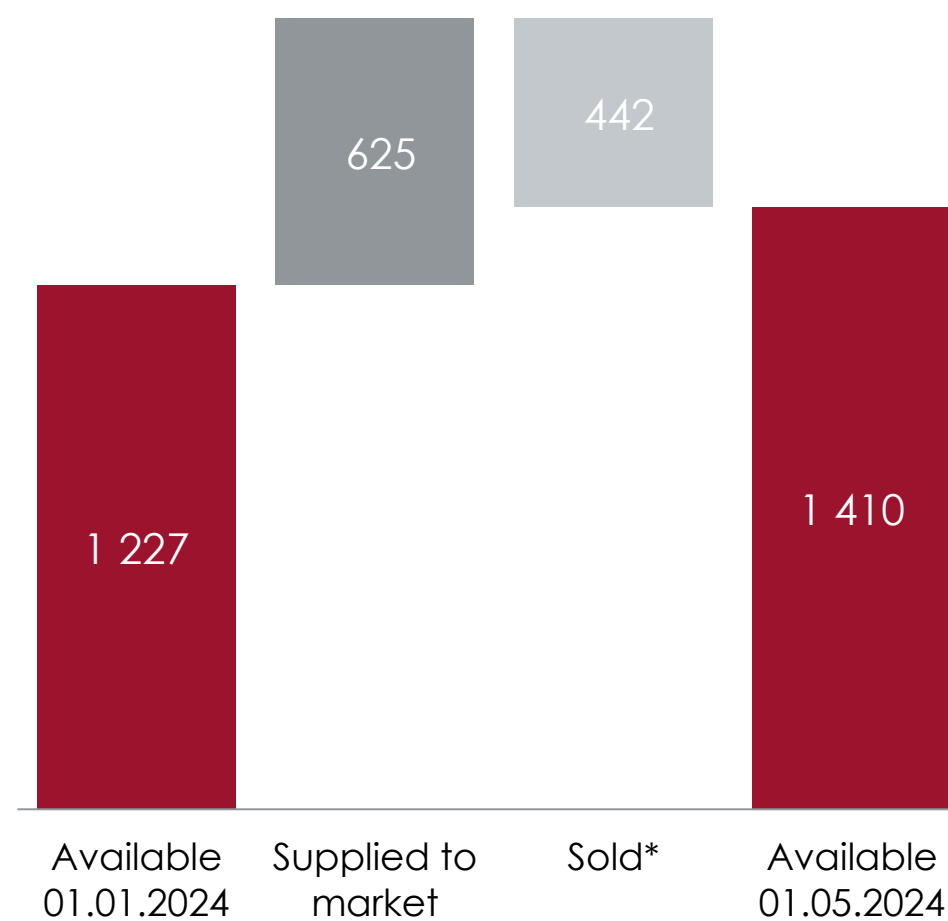
Bergen – 1.1–1.5, 2024

Units



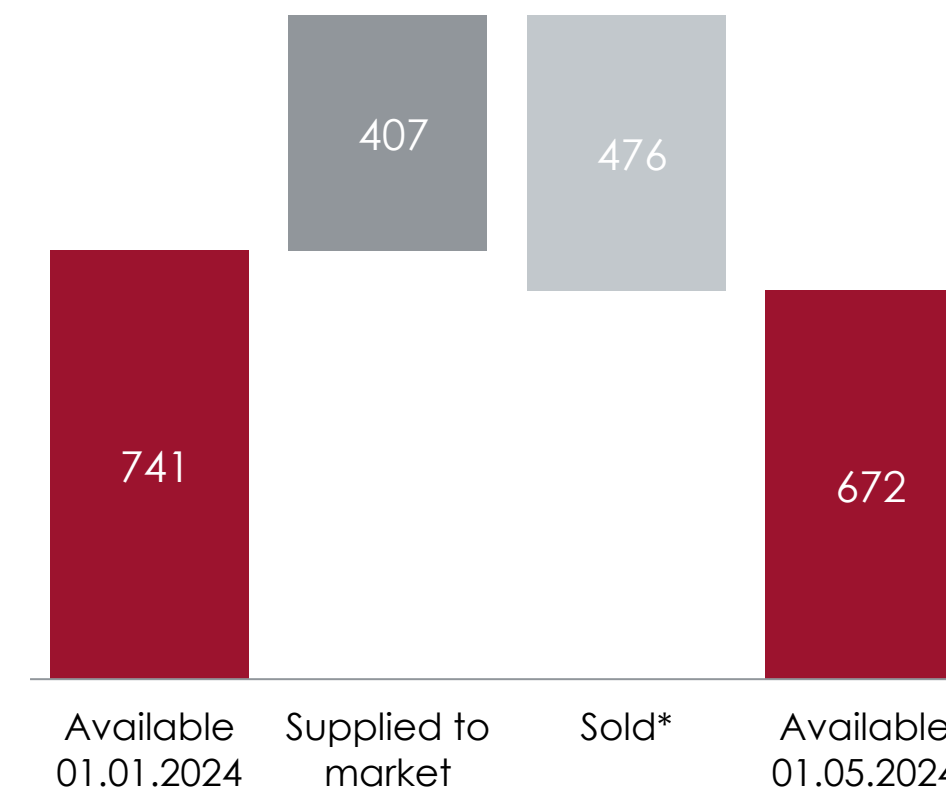
Trondheim – 1.1–1.5, 2024

Units



Stavanger area** – 1.1–1.5, 2024

Units

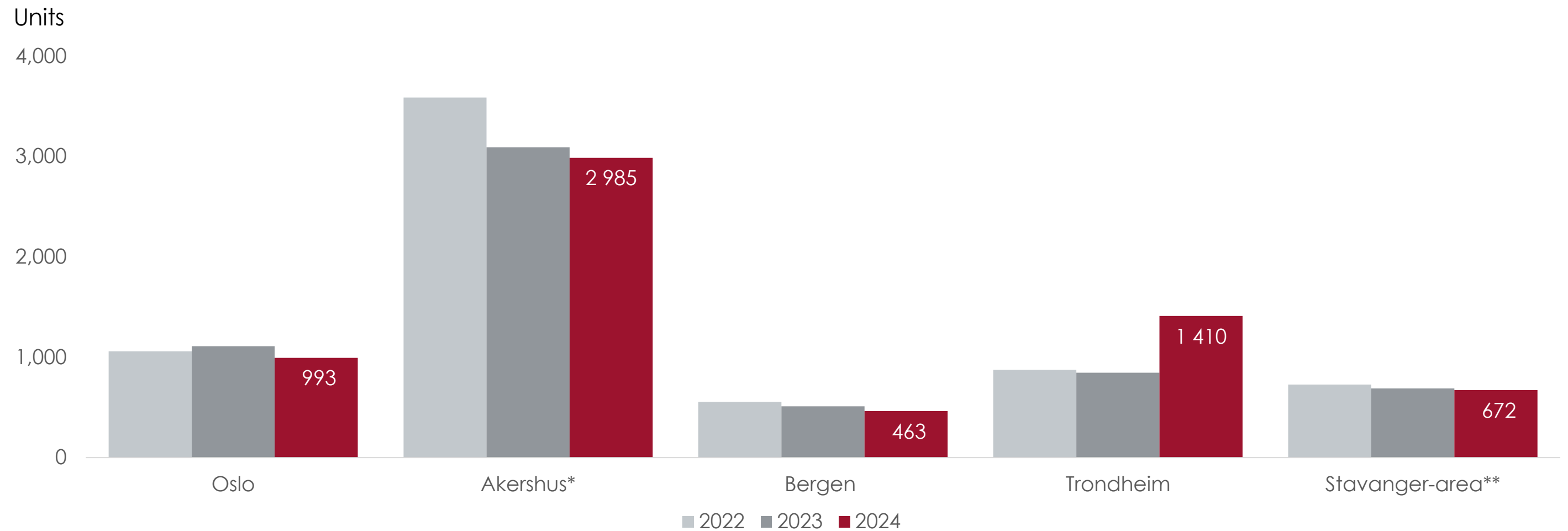


Source: Hawii analyse.

* Including withdrawals.

** includes Stavanger, Sandnes, Sola, Randaberg.

Regional Newbuild availability on 1 May, 2022-24



Population**	718 000	729 000	292 000	215 000	273 000
Available units per 1 000 capita	1.4	4.1	1.6	6.6	2.4

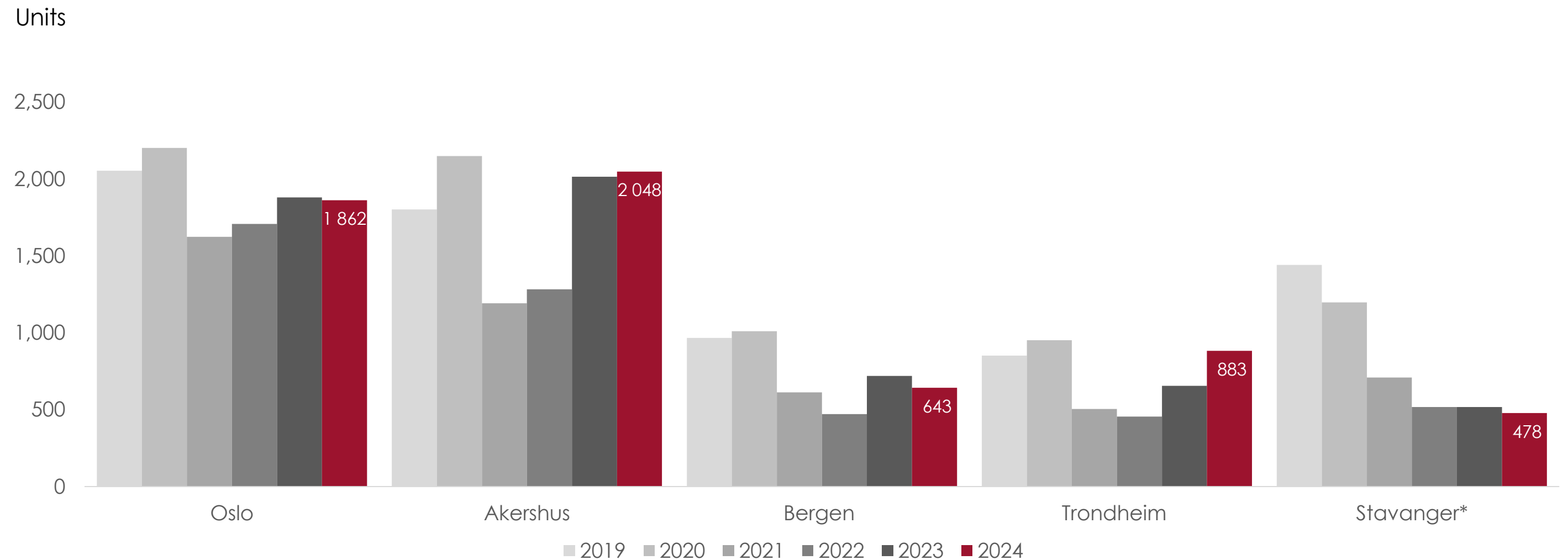
Source: Hawii analyse.

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

** Includes Stavanger, Sola, Sandnes, Randaberg.

*** Population at YE 2023.

Regional Second-hand availability on 16 May, 2019-24



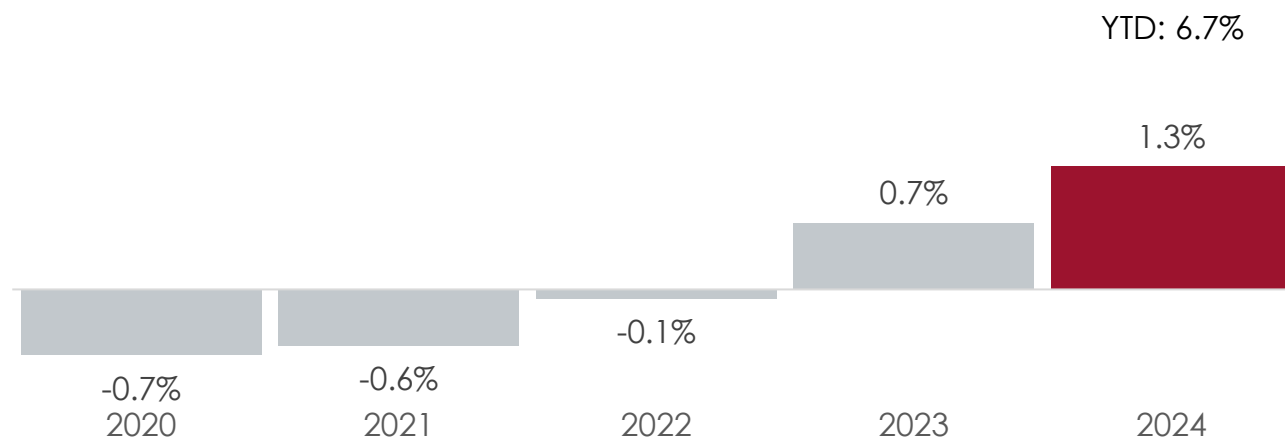
Population**	718 000	729 000	292 000	215 000	273 000
Available units per 1 000 capita	2.6	2.8	2.2	4.1	1.8

Source: Eiendomsverdi, Statistics Norway.
 * Includes Stavanger, Sola, Sandnes, Randaberg.
 ** Population at YE 2023.

Regional price* development April, 2020-24

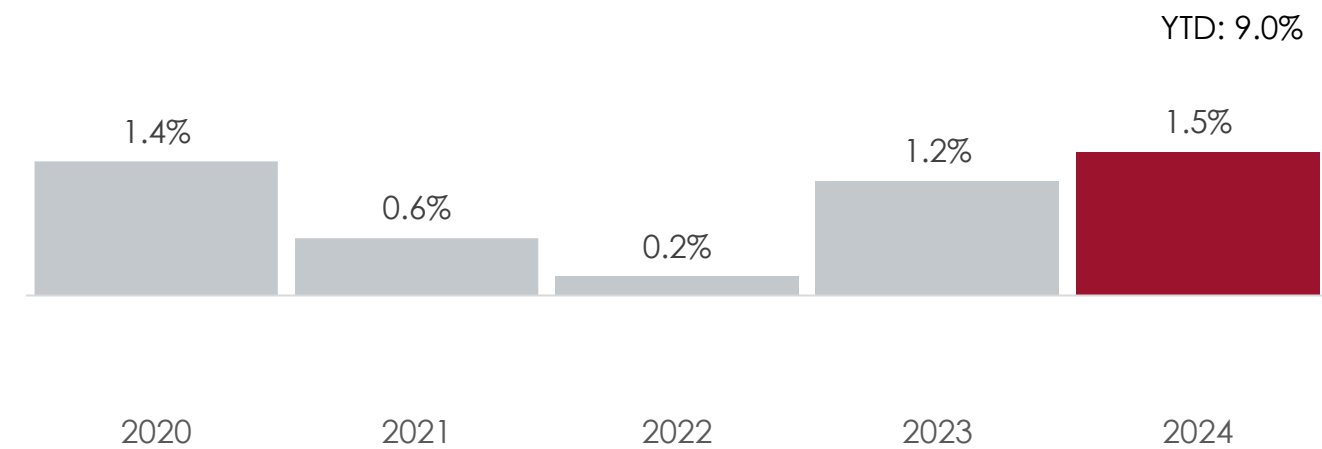
Oslo

Average price April 2024: NOK 95 761/sqm



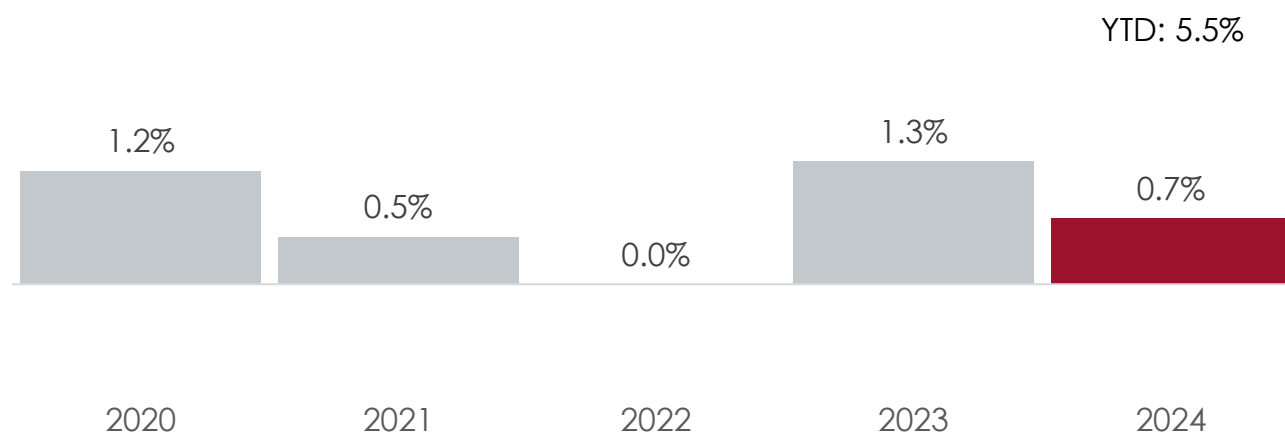
Bergen

Average price April 2024: NOK 54 712/sqm



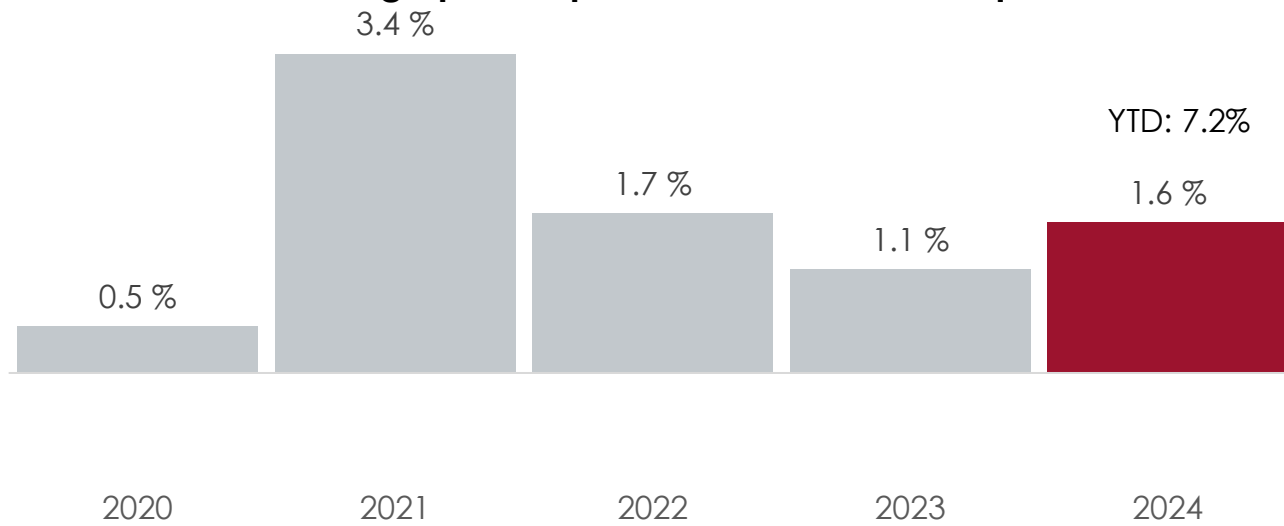
Trondheim

Average price April 2024: NOK 58 103/sqm



Stavanger-area**

Average price April 2024: NOK 45 887/sqm



Source: Eiendom Norge.

* Nominal price change.

** Includes Stavanger, Sola, Sandnes, Randaberg.

Selected ongoing projects



Snøbyen | Greater Oslo

~ 2 000 units total
~ 200 Pluss units
~ 750 units remaining



Skårerbyen | Greater Oslo

~ 1 100 units total
~ 250 Pluss units
~ 400 units remaining



Landås | Greater Oslo

~ 650 units total
~ 400 Pluss units
~ 400 units remaining



Kaldnes Brygge | Greater Oslo

~ 1 500 units total (JV)
~500 Pluss units
~ 500 units remaining



Ringve | Trondheim

~ 600 units total (JV)
~ 400 Pluss units
~ 500 units remaining



Sandsli | Bergen

~ 1 150 units total
~ 500 Pluss units
~ 950 units remaining



Lervig Brygge | Stavanger

~ 800 units total
~ 200 Pluss units
~ 100 units remaining



Solbergskogen Pluss | Greater Oslo

~ 300 Pluss units total
~ 230 units remaining

Selected upcoming projects

Robust project pipeline to meet long term demand



Solheimsvatnet Pluss (JV) | Bergen
~ 300 Pluss units



Bjerke | Oslo
~ 1 500 units
~ 300 Pluss units



Hornsberg | Stockholm
~ 175 CITY units
(2025)



Lørenvangen | Oslo
~ 200 units



Lilleaker | Oslo
~ 150 units



Nacka | Stockholm
~150 Pluss units
(2026)



Fredrikstad (JV) | Greater Oslo
~ 2 000 units
~400 Pluss units



Fornebu (JV) | Greater Oslo
~ 2 000 units
~500 Pluss units



Slakthusområdet | Stockholm
~170 Pluss units
(2027)

2024

2025

2025, 2026 and 2027

Potential sales start

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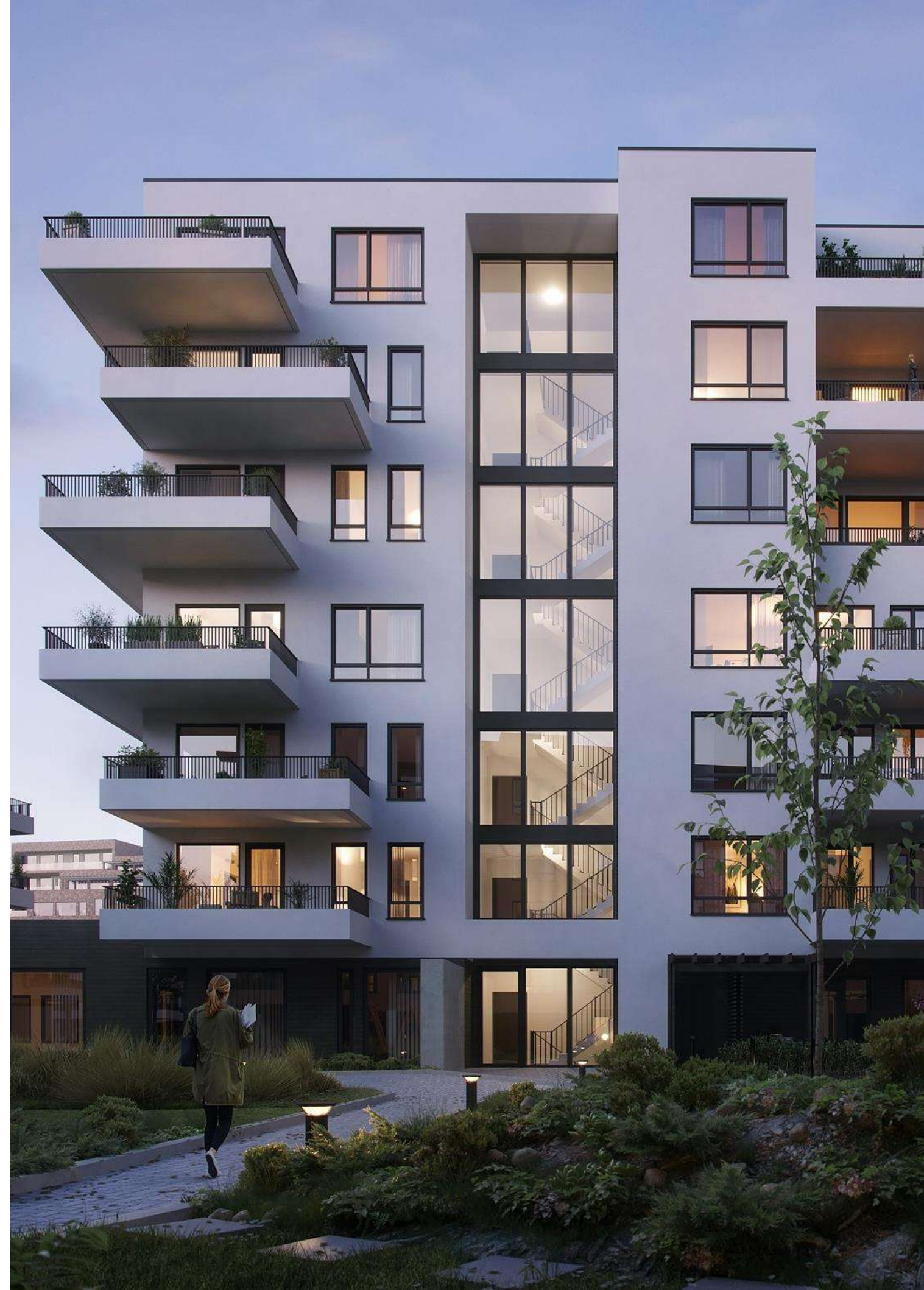
Market

Summary



Outlook

- Housing shortage in the Oslo area provides favorable conditions for new housing
- Norwegian interest rates have peaked, expected to fall from H2 2024
- Swedish interest rates were reduced in May, further reductions expected
- Overall, we see market conditions improving and expect increase in construction starts going forward
- Well positioned for market recovery
 - ~400 units for sale on 1 May 2024
 - Potential for sales start of ~700 additional units in 2024 dependent on project economics and market conditions



Summary

- Q1 sales highest since Q1 2022
- Strong secondhand market, and inventory dropping
- Solid results at NOK 0.60 per share, considering challenging market conditions and continued high construction costs
- Construction cost level allows for more sales starts moving forward



Thank you for your attention – follow us online!

Next event:
2nd quarter 2024
8 August 2024



@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

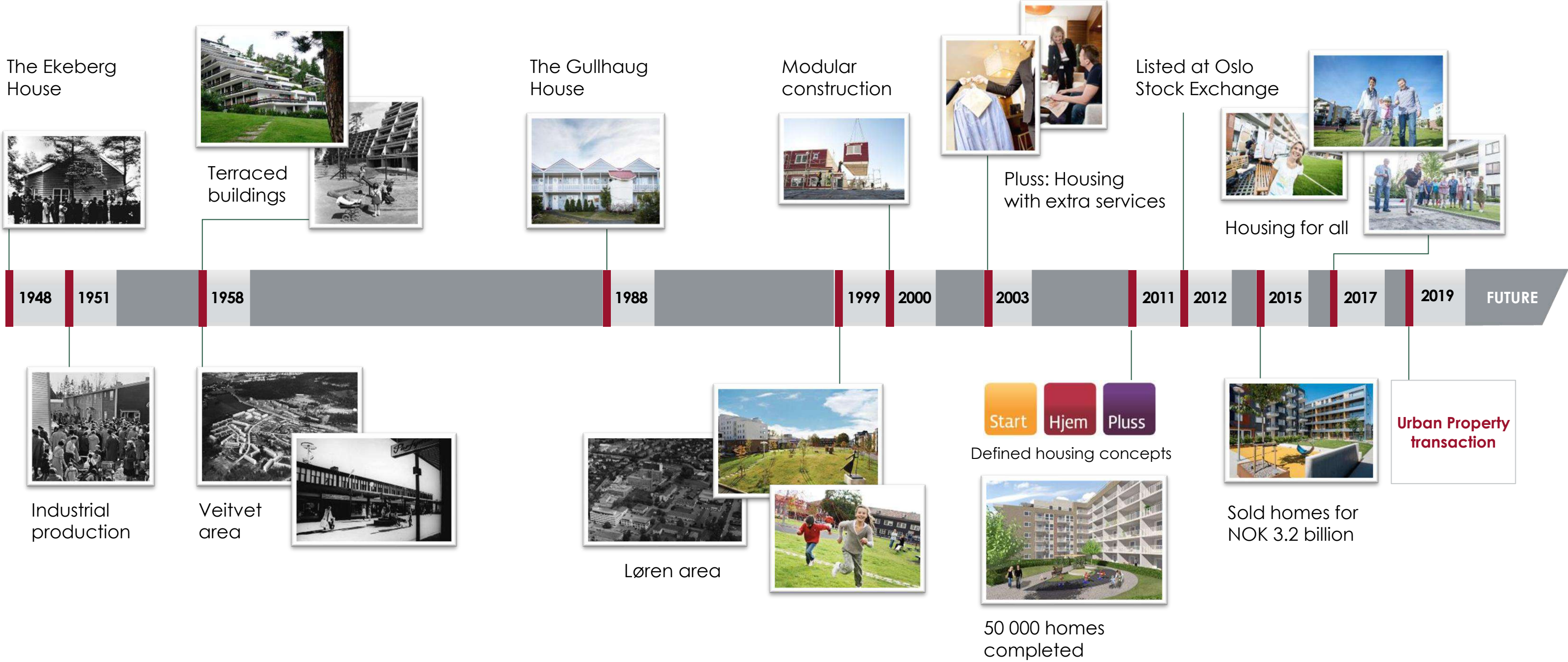


Kristoffer Gregersen
EVP Communications and
Sustainability

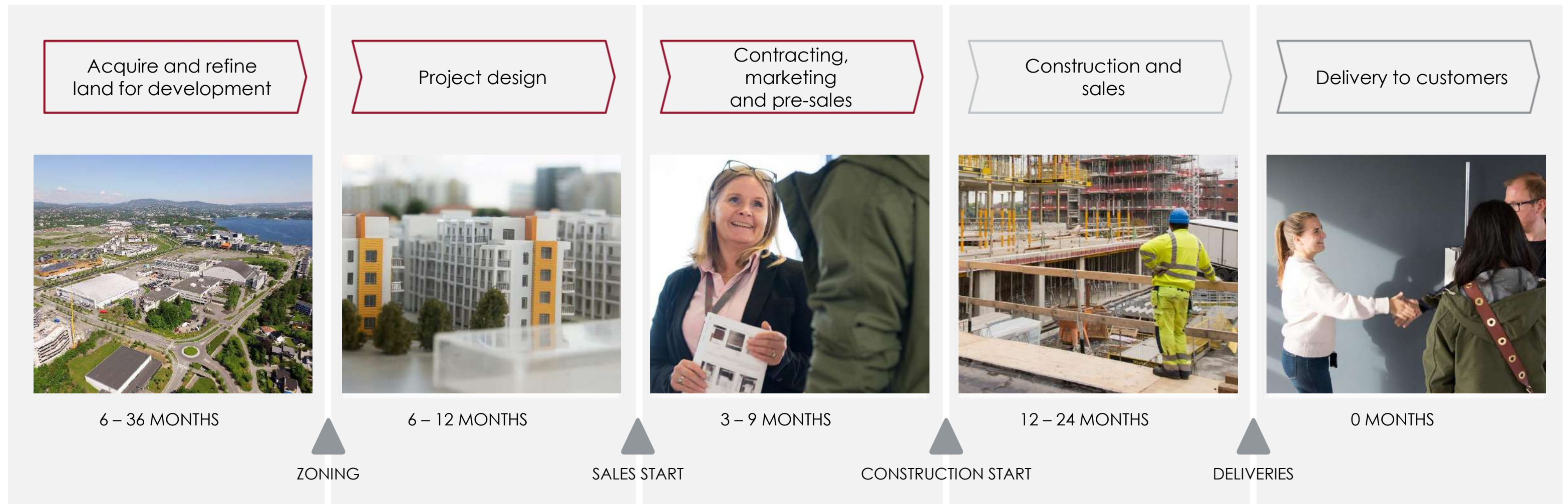


Line Lian Mjell
EVP Marketing

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

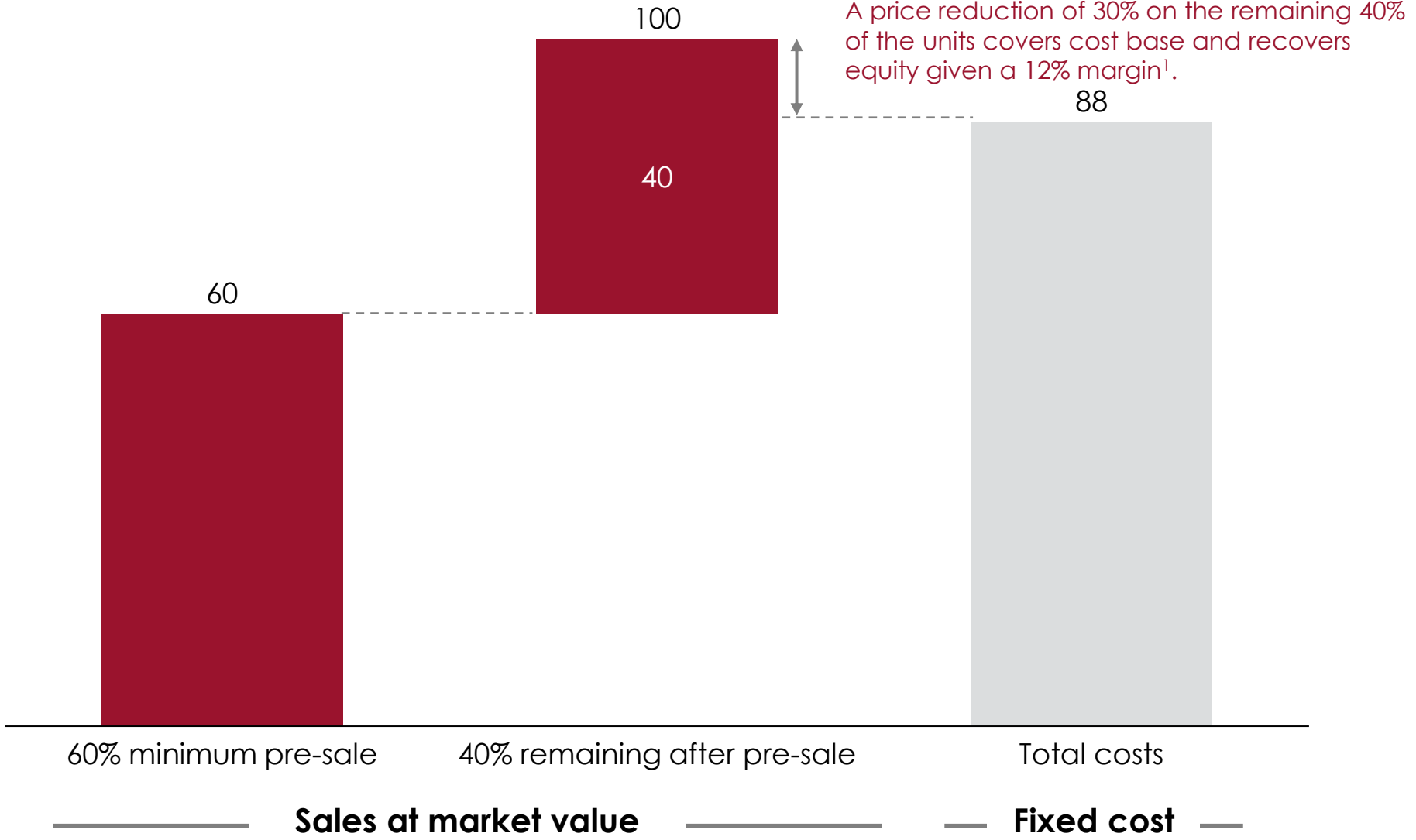
- Fixed-price contracts with reputable counterpart
- Prices on remaining 40% increased gradually during sell-out phase
- Construction costs financed with construction loans

- 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

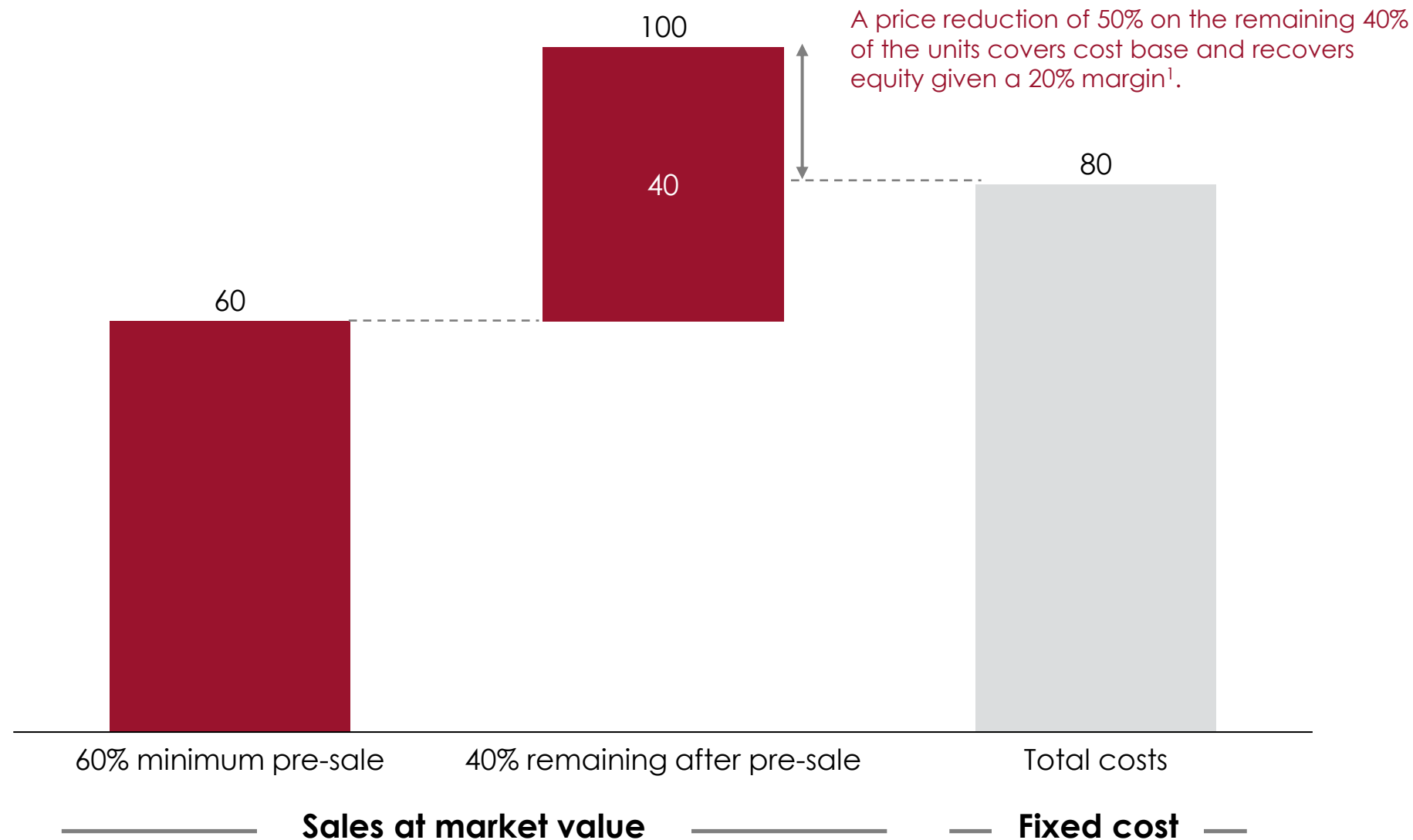
- Construction starts after minimum 60% pre-sale
- Remaining risk very limited

1) Including 10% project margin and 2% contingency.

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

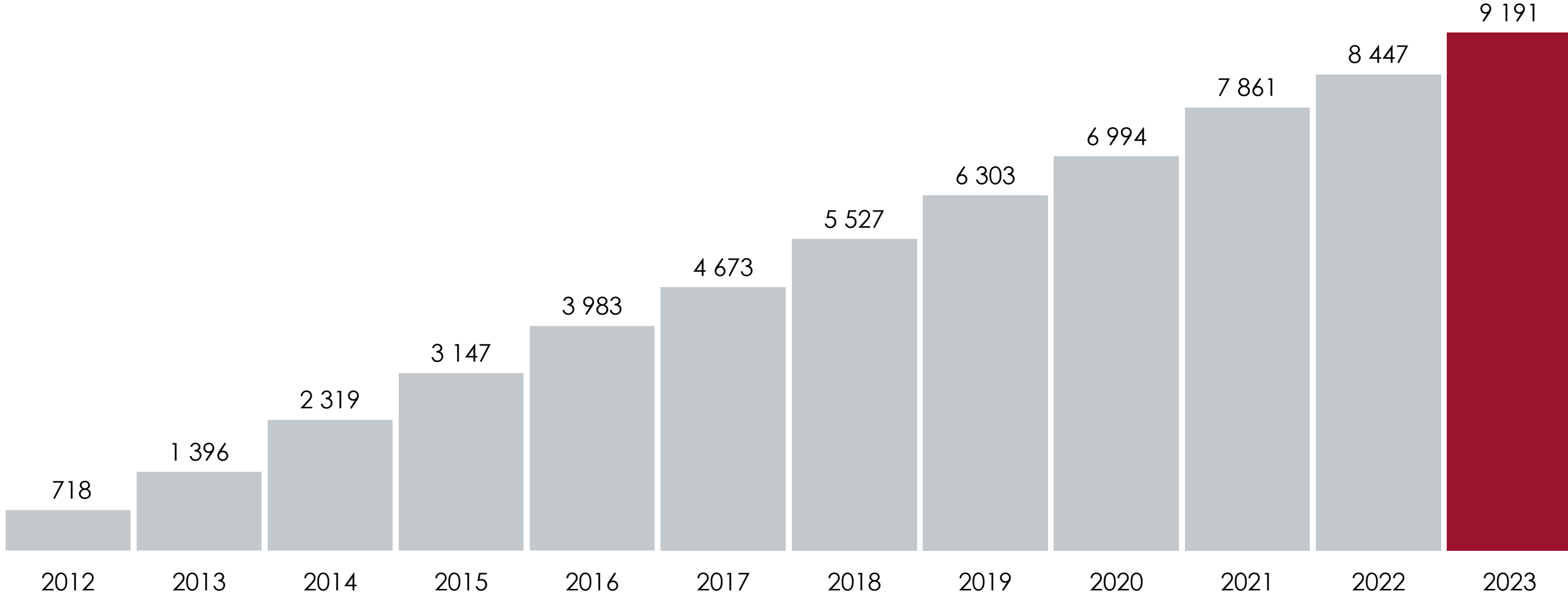
- Value appreciation through refinement of land for housing development
- Flexibility to develop thousands of homes in growing urban regions
- Active asset management
- Partnership reduces invested capital and strengthens ability to buy land

- 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

~9 000 homes completed since IPO...

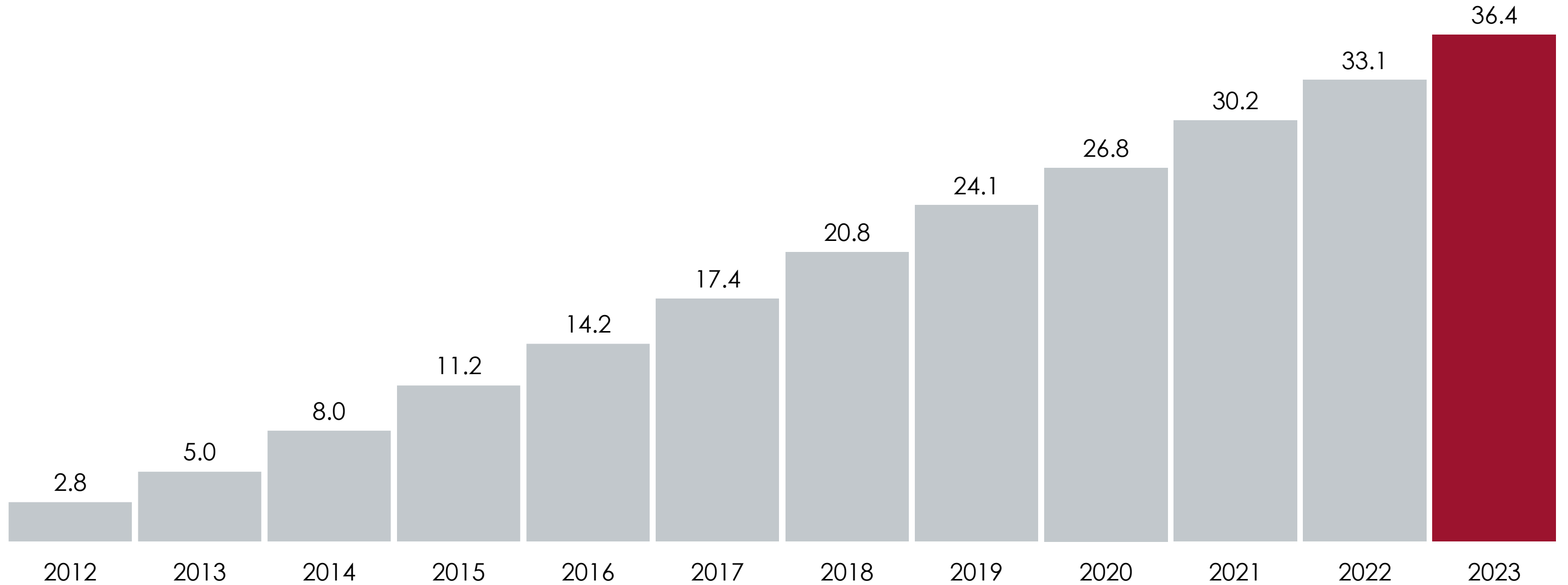
Units completed



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

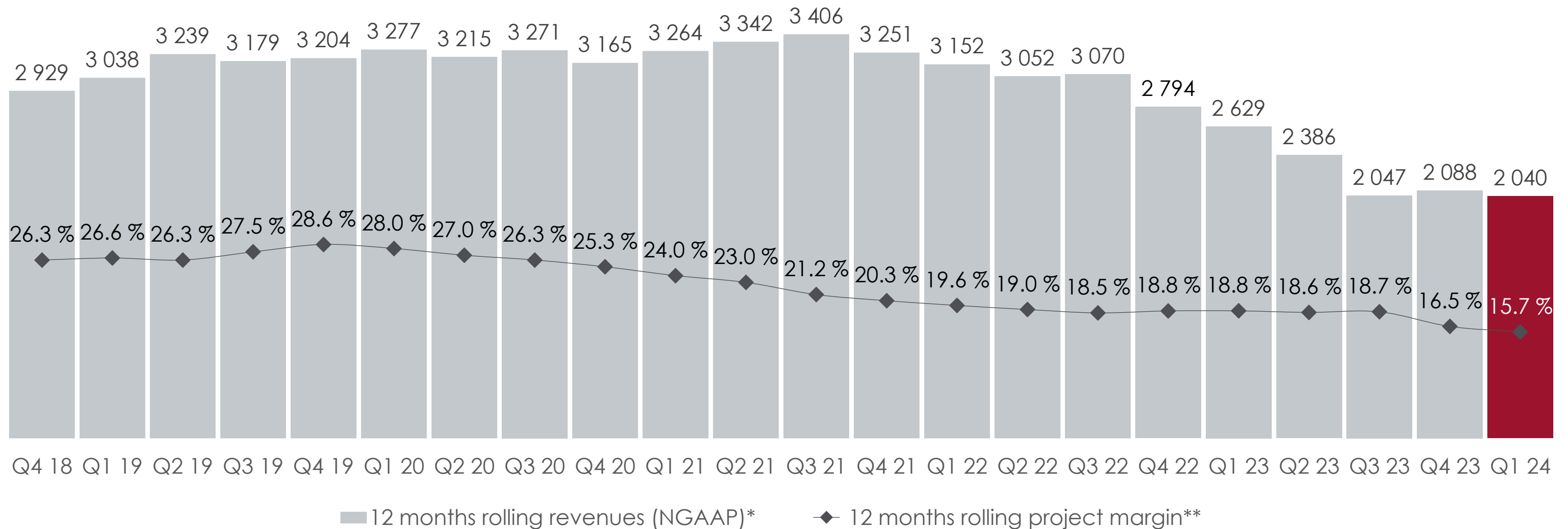
...for a total value of NOK ~36 billion

NOK billion



Project margin development

NOK million

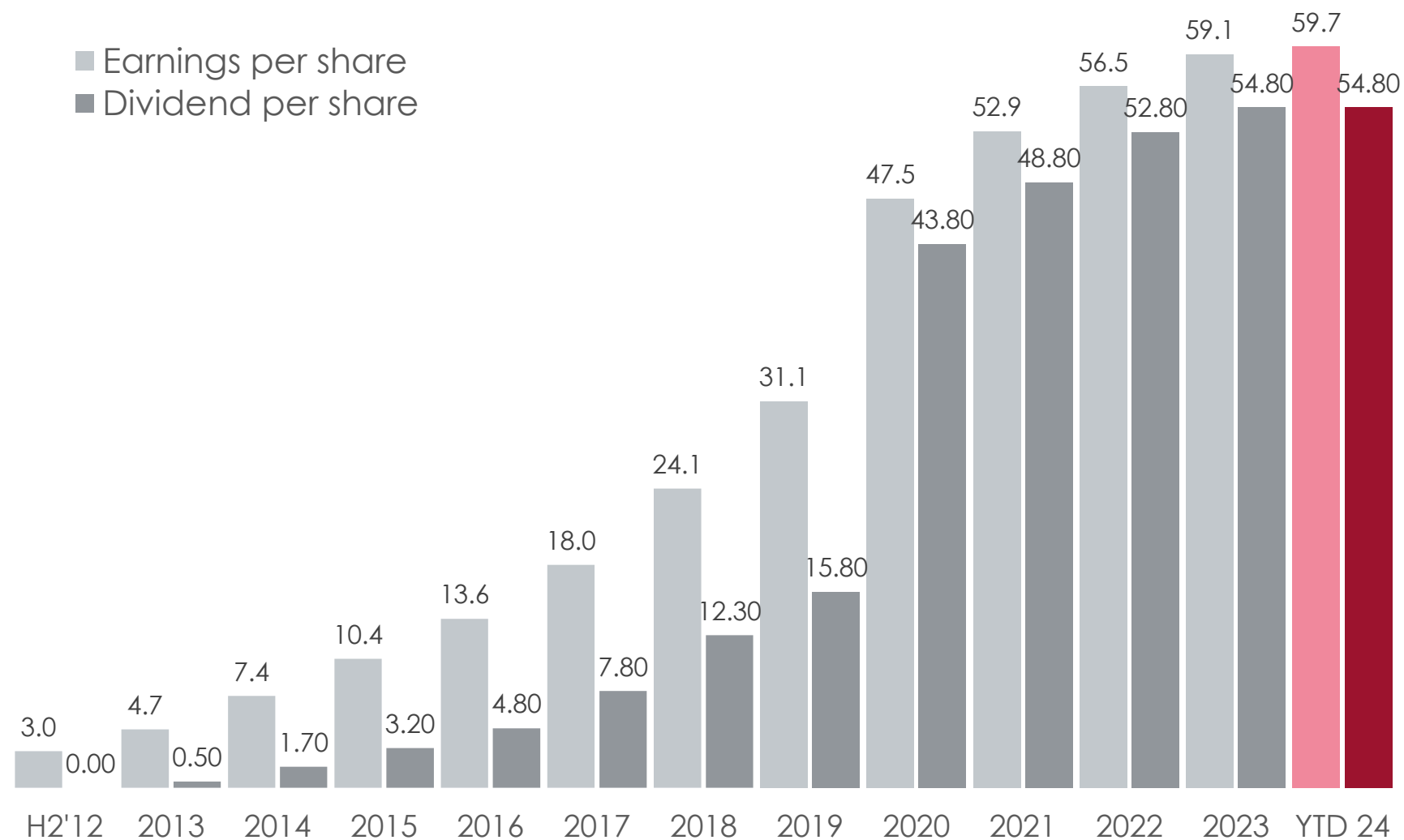


* Includes project revenues only.

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

Earnings and dividend per share since IPO

Accumulated dividend and earnings per share*



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 2.00 per share in 2023
 - Pay out ratio of 76% in 2023
 - NOK 1.00 paid in August 2023
- Average payout ratio of 68%** since IPO
- 93 % including UP transaction

* 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

Dividend policy

Revised dividend policy:

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, paid in two instalments over the year. However, the size of the dividend will be weighed against the company's liquidity forecasts and capital adequacy.

Old dividend policy:

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

The company aims to pay dividends of minimum 40 per cent of net annual profit, paid in two instalments over the year. However, the size of the dividend will be weighed against the company's liquidity forecasts and capital adequacy.

The company will maintain an equity ratio of minimum 30 per cent.

Share performance since IPO in June 2012

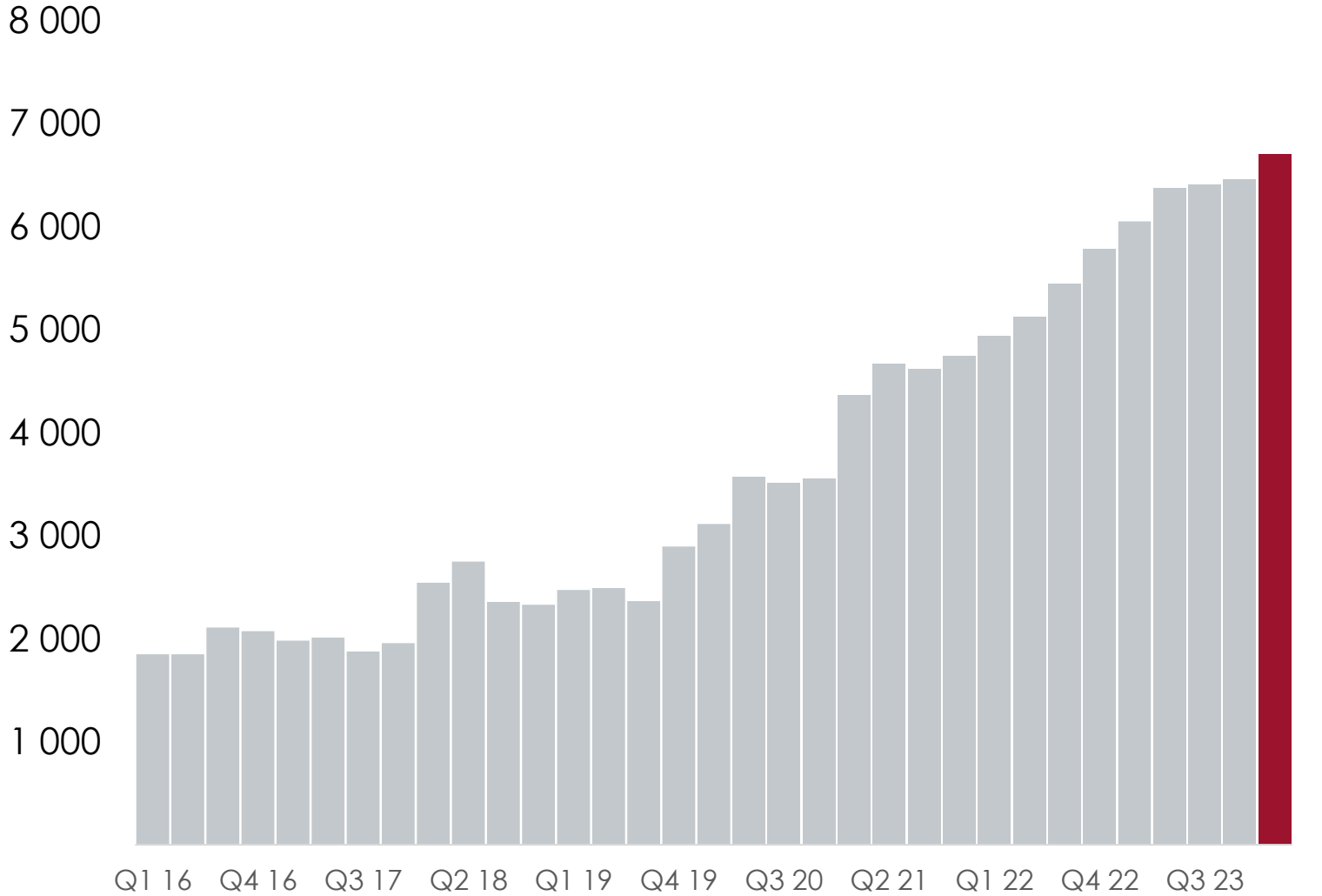


Source: Oslo Børs

Share information*

- Total number of shares: 93.8 million
- Number of shareholders: 6 699 (6 466)
 - 20 largest controlling 81.2% (80.8%)
 - Selvaag AS largest shareholder - 53.5%
- Trading
 - 4.7 million shares during the quarter (3.5), 5.0% of total shares outstanding (3.7%)
 - Share turnover totaled NOK 156.2 million (99.7)

Number of shareholders



* All numbers in brackets from previous quarter.

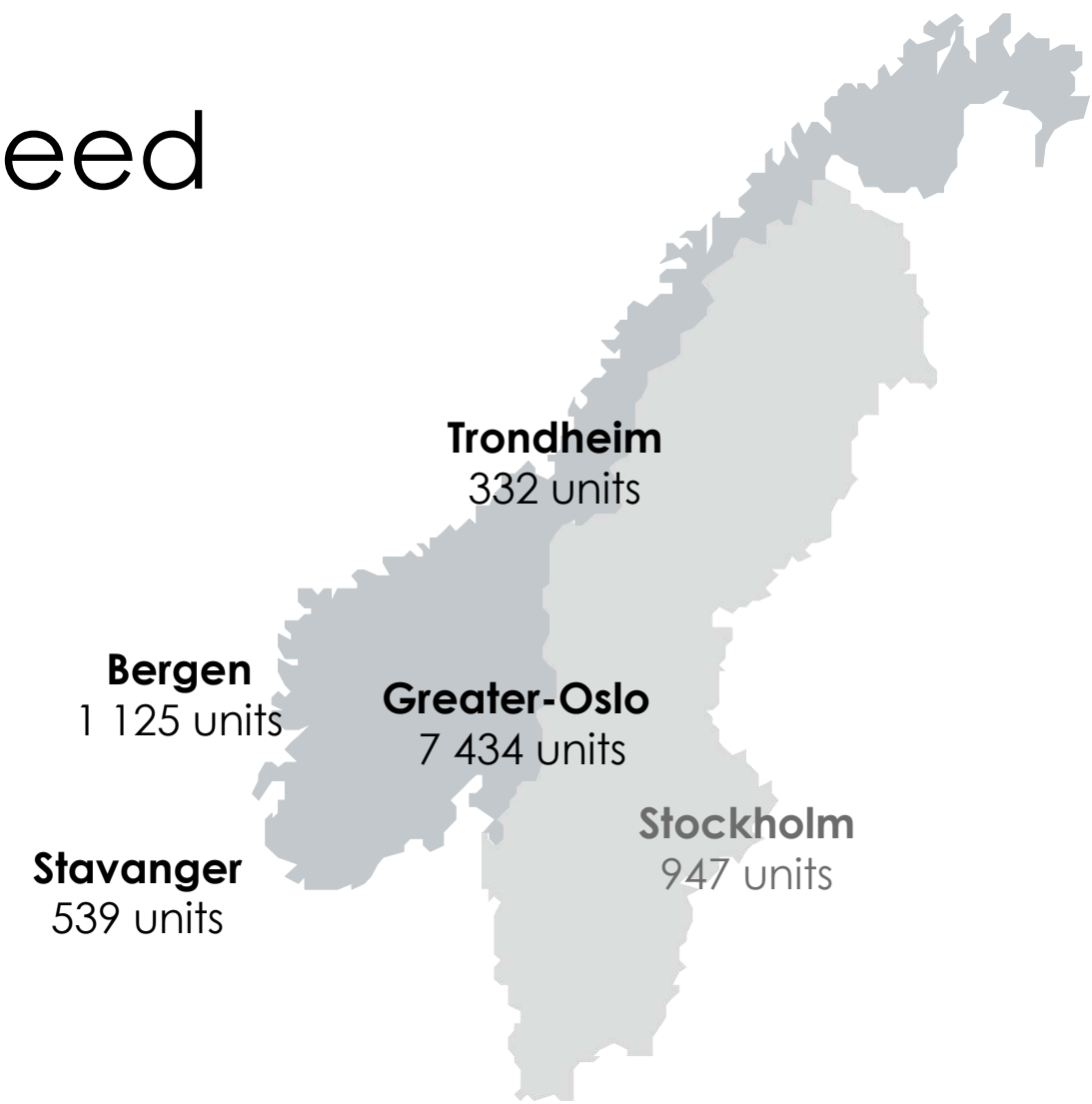
Largest shareholders at 31.3.2024

Shareholder	# of shares	% share
SELVAAG AS	50,180,087	53.5%
PARETO INVEST NORGE AS	4,680,572	5.0%
PERESTROIKA AS	3,443,837	3.7%
VERDIPAPIRFONDET ALFRED BERG GAMBA	3,266,051	3.5%
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	1,589,000	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%
BANAN II AS	830,000	0.9%
Brown Brothers Harriman & Co.	684,331	0.7%
Brown Brothers Harriman & Co.	504,667	0.5%
Sverre Molvik	491,387	0.5%
Øystein Klungland	491,387	0.5%
BNP Paribas	450,000	0.5%
Skandinaviska Enskilda Banken AB	399,628	0.4%
KBC Bank NV	388,089	0.4%
THRANE-STEEN NÆRINGSBYGG AS	342,249	0.4%
Total 20 largest shareholders	76,165,240	81.2%
Other shareholders	17,600,448	18.8%
Total number of shares	93,765,688	100.0%

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

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



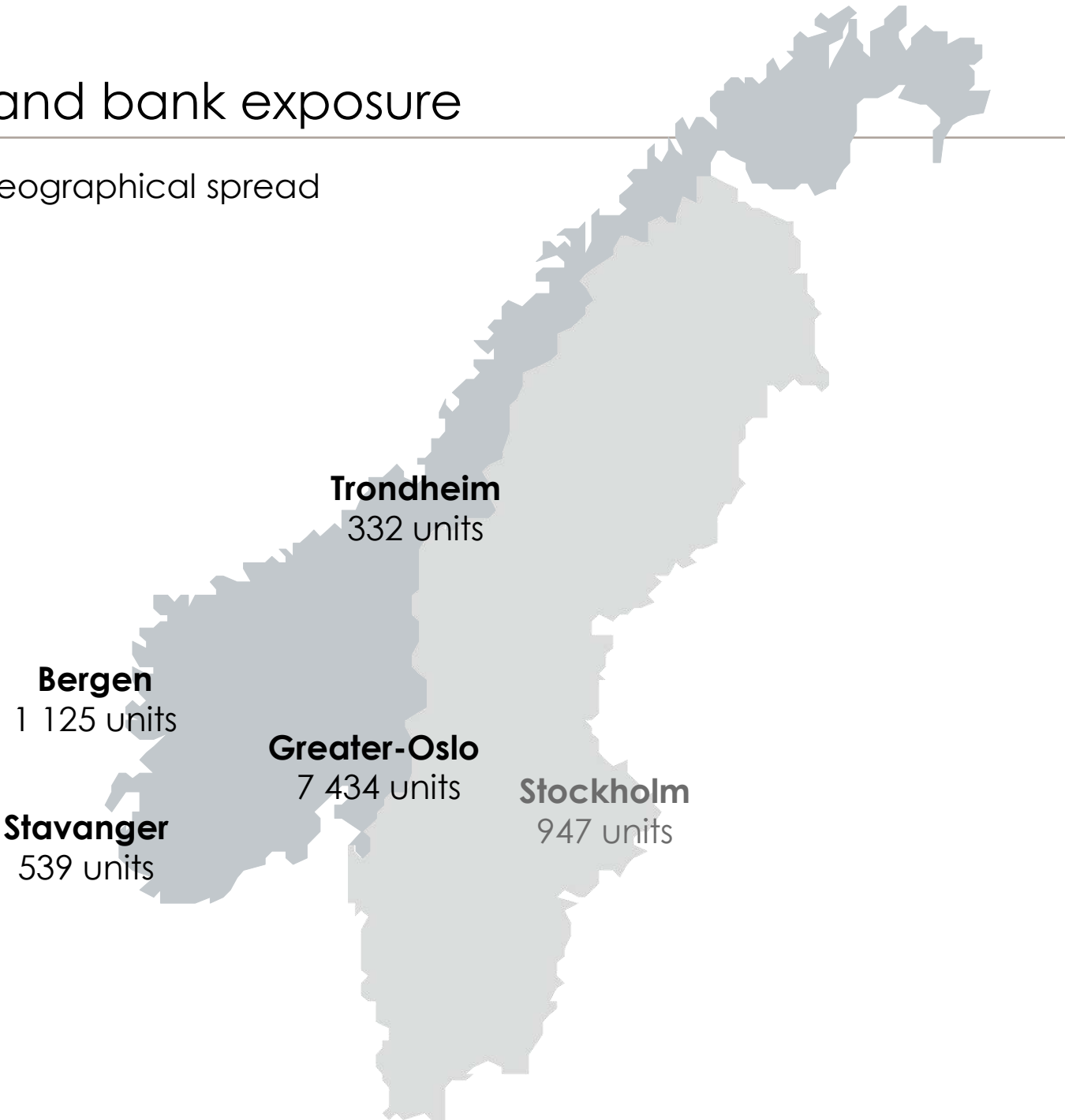
Substantial land bank in Norway's four largest growing urban areas

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 March 2024. All numbers are adjusted for Selvaag Bolig's share in joint ventures. The total portfolio is ~10 400 units. Of these ~5 250 are options and obligations to buy.

Change in needs calls for new concepts

Selvaag Pluss

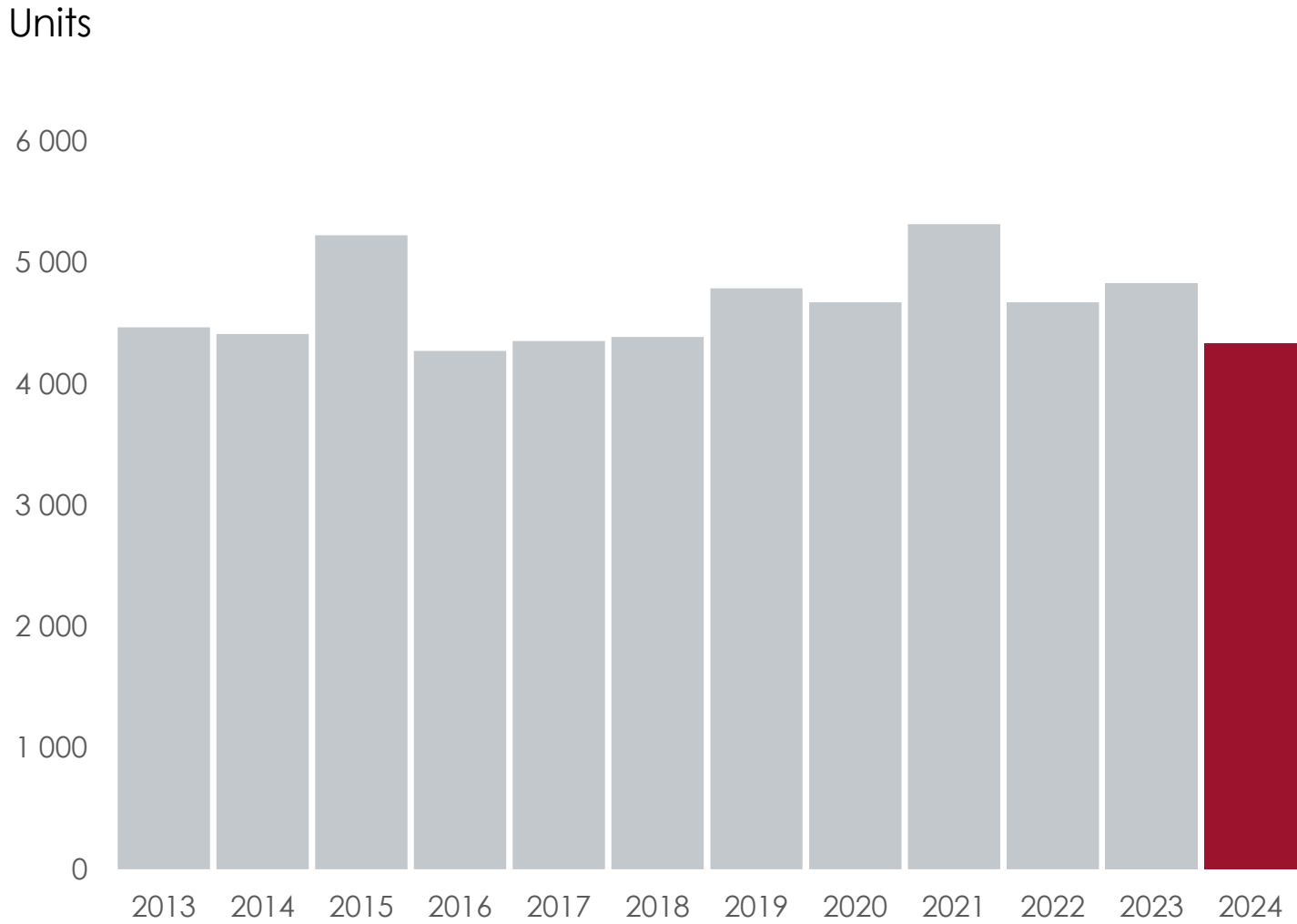
- Lifestyle concept
- Attractive common areas
- Professional hosting services
- Service offerings and good neighbourliness, make every day living easier
- Guestrooms for family and friends
- Work-out- and fitness centre

Selvaag City

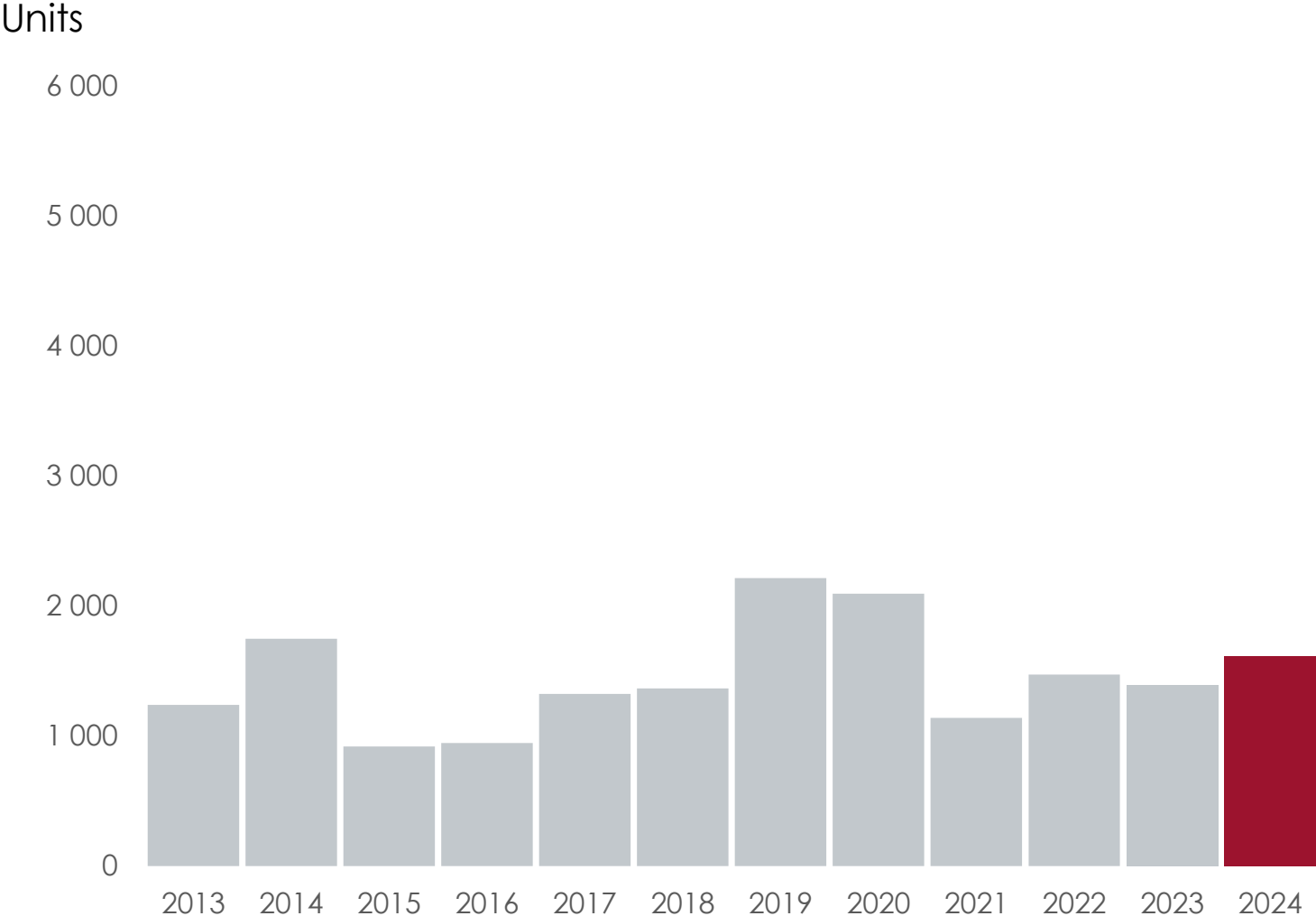
- Urban lifestyle concept with compact apartments
- Attractive common areas
- Professional hosting services
- Service offerings and good neighbourliness, make every day living easier
- Guestrooms for family and friends
- Work-out- and fitness centre

Oslo second-hand market update

Units sold 1.1 – 31.3, 2013-24



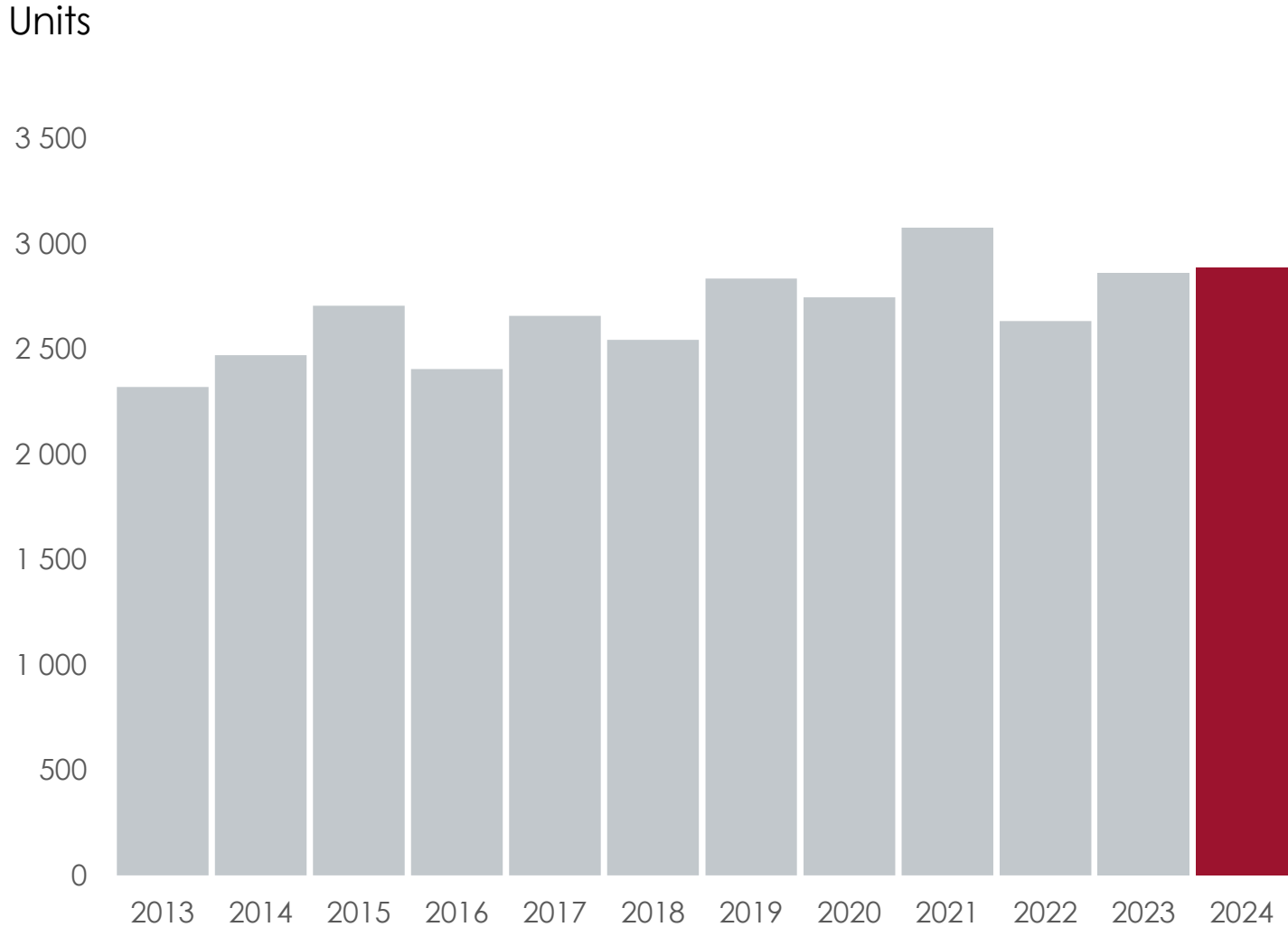
Inventory at 31.3, 2013-24



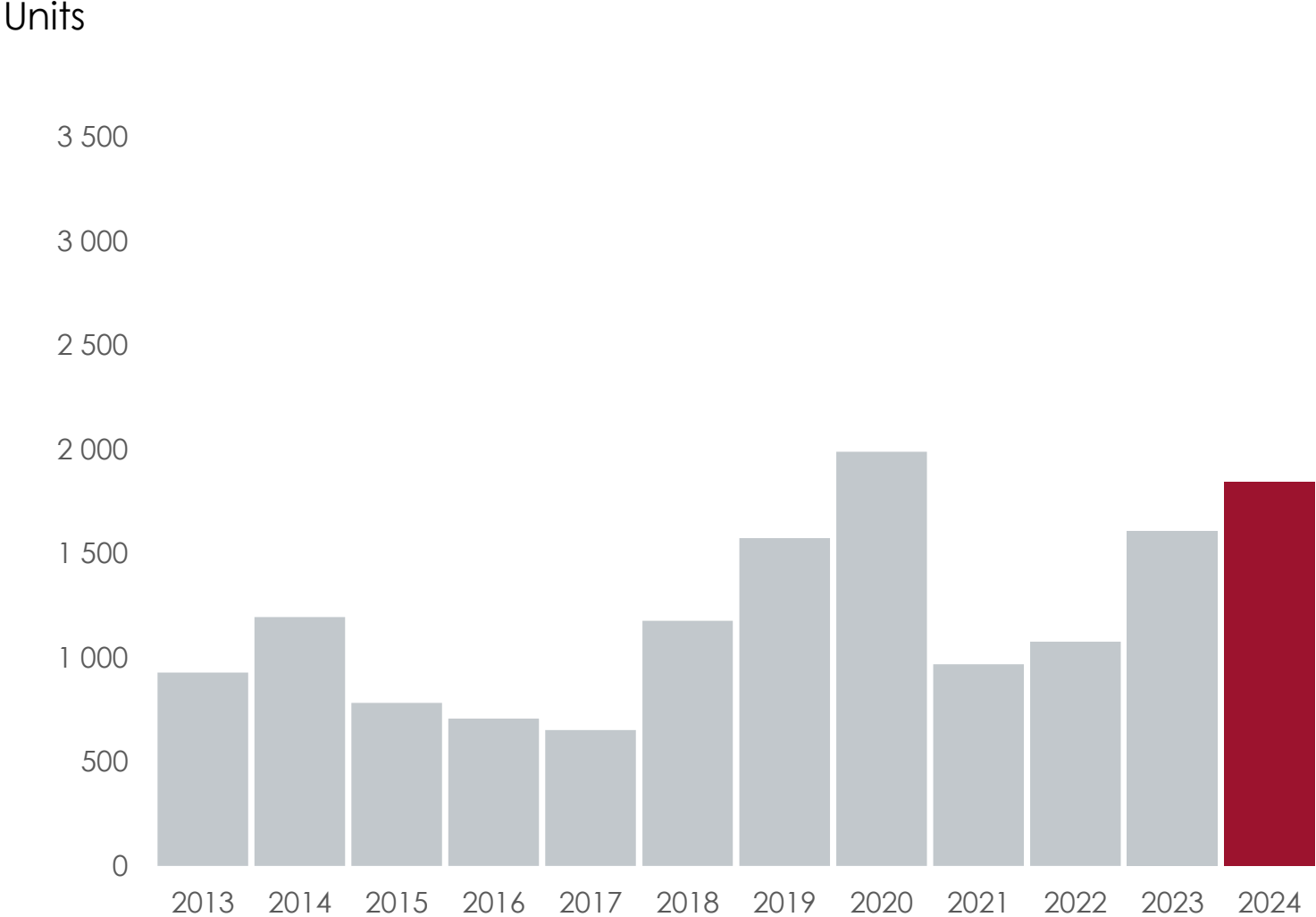
Source: Eiendomsverdi

Akershus second-hand market update

Units sold 1.1 – 31.3, 2013-24



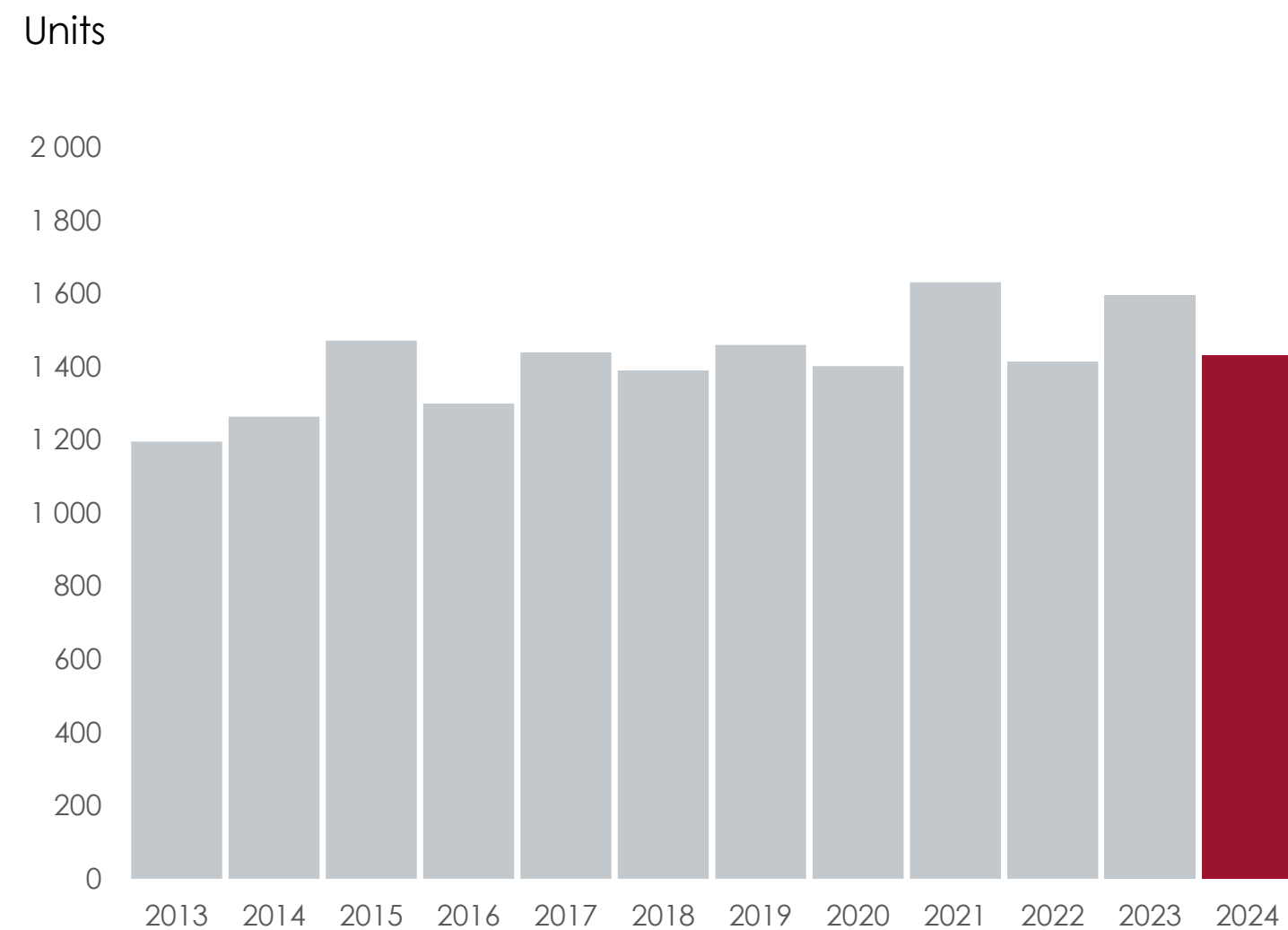
Inventory at 31.3, 2013-24



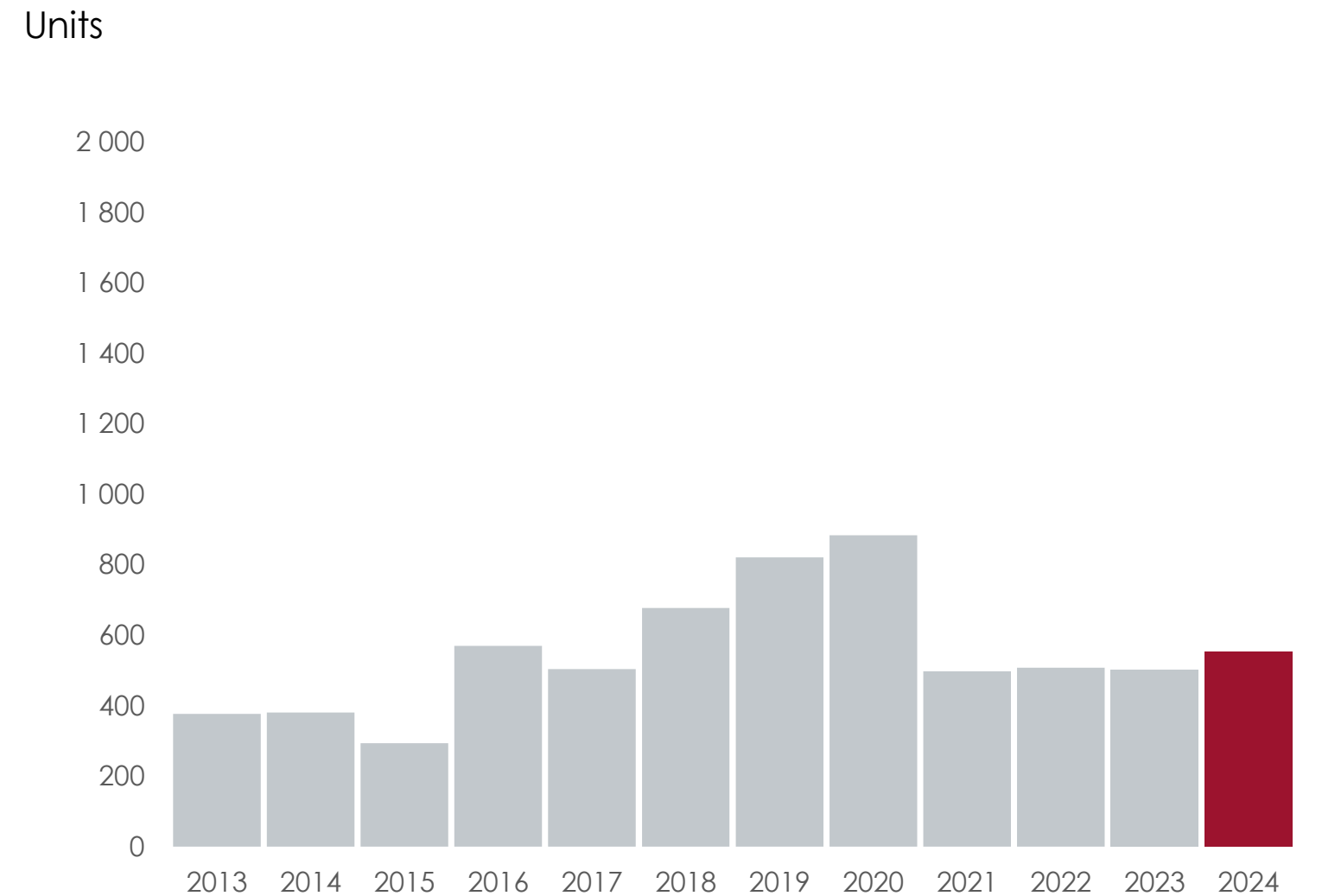
Source: Eiendomsverdi.

Bergen second-hand market update

Units sold 1.1 – 31.3, 2013-24



Inventory at 31.3, 2013-24

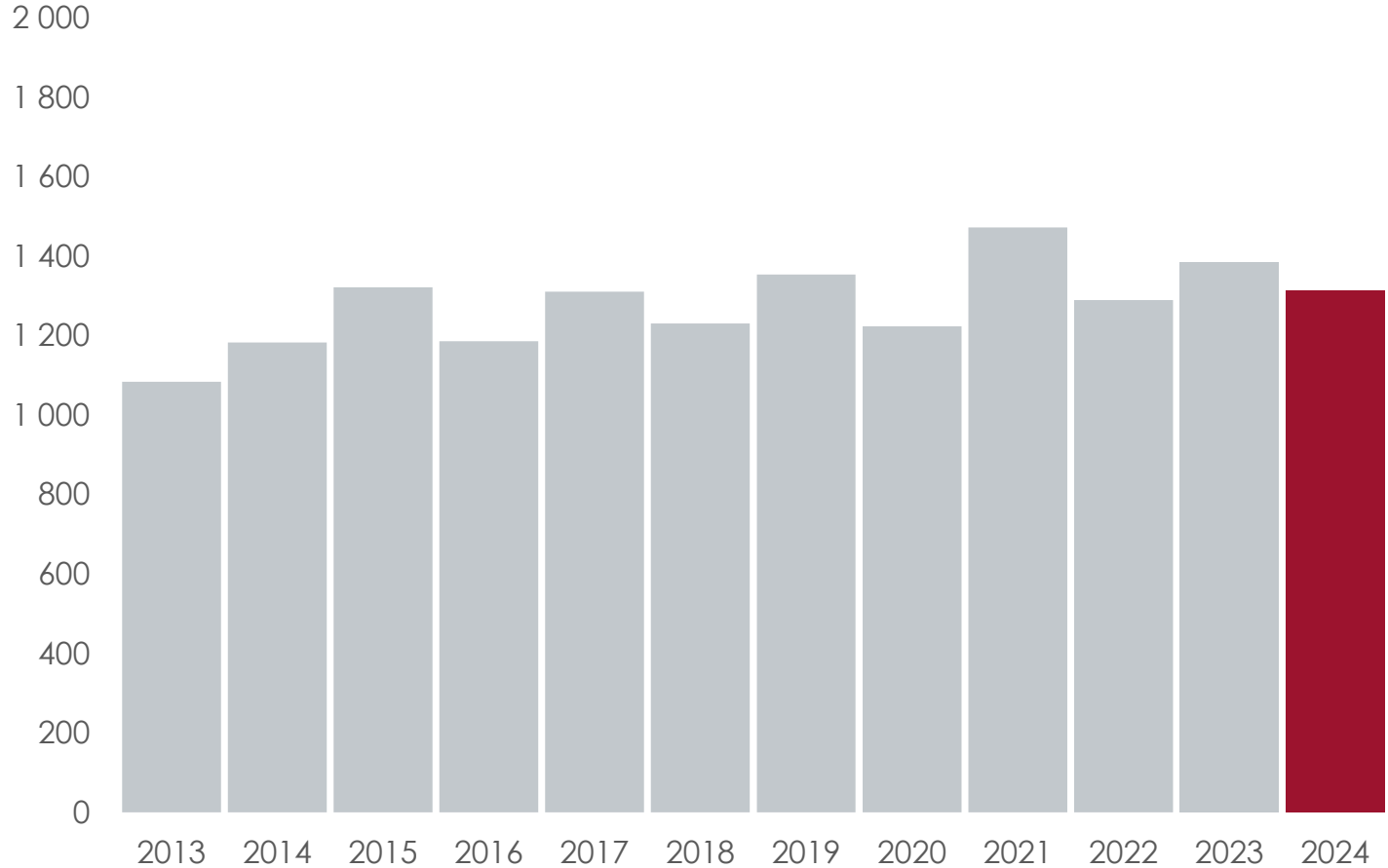


Source: Eiendomsverdi.

Trondheim second-hand market update

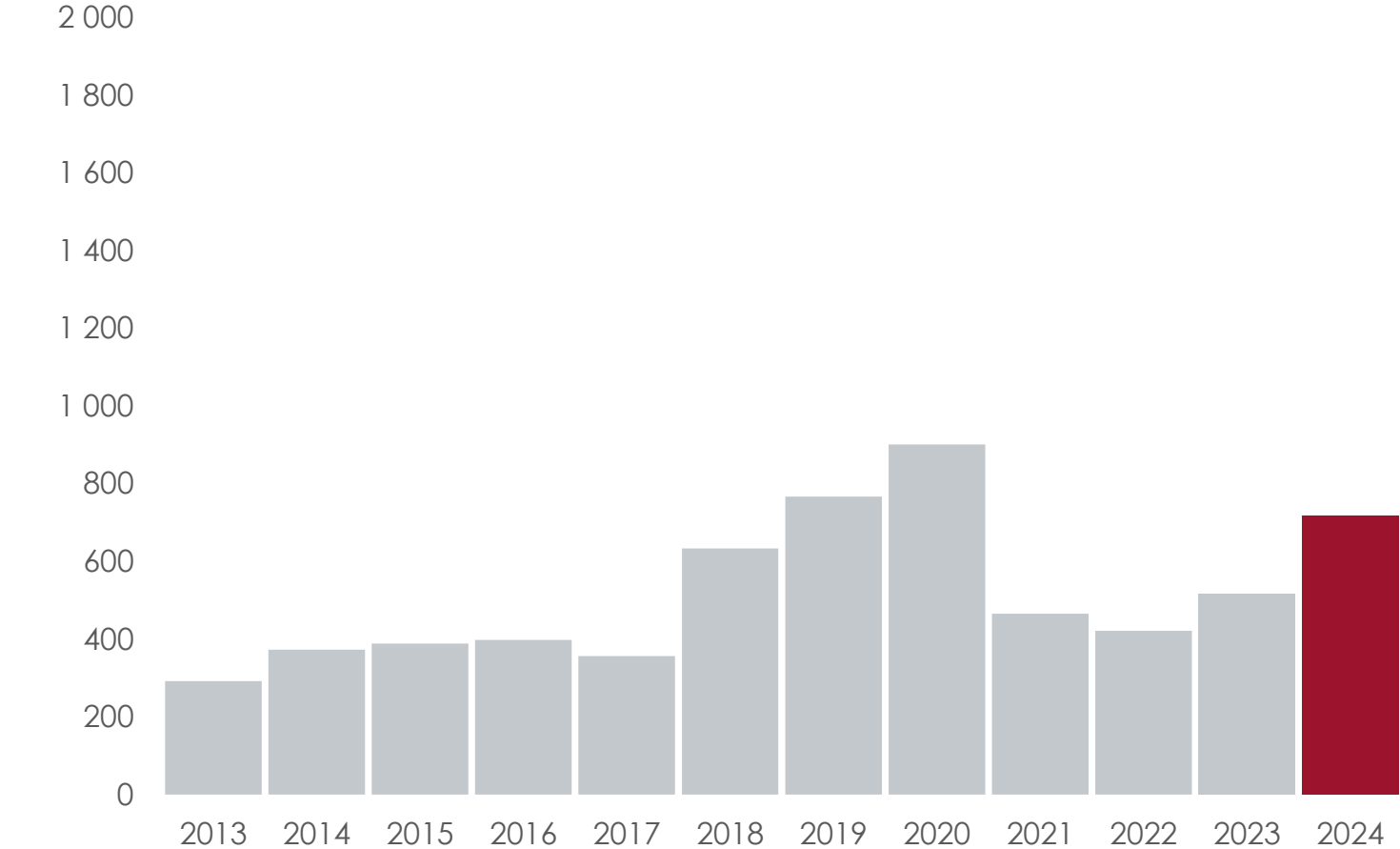
Units sold 1.1 – 31.3, 2013-24

Units



Inventory at 31.3, 2013-24

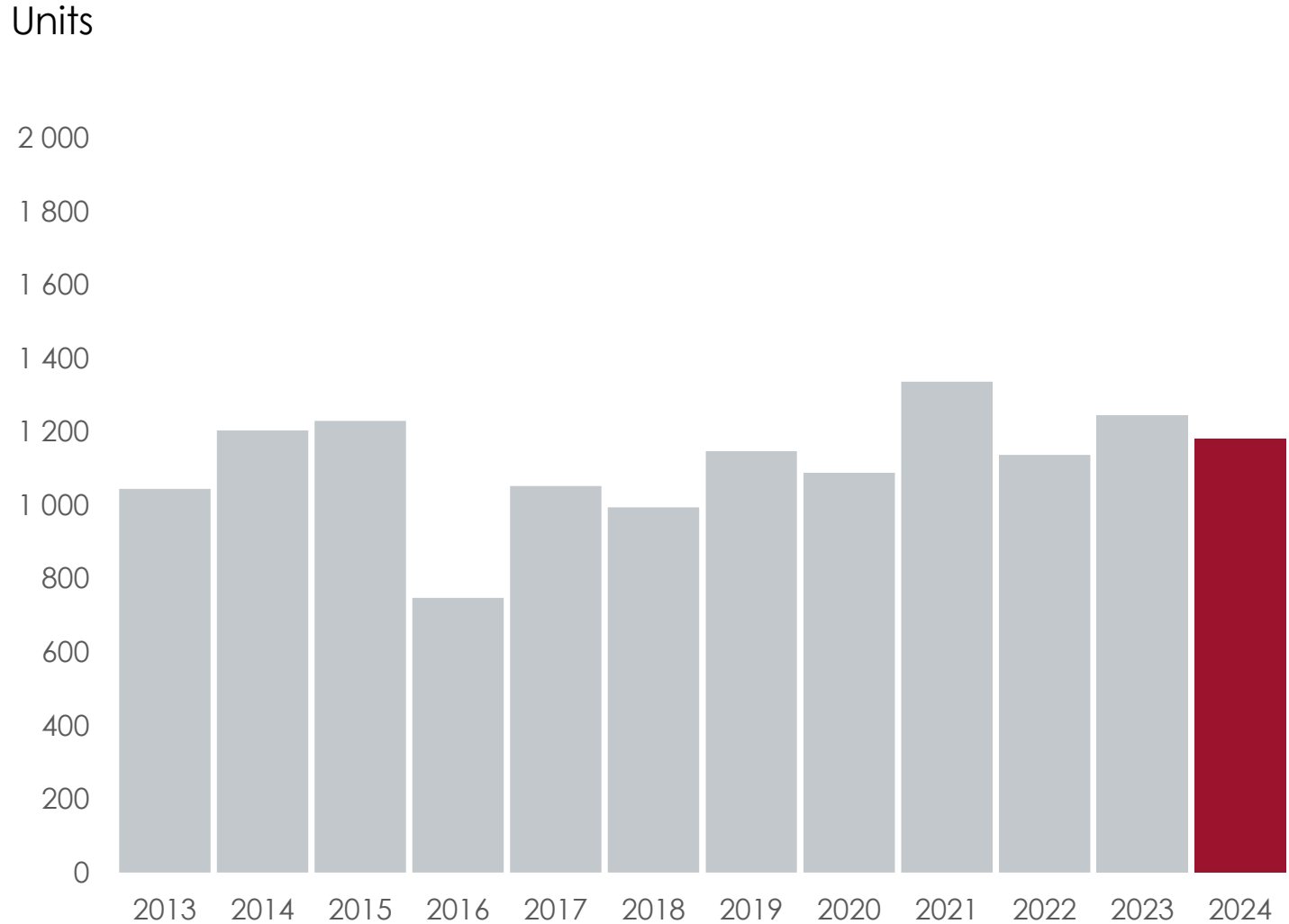
Units



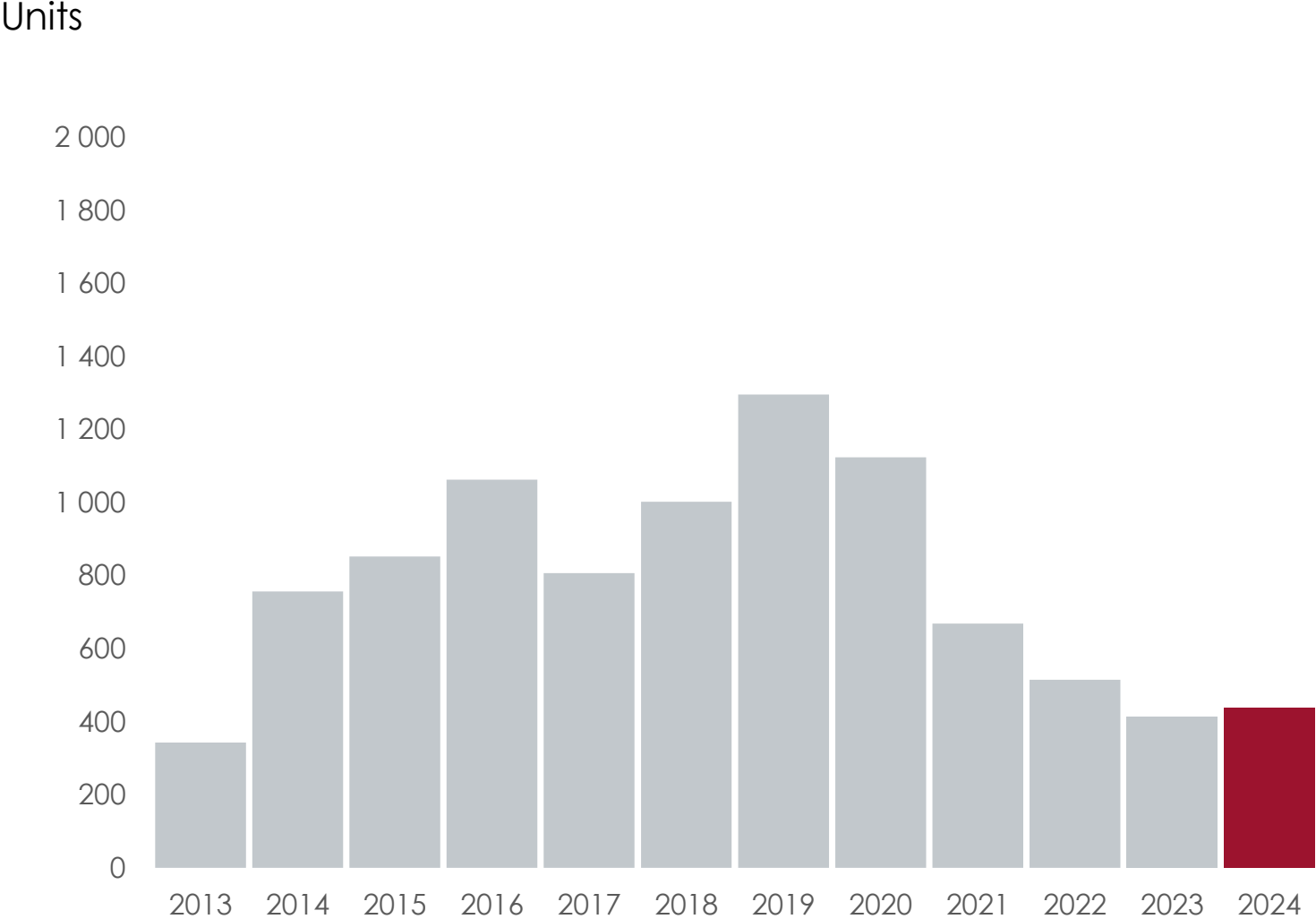
Source: Eiendomsverdi.

Stavanger-area* second-hand market update

Units sold 1.1 – 31.3, 2013-24



Inventory at 31.3, 2013-24



Source: Eiendomsverdi.
* Includes Stavanger, Sola, Sandnes, Randaberg.

Regional price* development – April 2024

Area	% chg -1M	% chg. -1M seasonal adj.	% chg YtD	% chg -12m	% chg -5Y	% chg -10Y	Average price/sqm (NOK)	Average price (NOK)
Oslo	1.3%	0.8%	6.7%	2.4%	27.8%	88.0%	95 761	6 780 293
Bergen	1.5%	0.8%	9.4%	3.3%	25.4%	43.7%	54 712	4 459 053
Trondheim	0.7%	0.2%	5.5%	-1.1%	18.6%	40.7%	58 103	4 243 411
Stavanger-area**	1.6%	0.9%	9.0%	4.9%	26.7%	17.1%	45 887	4 574 766
Norway	1.2%	0.7%	7.2%	1.1%	24.2%	58.9%	55 424	4 763 894

Source: Eiendom Norge.

* Nominal price change.

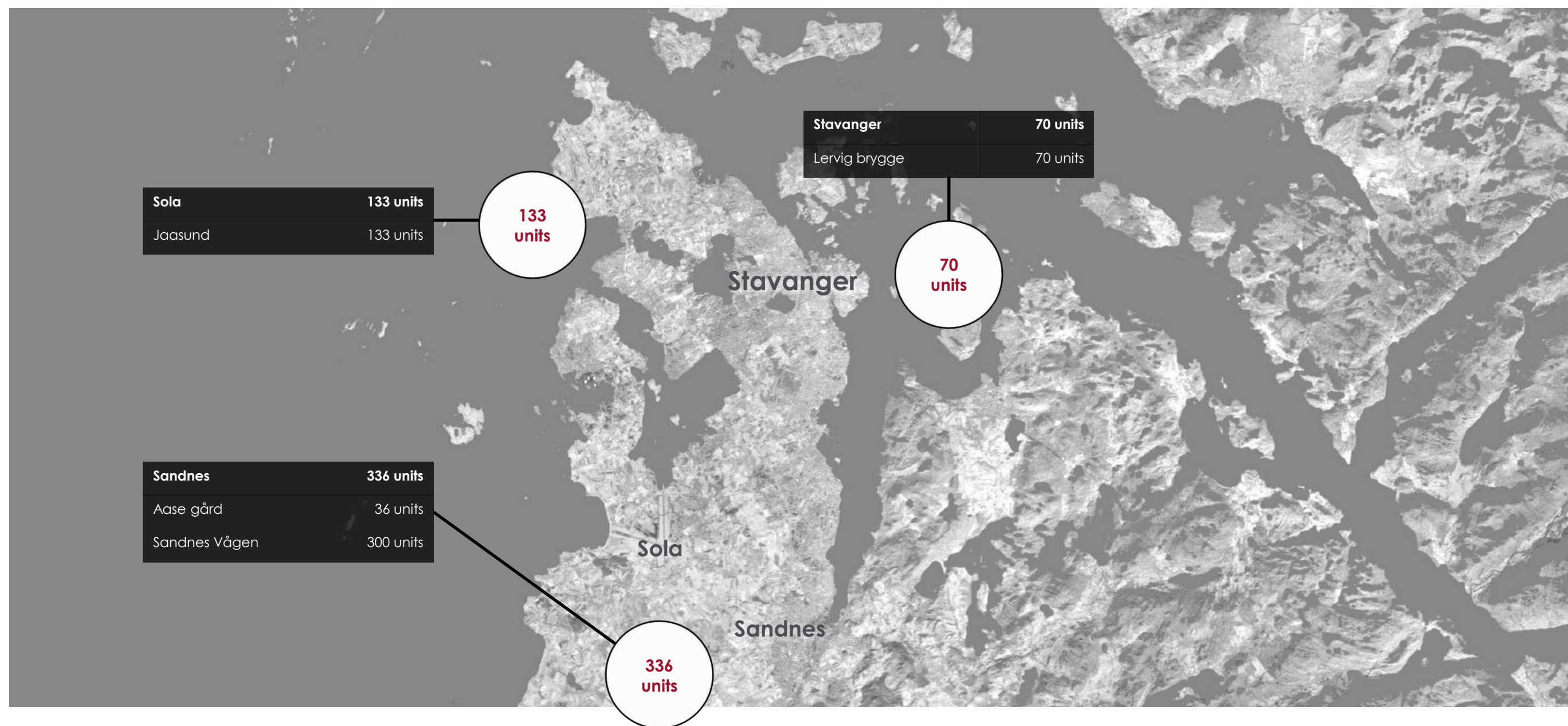
** Includes Stavanger, Sola, Sandnes, Randaberg.

Land bank in Oslo and Greater Oslo at 31.3.24



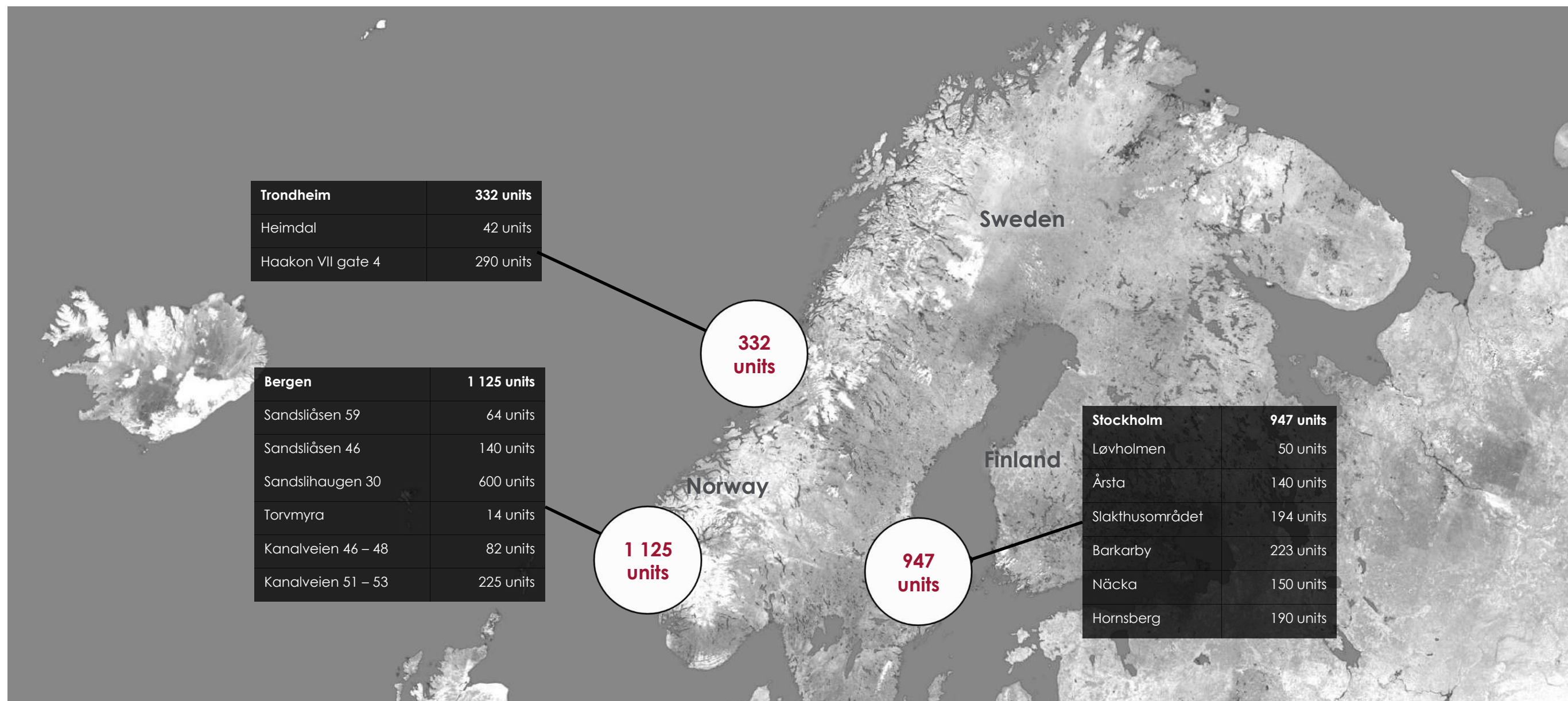
*The numbers are adjusted for Selvaag Bolig's share in joint ventures

Land bank in Stavanger area at 31.3.24



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

Land bank in Bergen, Trondheim and Stockholm at 31.3.24



*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
- Covenants
 - Equity > NOK 1.5bn
 - Net leverage* < 50%
 - Leverage ratio** < 3
 - Max 2.5 years accumulated non-paid option premium

- **Benefits for Selvaag Bolig:**

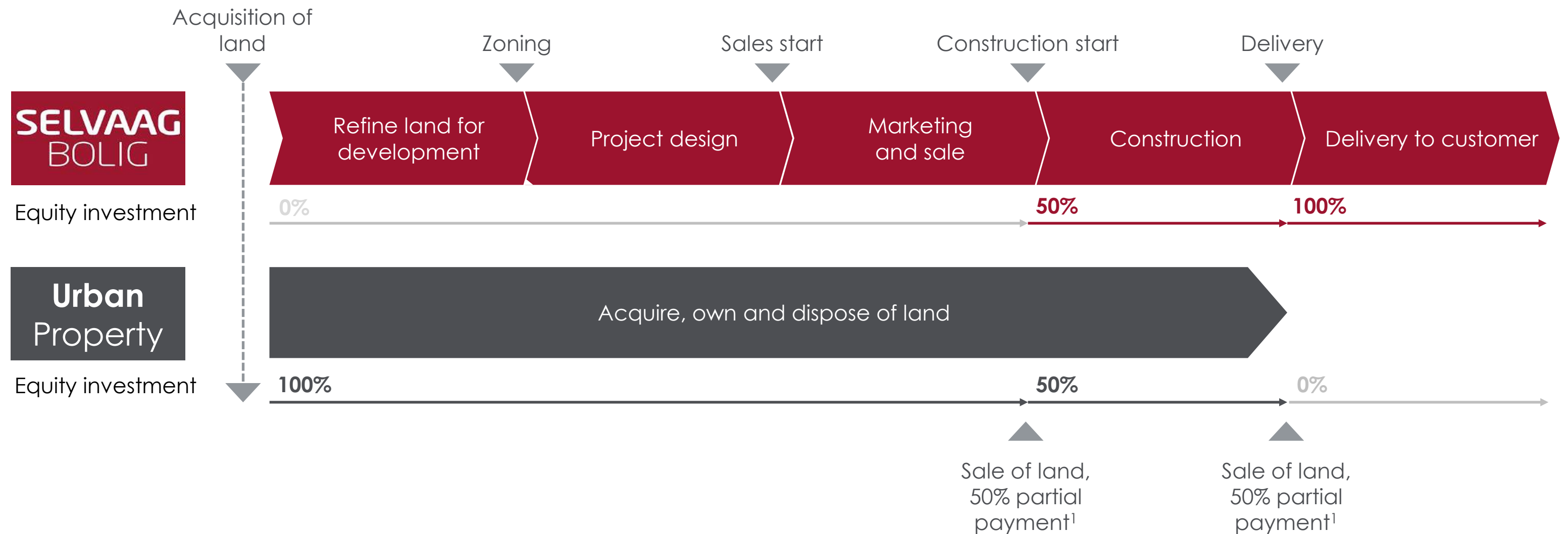
- Eliminates need for equity when purchasing land, as SBO pay 50% of purchasing price at construction start and 50% at project completion
- Increases return on equity
- Allows for a higher dividend payout ratio
- More efficient and predictable funding of existing and new land plots
- Increases competitiveness 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

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

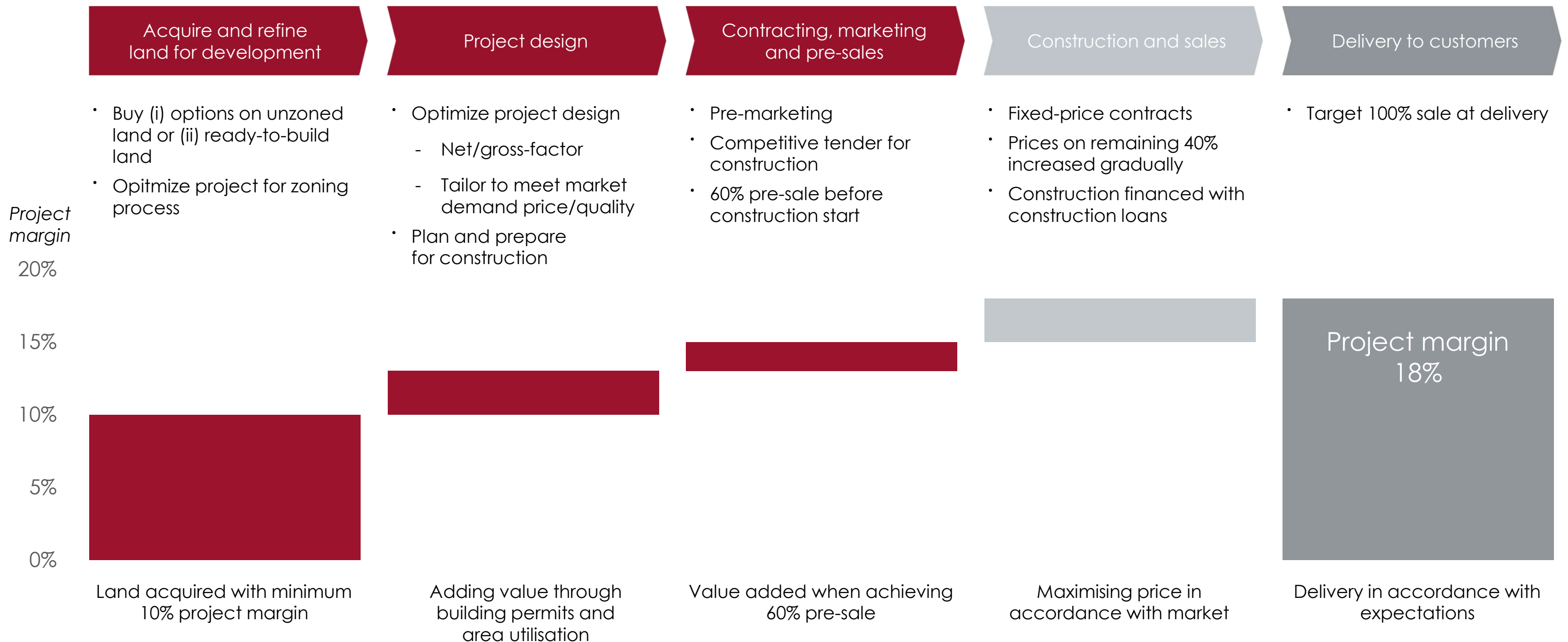
Cooperation between Selvaag Bolig and Urban Property



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

Business model securing healthy project margins

Margin development through project stages¹



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	%
Sales revenue	348.5	100.0%	348.5	100.0%
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%
Project cost	290.0	83.2%	305.5	87.7%
Net finance (excluding Urban Property)	16.8	4.8%	5.3	1.5%
TOTAL REVENUE	348.5	100.0%	348.5	100.0%
TOTAL COST	306.8	88.0%	310.9	89.2%
PROFIT	41.7	12.0%	37.7	10.8%
Internal rate of return (IRR)		12.2%		28.0%

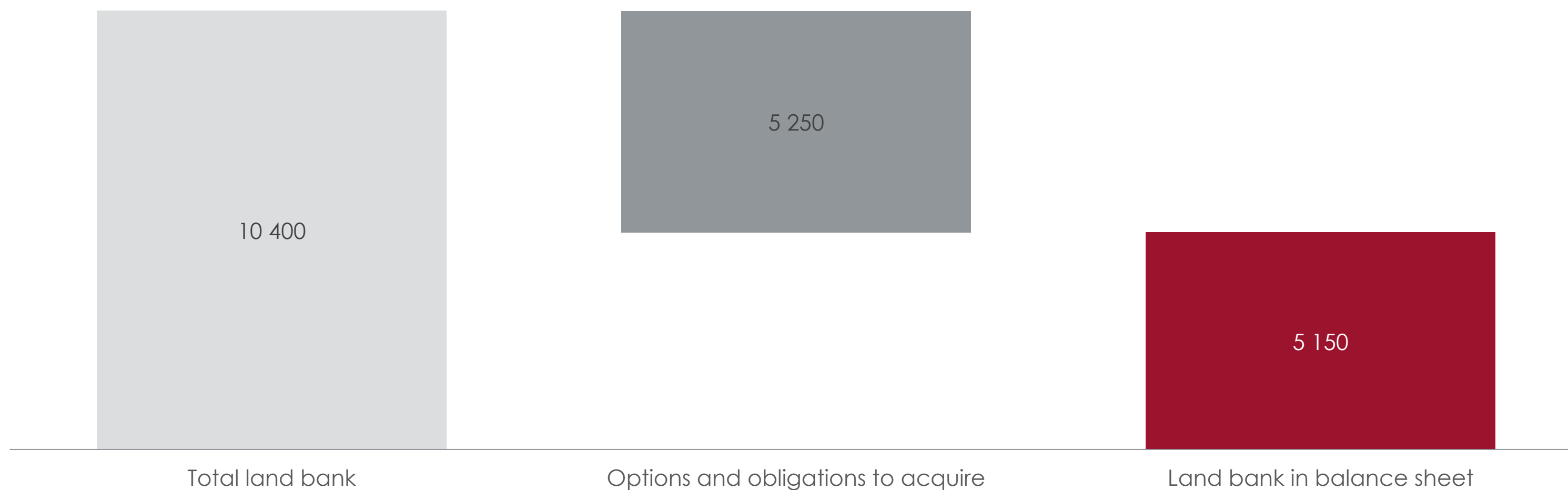
- 1 Initial project margin and IRR before Urban Property when purchasing land at market value
 - 2 Initial project margin and IRR with Urban Property as partner when purchasing land at market value (including option premium)
- ➔ In total marginal lower project margins, but significantly increased IRR 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 31.3.2024

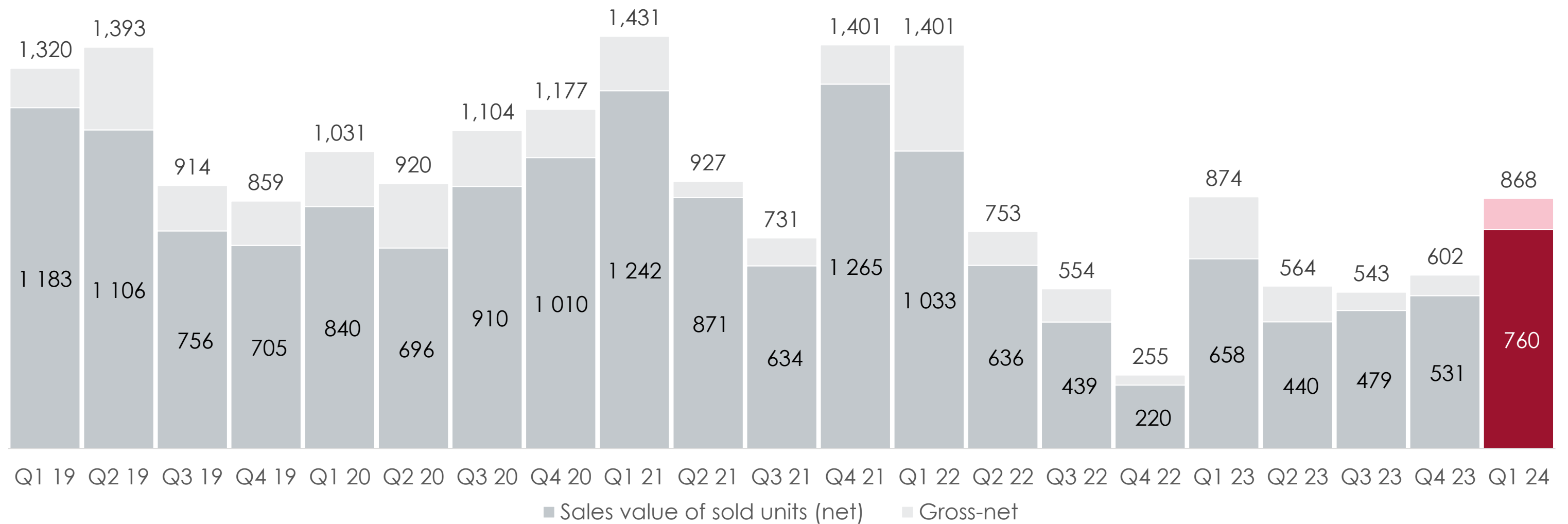
Units



Value of units sold - gross and net

Sales value of units sold

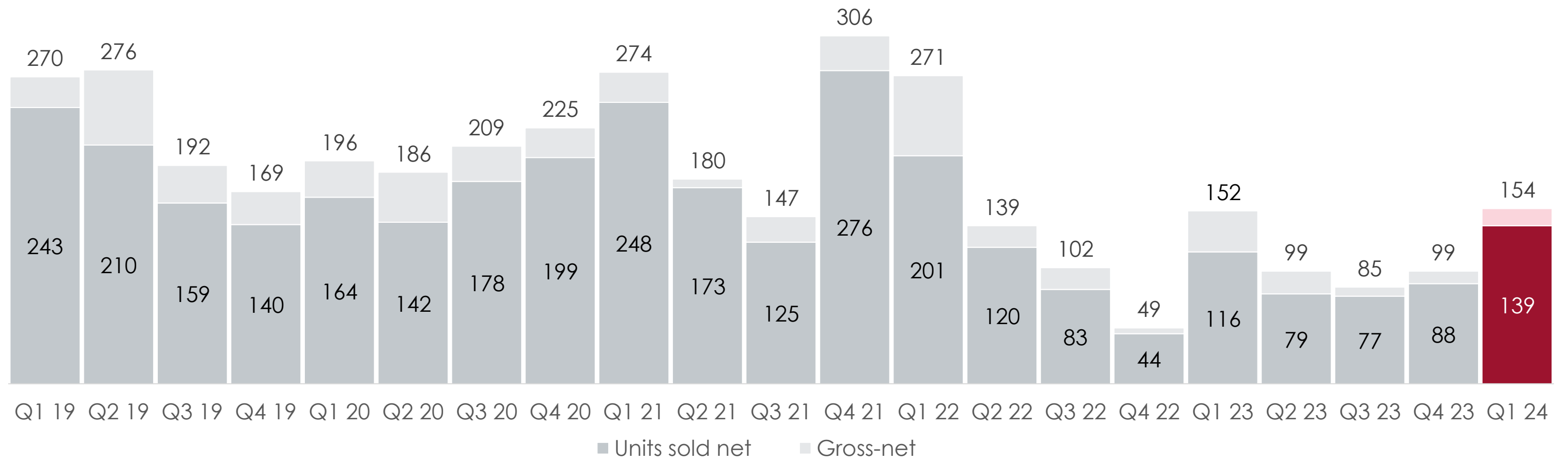
NOK million



Number of units sold - gross and net

Number of units sold

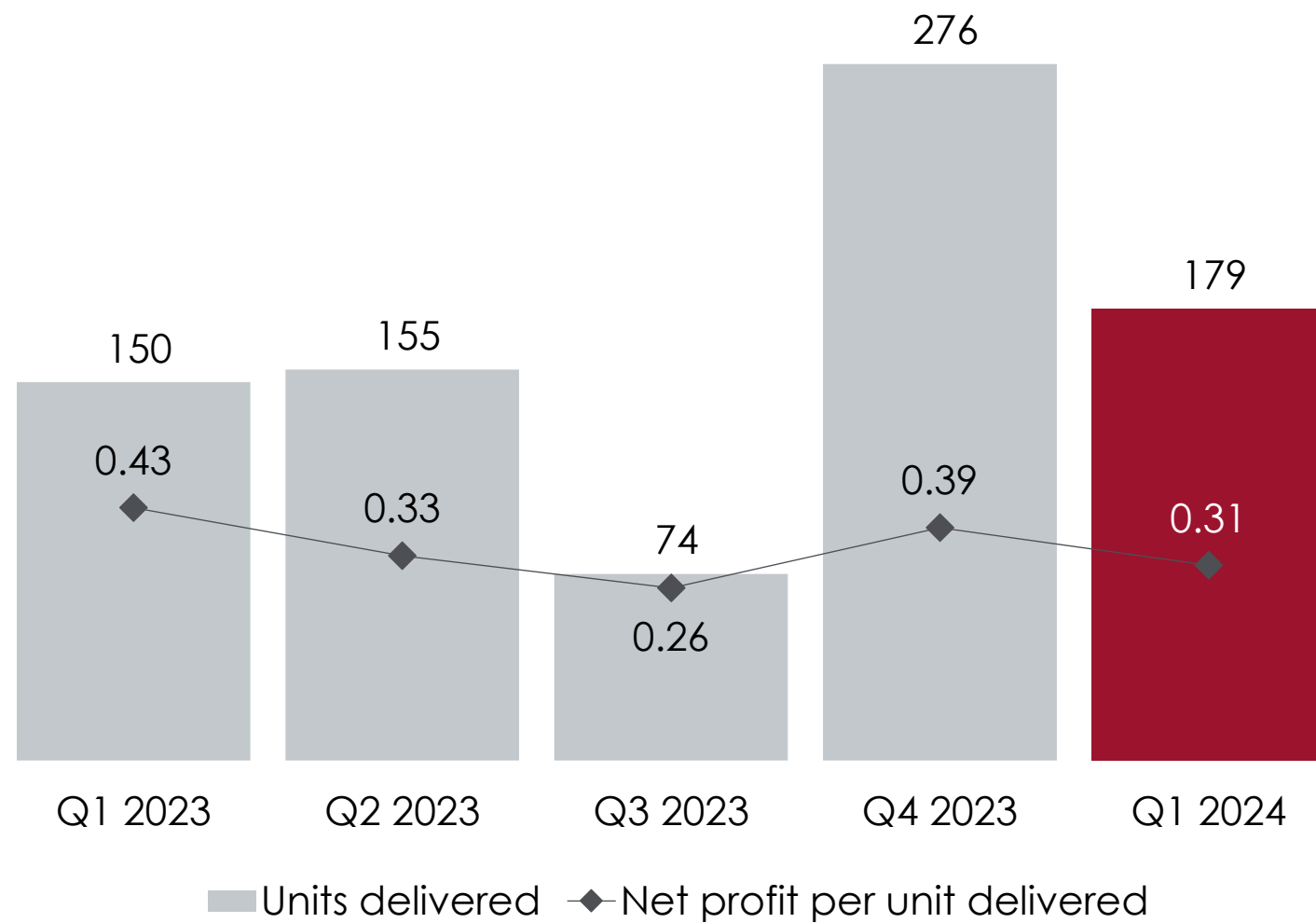
Units



Net profit per delivered unit

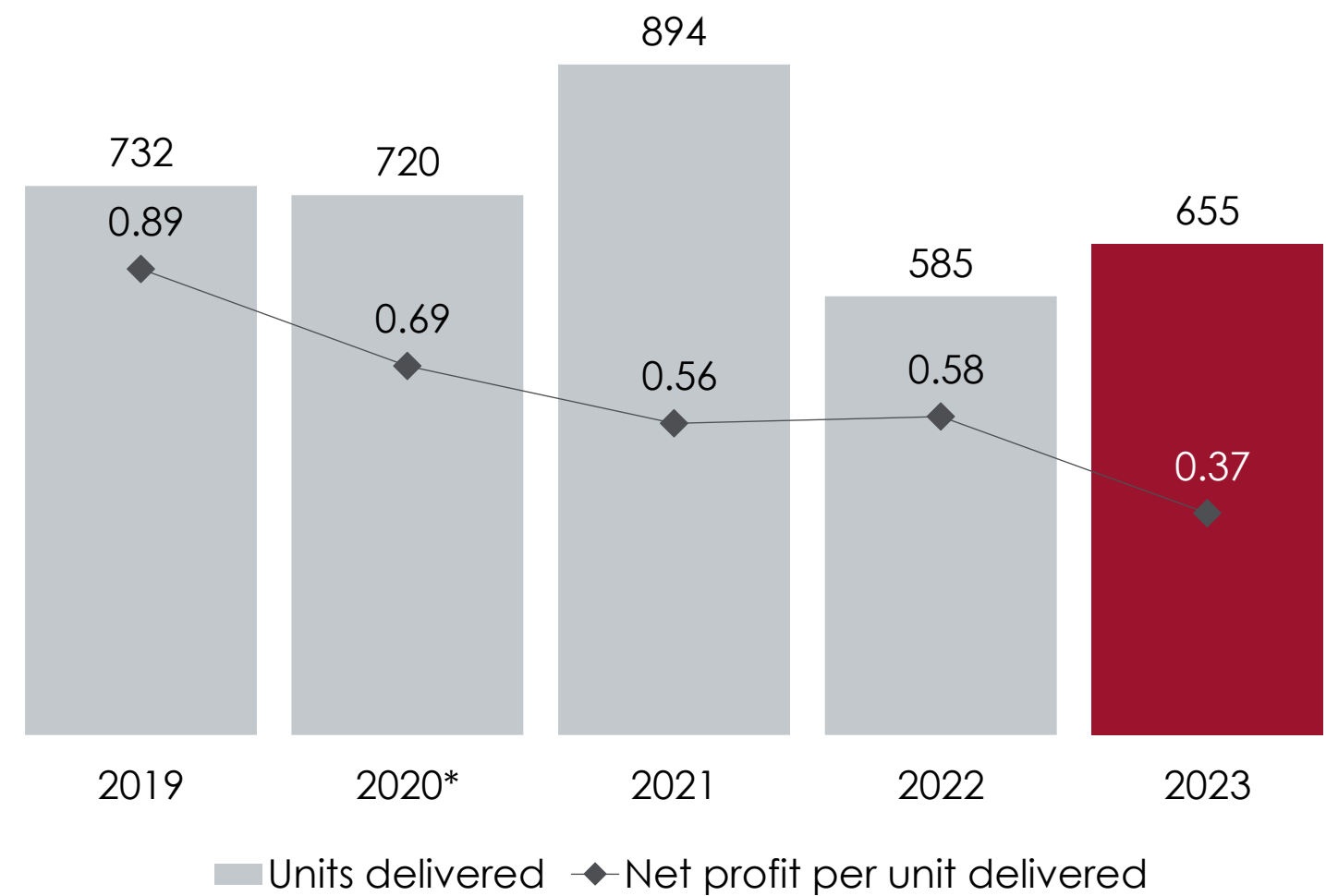
Quarterly net profit per unit delivered

NOK million



Annual net profit per unit delivered*

NOK million



* Excluding other gains of NOK 1 029 million from UP transaction

Income statement IFRS

(figures in NOK million)	Q1 2024	Q1 2023	2023
Total operating revenues	627.7	734.2	3 254.7
Project expenses	(515.9)	(579.9)	(2 677.2)
Other operating expenses	(60.8)	(57.9)	(254.0)
Associated companies and joint ventures	16.9	(8.7)	(13.4)
EBITDA	67.9	87.7	310.1
Depreciation and amortisation	(2.3)	(2.2)	(9.2)
Other gains (loss)	-	-	-
EBIT	65.6	85.5	300.9
Net financial expenses	1.4	0.6	18.6
Profit/(loss) before taxes	67.0	86.0	319.5
Income taxes	(11.1)	(20.8)	(74.8)
Net income	55.9	65.2	244.7

Balance sheet

(figures in NOK million)	Q1 2024	Q1 2023	2023
Intangible assets	383.4	383.4	383.4
Property, plant and equipment	12.6	9.6	9.8
Investments in associated companies and joint ventures	228.6	231.5	230.0
Other non-current assets	589.6	435.1	580.1
Total non-current assets	1 214.2	1 059.5	1 203.2
Inventories (property)	2 967.5	4 161.4	3 199.5
- Land	662.1	725.6	667.3
- Land held for sale			
- Work in progress	1 461.9	3 287.9	1 959.2
- Finished goods	843.5	147.9	573.0
Other current receivables	105.3	115.1	85.2
Cash and cash equivalents	208.4	410.8	266.5
Total current assets	3 281.2	4 687.3	3 551.2
TOTAL ASSETS	4 495.4	5 746.8	4 754.4
Equity attributed to shareholders in Selvaag Bolig ASA*	2 355.0	2 408.1	2 299.1
Non-controlling interests	7.8	7.8	7.8
Total equity	2 362.9	2 415.9	2 307.0
Non-current interest-bearing liabilities	634.0	1 194.2	681.8
Other non-current non interest-bearing liabilities	533.1	439.5	533.3
Total non-current liabilities	1 167.1	1 633.7	1 215.1
Current interest-bearing liabilities	562.7	1 145.0	728.4
Other current non interest-bearing liabilities	402.7	552.2	503.9
Total current liabilities	965.4	1 697.2	1 232.3
TOTAL EQUITY AND LIABILITIES	4 495.4	5 746.8	4 754.4

Cash flow statement

(figures in NOK million)

	Q1 2024	Q1 2023	2023
Net cash flow from operating activities	147.3	39.5	1 196.6
Net cash flow from investment activities	29.2	(62.7)	(45.3)
Net cash flow from financing activities	(234.6)	(178.6)	(1 497.5)
Net change in cash and cash equivalents	(58.2)	(201.8)	(346.1)
Cash and cash equivalents at start of period	266.5	612.7	612.7
Cash and cash equivalents at end of period	208.4	410.8	266.5

Operational highlights – key operating figures

	Q1 23	Q2 23	Q3 23	Q4 23	Q1 24
Antall solgte enheter	116	79	77	88	139
Antall igangsatte enheter	5	83	57	130	123
Antall ferdigstilte enheter	161	162	90	331	236
Antall ferdigstilte ikke solgte enheter	37	43	60	95	126
Antall ferdigstilte solgte ikke overleverte enheter	10	11	10	30	56
Antall overleverte enheter	150	155	74	276	179
Antall enheter under bygging	1 097	1 018	985	784	671
Andel solgte enheter under bygging	69 %	68 %	69 %	62 %	62 %
Salgsverdi av bolig i produksjon (NOK millioner)	5 641	5 458	5 292	4 496	3 948

EBITDA Q1 2024

(figures in NOK million)	Property development	Other	Total
Operating revenues	531.6	15.8	547.4
Project expenses	(438.4)	(1.0)	(439.4)
Other operating expenses	(12.7)	(50.3)	(63.0)
EBITDA (percentage of completion)	80.4	(35.5)	45.0

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

IFRS EBITDA for the quarter, per segment

Operating revenues	611.9	15.8	627.7
Project expenses	(514.9)	(1.0)	(515.9)
Other operating expenses	(12.7)	(48.1)	(60.8)
Share of income (losses) from associated companies and joint ventures	16.9	-	16.9
EBITDA	101.2	(33.3)	67.9
Units in production	671	N/A	N/A
Units delivered	179	N/A	N/A

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

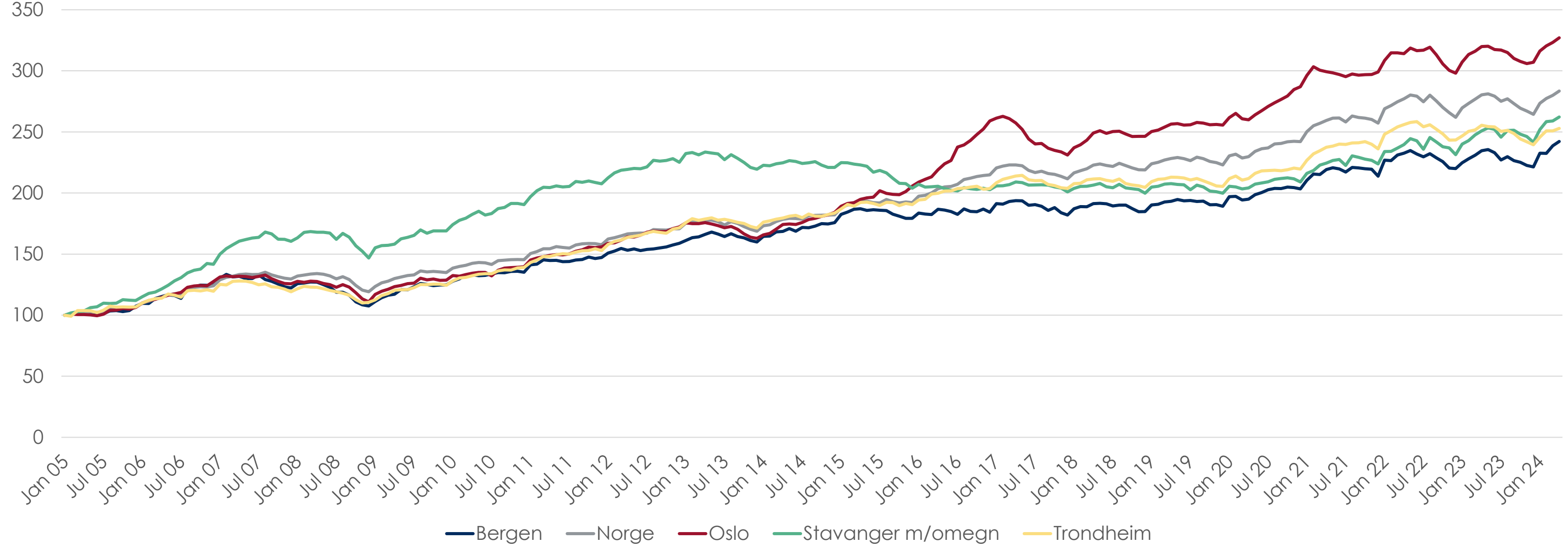
Norwegian housing market

- Low risk for housebuilders
 - Advance sales: banks require that 50-70% of homes are sold before construction starts
 - Binding offers: offer to purchase is a binding sales contract, and requires cash deposit
- High level of home ownership
 - 82% (one of the world's highest)
- Economic benefits for home owners
 - 22% of mortgage loan interest payments are tax-deductible
 - Transfer stamp duty for new houses is significantly lower than for secondhand homes
- Strong population growth
 - Norway's urban areas are among the fastest-growing in Europe
 - Good market for new homes

Source: Selvaag Bolig and Eurostat.

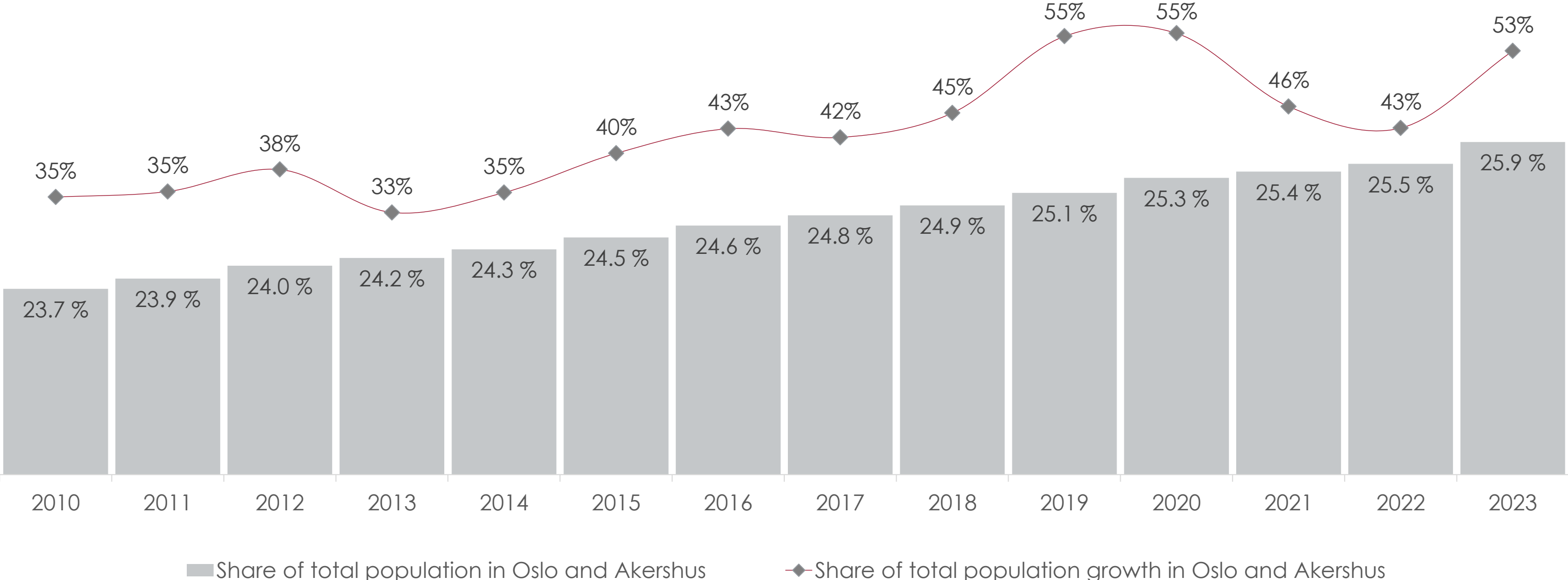
Price development Norway and selected regions (2005-24)

Price development (rebased 1.1.2005)



Source: Eiendomsverdi.
* Stavanger area includes: Randaberg, Sandnes, Sola, Stavanger.

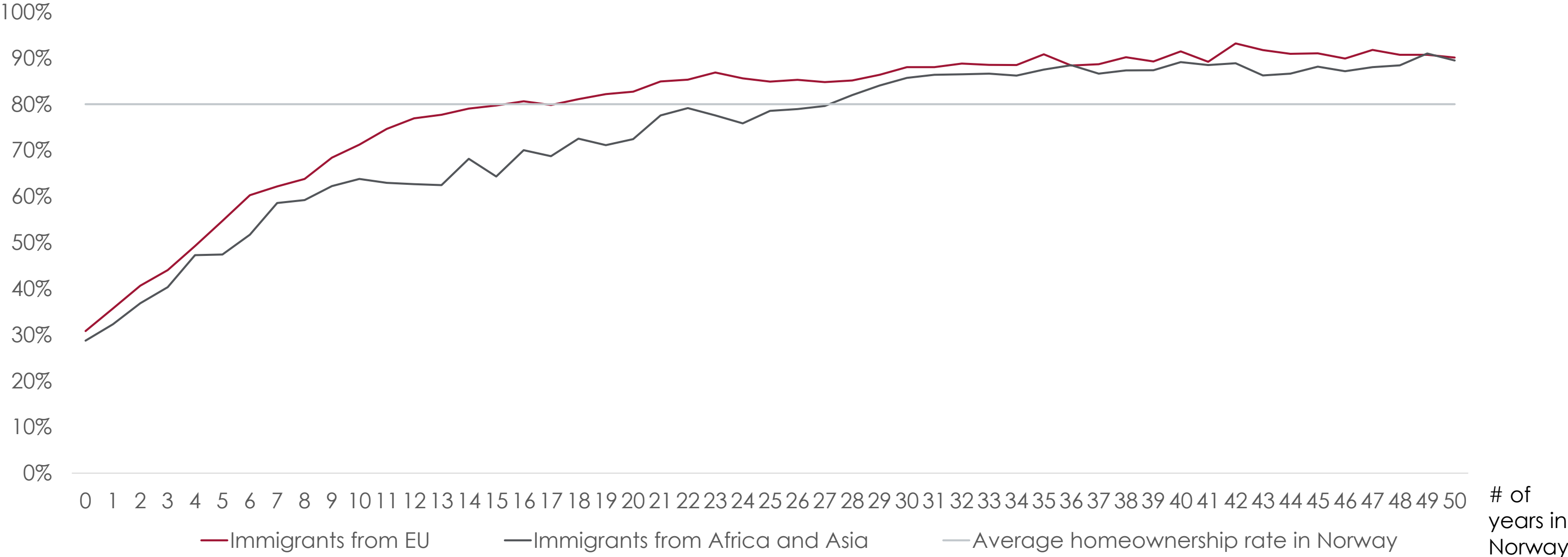
Population growth in Oslo and Akershus remains high



Source: Statistics Norway, per Q4 2023

Immigration increases demand over time

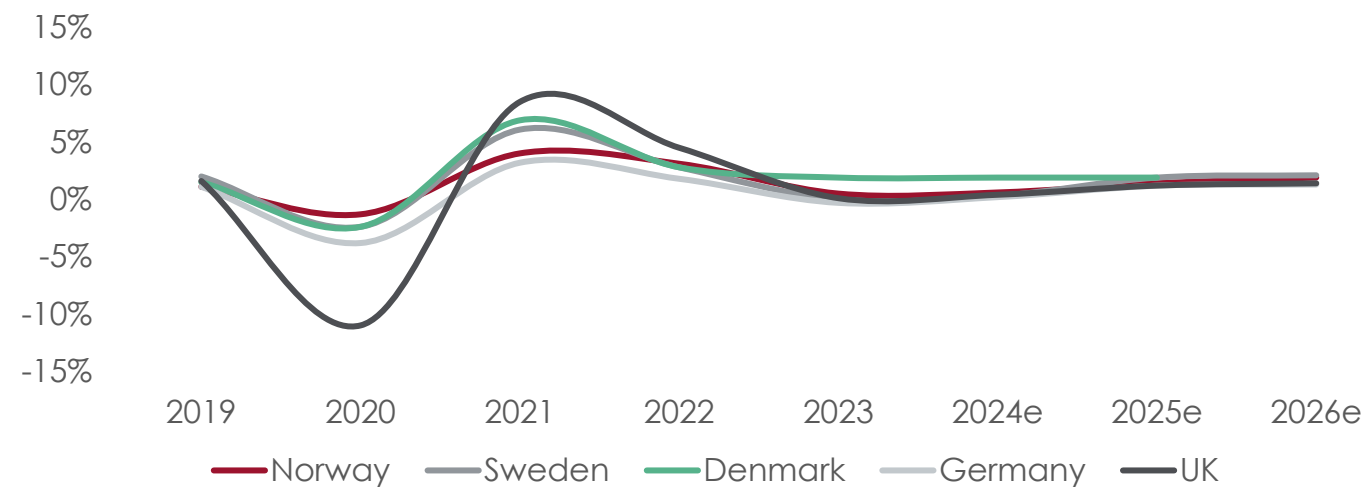
Homeownership rate among immigrants in Norway (per year living in Norway)



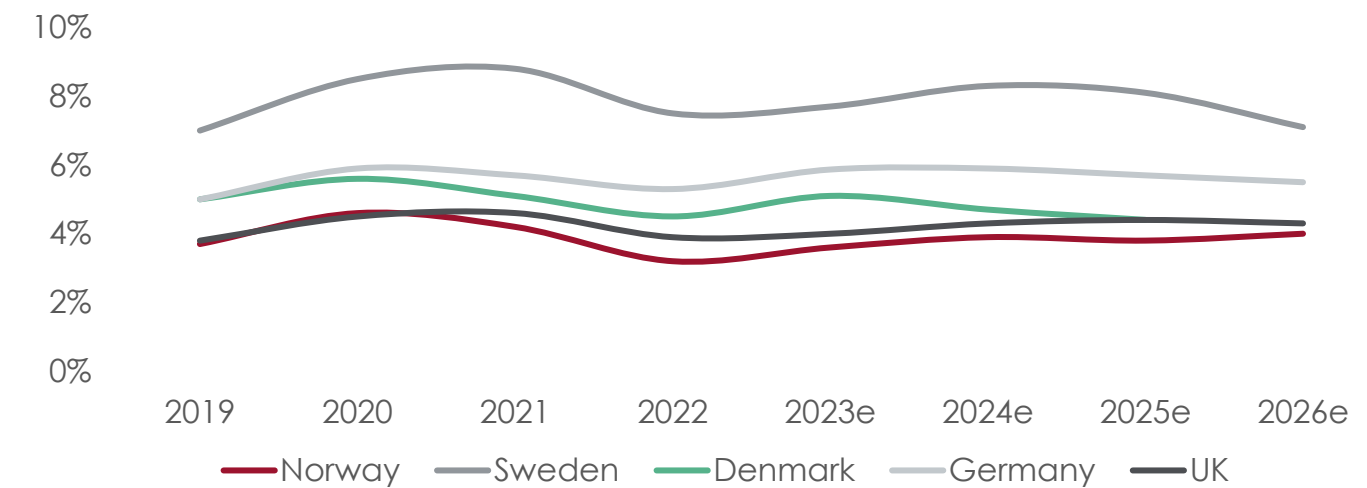
Source: Statistics Norway.

Norway – relatively limited volatility

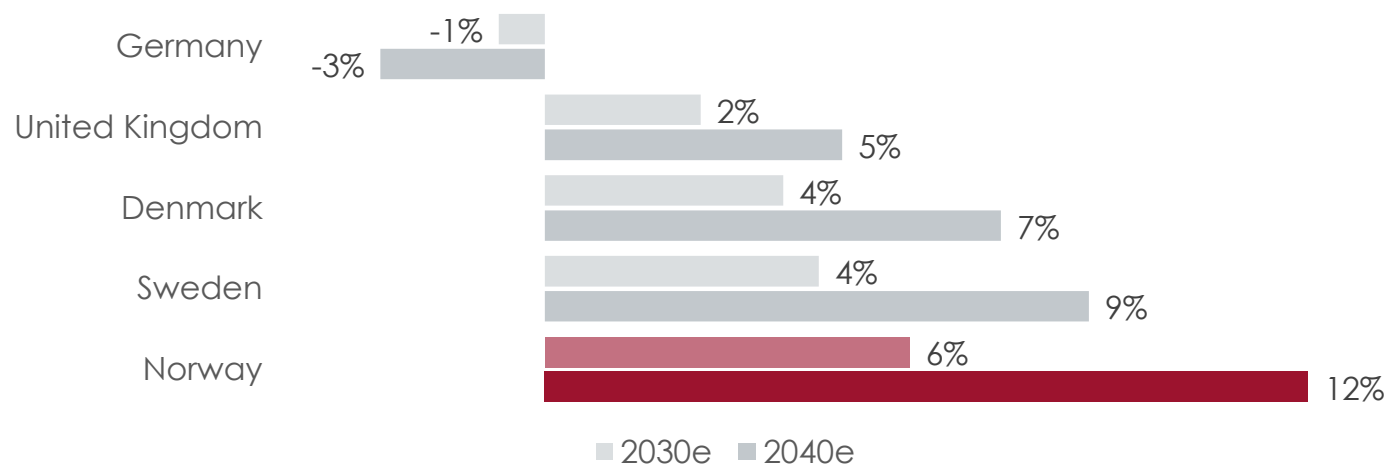
GDP growth 2019 - 2026e



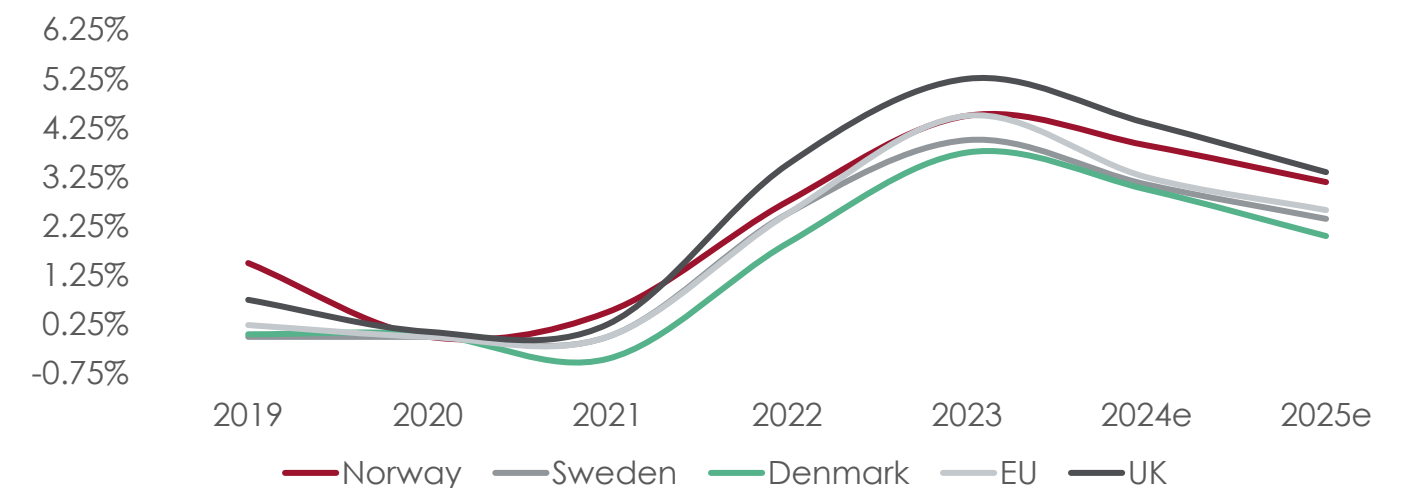
Unemployment 2019 - 2026e



Population growth 2022 - 2030e and 2040e



Interest rates* 2019 - 2025e

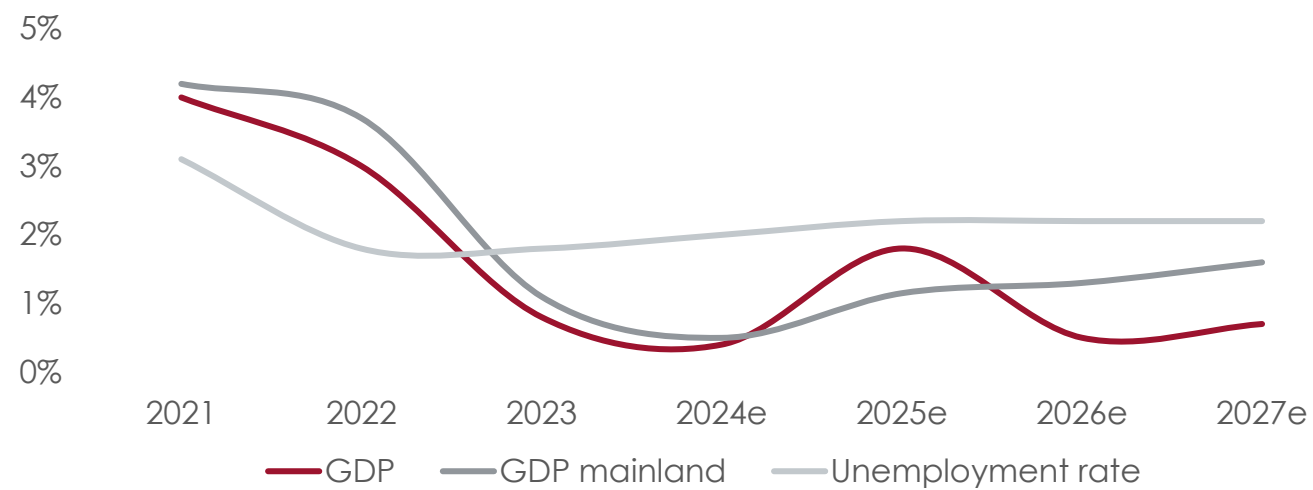


Source: Bloomberg, IMF, UN

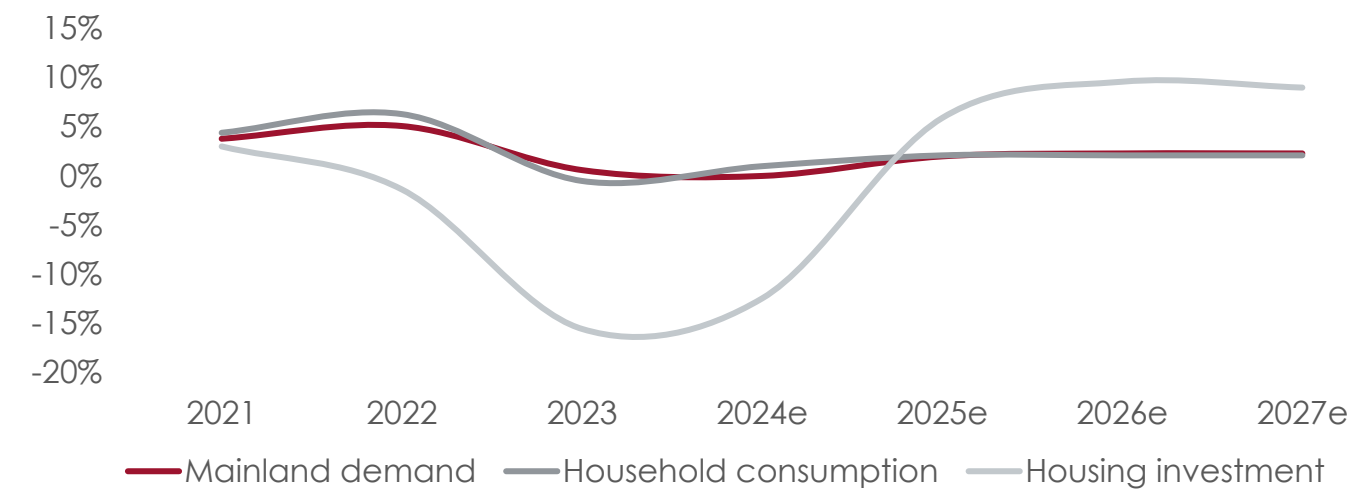
*Central bank policy rates

Healthy macroeconomics

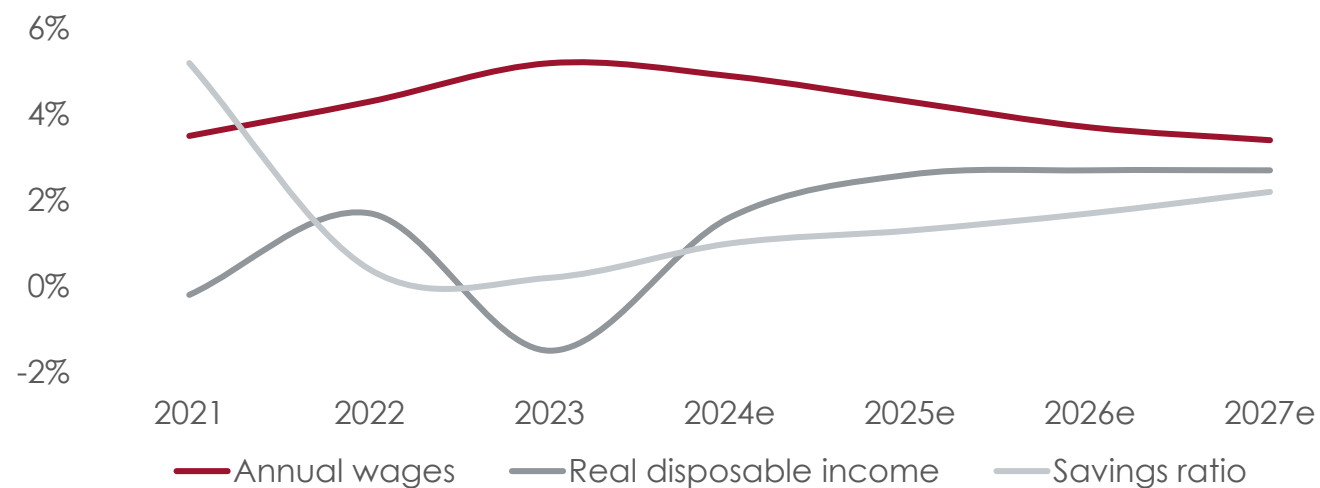
Real economy 2021 - 2027e



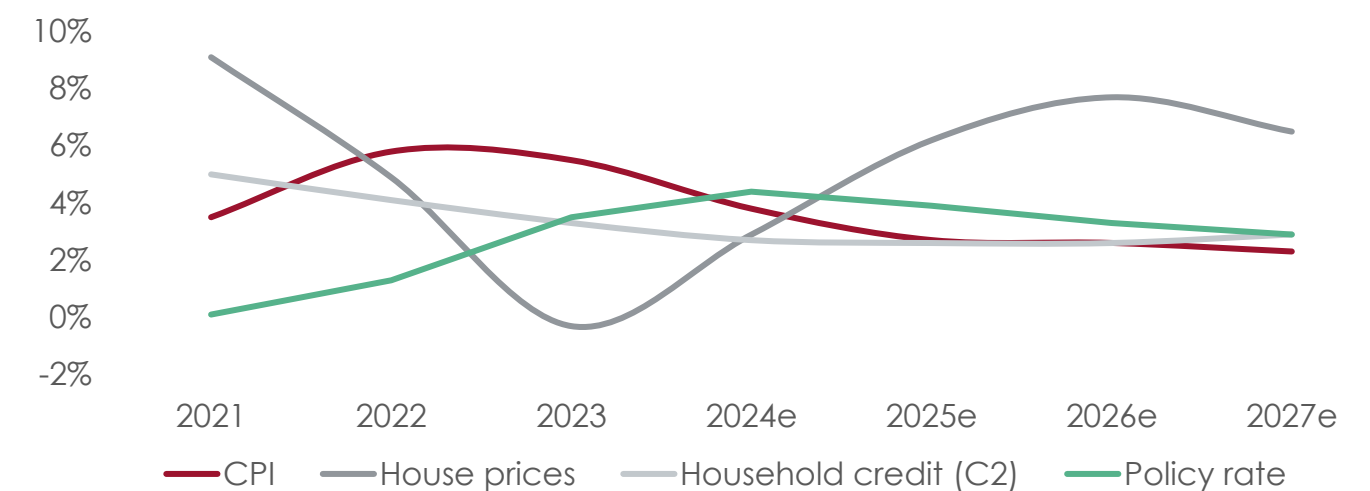
Demand 2021 - 2027e



Wages & disposable income 2021 - 2027e



Prices & interest rates 2021 - 2027e



Source: Monetary Policy Report 4 | 23, Central Bank of Norway.

SELVAAG BOLIG