

SELVAAG BOLIG

Q2 2024

Oslo, 8 August 2024

Sverre Molvik, CEO

Christopher Brunvoll, CFO

Agenda

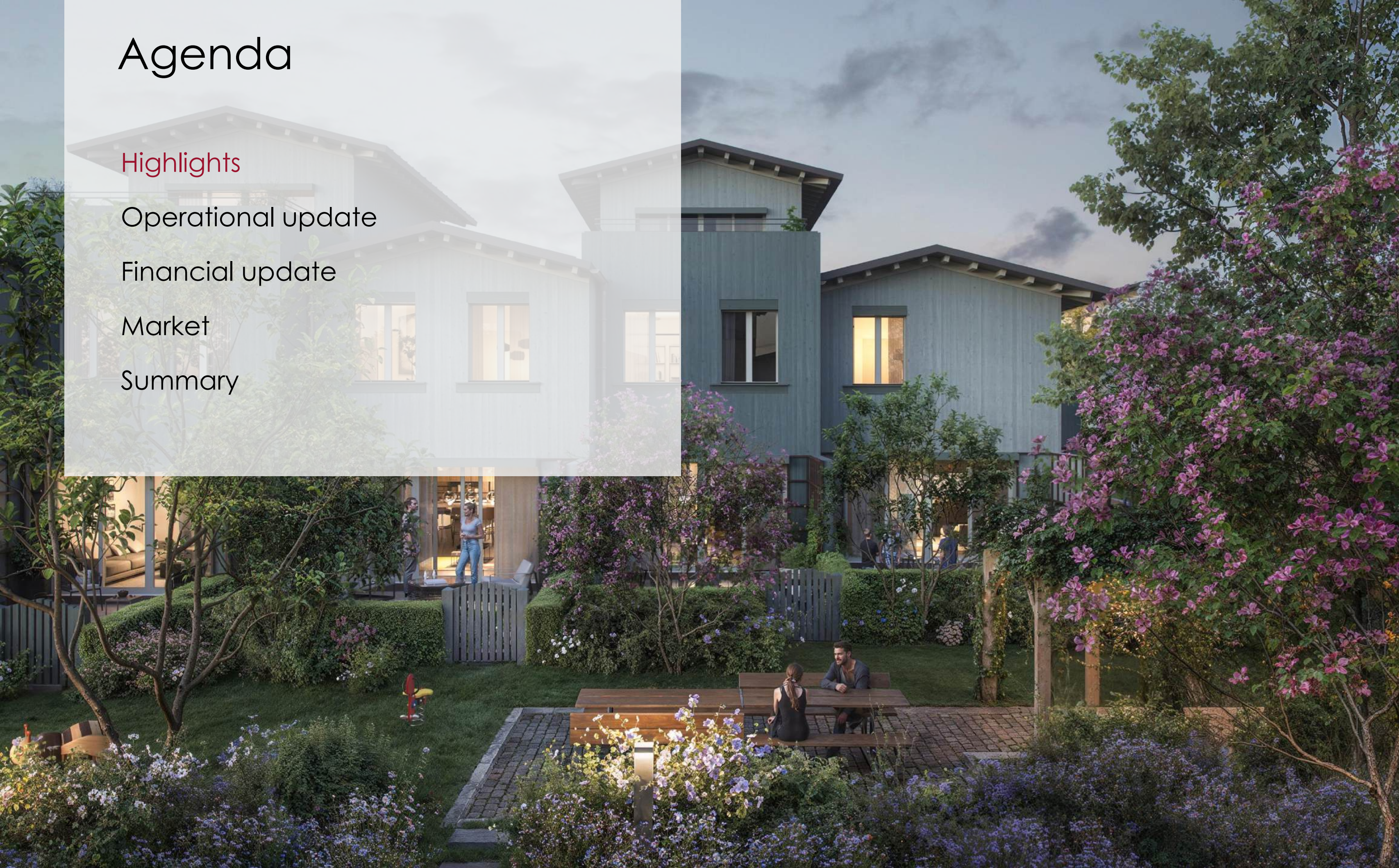
Highlights

Operational update

Financial update

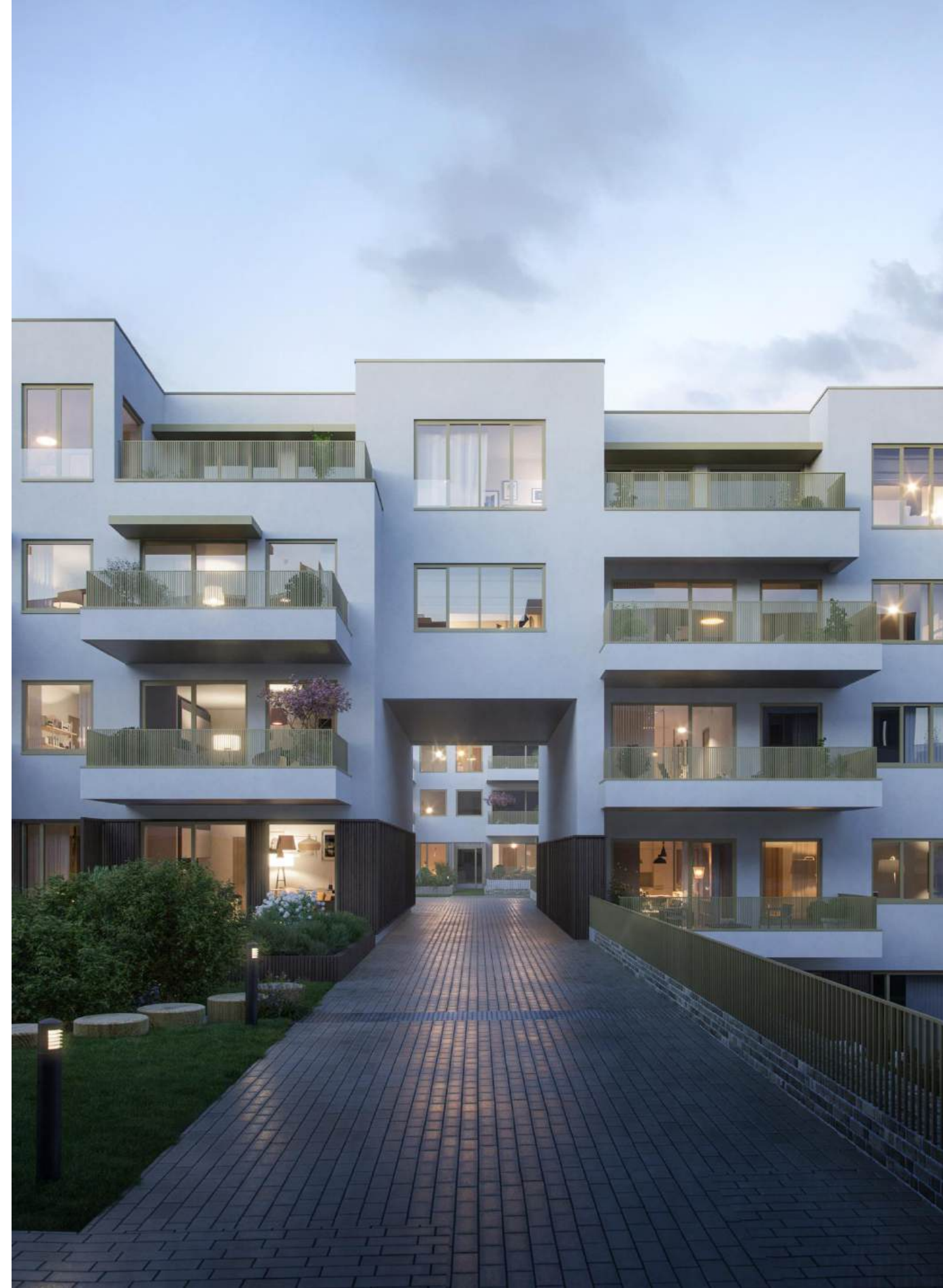
Market

Summary



Highlights

- Highest quarterly sales value ever
- Very strong second-hand market and inventories at normal/low levels
- Solid results at NOK 0.85 per share, considering challenging market conditions
- Construction cost level allows for more sales starts moving forward
- Dividend decision postponed, due to continued market uncertainty



Key financials Q2 and H1 2024

Q2 2024

620

Operating revenues
NOK million

19.9

Adjusted EBITDA* margin
Per cent

First half 2024

1 248

Operating revenues
NOK million

18.4

Adjusted EBITDA* margin
Per cent

603

Operating revenues (NGAAP)
NOK million

8.0

EBITDA** margin (NGAAP)
Per cent

1 150

Operating revenues (NGAAP)
NOK million

8.1

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.

Agenda

Highlights

Operational update

Financial update

Market

Summary



Operational news

Construction costs

- Construction costs stabilized, allowing for more sales starts moving forward
 - Several new contracts signed
 - Several contracts under negotiation

Sales

- All-time high quarterly sales value in Q2 and solid momentum entering Q3
- ~425 units for sale on 1 August
- Planning for more sales starts to capitalize on favorable market conditions

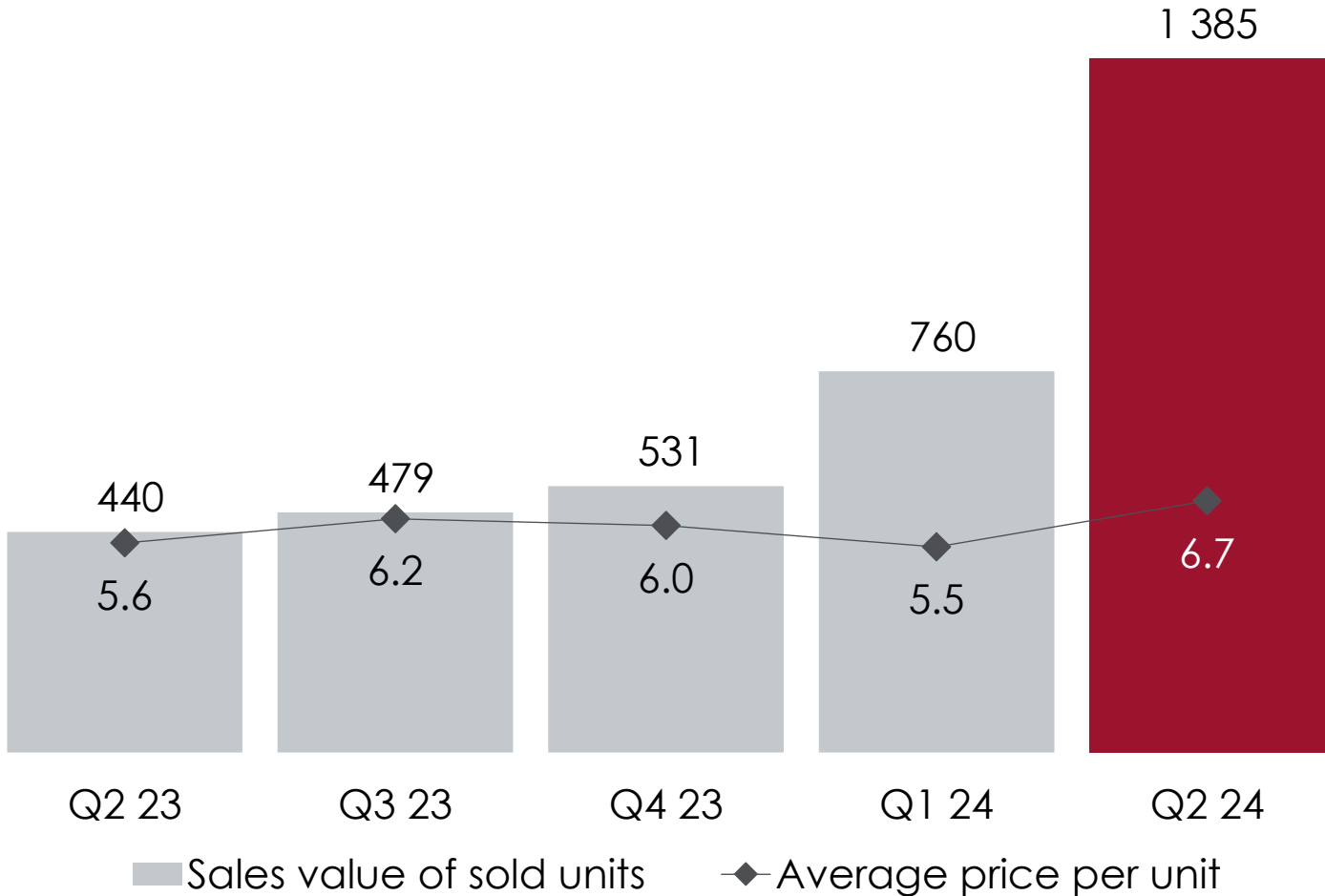
Land bank

- Expansion of existing projects
 - Acquired land for ~50 units at Bjerke (Oslo)
 - Acquired land for ~70 units in Sandsli (Bergen) - transaction completed in Q3
- Sold land at Hamang (Bærum)
- Sold remaining land bank at Ringve Pluss (Trondheim) - transaction completed in Q3

Sales value and units sold

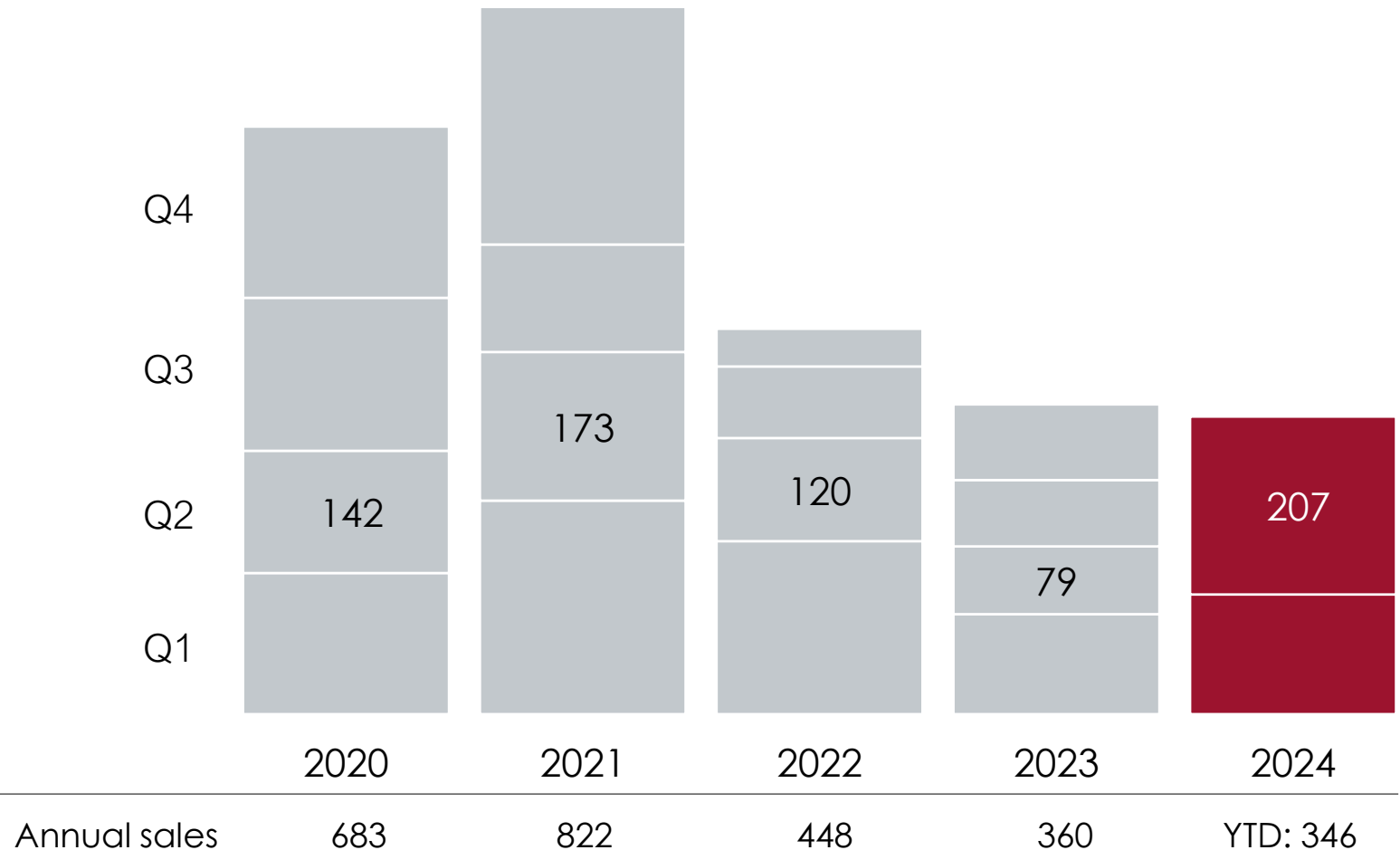
Sales value

NOK million



Number of units sold per quarter

Units



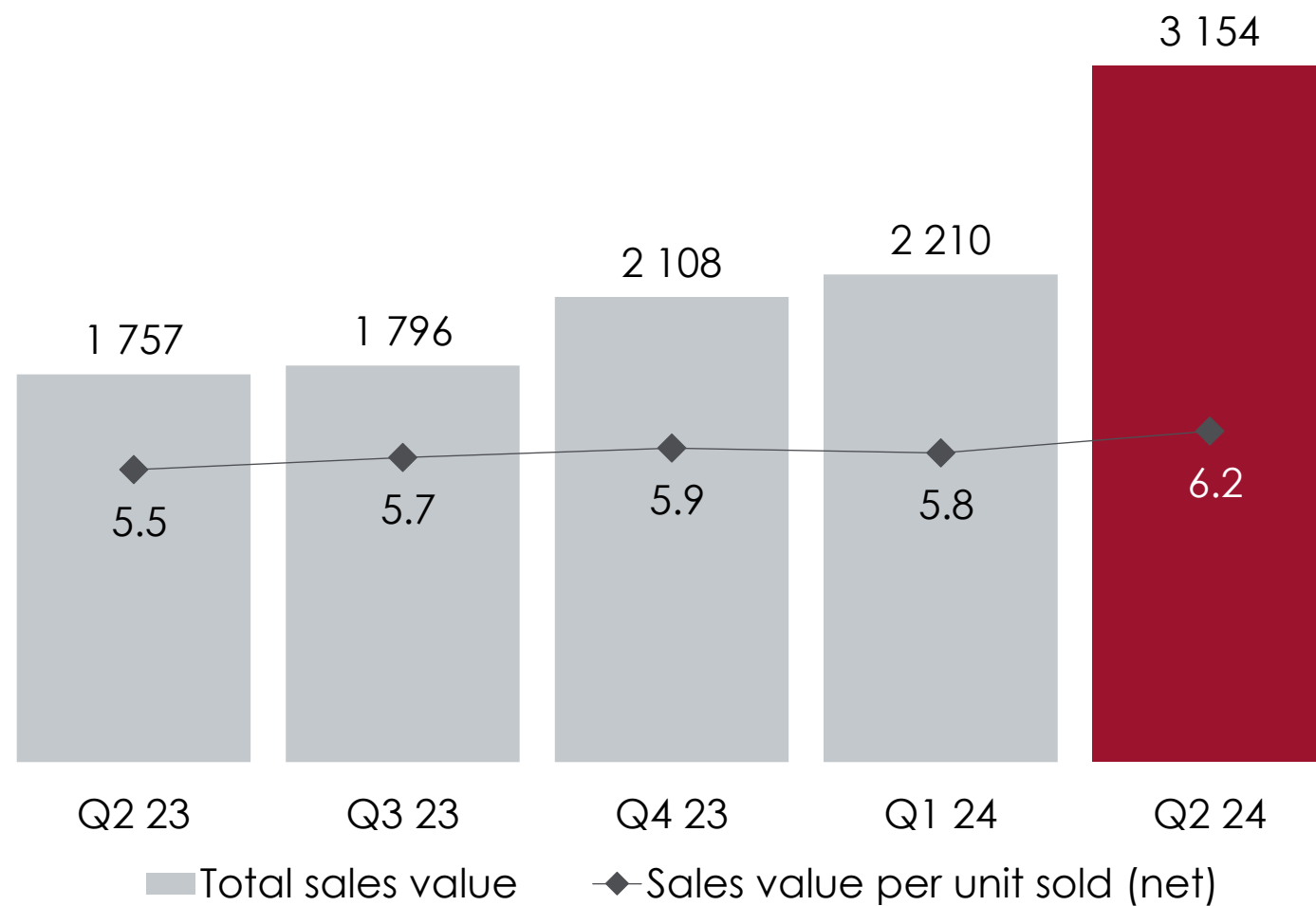
Note: Sales value is adjusted for Selvaag Bolig's share in joint ventures.

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

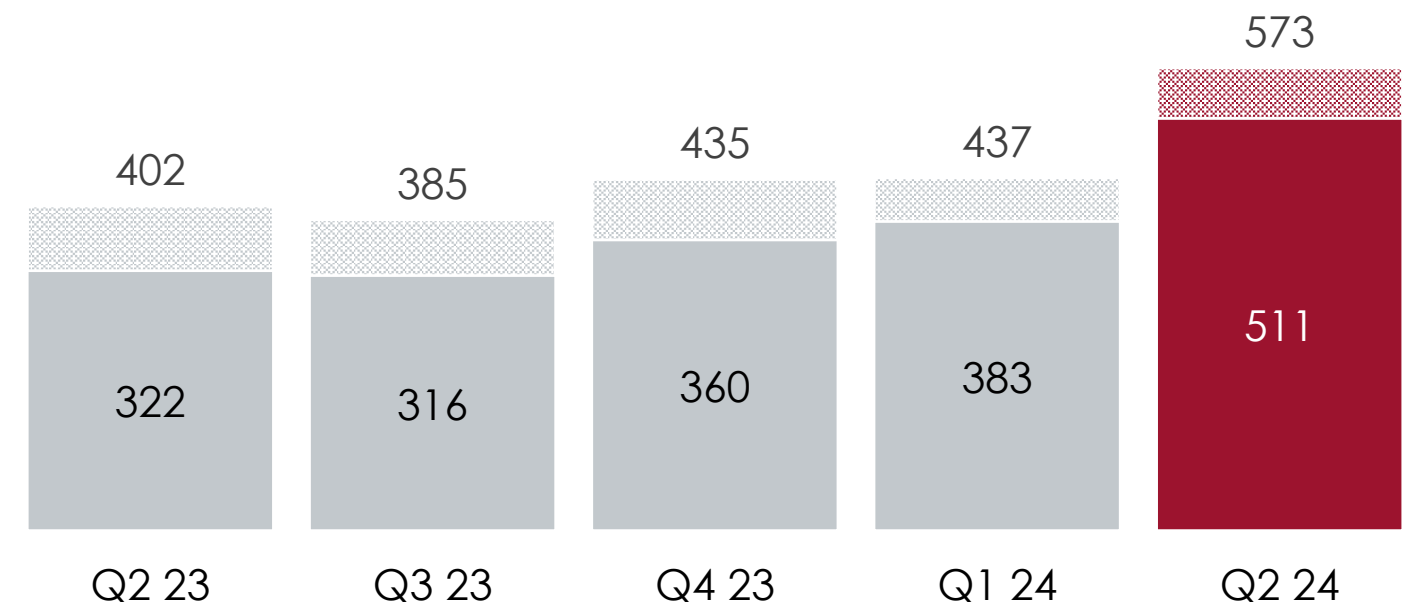
Sales value 12-month rolling

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.

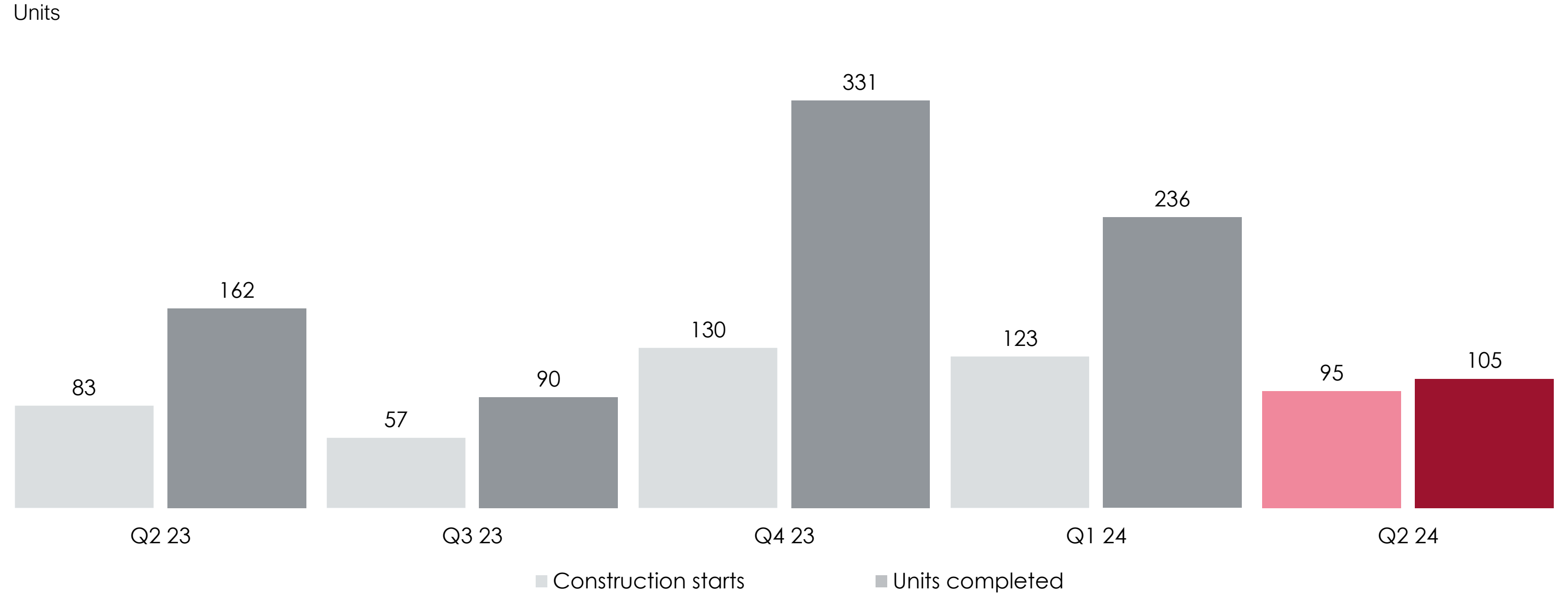
**Columns excluding dotted areas show Selvaag Bolig's net sales.

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

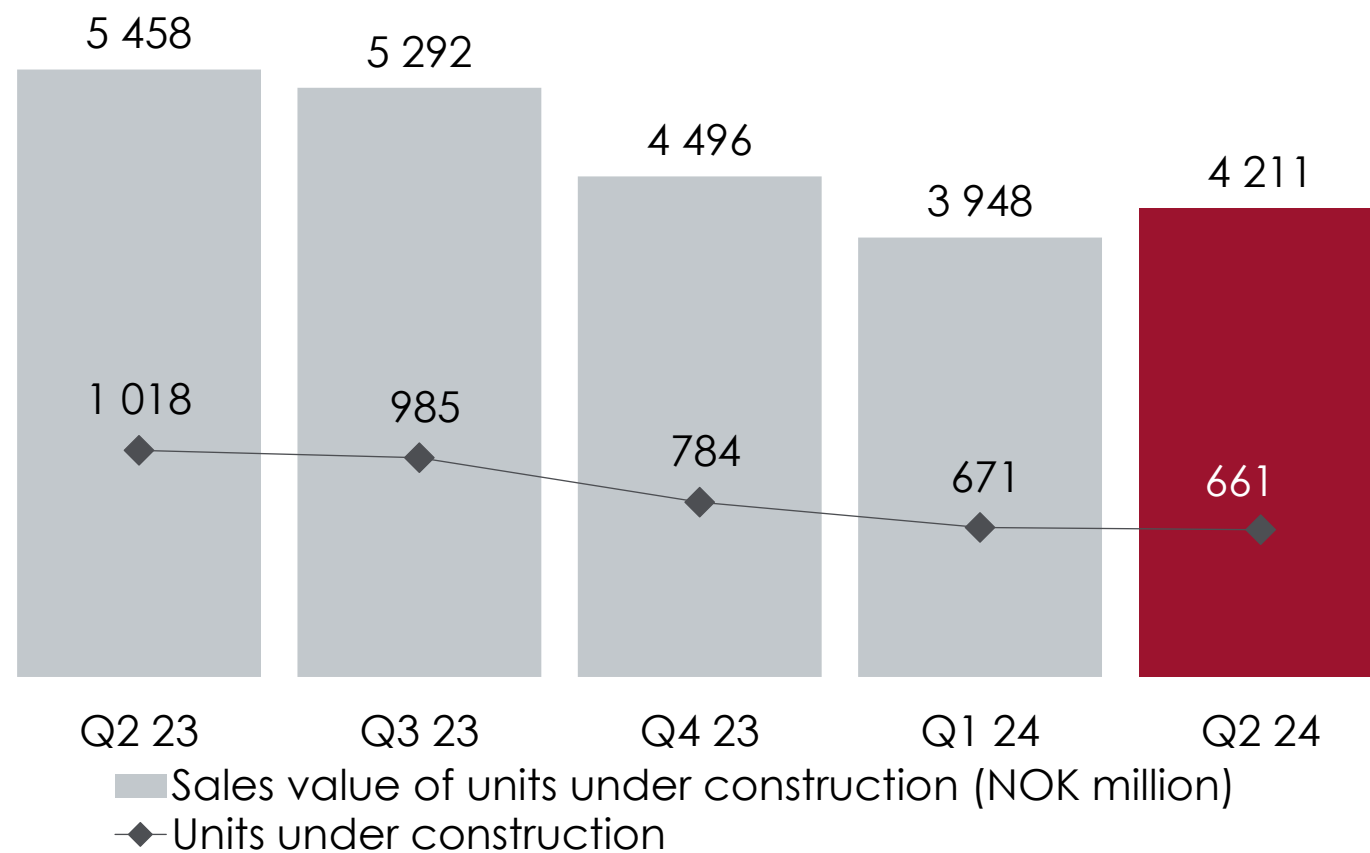


Note: Number of units are adjusted for Selvaag Bolig's share in joint ventures.

Units under construction and completions

Sales value units under construction

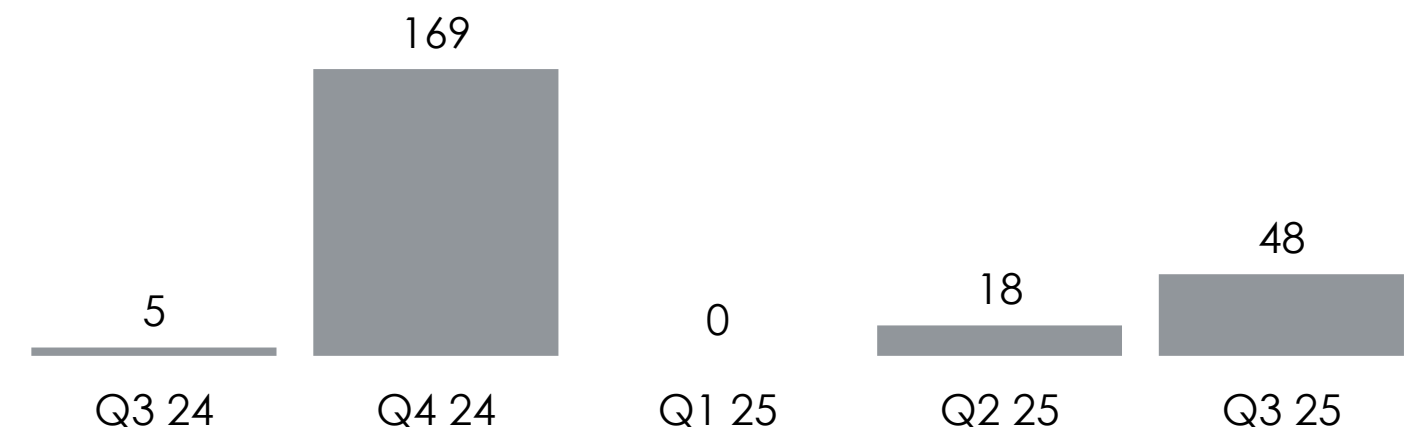
NOK million



- 66% of units under construction sold by Q2 2024
- 83% of construction volume in Greater Oslo Area* in Q2 2024

Expected completions** per quarter

Units



- 80% of 2024 completions sold by Q2 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

Agenda

Highlights

Operational update

Financial update

Market

Summary

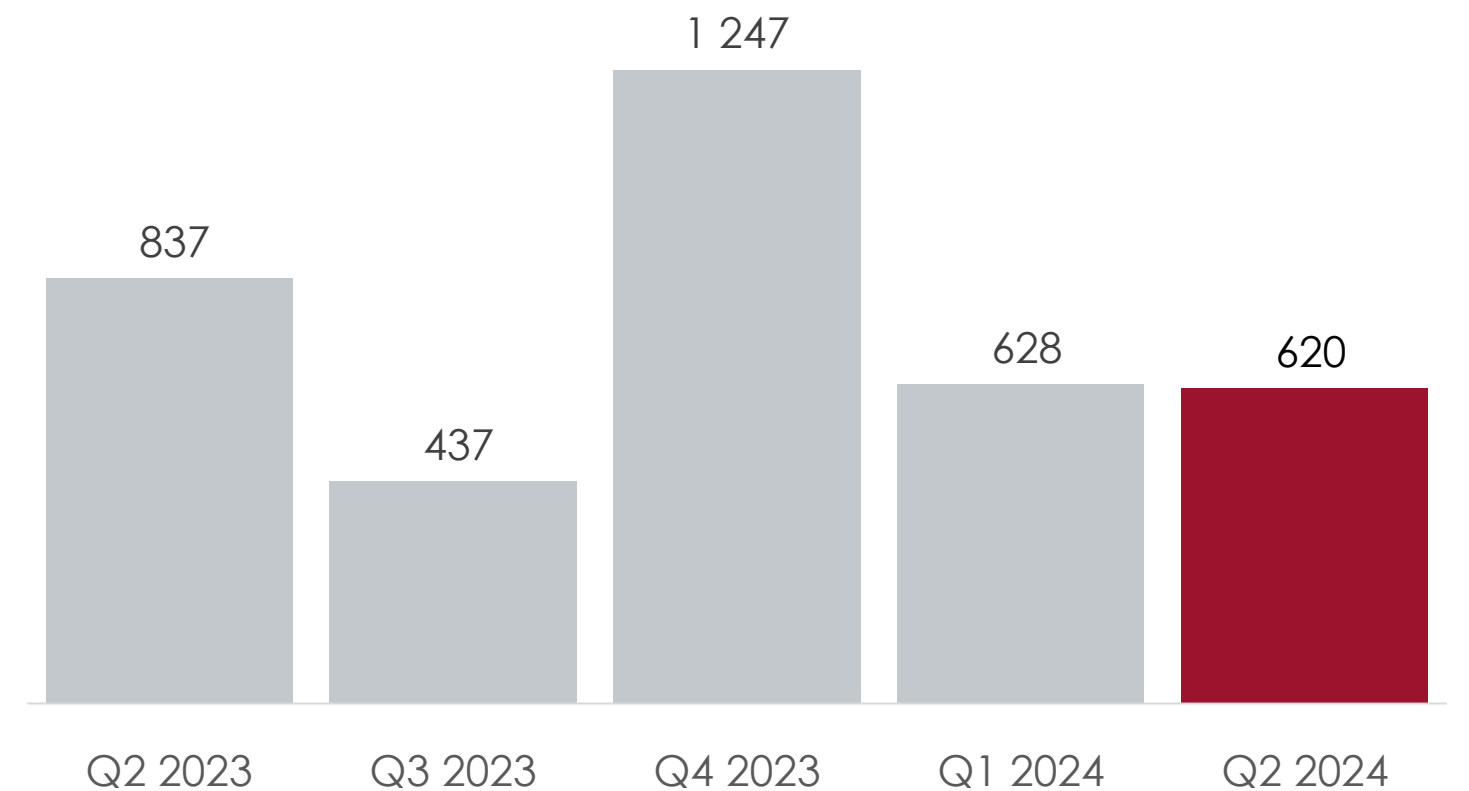


Income statement highlights Q2 2024 (IFRS)

- 127 units delivered (155)
 - 58 units from share of JVs (1)
- Revenues NOK 620m (837)
 - One-off property sales of NOK 230m (63)
 - Other revenues NOK 20m (17)
- Project costs NOK 490m (709)
 - Of which NOK 25m is financial expenses (29)
- Other costs NOK 61m (57)
- Adjusted EBITDA** NOK 124m (95)
- EBITDA* NOK 99m (66)
- EPS in the quarter NOK 0.85 (0.55)

Operating revenues (IFRS)

NOK million



Adjusted EBITDA margin	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024
	11%	10%	16%	17%	20%

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

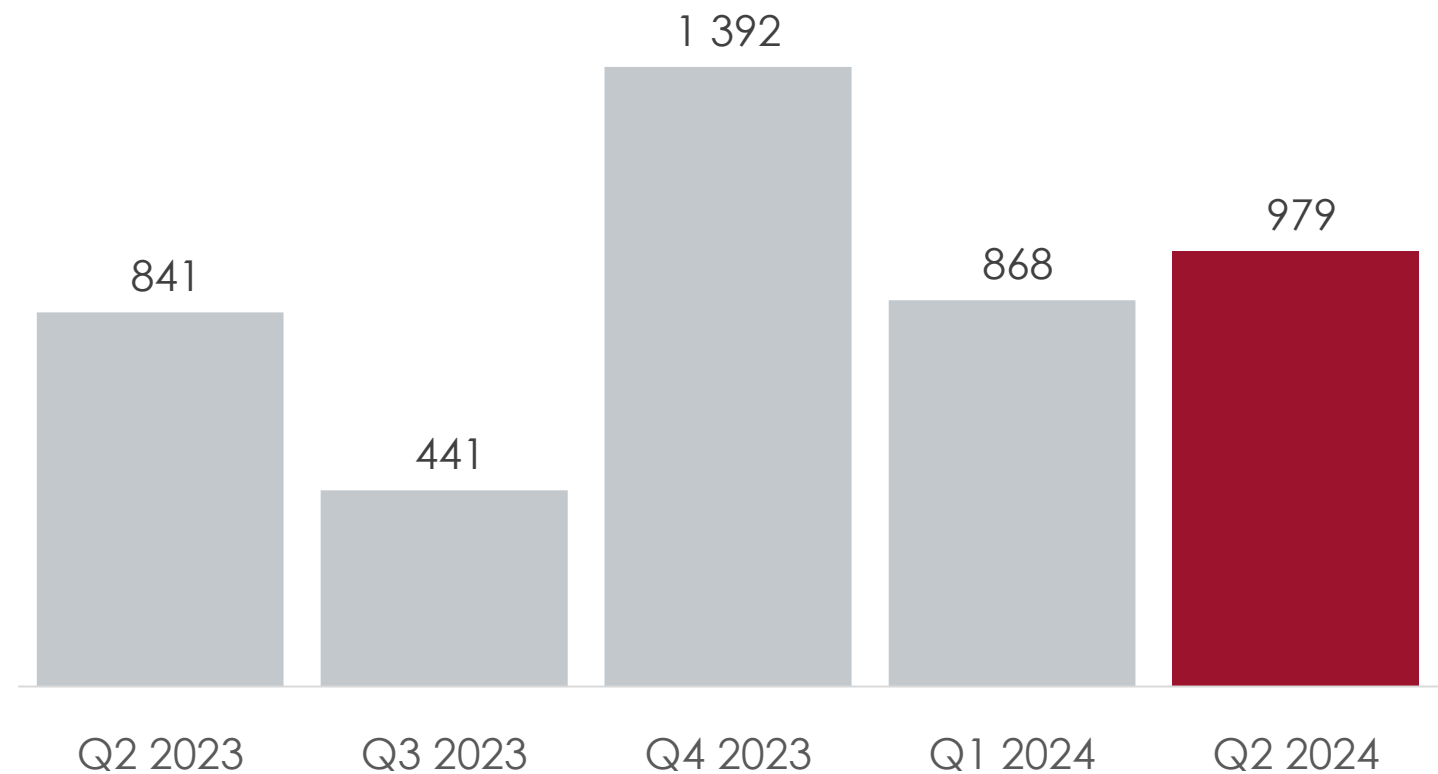
** EBITDA adjusted is excluding financial expenses included in project costs. The difference compared to reported EBITDA is due to interest, taxes, depreciation and amortization in JVs.

Q2 2024 proforma figures including proportionate share of JV

- 127 units delivered (155)
- Revenues NOK 979m (841)
 - One-off property sales of NOK 230m (63)
 - Other revenues NOK 22m (19)
- Project costs NOK 797m (710)
 - Of which NOK 57m is financial expenses (29)
- Other costs NOK 73m (65)
- Adjusted EBITDA** NOK 170m (99)
- EBITDA* NOK 112m (69)
- EPS in the quarter NOK 0.85 (0.55)

Operating revenues (IFRS)

NOK million



Adjusted EBITDA margin

12%

11%

16%

15%

17%

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

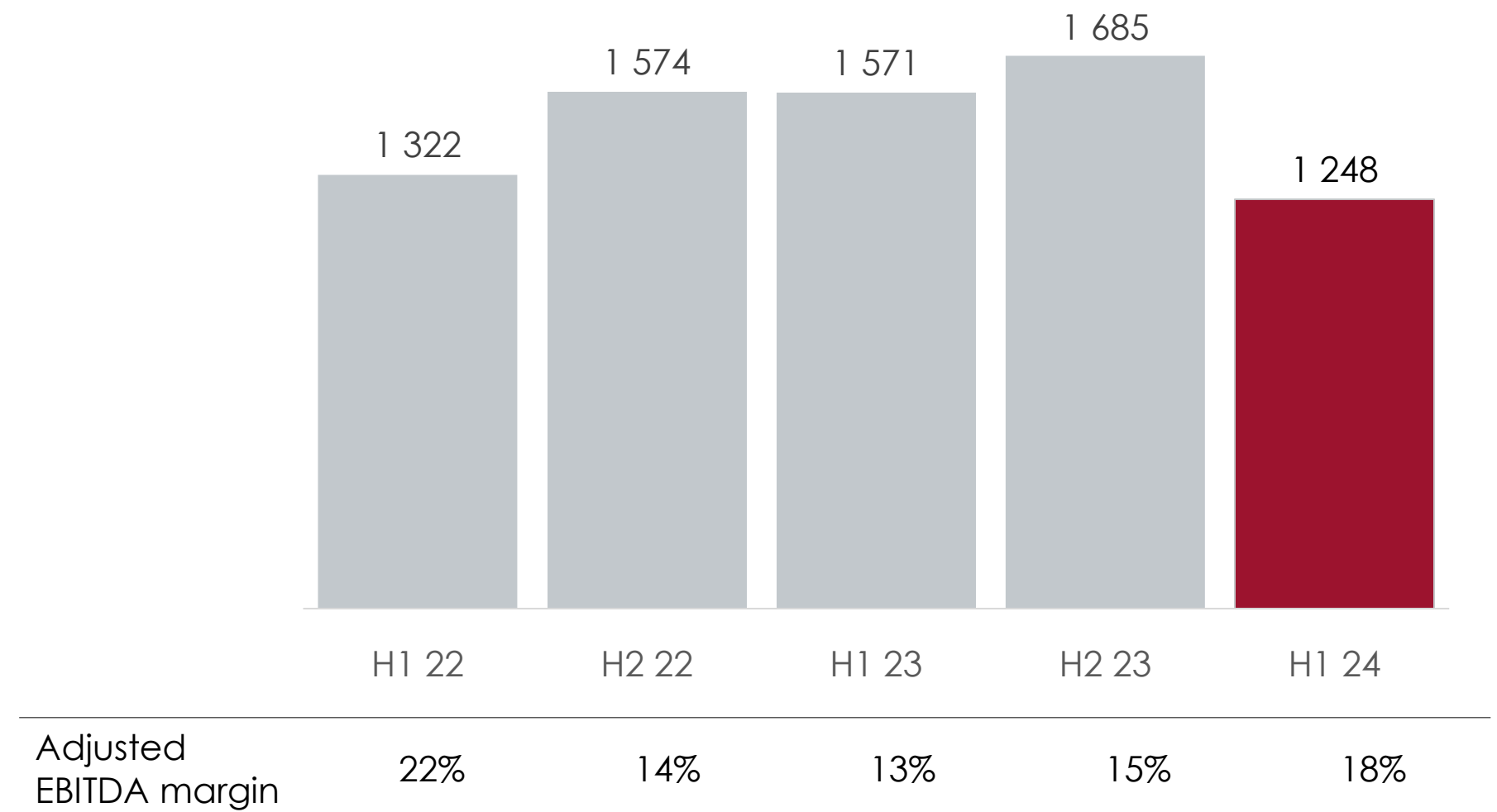
** EBITDA adjusted is excluding financial expenses included in project costs. The difference compared to reported EBITDA is due to interest, taxes, depreciation and amortization in JVs.

Income statement highlights H1 2024 (IFRS)

- 306 units delivered (305)
 - 110 units from share of JVs (14)
- Revenues NOK 1 248m (1 571m)
 - One-off property sales of NOK 234m (63)
 - Other revenues NOK 37m (34)
- Adjusted EBITDA* NOK 230m (205)
- EBITDA* NOK 167m (154)
- EPS in H1 NOK 1.45 (1.25)

Operating revenues (IFRS)

NOK million



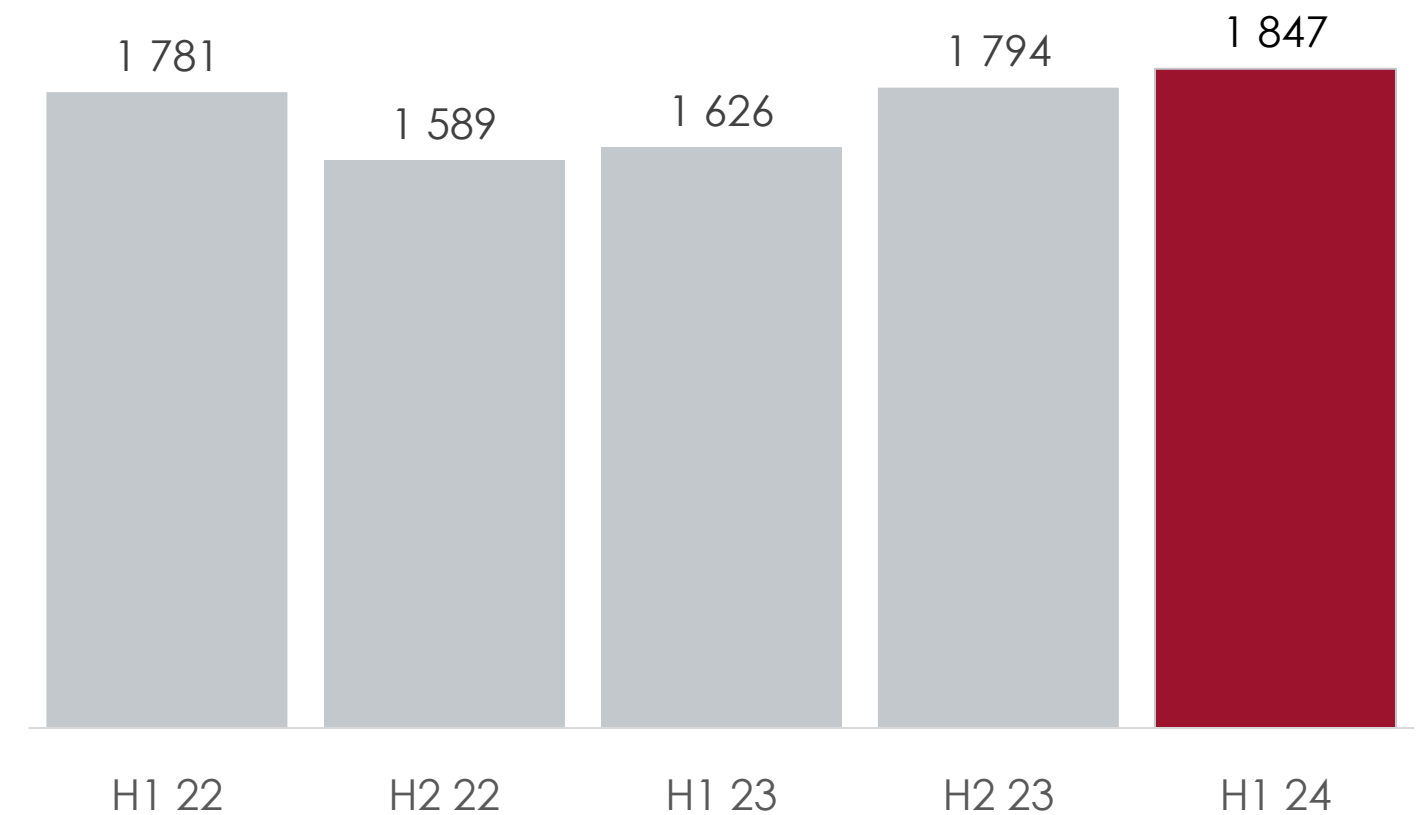
* EBITDA is profit before interest, taxes, depreciation and amortization. EBITDA adjusted is excluding financial expenses included in project costs.

H1 2024 proforma figures including proportionate share of JV

- 306 units delivered (305)
- Revenues NOK 1 847m (1 626)
 - One-off property sales of NOK 234m (63)
 - Other revenues NOK 41m (38)
- Adjusted EBITDA** NOK 305m (210)
- EBITDA* NOK 191m (157)
- EPS in H1 NOK 1.45 (1.25)

Operating revenues (IFRS)

NOK million



	H1 22	H2 22	H1 23	H2 23	H1 24
Adjusted EBITDA margin	19%	14%	13%	15%	17%

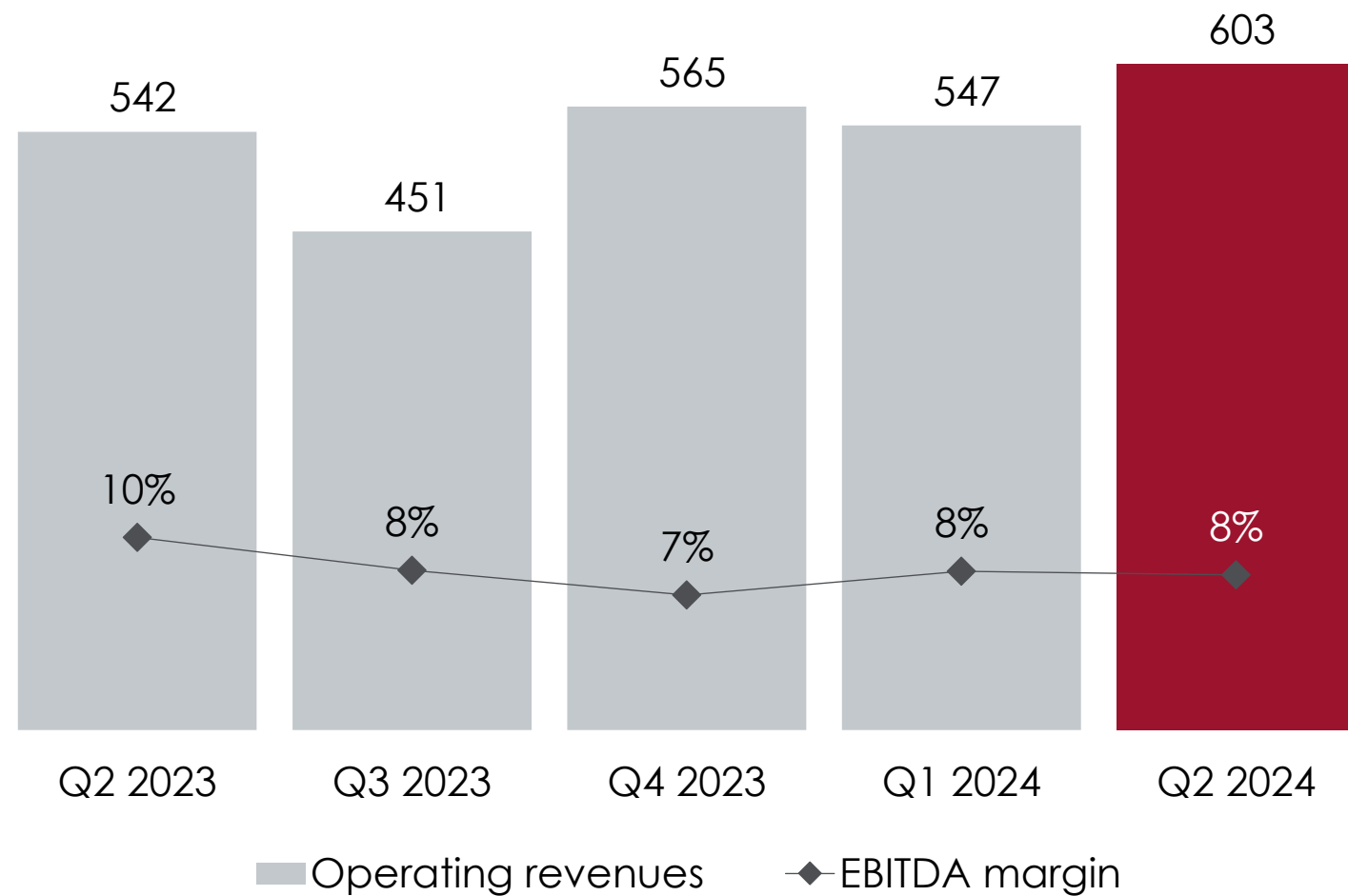
* EBITDA is profit before interest, taxes, depreciation and amortization.

** 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.

Income statement highlights Q2 2024 (NGAAP)

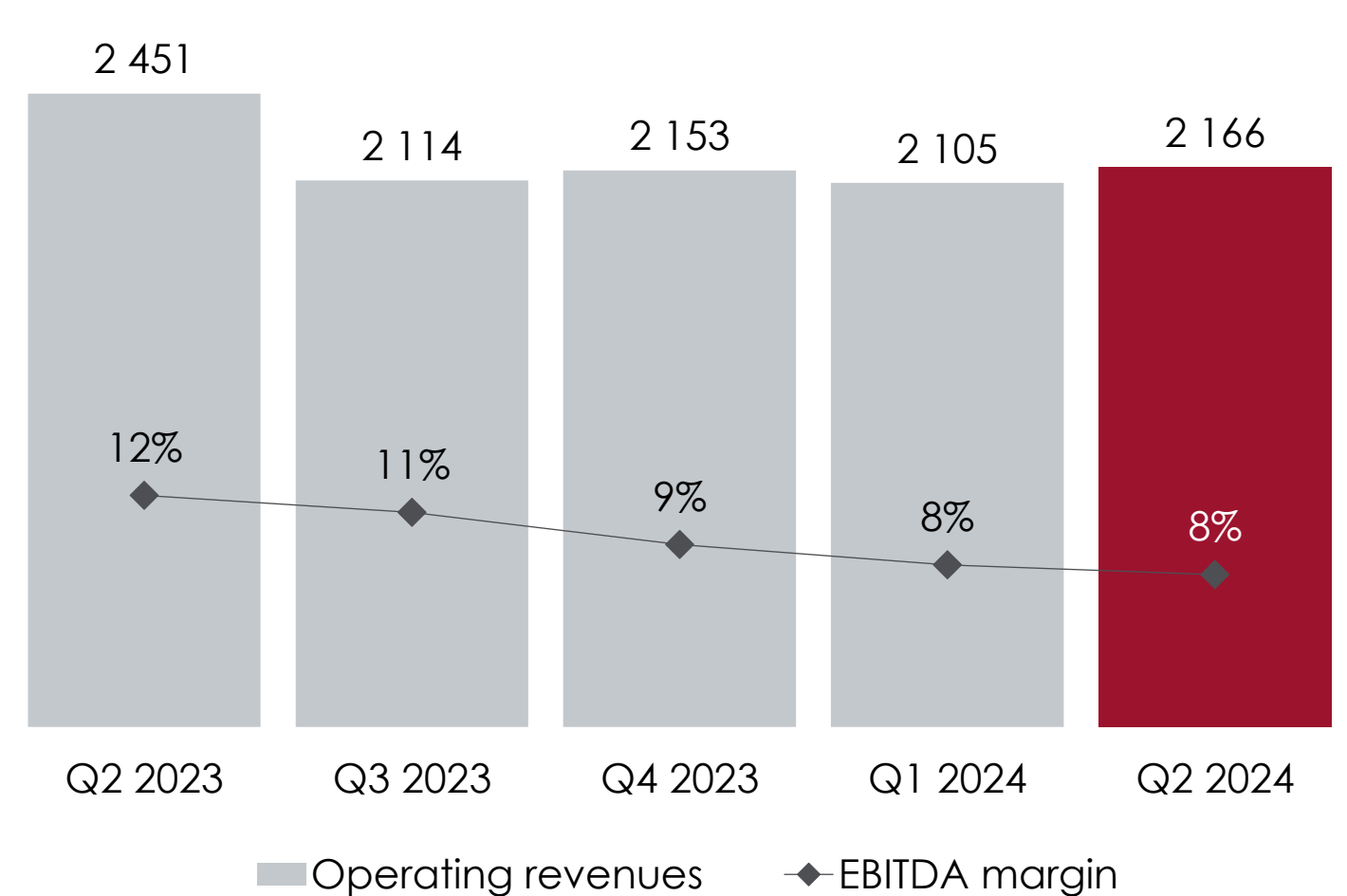
Revenues and EBITDA margin (NGAAP)*

NOK million



12 month-rolling revenues (NGAAP)*

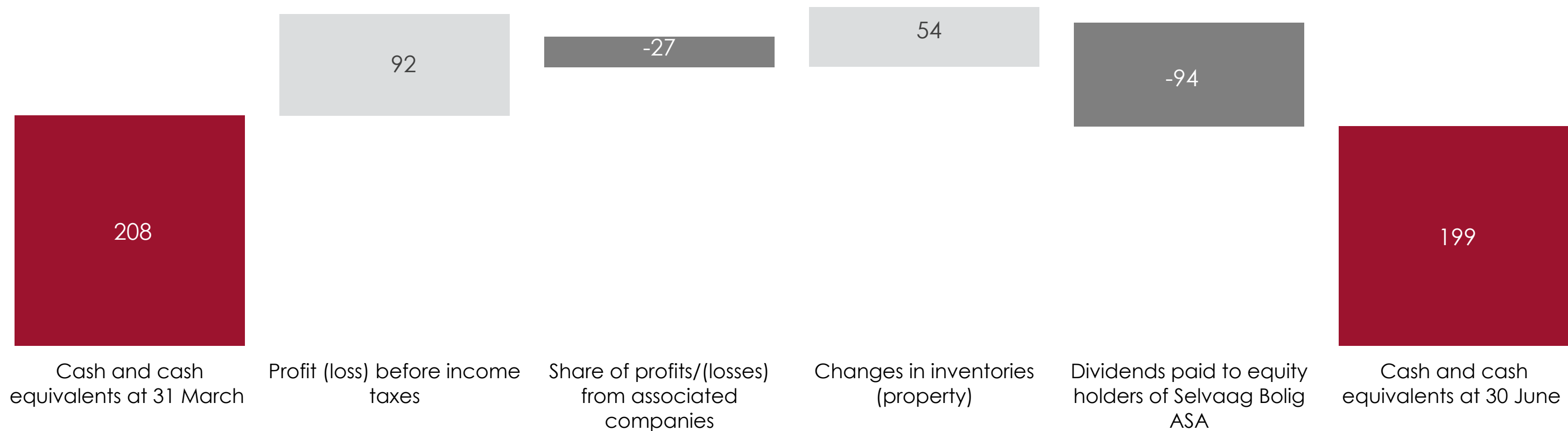
NOK million



* 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 Q2 2024

NOK million



- Cash flow from operations positive at NOK 87m driven by reduced inventories
- Cash flow from investing activities negative at NOK 3m
- Cash flow from financing activities negative at NOK 94m mainly due to dividend payments

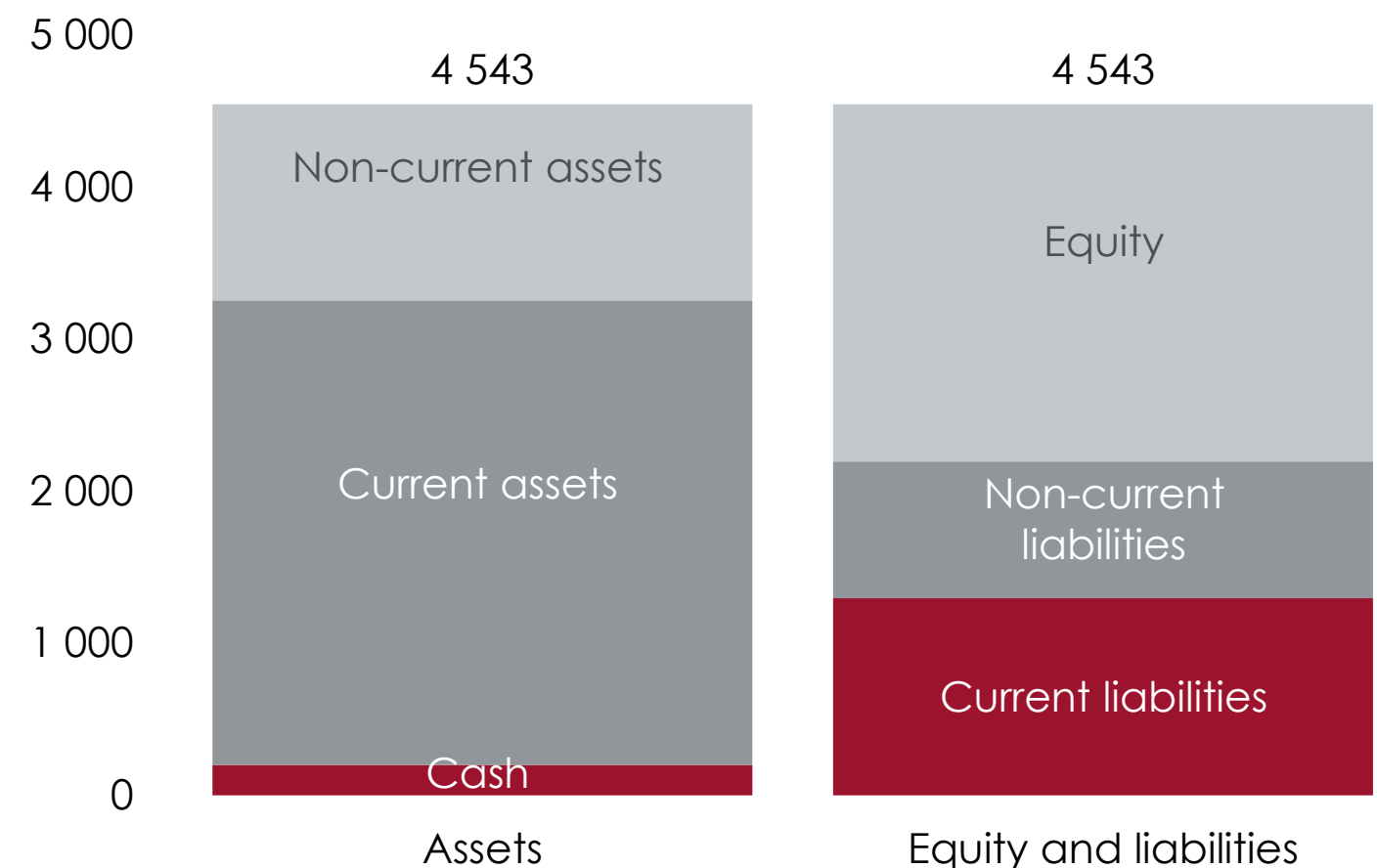
Note: Items of less than NOK 25 million are excluded from the cash flow overview.

Balance sheet highlights Q2 2024

- Book value of equity NOK 25 per share
 - Equity ratio 51.7%
- Changes from Q1 2024:
 - Inventories decreased by NOK 34m
 - Other current receivables increased by NOK 15m
 - Cash decreased by NOK 9m
- Prepayments from customers represent NOK 24.2m of other current non-interest-bearing liabilities

Balance sheet composition

NOK million



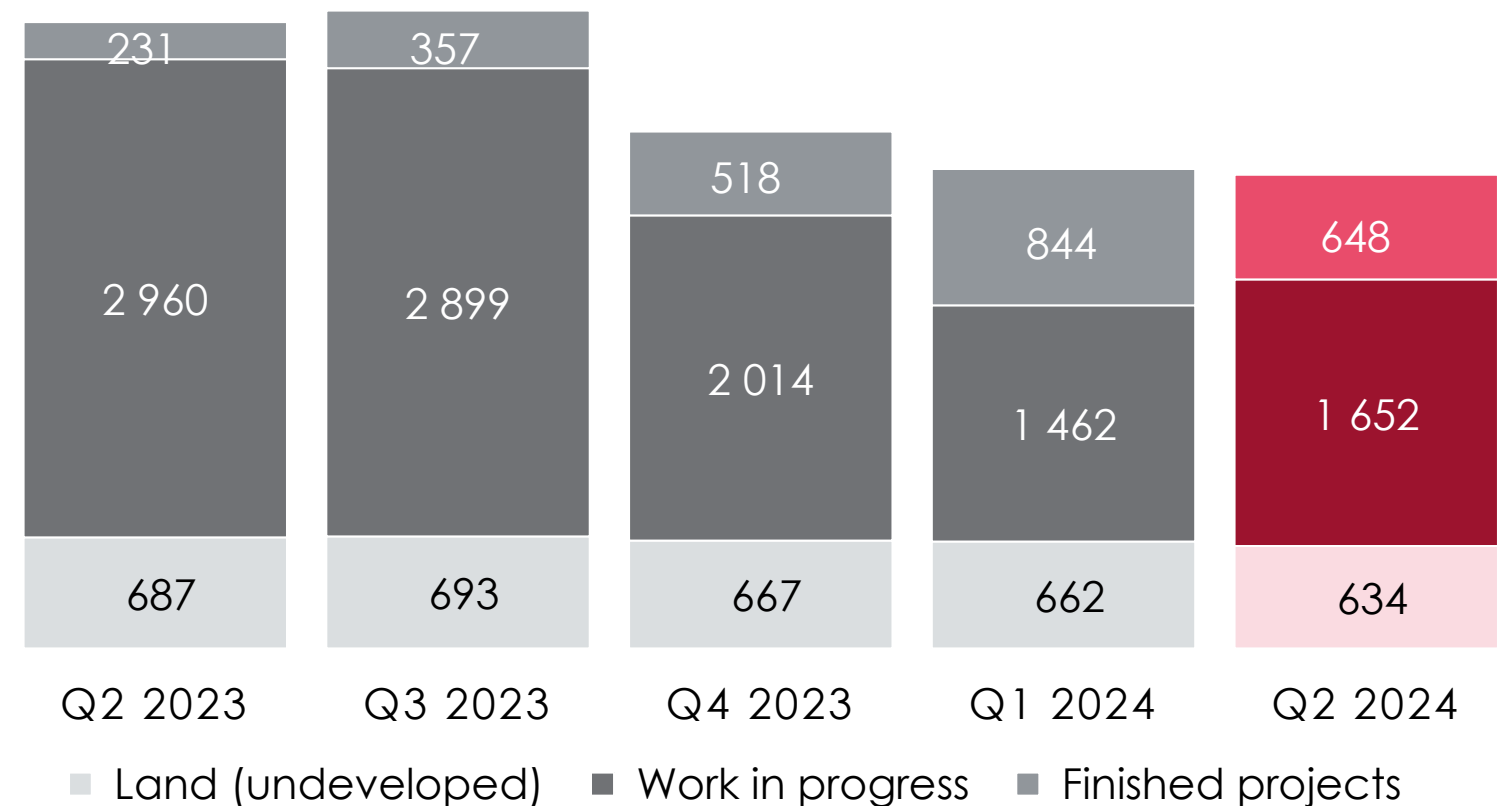
Inventories (property) Q2 2024

Q2 2024 vs Q1 2024

- Land value down NOK 29m
- Work in progress up NOK 190m
- Finished goods down NOK 196m
 - 119 unsold completed units
 - 41 sold and completed units, but not delivered

Inventory value development

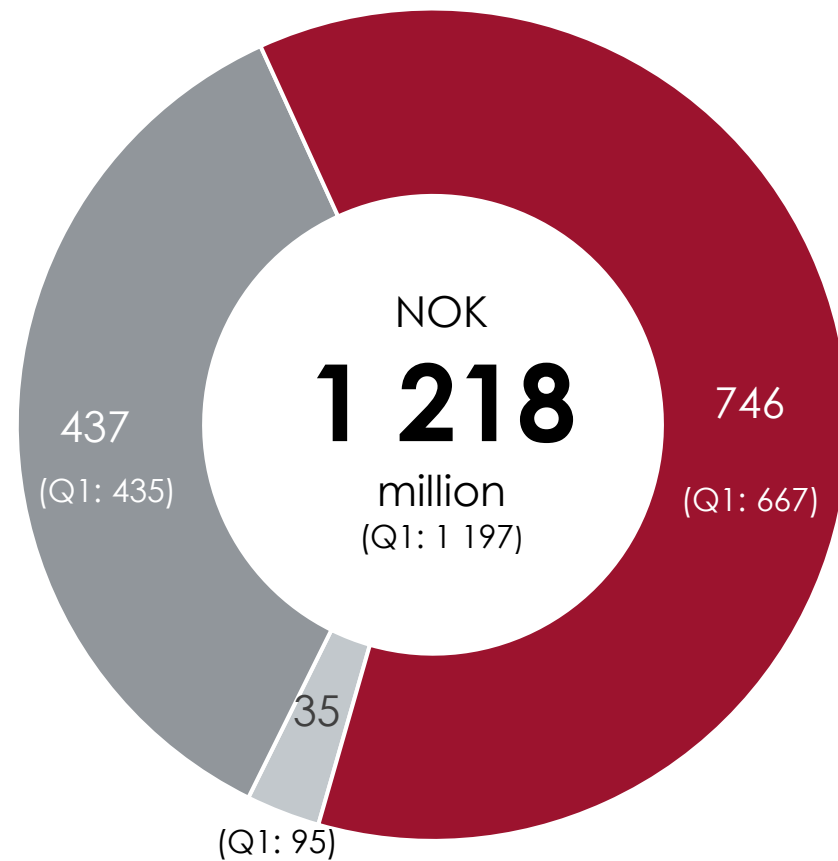
NOK million



Debt structure

Interest-bearing debt at 30.6.24

NOK million



■ Land loan ■ Debt to Urban Property ■ Construction loan

Loan facility	Drawn at 30.06.24 (NOKm)	Interest rate margin*
1 Construction loan facilities from a range of Nordic credit institutions	746	1.65% - 2.40%
2 Debt to Urban Property**	437	3.75%***
3 Land loan facilities from a range of Nordic credit institutions	35	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 Q2 2024 net interest-bearing debt NOK 1 019 million

Total Q1 2024 net interest-bearing debt NOK 989 million

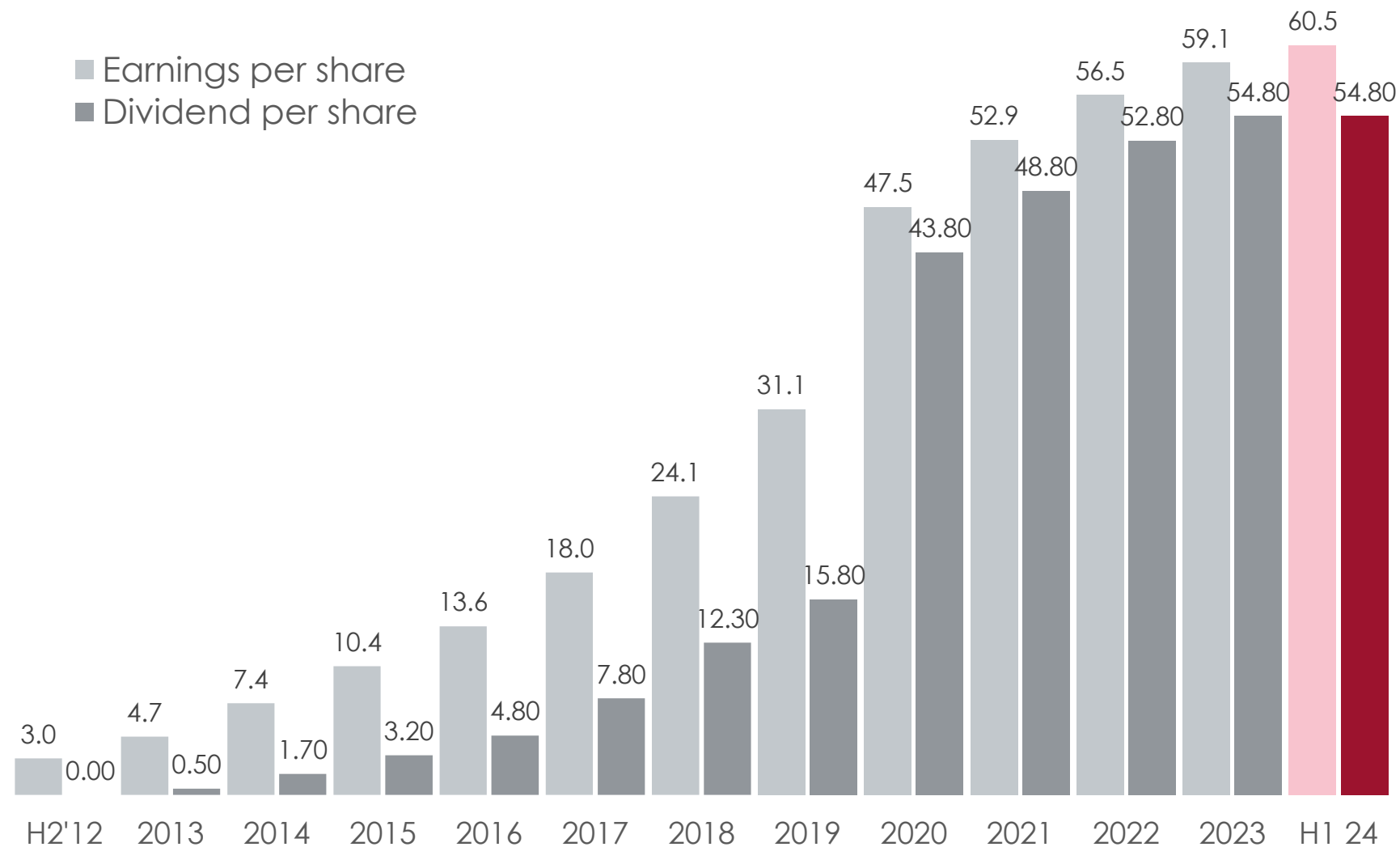
* Margin added to 3m NIBOR.

** 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*



Aiming to maximize shareholder return

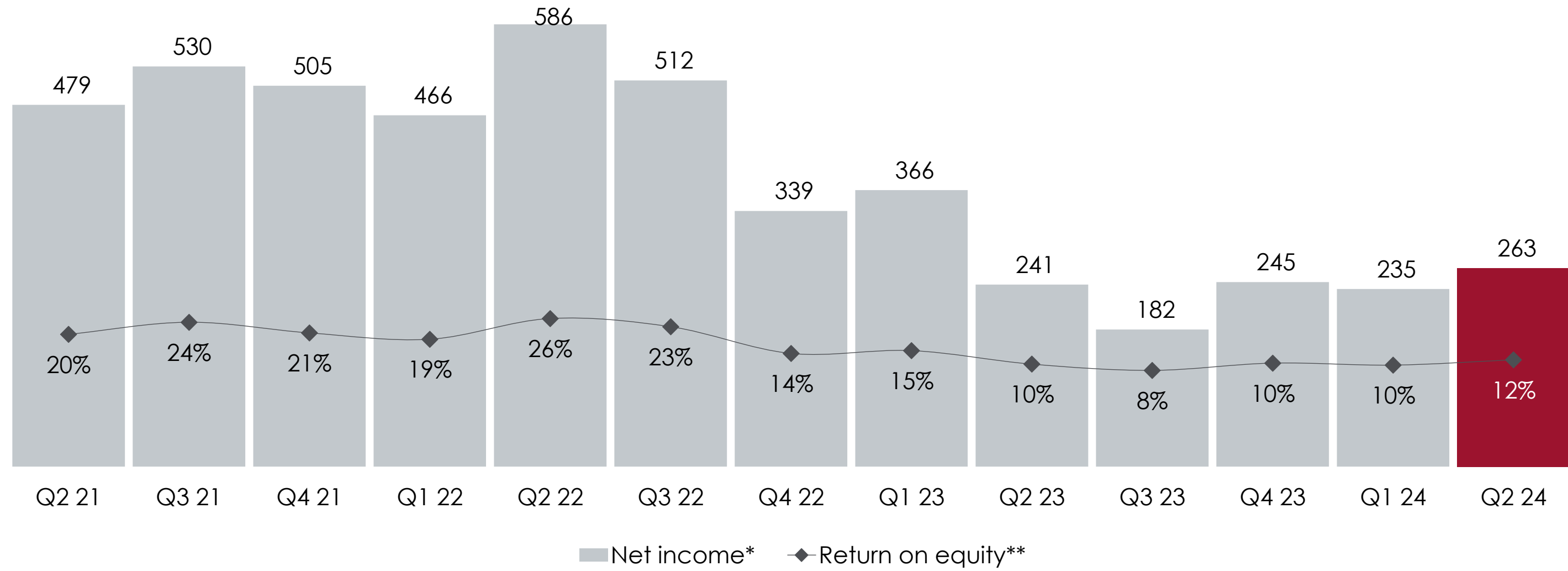
Selvaag Bolig's ambition is to pay high and stable dividends to its owners

- 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
- Due to challenging market conditions, the board has decided to postpone dividend considerations for H1 2024 until the full year results are concluded

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

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).

Agenda

Highlights

Operational update

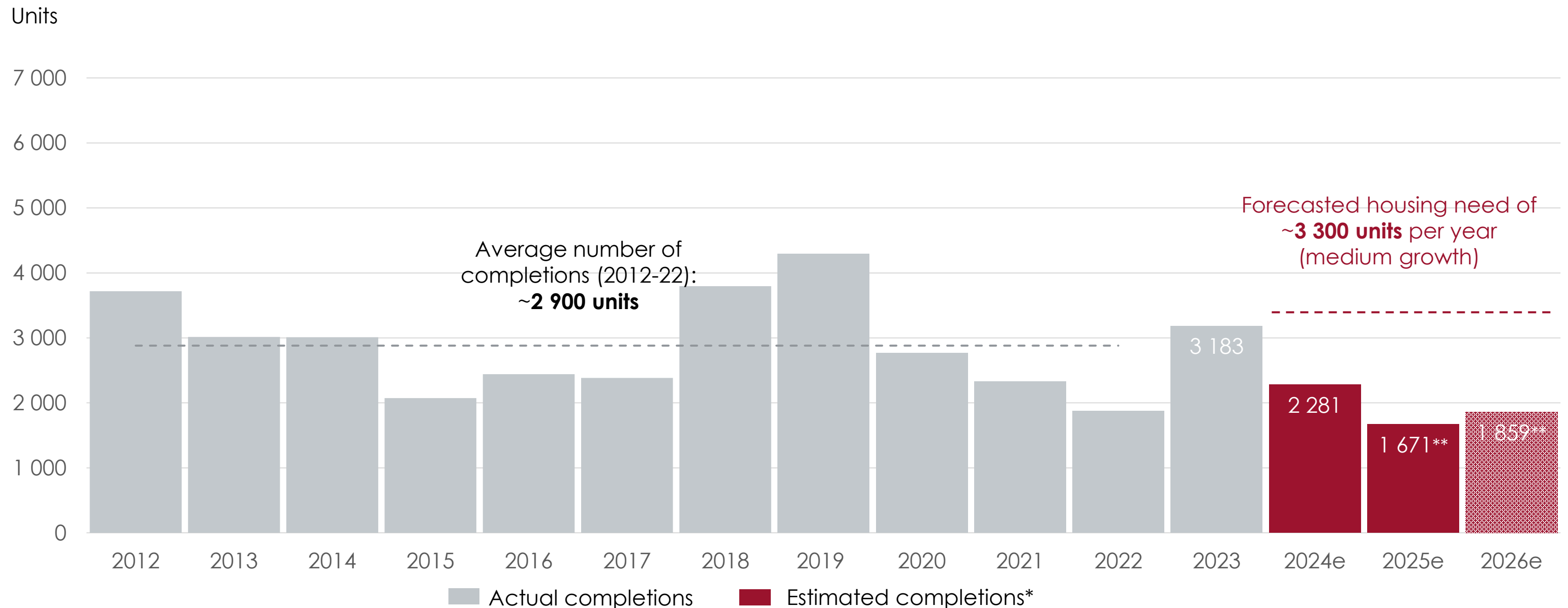
Financial update

Market

Summary



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.

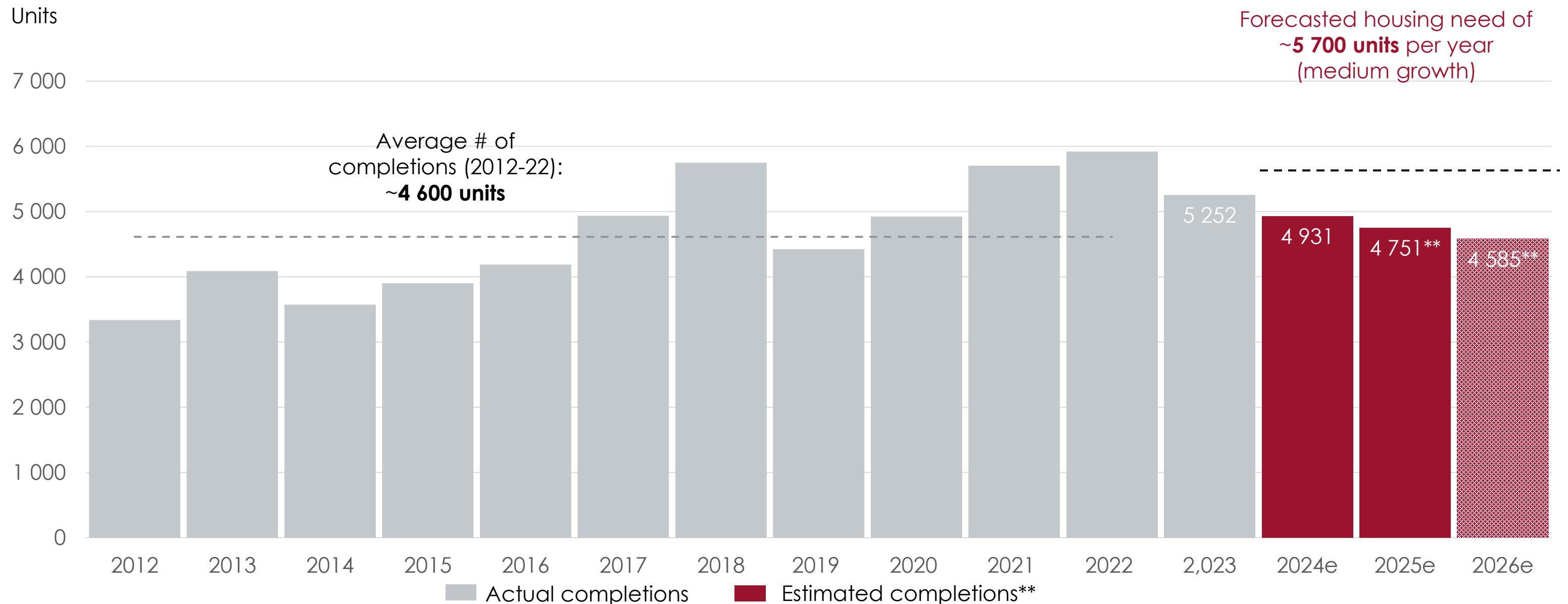
Note: Housing need calculated on parameters such as number of persons per household, lag on housing development, housing demolition.

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: Prognosecenteret.

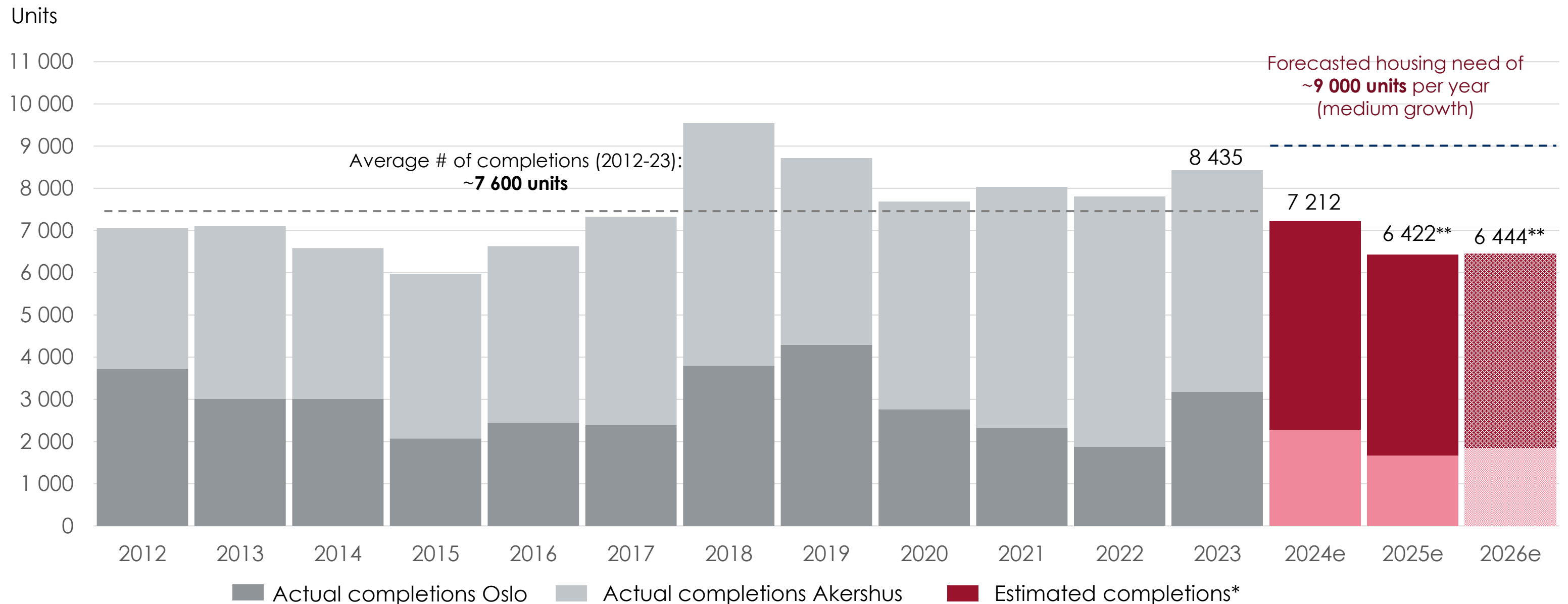
Note: Housing need calculated on parameters such as number of persons per household, lag on housing development, housing demolition.

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 – 1.1–1.8, 2024

Units

Akershus – 1.1–1.8, 2024

Units

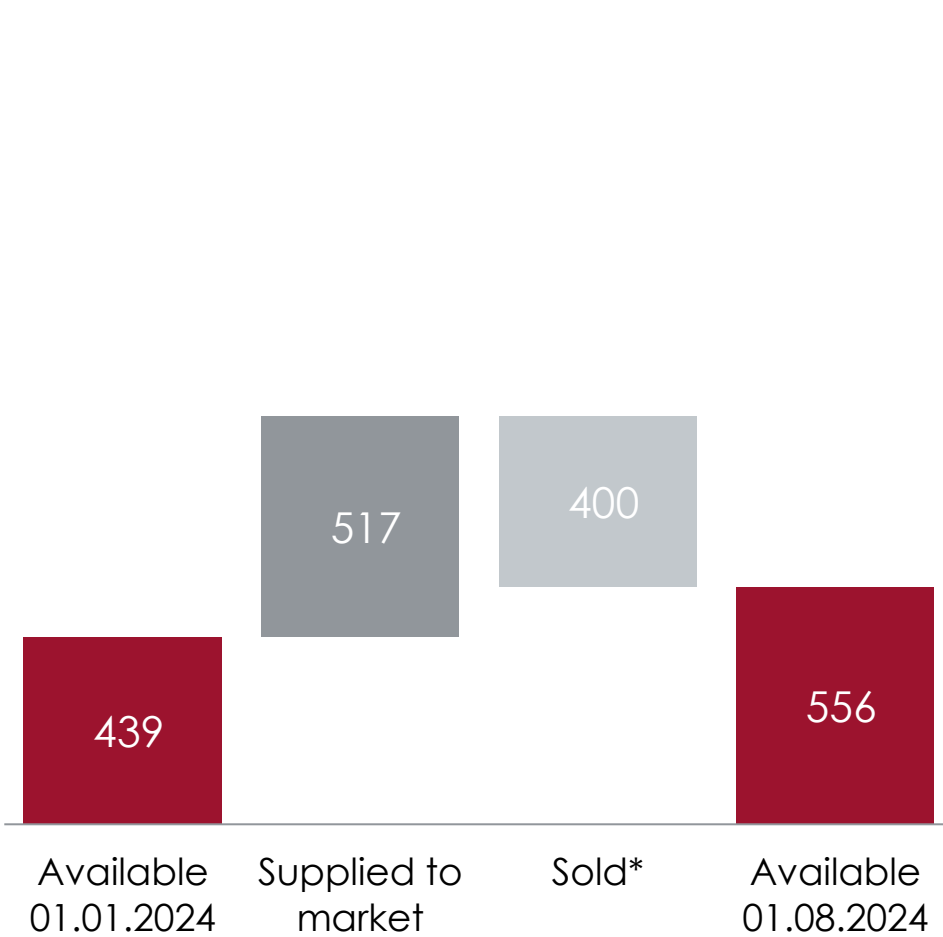


Source: Plot.ai
* Including withdrawals

Newbuild market update

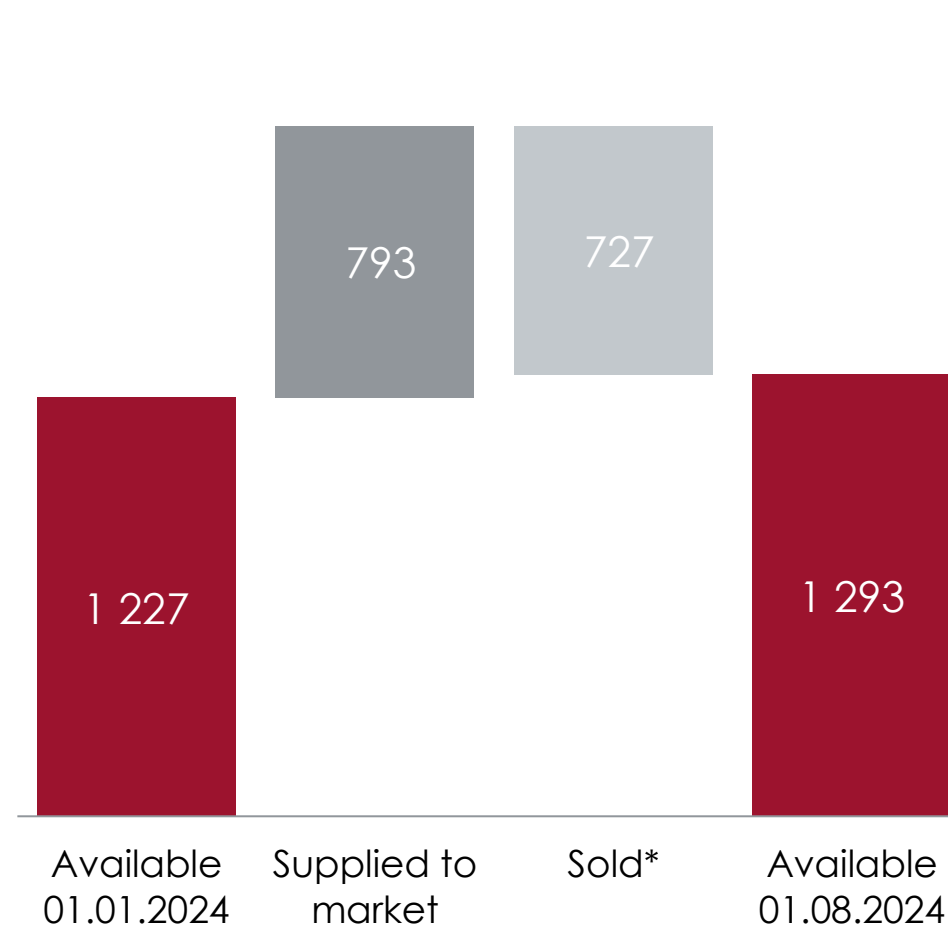
Bergen – 1.1–1.8, 2024

Units



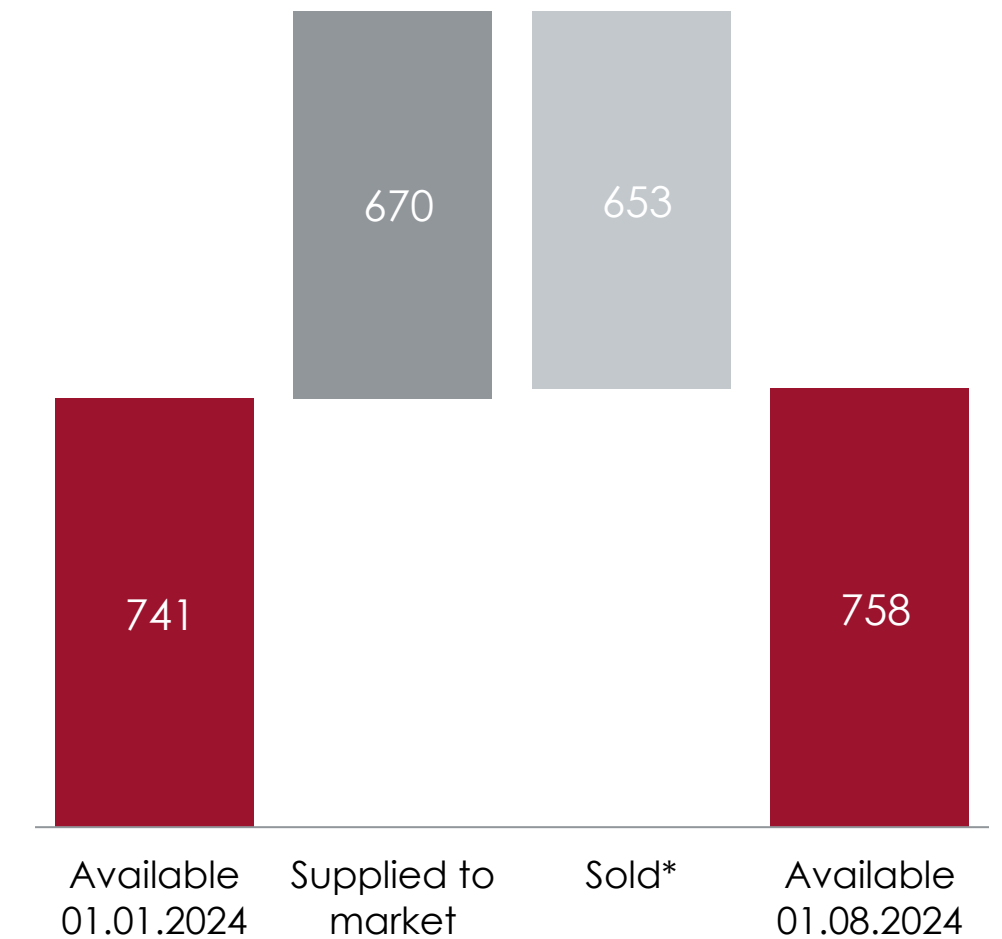
Trondheim – 1.1–1.8, 2024

Units



Stavanger area** – 1.1–1.8, 2024

Units

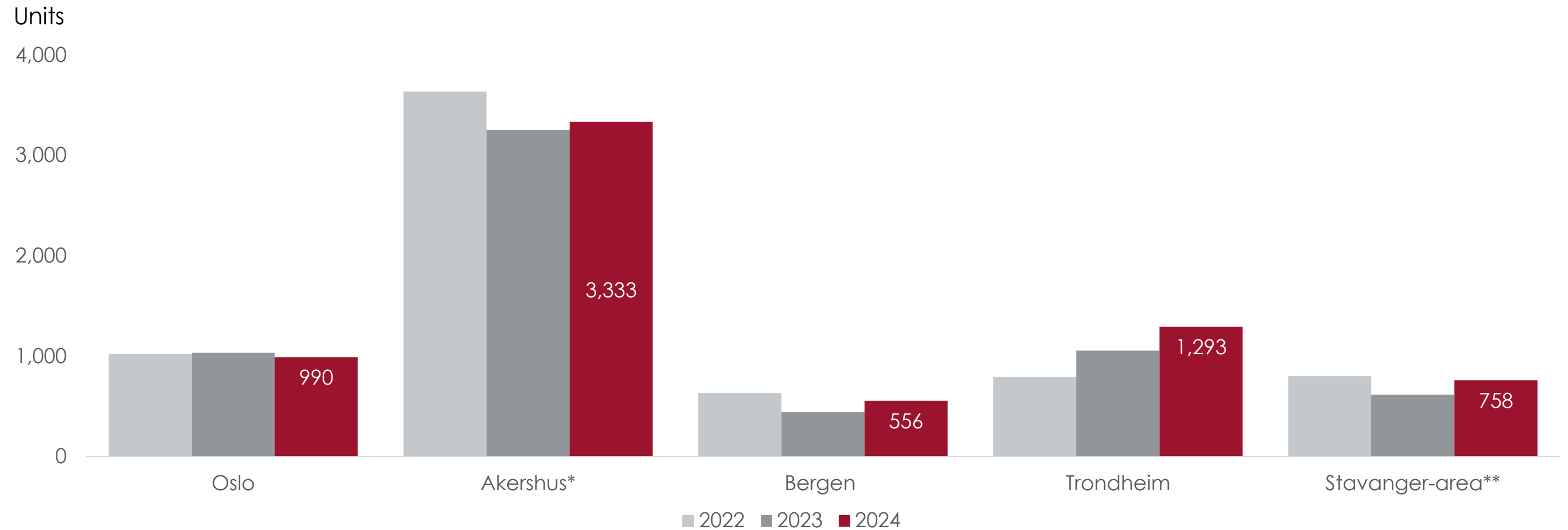


Source: Plot.ai.

* Including withdrawals

** includes Stavanger, Sandnes, Sola, Randaberg.

Regional Newbuild availability on 1 August, 2022-24



Population***	718 000	729 000	292 000	215 000	273 000
Available units per 1 000 capita 1.08.2024	1.4	4.6	1.9	6.0	2.8

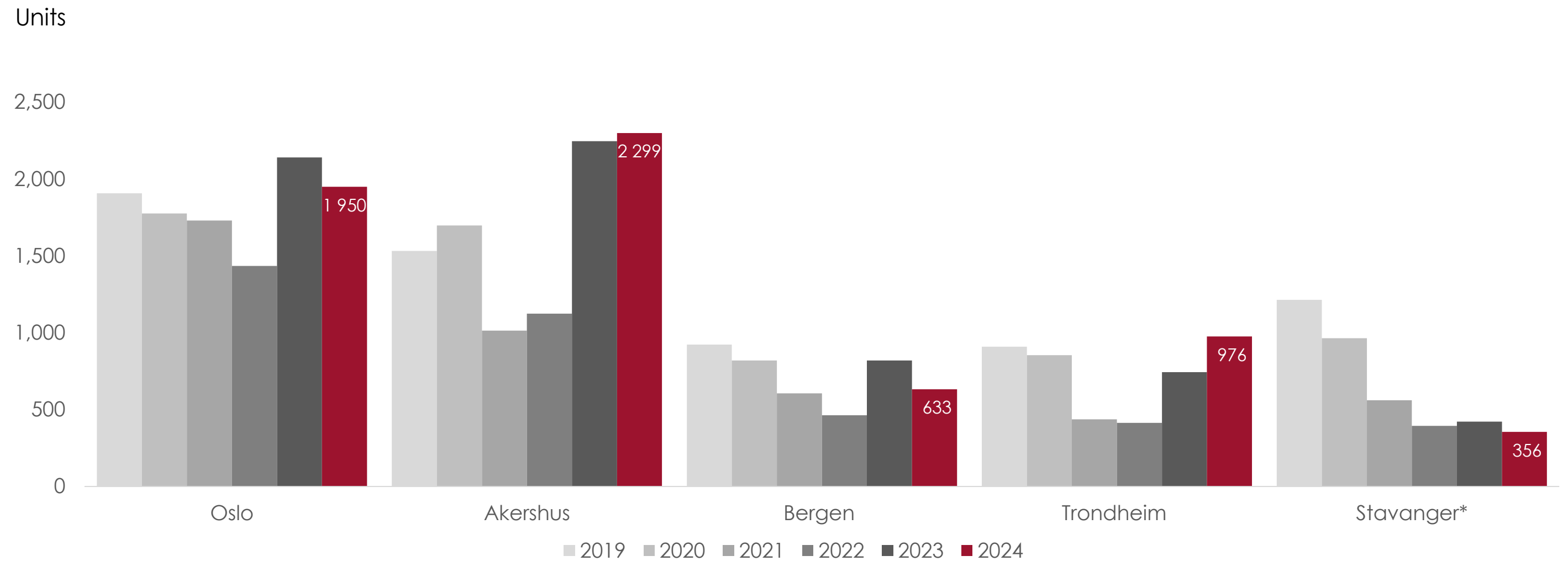
Source: Plot.ai

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

** Includes Stavanger, Sola, Sandnes, Randaberg.

*** Population per YE 2023

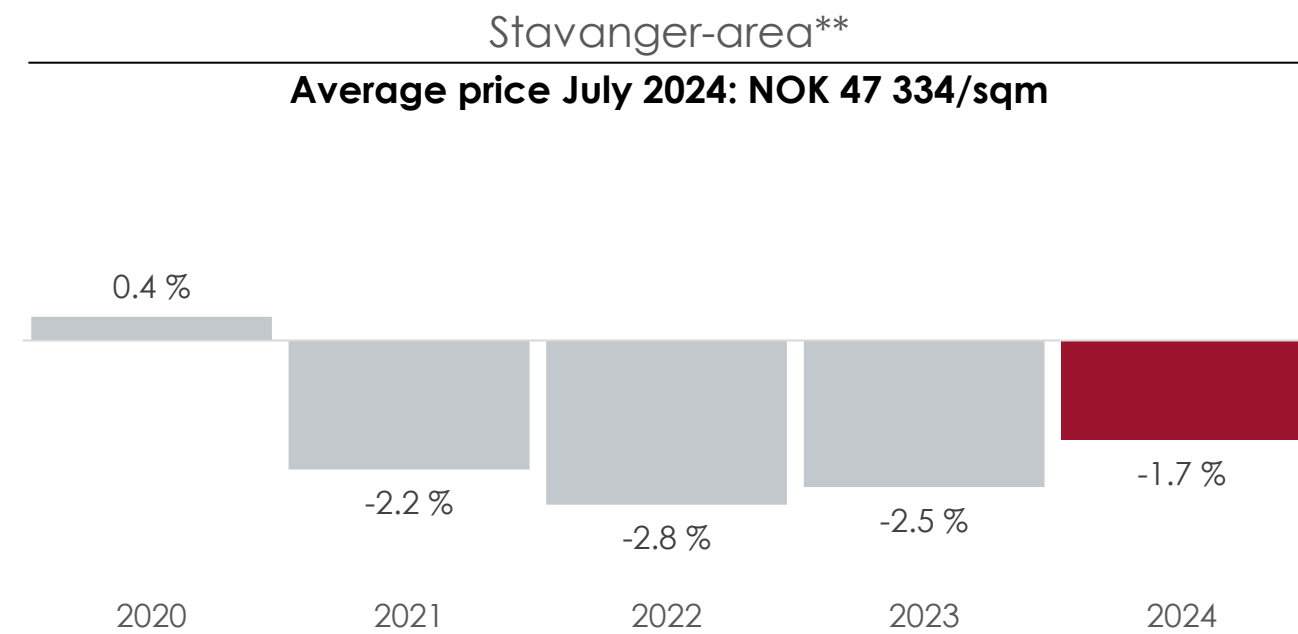
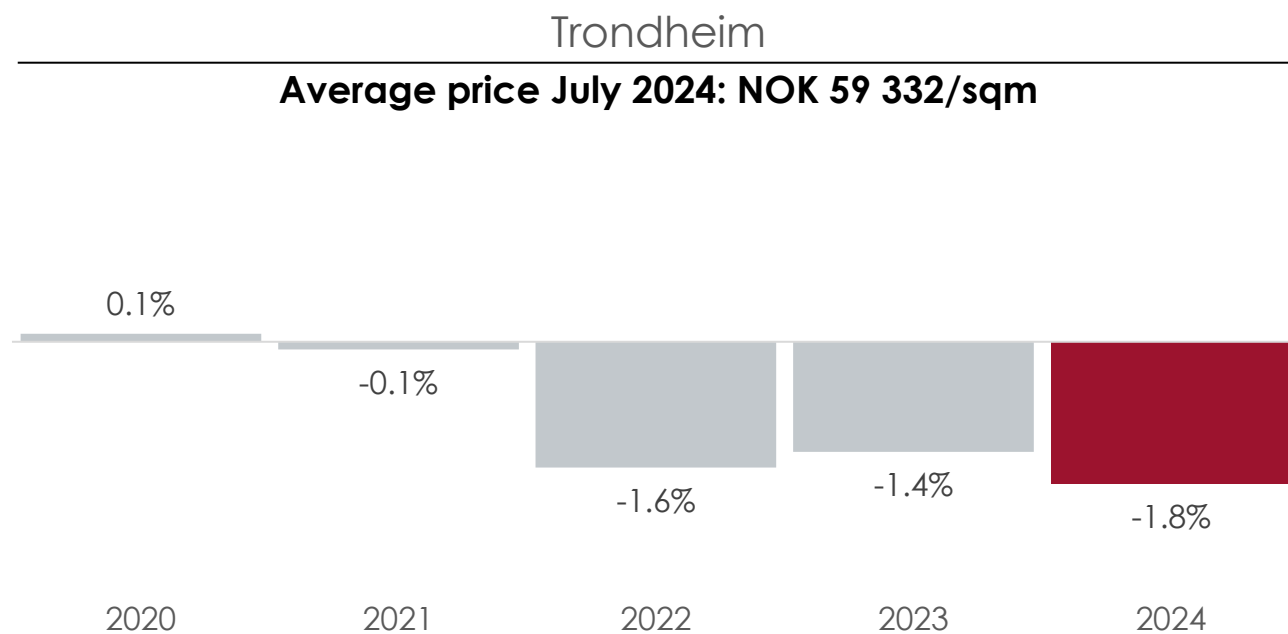
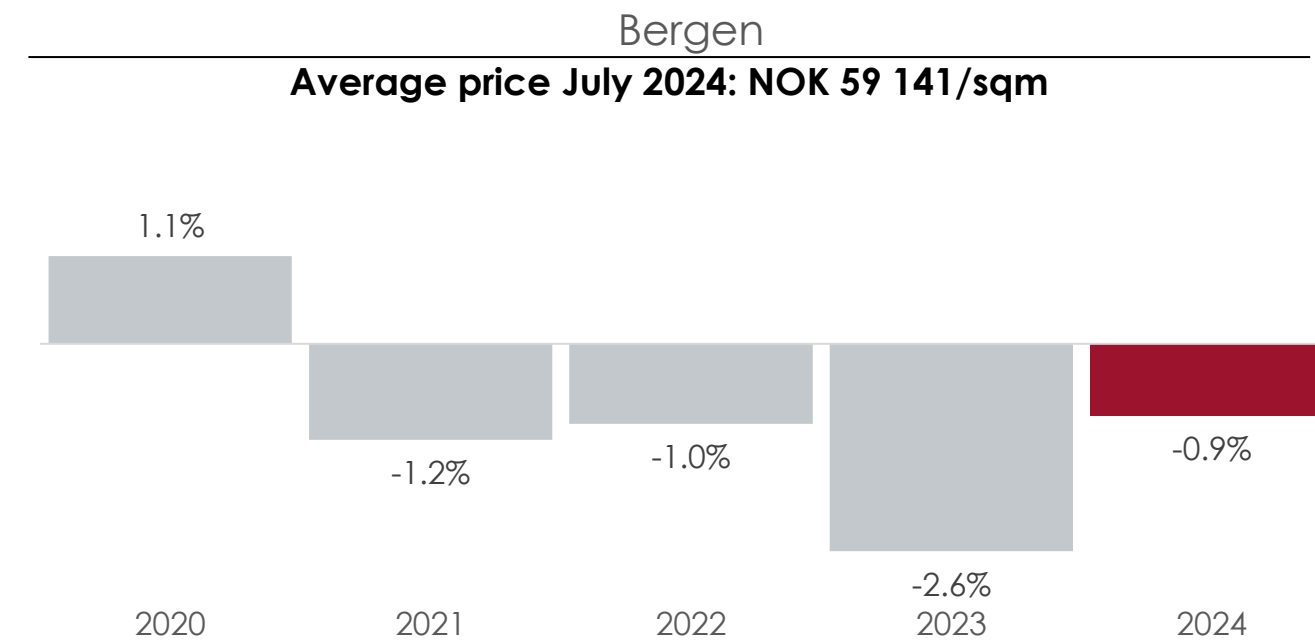
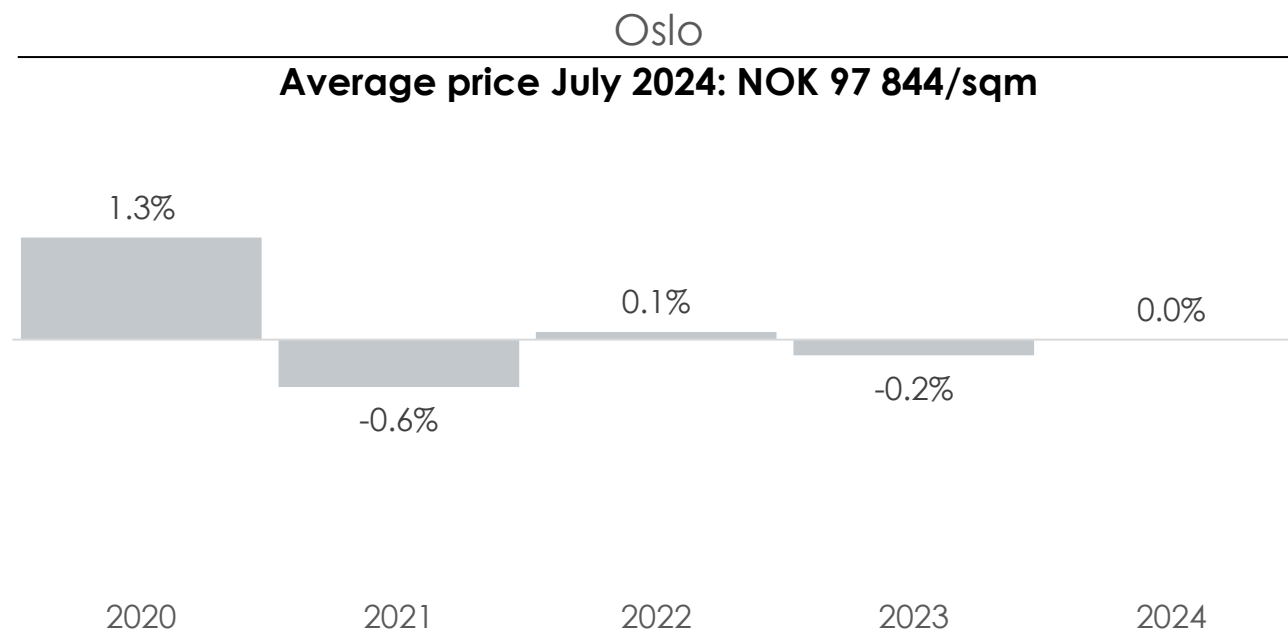
Regional Second-hand availability on 1 Aug, 2019-24



Population**	718 000	729 000	292 000	215 000	273 000
Available units per 1 000 capita	2.7	3.2	2.2	4.5	1.3

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

Regional price* development July, 2020-24



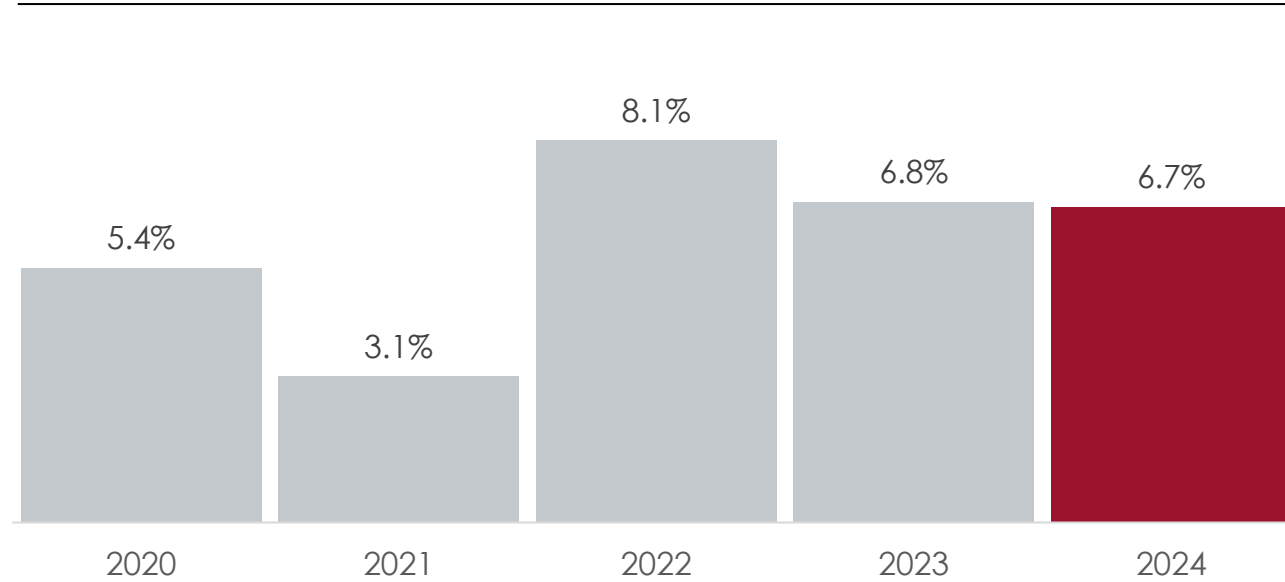
Source: Eiendom Norge.

* Nominal price change.

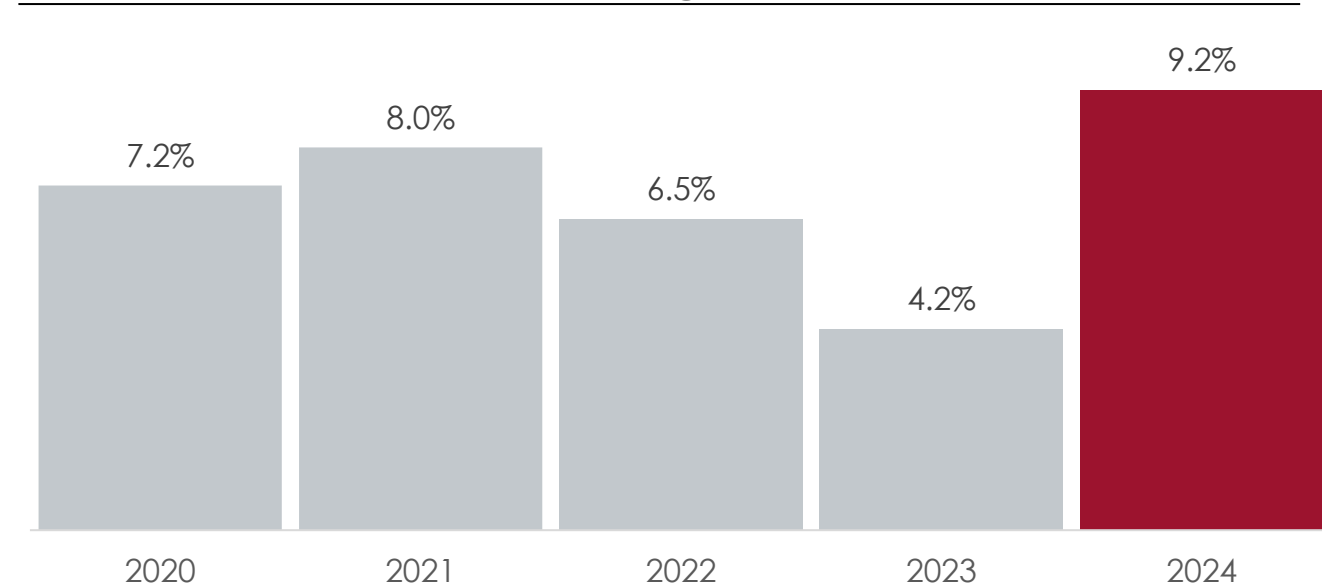
** Includes Stavanger, Sola, Sandnes, Randaberg.

Regional YTD price* development per 31 July, 2020-24

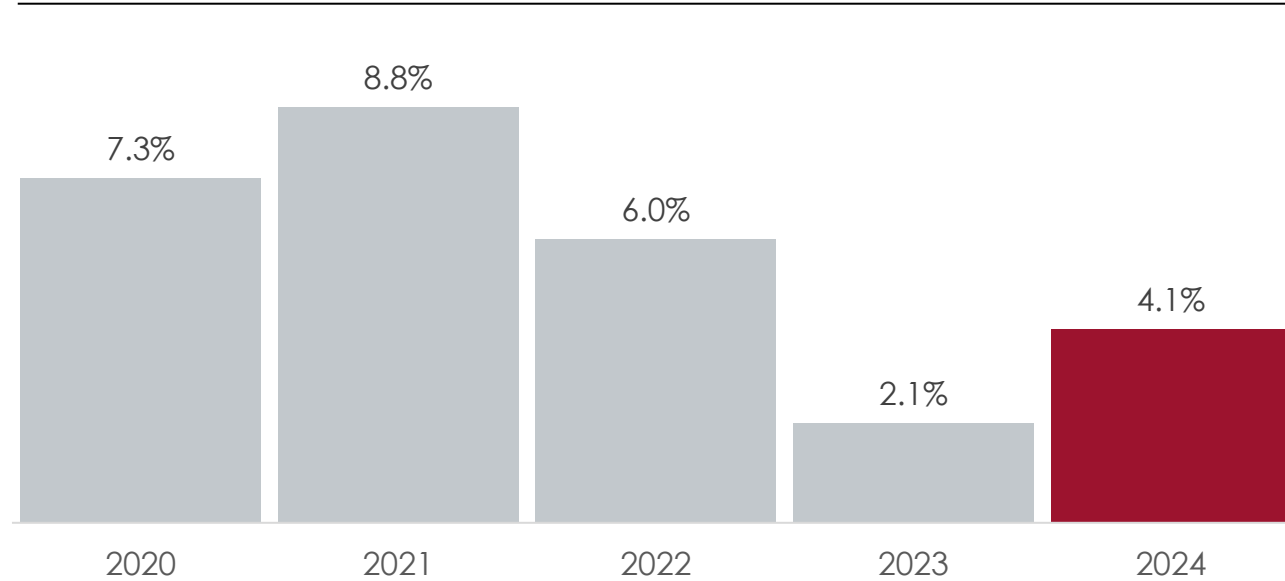
Oslo



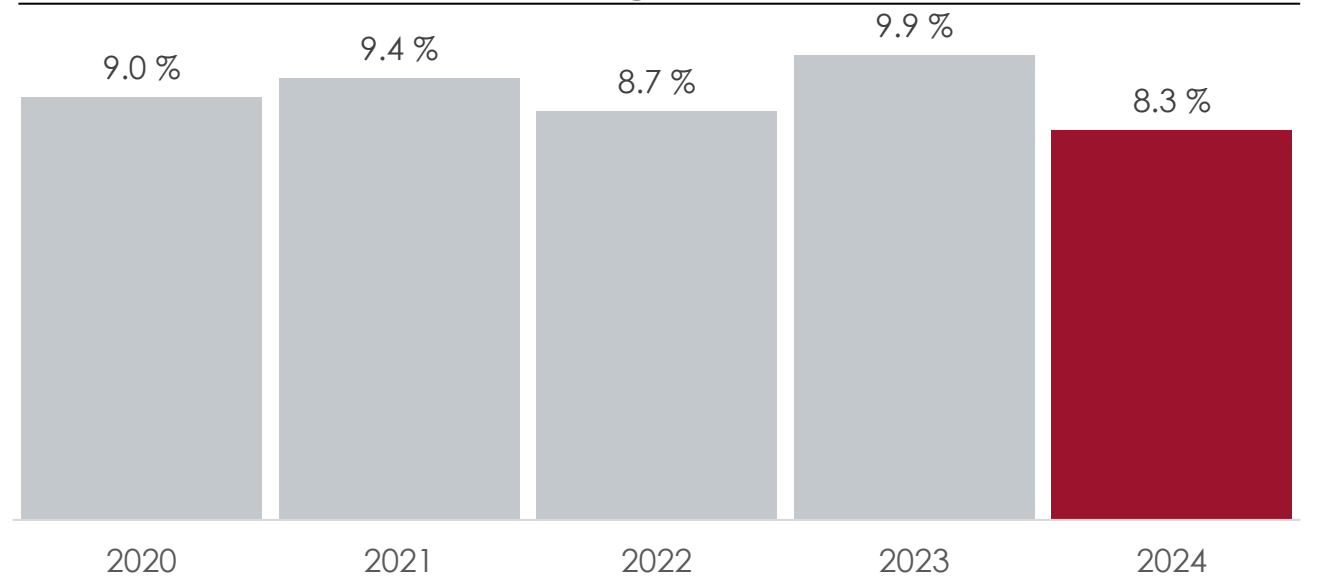
Bergen



Trondheim



Stavanger-area**



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
~ 750 units remaining



Skårerbyen | Greater Oslo

~ 1 100 units total
~ 250 Pluss units
~ 380 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



Barkarby | Stockholm

~ 220 Pluss units total
~ 210 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
~ 250 units remaining

Selected upcoming projects

Robust project pipeline to meet long term demand



Solheimsvatnet Pluss (JV) | Bergen
~ 220 Pluss units
(2024)



Lilleaker | Oslo
~ 150 units
(2025)



Nacka | Stockholm
~150 Pluss units
(2026)



Lørenvangen | Oslo
~ 200 units
(2025)



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



Hornsberg | Stockholm
~ 175 CITY units
(2027)



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



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



Slakthusområdet | Stockholm
~170 Pluss units
(2027)

2024-2025

2025-2026

2026-2027

Potential sales start

Agenda

Highlights

Operational update

Financial update

Market

Summary



Outlook

- Housing shortage in Oslo and Akershus gives favorable conditions for new housing
- Interest rates are expected to fall from H2 2024
- Market conditions have improved enabling more construction starts going forward
- Well positioned for market recovery
 - ~425 units for sale on 1 August 2024
 - Several new sales starts in H2 2024
- Expect increased sales of completed unsold units



Summary

- Highest quarterly sales value ever
- Very strong second-hand market and inventories at normal/low levels
- Solid results at NOK 0.85 per share, considering challenging market conditions
- Construction cost level allows for more sales starts moving forward
- Dividend decision postponed, due to continued market uncertainty



Thank you for your attention – follow us online!

Next event:
3rd quarter 2024
7 November 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

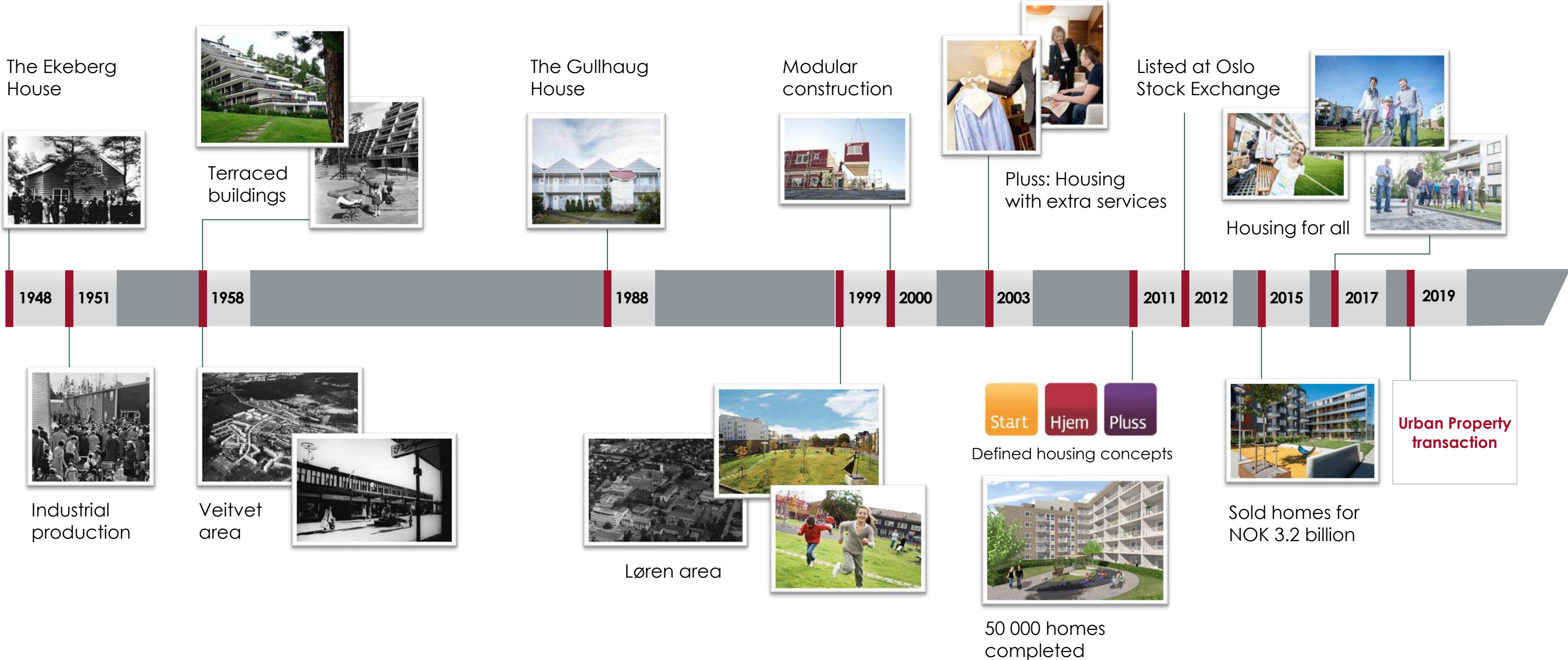


Kristoffer Gregersen
EVP Communications and
Sustainability

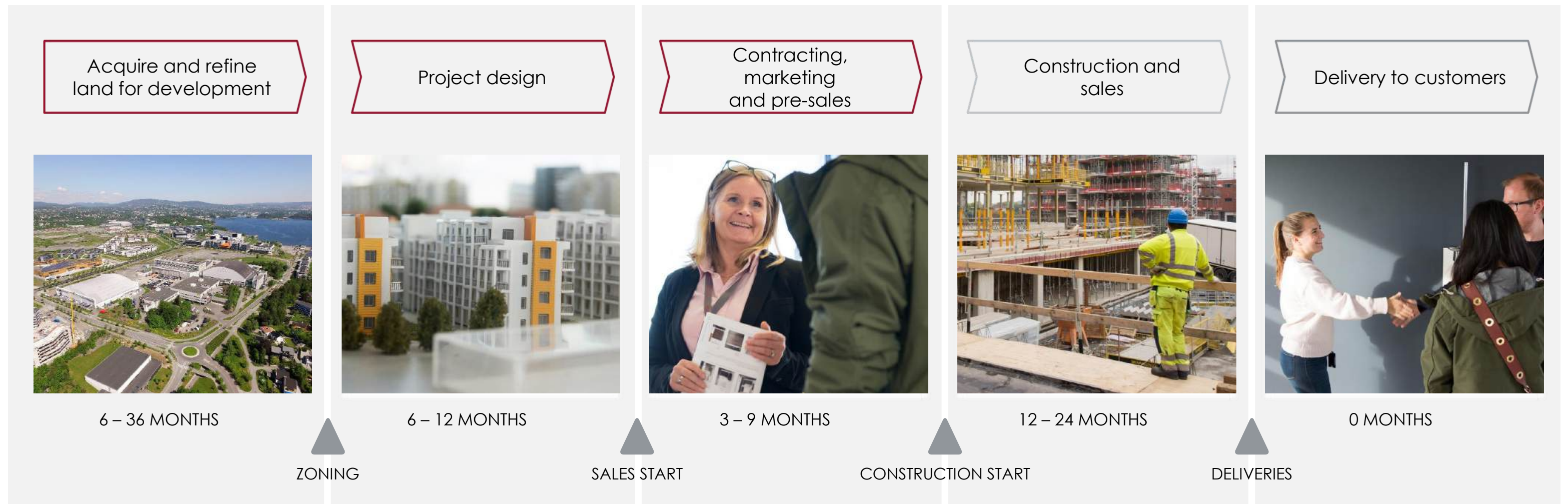


Line Lian Mjell
EVP Market

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

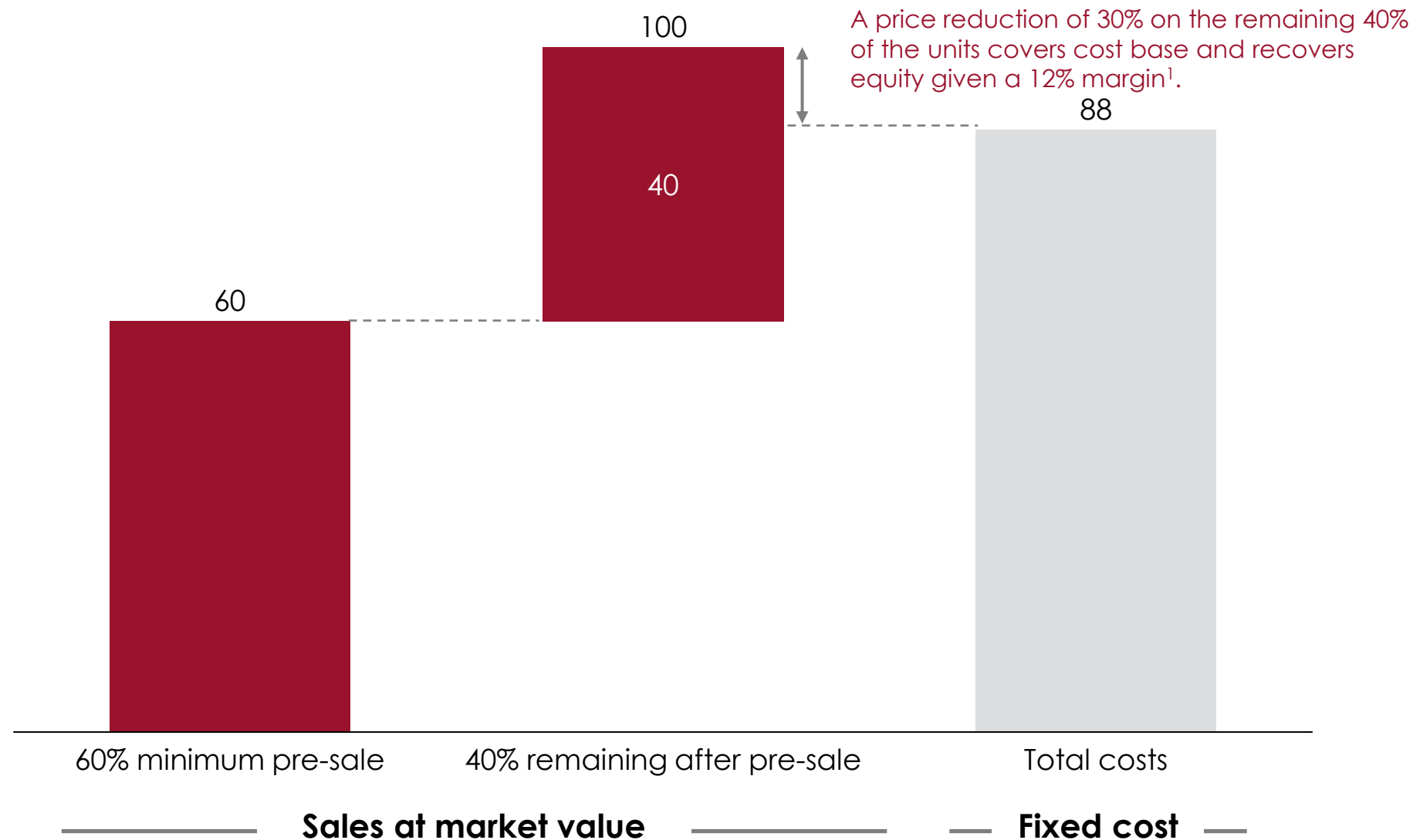
- Fixed-price contracts with reputable counterpart
- Prices on remaining 40% increased gradually during sell-out phase
- Construction costs financed with construction loans

- 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



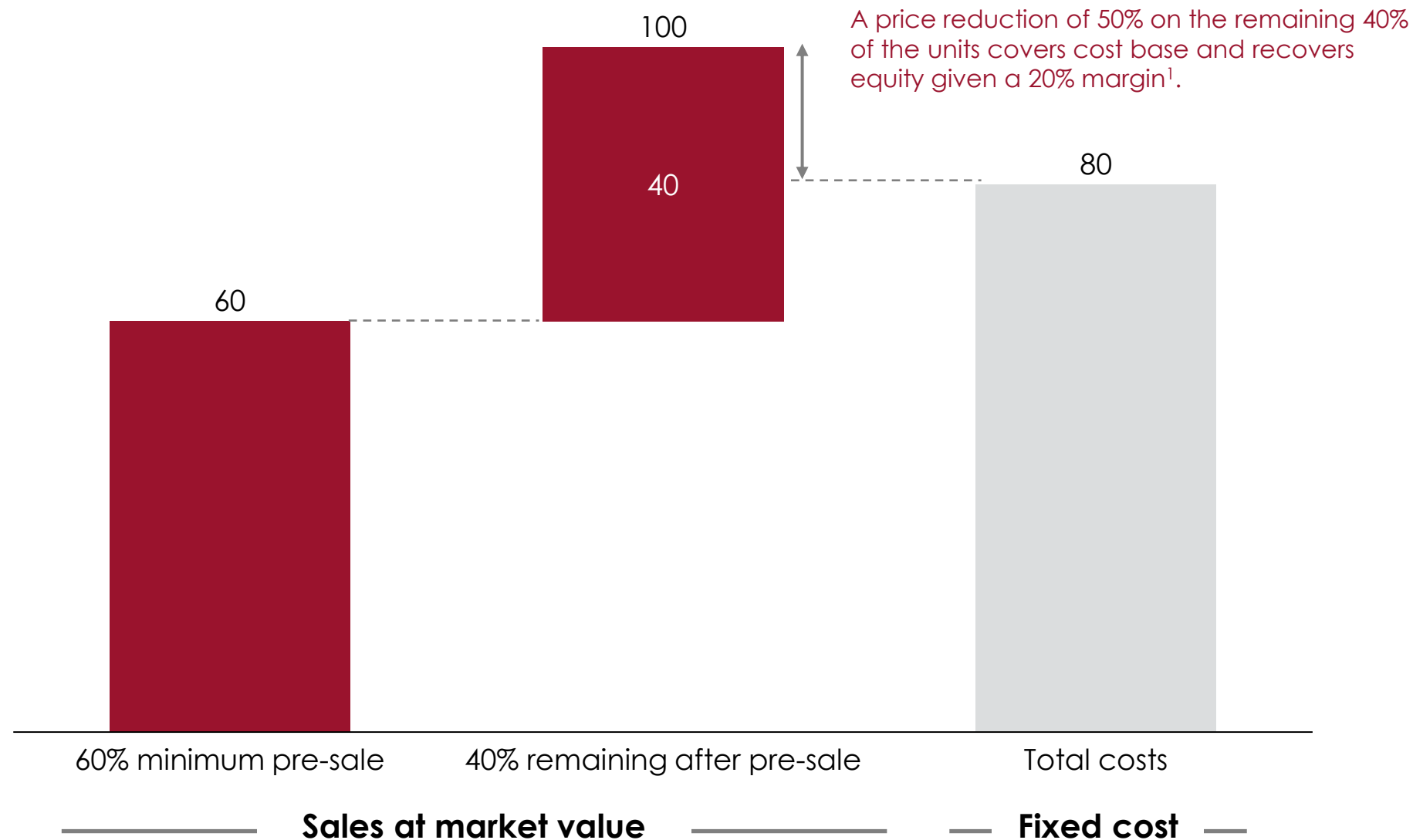
Limited equity risk

- 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

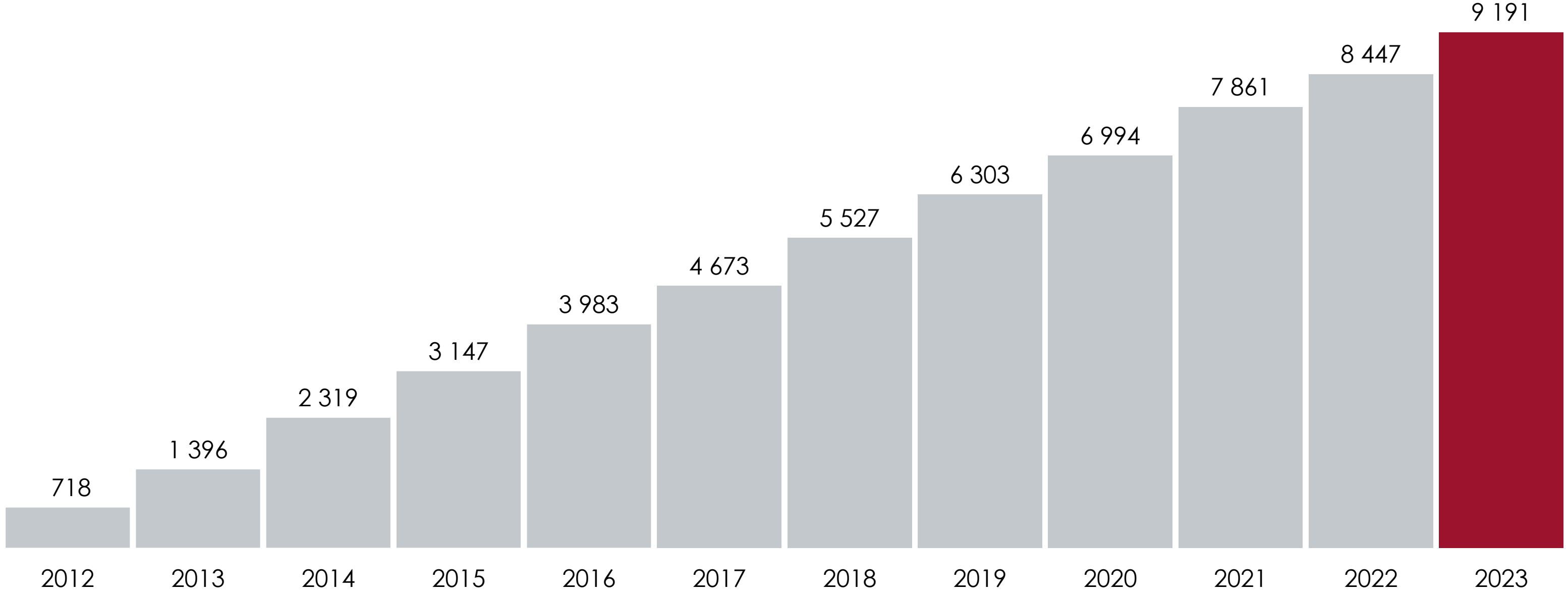
- Value appreciation through refinement of land for housing development
- Flexibility to develop thousands of homes in growing urban regions
- Active asset management
- Partnership reduces invested capital and strengthens ability to buy land

- 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

~9 000 homes completed since IPO...

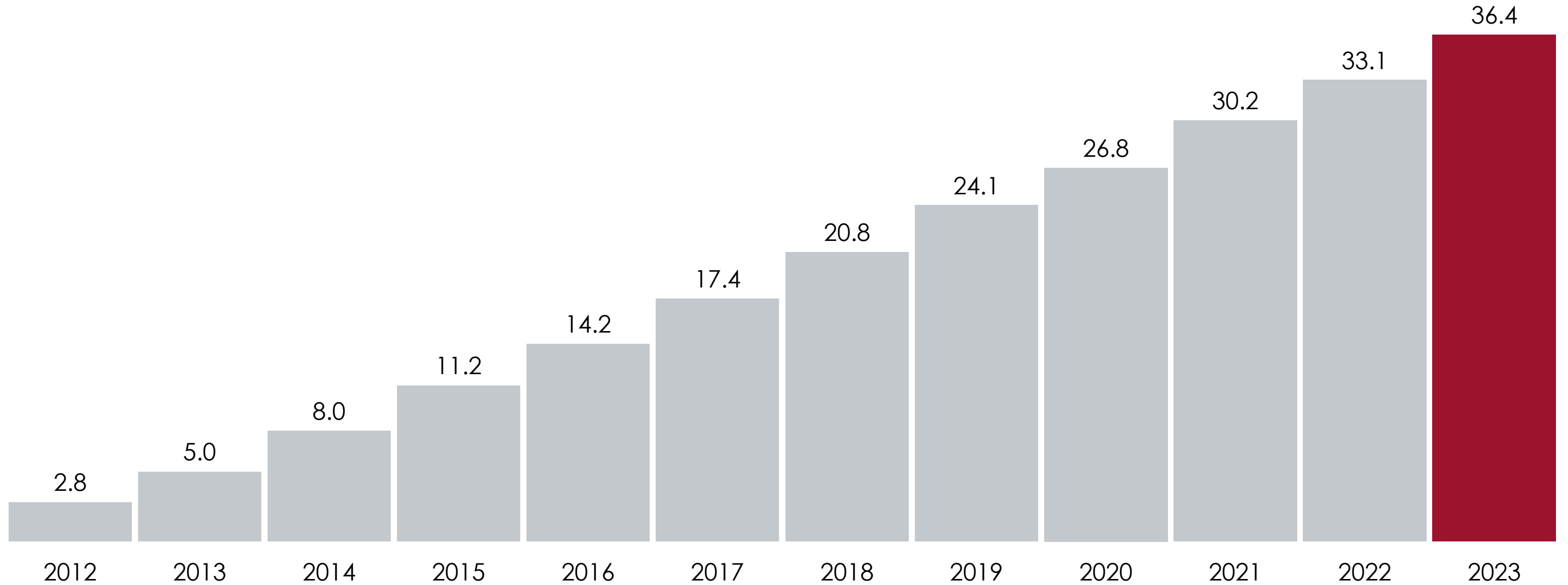
Units completed



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

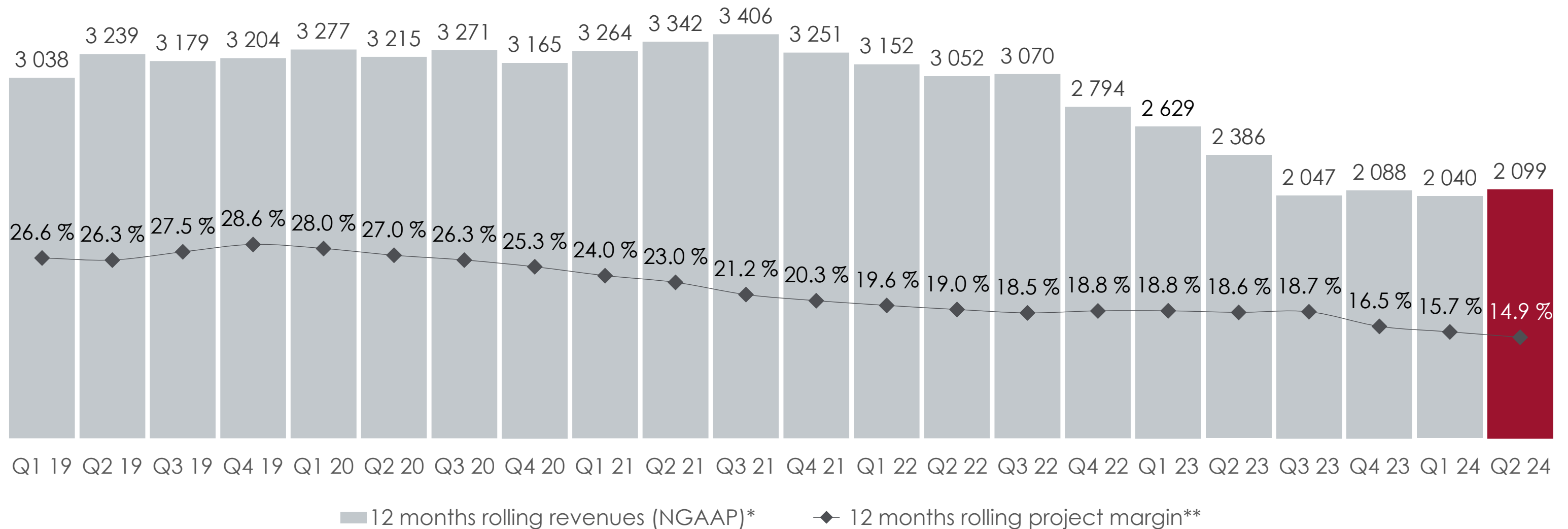
...for a total value of NOK ~36 billion

NOK billion



Project margin development

NOK million



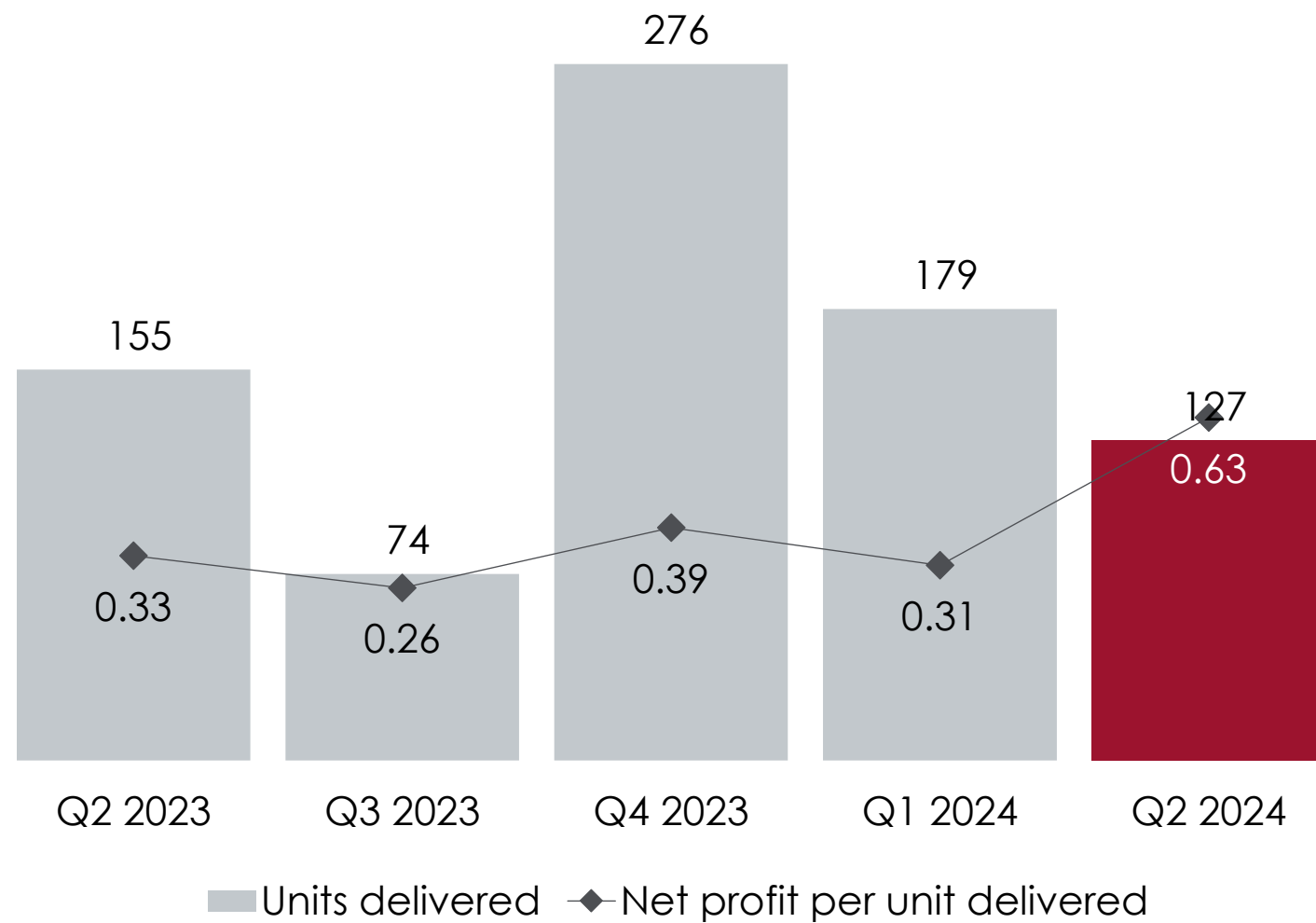
* Includes project revenues only.

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

Net profit per unit delivered

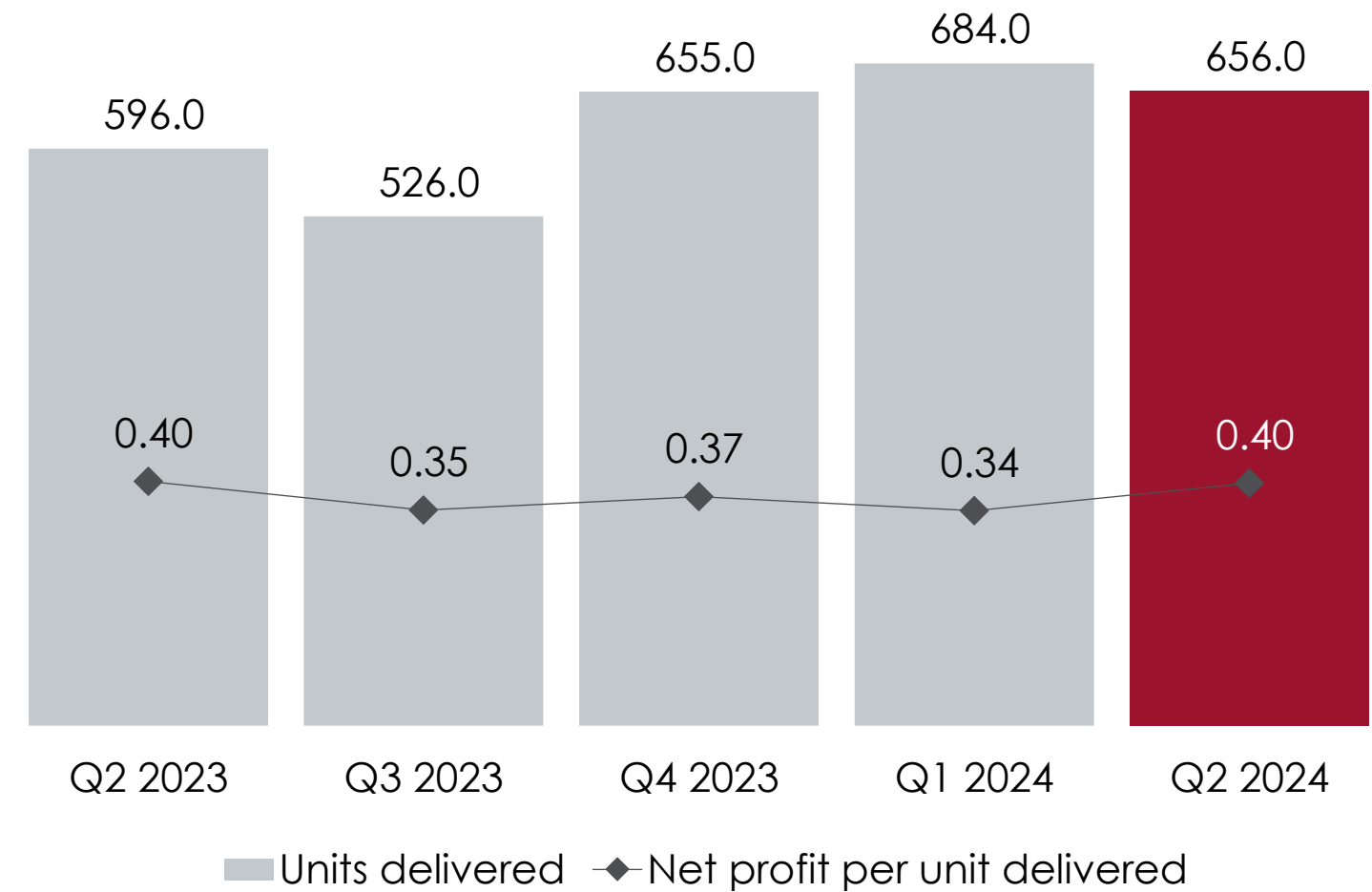
Quarterly net profit per unit delivered

NOK million



12 months rolling net profit per unit delivered

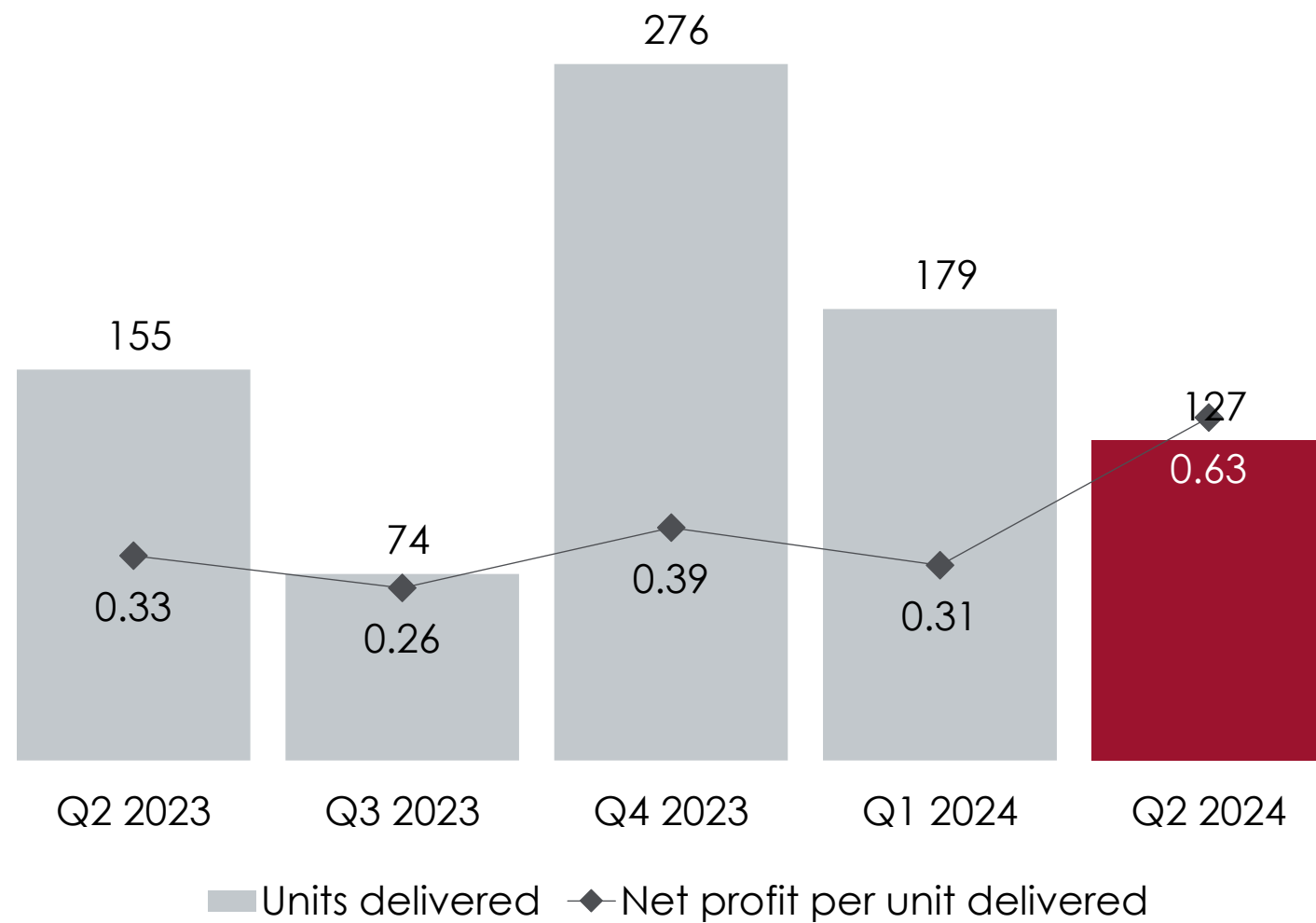
NOK million



Net profit per unit delivered

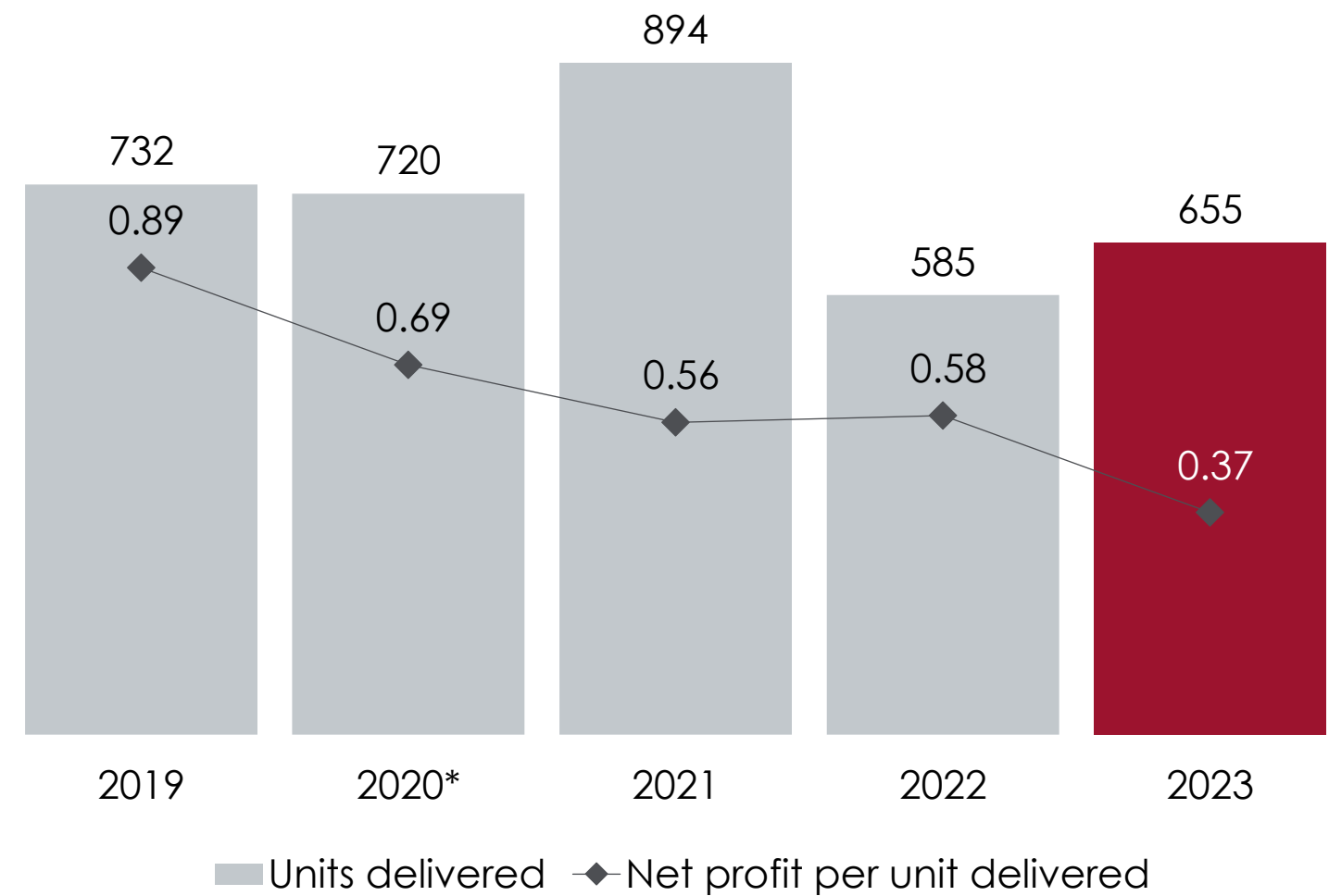
Quarterly net profit per unit delivered

NOK million



Annual net profit per unit delivered*

NOK million



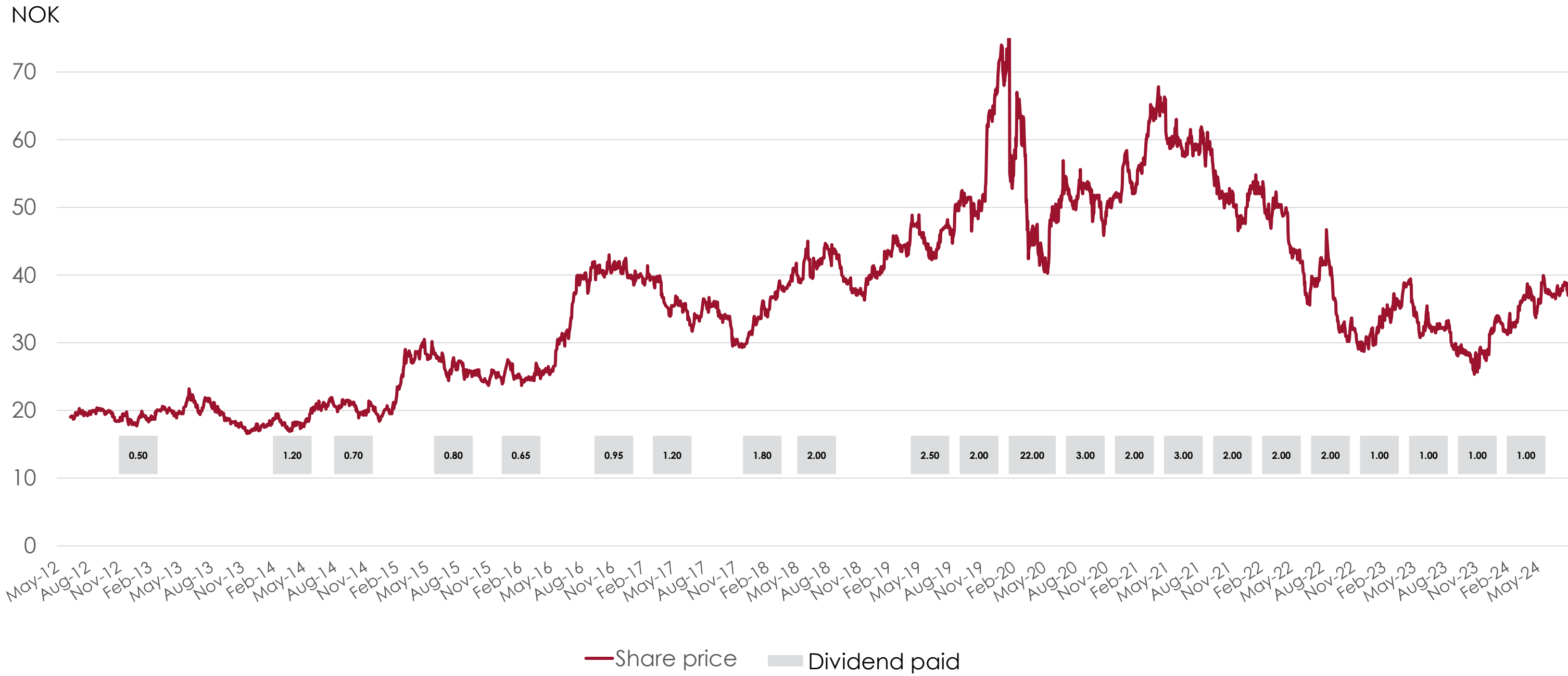
* Excluding other gains of NOK 1 029 million from UP transaction

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.

Share performance since IPO in June 2012

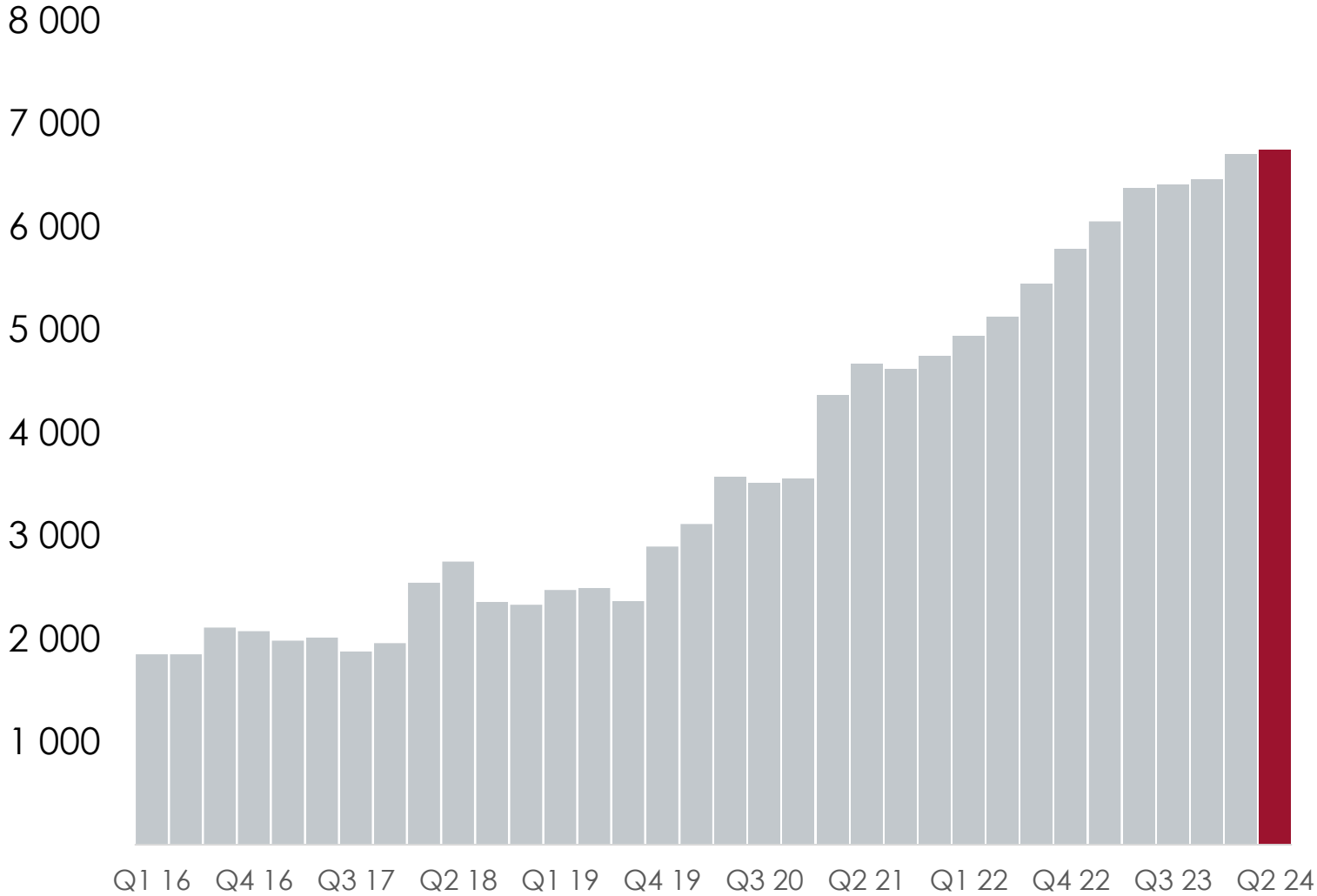


Source: Oslo Børs

Share information*

- Total number of shares: 93.8 million
- Number of shareholders: 6 742 (6 699)
 - 20 largest controlling 81.1% (81.2%)
 - Selvaag AS largest shareholder - 53.5%
- Trading
 - 2.2 million shares during the quarter (4.7), 2.4% of total shares outstanding (5.0%)
 - Share turnover totaled NOK 82.3 million (156.2)

Number of shareholders



* All numbers in brackets from previous quarter.

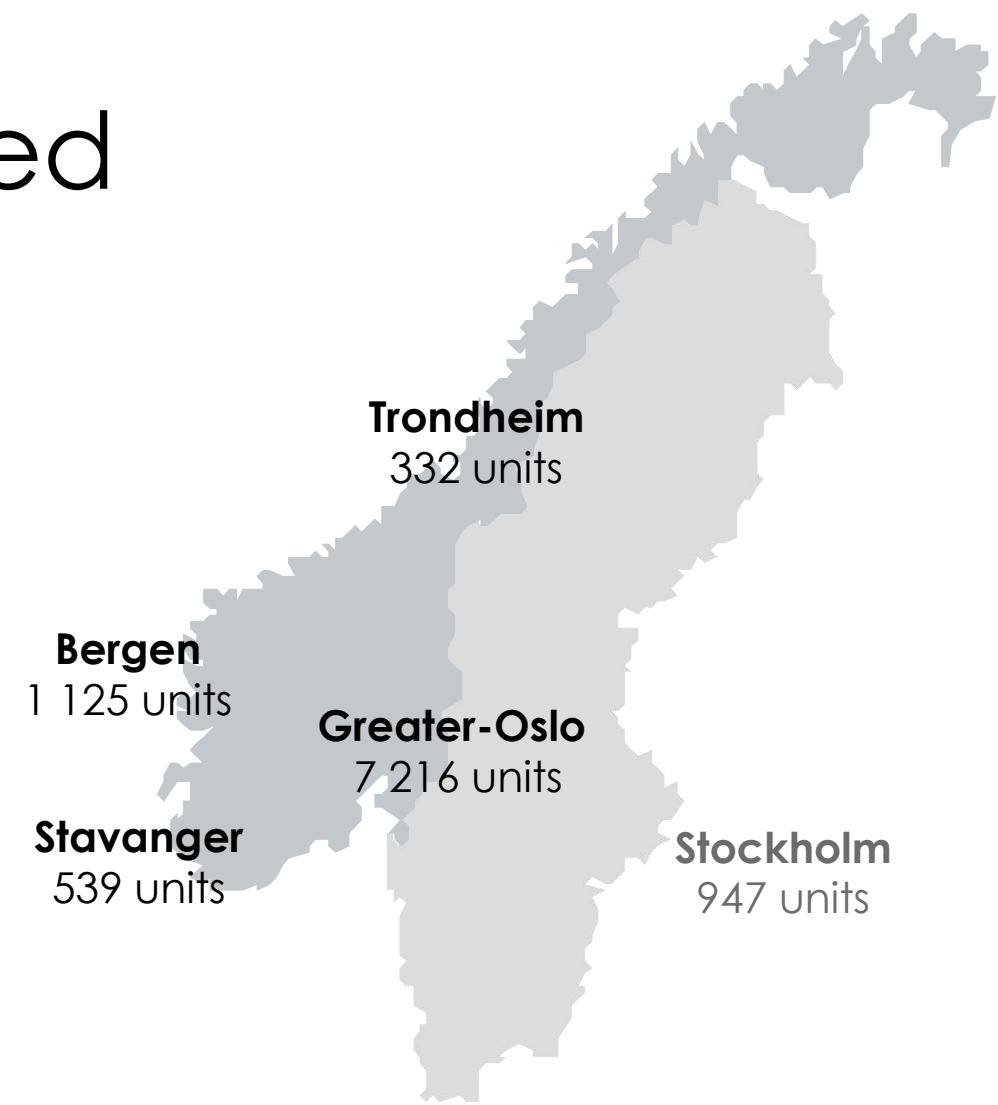
Largest shareholders at 30.6.2024

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 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	1,584,500	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. *	500,604	0.5%
Sverre Molvik	491,387	0.5%
Øystein Klungland	491,387	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%
VARDE NORGE AS	333,783	0.4%
Total 20 largest shareholders	76,040,460	81.1%
Other shareholders	17,725,228	18.9%
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



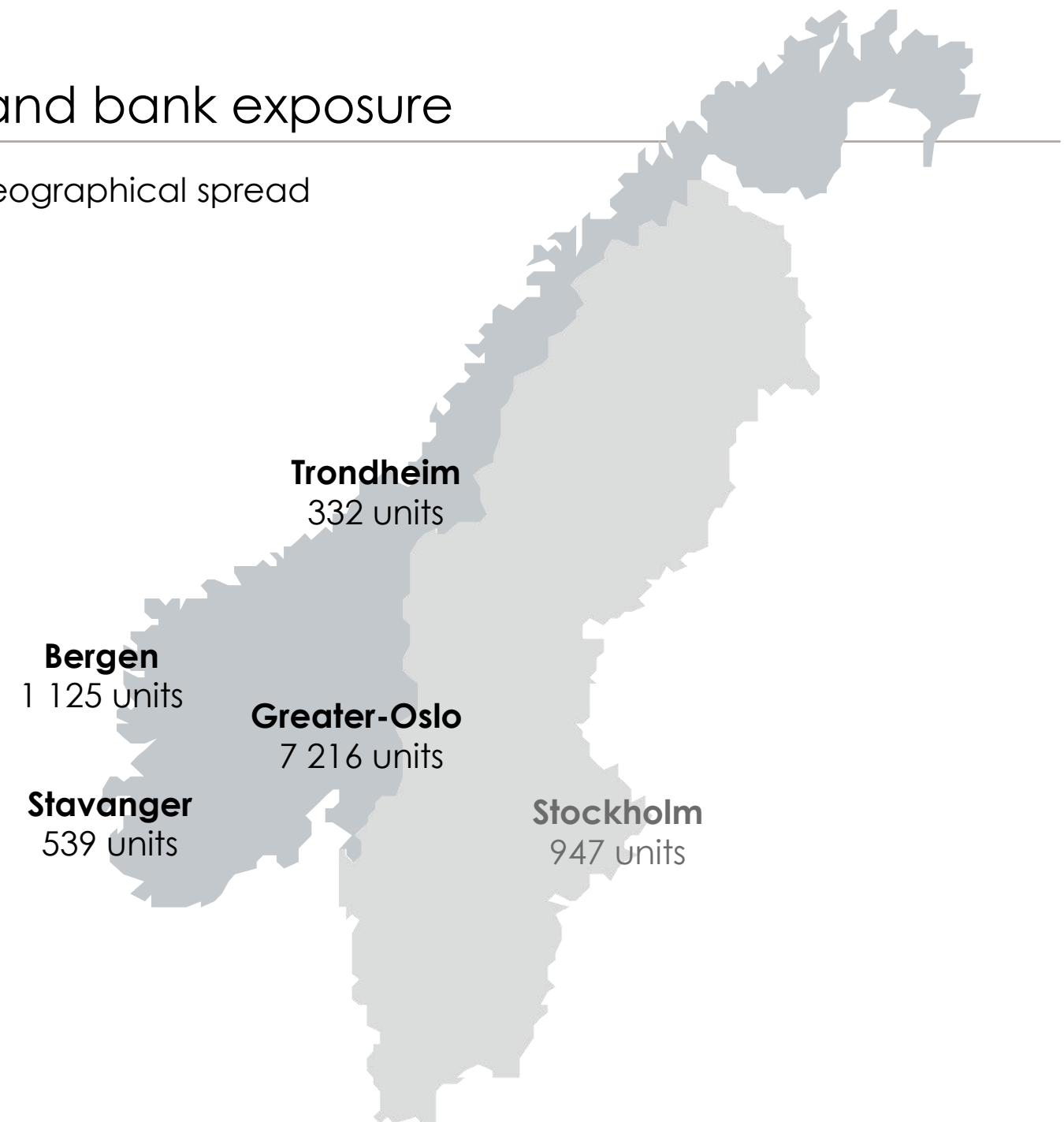
Substantial land bank in Norway's four largest growing urban areas

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 30 June 2024. All numbers are adjusted for Selvaag Bolig's share in joint ventures. The total portfolio is ~10 150 units. Of these ~5 250 are options and obligations to buy.

Change in needs calls for new concepts

Selvaag Pluss

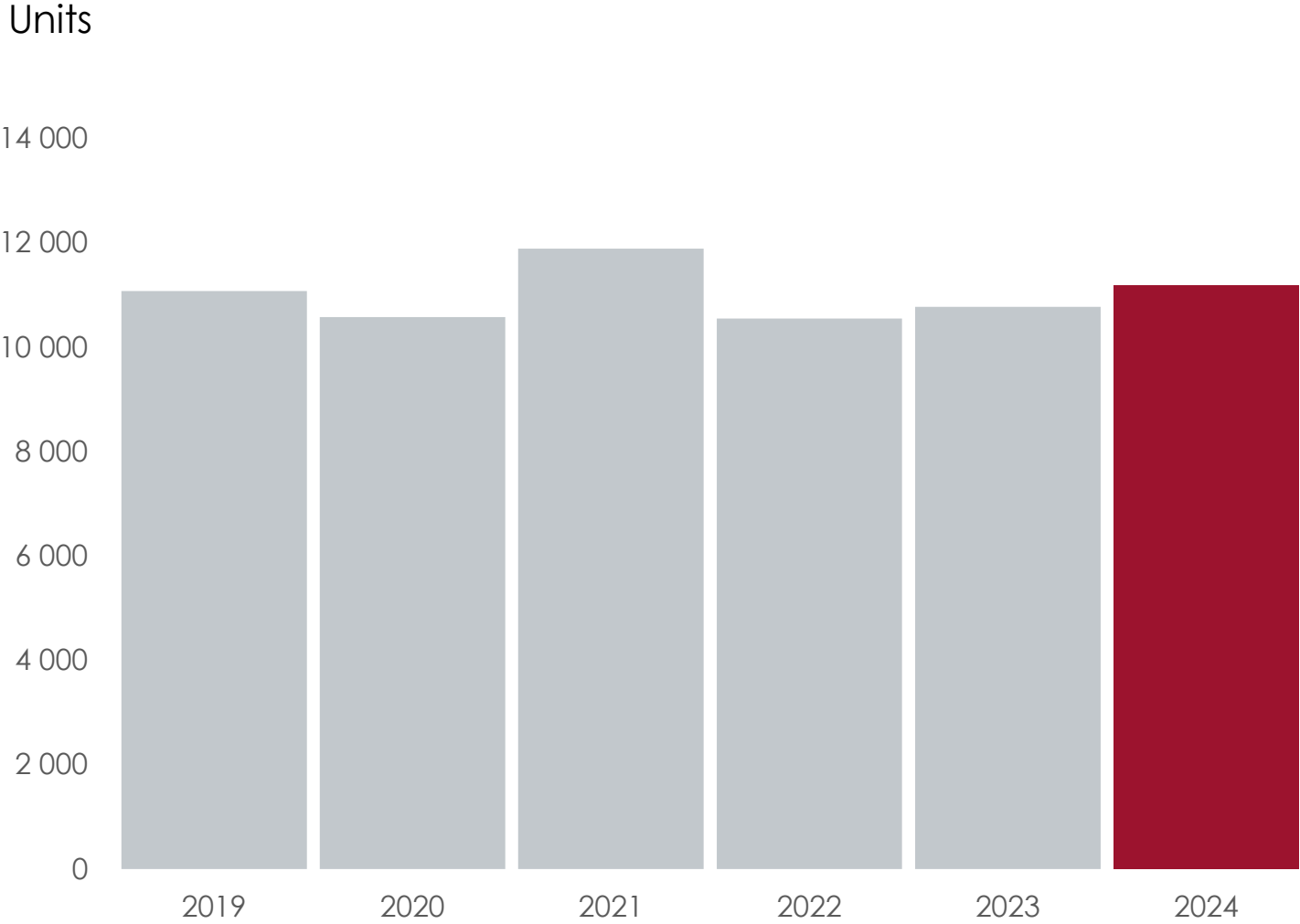
- Lifestyle concept
- Attractive common areas
- Professional hosting services
- Service offerings and good neighbourliness, make every day living easier
- Guestrooms for family and friends
- Work-out- and fitness centre

Selvaag City

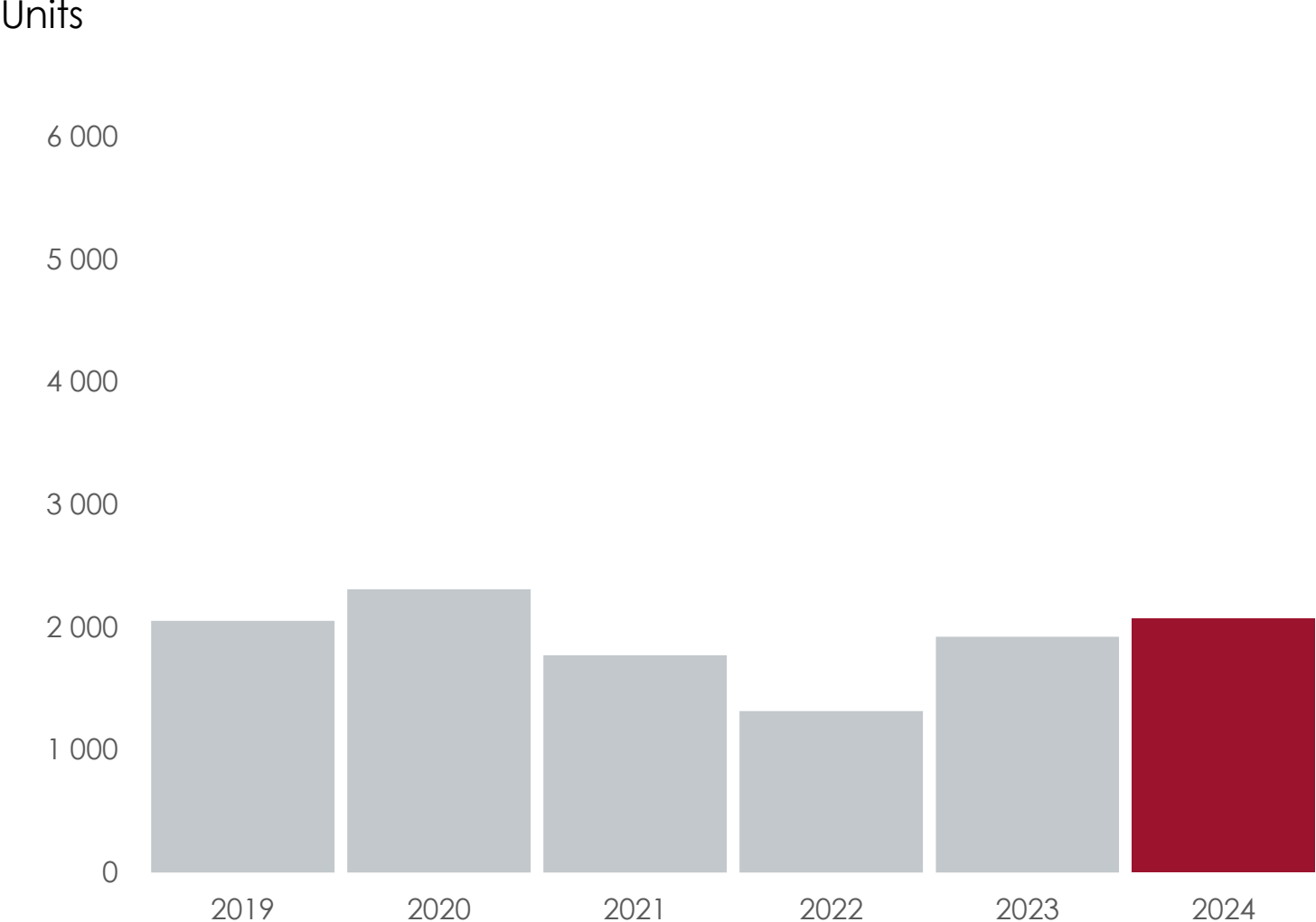
- Urban lifestyle concept with compact apartments
- Attractive common areas
- Professional hosting services
- Service offerings and good neighbourliness, make every day living easier
- Guestrooms for family and friends
- Work-out- and fitness centre

Oslo second-hand market update

Units sold 1.1 – 30.6, 2013-24



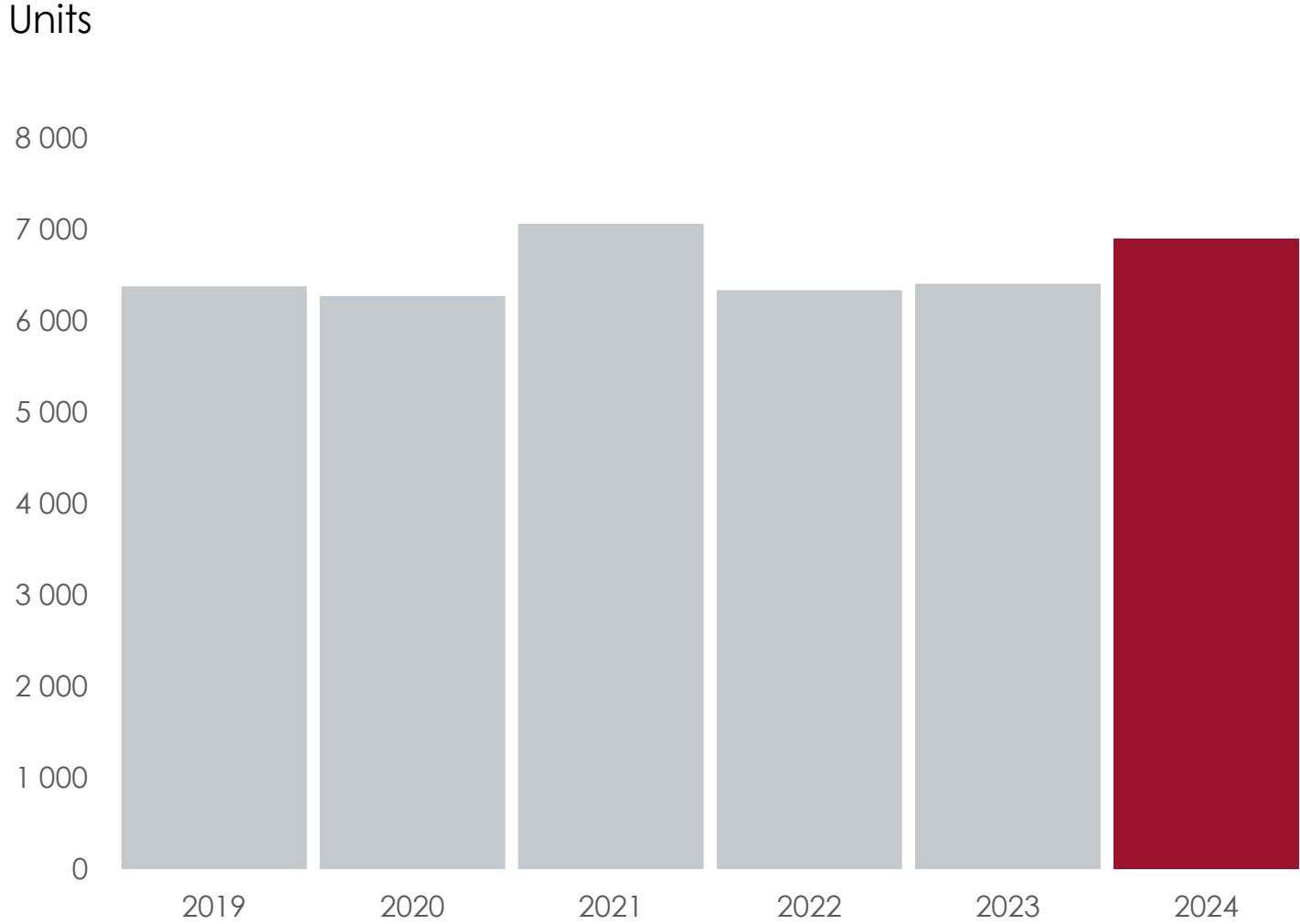
Inventory at 30.6, 2013-24



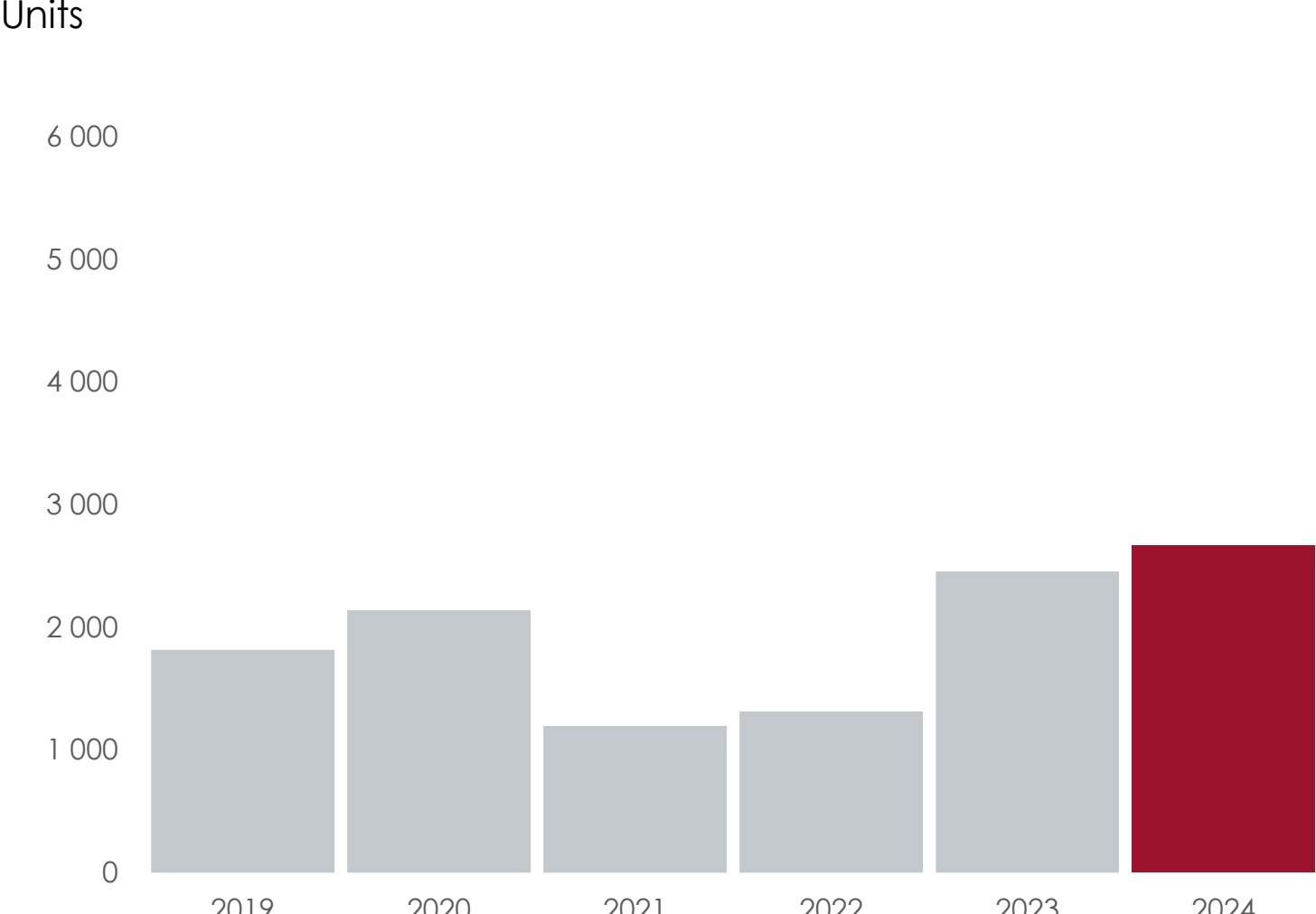
Source: Eiendomsverdi

Akershus second-hand market update

Units sold 1.1 – 30.6, 2013-24



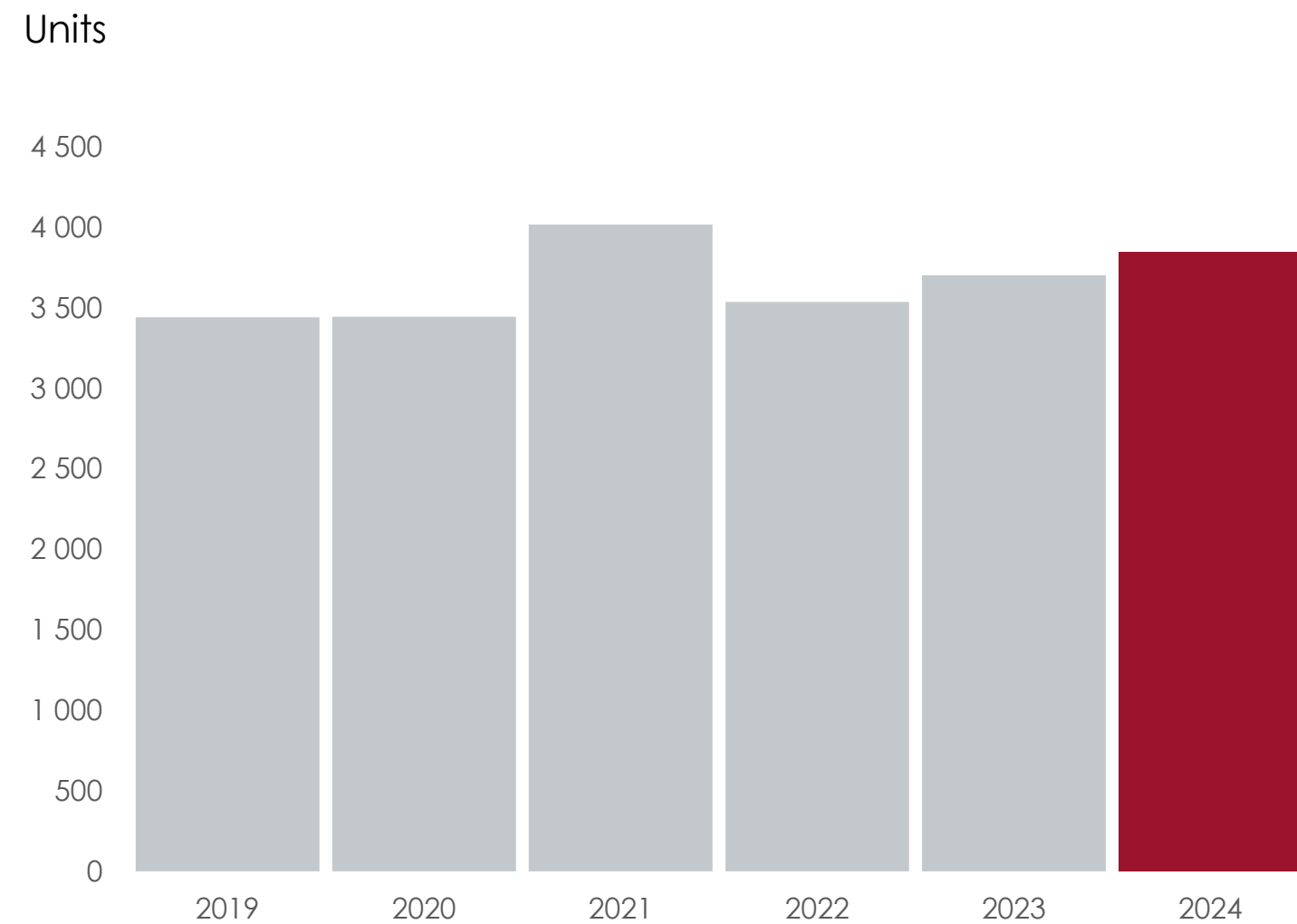
Inventory at 30.6, 2013-24



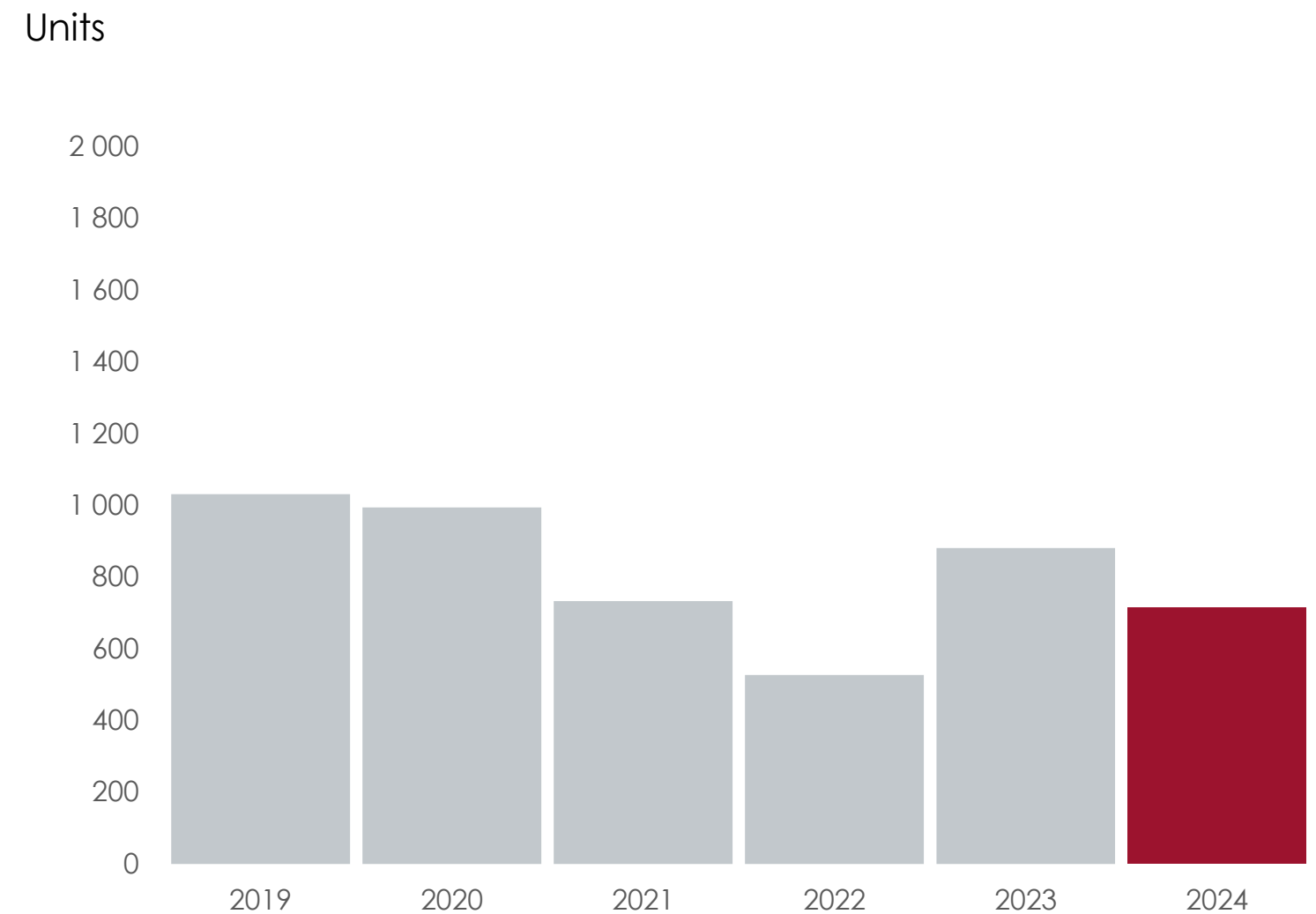
Source: Eiendomsverdi.

Bergen second-hand market update

Units sold 1.1 – 30.6, 2013-24



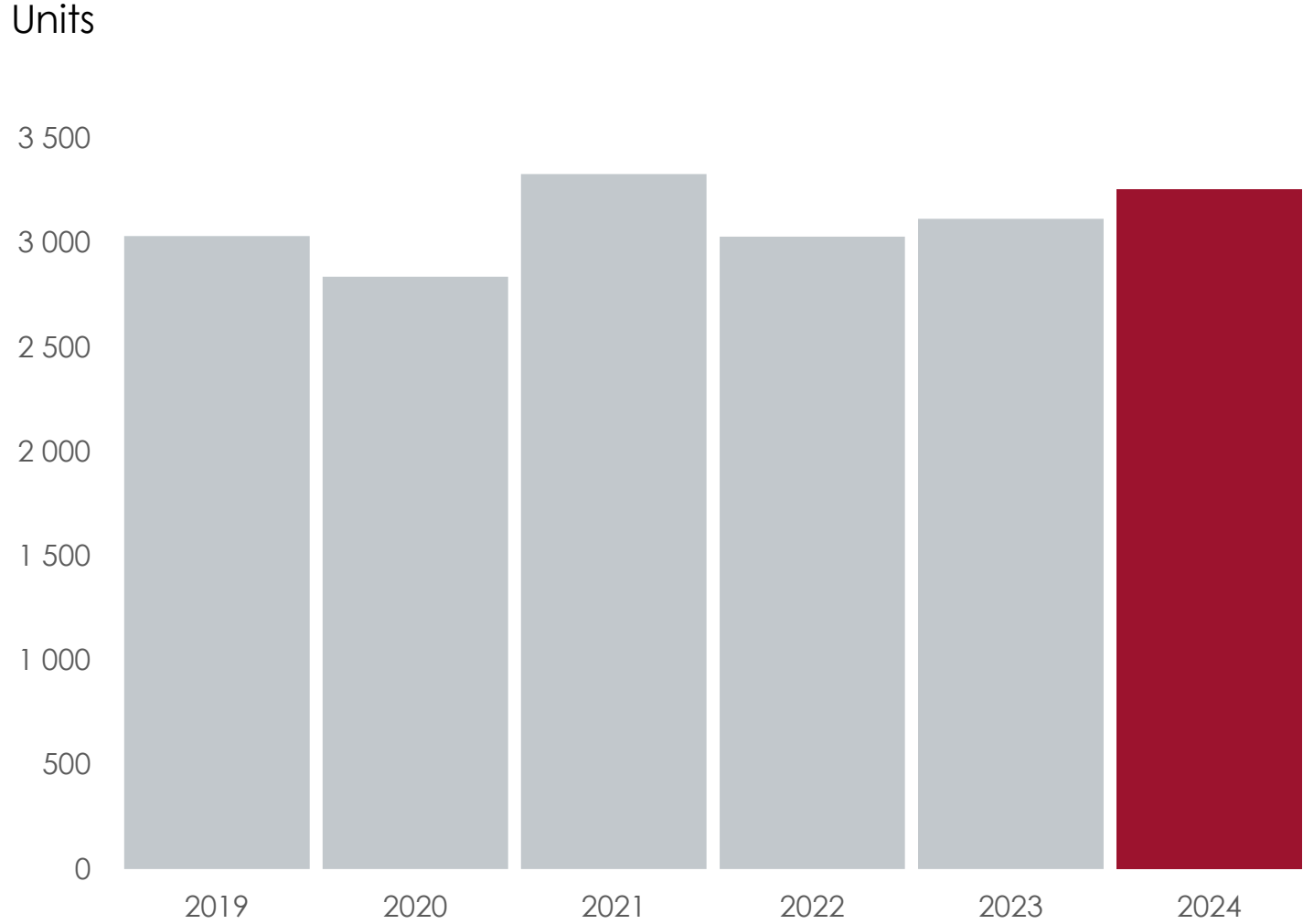
Inventory at 30.6, 2013-24



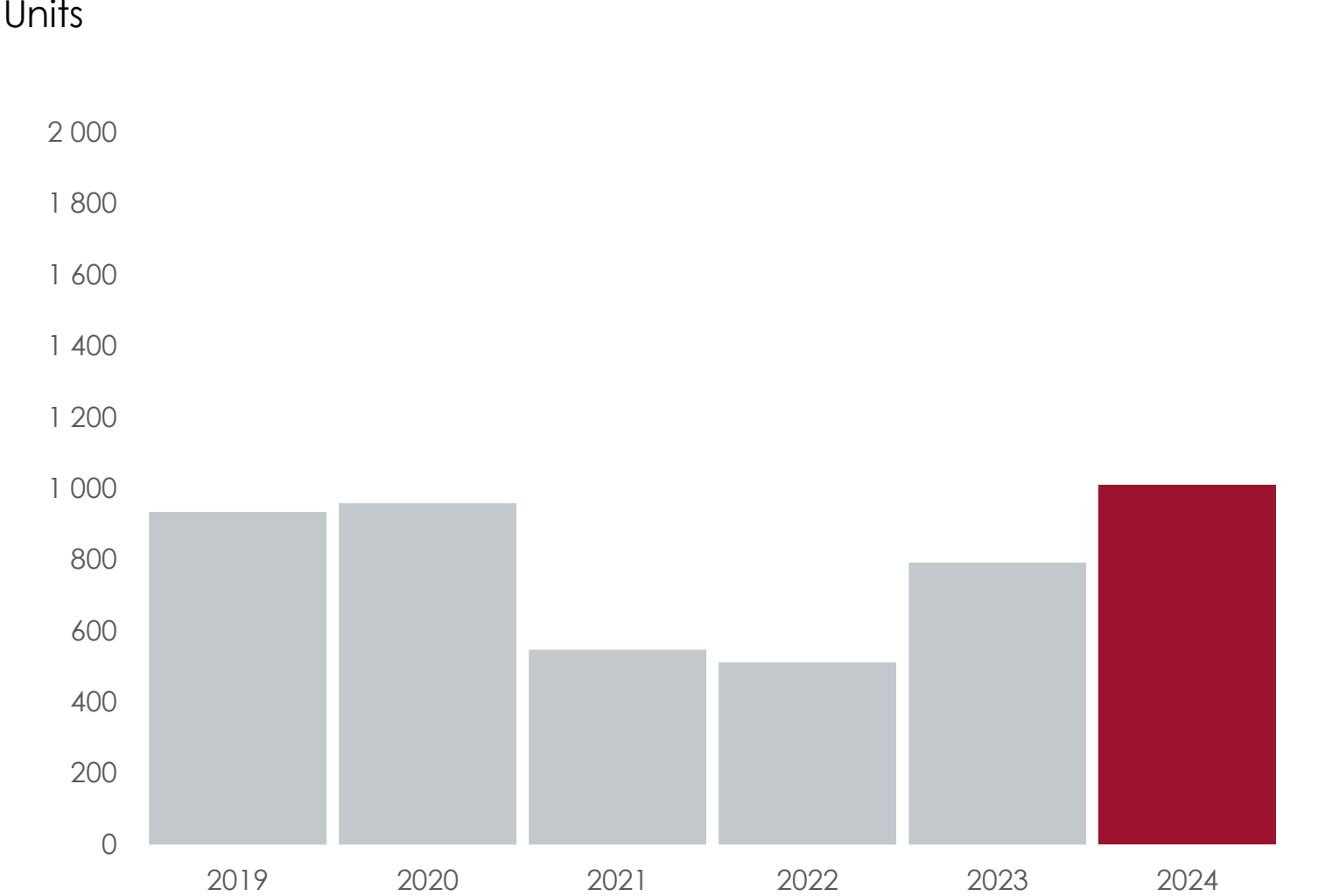
Source: Eiendomsverdi.

Trondheim second-hand market update

Units sold 1.1 – 30.6, 2013-24



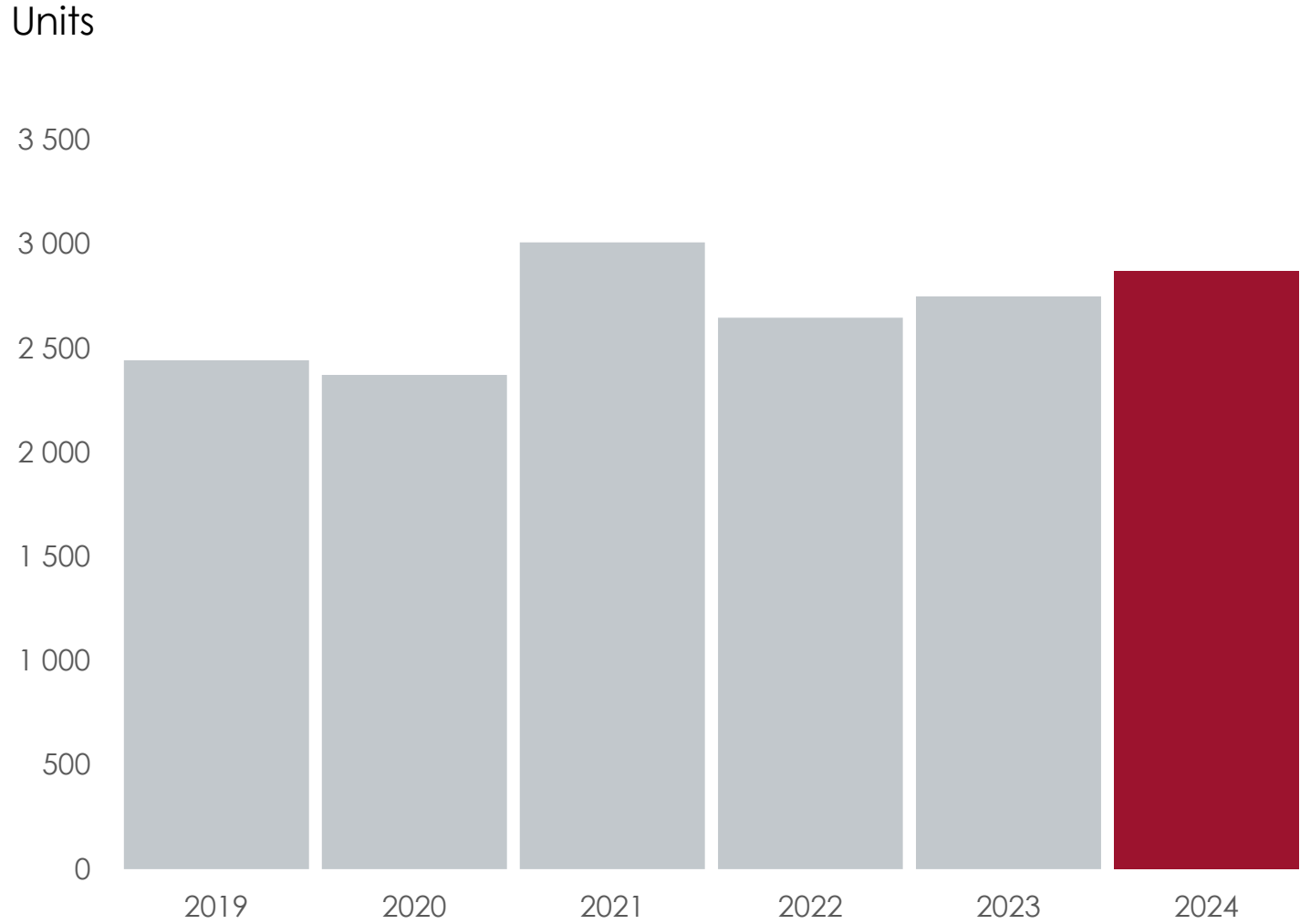
Inventory at 30.6, 2013-24



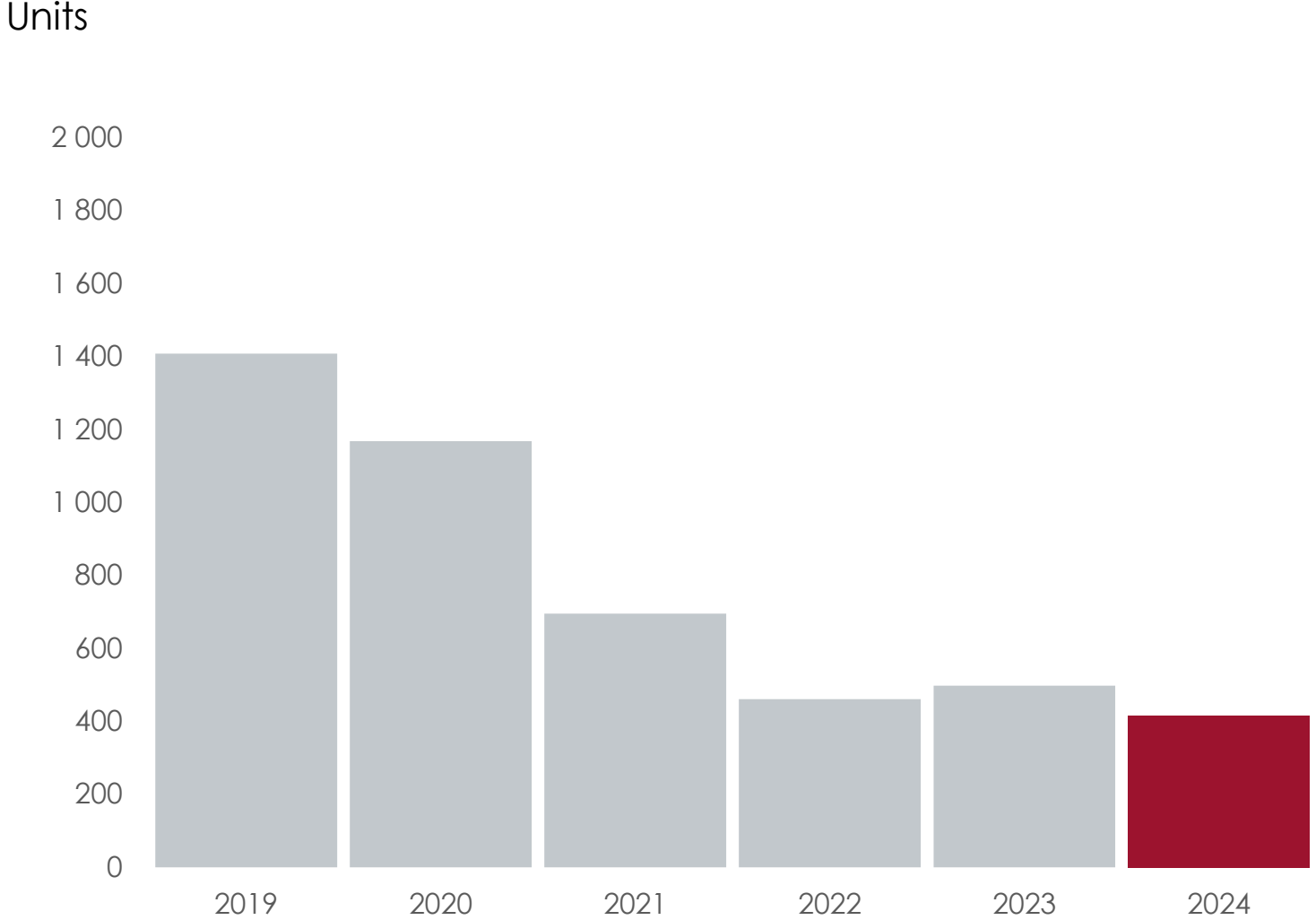
Source: Eiendomsverdi.

Stavanger-area* second-hand market update

Units sold 1.1 – 30.6, 2013-24



Inventory at 30.6, 2013-24



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

Regional price* development – July 2024

Area	% chg -1M	% chg. -1M seasonal adj.	% chg YtD	% chg -12m	% chg -5Y	% chg -10Y	Average price/sqm (NOK)	Average price (NOK)
Oslo	0.0%	0.2%	6.7%	3.4%	28.1%	86.3%	97 844	5 887 849
Bergen	-0.9%	0.3%	9.2%	6.5%	24.7%	40.8%	59 141	3 900 767
Trondheim	-1.8%	-0.8%	4.1%	-0.4%	18.4%	38.7%	59 332	3 853 963
Stavanger-area**	-1.7%	0.4%	6.5%	6.5%	29.0%	16.7%	47 334	4 247 326
Norway	1.3%	-0.1%	6.6%	2.4%	24.4%	57.8%	51 307	4 050 662

Source: Eiendom Norge.

* Nominal price change.

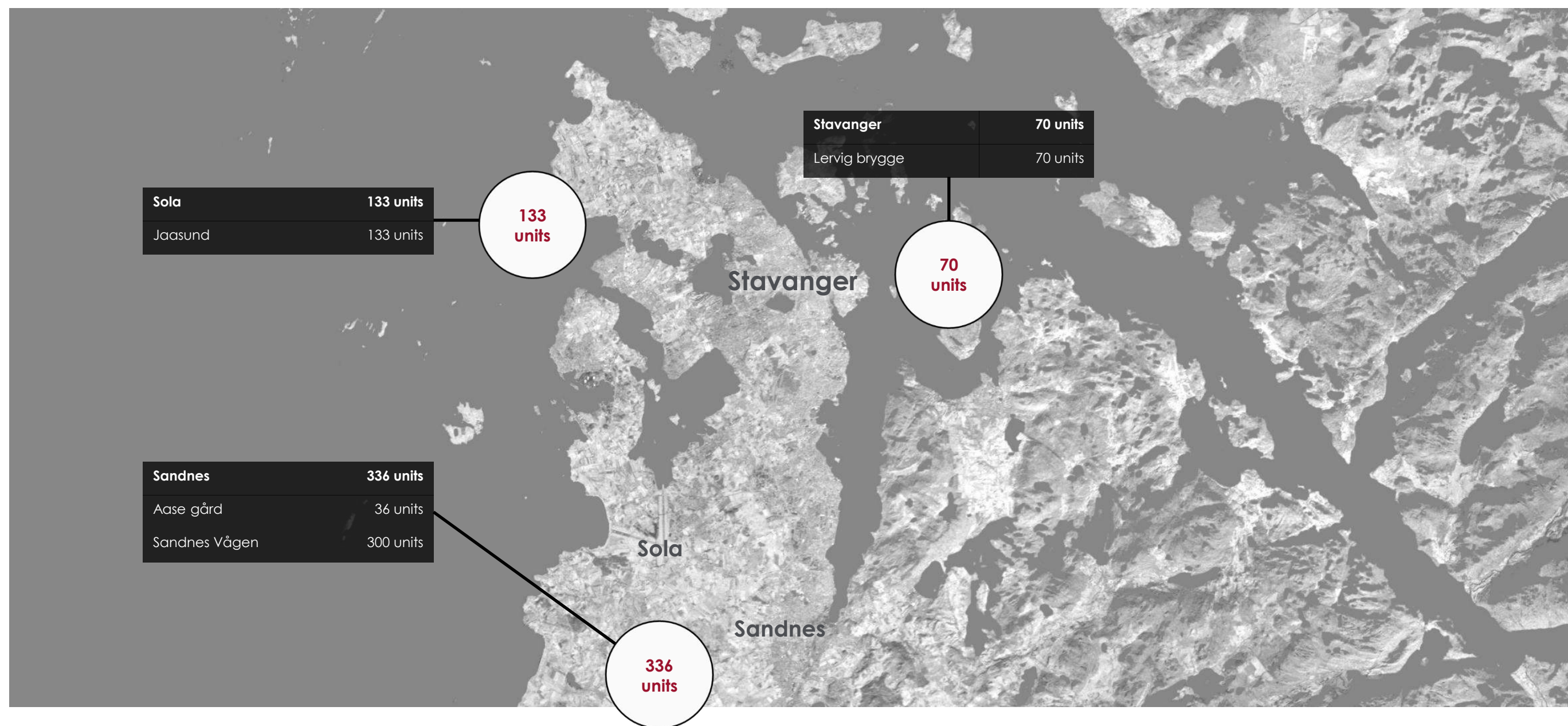
** Includes Stavanger, Sola, Sandnes, Randaberg.

Land bank in Oslo and Greater Oslo at 30.6.24



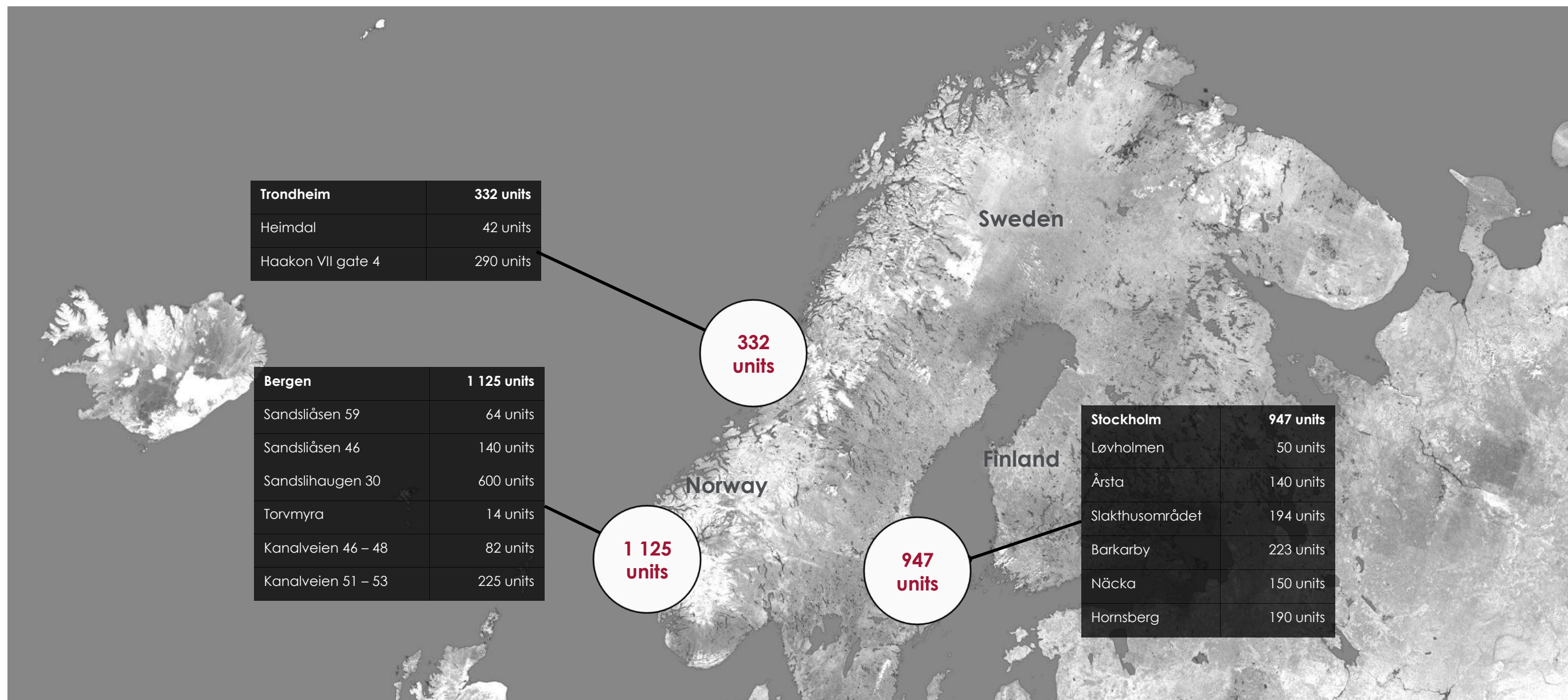
*The numbers are adjusted for Selvaag Bolig's share in joint ventures

Land bank in Stavanger area at 30.6.24



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

Land bank in Bergen, Trondheim and Stockholm at 30.6.24



*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:**

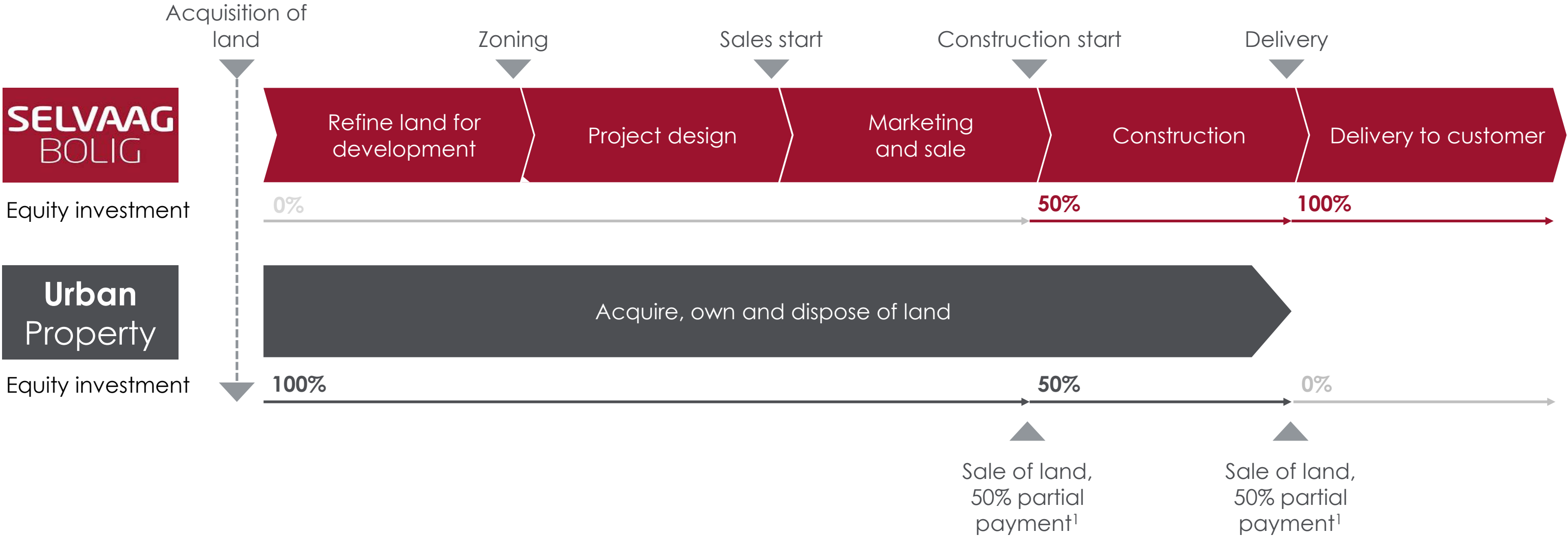
- Eliminates need for equity when purchasing land, as SBO pay 50% of purchasing price at construction start and 50% at project completion
- Increases return on equity
- Allows for a higher dividend payout ratio
- More efficient and predictable funding of existing and new land plots
- Increases competitiveness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

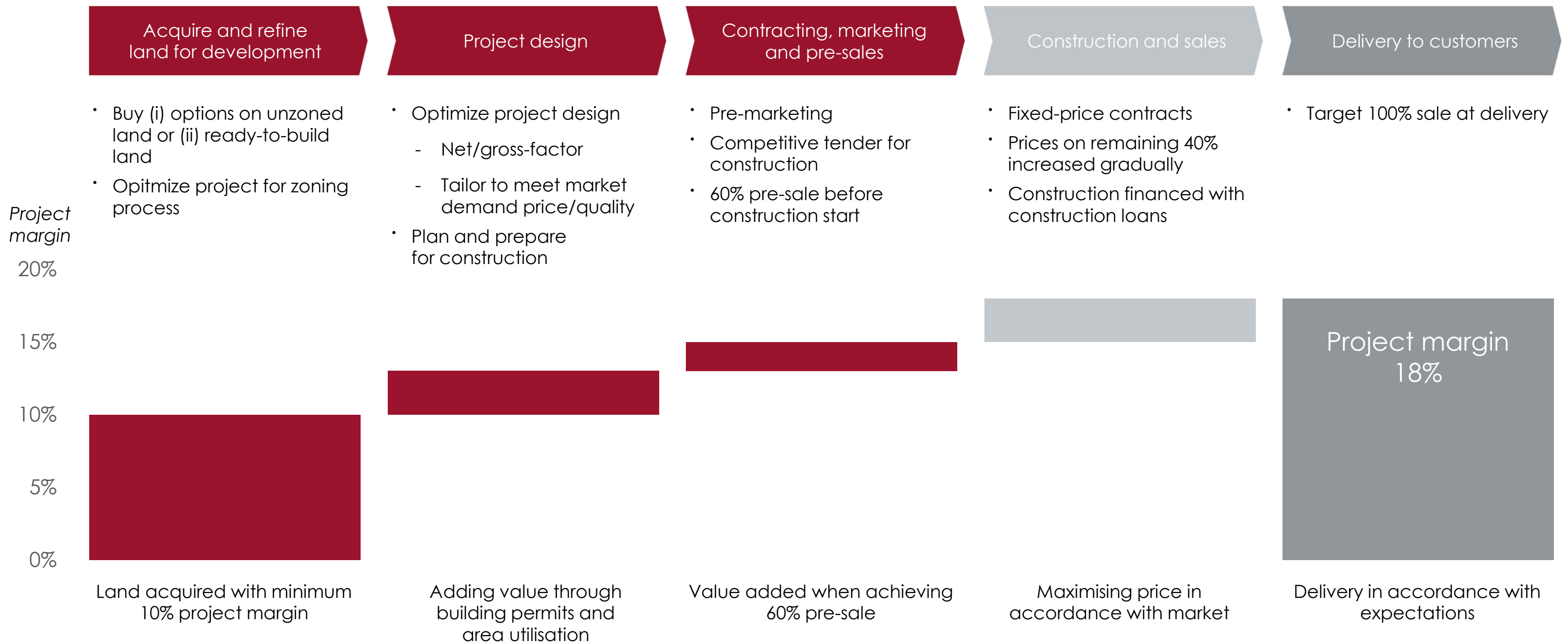
Cooperation between Selvaag Bolig and Urban Property



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%

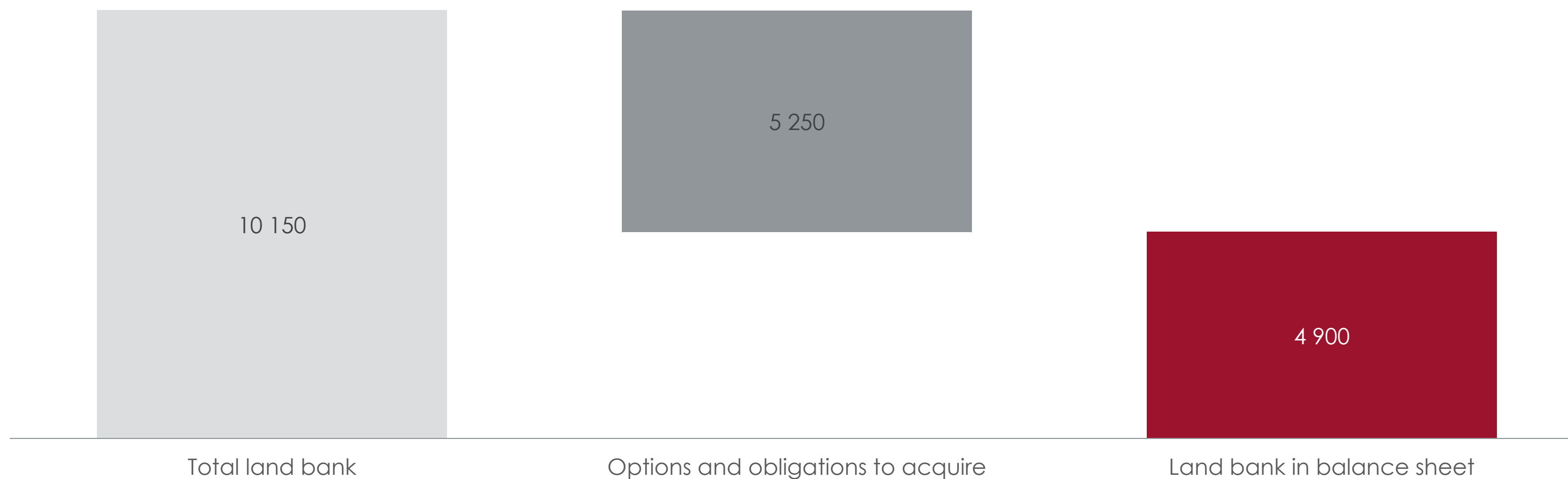
- 1 Initial project margin and IRR before Urban Property when purchasing land at market value
 - 2 Initial project margin and IRR with Urban Property as partner when purchasing land at market value (including option premium)
- ➔ In total marginal lower project margins, but significantly increased IRR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

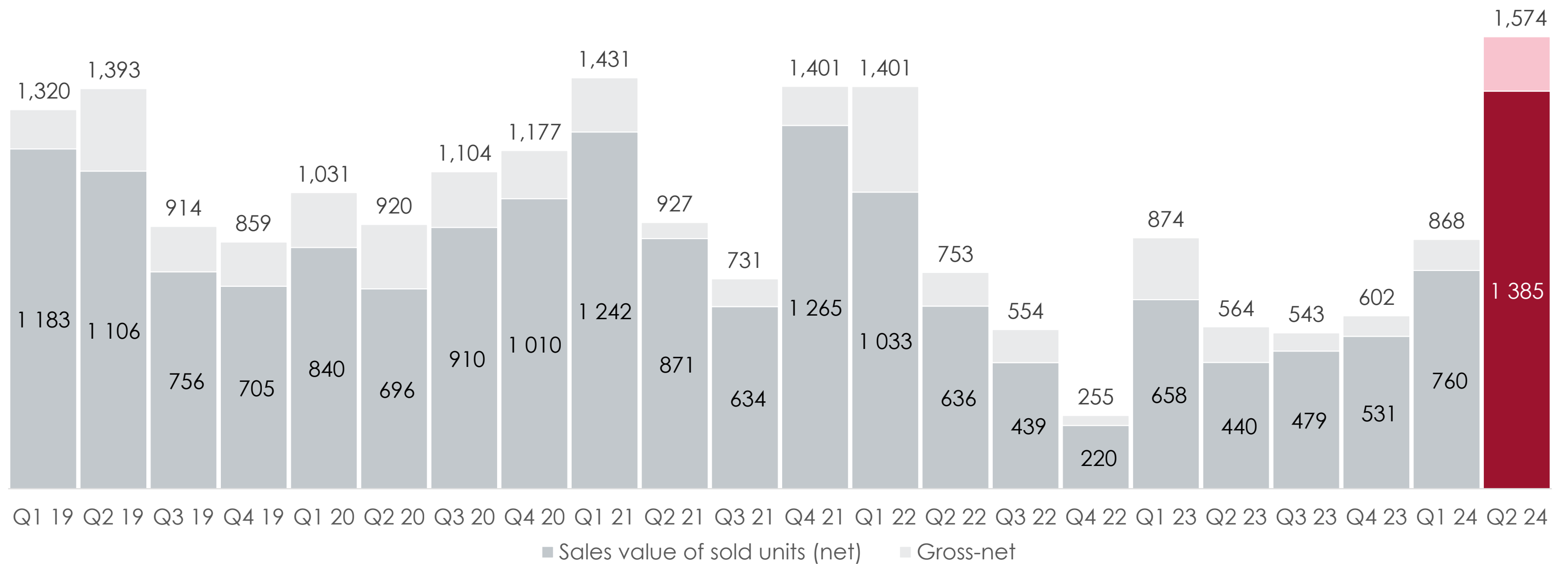
Units



Value of units sold - gross and net

Sales value of units sold

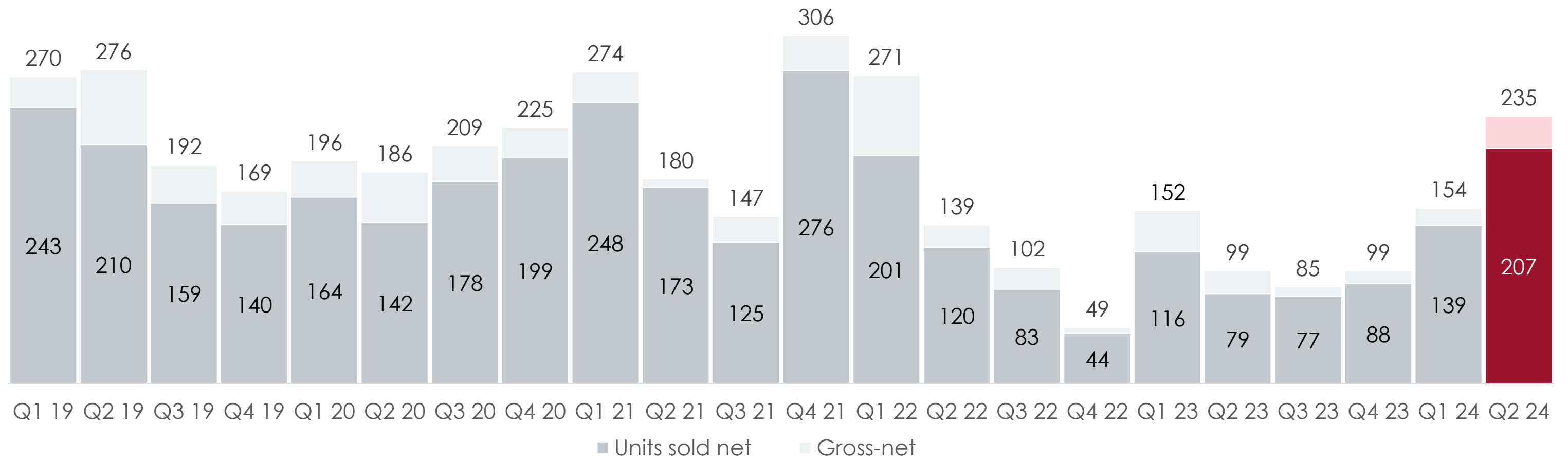
NOK million



Number of units sold - gross and net

Number of units sold

Units



Income statement IFRS

(figures in NOK million)	Q2 2024	Q2 2023	1H 2024	1H 2023
Total operating revenues	620.2	836.9	1 247.9	1 571.1
Project expenses	(489.9)	(708.6)	(1 005.8)	(1 288.5)
Other operating expenses	(58.8)	(55.2)	(119.6)	(113.1)
Associated companies and joint ventures	27.4	(7.2)	44.3	(15.9)
EBITDA	98.9	66.0	166.8	153.7
Depreciation and amortisation	(2.4)	(2.3)	(4.6)	(4.5)
Other gains (loss)	-	-	-	-
EBIT	96.6	63.7	162.2	149.1
Net financial expenses	(4.7)	6.0	(3.3)	6.6
Profit/(loss) before taxes	91.9	69.7	158.9	155.7
Income taxes	(12.5)	(18.2)	(23.6)	(39.0)
Net income	79.4	51.6	135.3	116.8

Balance sheet

(figures in NOK million)	Q2 2024	Q1 2024	2023
Intangible assets	383.4	383.4	383.4
Property, plant and equipment	12.2	12.6	9.8
Investments in associated companies and joint ventures	244.0	228.6	230.0
Other non-current assets	650.3	589.6	580.1
Total non-current assets	1 290.0	1 214.2	1 203.2
Inventories (property)	2 933.4	2 967.5	3 199.5
- Land	633.5	662.1	667.3
- Land held for sale			
- Work in progress	1 651.9	1 461.9	1 959.2
- Finished goods	647.9	843.5	573.0
Other current receivables	120.6	105.3	85.2
Cash and cash equivalents	198.9	208.4	266.5
Total current assets	3 252.9	3 281.2	3 551.2
TOTAL ASSETS	4 542.8	4 495.4	4 754.4
Equity attributed to shareholders in Selvaag Bolig ASA*	2 340.3	2 355.0	2 299.1
Non-controlling interests	7.9	7.8	7.8
Total equity	2 348.1	2 362.9	2 307.0
Non-current interest-bearing liabilities	336.9	634.0	681.8
Other non-current non interest-bearing liabilities	562.8	533.1	533.3
Total non-current liabilities	899.6	1 167.1	1 215.1
Current interest-bearing liabilities	881.0	562.7	728.4
Other current non interest-bearing liabilities	414.1	402.7	503.9
Total current liabilities	1 295.1	965.4	1 232.3
TOTAL EQUITY AND LIABILITIES	4 542.8	4 495.4	4 754.4

Cash flow statement

(figures in NOK million)	1H 2024	1H 2023	2023
Net cash flow from operating activities	235.0	137.9	1 196.6
Net cash flow from investment activities	25.9	(57.4)	(45.3)
Net cash flow from financing activities	(328.4)	(301.3)	(1 497.5)
Net change in cash and cash equivalents	(67.6)	(220.9)	(346.1)
Cash and cash equivalents at start of period	266.5	612.7	612.7
Cash and cash equivalents at end of period	198.9	391.8	266.5

EBITDA Q2 2024

(figures in NOK million)	Property development	Other	Total
Operating revenues	583.5	19.5	602.9
Project expenses	(494.3)	0.5	(493.8)
Other operating expenses	(10.8)	(49.9)	(60.7)
EBITDA (percentage of completion)	78.3	(29.9)	48.4

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

IFRS EBITDA for the quarter, per segment

Operating revenues	600.7	19.5	620.2
Project expenses	(490.3)	0.5	(489.9)
Other operating expenses	(10.8)	(48.0)	(58.8)
Share of income (losses) from associated companies and joint ventures	27.4	-	27.4
EBITDA	127.0	(28.0)	98.9
Units in production	661	N/A	N/A
Units delivered	127	N/A	N/A

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

Operational highlights – key operating figures

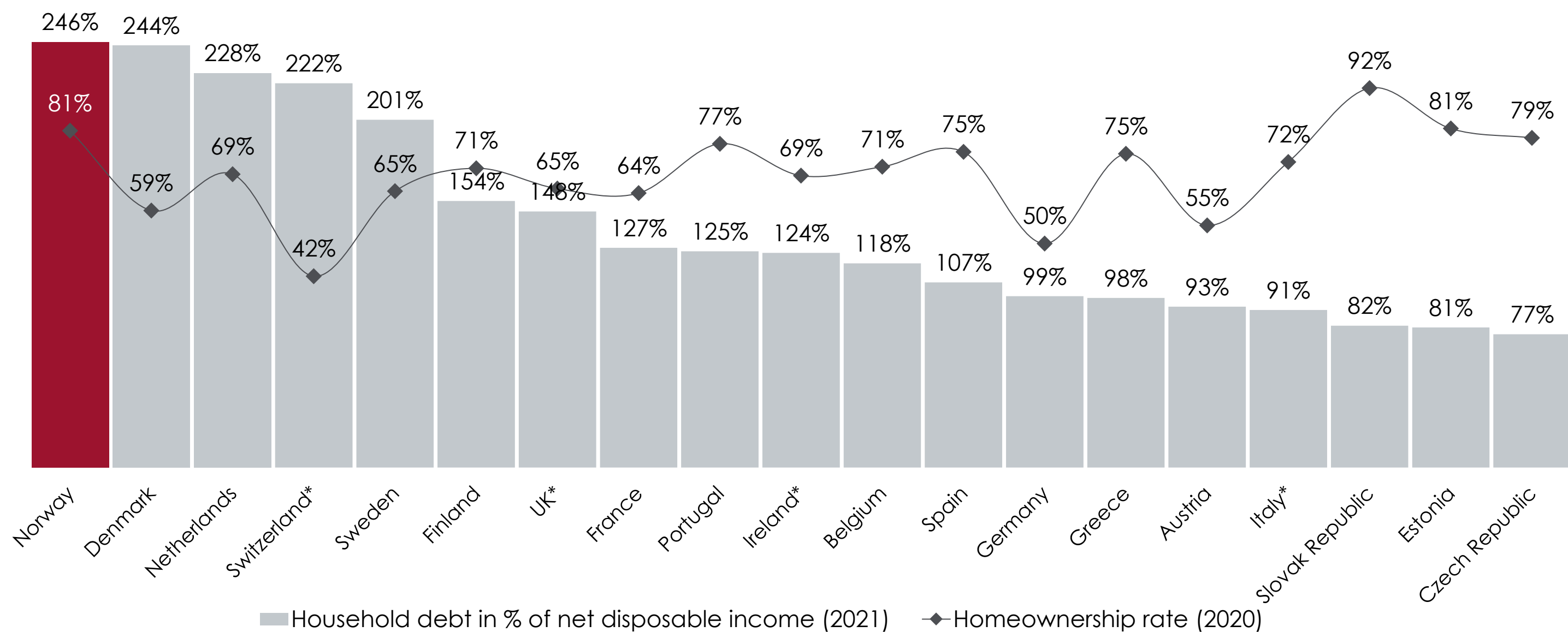
	Q2 23	Q3 23	Q4 23	Q1 24	Q2 24
Units sold	79	77	88	139	207
Construction starts	83	57	130	123	95
Units completed	162	90	331	236	105
Completed unsold units	43	60	95	126	119
Completed sold units pending delivery	11	10	30	56	41
Units delivered	155	74	276	179	127
Units under construction	1 018	985	784	671	661
Proportion of sold units under construction	68 %	69 %	62 %	62 %	66 %
Sales value of units under construction (NOK million)	5 458	5 292	4 496	3 948	4 211

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 a minimum 10% cash deposit
- High level of home ownership
 - 85% (one of the world's highest)
- Economic benefits for home owners
 - 23% 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

Source: Selvaag Bolig and Eurostat.

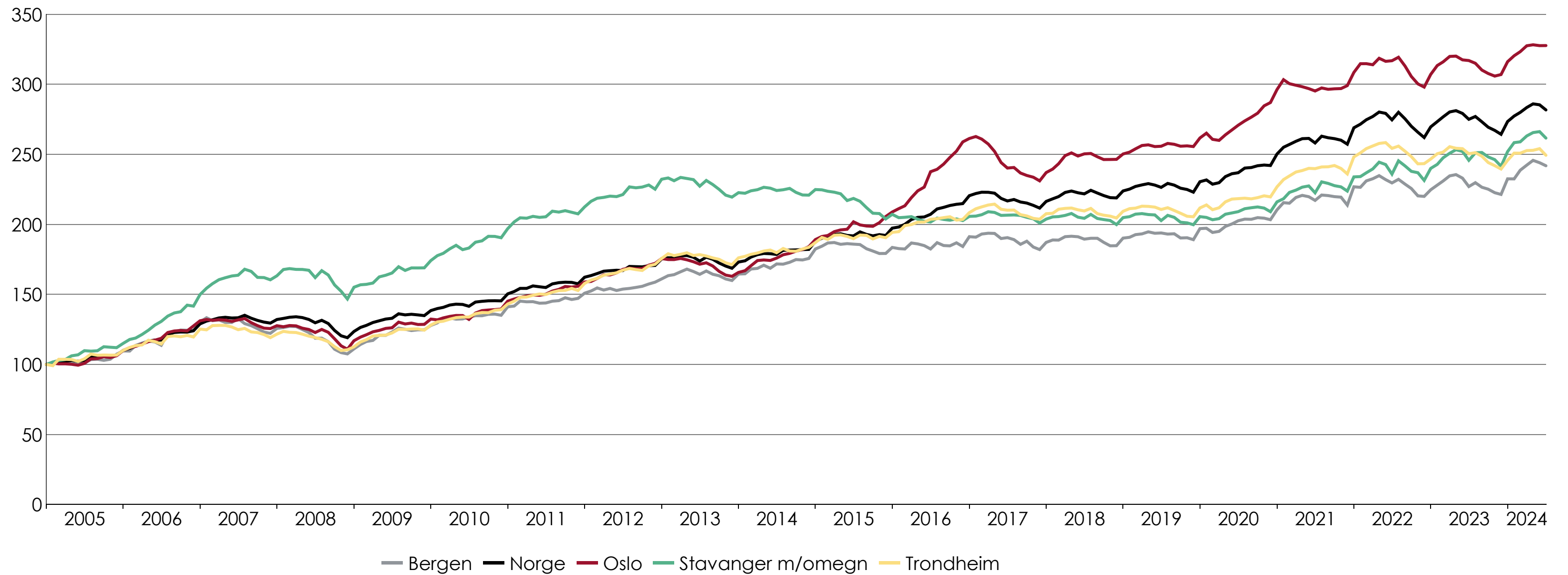
Total household debt and homeownership



Source: OECD, Statista.

Price development Norway and selected regions (2005-23)

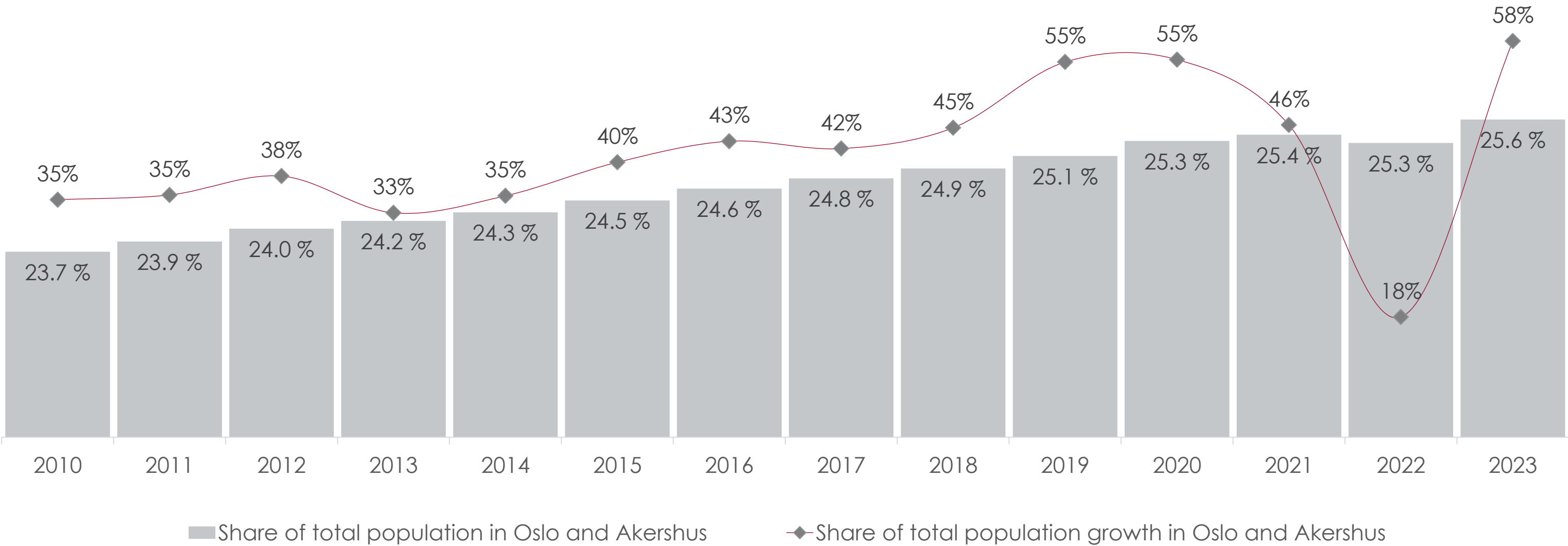
Price development (rebased 1.1.2005)



Source: Eiendomsverdi.

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

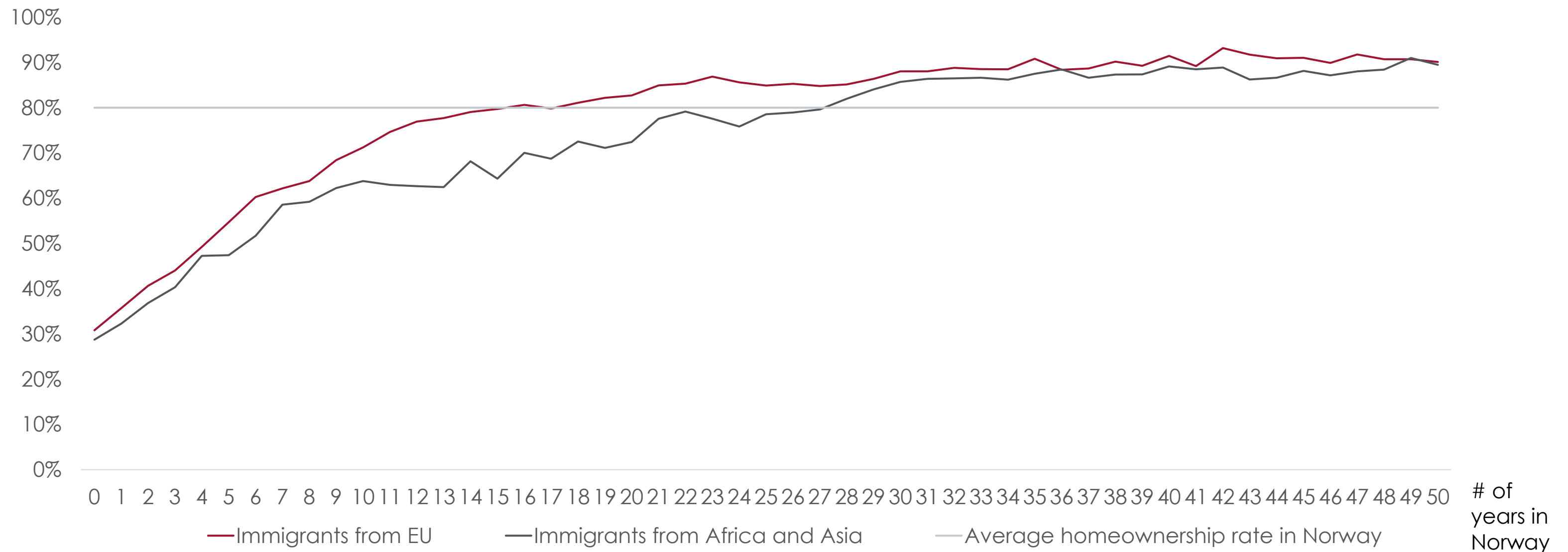
Population growth in Oslo and Akershus remains high



Source: Statistics Norway, per Q3 2023

Immigration increases demand over time

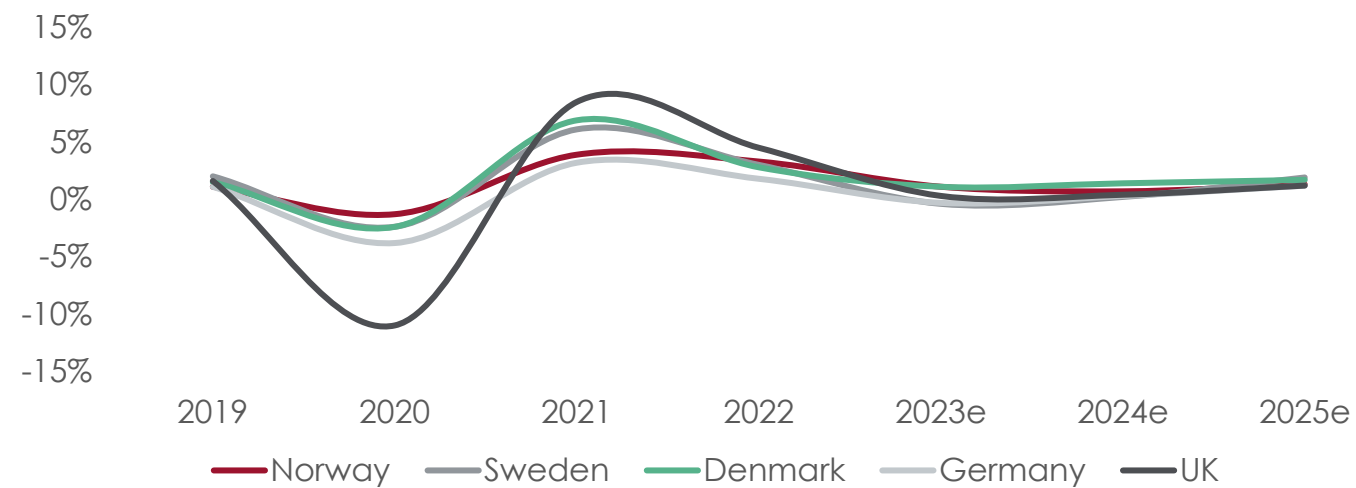
Homeownership rate among immigrants in Norway (per year living in Norway)



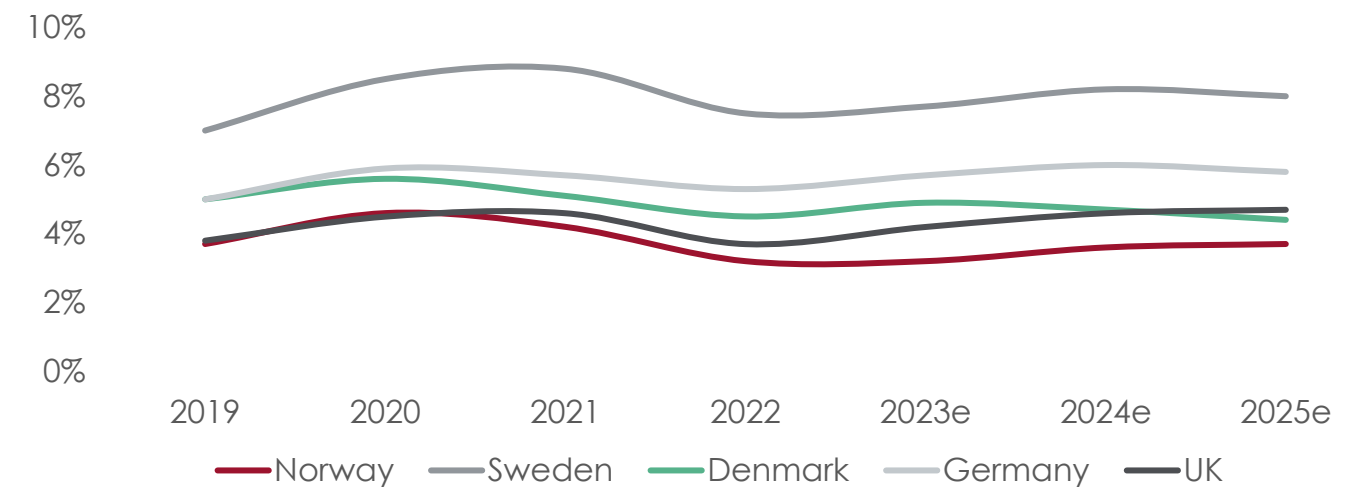
Source: Statistics Norway.

Norway – relatively limited volatility

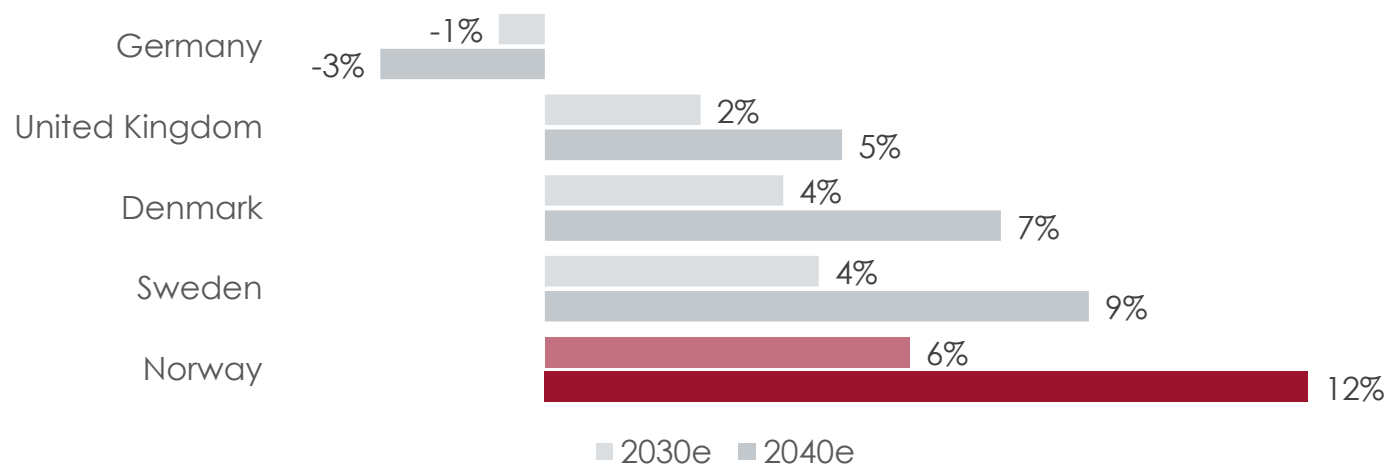
GDP growth 2019 - 2025e



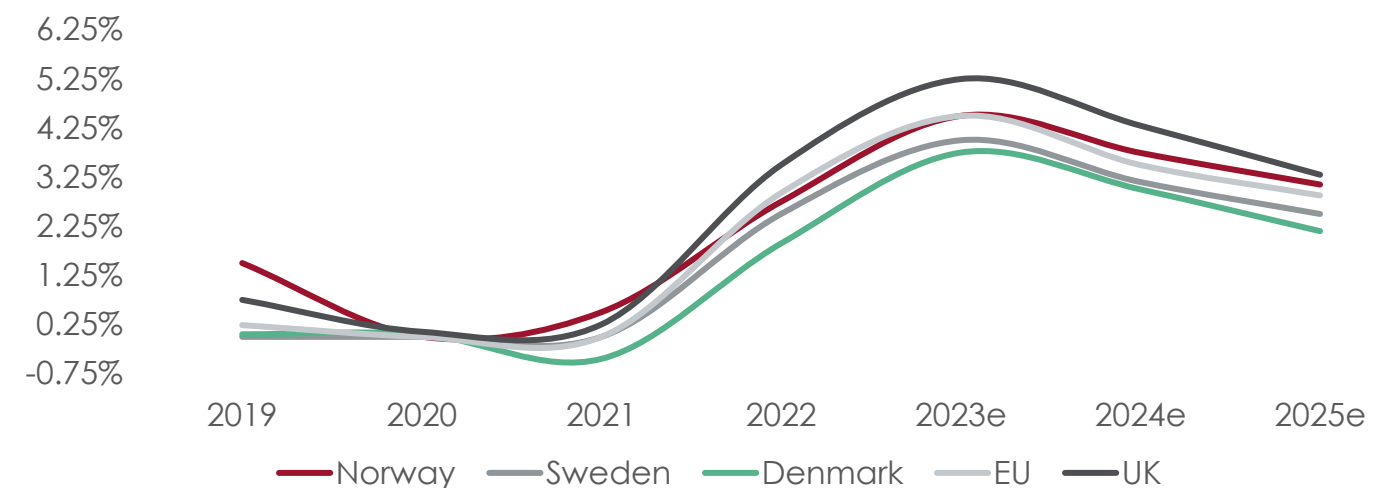
Unemployment 2019 - 2025e



Population growth 2022 - 2030e and 2040e



Interest rates* 2019 - 2025e

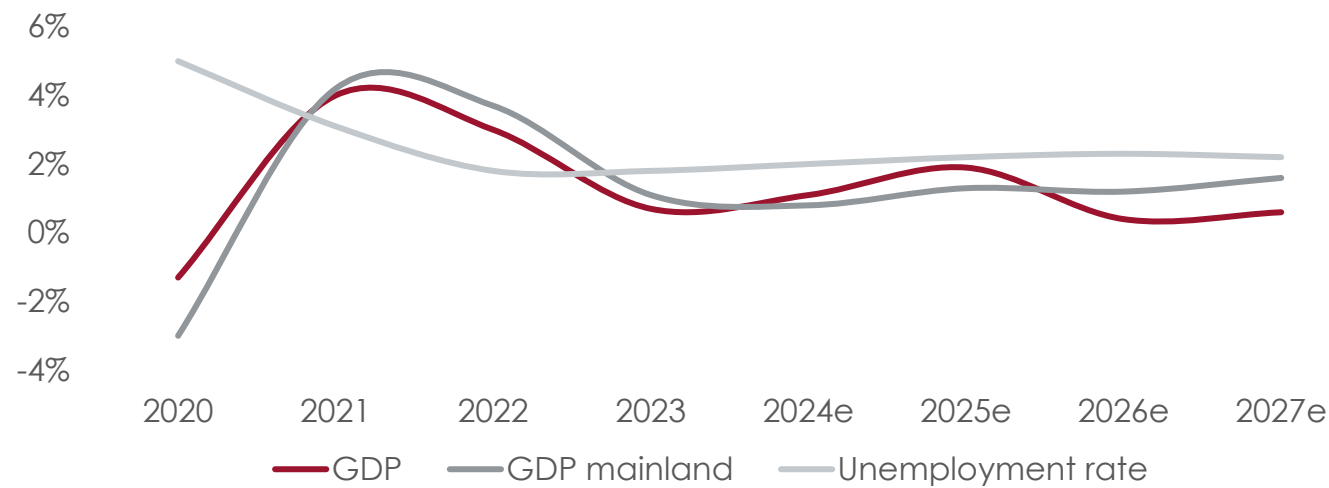


Source: Bloomberg, IMF, UN

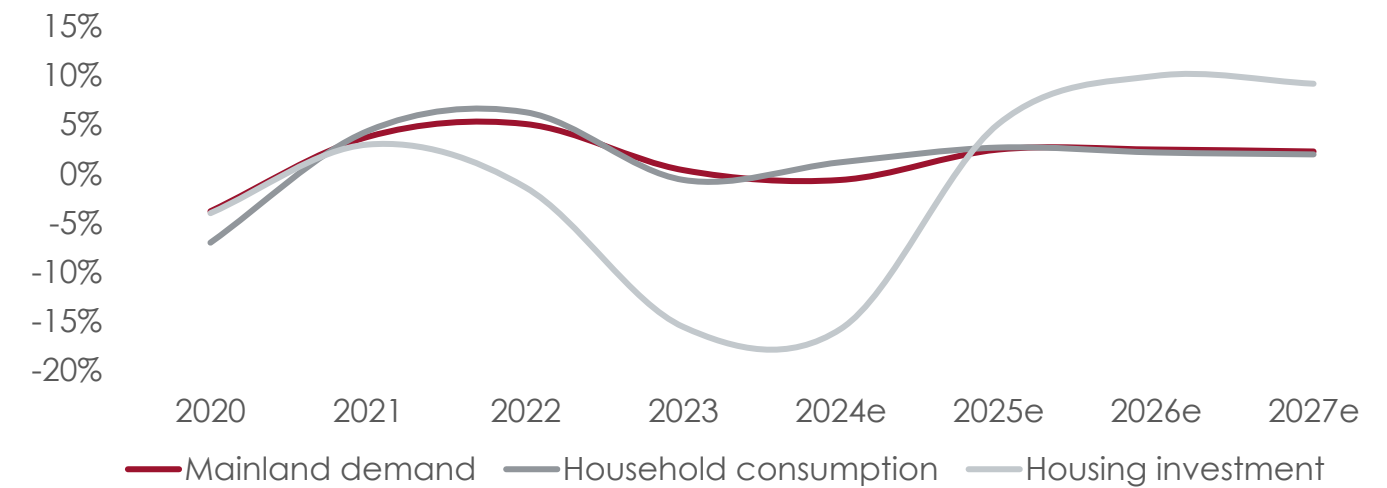
*Central bank policy rates

Healthy macroeconomics

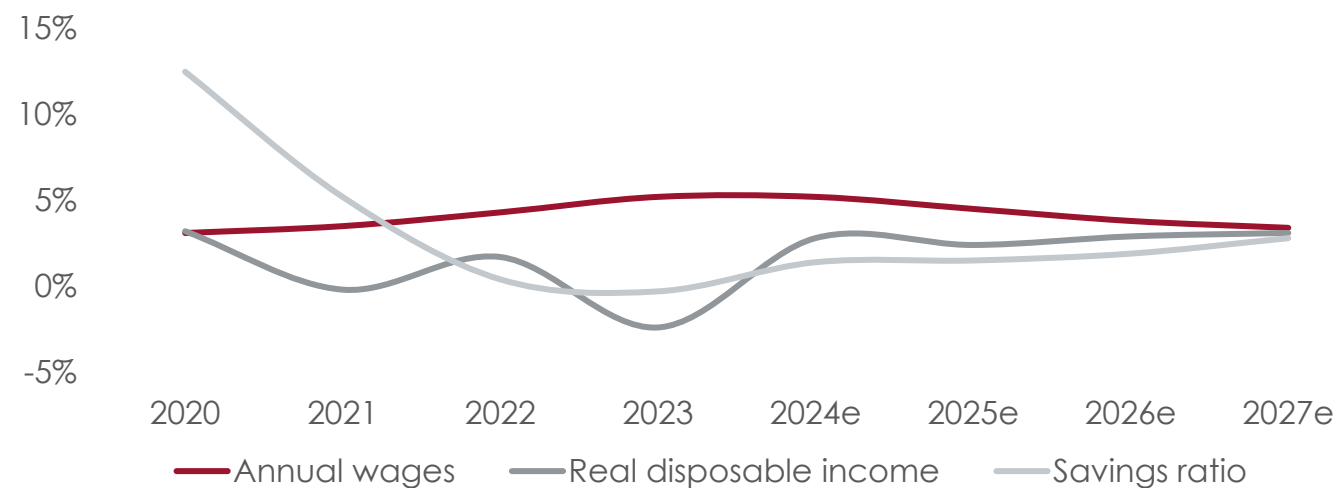
Real economy 2019 - 2026e



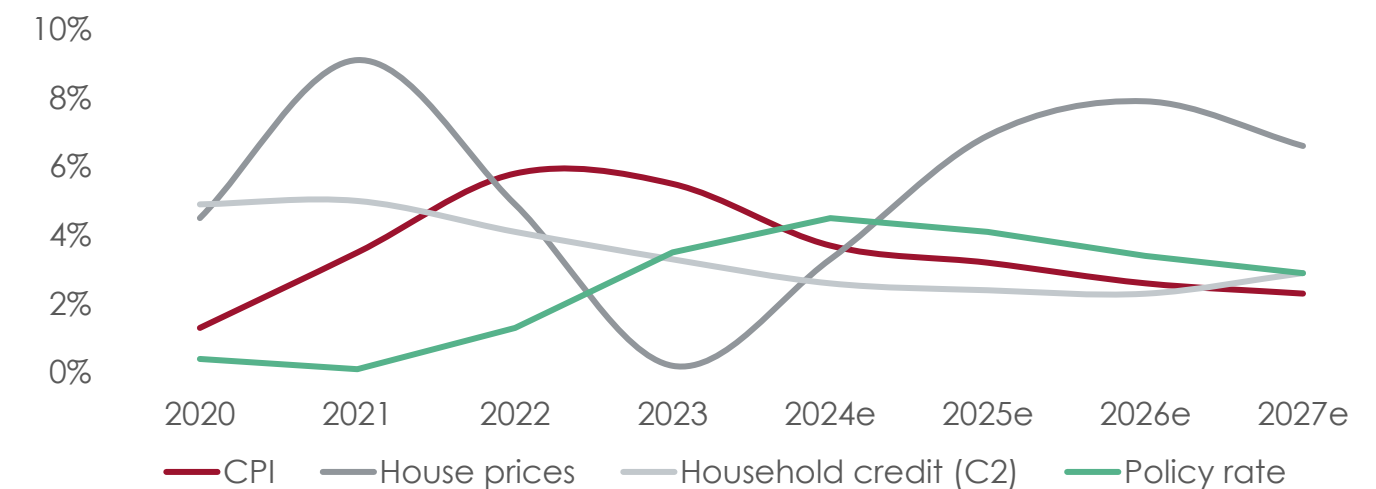
Demand 2019 - 2026e



Wages & disposable income 2020 - 2026e



Prices & interest rates 2019 - 2026e



Source: Monetary Policy Report 2 | 24, Central Bank of Norway.

SELVAAG BOLIG