

Q3 2019

Oslo 13 November 2018
Rolf Thorsen, CEO
Sverre Molvik, CFO

SELVAAG BOLIG

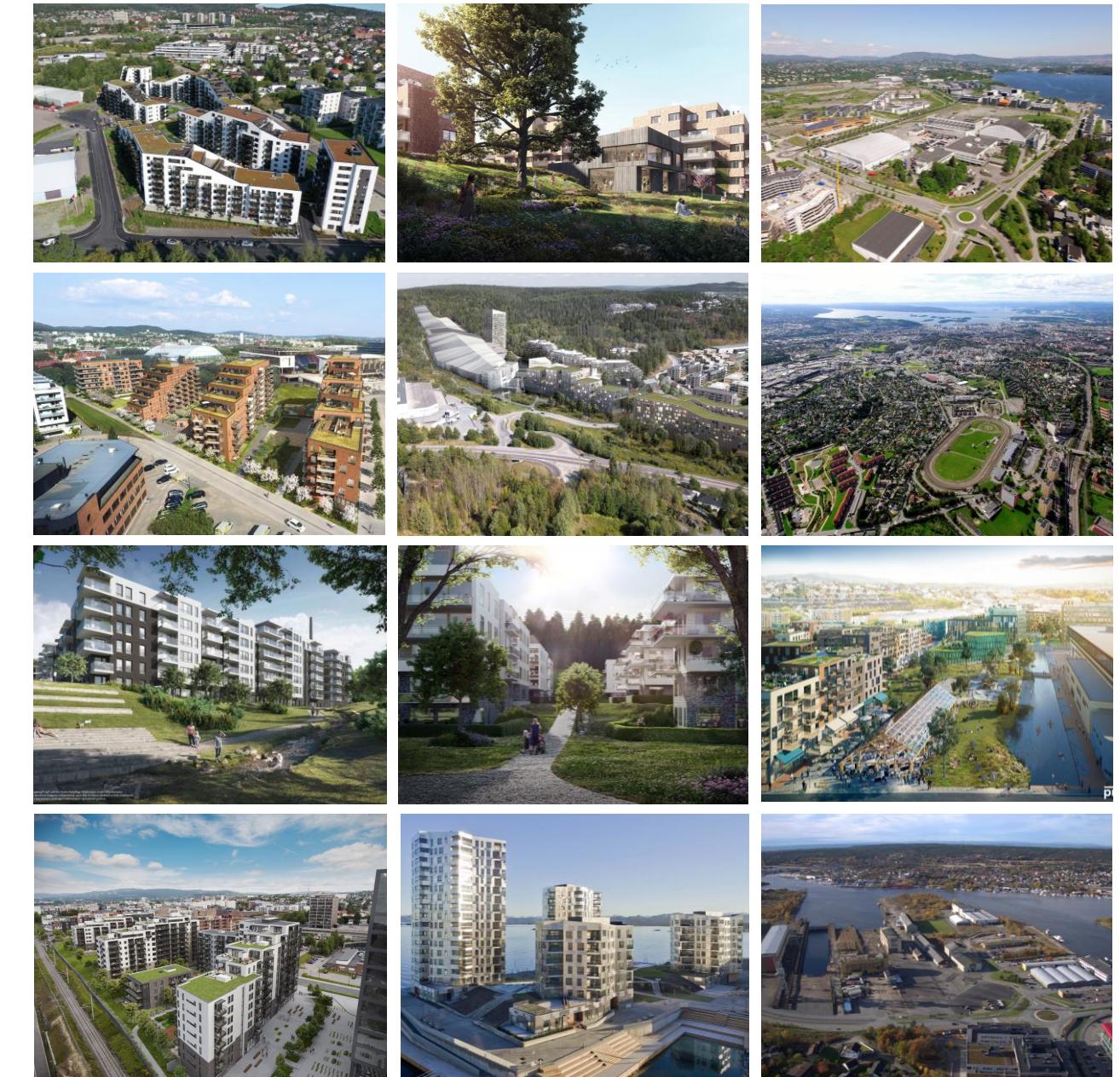
Agenda

- **Highlights and sales**
- Operational and financial update
- Market
- Outlook and summary



Highlights Q3 2019

- Record high Q3 results
- Stable market conditions and good sales
- Well positioned with competitive housing offering and capacity in growth regions



Completed, ongoing and upcoming projects

Key financials Q3 2019

Operating revenues

810

NOK million

Adjusted EBITDA* margin

31.3

per cent

Operating revenues (NGAAP)

650

NOK million

EBITDA** margin (NGAAP)

26.5

per cent

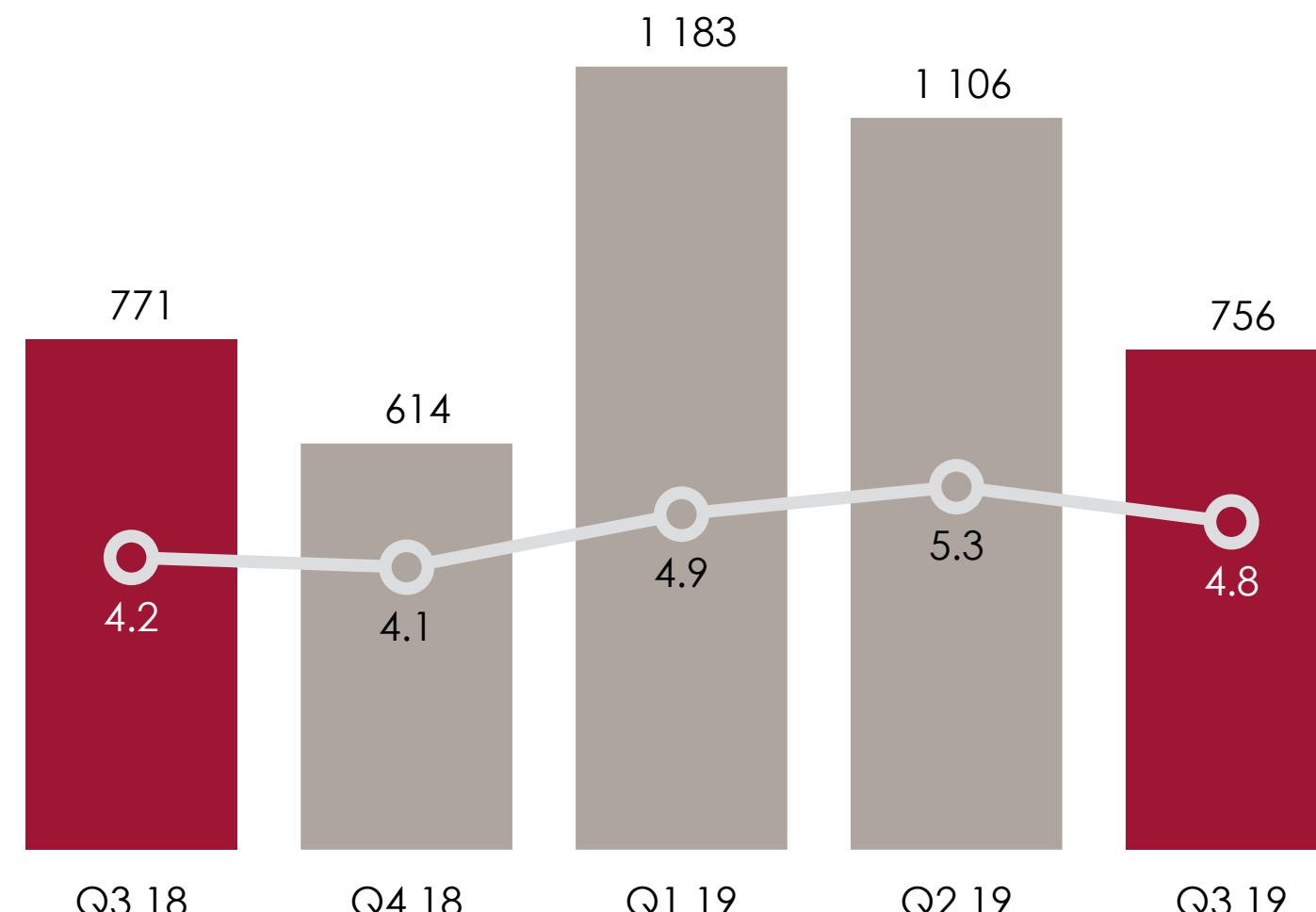
* EBITDA is profit before interest, taxes, depreciation and amortization. EBITDA adjusted is excluding financial expenses included in project costs

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

Sales value and units sold

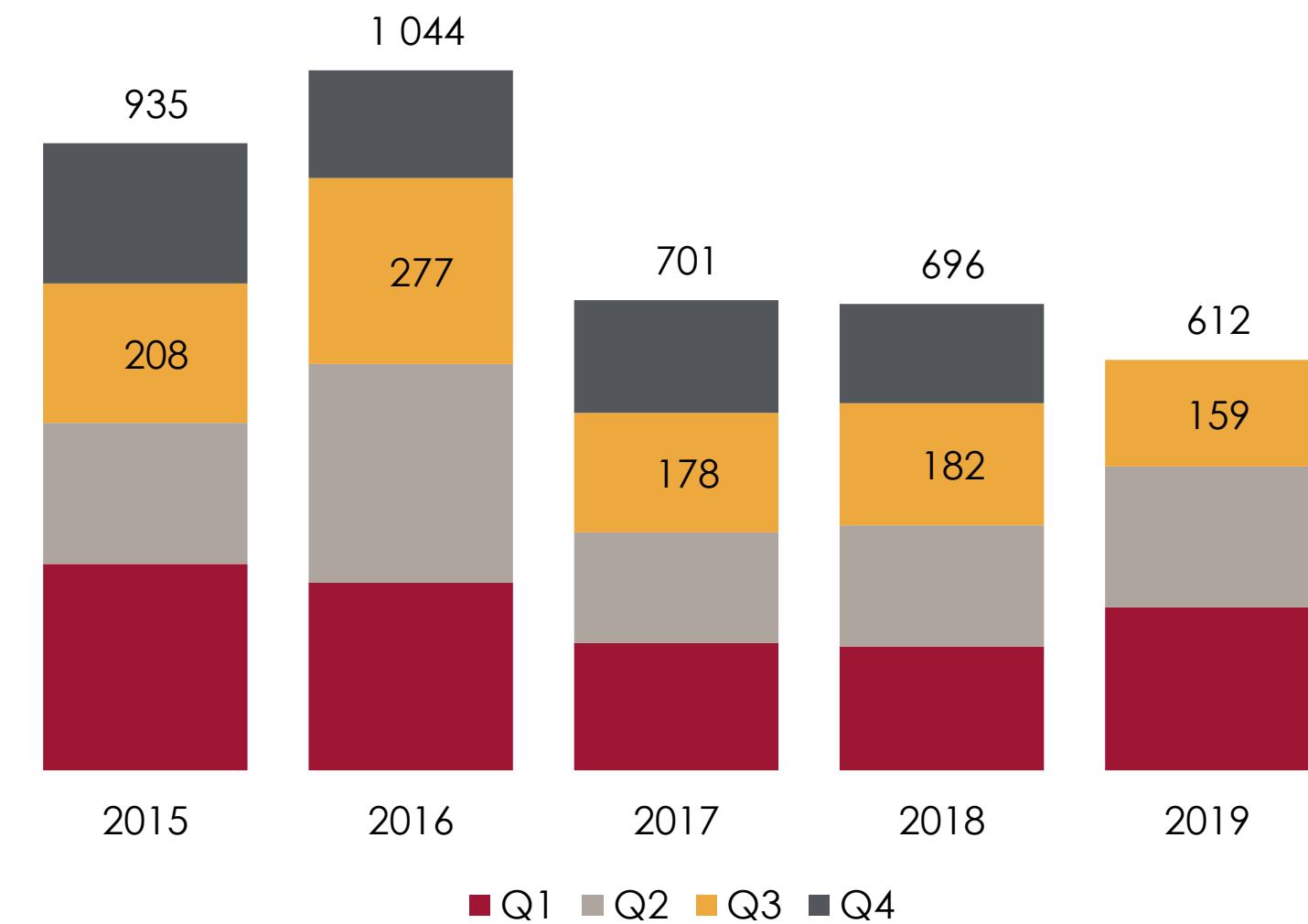
Total and average sales value

NOK million



Number of units sold per quarter

Units

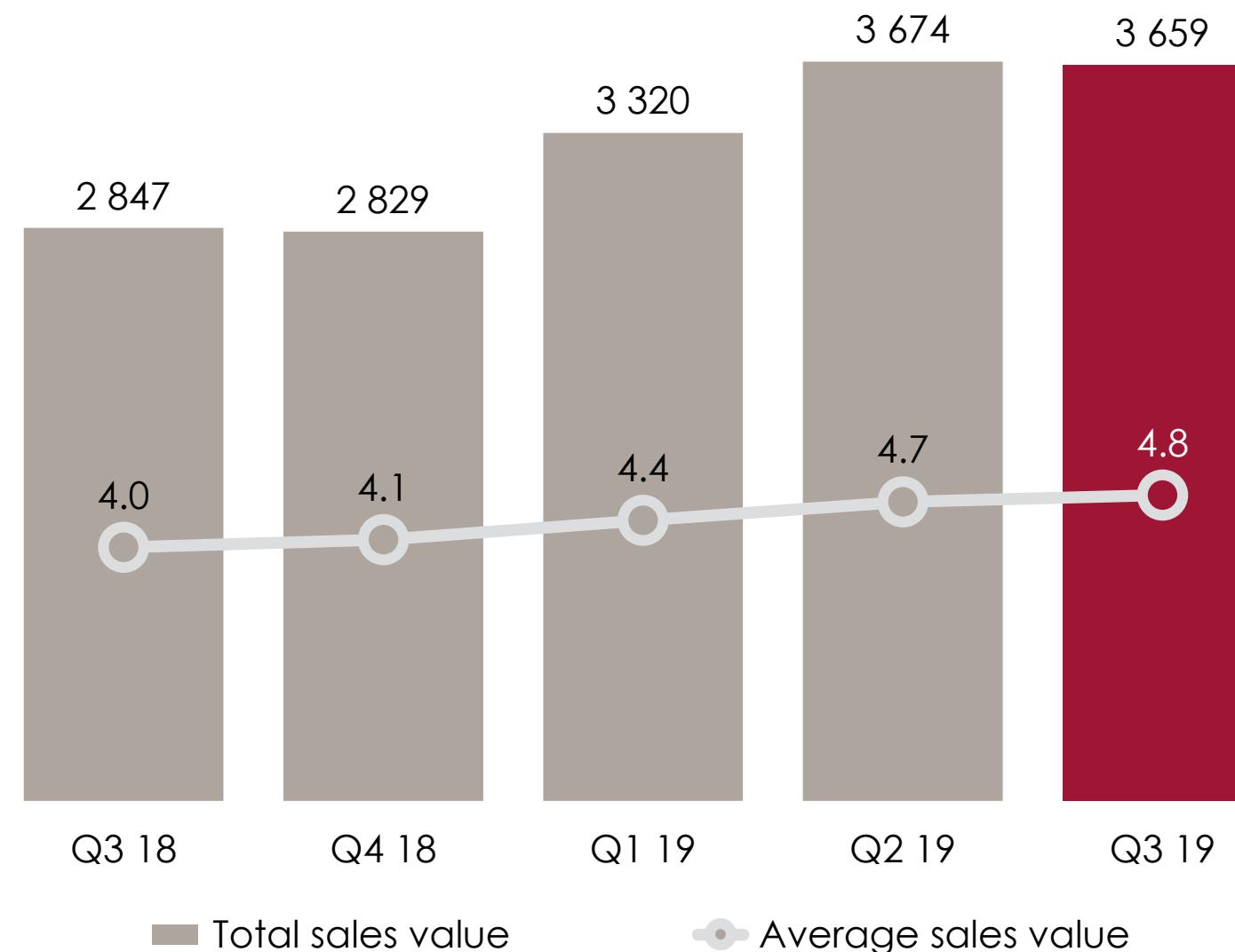


Note: Sales value and number of units are adjusted for Selvaag Bolig's share in joint ventures

Rolling sales value and units sold

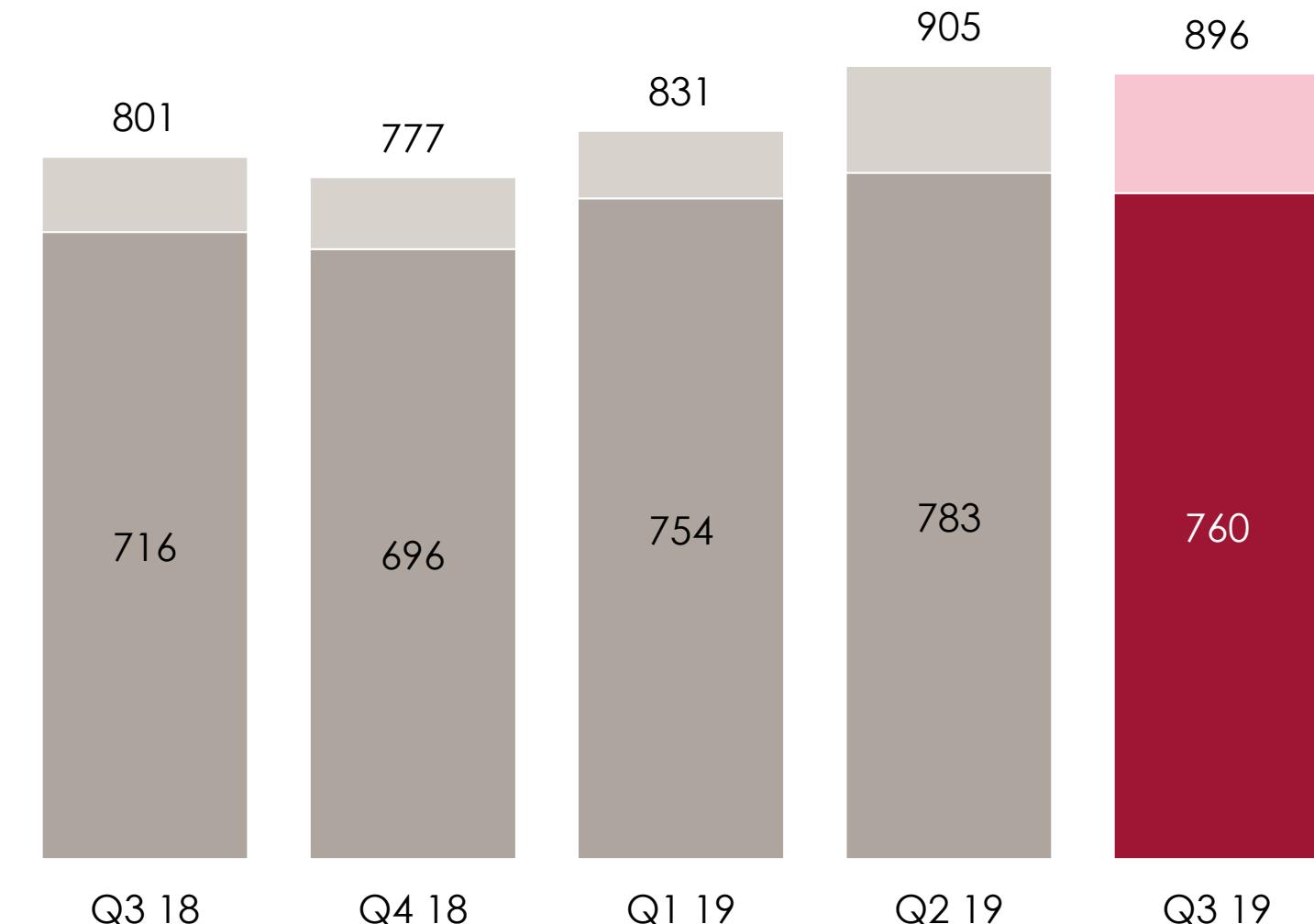
Sales value: 12 months rolling

NOK million



Units sold: 12 months 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

Agenda

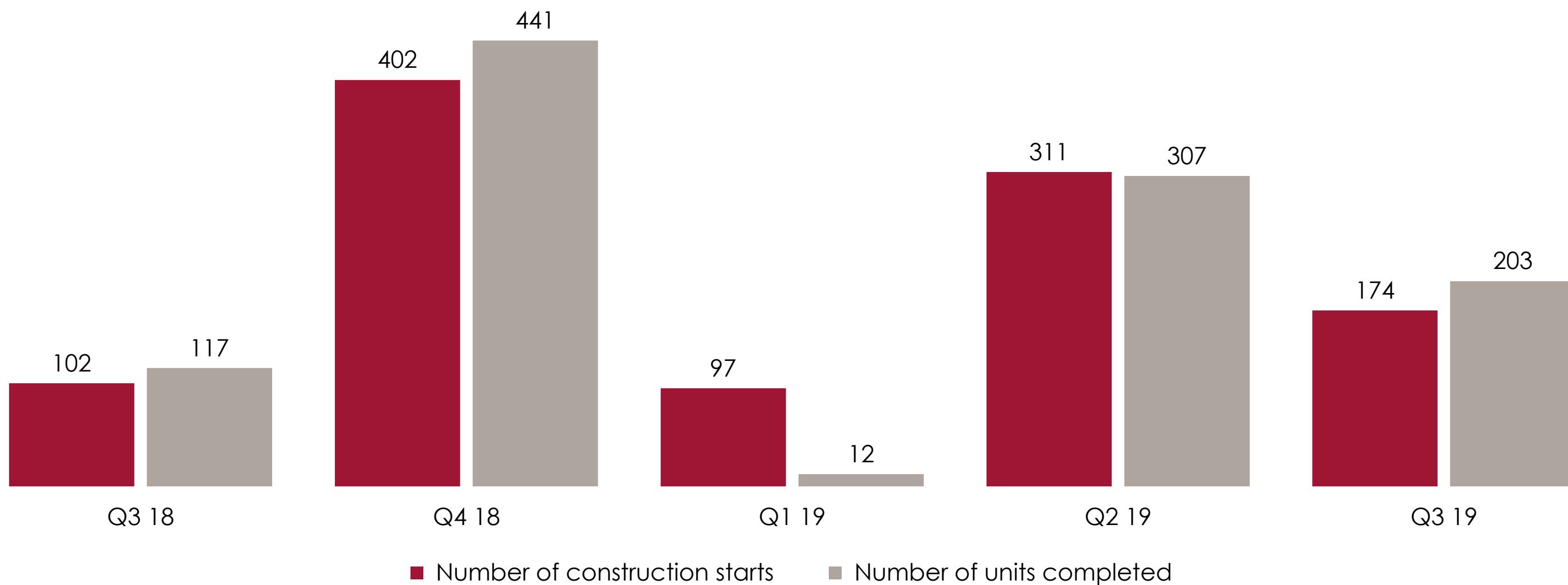
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Construction starts and completions

Construction starts and completions per quarter

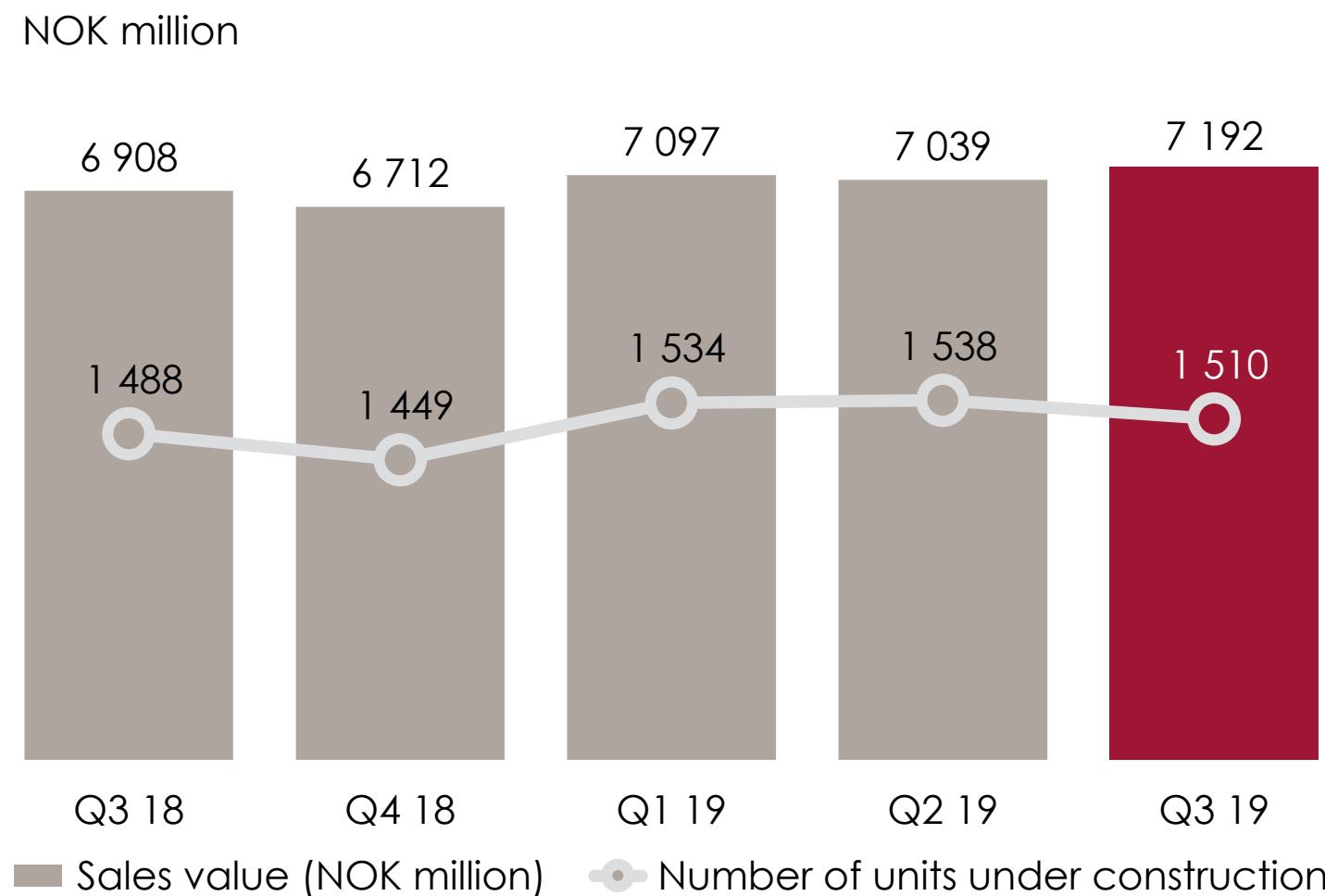
Units



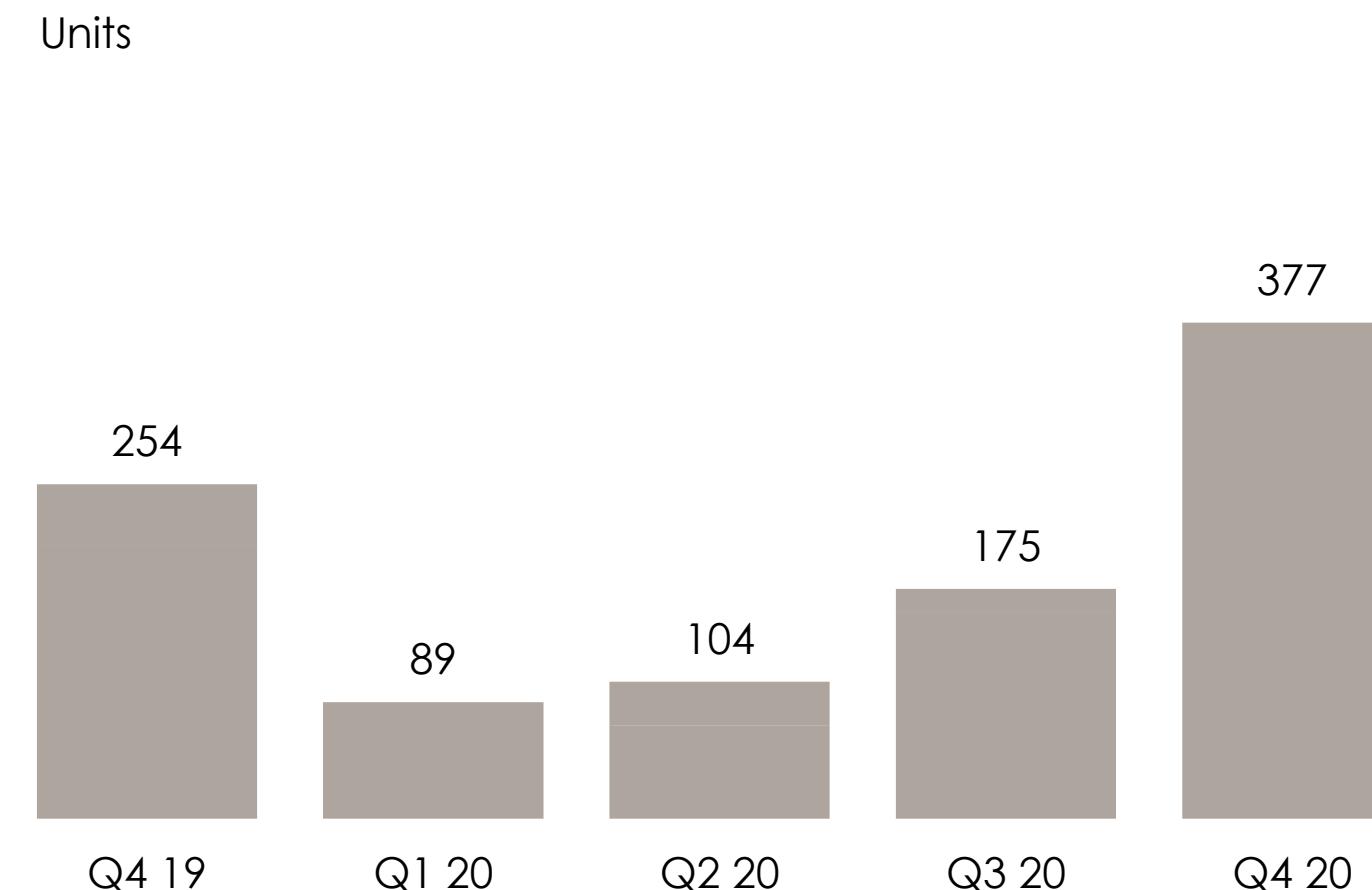
Note: Number of units are adjusted for Selvaag Bolig's share in joint ventures

Units under construction and completions

Sales value units under construction



Expected completions per quarter



- Q3 2019: 72% of units under construction sold by Q3 2019
- Q3 2019: 88% of construction volume in Greater Oslo Area*

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

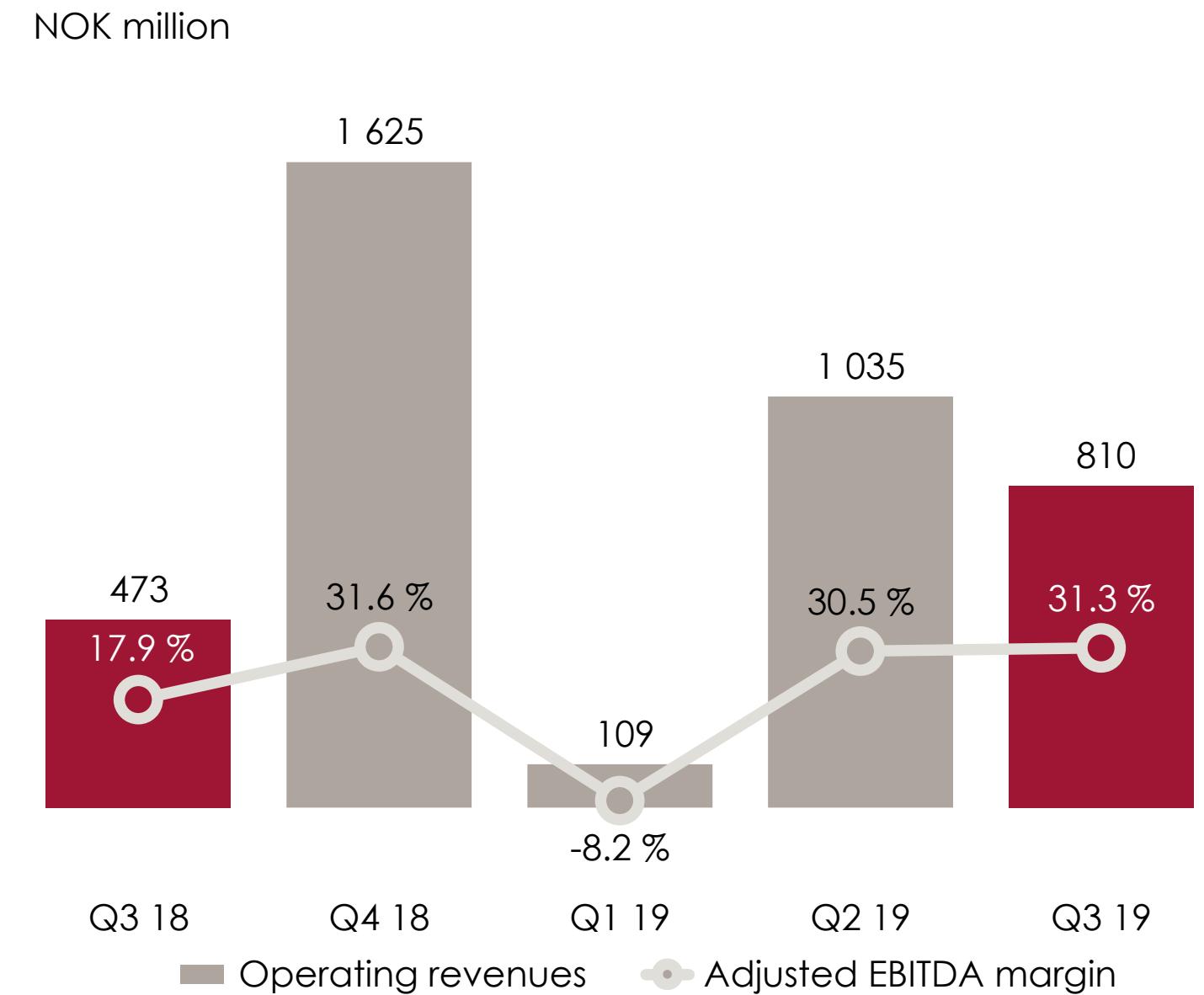
* Includes: Oslo, Lørenskog, Follo, Tønsberg, Asker

- Expected completions for the full year 2019: 776 units
 - 90% of 2019 completions sold by Q3 2019
- Expected completions 2020: 745 units

Income statement highlights Q3 2019 (IFRS)

- 243 units delivered (126)
- Revenues NOK 810m (473)
 - Units delivered NOK 789m (459)
 - Other revenues NOK 21m (15)
- Project costs NOK 568m (372)
 - Of which NOK 22m is interest (10)
- Other costs NOK 72m (58)
 - Salaries, sales and marketing
- Adjusted EBITDA NOK 254m (85)
 - Adjusted for financial expenses included in project costs
- EBITDA NOK 232m (75)
- EPS in the quarter NOK 1.97 (0.61)

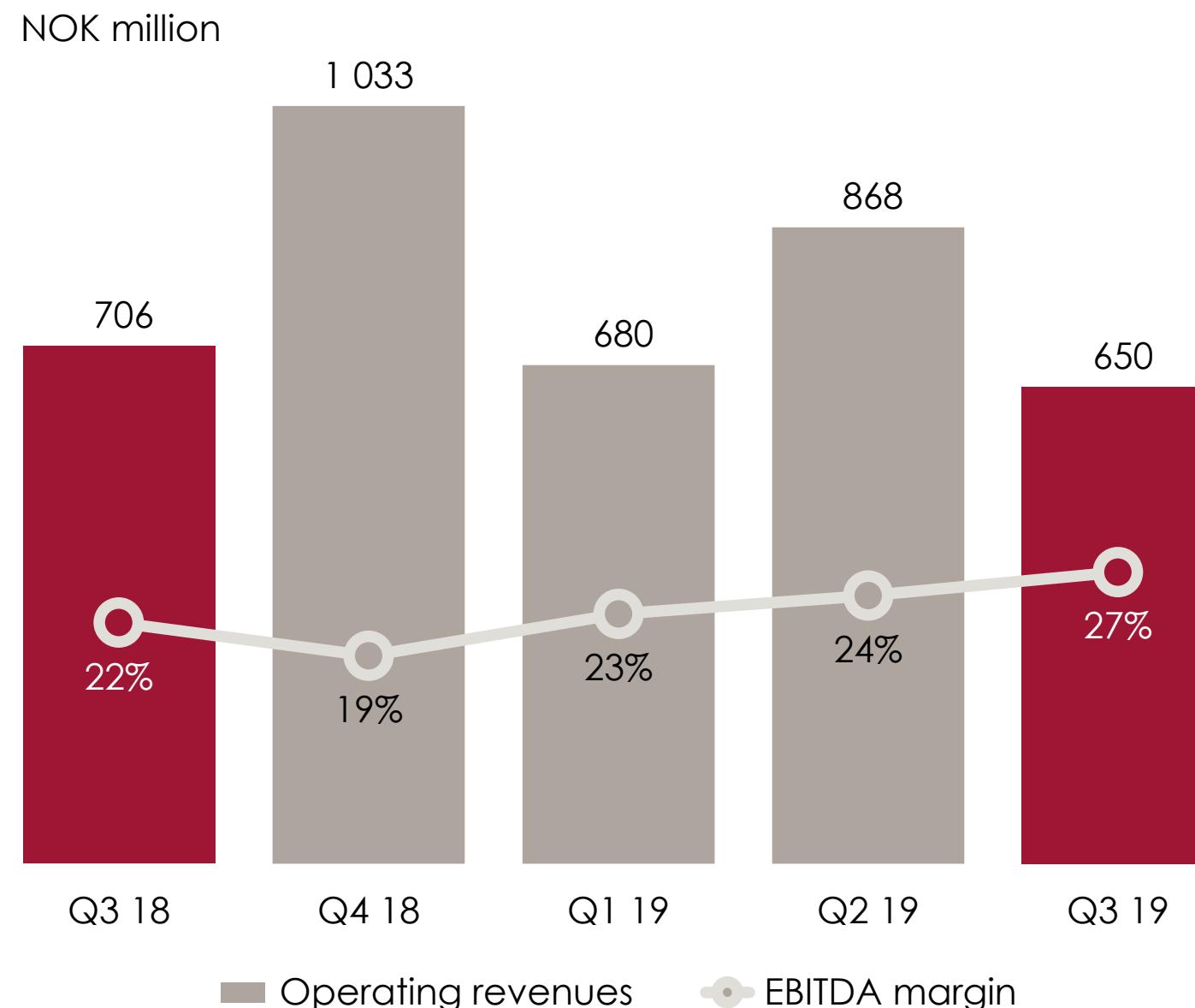
Revenues and adjusted EBITDA margin (IFRS)



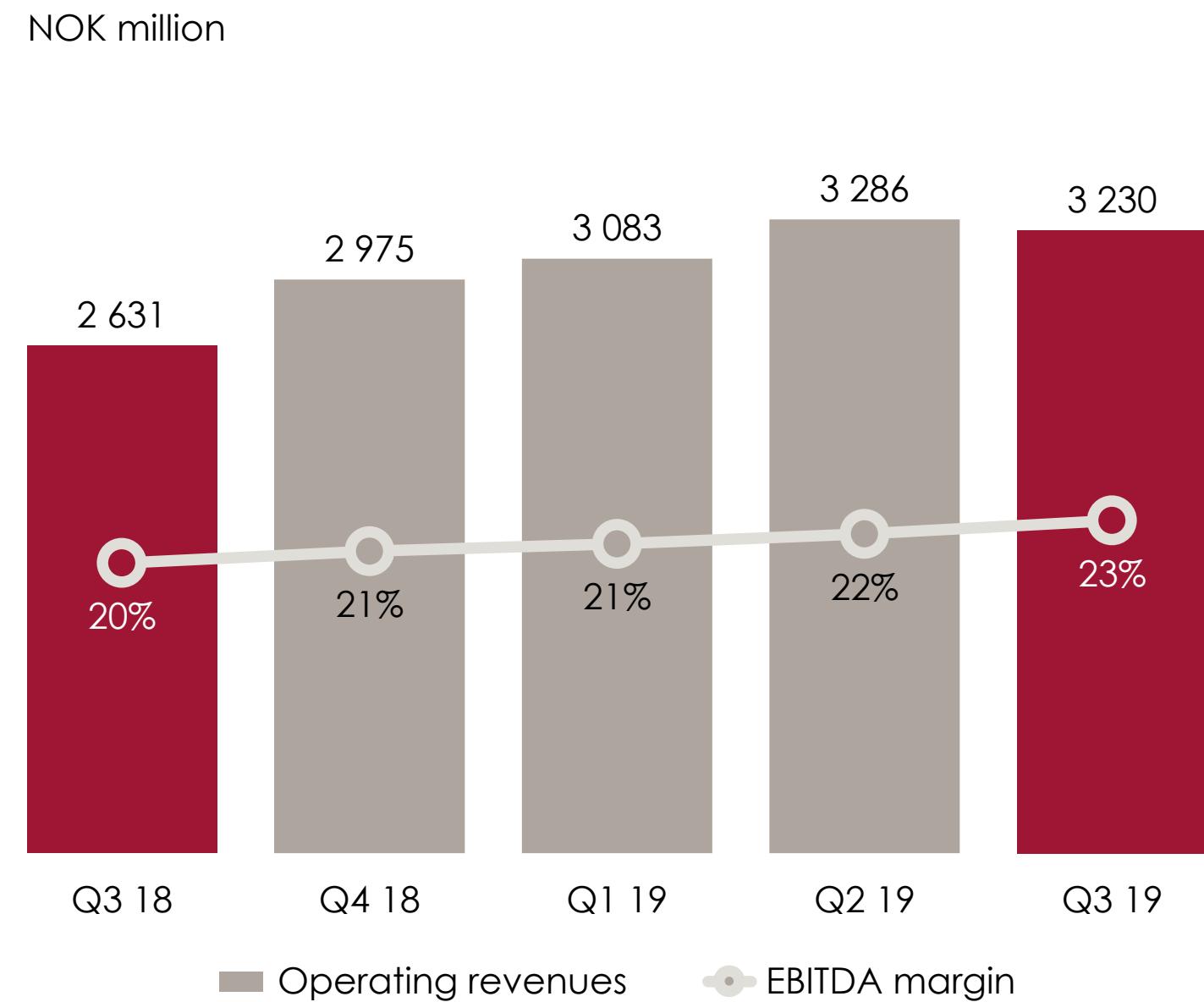
Note: EBITDA is profit before interest, taxes, depreciation and amortization. EBITDA adjusted is excluding financial expenses included in project costs

Income statement highlights Q3 2019 (NGAAP)

Revenues and EBITDA margin (NGAAP)*

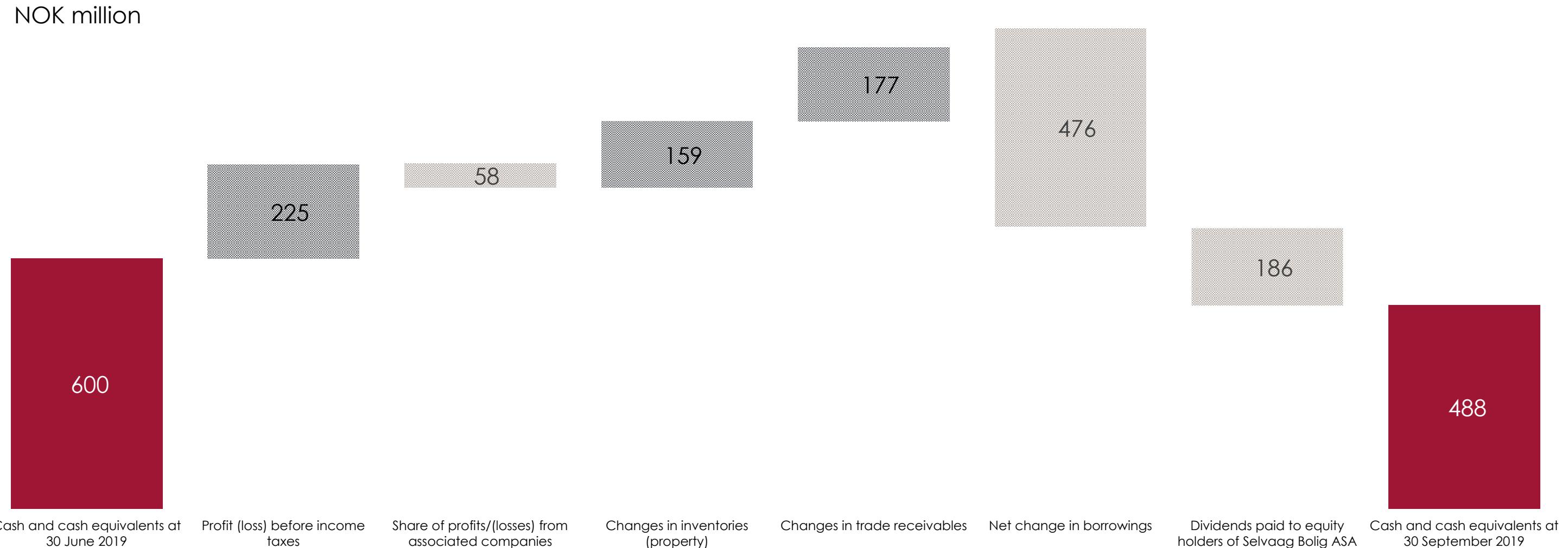


12 months rolling revenues (NGAAP)*



* 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 Q3 2019



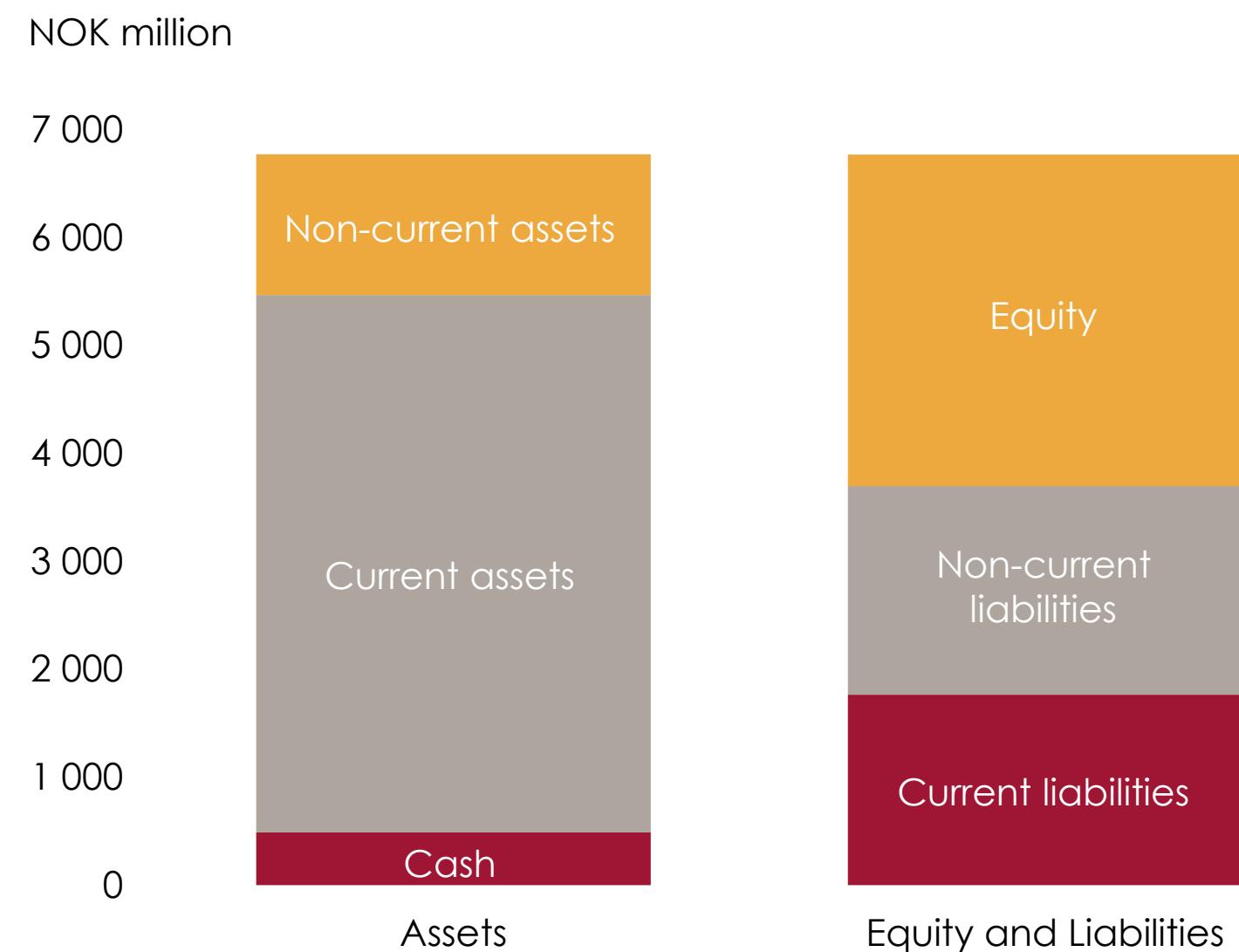
- Cash flow from operations positive at NOK 528m mainly explained by high number of units delivered and units delivered in June with payment in July
- Cash flow from investment activities positive at NOK 24m mainly due to sale of associated company
- Cash flow from financing activities negative at NOK 664m mainly due to dividend payment of NOK 186m and net decrease in loans

Note: Amounts below NOK 25m are excluded from the cash flow overview

Balance sheet highlights Q3 2019

- Book value of equity unchanged at NOK 32.7 per share
 - Equity ratio up to 45.4%
- Changes from Q2 2019:
 - Inventories decreased by NOK 147m
 - Trade receivables decreased by NOK 177m
 - Cash decreased by NOK 112m
- Prepayments from customer's accounts for NOK 222m of other current non-interest-bearing liabilities

Balance sheet composition

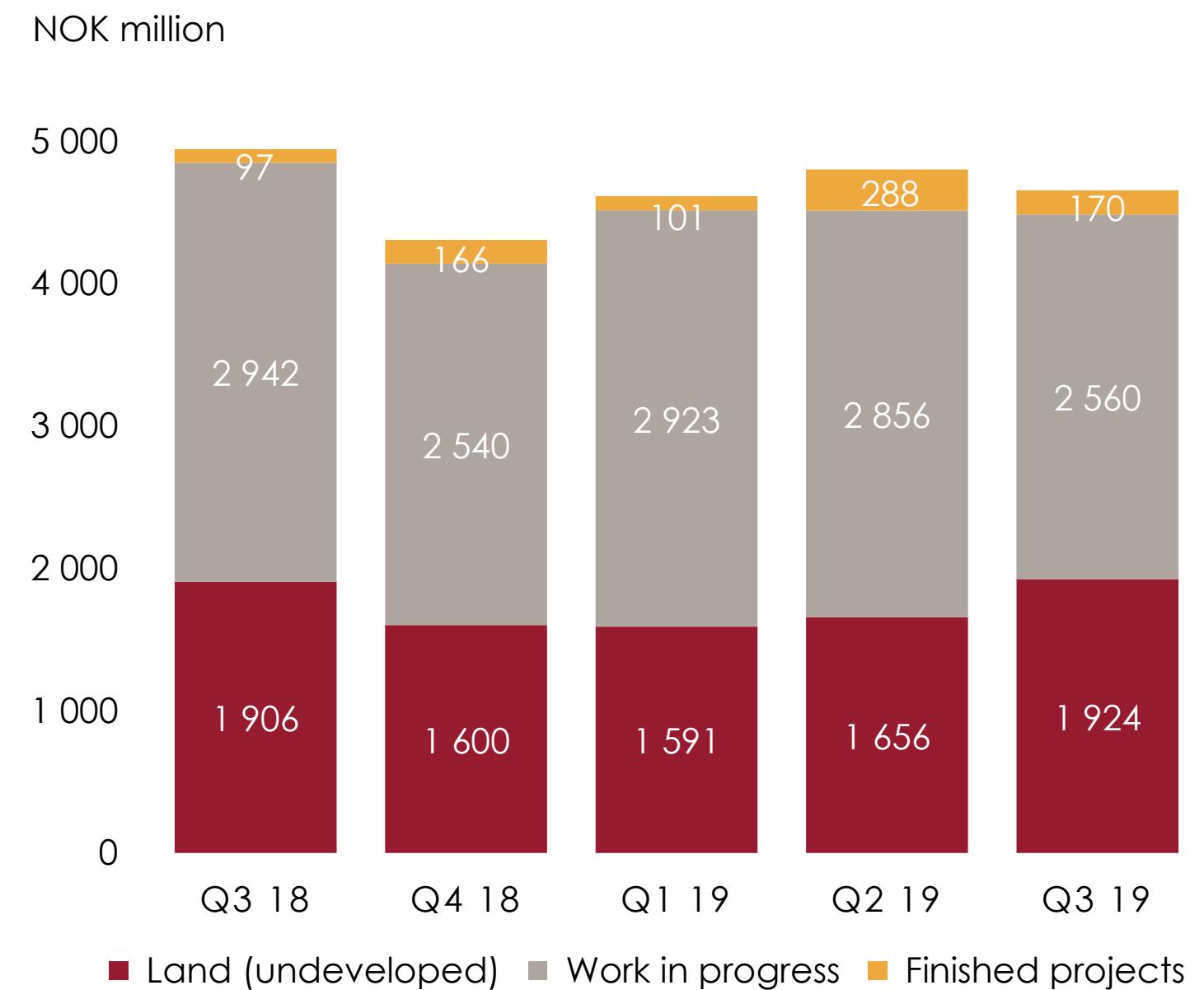


Inventories (property) Q3 2019

Q3 19 vs Q2 19

- Land value up NOK 268m
 - Due to land acquisitions, partly offset by constructions starts
- Work in progress down NOK 296m
 - Mainly due to units delivered
- Finished goods down NOK 119m
 - Due to units delivered
 - 25% of finished projects sold

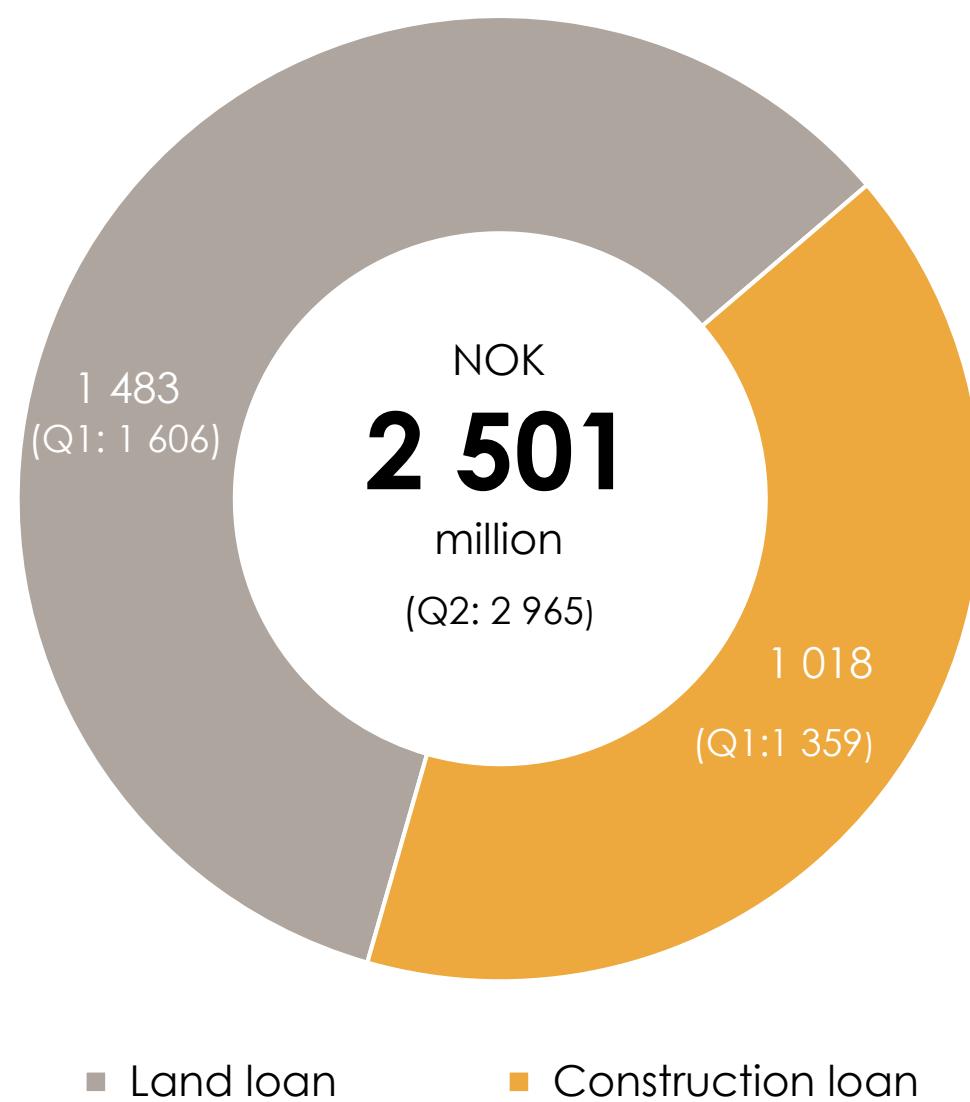
Inventory value development



Debt structure

Interest-bearing debt as at 30 September 2019

NOK million



Loan facility	Drawn at 30 Sep. (NOKm)	Interest rate margin
1 NOK 500 million revolving credit facility from DNB maturing in 2022	0	3.40%
2 NOK 150 million working capital facility from DNB maturing in 2019	0	2.00%
3 Land loan facilities from a range of Nordic credit institutions	1 483	2.00% - 2.50%
4 Construction loan facilities from a range of Nordic credit institutions	1 018	1.75% - 2.60%

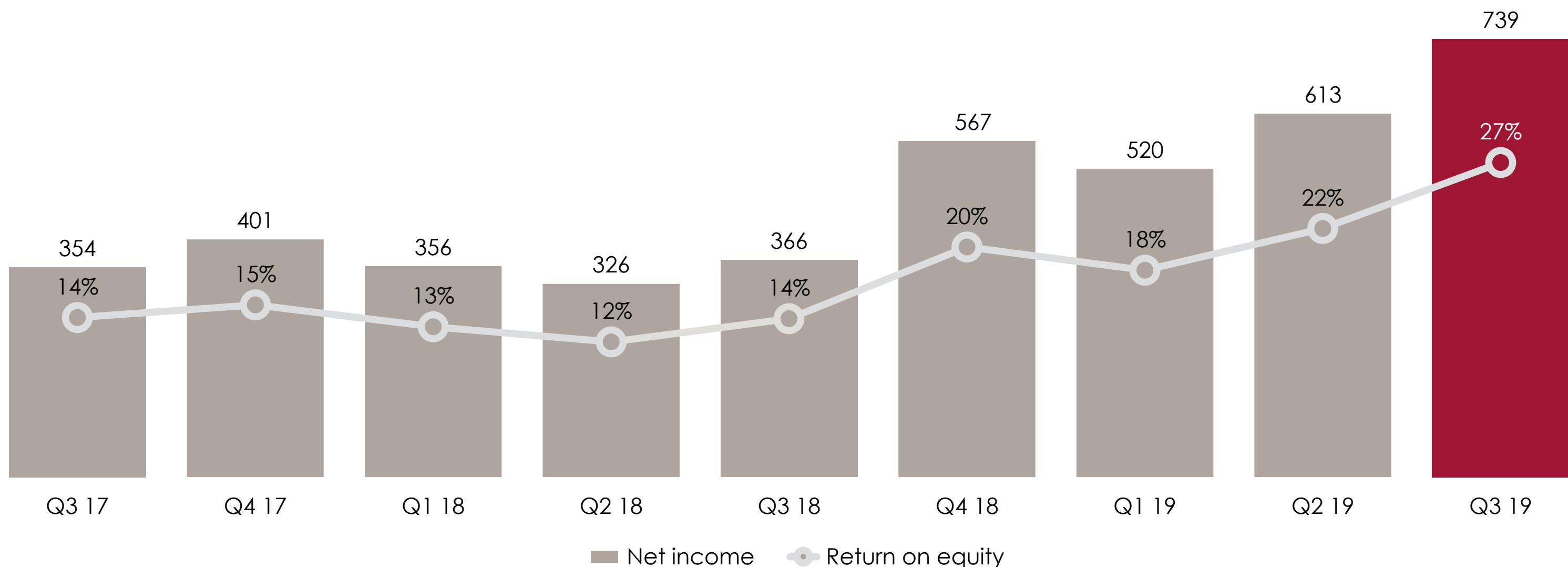
Total Q3 2019 net interest-bearing debt NOK 2 013 million

Total Q2 2019 net interest-bearing debt NOK 2 365 million

Return on equity (IFRS)

12 months rolling net income (IFRS)* and return on equity**

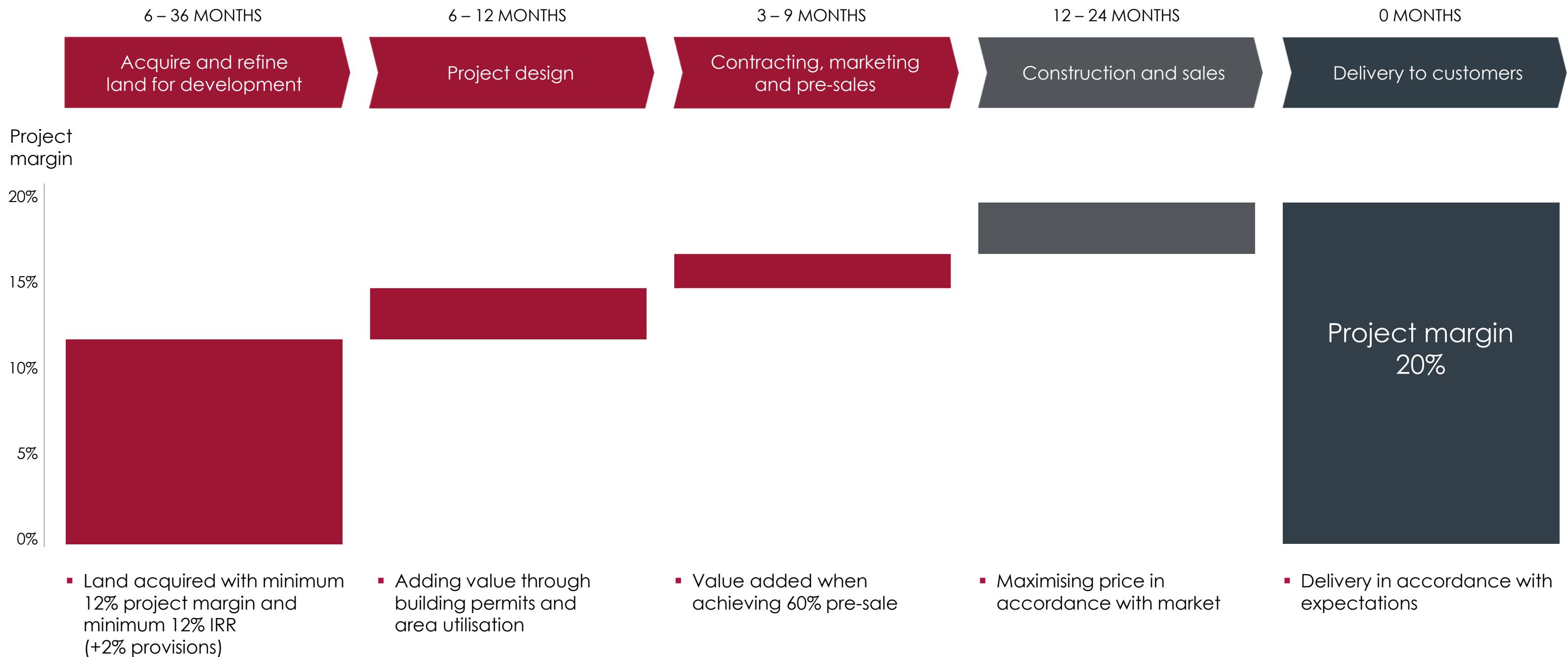
NOK million



* Net income attributable to shareholders in Selvaag Bolig ASA

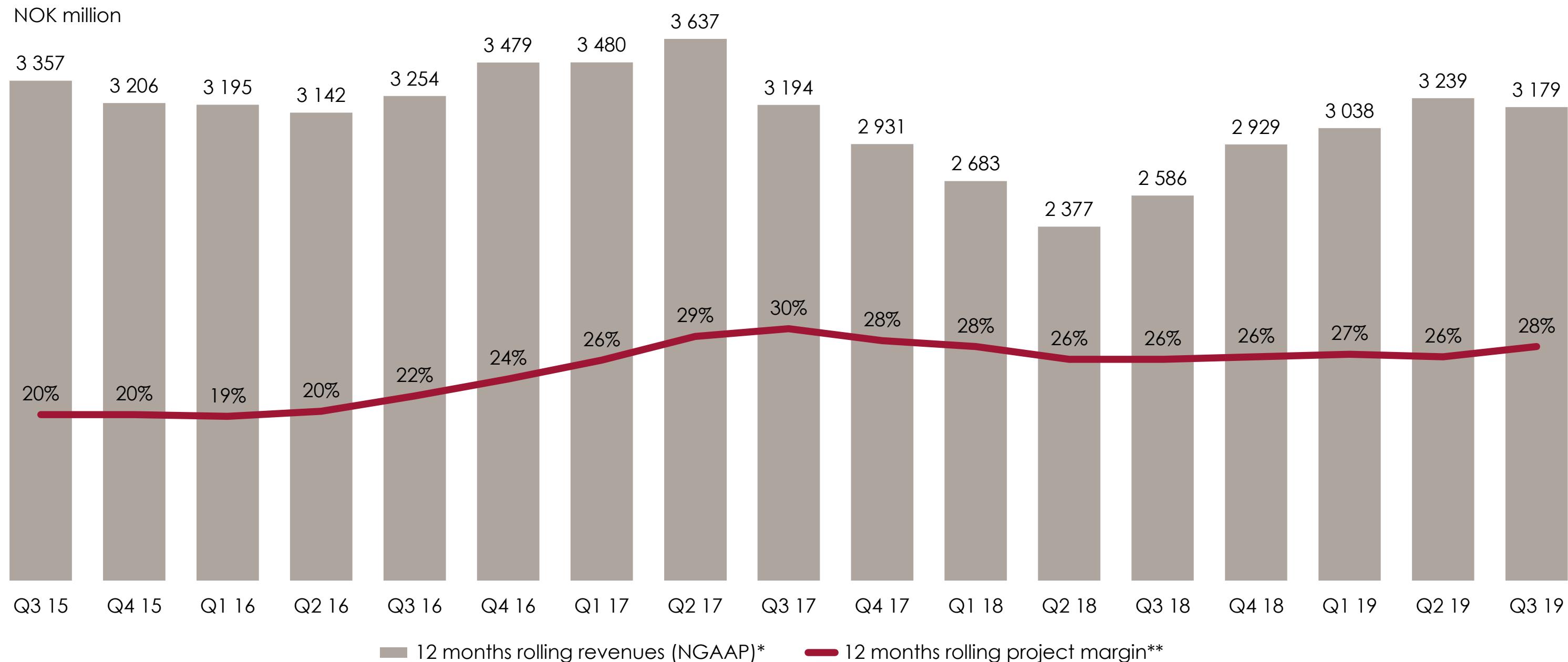
** Based on equity at the start of the period (attributed to shareholders in Selvaag Bolig ASA)

Margin development through project stages*



* Assuming flat market development

Project margin development



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

Ongoing projects

Nybyen Økern



- Land acquired: Q4 2013
- ~ 400 units
- Sales start: Q4 2014
- Project completion: Jun 2019
- Sales value project: NOK 1.9 bn

Hovinenga



- Land acquired: Q1 2015
- ~ 350 units
- Sales start: Q4 2015
- Project completion: Dec 2019
- Sales value project: NOK 1.8 bn

Tiedemannsfabrikken



- Land acquired: Q1 2014
- ~ 380 units
- Sales start: Q2 2016
- Project completion: Mar 2020
- Sales value project: NOK 1.7 bn

Lørenporten



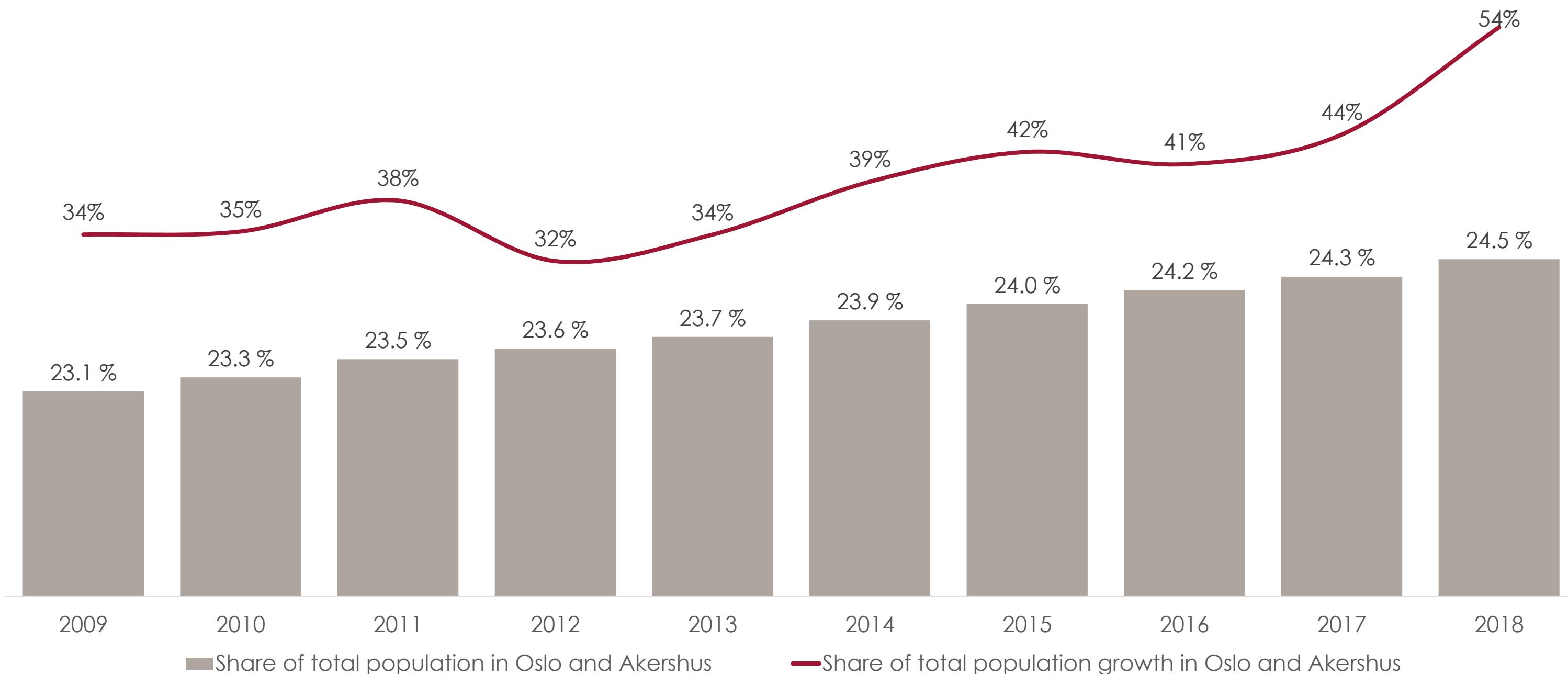
- Land acquired: Q2 2015
- ~ 450 units
- Sales start: Q2 2016
- Project completion: Dec 2020
- Sales value project: NOK 2.4 bn

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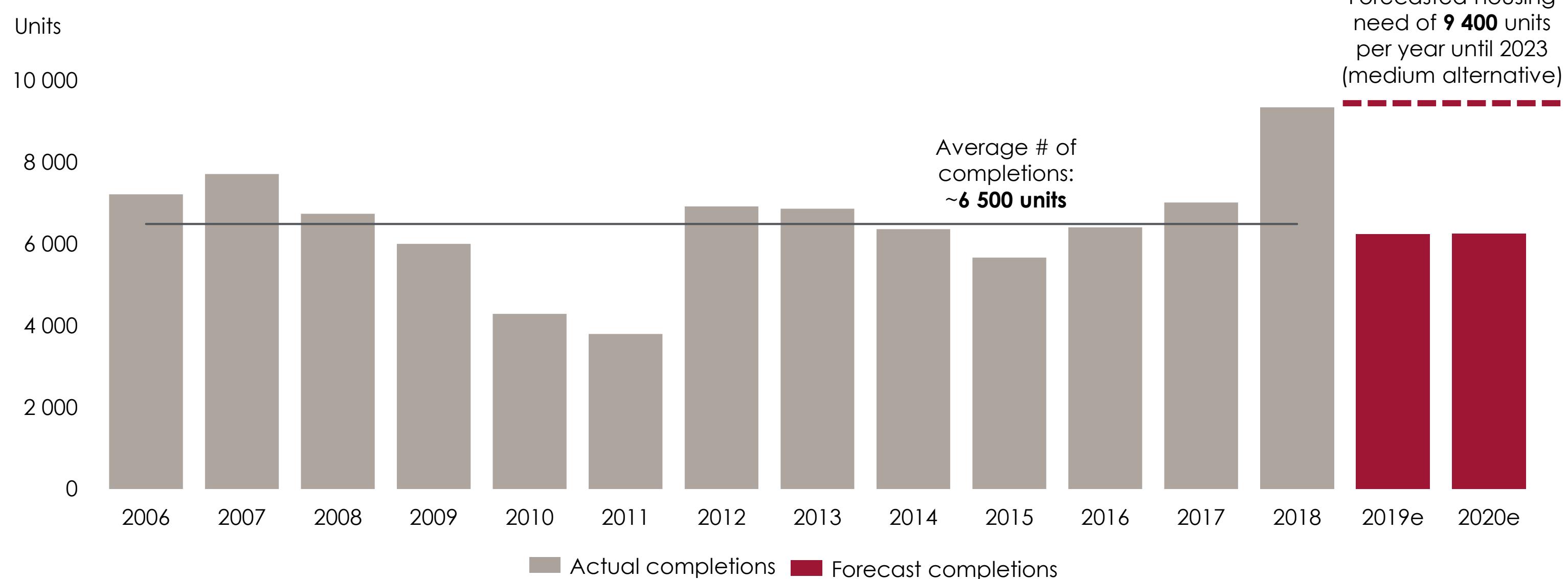
Increasing share of population growth in Oslo and Akershus



Source: Statistics Norway

Expected completions lower than forecasted housing demand in Oslo and Akershus

Number of units completed in Oslo and Akershus, 2006-2018



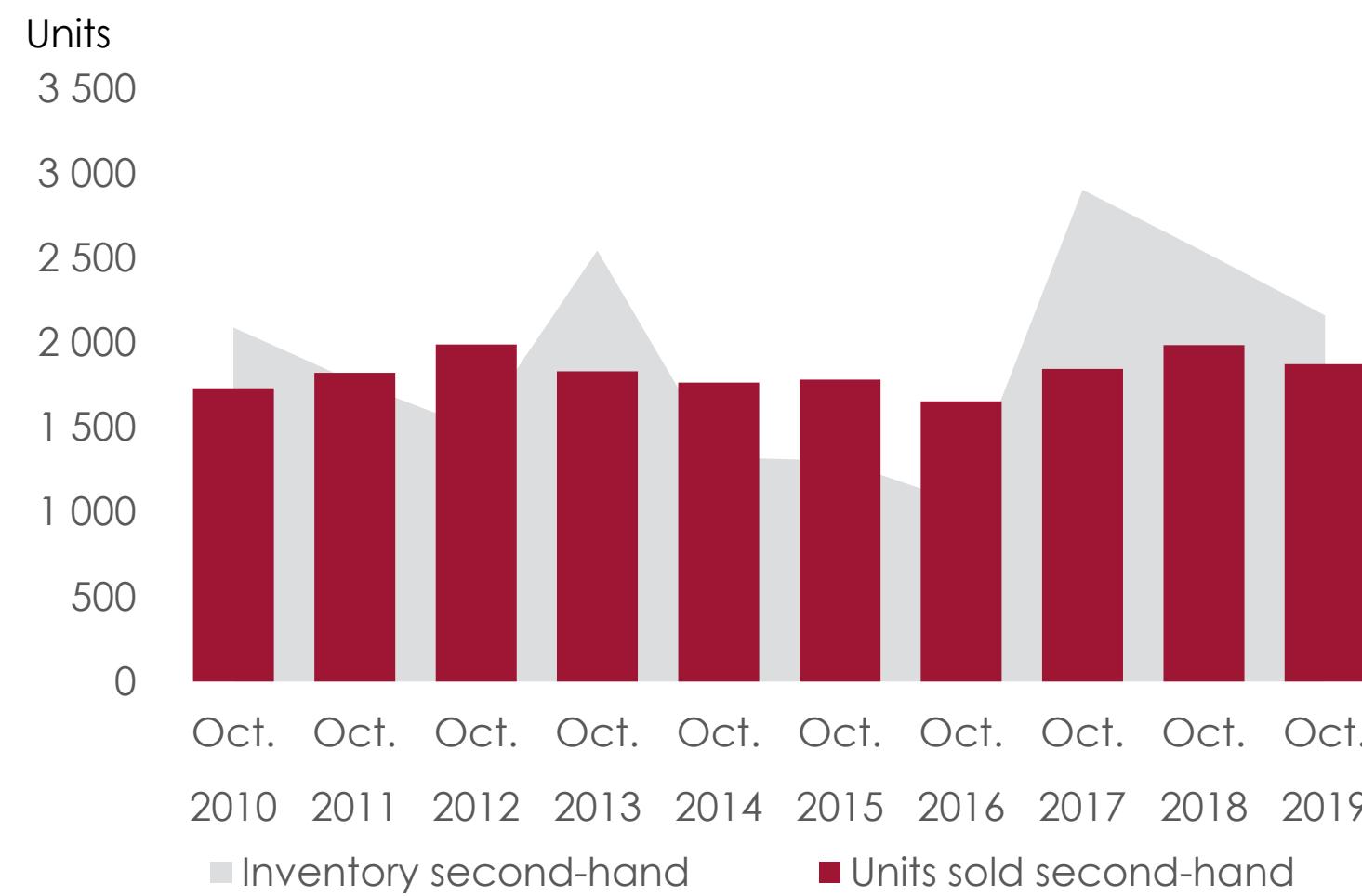
Source: Statistics Norway (Actual completions), Prognosenteret (Forecasted housing need based on Statistics Norway low immigration alternative), Econ Nye Boliger (Forecasted completions)

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

Note: Completions exclusive of student- and senior housing

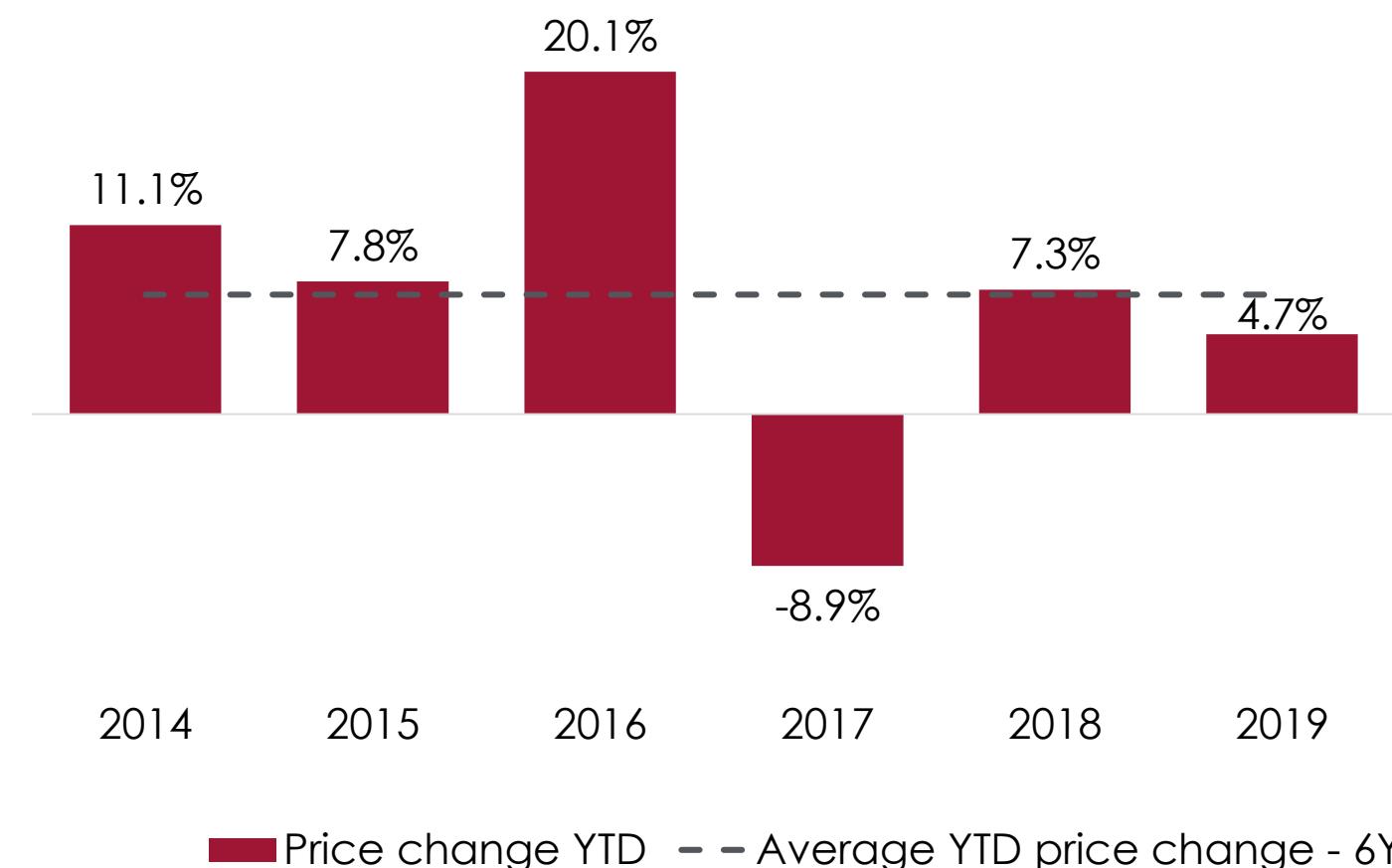
Second-hand market update Oslo

Oslo, October 2019



- **New homes available for sale at 5 November 2019: 1 854 units**
 - **51% of total inventory**

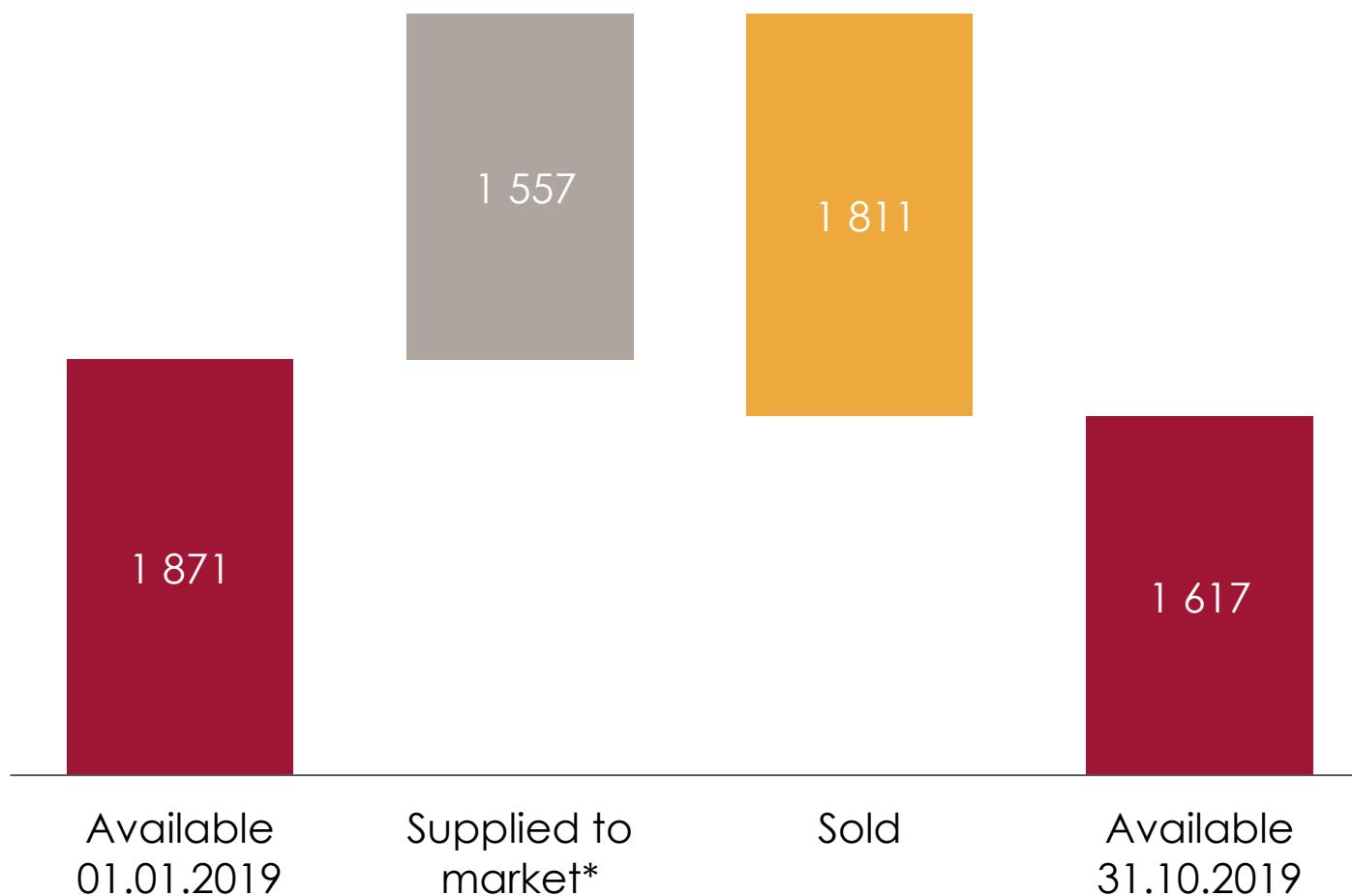
Price change Oslo, January-October 2014-19



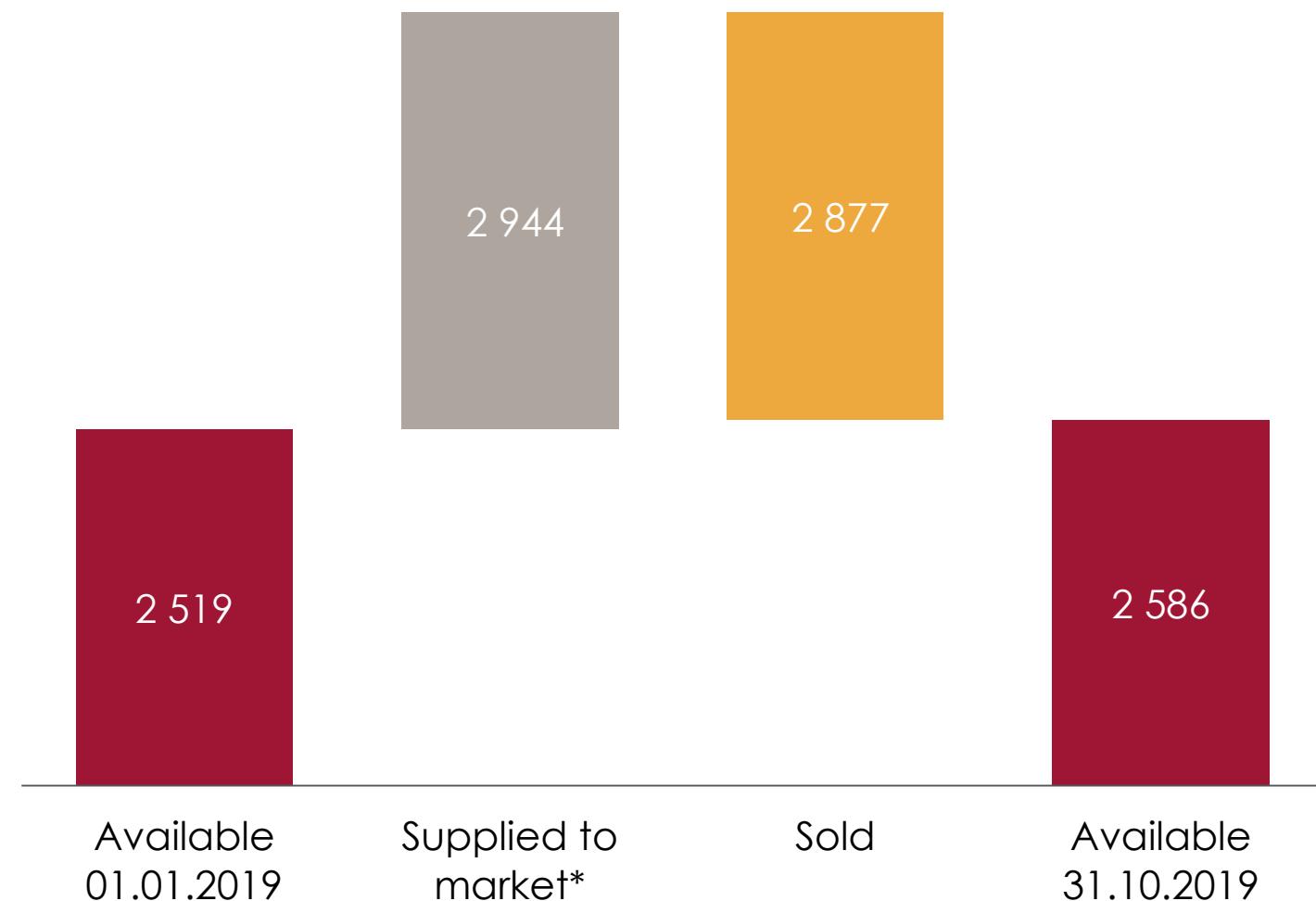
Sources: Eiendomsverdi, Eiendom Norge and finn.no

Newbuild market update

Jan – Oct 2019 (Oslo)



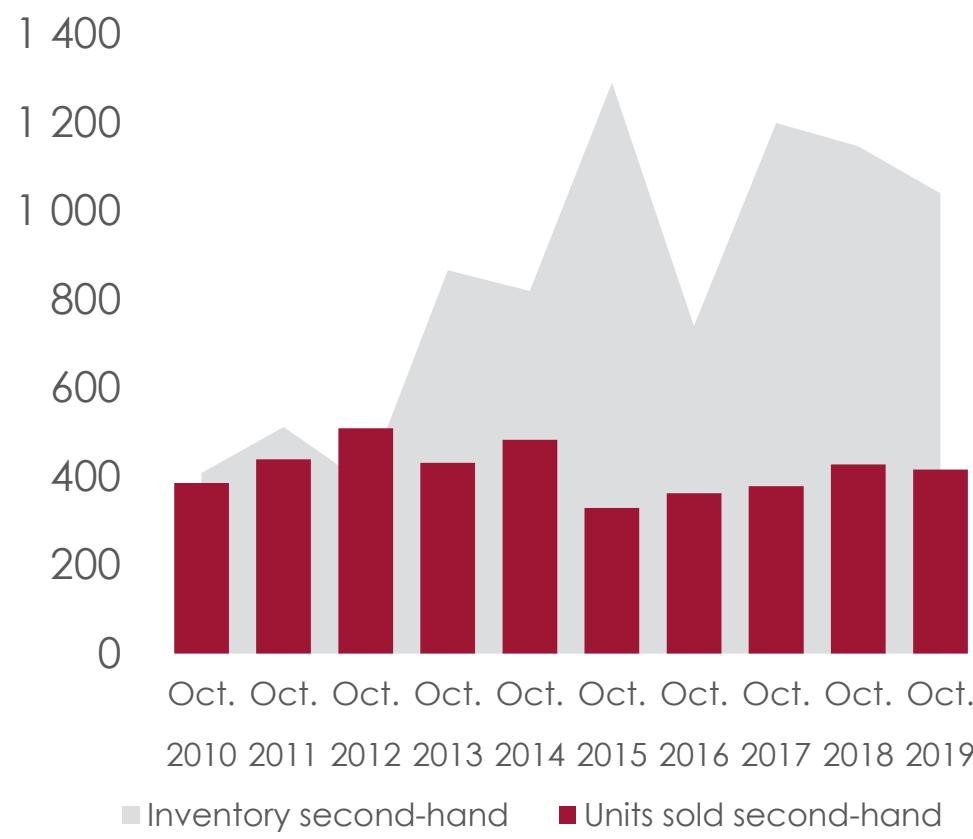
Jan – Oct 2019 (Akershus)



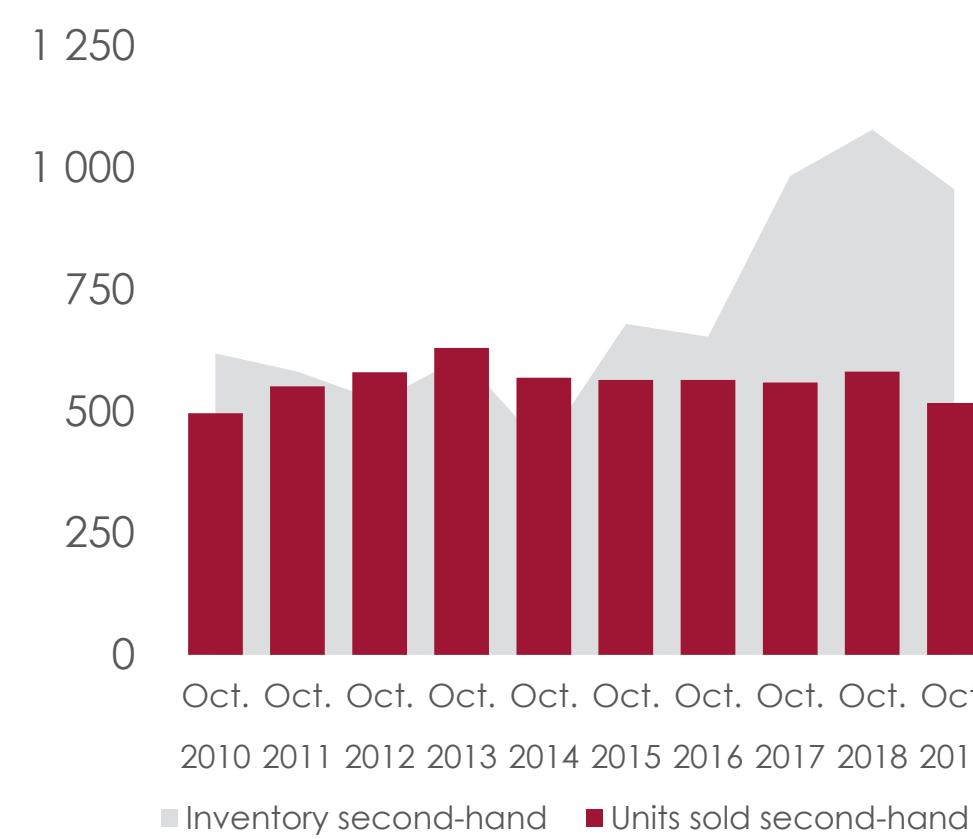
Source: SA - ECON Nye Boliger

Second-hand market update other core markets

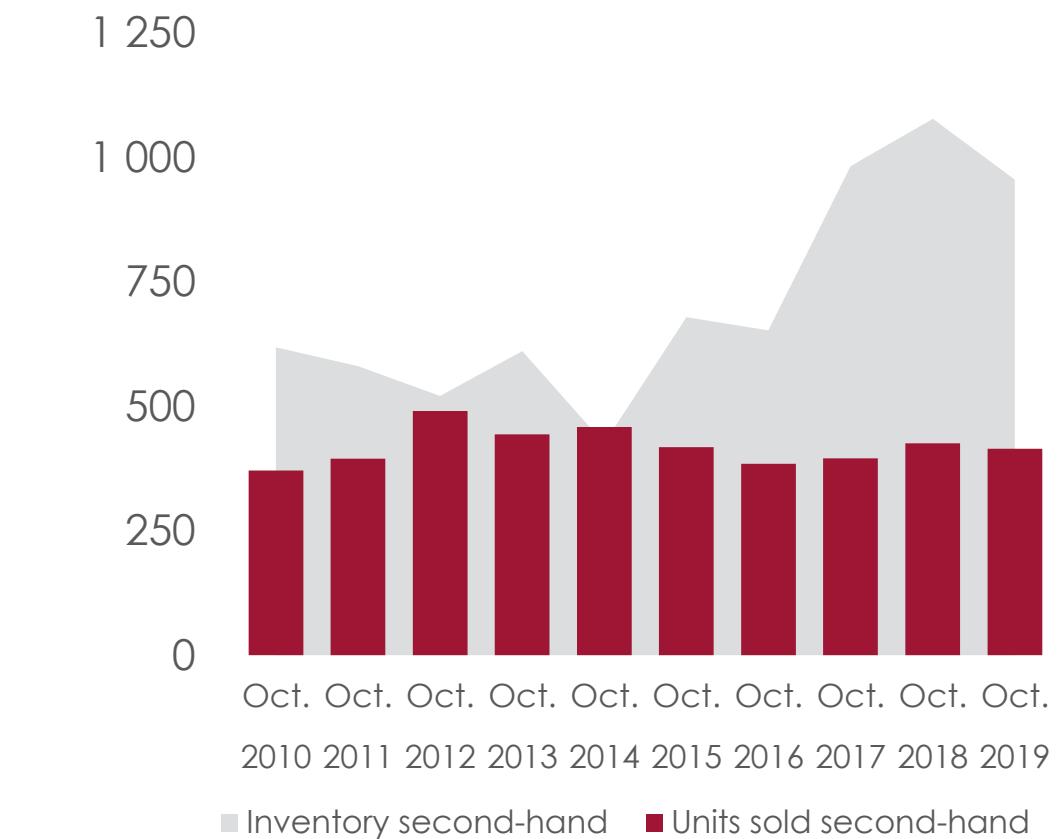
Stavanger-area*, October 2019



Bergen, October 2019



Trondheim, October 2019



- **Price increase January-October: 0.9% (3.6%)**
- **New homes available for sale at 5 November 2019: 1 178 units**
 - **49% of total inventory**

- **Price increase January-October : 6.4% (4.7%)**
- **New homes available for sale at 5 November 2019: 1 162 units**
 - **58% of total inventory**

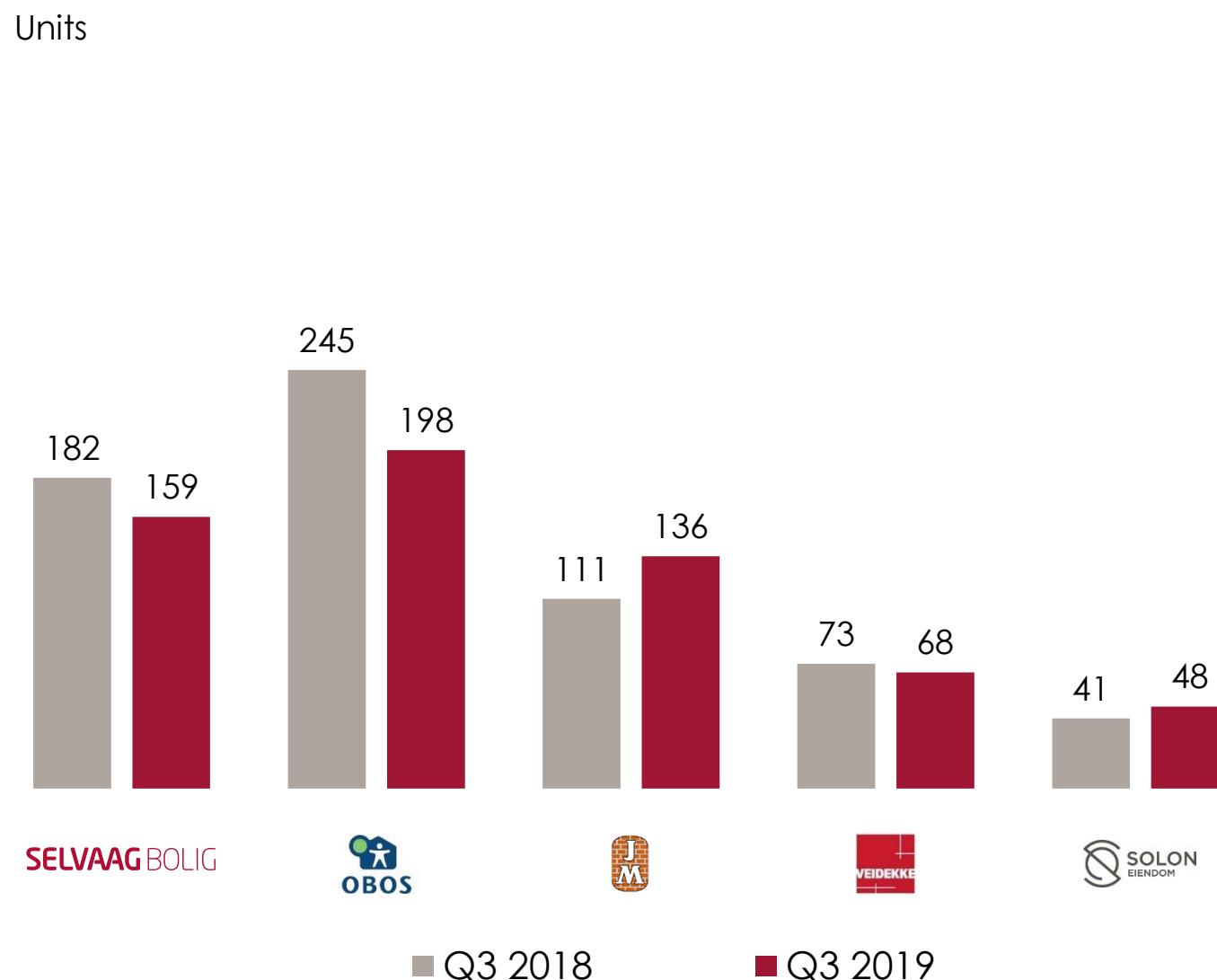
- **Price increase January-October : 4.5% (3.5%)**
- **New homes available for sale at 5 November 2019: 1 099 units**
 - **59% of total inventory**

Sources: Eiendomsverdi, Eiendom Norge and finn.no

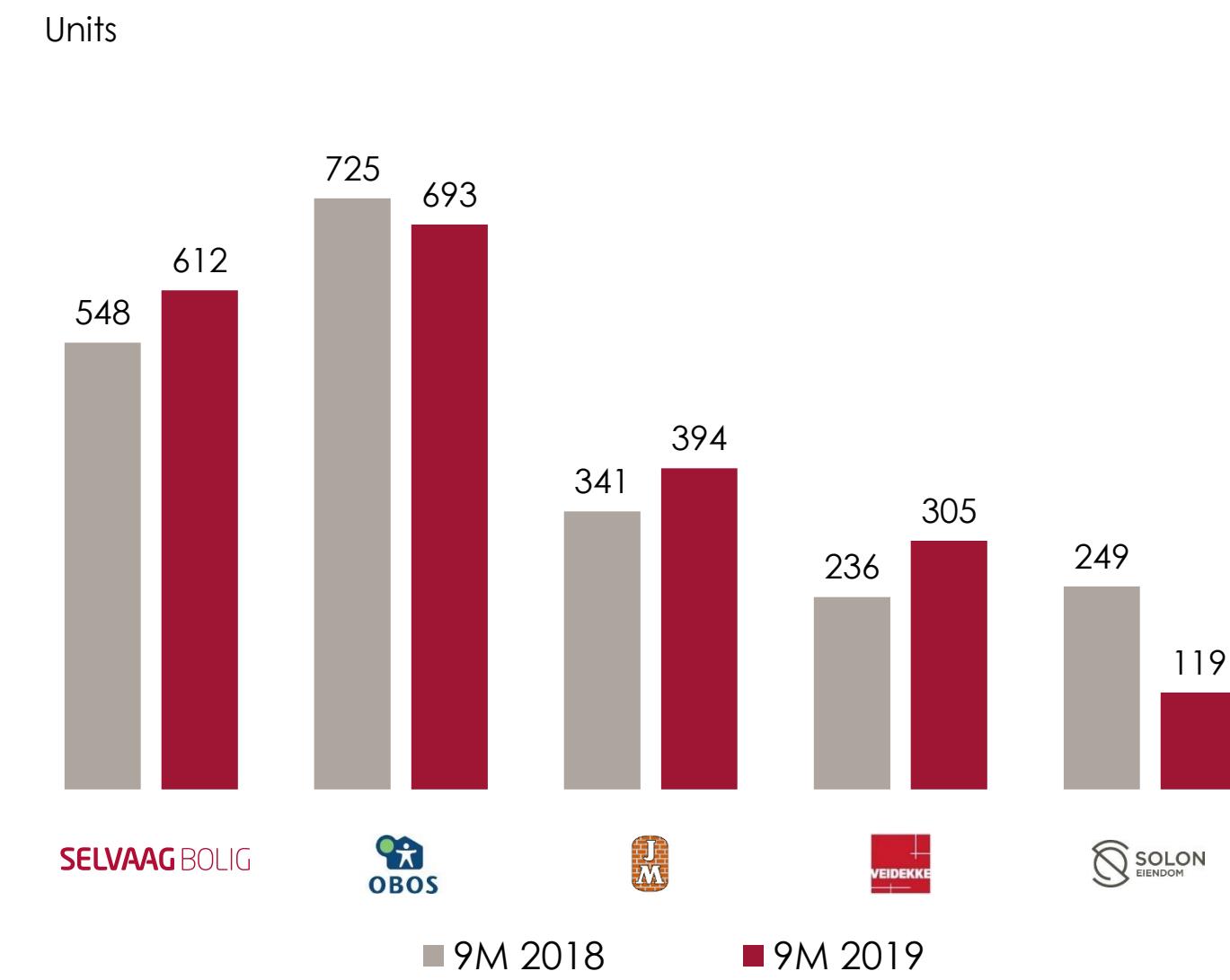
* Stavanger-area include: Stavanger, Sola, Randaberg and Sandnes

Peers

Quarterly sales activity vs. peers



9M 2019 sales activity vs. peers



Source: Company reporting

Ongoing projects

Landås (Asker)



- ~ 600 units
- Sales start: 2019
- Sales value: NOK 3.0 bn

Lørenskog stasjonsby



- ~ 1 100 units remaining
- Sales start: 2013
- Sales value: NOK 5.0 bn

Skårerbyen



- ~ 1 000 units
- Sales start: Q4 2018
- Sales value: NOK 4.5 bn

Lervig Brygge



- ~ 450 units remaining
- Sales start: 2010
- Sales value: NOK 1.8 bn

Upcoming projects

Fornebu



- ~ 1 800 units (50/50 JV)
- Expected sales start: 2021
- Expected sales value: NOK 12 bn

Fredrikstad



- ~ 2 000 units (50/50 JV)
- Expected sales start: 2022
- Expected sales value: NOK 8.5 bn

Sandnesvågen



- 650 units (50/50 JV)
- Expected sales start: 2021
- Expected sales value: NOK 2.6 bn

Bjerke



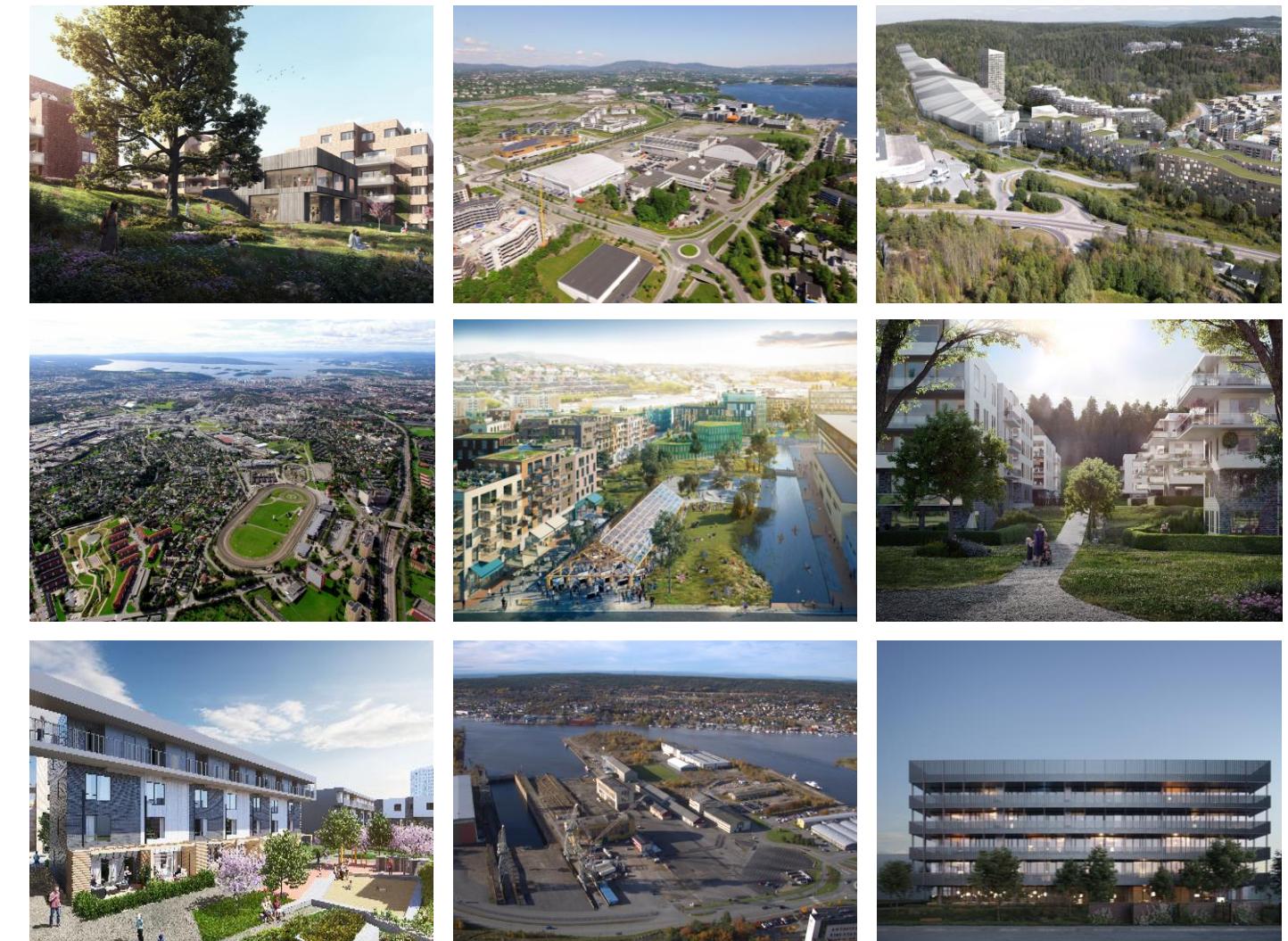
- ~ 1 200 units
- Expected sales start: 2021
- Expected sales value: NOK 6.5 bn

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- **Outlook and summary**

Outlook

- Continued positive market sentiment in Q4
- Attractive projects for sale in all the markets where we operate
- Positioned with competitive housing offering and substantial capacity



Ongoing and upcoming projects

Summary

- Record high Q3 results
- Stable market conditions and good sales
- Well positioned to realize large projects in growing urban areas

Thank you for your attention – follow us online!

Next event:
4th quarter 2019
12 February 2020



@SelvaagAksjen

Appendix



Share performance since IPO in June 2012



Source: Oslo Børs

Dividend policy

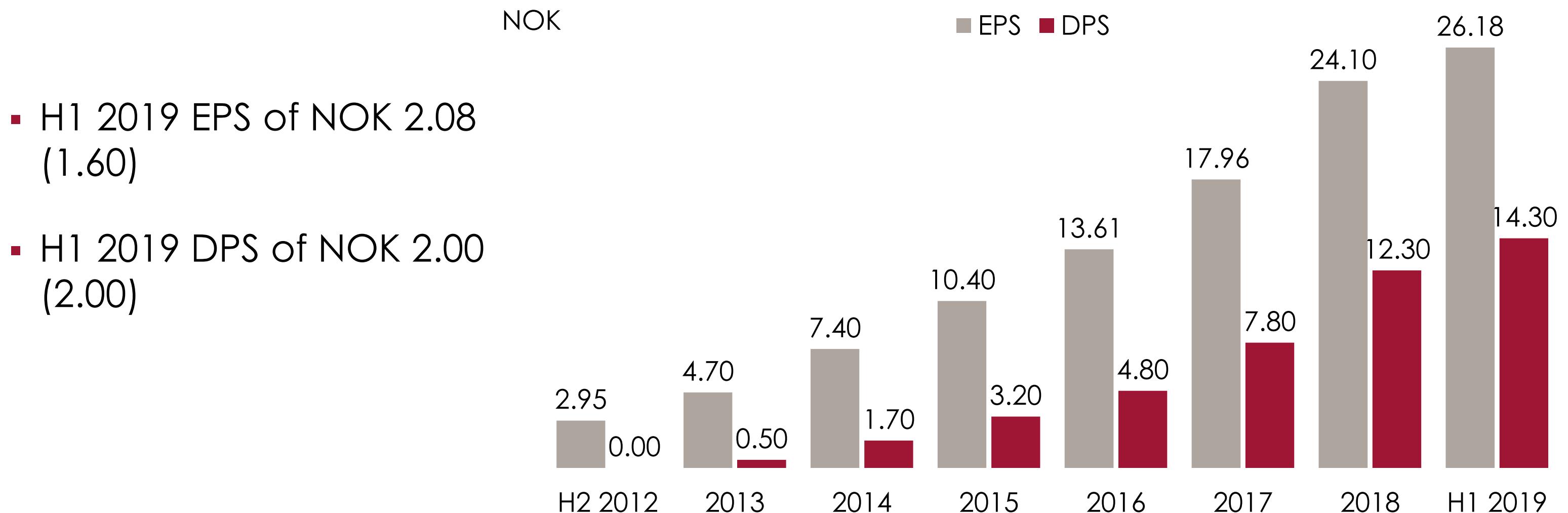
Selvaag Bolig's ambition is to pay high and stable dividends to its owners.

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

Earnings and dividend per share since IPO

Accumulated earnings and earnings per share



Largest shareholders at 30 September 2019

Shareholder	# of shares	% share
SELVAAG AS	50 180 087	53.5%
LANDSFORSAKRINGAR FASTIGHETSFOND	5 653 788	6.0%
TAIGA INVESTMENT FUNDS PLC-TAIGA F	2 741 751	2.9%
PARETO INVEST AS	2 063 876	2.2%
VERDIPAPIRFONDET PARETO INVESTMENT	1 588 000	1.7%
SEB PRIME SOLUTIONS SISSENER CANOP	1 500 000	1.6%
VERDIPAPIRFONDET ALFRED BERG GAMBA	1 174 982	1.3%
JPMorgan Chase Bank, N.A., London *)	1 000 000	1.1%
FLPS - GL S-M SUB	934 500	1.0%
HOLBERG NORGE	880 000	0.9%
SELVAAG BOLIG ASA **)	837 068	0.9%
HOLTA INVEST AS	751 619	0.8%
MUSTAD INDUSTRIER AS	729 340	0.8%
State Street Bank and Trust Comp *)	712 052	0.8%
Landkreditt Utbytte	700 000	0.7%
STOREBRAND NORGE I VERDIPAPIRFOND	601 069	0.6%
BANAN II AS	600 000	0.6%
Baard Schumann	565 127	0.6%
Morgan Stanley & Co. International	560 515	0.6%
SANDEN AS	500 000	0.5%
Total 20 largest shareholders	74 273 774	79.2%
Other shareholders	19 491 914	20.8%
Total number of shares	93 765 688	100.0%

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

** The shares were purchased for the company's share programmes for employees

Low-risk business model creates healthy profits

Strategy

Value drivers

**Competitive housing offering,
targeting growth regions**

- Presence in fast-growing urban regions with high demand and large market depth
- Competitive prices, addressing large customer base
- Defined housing concepts, aimed at wide range of consumers

**Large, actively-managed
land bank**

- Value appreciation through refinement of land for housing development
- Flexibility to develop thousands of homes in growing urban regions
- Active asset management

**Efficient and flexible
cost structure**

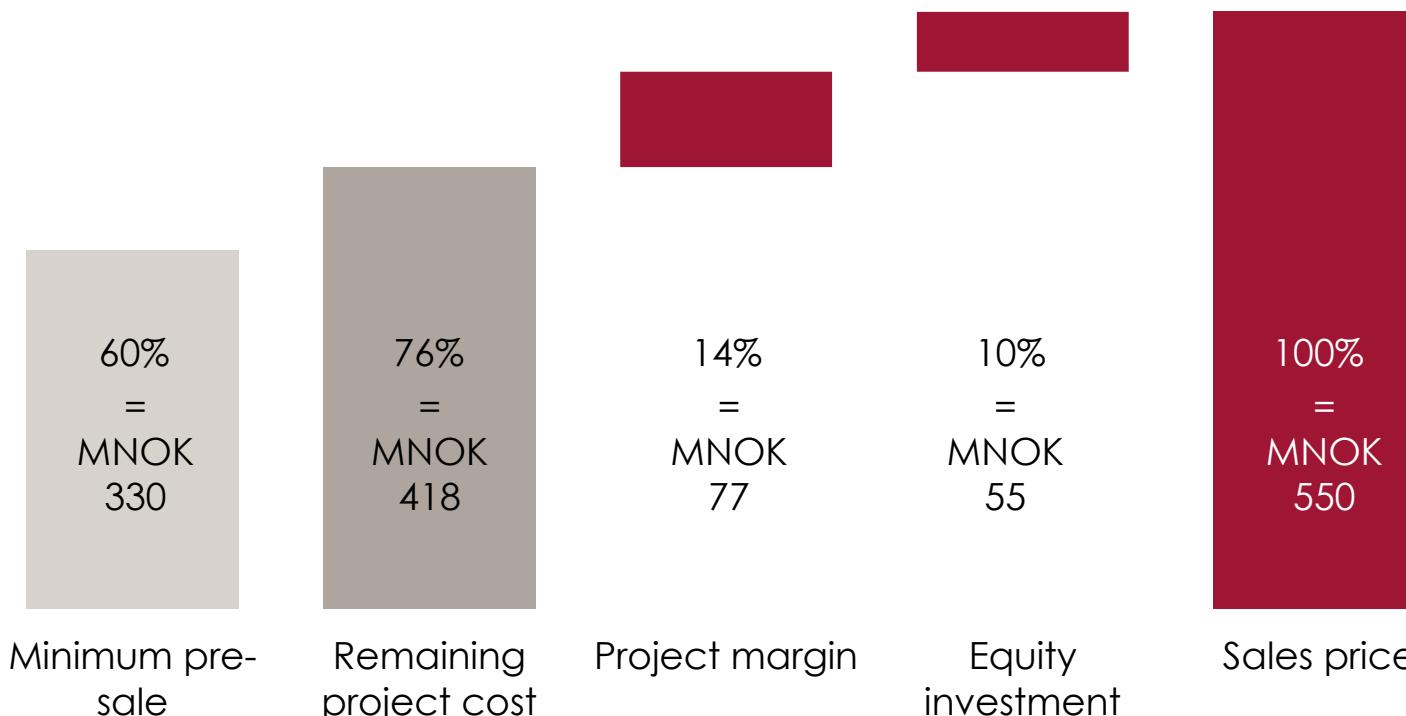
- No in-house construction arm; improves flexibility and cost optimisation
- Project-based business model improves flexibility and reduces risk
- Economies of scale through large projects
- Lean organisation reduces overhead

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

- 60% pre-sale before construction start lowers project financing need and inventory risk
- Sound debt structure and financial flexibility

Low-risk business model

Risk profile at start of a MNOK 550 project

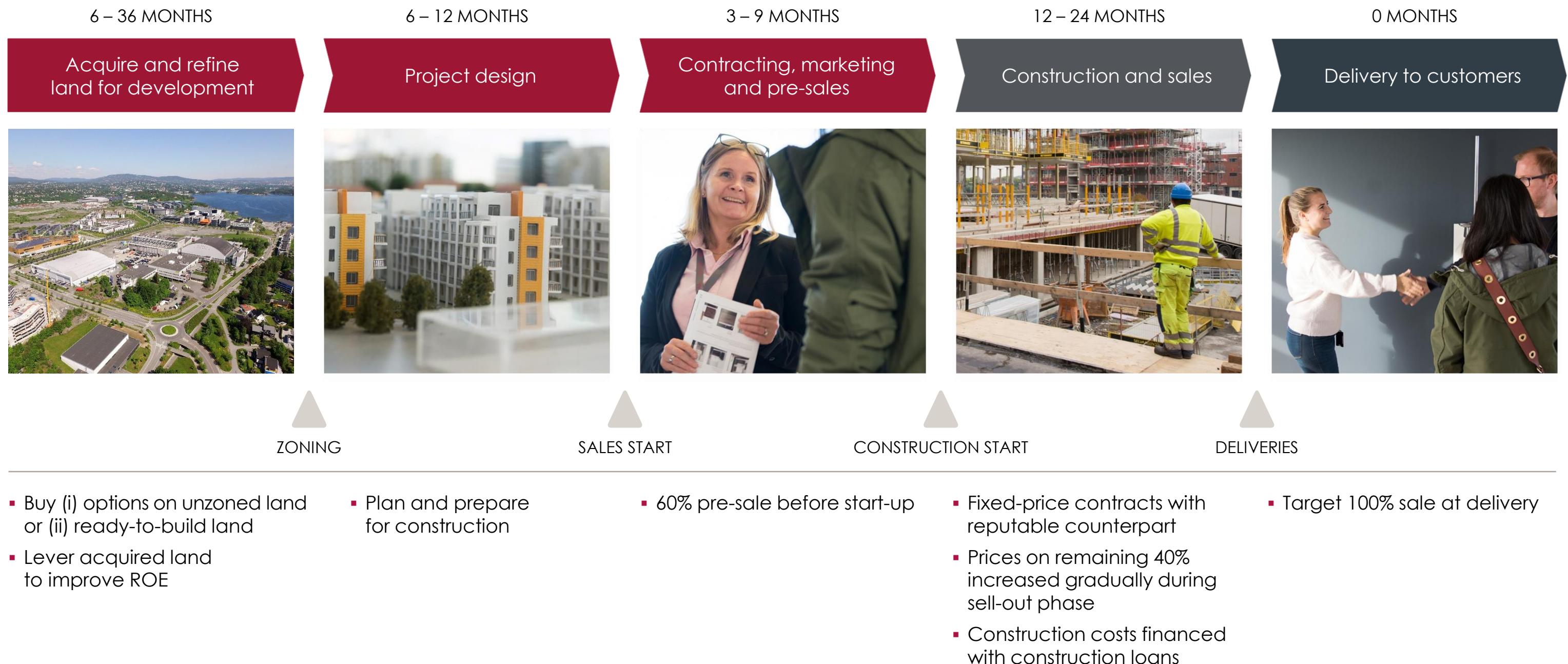


- Selvaag's equity investment in a project and project margin bring the remaining project cost down to 74%-78%
- With minimum 60% pre-sale there is limited remaining project risk. For the the remaining 40% a price reduction of 35% would recover equity
- 70% of units in production are sold at end Q1'19

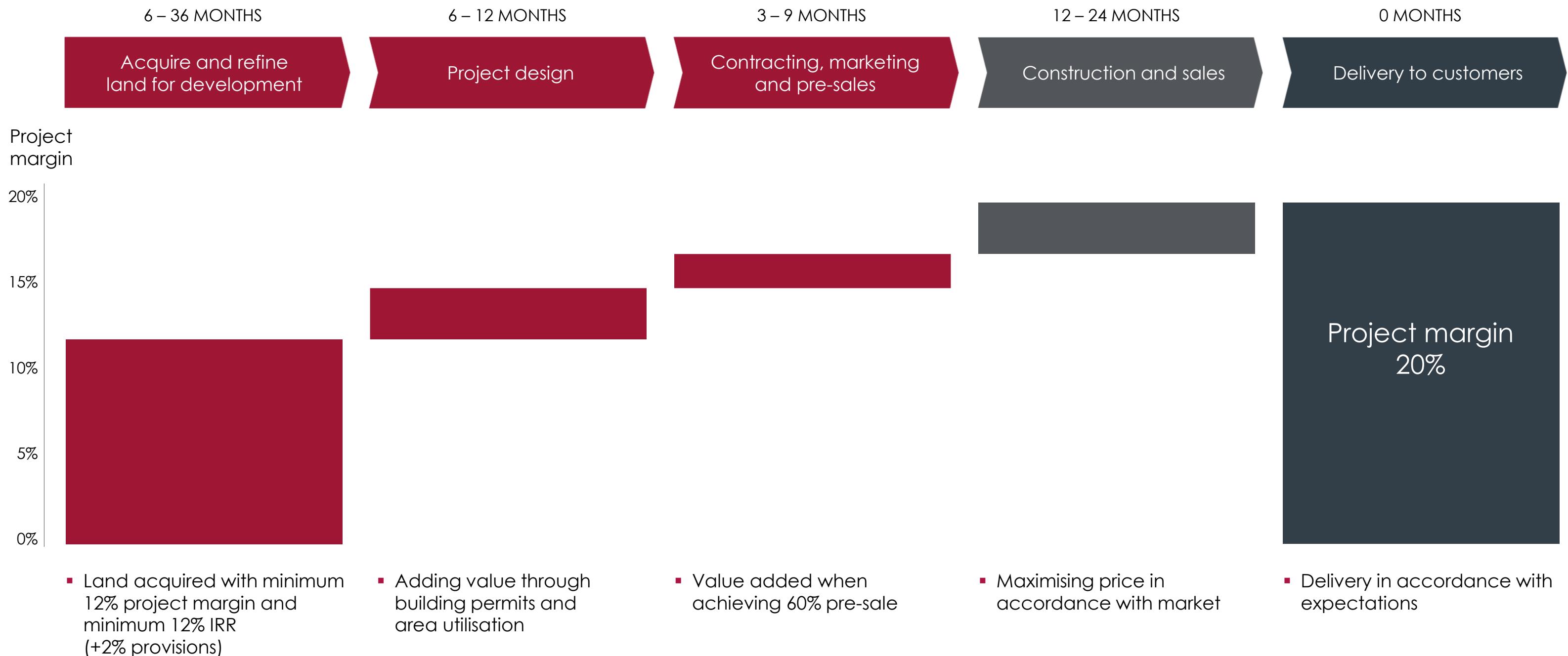
De-risking in key stages of projects

- 1 Land purchase conditional on zoning approval**
 - Purchase and payment of land takes place after zoning plan approval. If this is not obtained, the purchase is cancelled
 - SBO is in charge of the zoning process
- 2 Land purchase price based on market value at time of zoning approval**
 - Purchase price is decided by a land appraisal made by three external consultants at the time of zoning approval
 - The median valuation is used as purchase price
- 3 Minimum sales rate of 60% before construction**
 - Pre-sales of minimum 60% secures the majority of revenue before construction
 - 10% of purchase price paid by the buyer at point of sale, and proof of financing for the remaining amount is required
- 4 Fixed price construction contract**
 - Construction contracts with solid counterparties are made with fixed price
 - Project costs are secured before construction starts

Efficient and flexible value chain

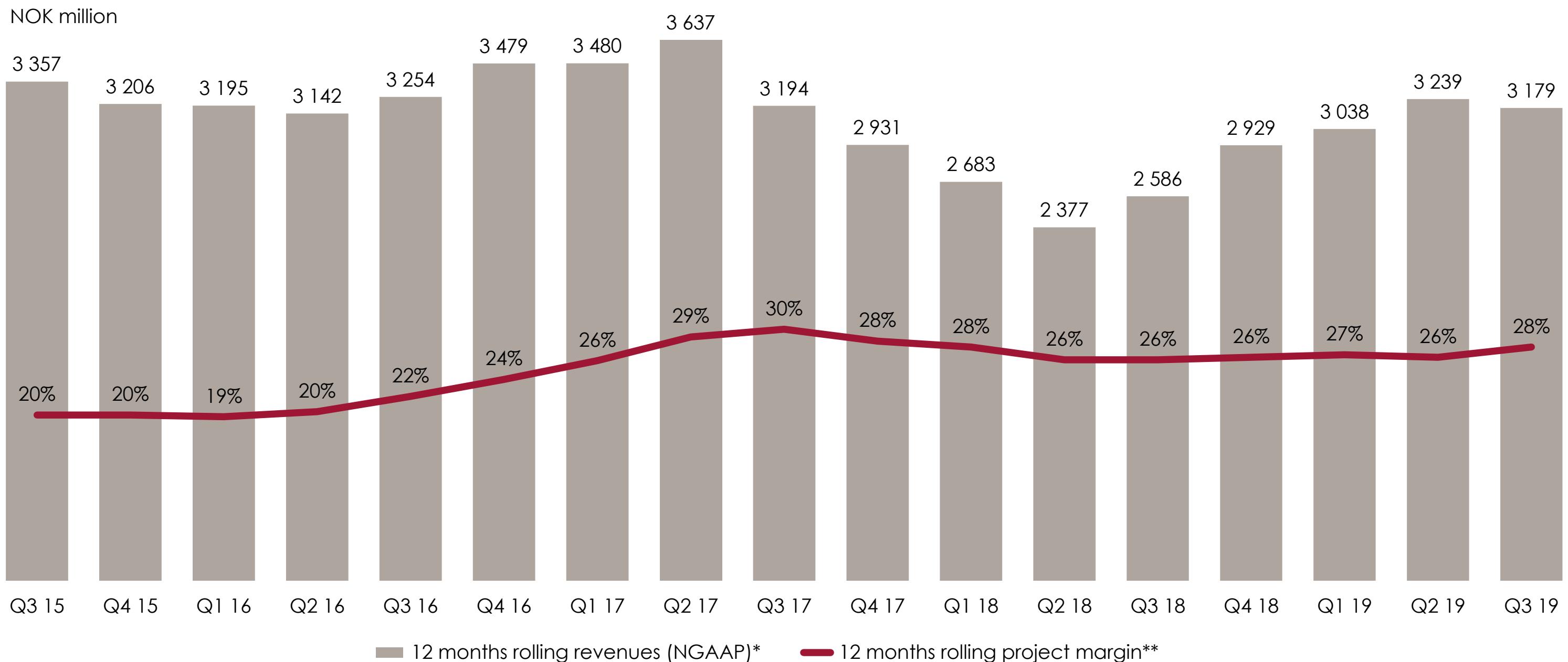


Margin development through project stages*



* Assuming flat market development

Project margin development



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

Positioned to realize large projects in Norway's four largest growing urban areas

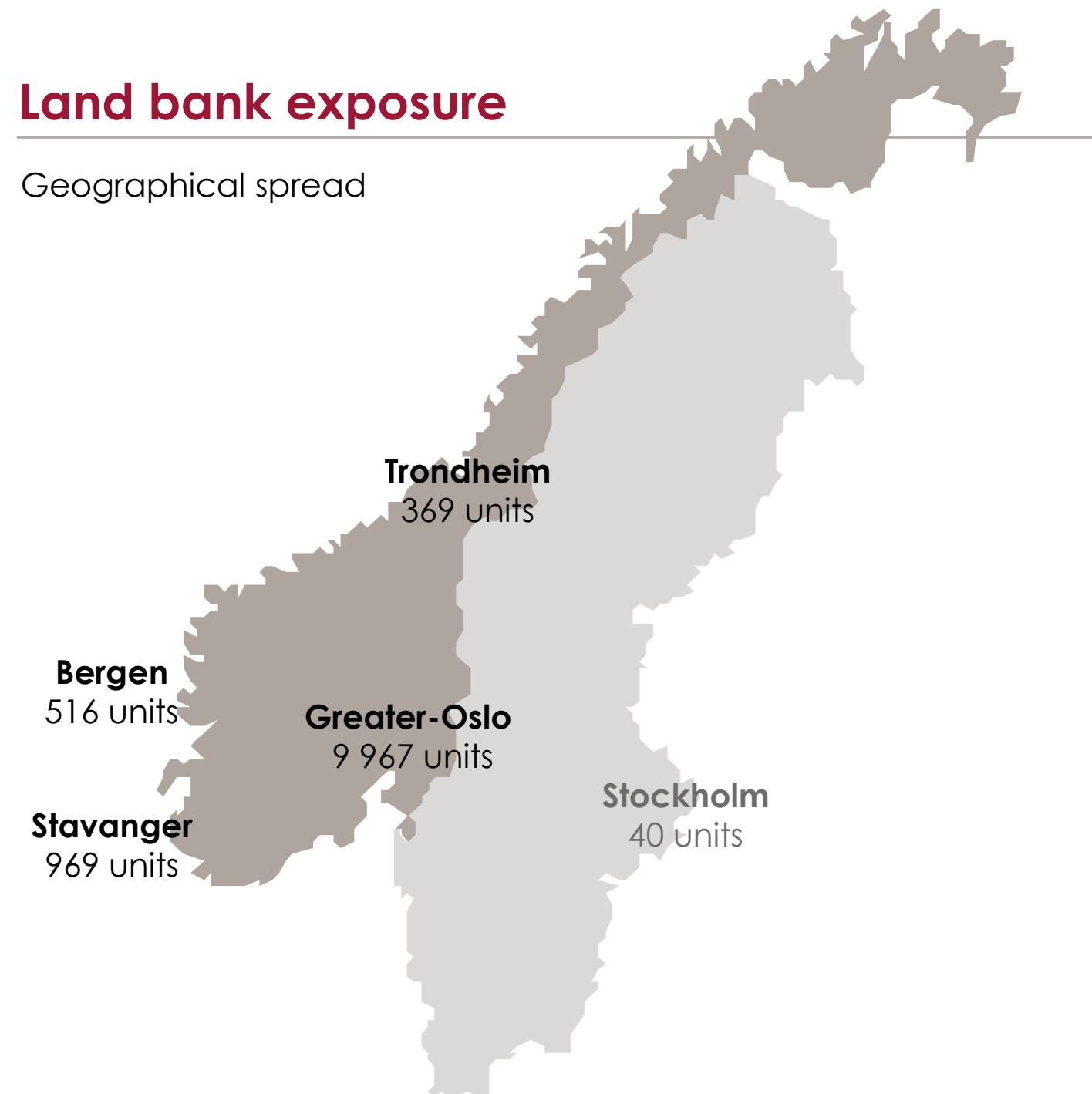
Land-bank strategy

- 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)

Note: The numbers represent the size of the land portfolio as at 30 September 2019. All numbers are adjusted for Selvaag Bolig's share in joint ventures. 1) Greater Oslo area: Oslo, Akershus, Buskerud, Vestfold and Østfold, 2) The residential property development portfolio consists of land plots that are to be paid for when planning permission is received. The portfolio has a development potential of ~5 400 residential units, whereof the company has purchasing obligations for ~4 900 and purchasing options for ~500 units.

Land bank exposure

Geographical spread

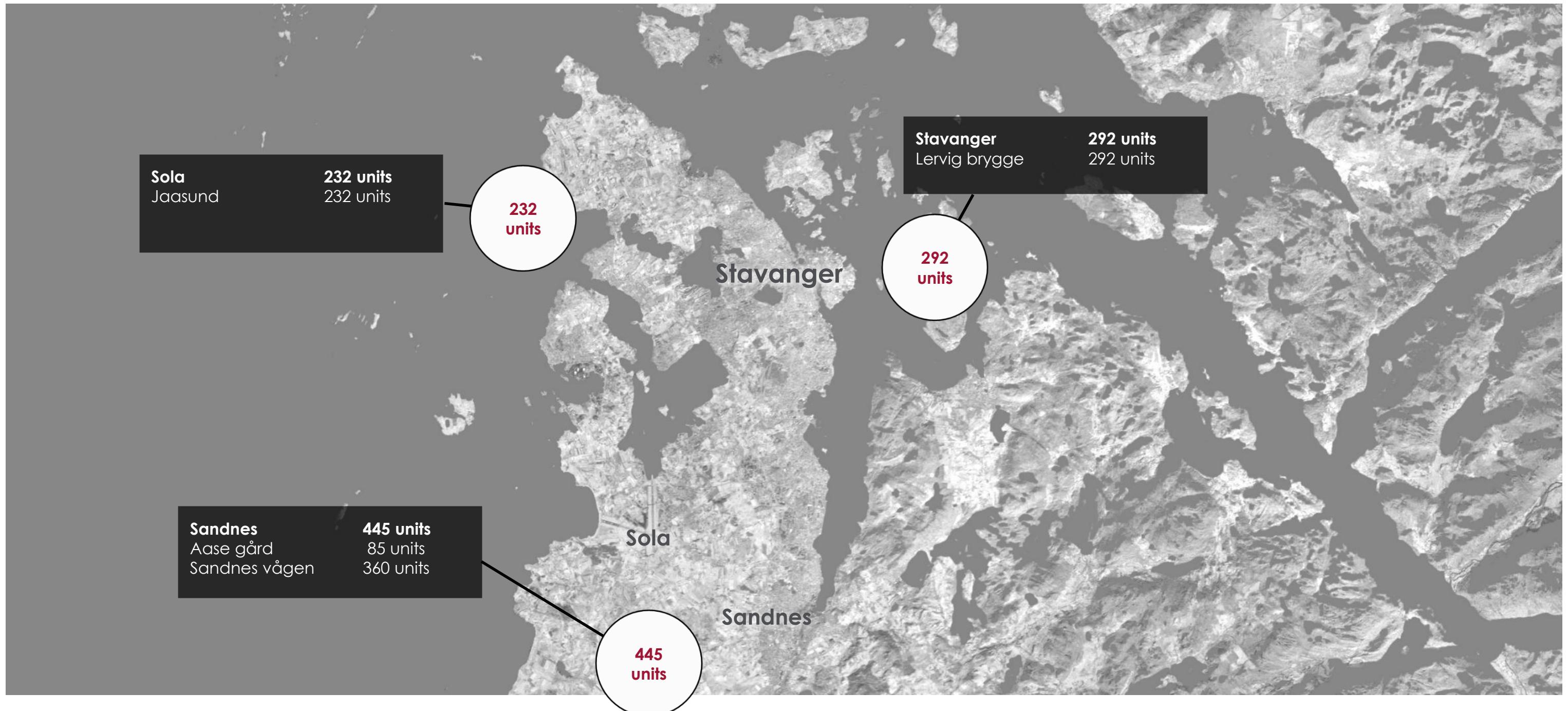


Land bank in Oslo and Greater Oslo



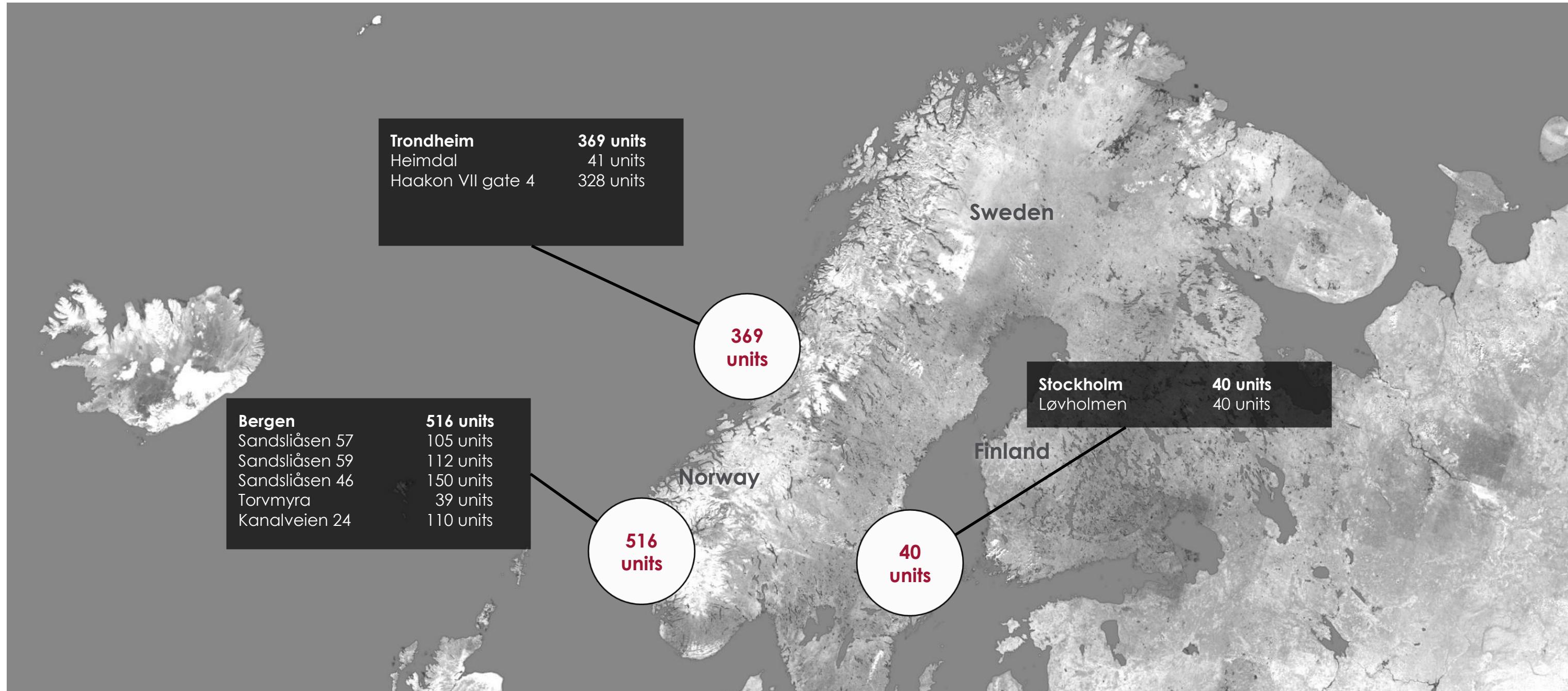
*The numbers are adjusted for Selvaag Bolig's share in joint ventures

Land bank in Stavanger area



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

Land bank in Bergen, Trondheim and Stockholm

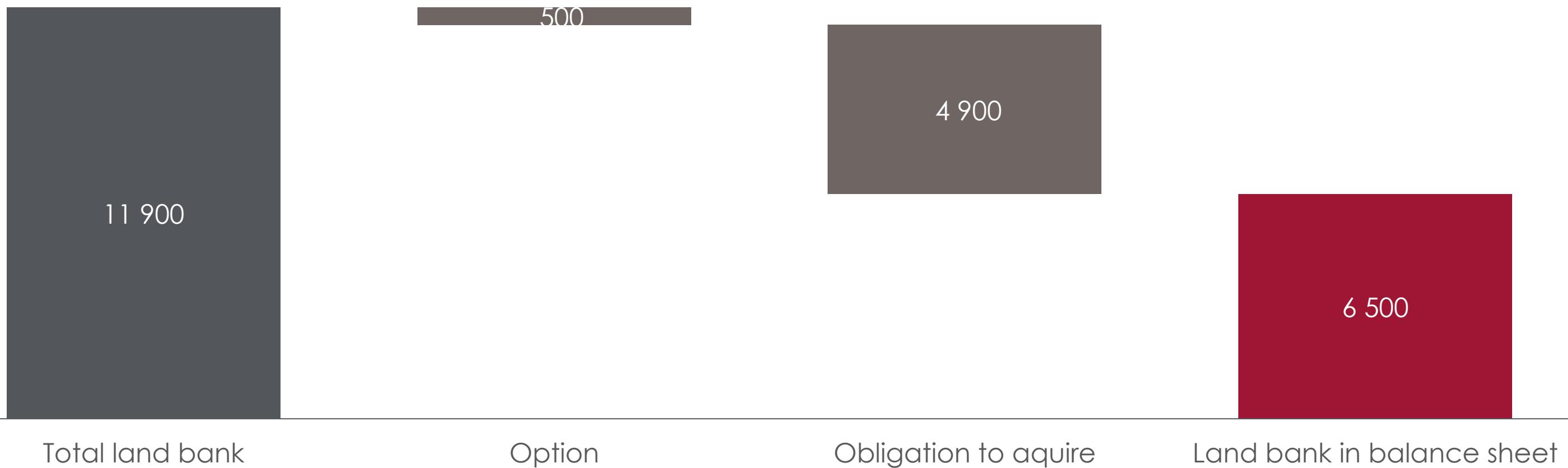


*The numbers are adjusted for Selvaag Bolig's share in joint ventures

Substantial portfolio for development

Total land bank portfolio at 30 September 2019

Units



APPENDIX

Income statement IFRS

(figures in NOK million)	Q3 2019	Q3 2018	9M 2019	9M 2018	2018
Total operating revenues	810.0	473.2	1 954.4	1 717.4	3 342.1
Project expenses	(568.1)	(372.0)	(1 342.8)	(1 294.3)	(2 421.6)
Other operating expenses	(68.4)	(56.9)	(185.3)	(186.0)	(268.1)
Other gains (loss)	-	-	-	-	-
Associated companies and joint ventures	58.2	30.5	75.9	45.0	101.8
EBITDA	231.730	74.853	502.232	282.2	754.187
Depreciation and amortisation	(3.3)	(0.9)	(9.9)	(2.8)	(3.7)
EBIT	228.4	73.9	492.3	279.4	750.5
Net financial expenses	(3.4)	(4.0)	(13.0)	(15.9)	(18.0)
Profit/(loss) before taxes	225.0	69.9	479.3	263.5	732.5
Income taxes	(42.1)	(13.4)	(103.4)	(59.9)	(165.6)
Net income	182.9	56.5	375.9	203.6	566.8

Net income for the period attributable to:

Non-controlling interests	-	(0.0)	-	(0.1)	(0.1)
Shareholders in Selvaag Bolig ASA	182.9	56.5	375.9	203.7	566.9

Cash flow statement

(figures in NOK million)	Q3 2019	Q3 2018	9M 2019	9M 2018	2018
Net cash flow from operating activities	528.4	202.8	42.2	(248.1)	427.0
Net cash flow from investment activities	24.5	47.4	73.8	79.8	20.6
Net cash flow from financing activities	(664.5)	(261.2)	(284.8)	104.9	(276.1)
Net change in cash and cash equivalents	(111.6)	(11.0)	(168.8)	(63.4)	171.5
Cash and cash equivalents at start of period	599.9	433.2	657.0	485.6	485.6
Cash and cash equivalents at end of period	488.3	422.1	488.3	422.1	657.0

Balance sheet

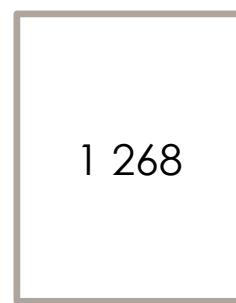
(figures in NOK million)	Q3 2019	Q2 2019	Q3 2018	2018
Intangible assets	383.4	383.4	383.4	383.4
Property, plant and equipment	6.1	6.7	9.4	8.6
Investments in associated companies and joint ventures	418.7	393.5	305.2	415.3
Other non-current assets	496.6	489.1	348.3	445.4
Total non-current assets	1 304.7	1 272.7	1 046.3	1 252.6
Inventories (property)	4 654.4	4 801.2	4 944.8	4 306.3
- Land	1 924.0	1 656.5	1 905.9	1 600.3
- Work in progress	2 560.5	2 856.3	2 942.4	2 539.8
- Finished goods	169.9	288.4	96.5	166.2
Other current receivables	325.7	505.9	257.6	275.2
Cash and cash equivalents	488.3	599.9	422.1	657.0
Total current assets	5 468.4	5 907.0	5 624.5	5 238.5
TOTAL ASSETS	6 773.1	7 179.6	6 670.8	6 491.1
Equity attributed to shareholders in Selvaag Bolig ASA*	3 064.5	3 067.5	2 722.3	3 106.8
Non-controlling interests	7.9	7.9	9.3	9.4
Total equity	3 072.4	3 075.3	2 731.7	3 116.1
Non-current interest-bearing liabilities	1 741.1	1 932.7	1 897.1	1 795.8
Other non-current non interest-bearing liabilities	194.2	195.8	147.2	156.9
Total non-current liabilities	1 935.3	2 128.5	2 044.3	1 952.7
Current interest-bearing liabilities	759.9	1 032.3	797.9	520.5
Other current non interest-bearing liabilities	1 005.5	943.5	1 097.0	901.8
Total current liabilities	1 765.4	1 975.8	1 894.9	1 422.3
TOTAL EQUITY AND LIABILITIES	6 773.1	7 179.6	6 670.8	6 491.1

* Corresponding to a book value of NOK 32.7 per share

Land bank book value vs. external valuation

Q4 2016

NOK million

Book value
31.12.2016

Gap

Valuation:
Akershus Eiendom
(Nov 2016)

Q4 2017

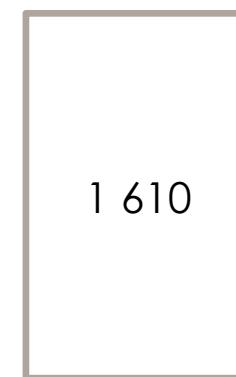
NOK million

Book value
31.12.2017

Gap

Valuation: 60
Grader
Næringsmegling
(Nov 2017)

Q4 2018

Book value
31.12.2018

Gap

Valuation: 60
Grader
Næringsmegling
(Nov 2018)

Note: Joint ventures and land options not included in the valuation

Operational highlights – key operating figures

	Q3 18	Q4 18	Q1 19	Q2 19	Q3 19
Number of units sold	182	148	243	210	159
Number of construction starts	102	402	97	311	174
Number of units completed	117	441	12	307	203
Number of units delivered	126	421	29	246	243
Number of units under construction	1 488	1 449	1 534	1 538	1 510
Proportion of sold units under construction	74 %	66 %	70 %	71 %	72 %
Number of completed unsold units	12	26	13	48	34
Sales value of units under construction (NOK million)	6 908	6 712	7 097	7 039	7 192
Number of employees	91	91	91	91	91

APPENDIX

EBITDA Q3 2018

(figures in NOK million)	Property development	Other	Total
Operating revenues	636.3	13.2	649.5
Project expenses	(406.2)	(0.1)	(406.3)
Other operating expenses	(20.0)	(51.0)	(71.0)
EBITDA (percentage of completion)	210.1	(37.9)	172.2

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

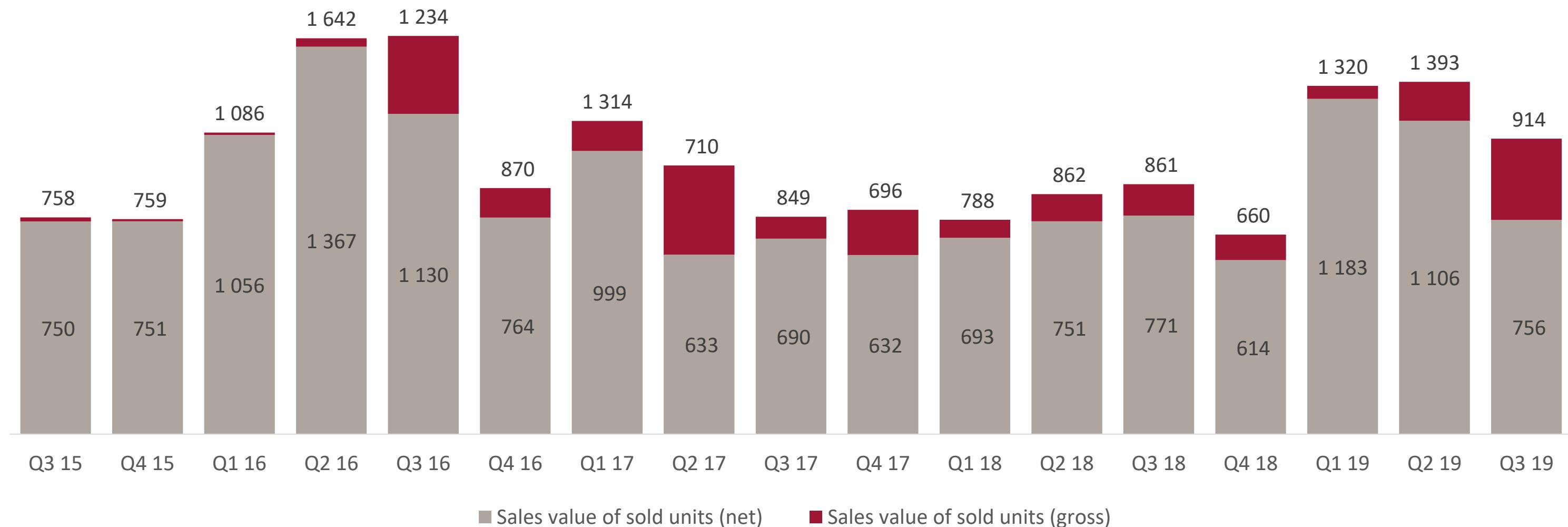
IFRS EBITDA for the quarter, per segment

Operating revenues	796.9	13.2	810.0
Project expenses	(568.0)	(0.1)	(568.1)
Other operating expenses	(17.4)	(51.0)	(68.4)
Share of income (losses) from associated companies and joint ventures	58.2	-	58.2
EBITDA	269.6	(37.9)	231.7

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

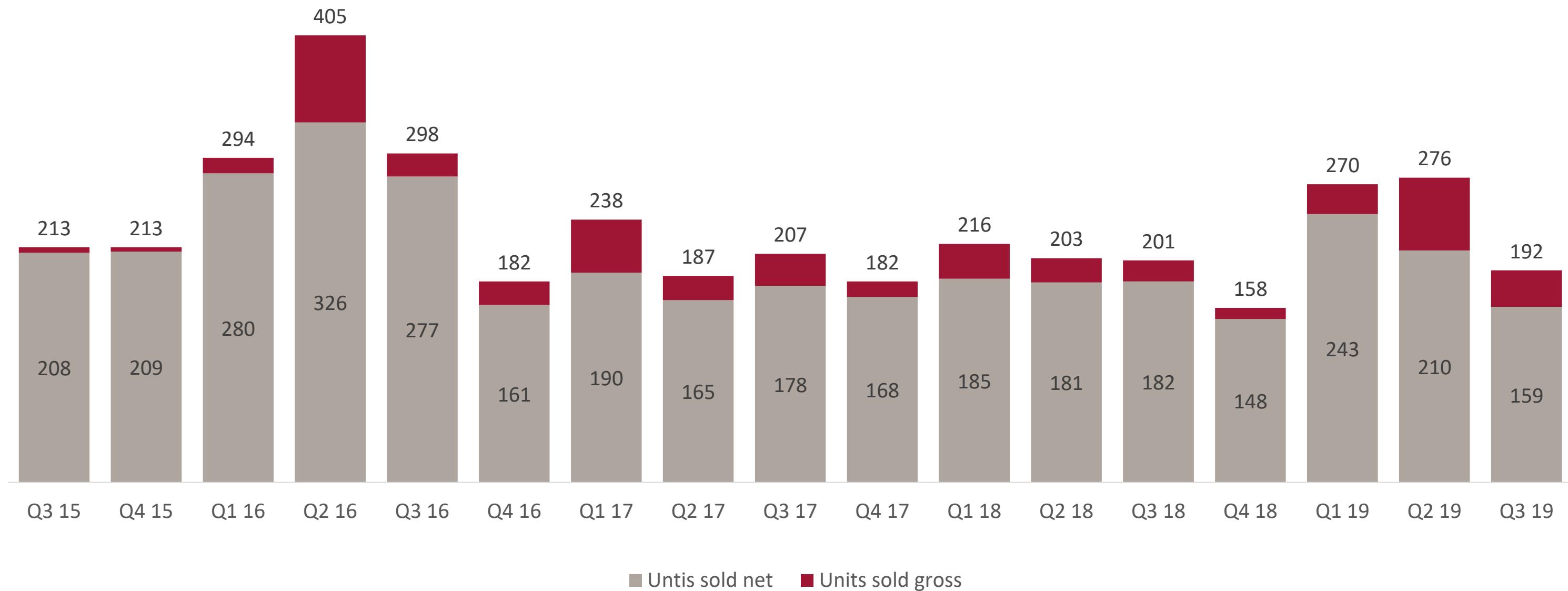
Value of units sold - gross and net

Sales value of units sold



Number of units sold - gross and net

Number of units sold

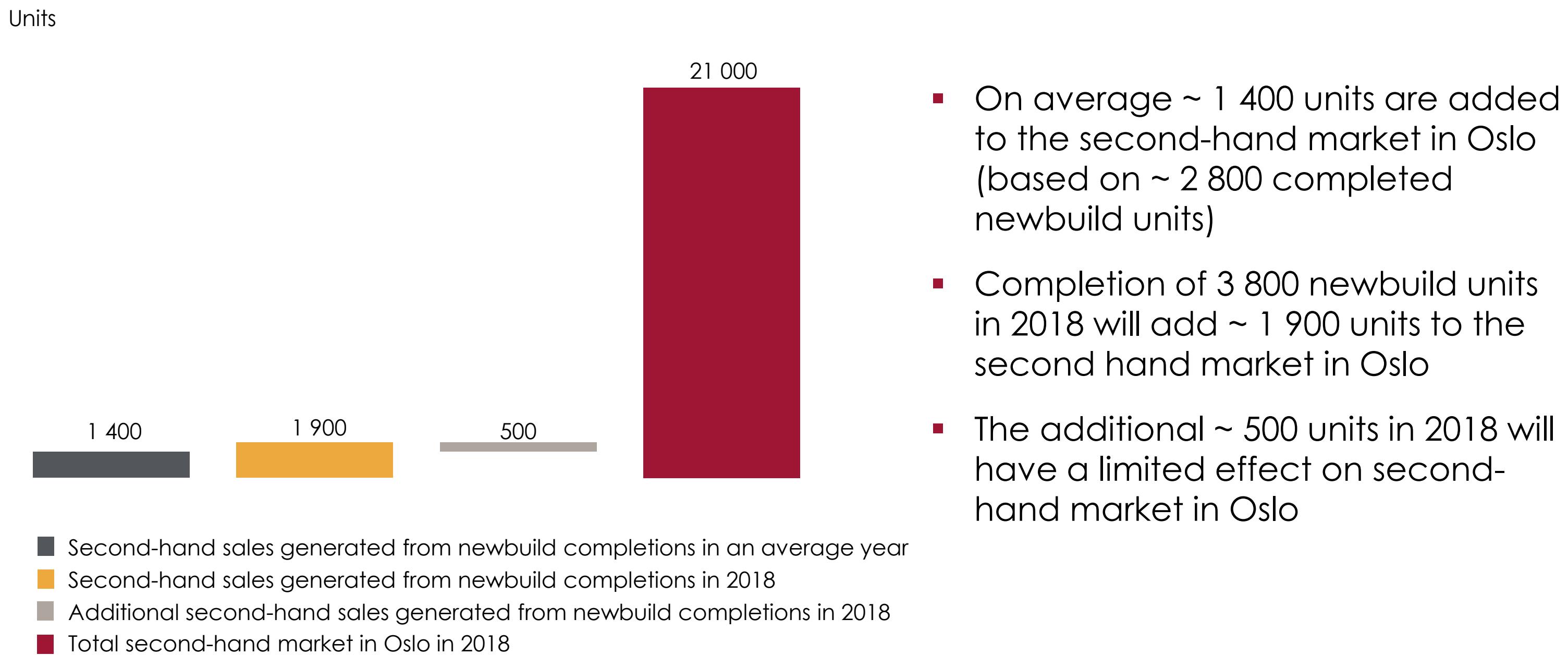


Norwegian housing market

- 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 demand for new homes

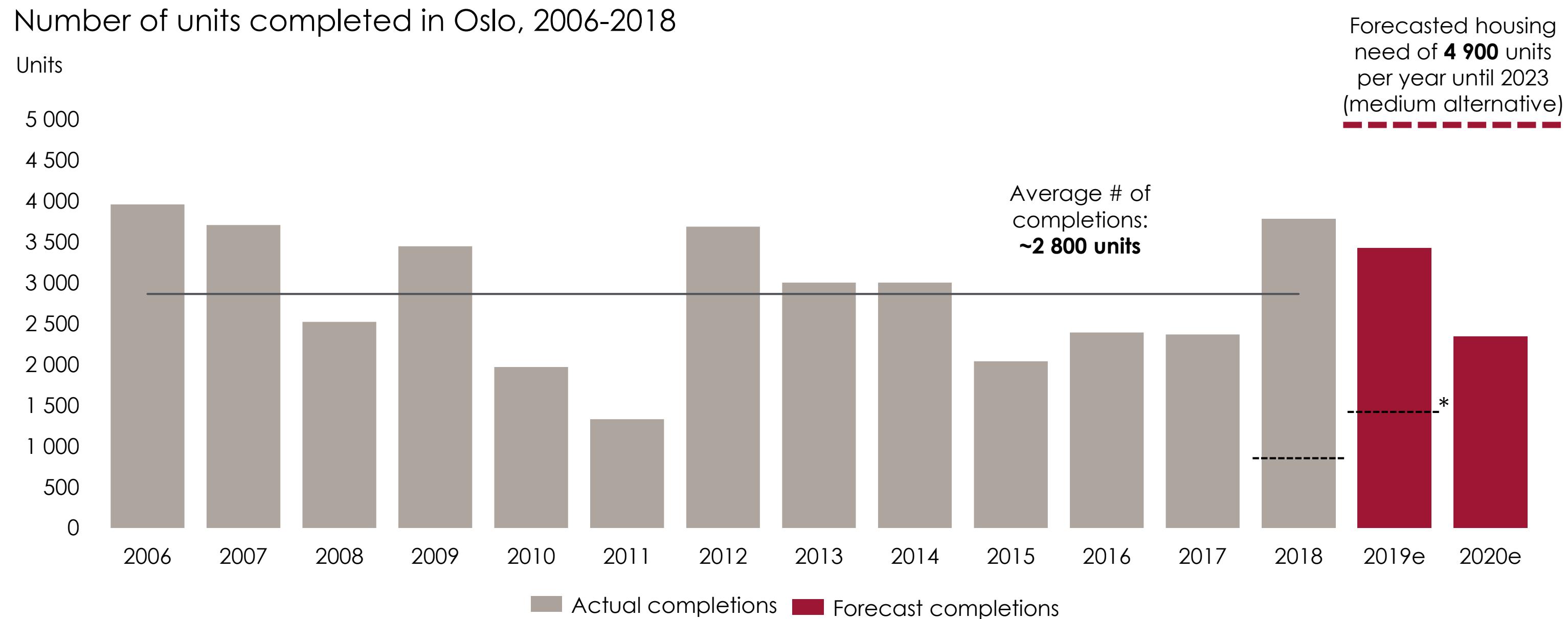
Increase in newbuild completions has limited effect on second-hand market

Newbuild effect on total second-hand market in Oslo for 2018



Expected completions lower than forecasted housing demand in Oslo

Number of units completed in Oslo, 2006-2018



Source: Statistics Norway (Actual completions), Prognosenteret (Forecasted housing need based on Statistics Norway low immigration alternative), Econ Nye Boliger (Forecasted completions)

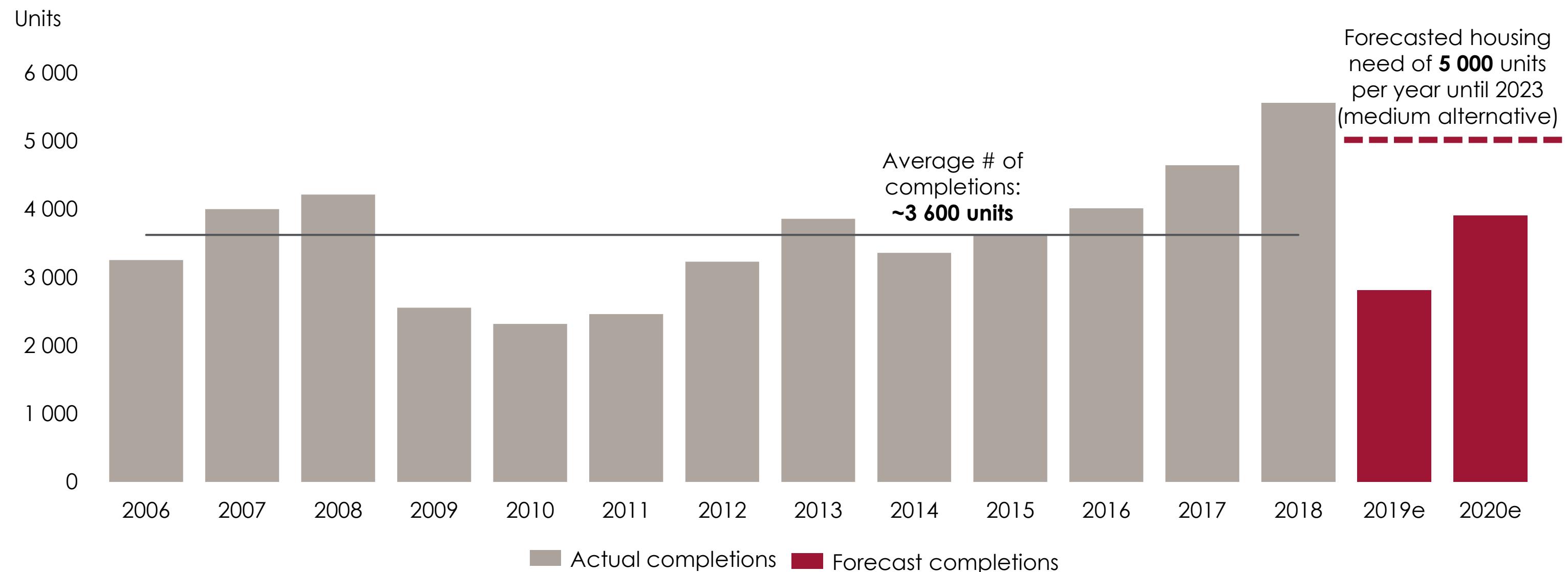
Note: Housing demand calculated on parameters such as number of persons per household, lag on housing development, housing demolition

Note: Completions exclusive of student- and senior housing

* 810 units zoned in Oslo in 2018 and 1 410 units zoned by YTD Q3 2019

Expected completions lower than forecasted housing demand in Akershus

Number of units completed in Akershus, 2006-2018



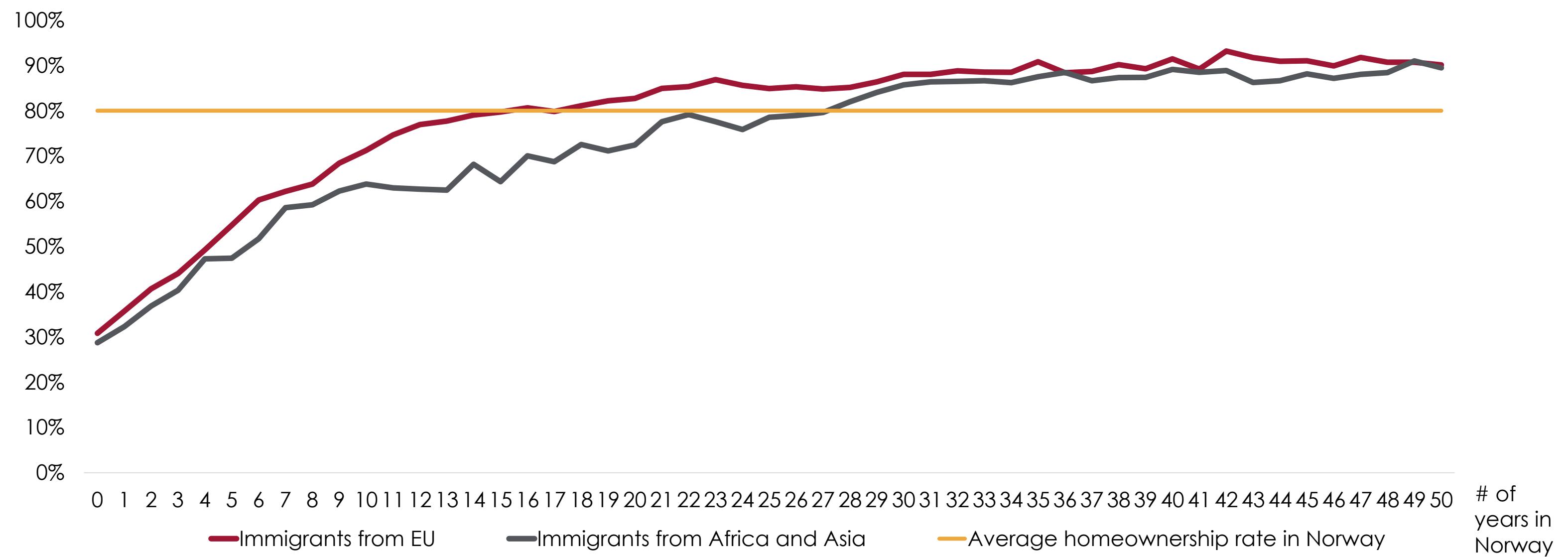
Source: Statistics Norway (Actual completions), Prognosenteret (Forecasted housing need based on Statistics Norway low immigration alternative), Econ Nye Boliger (Forecasted completions)

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

Note: Completions exclusive of student- and senior housing

Immigration increases demand over time

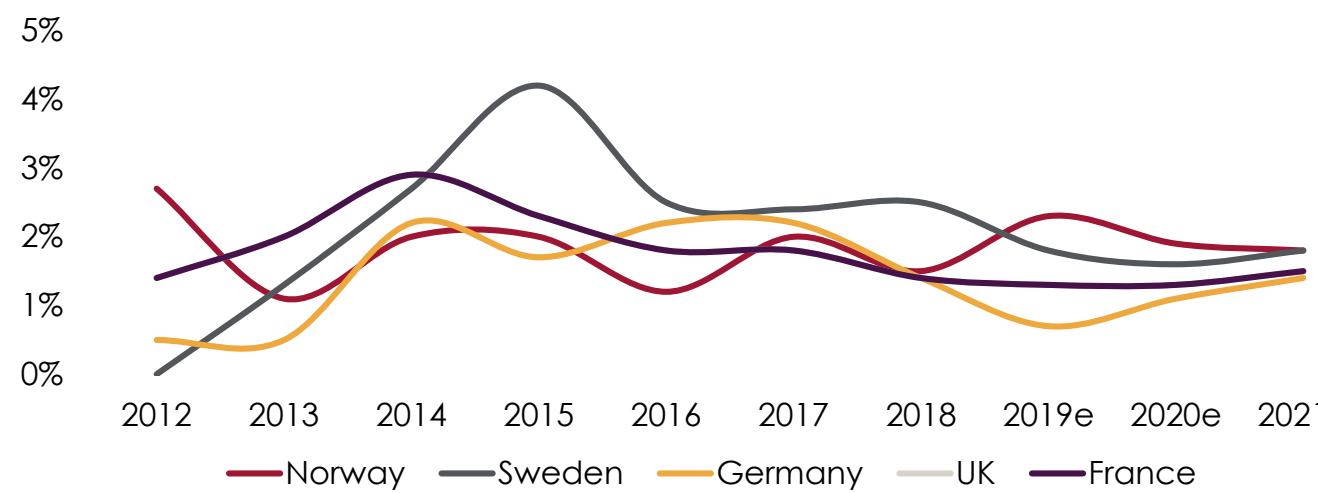
Homeownership rate among immigrants in Norway (per year living in Norway)



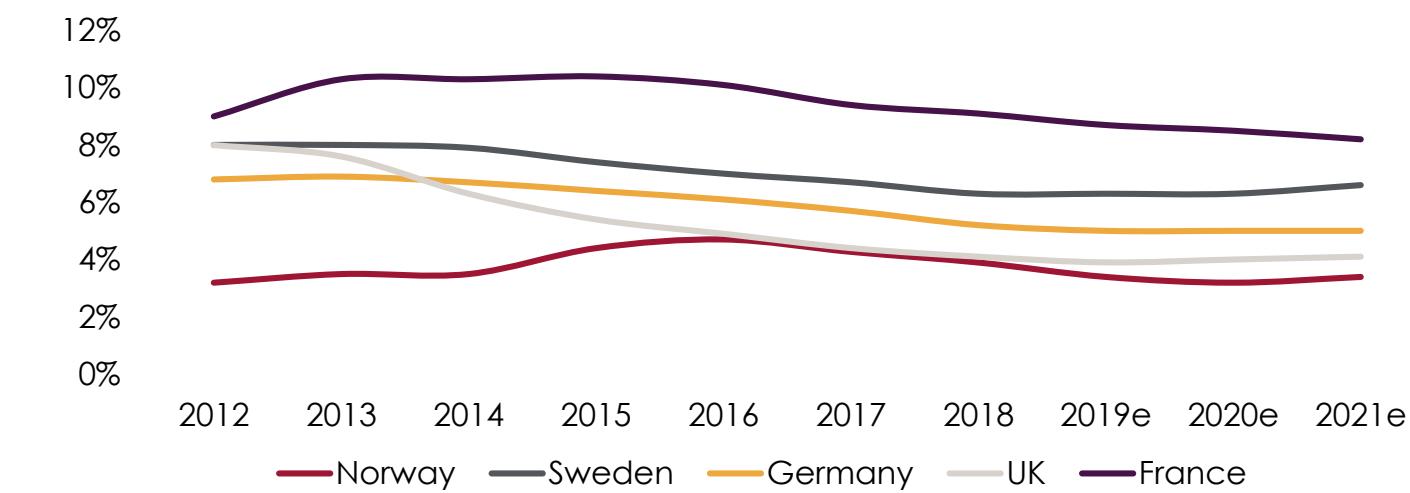
Source: Statistics Norway

Norway – robust economic conditions

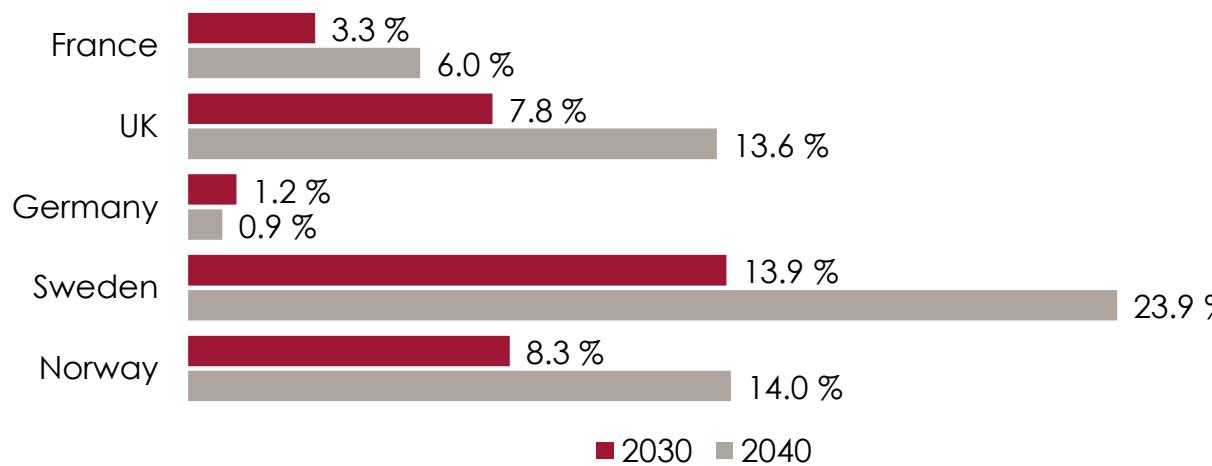
GDP growth 2012 - 2021e



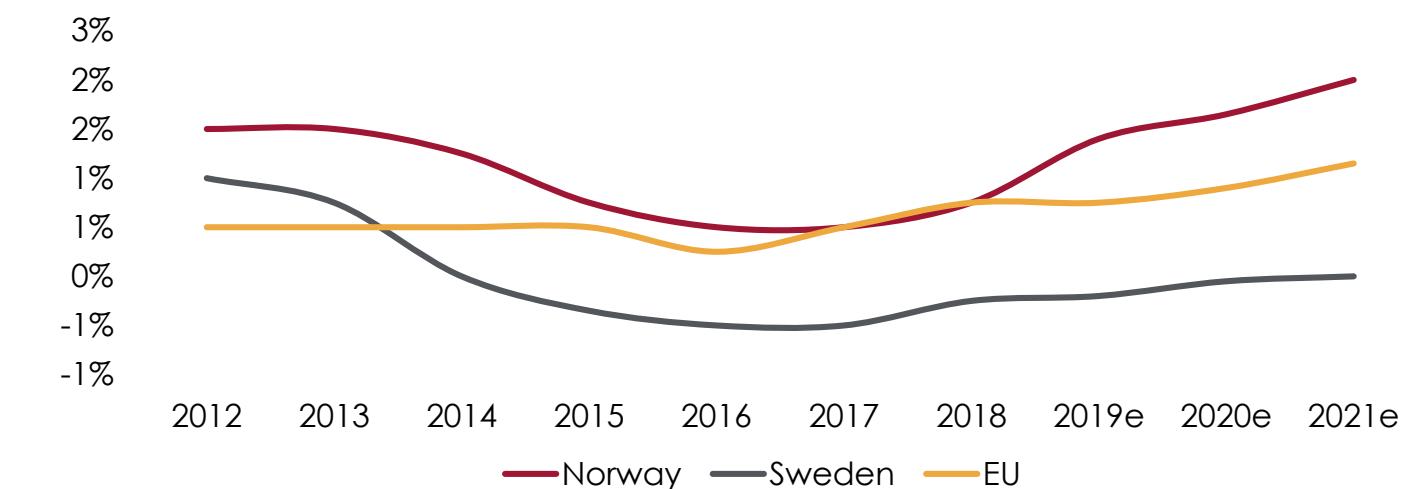
Unemployment 2012 - 2021e



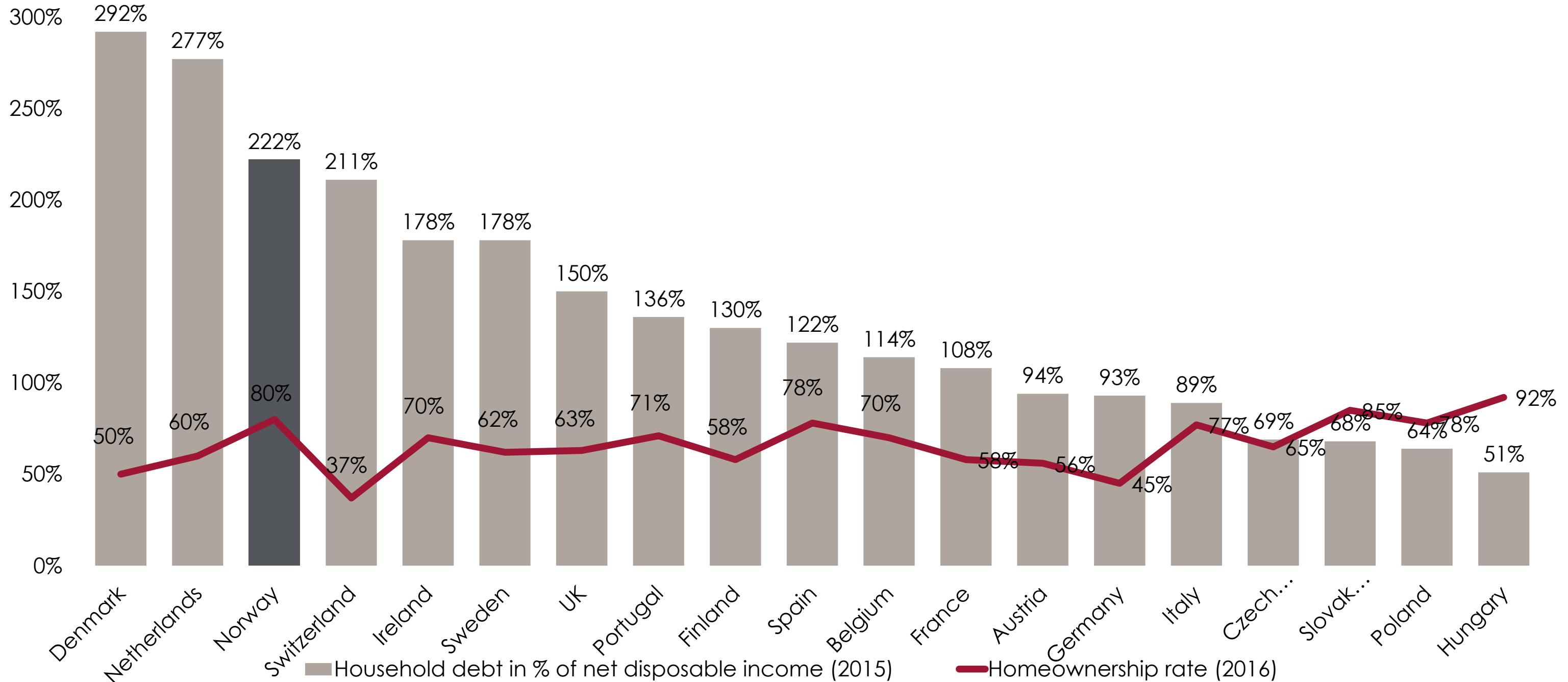
Population growth 2018 - 2030e and 2040e



Interest rates 2012 - 2021e



Total household debt and homeownership



SELVAAG BOLIG