

SELVAAG BOLIG

Q4 2019

Oslo, 12 February 2020
Rolf Thorsen, CEO
Sverre Molvik, CFO

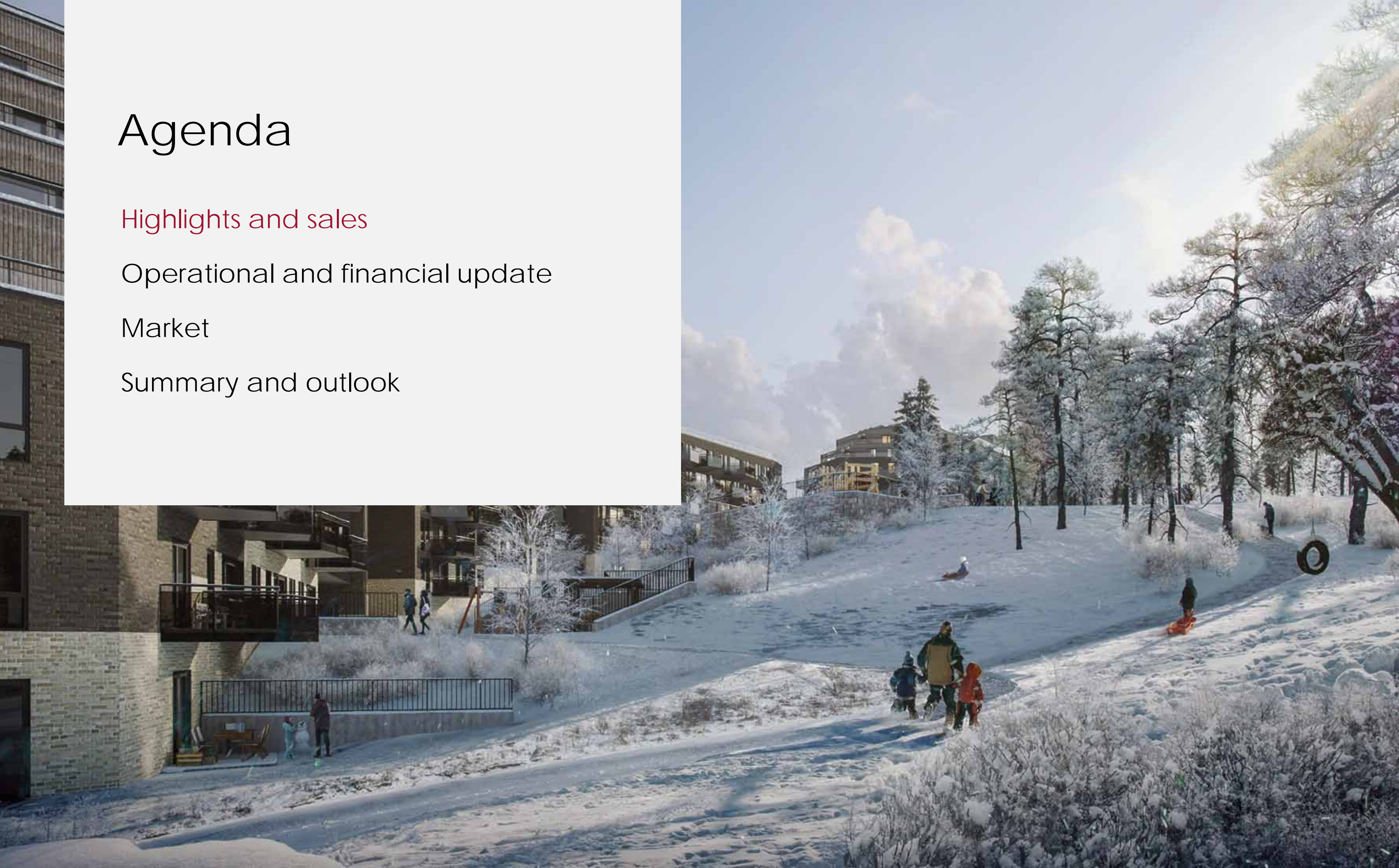
Agenda

Highlights and sales

Operational and financial update

Market

Summary and outlook



Highlights Q4 and FY 2019

- Strong operational performance during Q4 and FY 2019
- Urban Property transaction completed
 - EO dividend of NOK 22 per share
- Proposes ordinary dividend of NOK 3.00 per share for 2H 2019



Completed, ongoing and upcoming projects

Key financials Q4 and FY 2019

Q4 2019

1 414

Operating revenues

NOK million

28.2

Adjusted EBITDA* margin

Per cent

Full year 2019

3 369

Operating revenues

NOK million

28.5

Adjusted EBITDA* margin

Per cent

1 062

Operating revenues (NGAAP)

NOK million

21.9

EBITDA** margin (NGAAP)

Per cent

3 260

Operating revenues (NGAAP)

NOK million

23.6

EBITDA** margin (NGAAP)

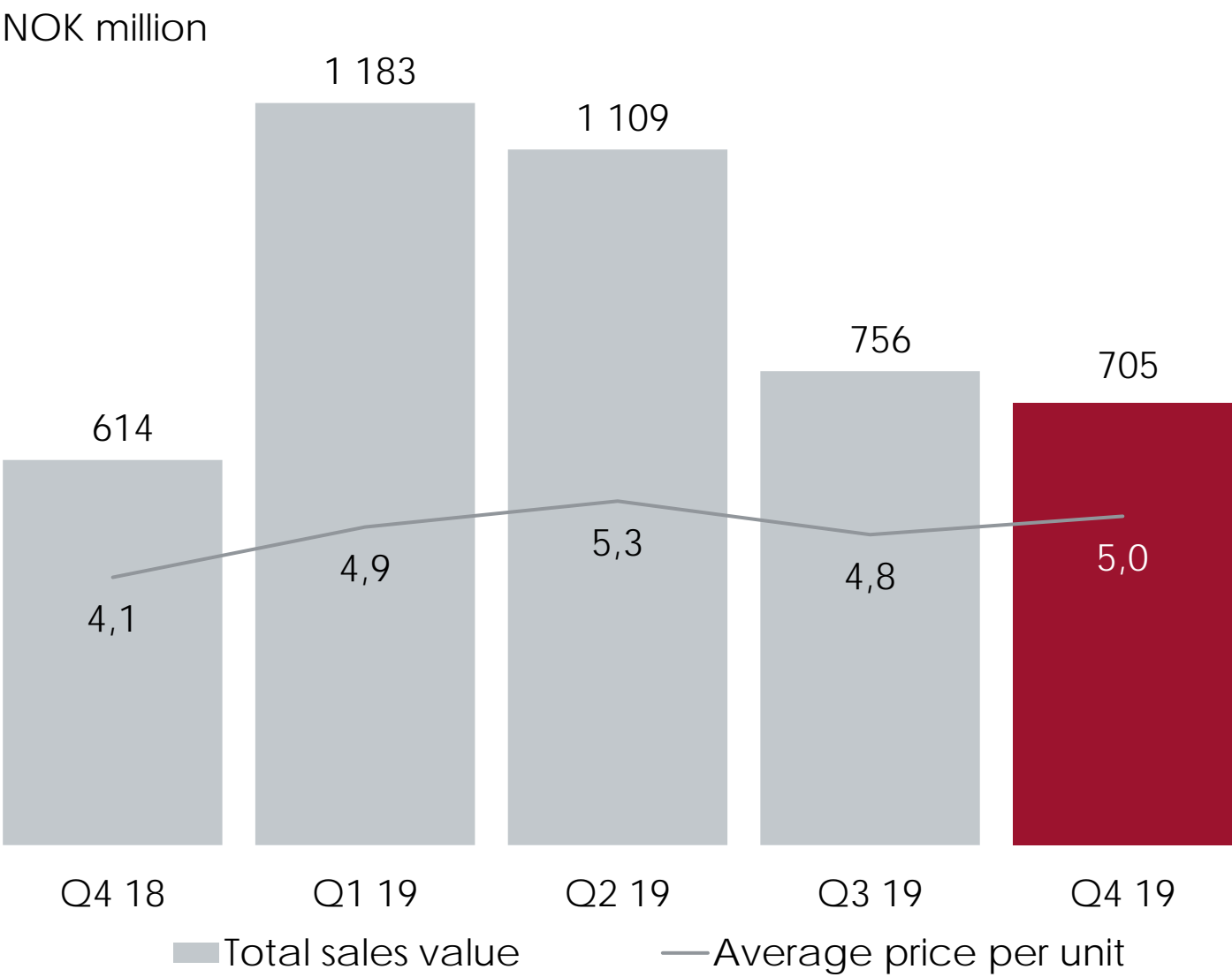
Per cent

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

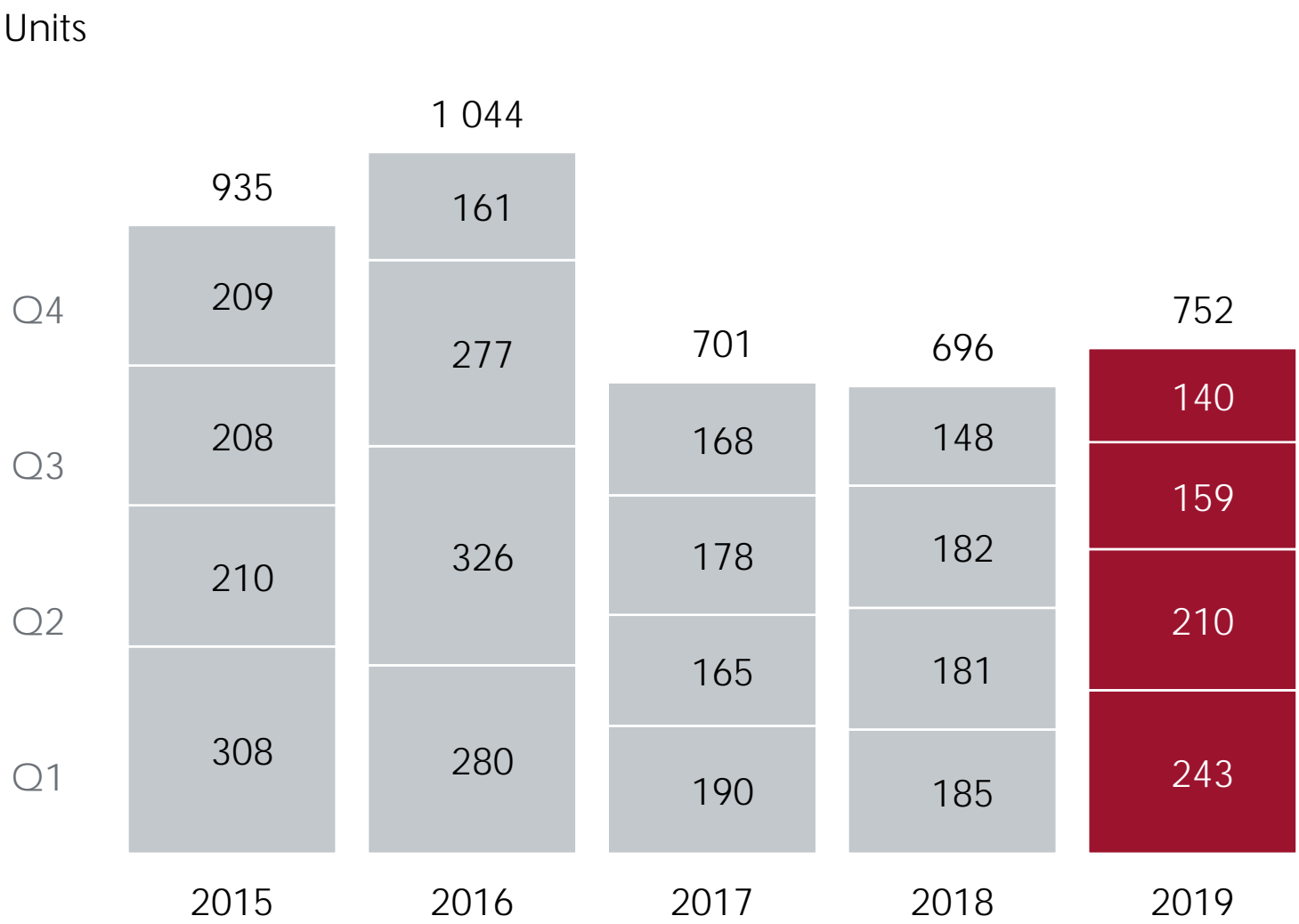
** EBITDA is operating profit before depreciation, gains (losses) and profit from associated companies

Sales value and units sold

Total and average sales value



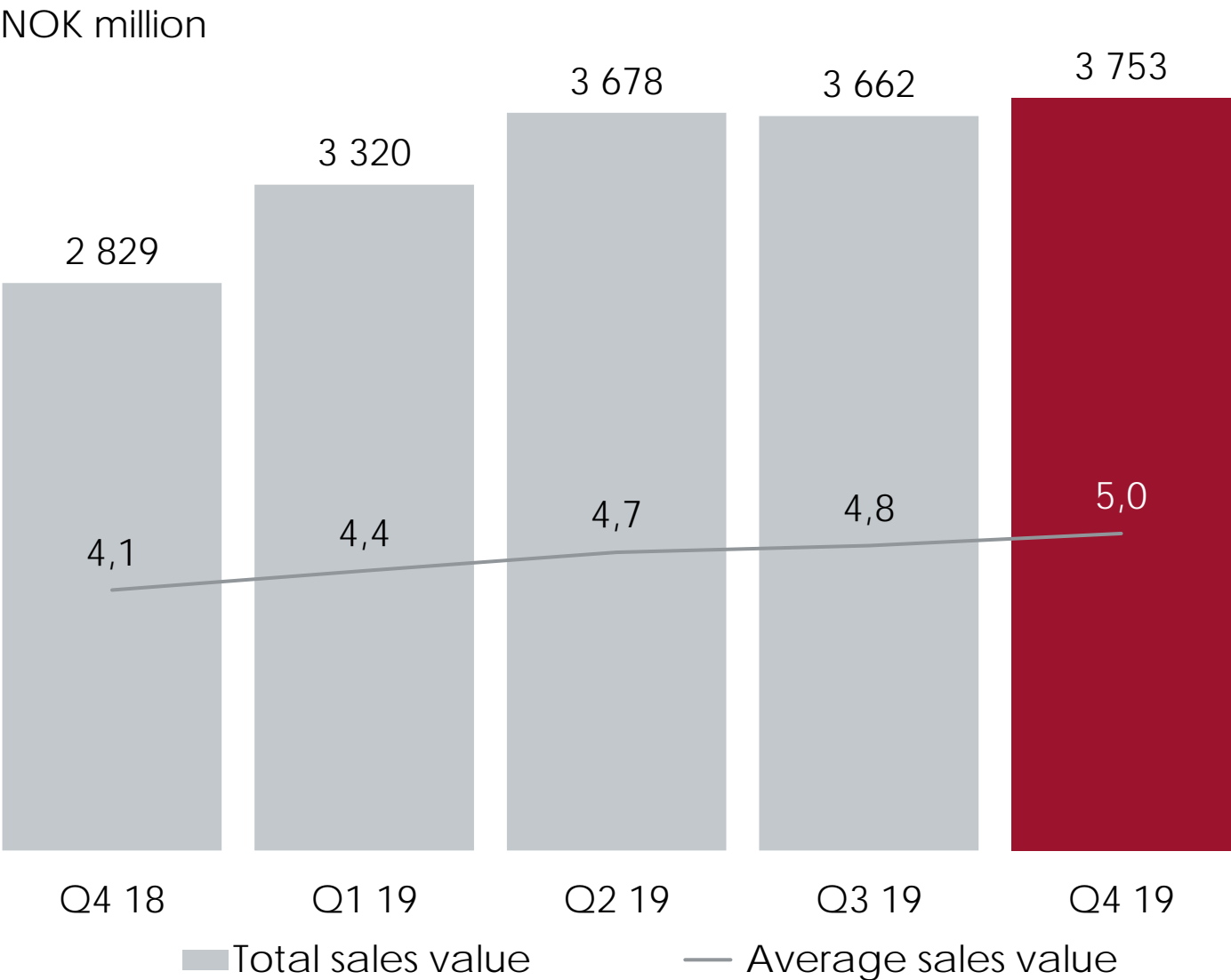
of units sold per quarter and full-year



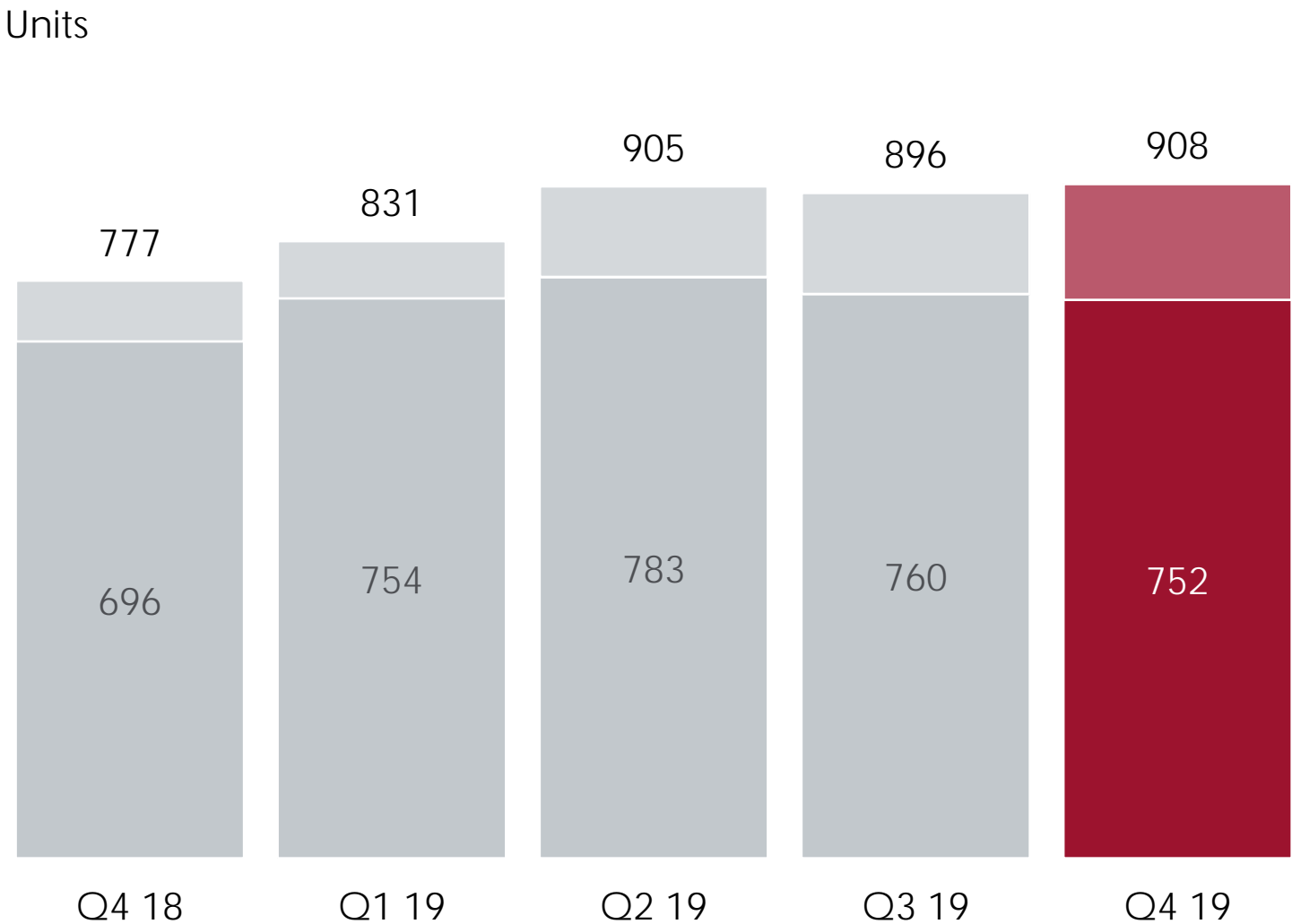
Note: Sales value is adjusted for Selvaag Bolig's share in joint ventures

Rolling sales value and units sold

Sales value 12 months rolling



Units sold 12 months rolling*



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

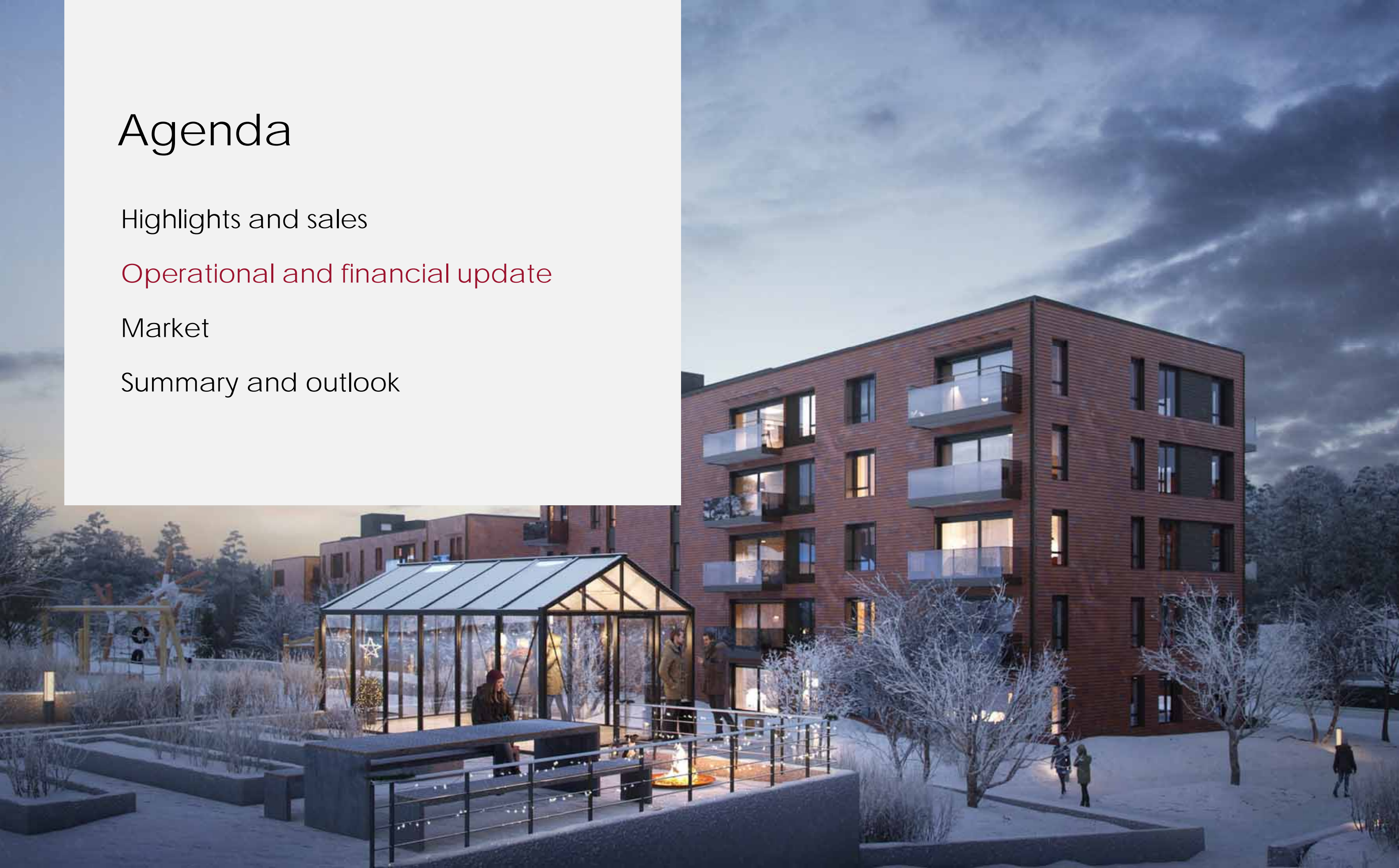
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Construction starts and completions

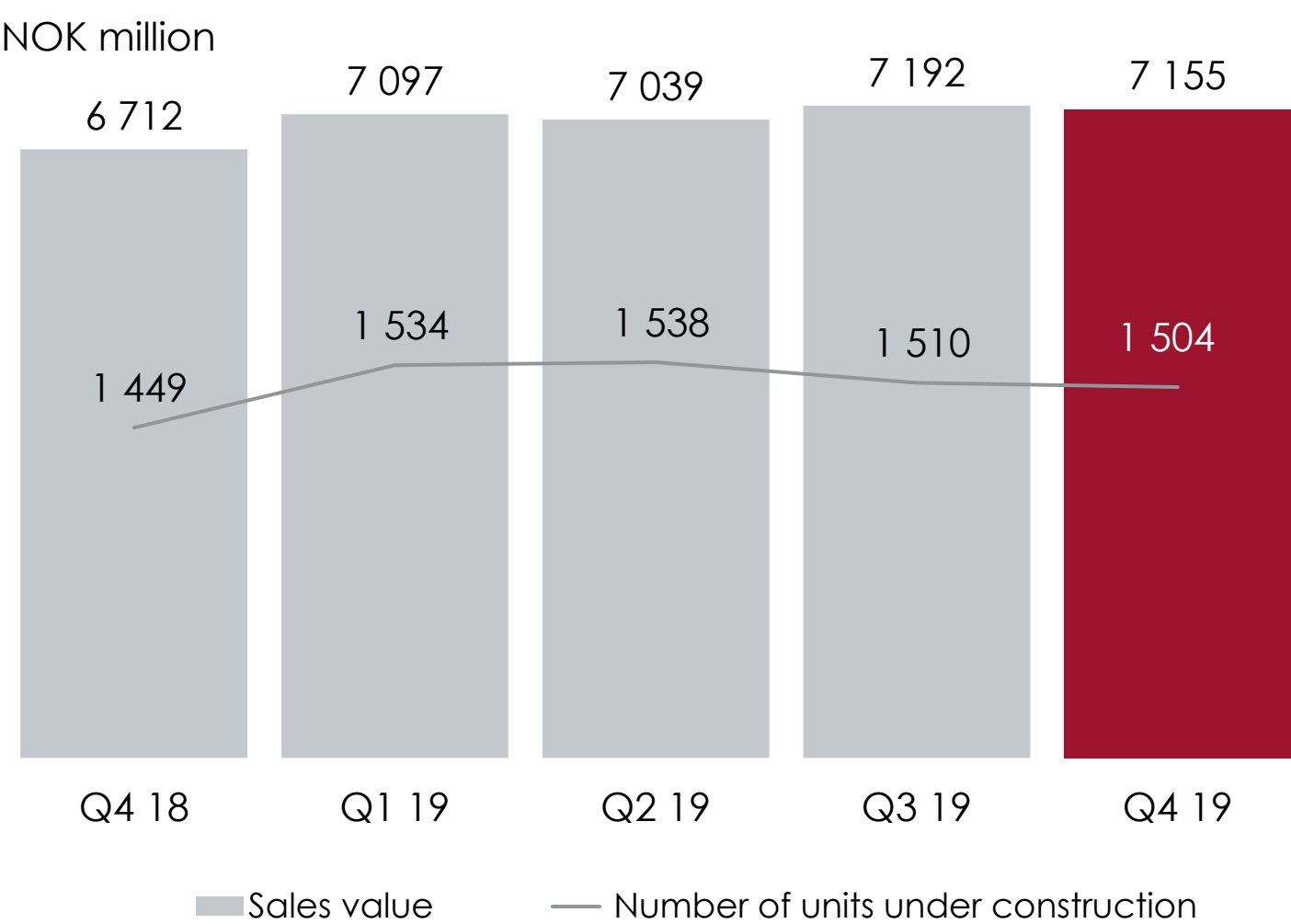
Construction starts and completions per quarter



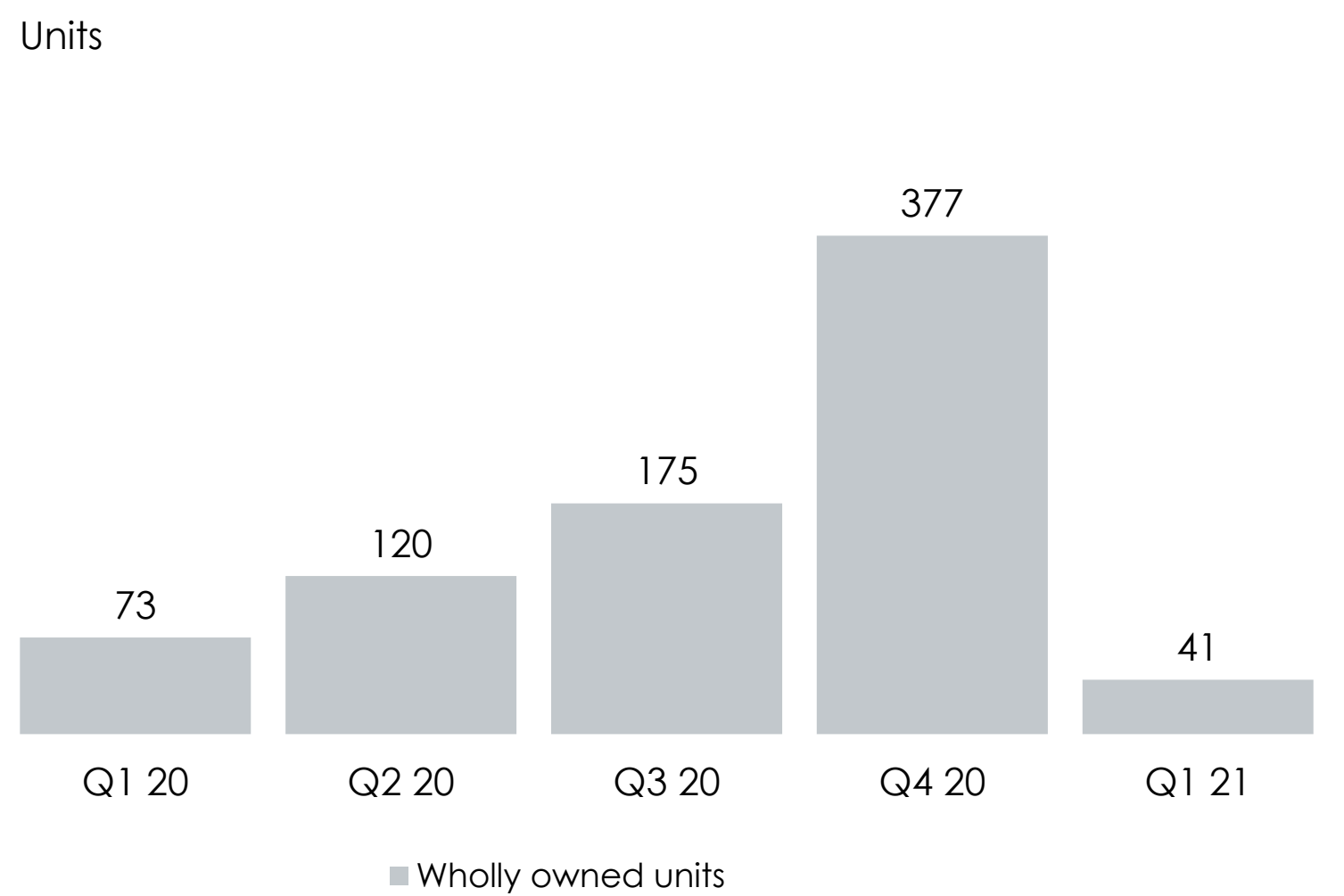
Note: Number of units are adjusted for Selvaag Bolig's share in joint ventures

Units under construction and completions

Sales value of units under construction



Expected completions per quarter



- Q4 2019: 70% of units under construction sold by Q4 2019
- Q4 2019: 91% of construction volume in Greater Oslo Area*

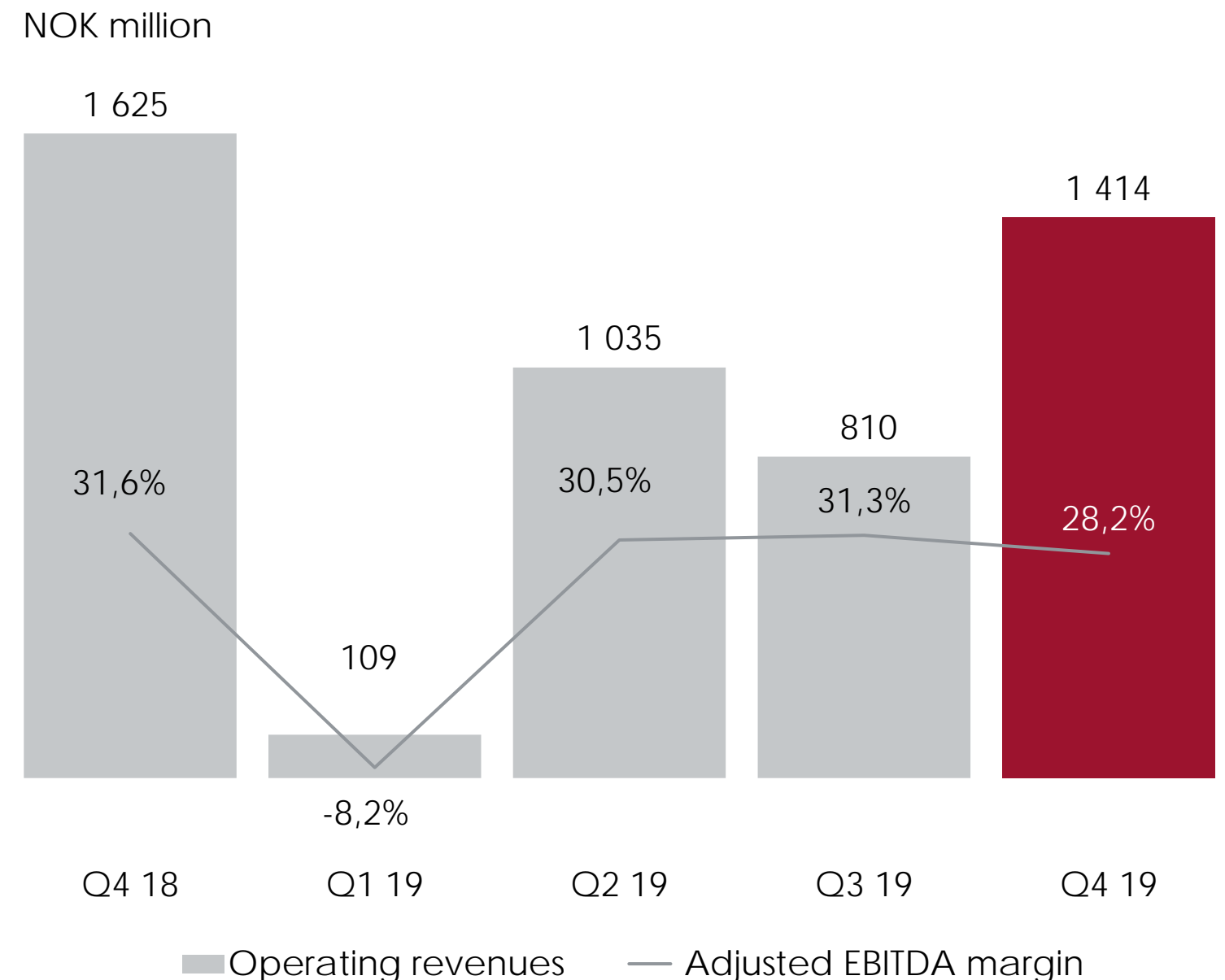
- Expected completions for the full year 2020: 745 units
 - 75% of 2020 completions sold by Q4 2019

Note: Sales value and number of units are adjusted for Selvaag Bolig's share in joint ventures
* Includes: Oslo, Lørenskog, Follo, Tønsberg, Asker

Income statement highlights Q4 2019 (IFRS)

- 214 units delivered (421)
- Revenues NOK 1 414m (1 625)
 - Units delivered NOK 1 069m (1 596)
 - Revenues from sale of property NOK 320m (0)
 - Other revenues NOK 26m (29)
- Project costs NOK 937m (1 127)
 - Of which NOK 23m is interest (42)
- Other costs NOK 92m (83)
- Salaries, sales and marketing
- Adjusted EBITDA NOK 398m (513)
 - Adjusted for financial expenses included in project costs
- EBITDA NOK 375m (472)
- EPS in the quarter NOK 3.00 (3.93)
- Proposes dividend of NOK 3.00 per share for 2H 2019

Revenues and adjusted EBITDA margin (IFRS)



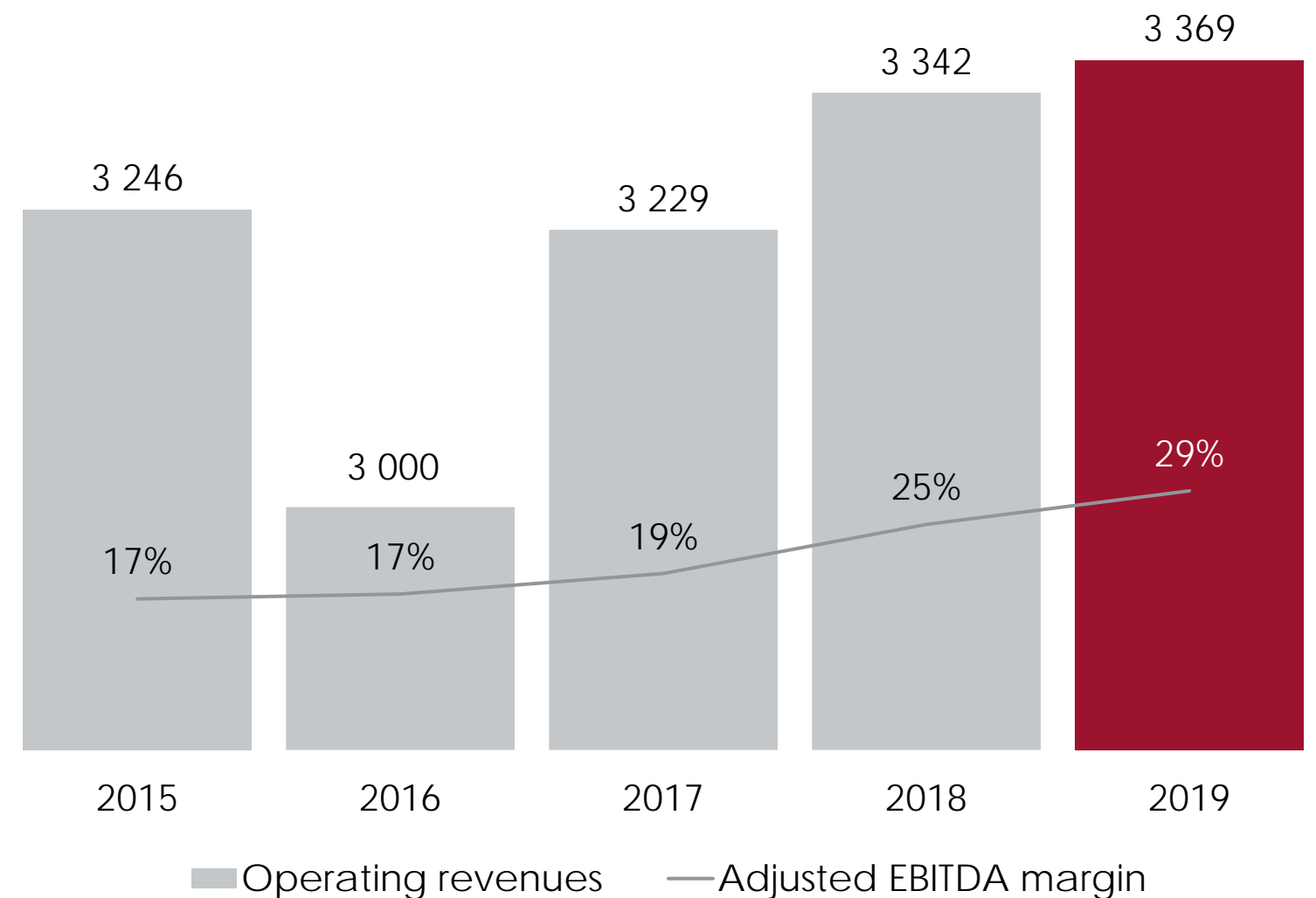
Note: EBITDA is profit before interest, taxes, depreciation and amortization. EBITDA adjusted is excluding financial expenses included in project costs

Income statement highlights FY 2019 (IFRS)

- Delivery of 732 units (849)
- Revenues NOK 3 369 (3 342)
- EBITDA adjusted 959m (827)
 - Adjusted for financial expenses included in project cost
- EBITDA NOK 877m (754)
- Earnings per share full year NOK 7.04 (6.14)

Revenues and adjusted EBITDA margin (IFRS)

NOK million

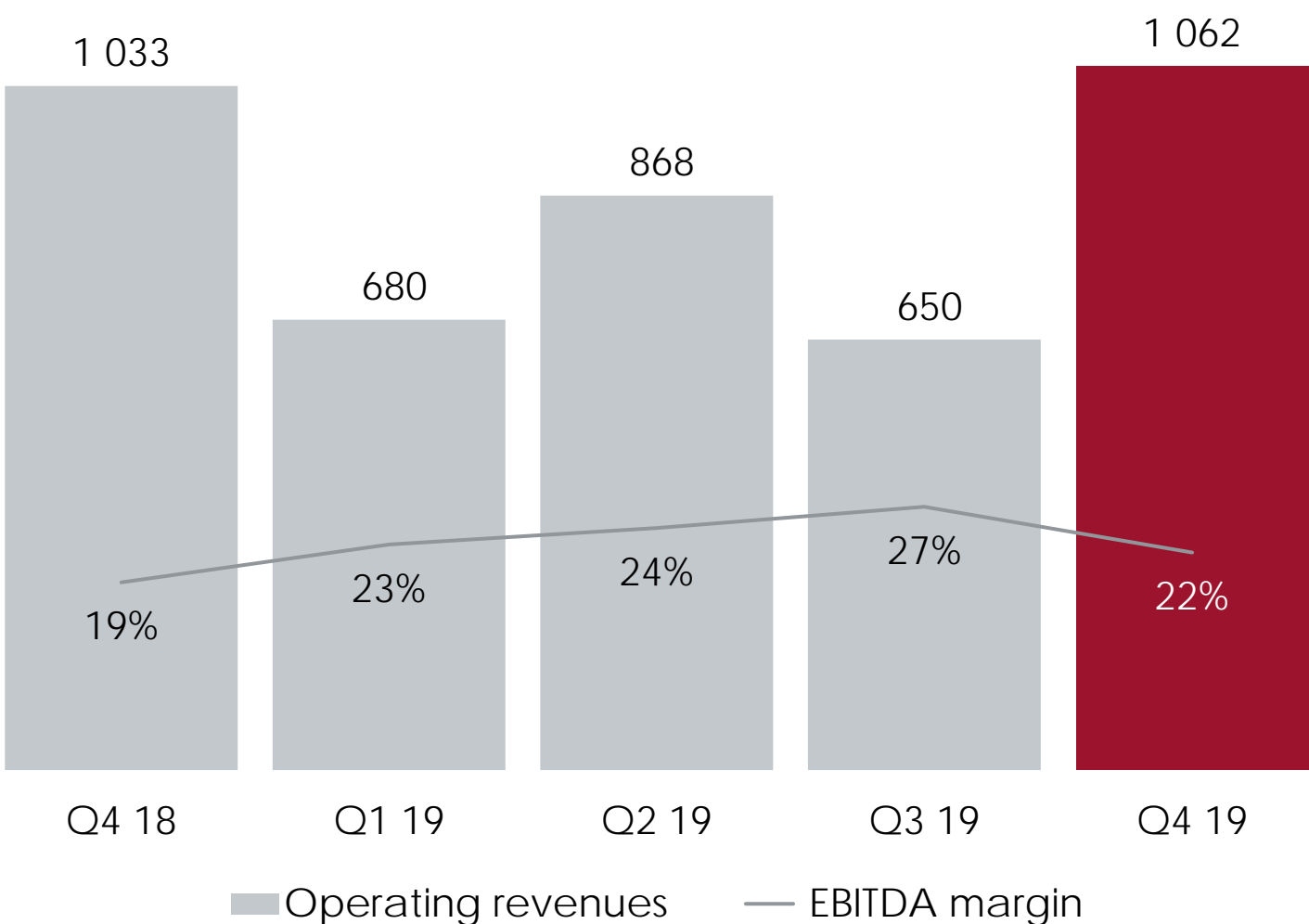


Note: EBITDA is profit before interest, taxes, depreciation and amortization. EBITDA adjusted is excluding financial expenses included in project costs

Income statement highlights Q4 2019 (NGAAP)

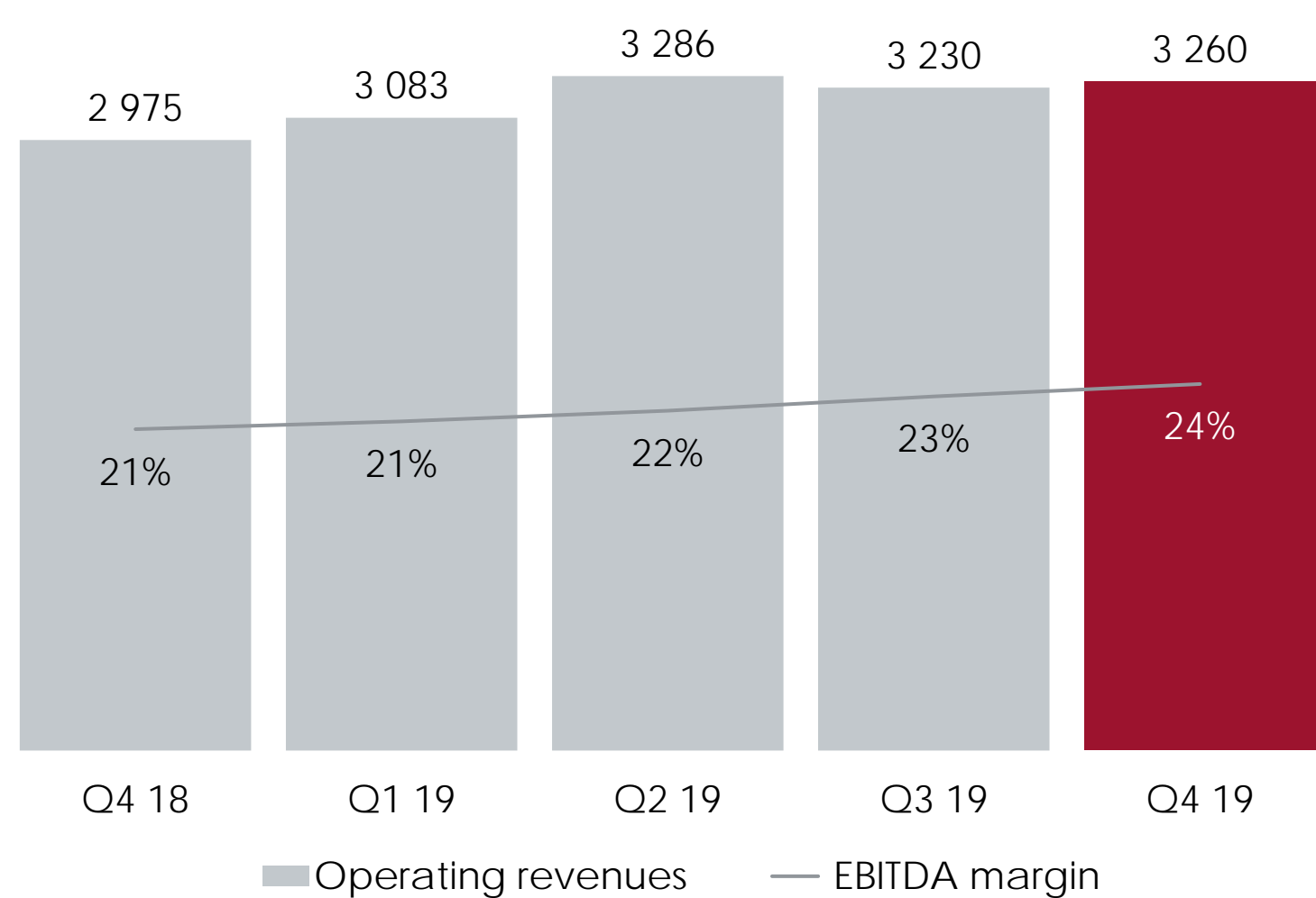
Revenues and EBITDA margin (NGAAP)*

NOK million



12 months rolling revenues (NGAAP)*

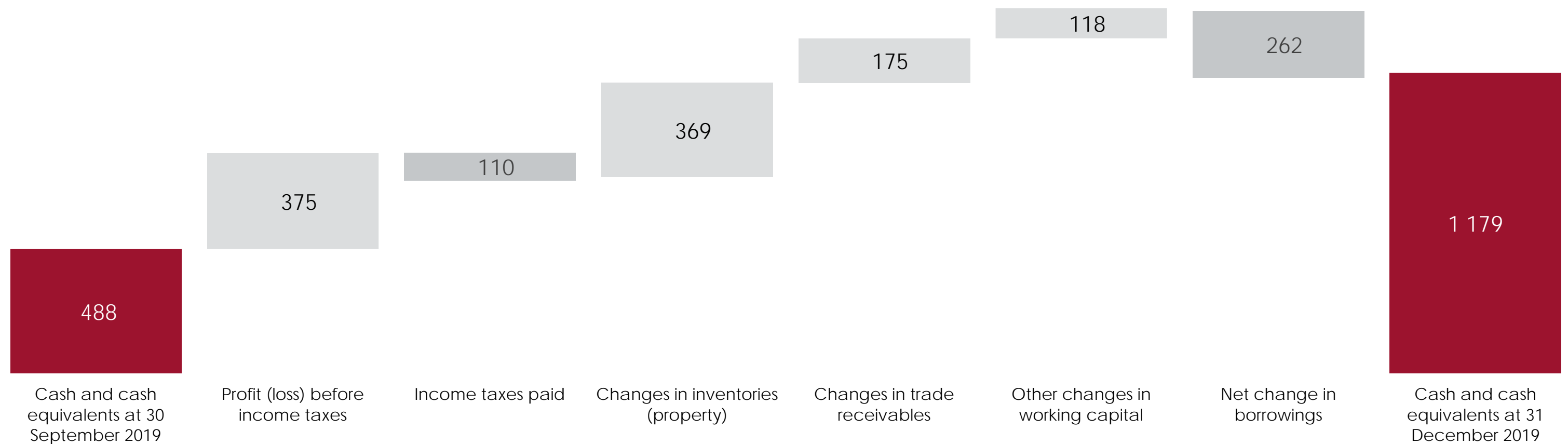
NOK million



* 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 Q4 2019

NOK million



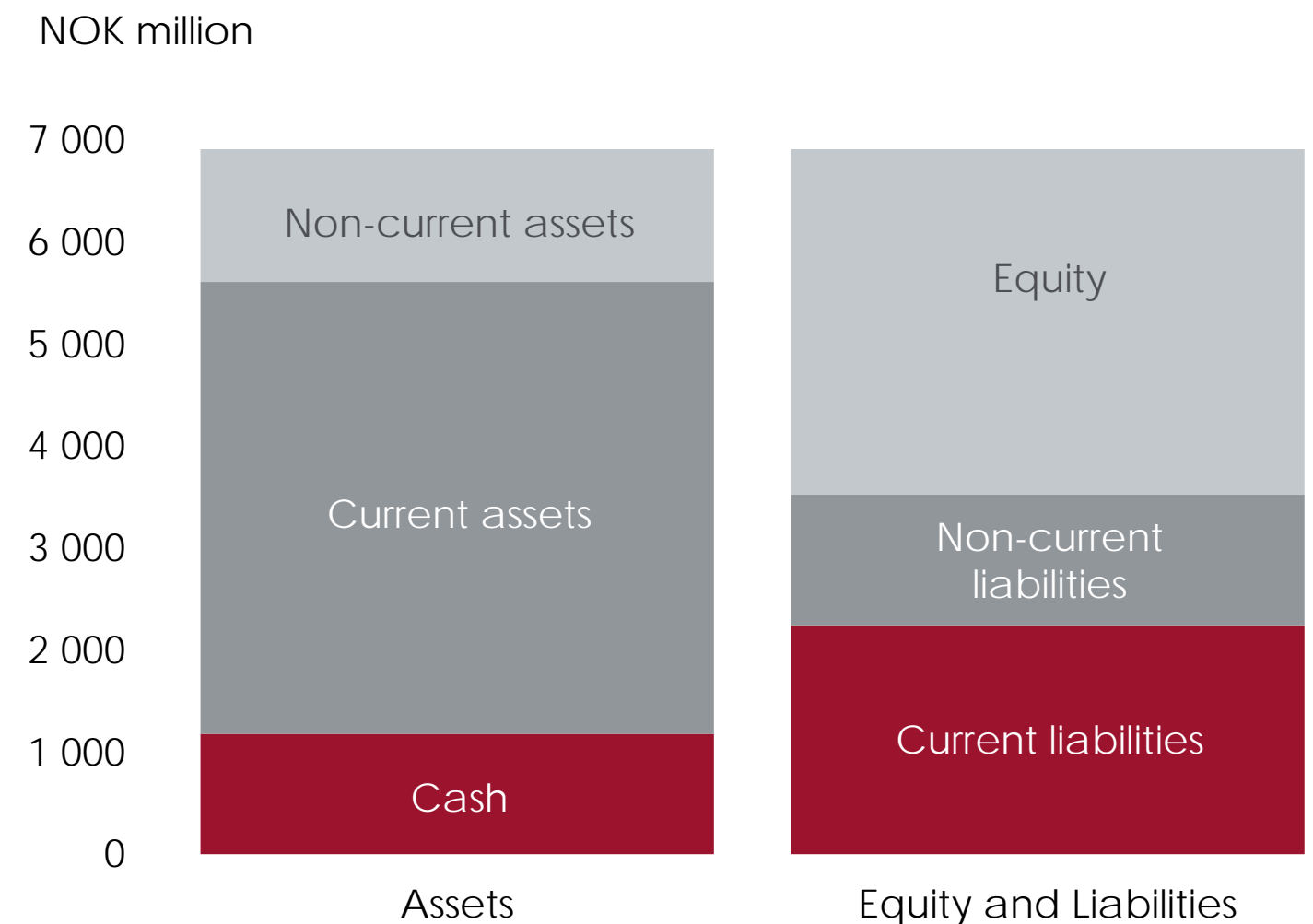
- Cash flow from operations positive at NOK 944m mainly explained by units delivered and reduced receivables
- Cash flow from investment activities negative at NOK 10m
- Cash flow from financing activities negative at NOK 243m mainly due to net decrease in loans

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

Balance sheet highlights Q4 2019

- Book value of equity increased to NOK 36.0 per share
 - Equity ratio up to 48.9%
- Changes from Q3 2019
 - Inventories decreased by NOK 1 018m
 - Of which NOK 633m reclassified to assets held for sale
 - Trade receivables decreased by NOK 175m
 - Cash increased by NOK 690m
- Prepayments from customers account for NOK 207m of other current non-interest-bearing liabilities

Balance sheet composition

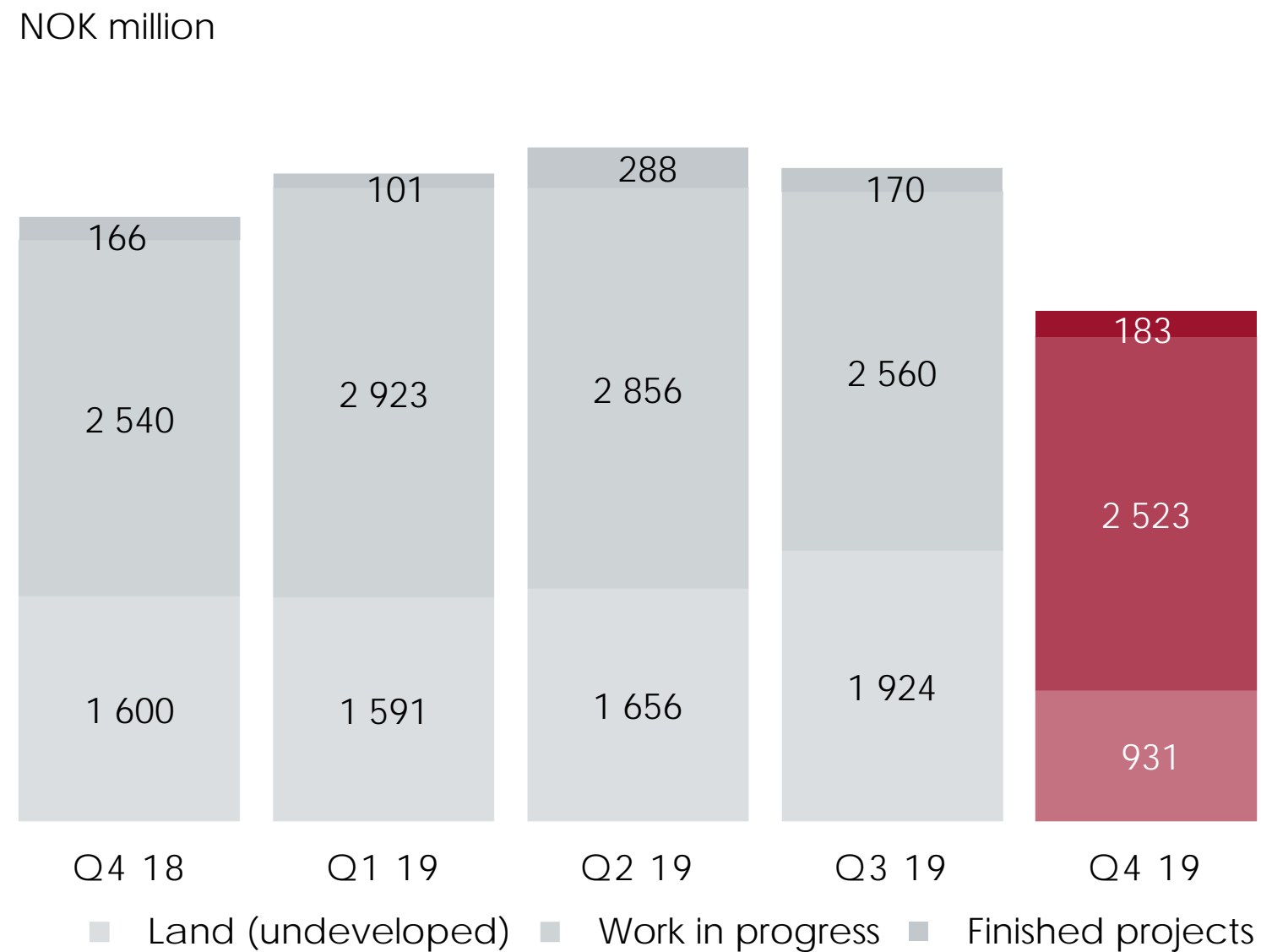


Inventories (property) Q4 2019

Q4 19 vs Q3 19

- Land value down NOK 993m
 - NOK 663m due reclassification to held for sale (UP transaction)
 - NOK 330m due to sale of properties and construction starts
- Work in progress down NOK 37m
- Finished goods up NOK 12m

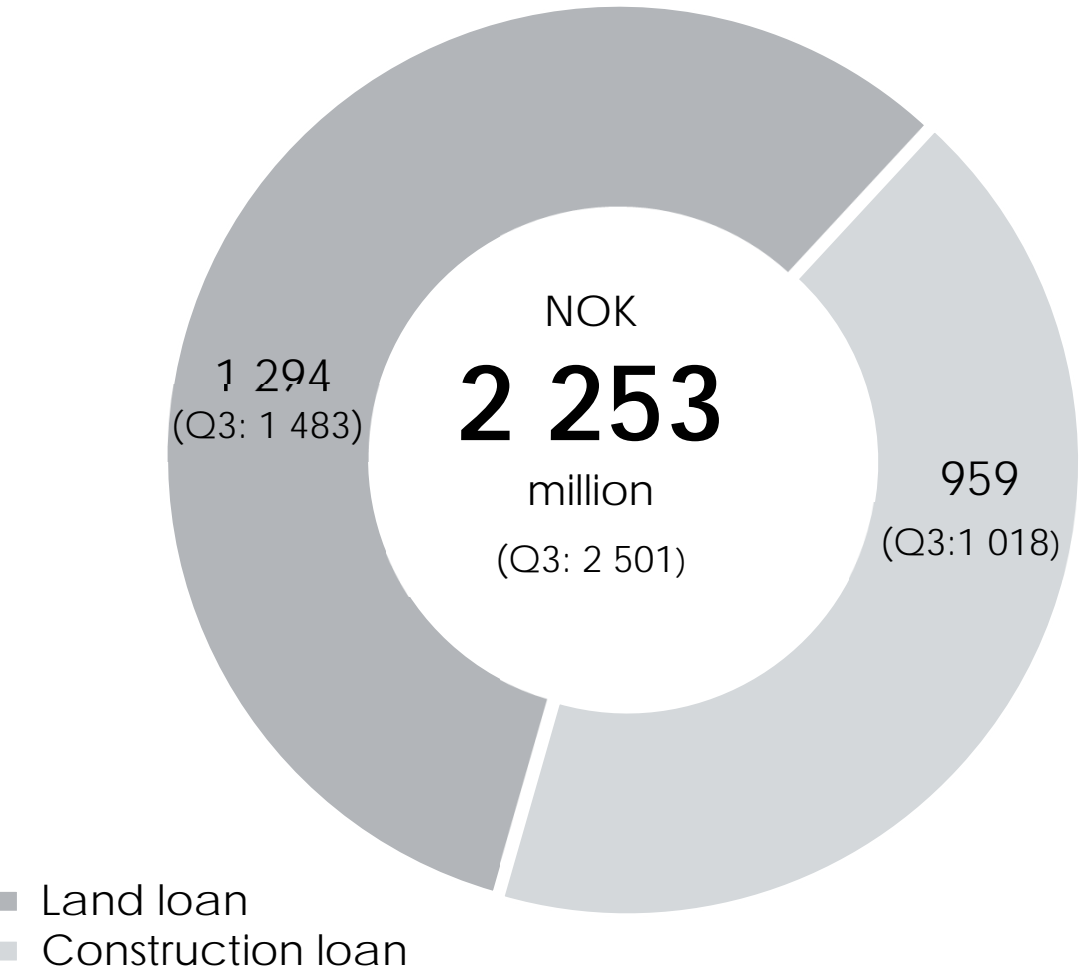
Inventory value development



Debt structure

Interest-bearing debt as at 31 December 2019

NOK million



	Loan facility	Drawn at 31 Dec. (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	1 294	2.00% - 2.50%
4	Construction loan facilities from a range of Nordic credit institutions	959	1.75% - 2.60%

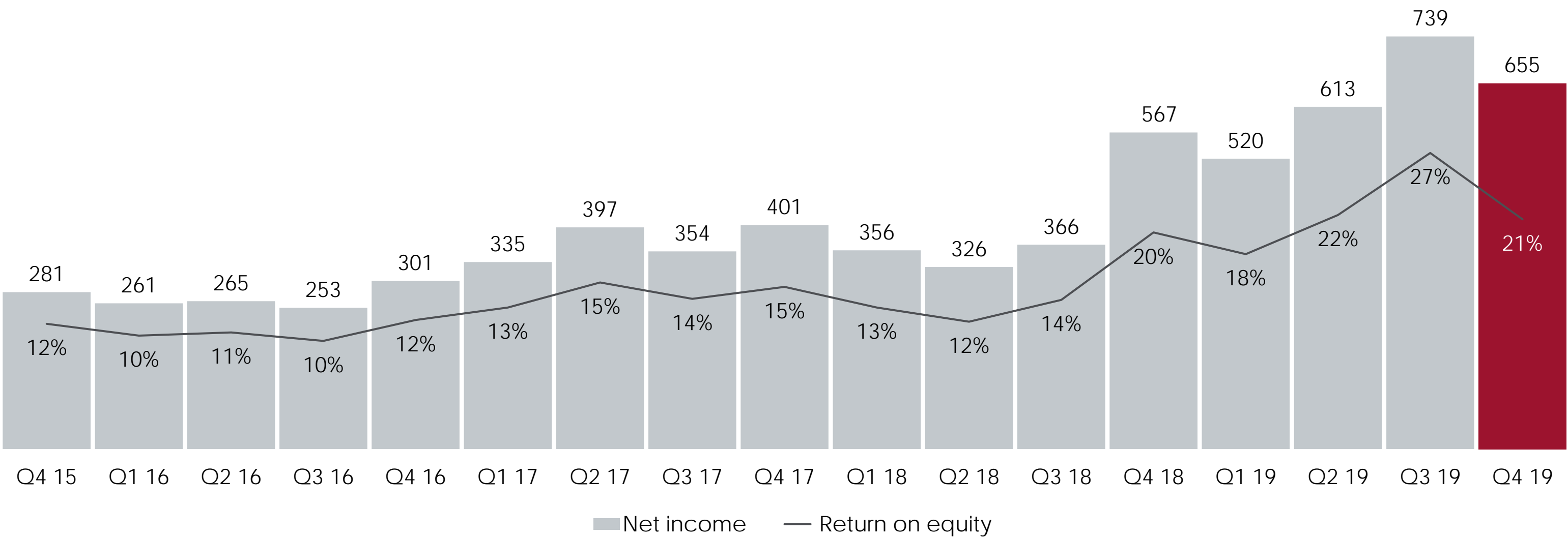
Total Q4 2019 net interest-bearing debt NOK 1 075 million

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

Return on equity (IFRS)

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

NOK million

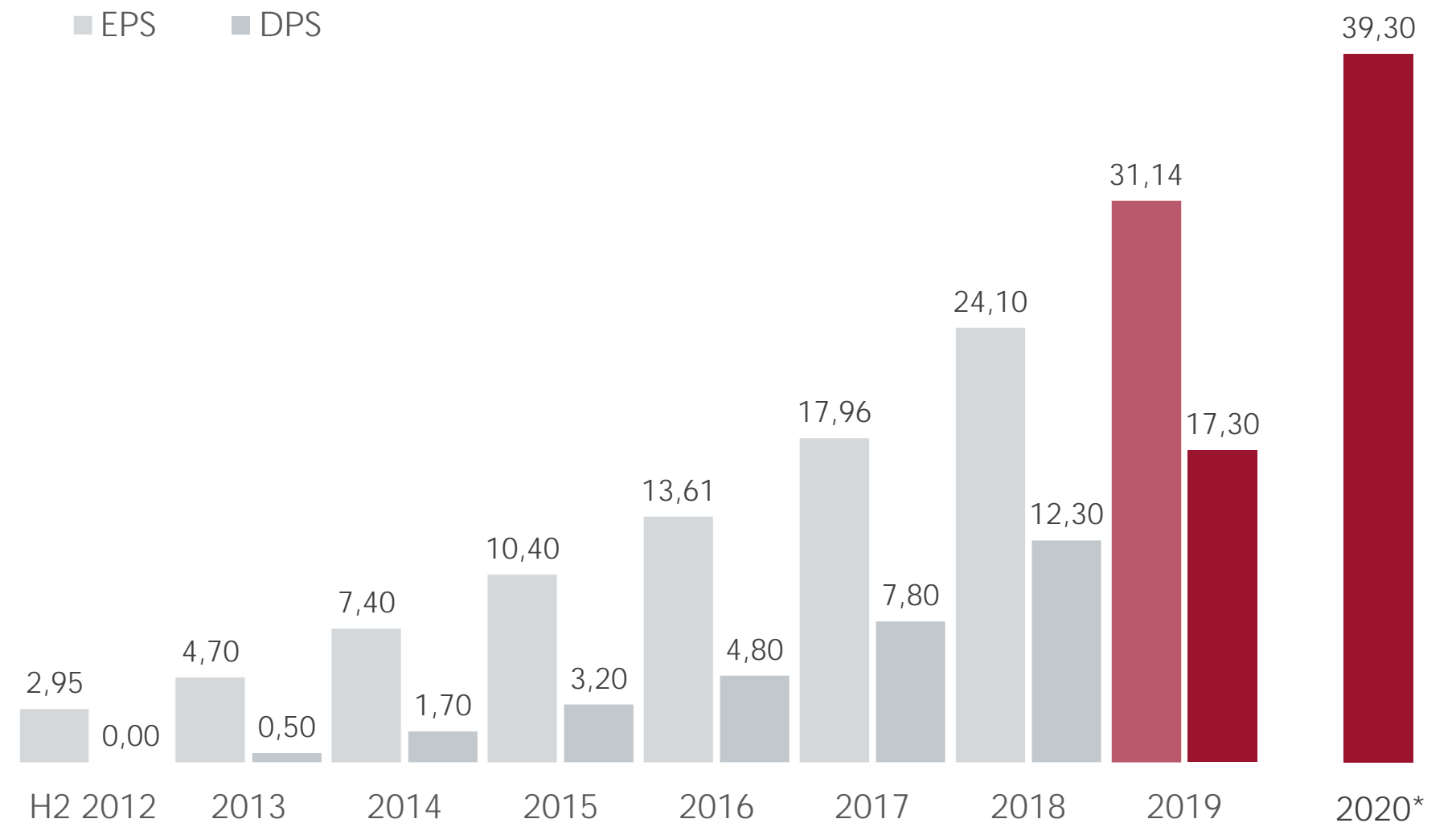


* Net income attributable to shareholders in Selvaag Bolig ASA
** Based on equity at the start of the period (attributed to shareholders in Selvaag Bolig ASA)

Earnings and dividend per share since IPO

Accumulated dividend and earnings per share

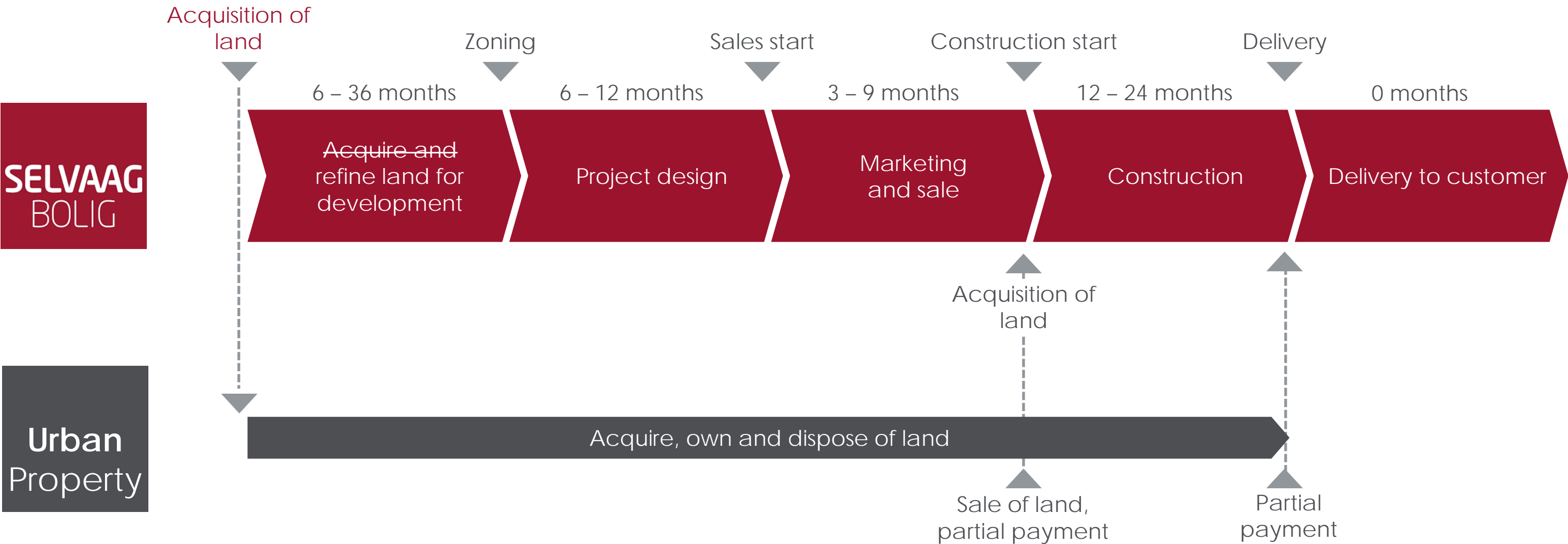
- FY 2019 EPS of NOK 7.04 (6.14)
- FY 2019 DPS of NOK 5.00 (4.50)
 - H1 2019 DPS of NOK 2.00
 - Proposed H2 2019 dividend of NOK 3.00 per share
- 2020 EO DPS of NOK 22.00
- Dividend policy unchanged



* EO dividend of NOK 22 per share paid on 31 January 2020

Reduced capital binding in practice, in effect no equity needed in Selvaag Bolig for land

Residential development value chain: cooperation between Selvaag Bolig and Urban Property



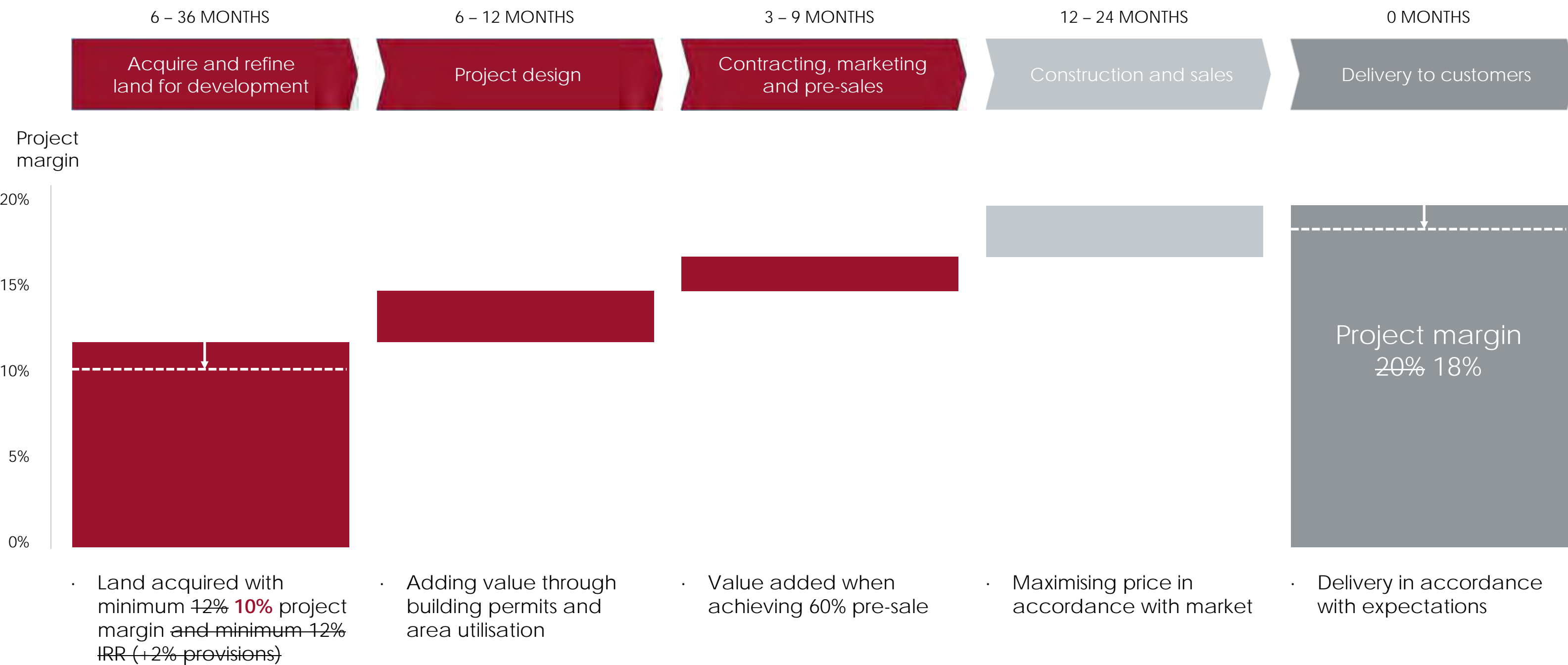
Example project calculations before and after

	1	PROJECT CALCULATIONS BEFORE URBAN PROPERTY	2	PROJECT CALCULATIONS AFTER URBAN PROPERTY	
Figures for illustration purposes only		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

Project margin will somewhat deflate* but higher IRR and less/no equity bound in land



* Assuming flat market development

Balance sheet implications and effects of EO dividend

Statements of financial position (figures in MNOK)	Reported Q4 2019	Transaction Sale	Dividend	Pro forma Q4 2019
Assets				
Investments in associated companies and joint ventures	430	0	0	430
Loans to associated companies and joint ventures	130	(59)	0	71
Other non-current assets	741	(143)	0	598
Total non-current assets	1 301	(202)	0	1 100
Inventory	4 299	(663)	0	3 637
Other current receivables	133	0	0	133
Cash and cash equivalents	1 179	1 751	-2 055	875
Total current assets	5 611	1 088	-2 055	4 645
Total assets	6 912	887	-2 055	5 744
Equity and liabilities				
Total equity	3 383	1 043	-2 055	2 371
Other non-current non interest-bearing liabilities	157	0	0	157
Non-current interest bearing liabilities	1 128	(157)	0	971
Total non-current liabilities	1 284	(157)	0	1 128
Current interest bearing liabilities	1 169	0	0	1 169
Other current non interest-bearing liabilities	1 076	0	0	1 076
Total current liabilities	2 245	0	0	2 245
Total liabilities	3 530	(157)	0	3 373
Total equity and liabilities	6 912	887	-2 055	5 744
Equity%	49%			41%
Dividend per share (NOK)			22.00	

- Transaction value NOK 3 360m
- Repayment of debt
NOK 1 160m
- Free liquidity from transaction
~NOK 1 800m
- EO dividend of NOK 22 per share
- Pro forma equity down
~NOK 1 000 to NOK 2 371m
- Equity ratio 41%, down from 49%

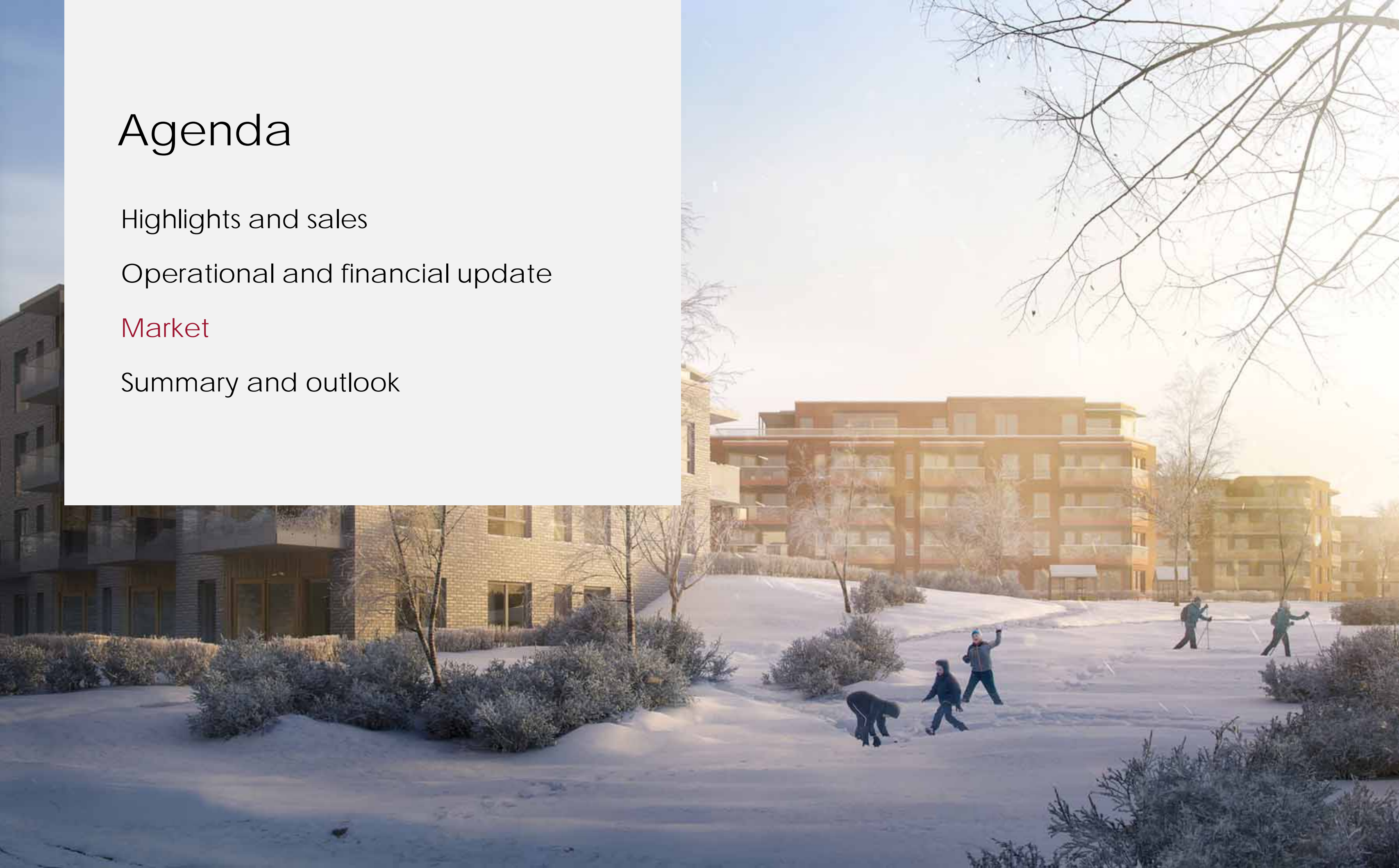
Agenda

Highlights and sales

Operational and financial update

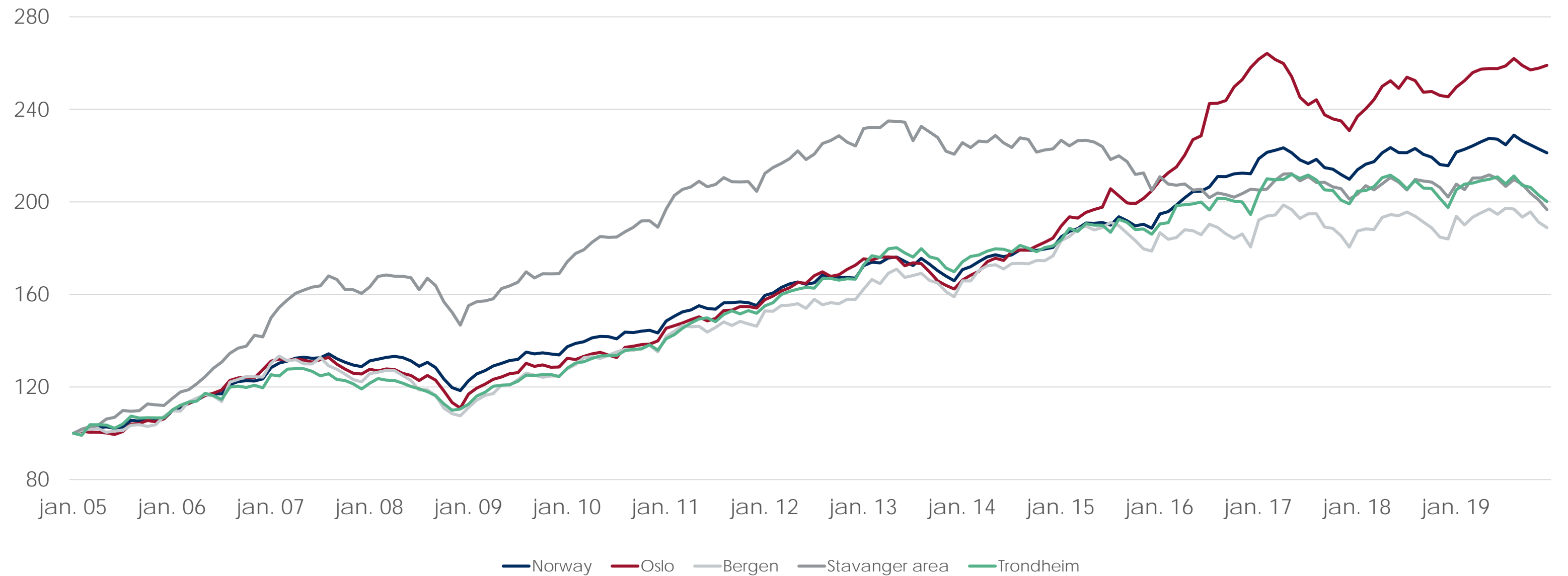
Market

Summary and outlook



Price development Norway and selected regions (2005-19)

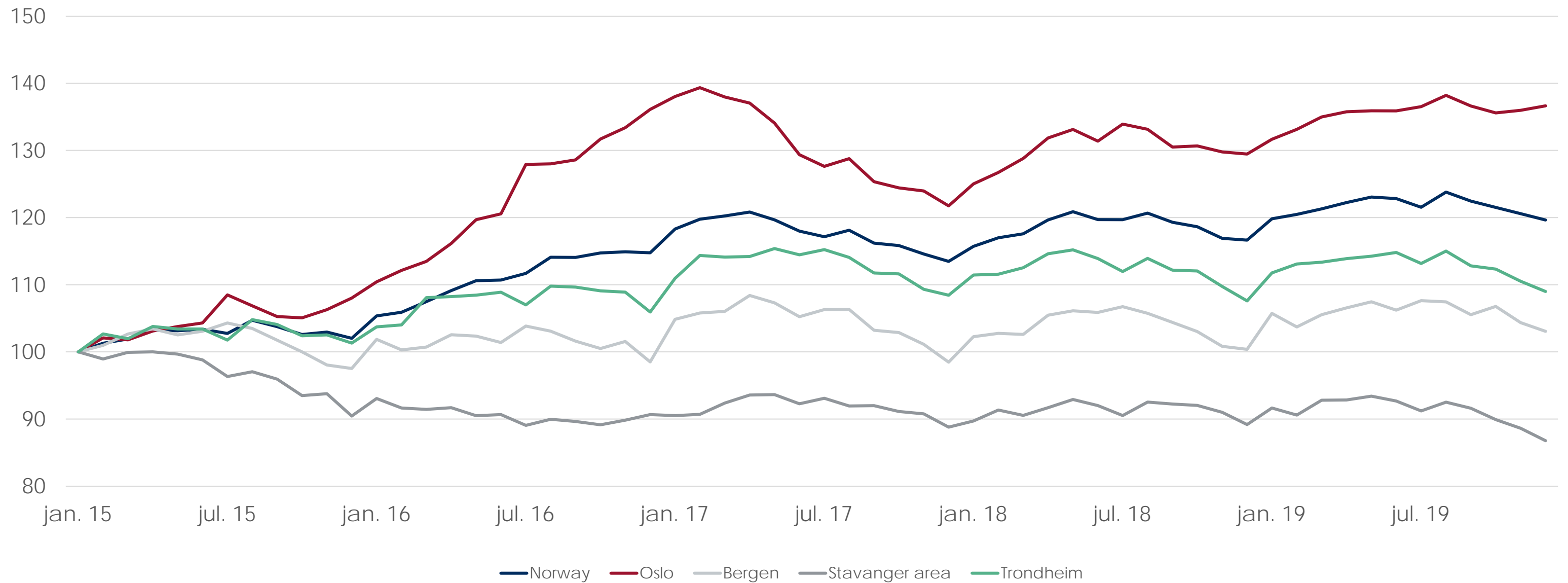
Price development (rebased 01/01/05)



Source: Eiendomsverdi

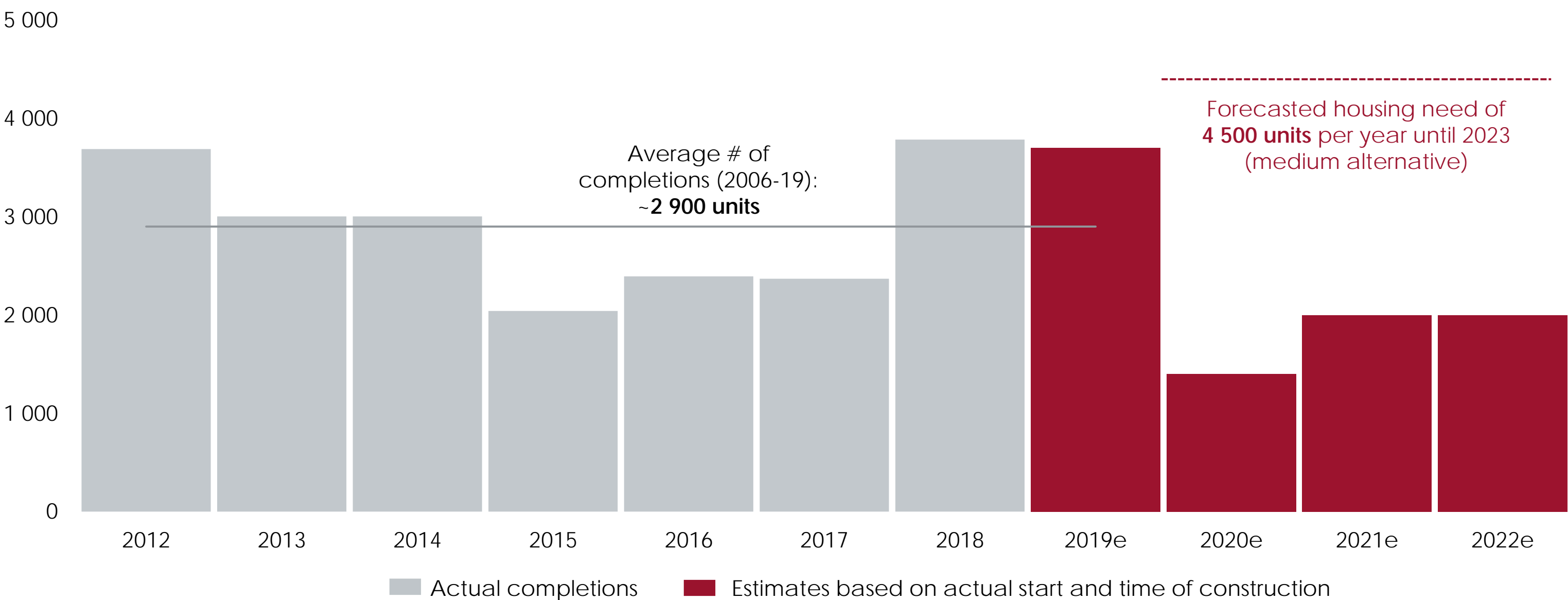
Price development Norway and selected regions (2015-19)

Price development (rebased 01/01/15)



Source: Eiendomsverdi

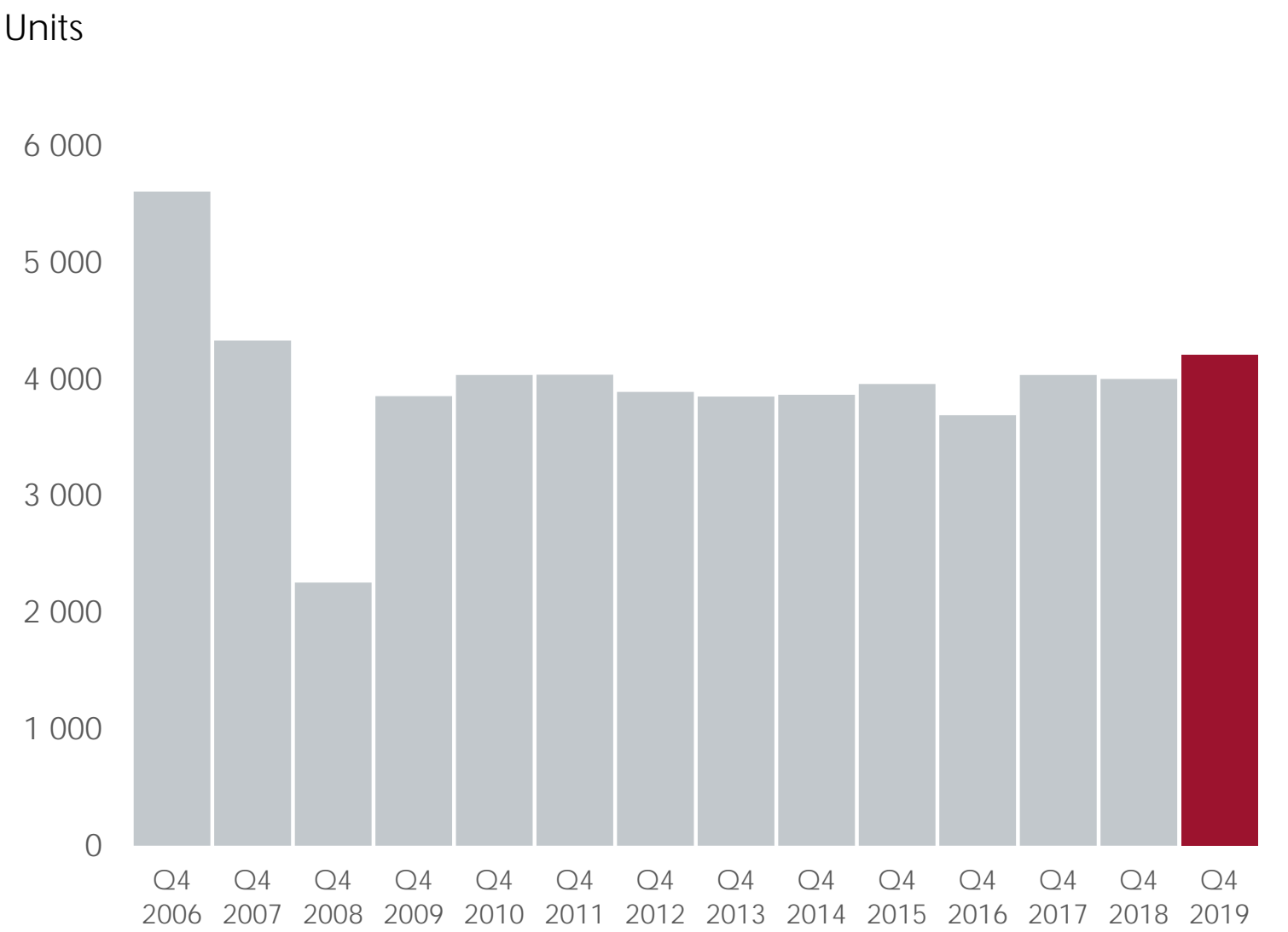
Estimated completions well below forecasted need



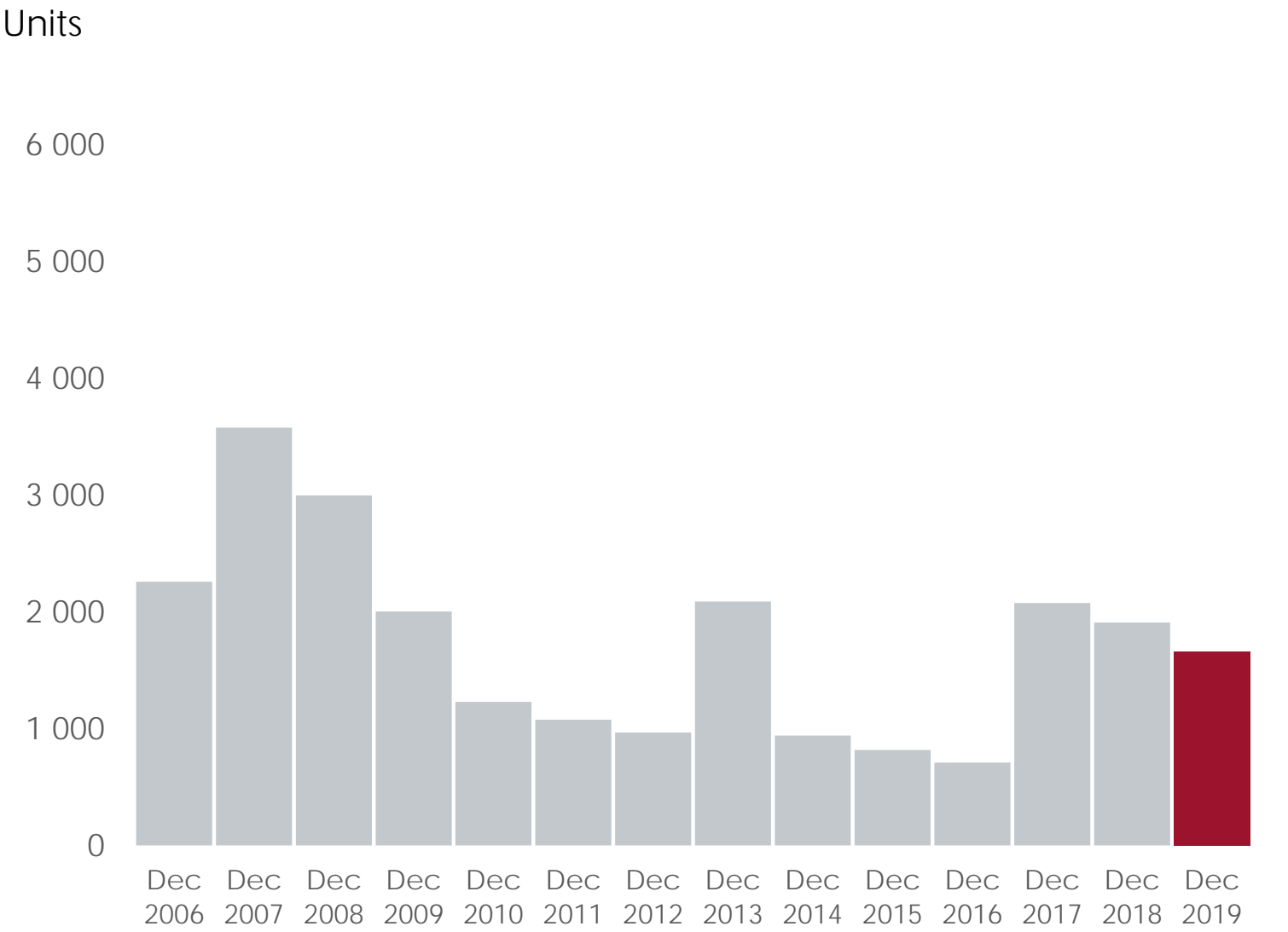
Sources: Historic data: Statistics Norway (SSB), Forecasted housing completions: Røisland, Forecasted housing need: Prognosesenteret
Note: Housing demand calculated on parameters such as number of persons per household, lag on housing development, housing demolition
Note: Completions exclusive of student- and senior housing

Oslo second-hand market update

Units sold Q4 2019



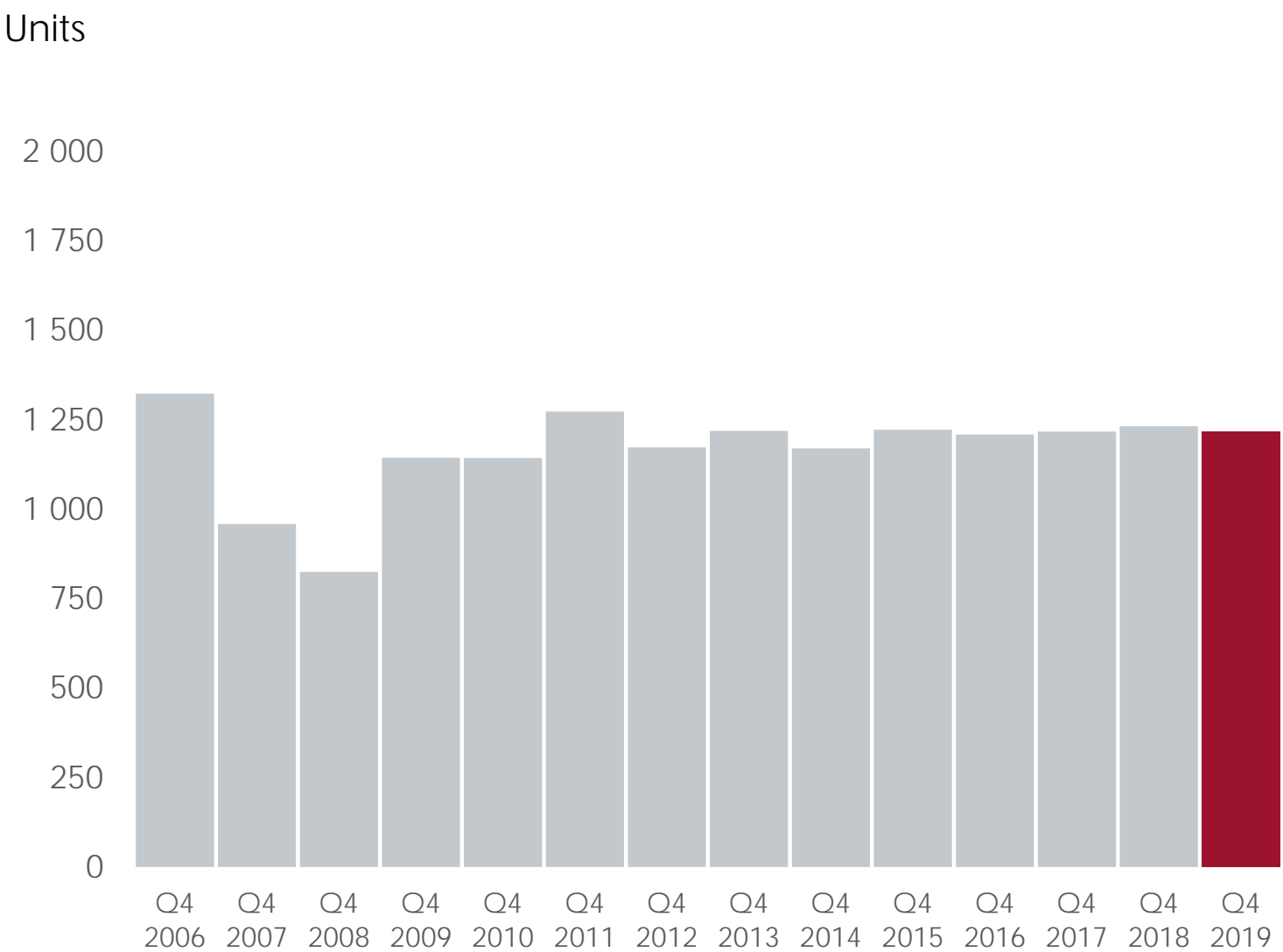
Inventory 31 December 2019



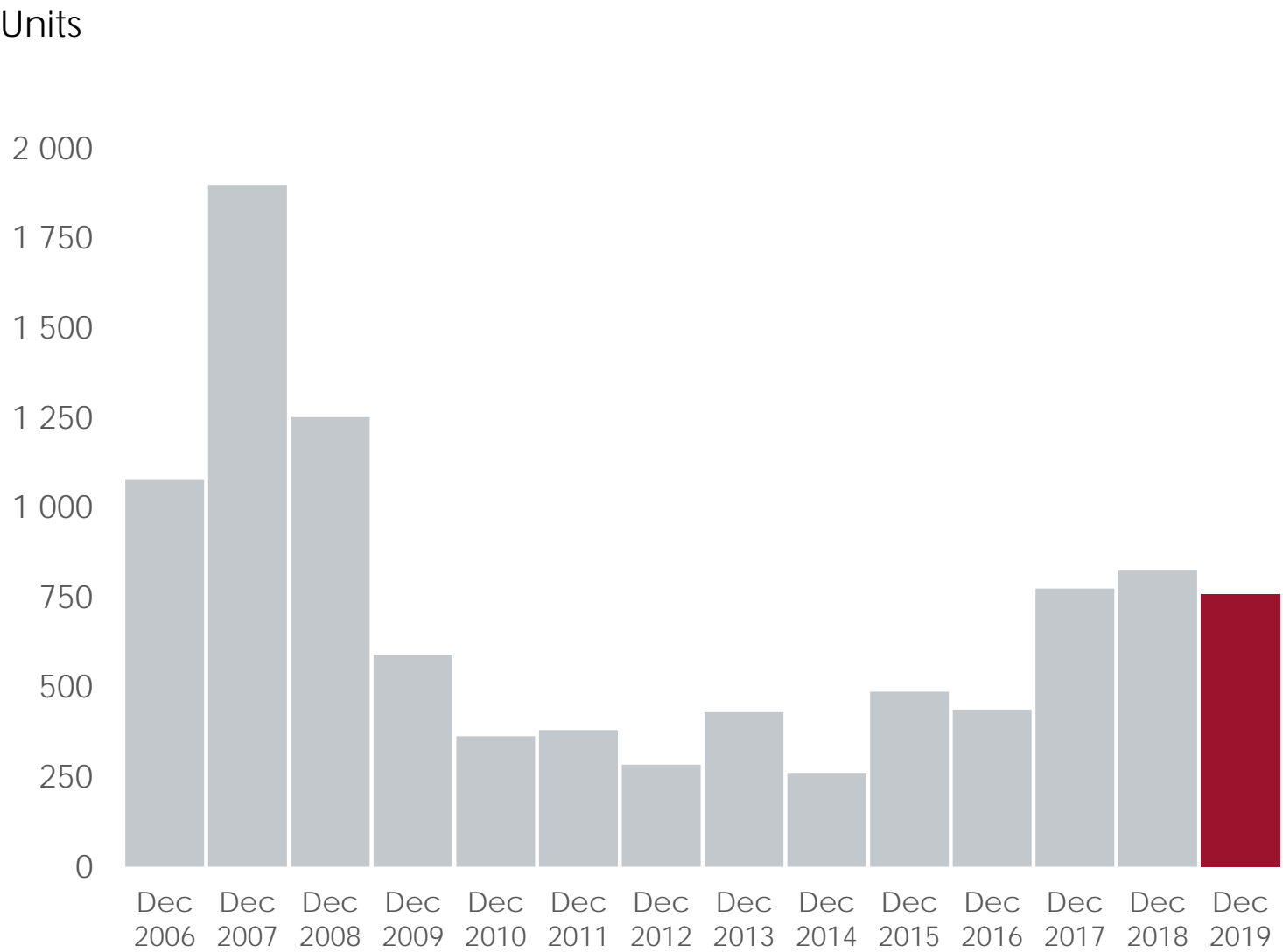
Sources: Eiendomsverdi

Bergen second-hand market update

Units sold Q4 2019



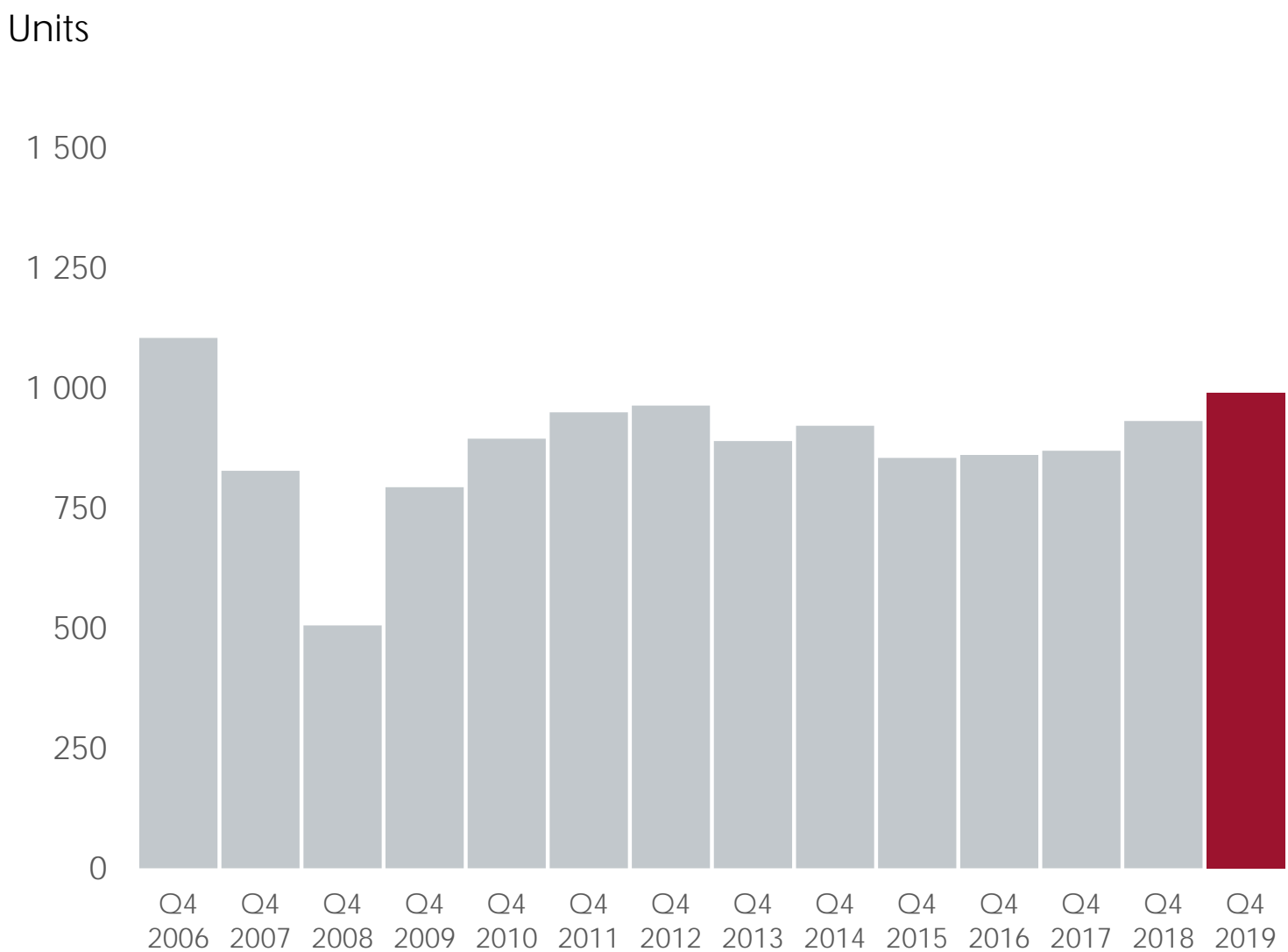
Inventory 31 December 2019



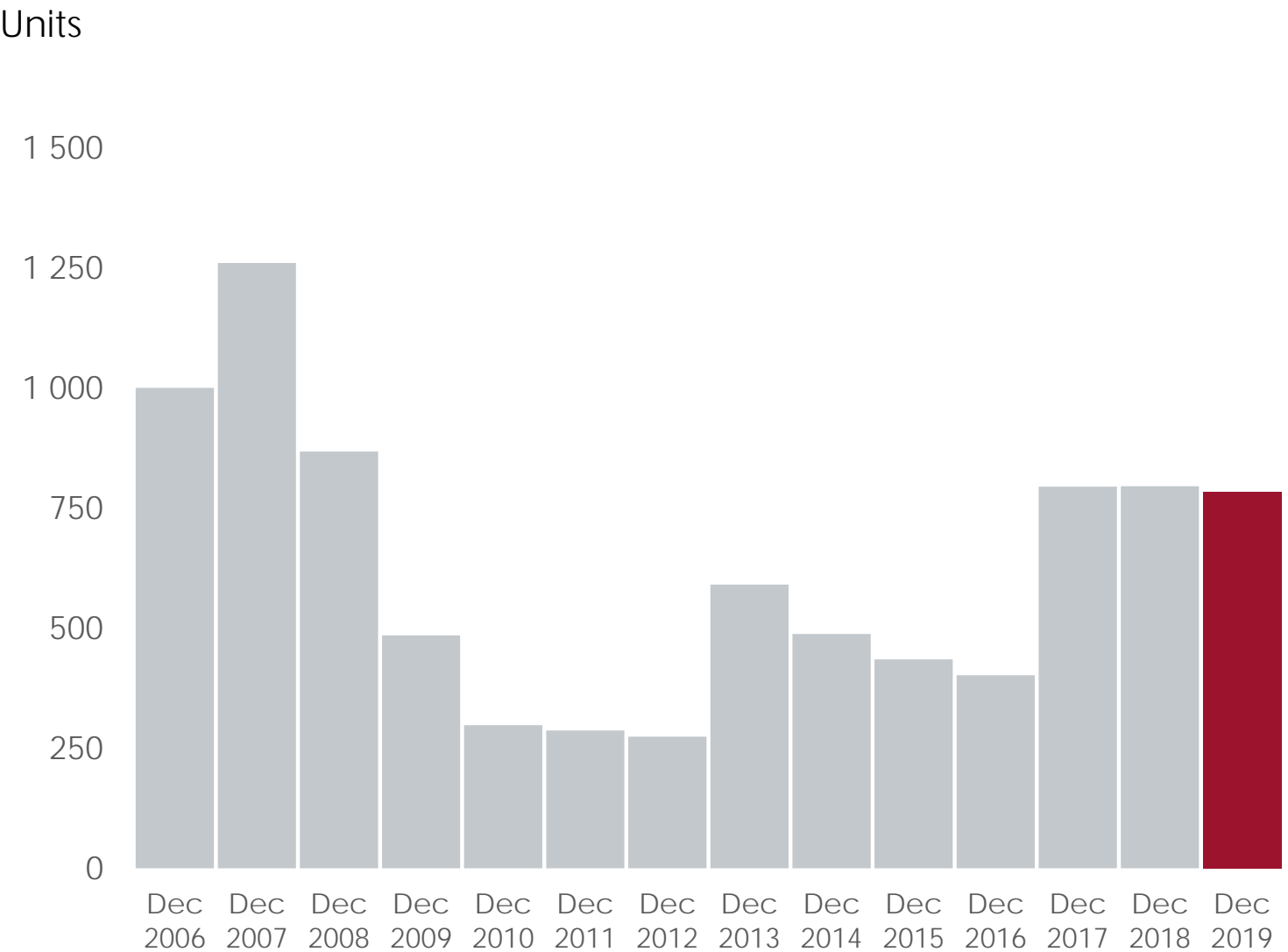
Sources: Eiendomsverdi

Trondheim second-hand market update

Units sold Q4 2019



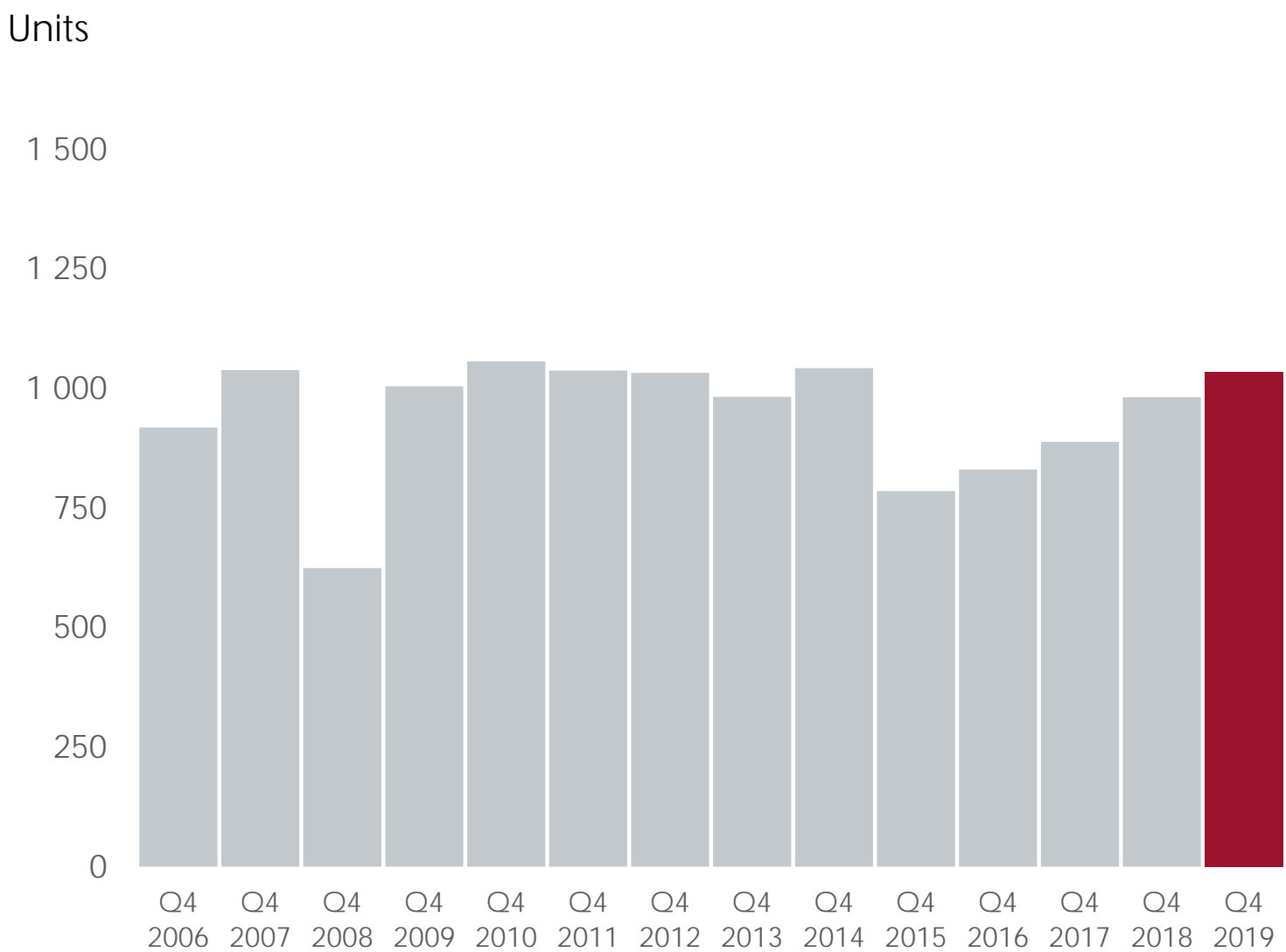
Inventory 31 December 2019



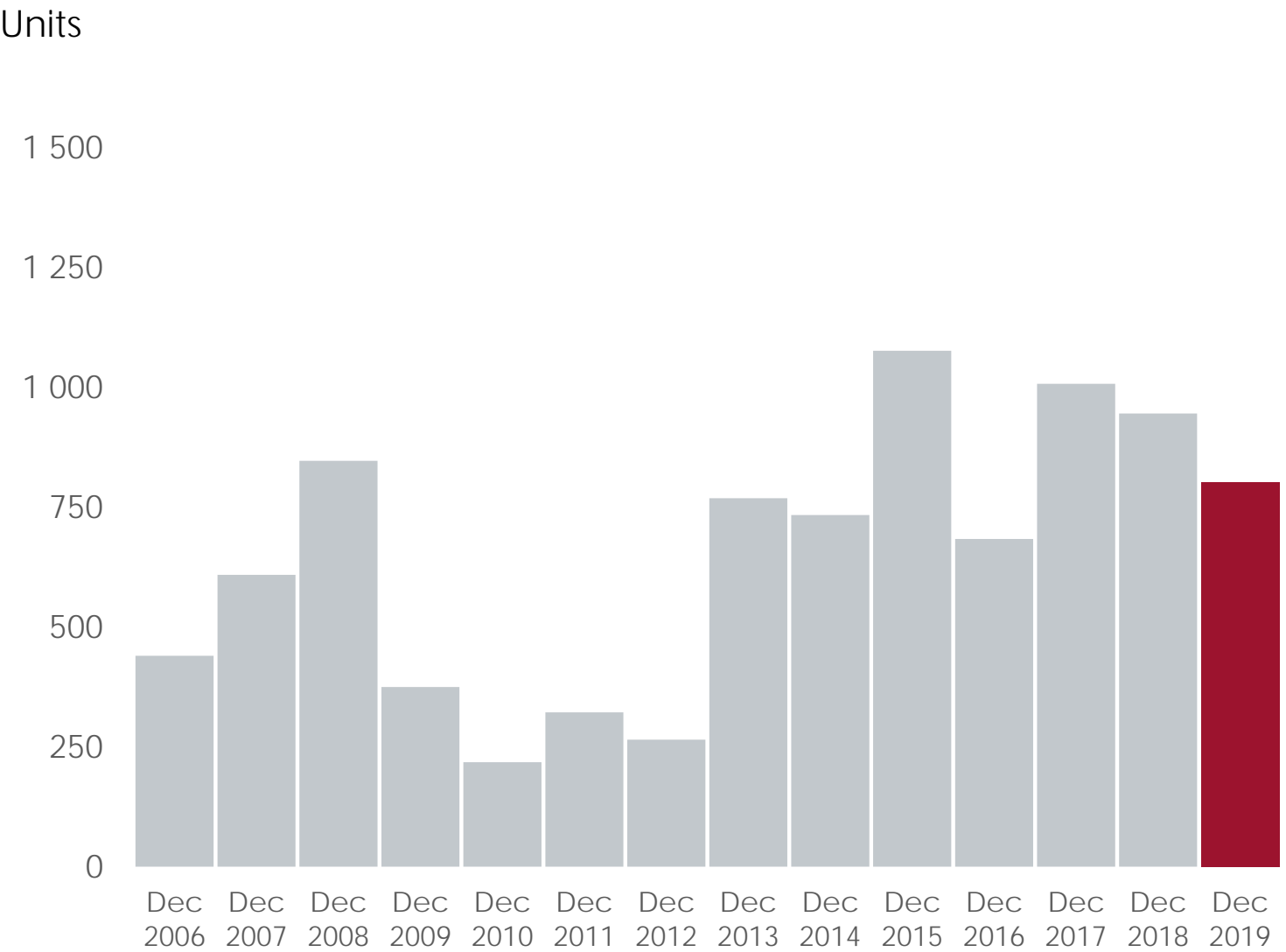
Sources: Eiendomsverdi

Stavanger second-hand market update

Units sold Q4 2019



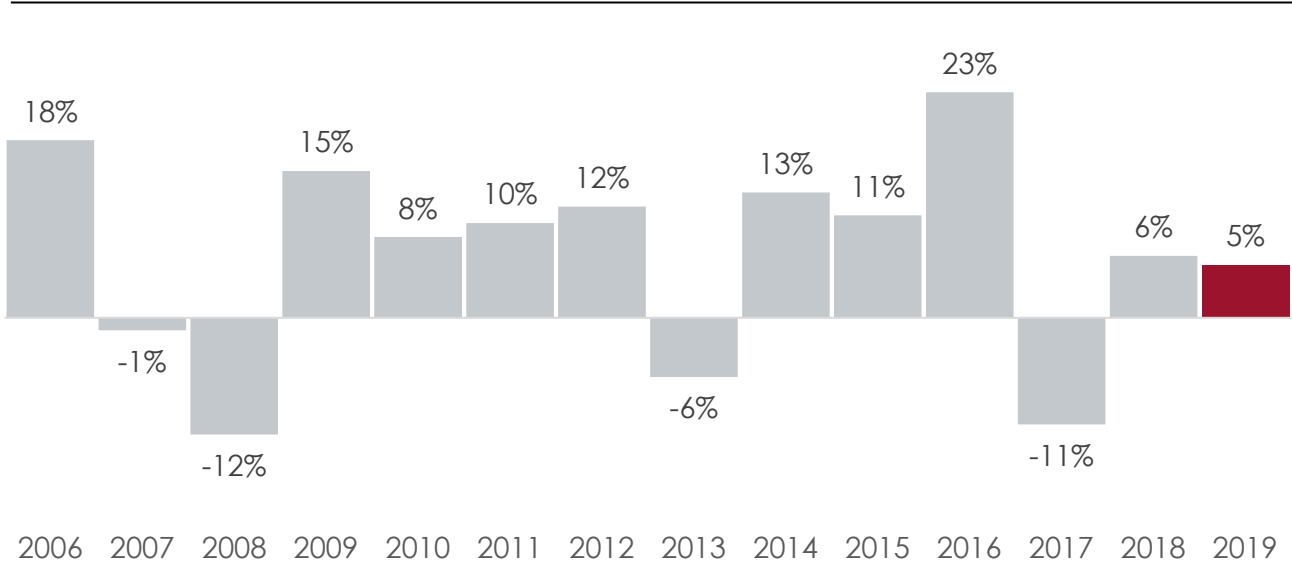
Inventory 31 December 2019



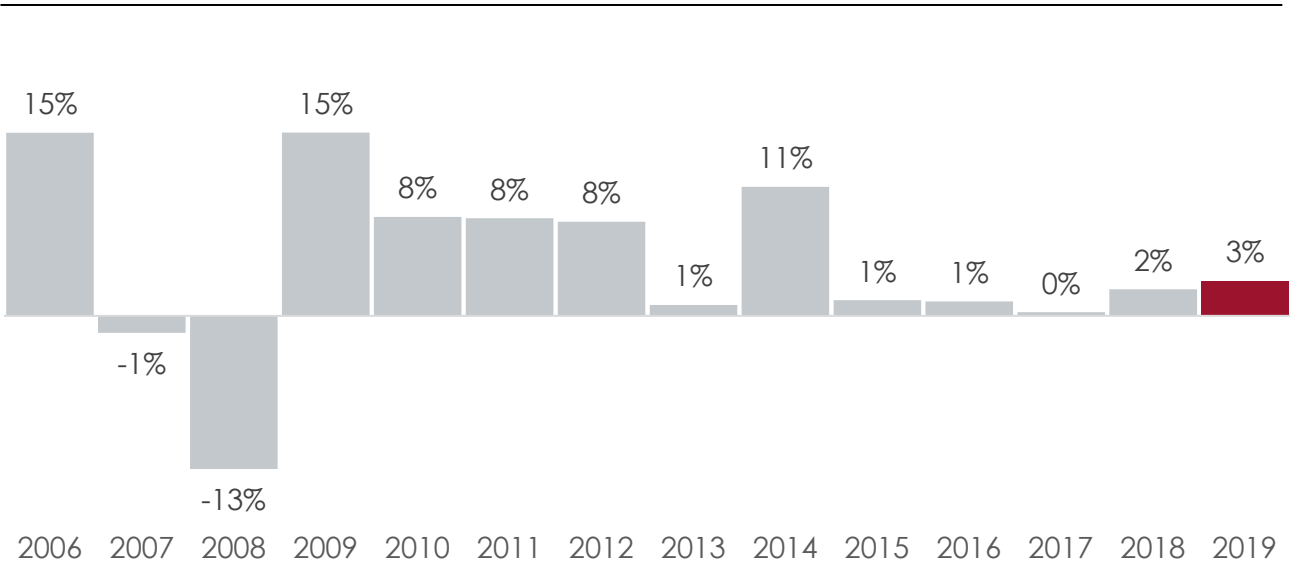
Sources: Eiendomsverdi

Regional price development (2006-19)

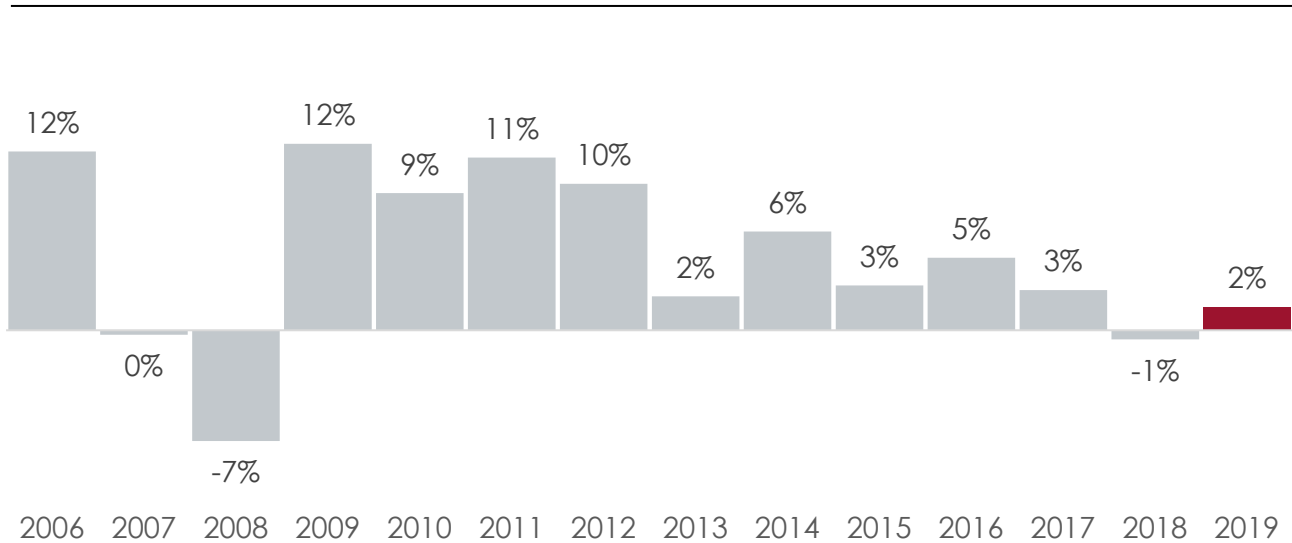
Oslo



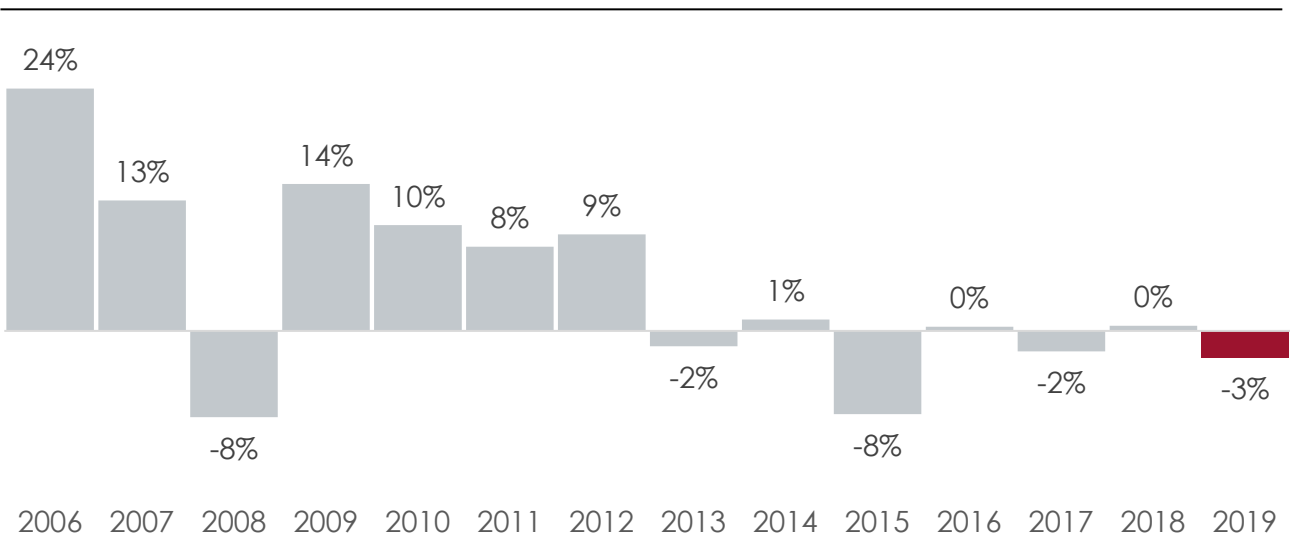
Bergen



Trondheim



Stavanger area

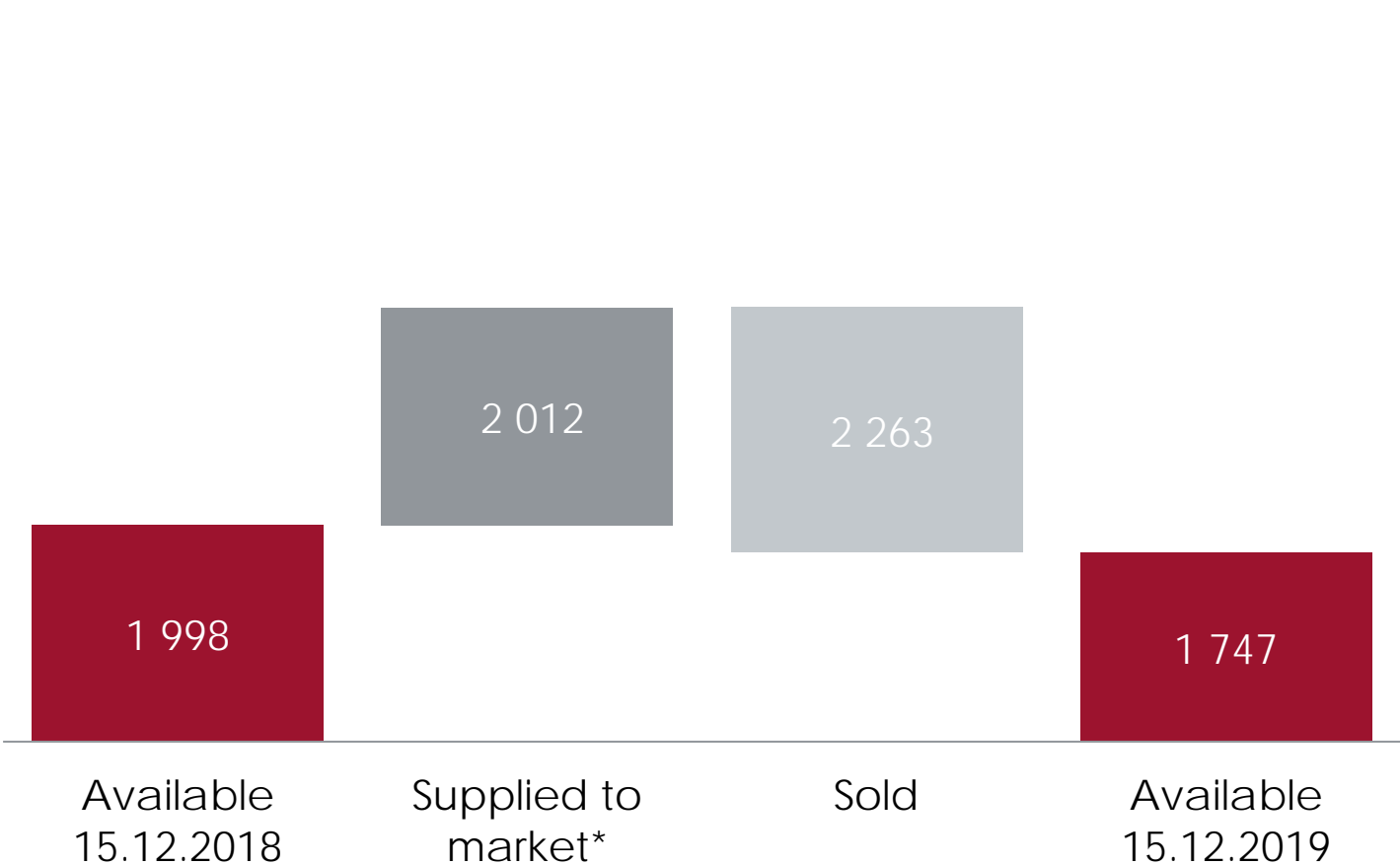


Sources: Eiendomsverdi

Newbuild market update

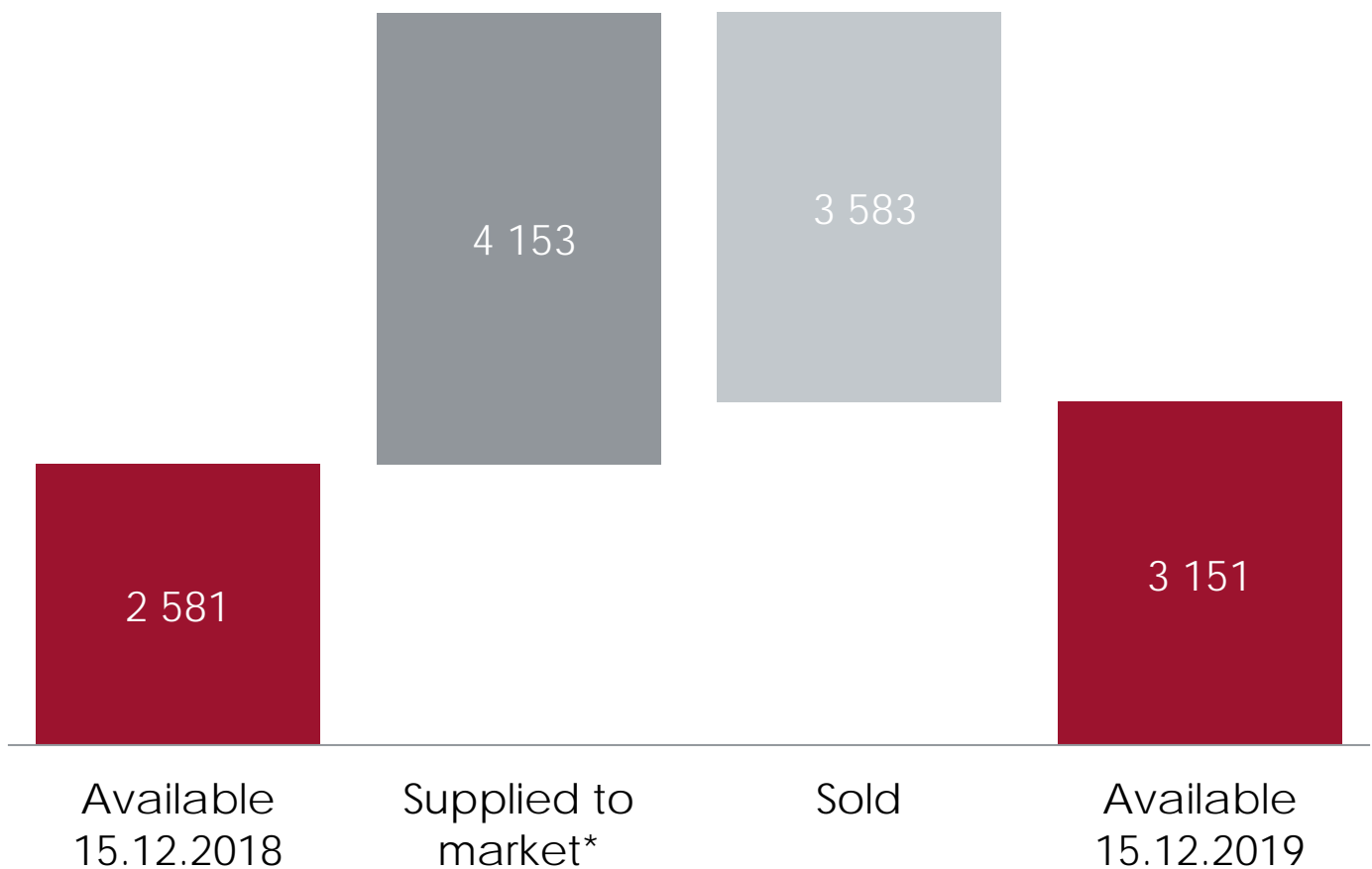
Oslo - Jan-Dec 2019

Units



Akershus – Jan-Dec 2019

Units

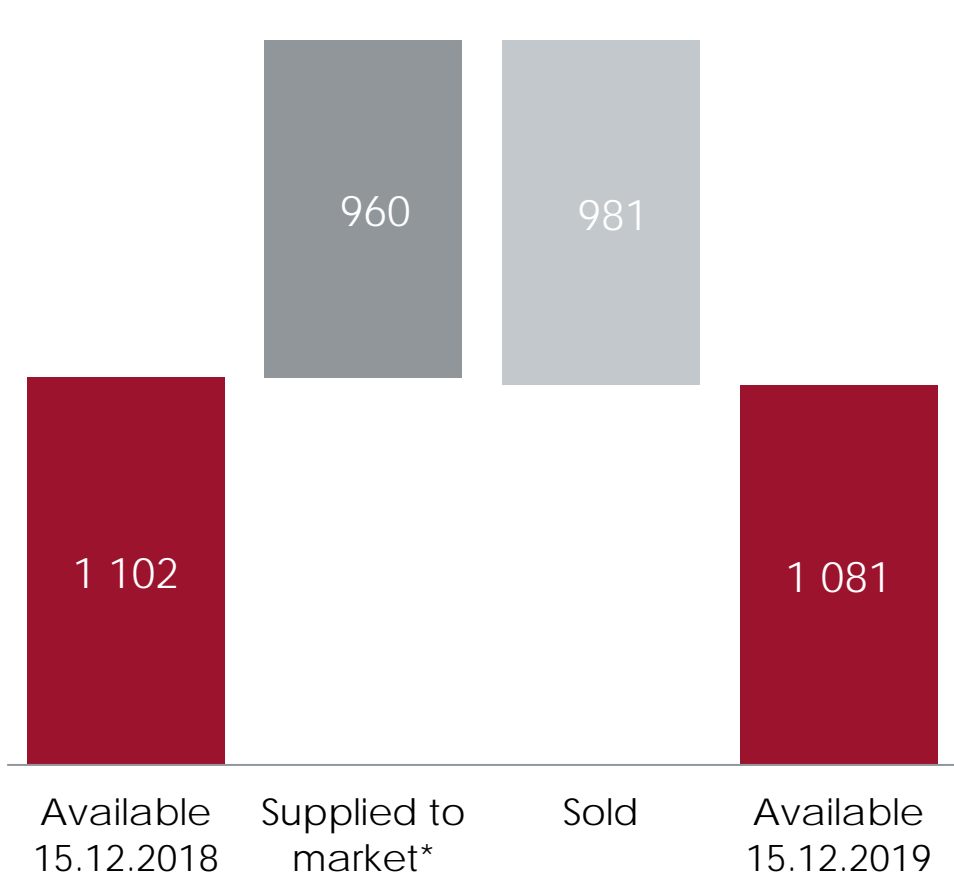


Source: SA - ECON Nye Boliger

Newbuild market update

Bergen - Jan-Dec 2019

Units



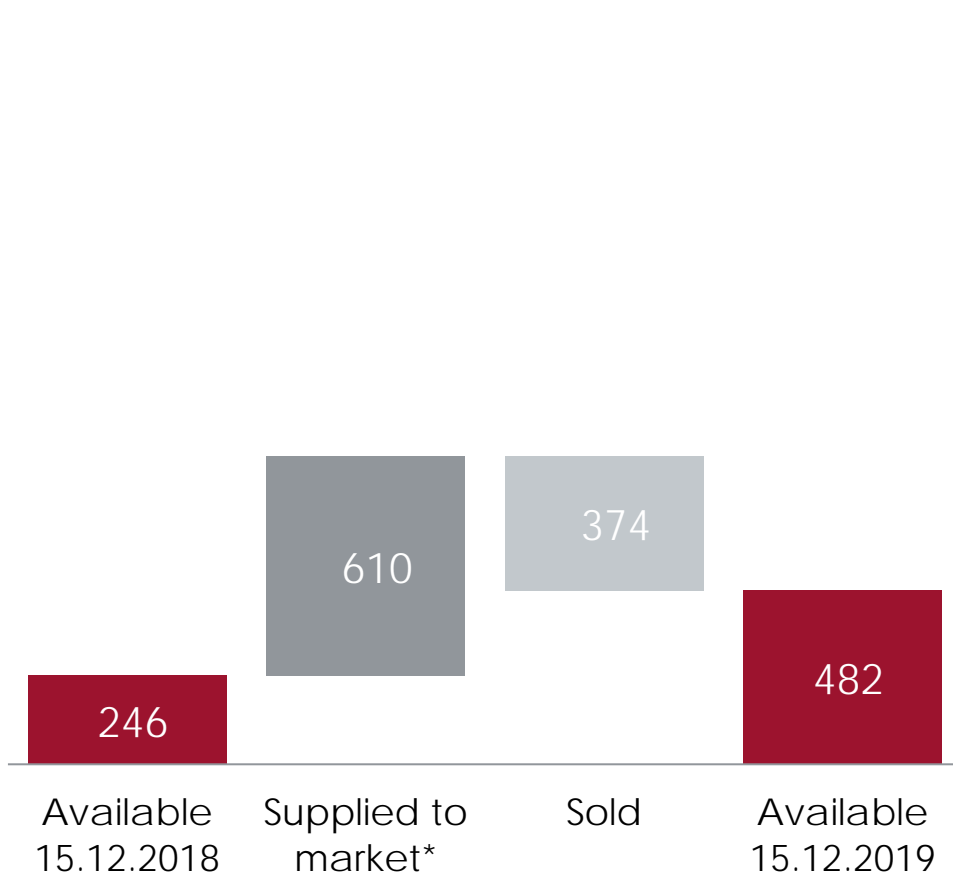
Trondheim – Jan-Dec 2019

Units



Stavanger – Jan-Dec 2019

Units



Source: SA - ECON Nye Boliger
* Adjusted for temporary withdrawals or cancellations during the period



Ongoing projects

Lørenskog stasjonsby

~1 000 units remaining

Sales start: 2013

Project completion: 2030

Sales value: NOK 4.5bn



Ongoing projects

Tiedemannsparken

Total number of units: 322

Sales start: Q1 2019

Project completion: Jun 2022

Sales value: NOK 1.7 bn



Ongoing projects

Skårerbyen

~1 000 units remaining

Sales start: Q4 2018

Project completion: 2030

Sales value: NOK 4.5bn



Ongoing projects

Landås (Asker)

~600 units remaining

Sales start: 2019

Project completion: 2028

Sales value: NOK 3.0bn



Upcoming projects

Fornebu

~1 800 units (50/50 JV)

Expected sales start: 2023

Project completion: 2038

Expected sales value:
NOK 12 bn



Upcoming projects

Bjerke

~1 100 units

Expected sales start: 2023

Project completion: 2030

Expected sales value:
NOK 7.0 bn



Upcoming projects

Sinsenveien

~350 units (50/50 JV)

Expected sales start: Q4 2020

Project completion: 2024

Expected sales value:
NOK 1.75bn



Upcoming projects

Lørenvangen

~160 units

Expected sales start: Q4 2021

Project completion: 2024

Expected sales value:
NOK 800m

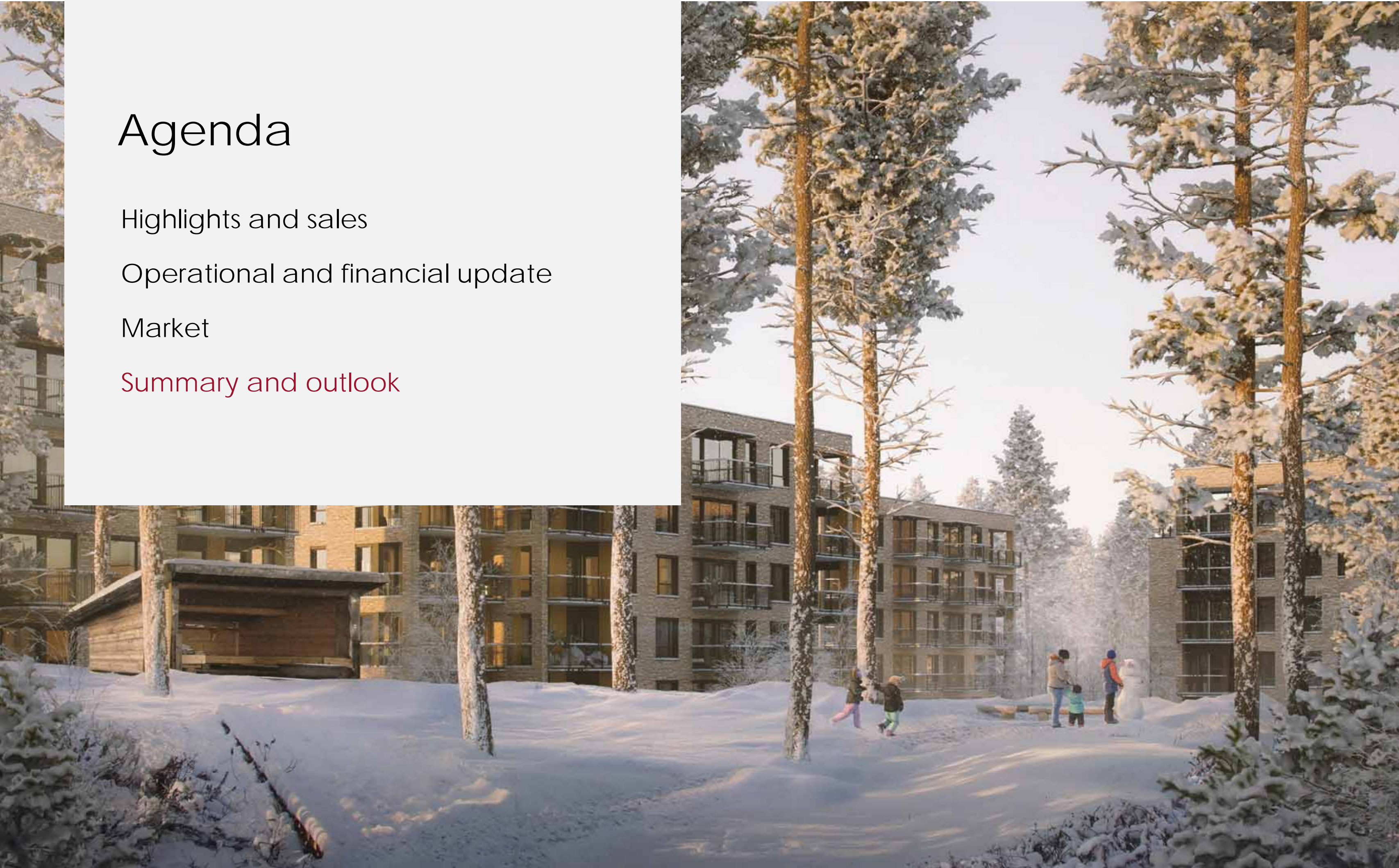
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Outlook

- Positive market sentiment in Q1
- Attractive projects for sale in all the markets where we operate
- Positioned with competitive housing offering and substantial capacity



Completed, ongoing and upcoming projects

Summary

- Strong operational performance during Q4 and FY 2019
- Urban Property transaction completed
- EO dividend of NOK 22 per share
- Proposes ordinary dividend of NOK 3.00 per share for 2H 2019

Thank you for your attention – follow us online!

Next event:
1st quarter 2020
20 May 2020

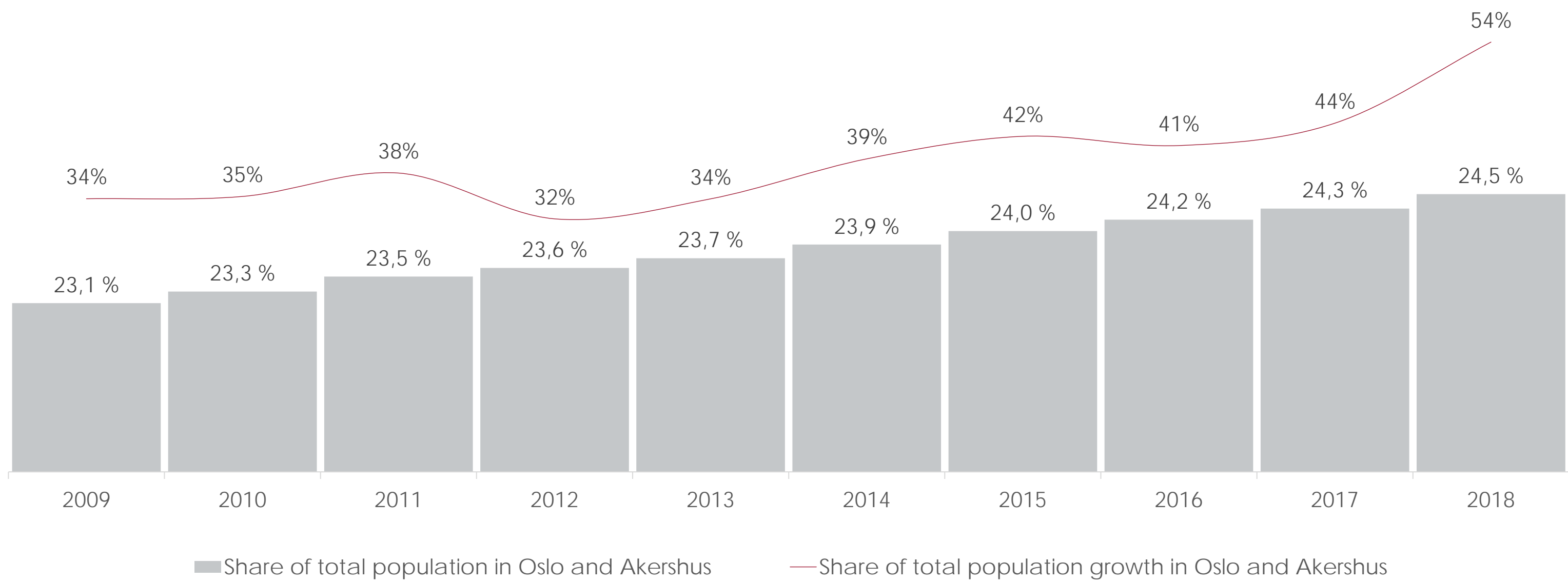


@SelvaagAksjen

Appendix



Increasing share of population growth in Oslo and Akershus



Source: Statistics Norway

Dividend policy

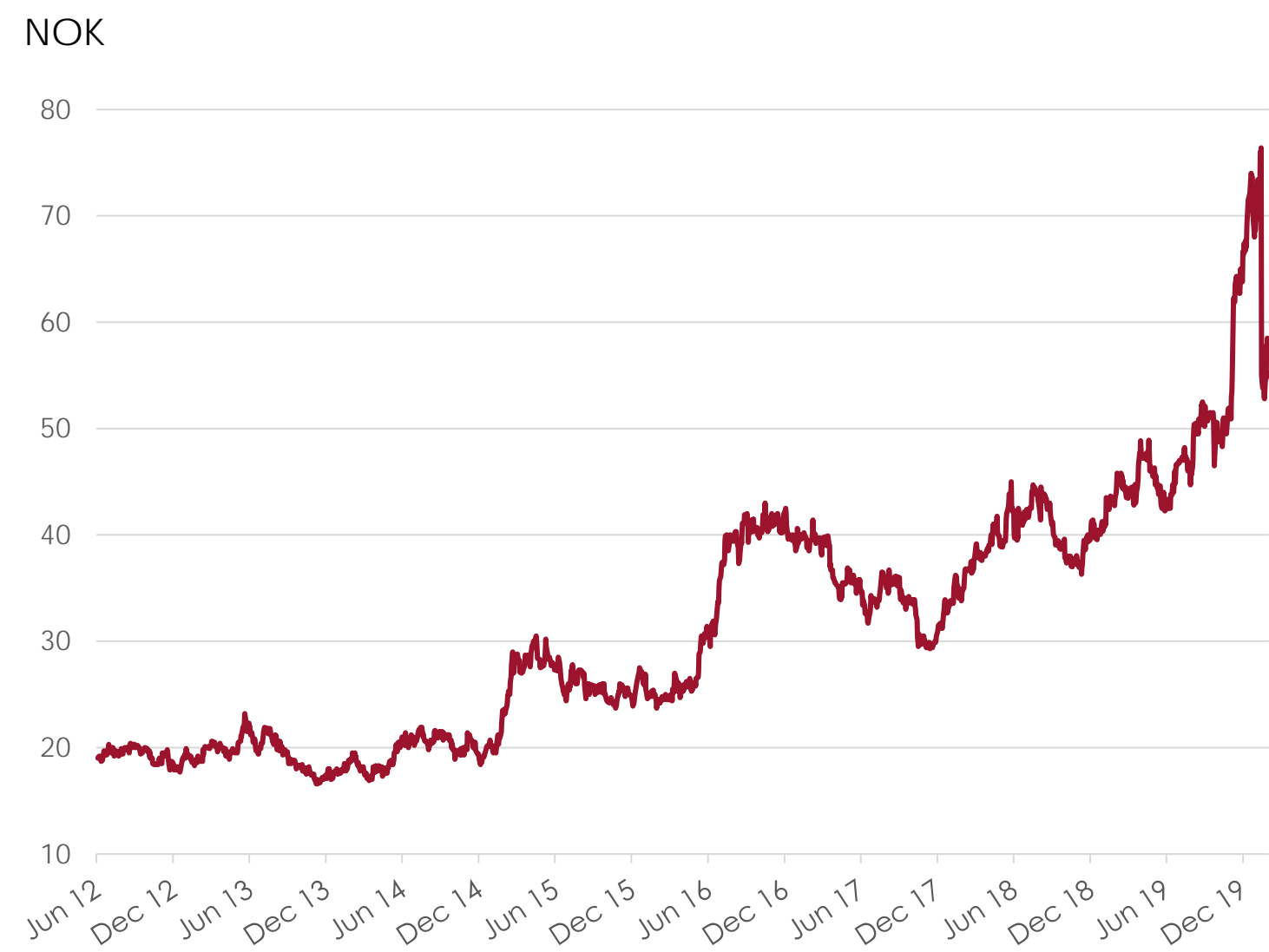
Selvaag Bolig's ambition is to pay high and stable dividends to its owners.

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.

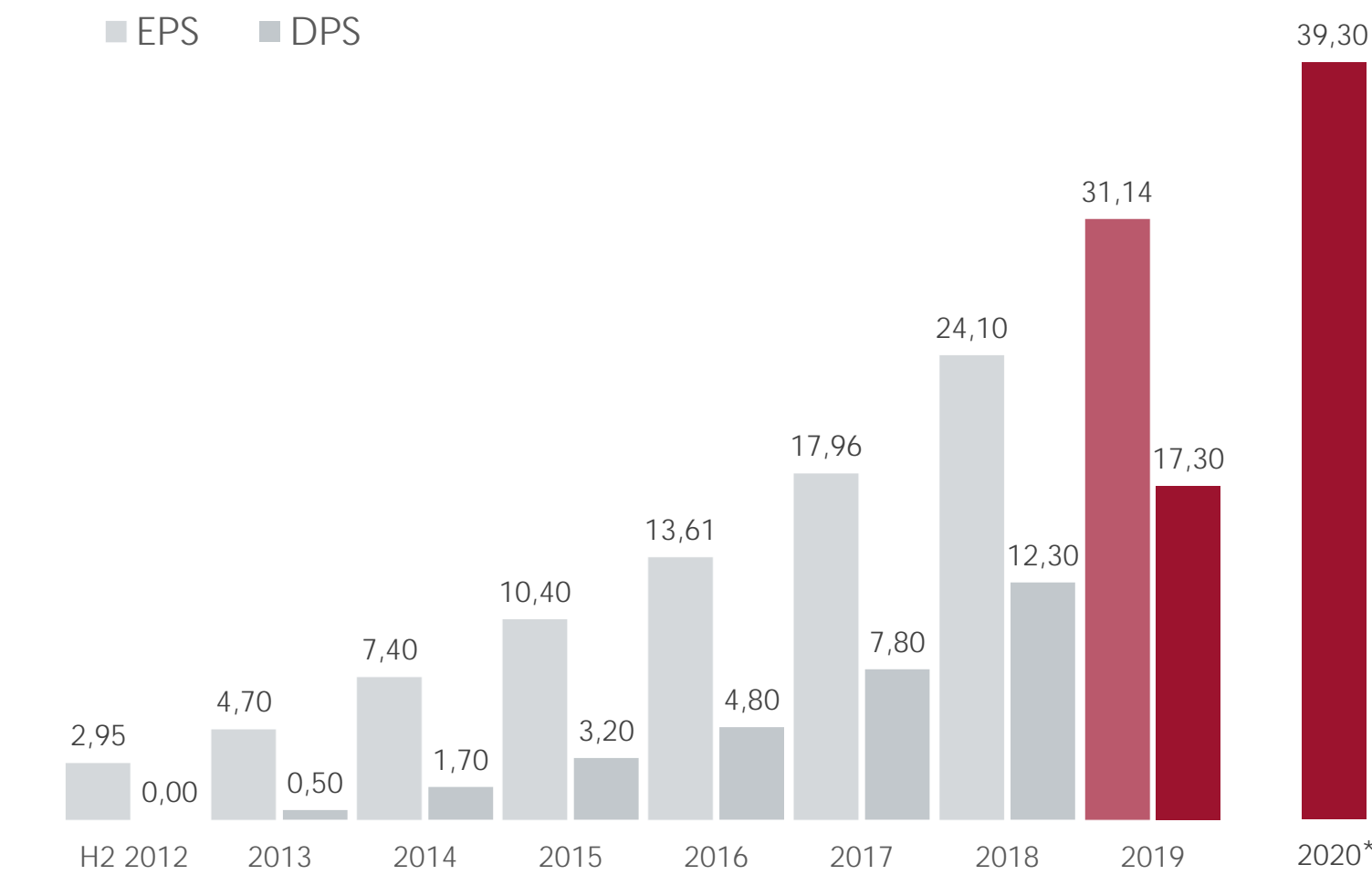
The company will maintain an equity ratio of minimum 30 per cent

Share performance and dividend since IPO

Share performance since IPO in June 2012



Accumulated dividend and earnings per share



Source: Oslo Børs

* EO dividend of NOK 22 per share paid on 31 January 2020

Largest shareholders at 31 December 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	2 065 624	2.2%
VERDIPAPIRFONDET PARETO INVESTMENT	1 413 000	1.5%
VERDIPAPIRFONDET ALFRED BERG GAMBA	1 397 062	1.5%
SEB PRIME SOLUTIONS SISSENER CANOP	1 221 349	1.3%
State Street Bank and Trust Comp *)	1 217 125	1.3%
JPMorgan Chase Bank, N.A., London *)	1 000 000	1.1%
FLPS - GL S-M SUB	928 800	1.0%
HOLTA INVEST AS	814 119	0.9%
Landkreditt Utbytte	800 000	0.9%
MUSTAD INDUSTRIER AS	730 179	0.8%
VERDIPAPIRFONDET HOLBERG NORGE	700 000	0.7%
Morgan Stanley & Co. International	610 216	0.7%
BANAN II AS	600 000	0.6%
Baard Schumann	565 127	0.6%
TMAM EUROPEAN REAL ESTATE SEC	544 506	0.6%
SANDEN AS	518 186	0.6%
STOREBRAND NORGE I VERDIPAPIRFOND	507 654	0.5%
Total 20 largest shareholders	74 208 573	79.1%
Other shareholders	19 557 115	20.9%
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

**Competitive housing offering,
targeting growth regions**

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

**Efficient and flexible
cost structure**

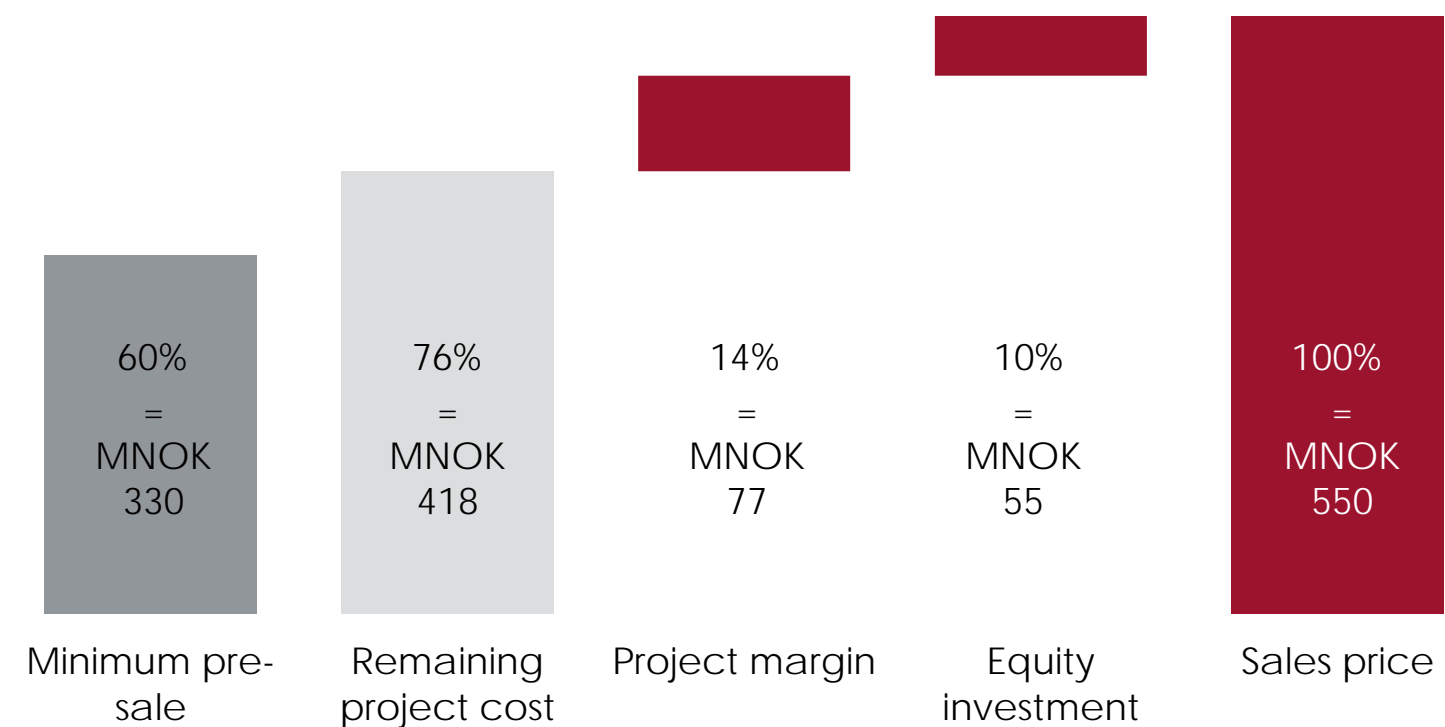
**Capital-efficient business model
backed by strong balance sheet**

Value drivers

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

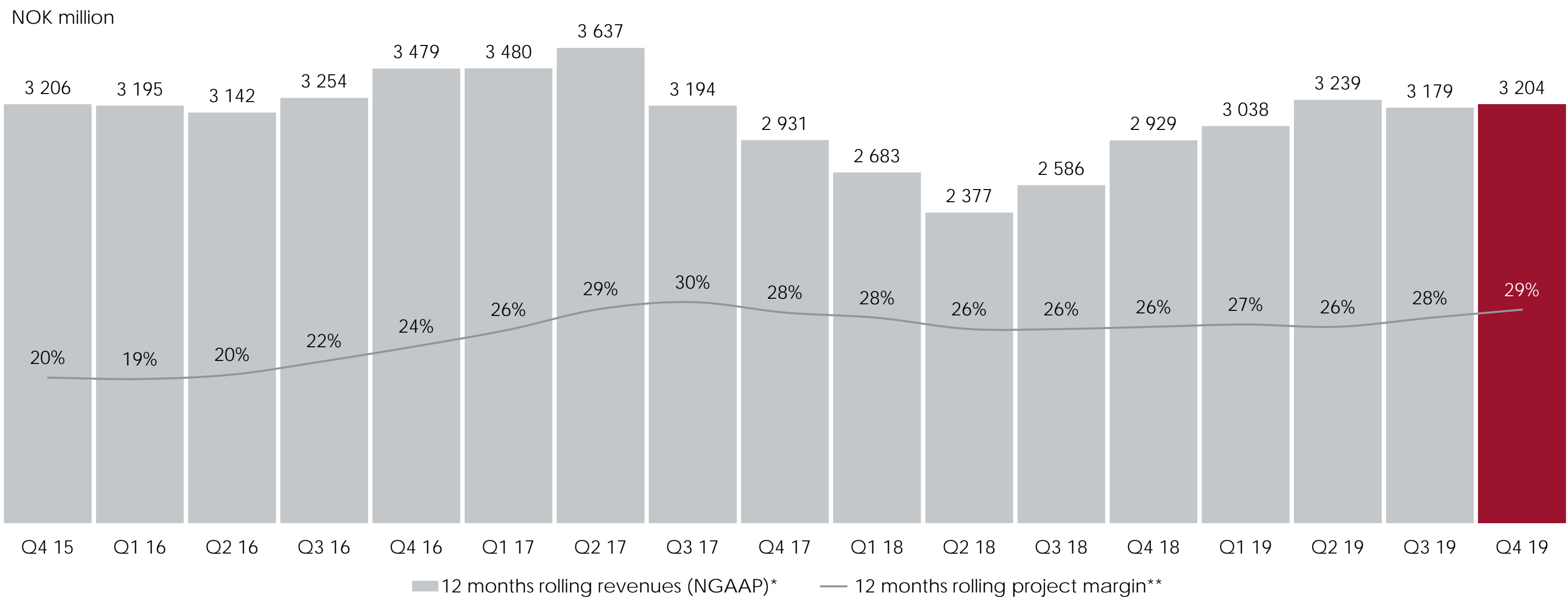


- Selvaag’s equity investment in a project and project margin bring the remaining project cost down to 74%-78%
- With minimum 60% pre-sale there is limited remaining project risk. For the the remaining 40% a price reduction of 35% would recover equity
- 70% of units in production are sold at end Q4’19

De-risking in key stages of projects

1 Land purchase conditional on zoning approval	<ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• Construction contracts with solid counterparties are made with fixed price• Project costs are secured before construction starts

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

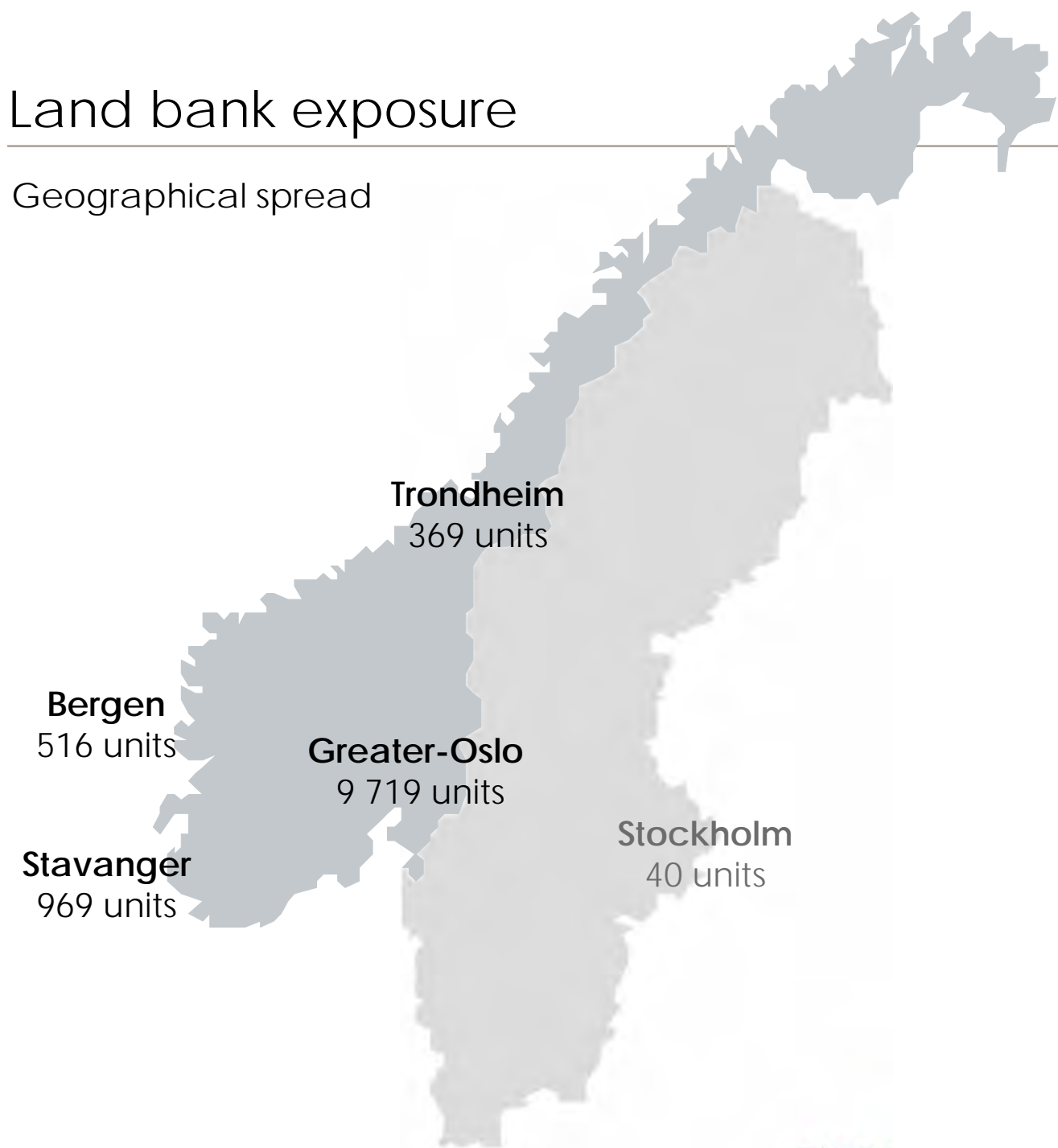
Land-bank strategy

- 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)

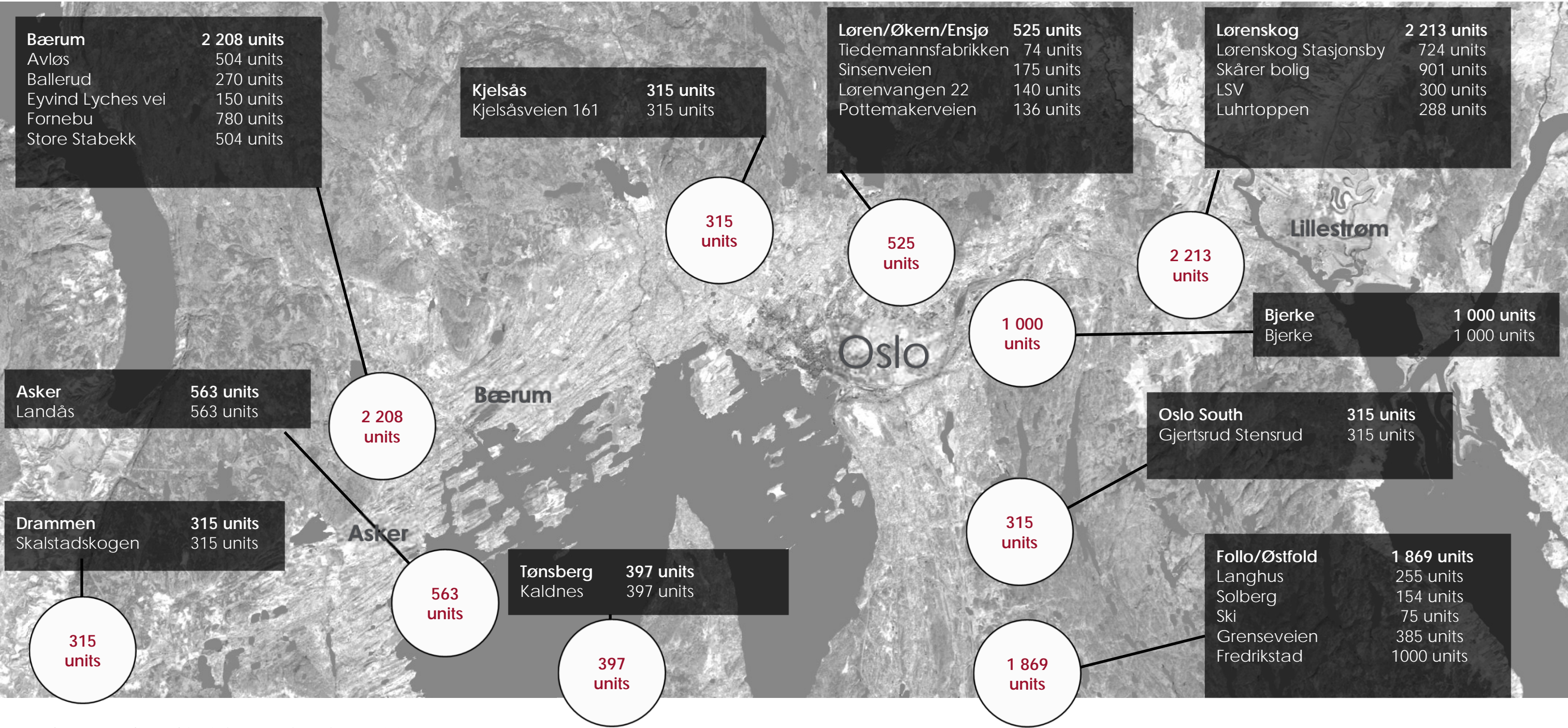
Note: The numbers represent the size of the land portfolio as at 31 December 2019. All numbers are adjusted for Selvaag Bolig's share in joint ventures. 1) Greater Oslo area: Oslo, Akershus, Buskerud, Vestfold and Østfold, 2) The residential property development portfolio consists of land plots that are to be paid for when planning permission is received. The portfolio has a development potential of ~6 100 residential units, whereof the company has purchasing obligations for ~6 000 and purchasing options for ~100 units.

Land bank exposure

Geographical spread

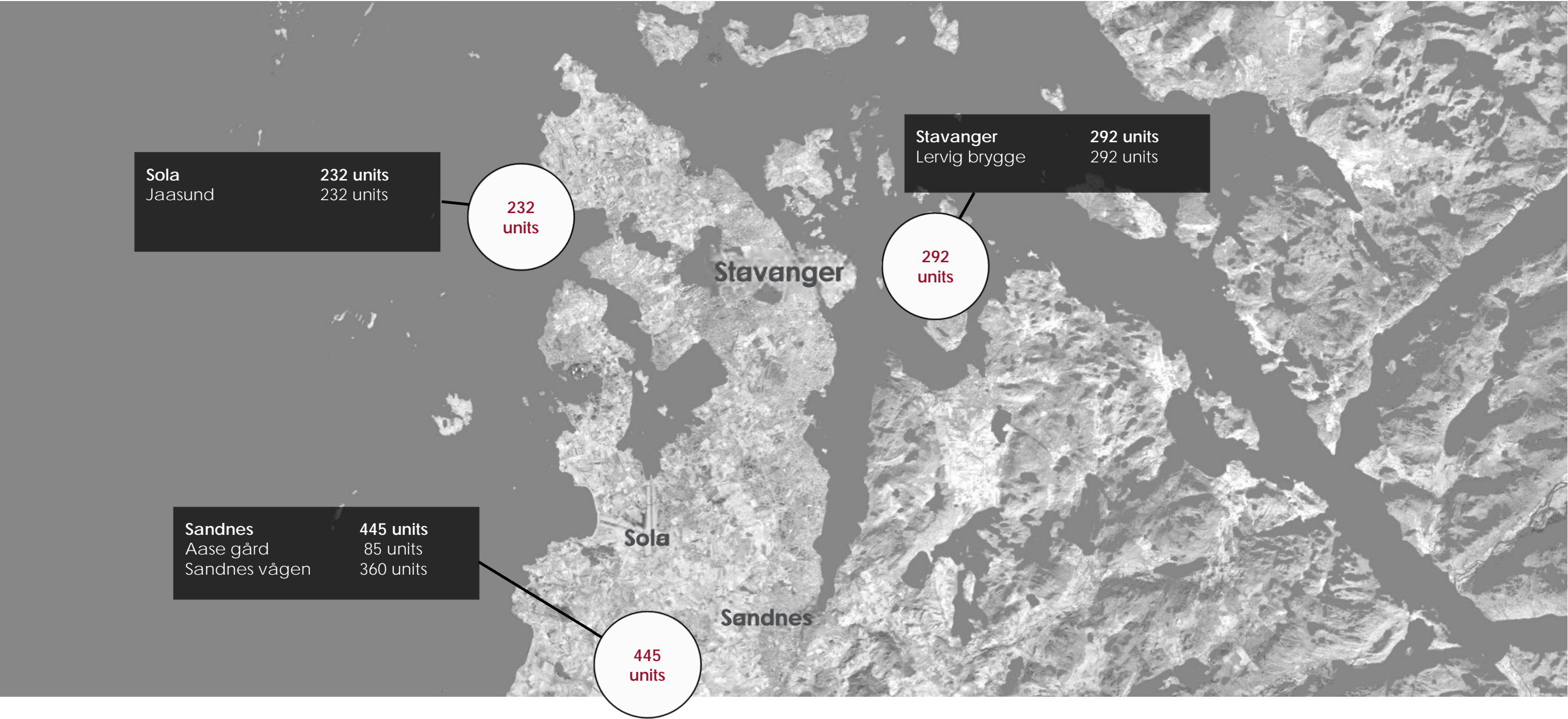


Land bank in Oslo and Greater Oslo



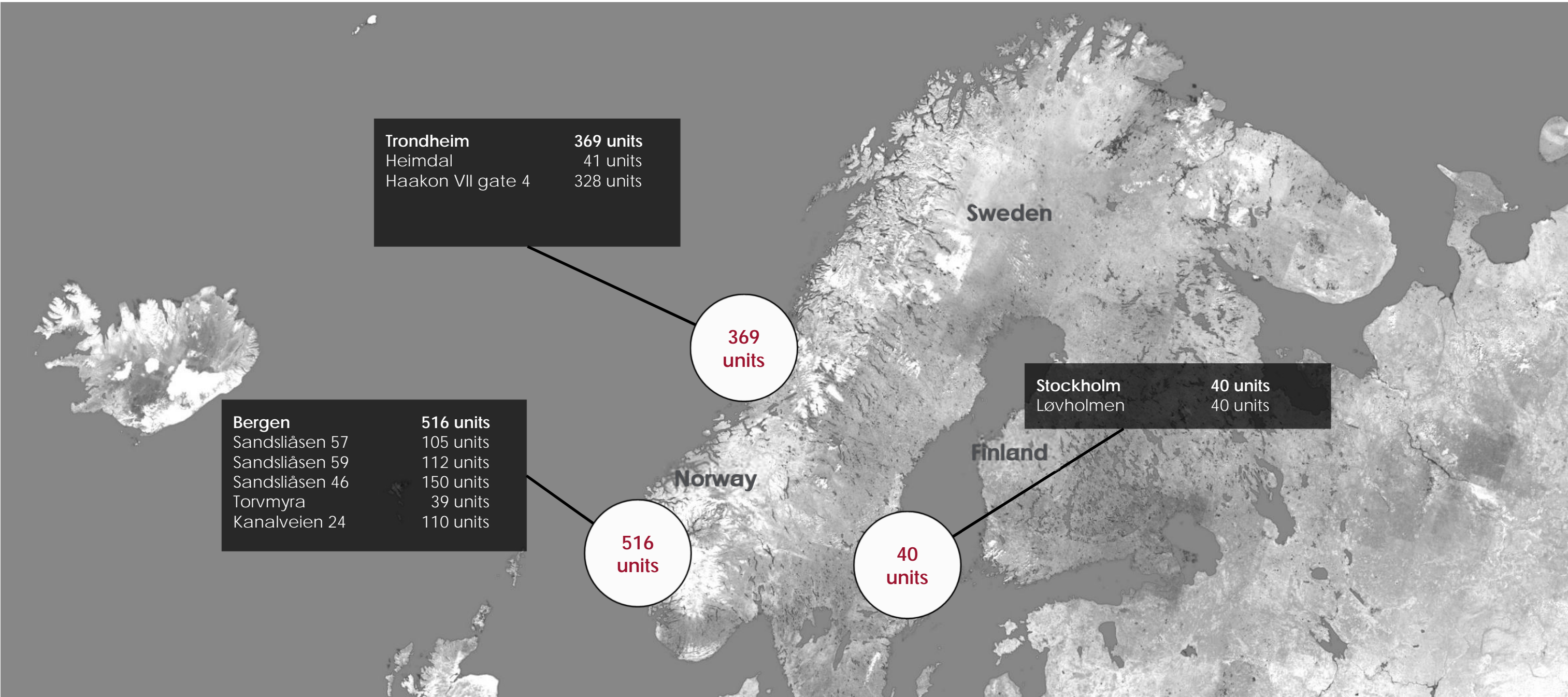
*The numbers are adjusted for Selvaag Bolig's share in joint ventures

Land bank in Stavanger area



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

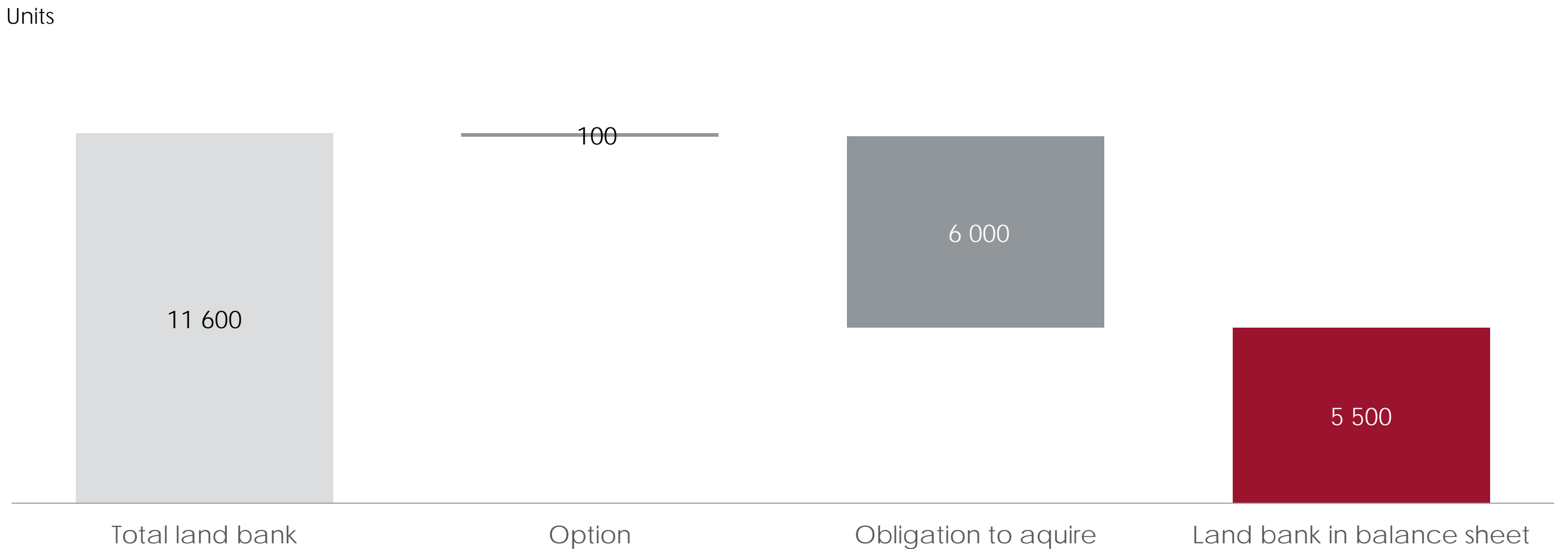
Land bank in Bergen, Trondheim and Stockholm



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

Substantial portfolio for development

Total land bank portfolio at 31 December 2019



Income statement IFRS

(figures in NOK million)

	Q4 2019	Q4 2018	2019	2018
Total operating revenues	1 414.4	1 624.7	3 368.8	3 342.1
Project expenses	(936.7)	(1 127.4)	(2 279.5)	(2 421.6)
Other operating expenses	(88.8)	(82.1)	(274.1)	(268.1)
Other gains (loss)	-	-	-	-
Associated companies and joint ventures	(13.7)	56.8	62.2	101.8
EBITDA	375.223	471.992	877.455	754.187
Depreciation and amortisation	(2.8)	(0.9)	(12.7)	(3.7)
EBIT	372.4	471.1	864.7	750.5
Net financial expenses	2.3	(2.1)	(10.7)	(18.0)
Profit/(loss) before taxes	374.6	469.0	854.0	732.5
Income taxes	(96.1)	(105.7)	(199.5)	(165.6)
Net income	278.6	363.2	654.5	566.8
Net income for the period attributable to:				
Non-controlling interests	-	(0.0)	-	(0.1)
Shareholders in Selvaag Bolig ASA	278.6	363.3	654.5	566.9

Balance sheet

(figures in NOK million)	Q4 2019	Q3 2019	2018
Intangible assets	383.4	383.4	383.4
Property, plant and equipment	5.6	6.1	8.6
Investments in associated companies and joint ventures	430.3	418.7	415.3
Other non-current assets	280.4	496.6	445.4
Total non-current assets	1 099.6	1 304.7	1 252.6
Inventories (property)	3 636.7	4 654.4	4 306.3
- Land	930.7	1 924.0	1 600.3
- Work in progress	2 523.3	2 560.5	2 539.8
- Finished goods	182.6	169.9	166.2
Other current receivables	133.3	325.7	275.2
Cash and cash equivalents	1 178.7	488.3	657.0
Assets held for sale	864.2	-	-
Total current assets	5 812.8	5 468.4	5 238.5
TOTAL ASSETS	6 912.4	6 773.1	6 491.1
Equity attributed to shareholders in Selvaag Bolig ASA*	3 374.2	3 064.5	3 106.8
Non-controlling interests	7.9	7.9	9.4
Total equity	3 382.1	3 072.4	3 116.1
Non-current interest-bearing liabilities	1 092.3	1 741.1	1 795.8
Other non-current non interest-bearing liabilities	134.0	194.2	156.9
Total non-current liabilities	1 226.3	1 935.3	1 952.7
Current interest-bearing liabilities	1 161.0	759.9	520.5
Other current non interest-bearing liabilities	1 143.0	1 005.5	901.8
Total current liabilities	2 304.0	1 765.4	1 422.3
TOTAL EQUITY AND LIABILITIES	6 912.4	6 773.1	6 491.1

* Corresponding to a book value of NOK per share 36.0

Cash flow statement

(figures in NOK million)	Q4 2019	Q4 2018	2019	2018
Net cash flow from operating activities	943.7	675.1	985.9	427.0
Net cash flow from investment activities	(9.7)	(59.2)	64.1	20.6
Net cash flow from financing activities	(243.6)	(381.0)	(528.4)	(276.1)
Net change in cash and cash equivalents	690.4	234.9	521.7	171.5
Cash and cash equivalents at start of period	488.3	422.1	657.0	485.6
Cash and cash equivalents at end of period	1 178.7	657.0	1 178.7	657.0

Operational highlights – key operating figures

	Q4 18	Q1 19	Q2 19	Q3 19	Q4 19
Antall solgte enheter	148	243	210	159	140
Antall igangsatte enheter	402	97	311	174	248
Antall ferdigstilte enheter	441	12	307	203	254
Antall overleverte enheter	421	29	246	243	214
Antall enheter under bygging	1 449	1 534	1 538	1 510	1 504
Andel solgte enheter under bygging	66%	70%	71%	72%	70%
Antall ferdigstilte ikke solgte enheter	26	13	48	34	56
Salgsverdi av bolig i produksjon (NOK millioner)	6 712	7 097	7 039	7 192	7 155
	91	91	91	91	91

EBITDA Q4 2019

(figures in NOK million)	Property development	Other	Total
Operating revenues	1 043.5	19.0	1 062.4
Project expenses	(737.8)	(0.4)	(738.2)
Other operating expenses	(19.2)	(72.3)	(91.5)
EBITDA (percentage of completion)	286.4	(53.7)	232.7

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

IFRS EBITDA for the quarter, per segment

Operating revenues	1 395.5	19.0	1 414.4
Project expenses	(936.3)	(0.4)	(936.7)
Other operating expenses	(16.6)	(72.3)	(88.9)
Share of income (losses) from associated companies and joint ventures	(13.7)	-	(13.7)
EBITDA	428.9	(53.7)	375.2

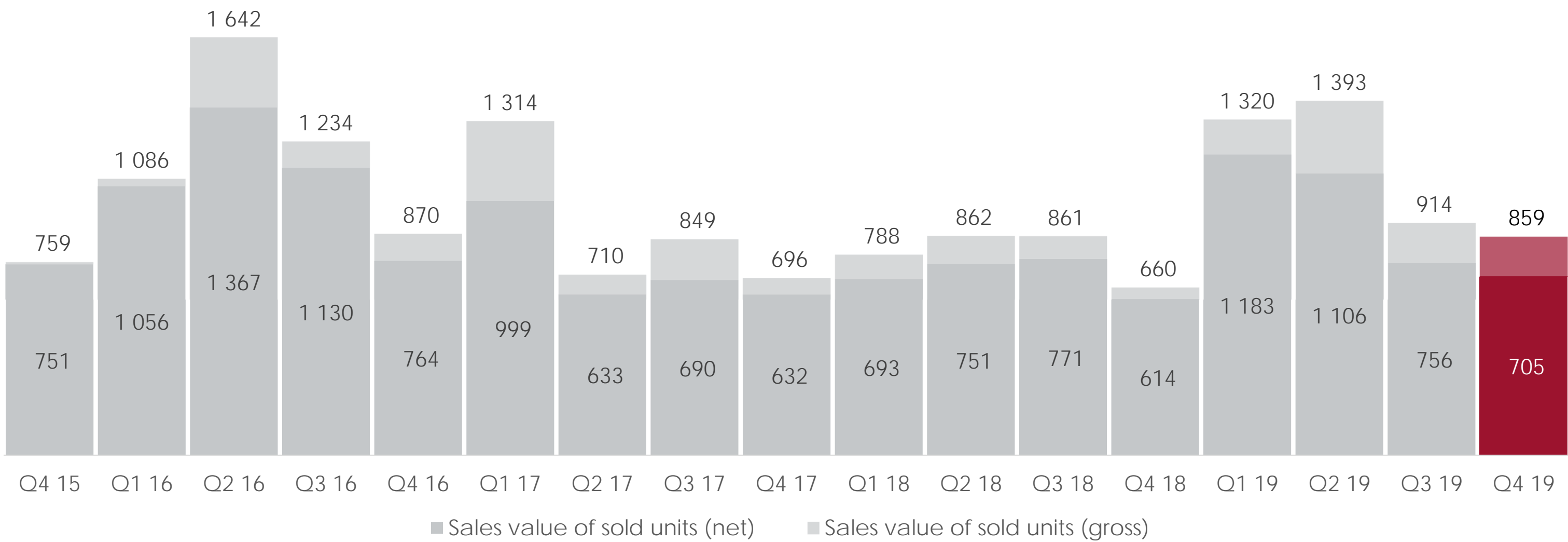
Units in production	1 504	N/A	N/A
Units delivered	214	N/A	N/A

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

Value of units sold - gross and net

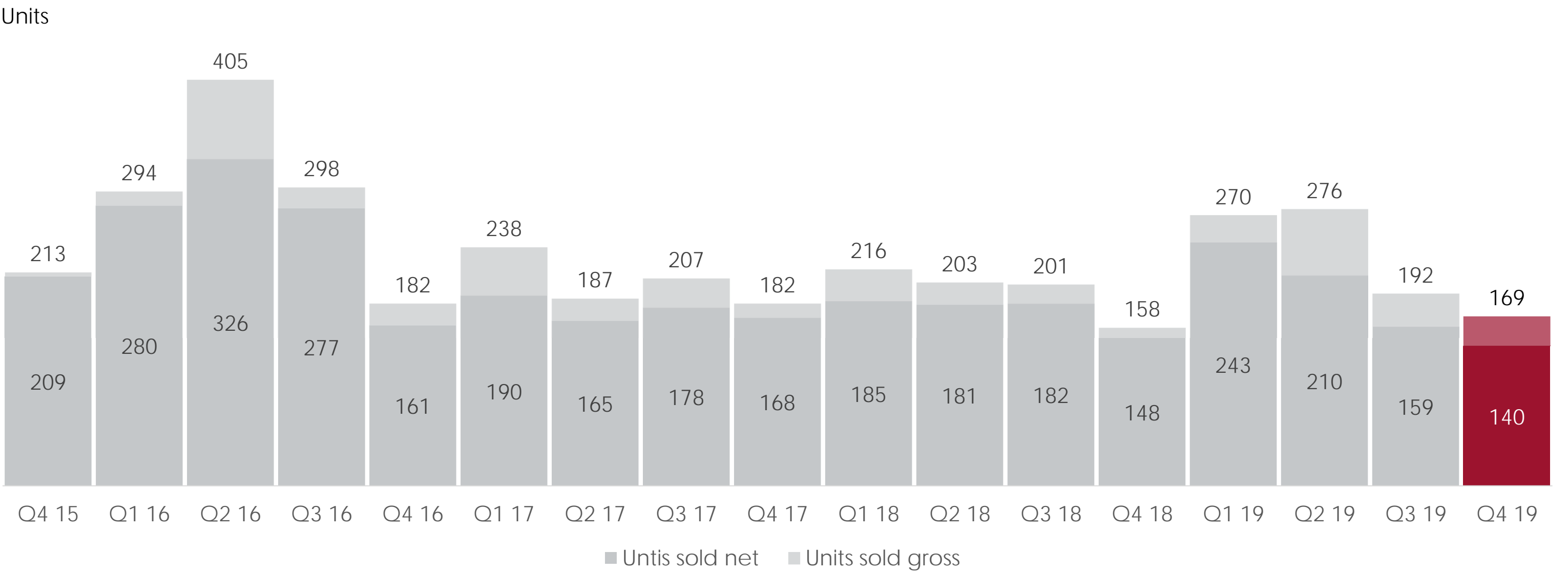
Sales value of units sold

NOK million



Number of units sold - gross and net

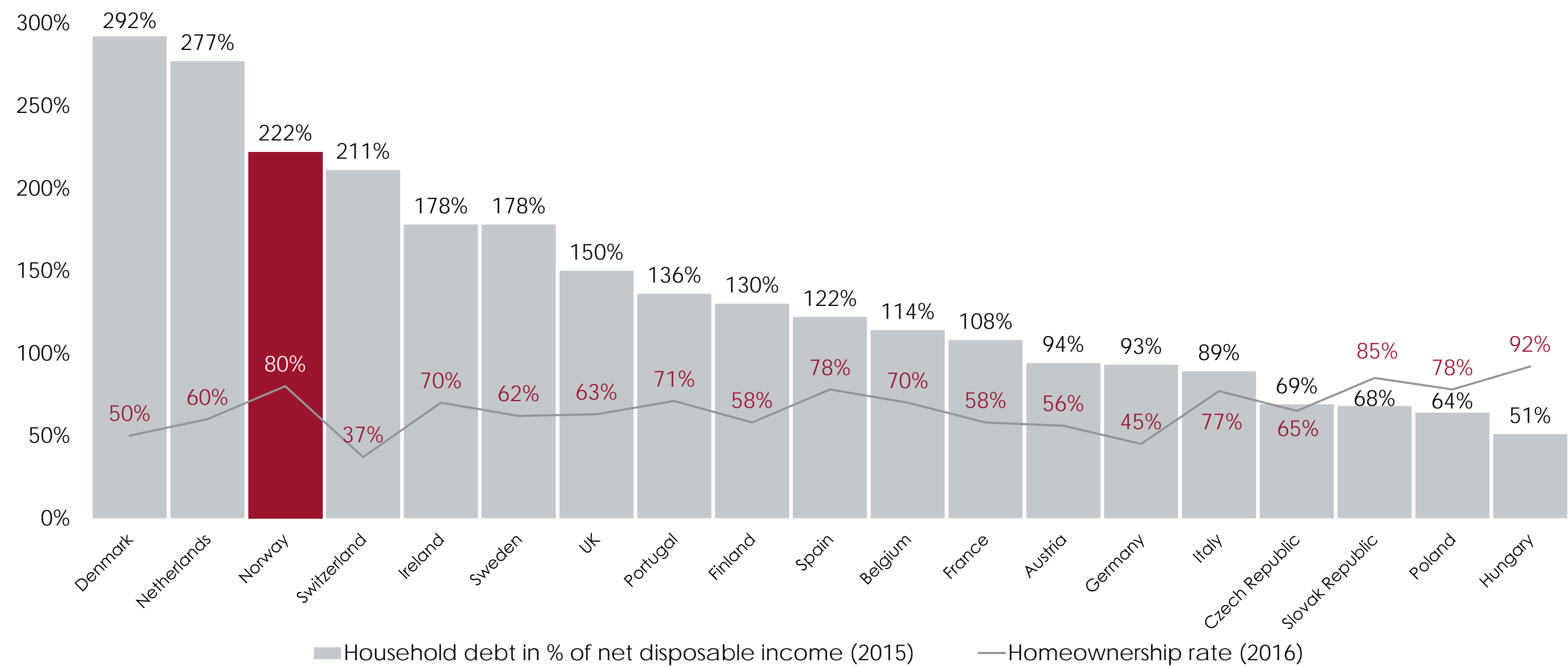
Number of units sold



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

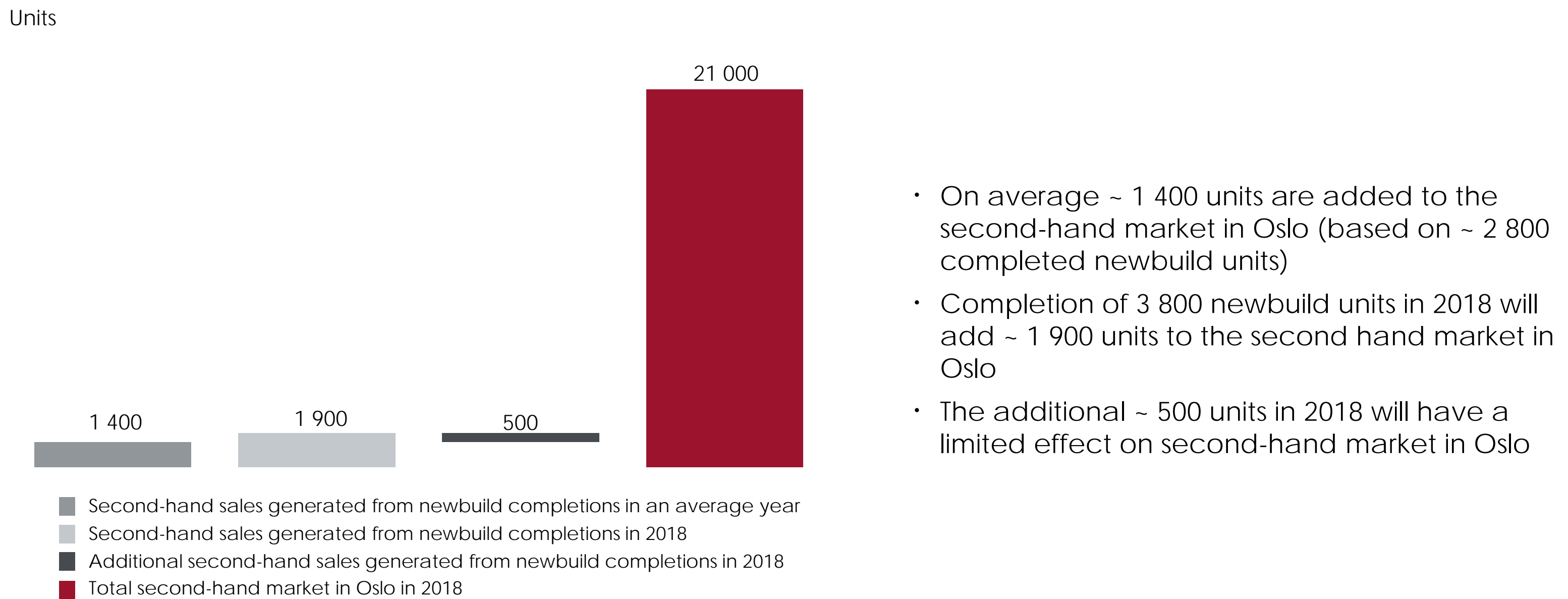
Total household debt and homeownership



Source: OECD, Prognosesenteret

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

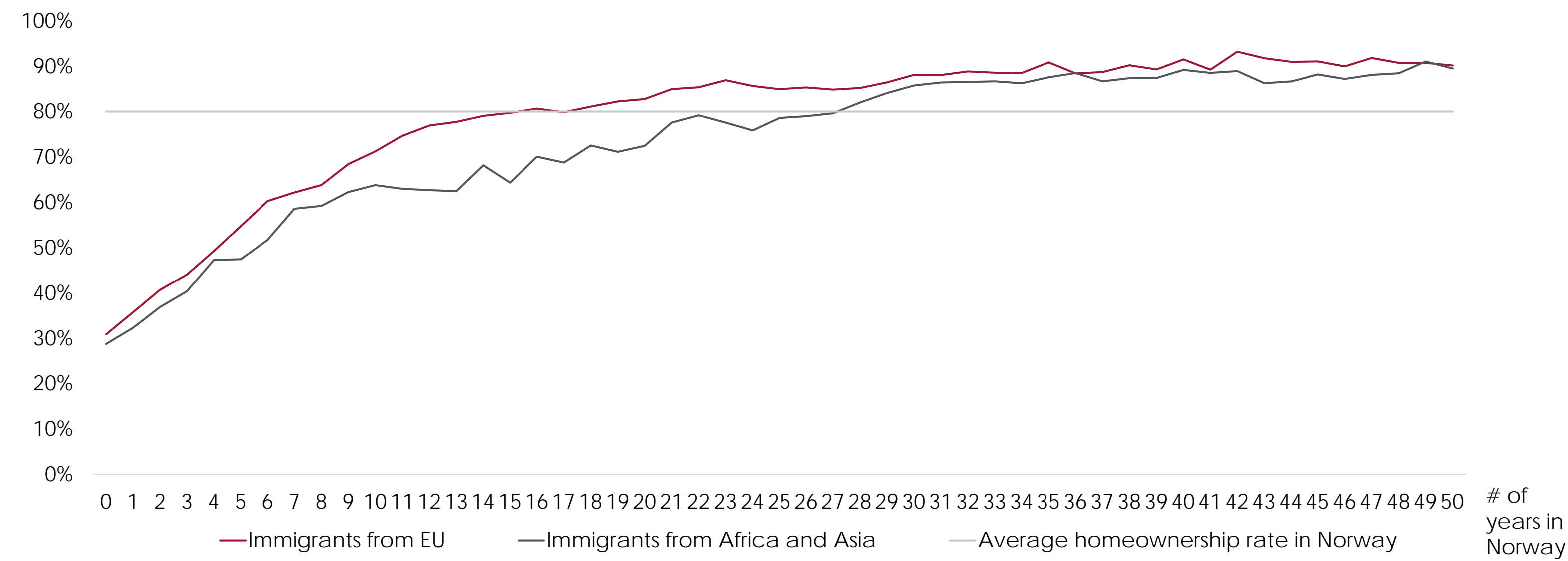
Newbuild effect on total second-hand market in Oslo for 2018



Source: Selvaag Bolig, Eiendomsverdi

Immigration increases demand over time

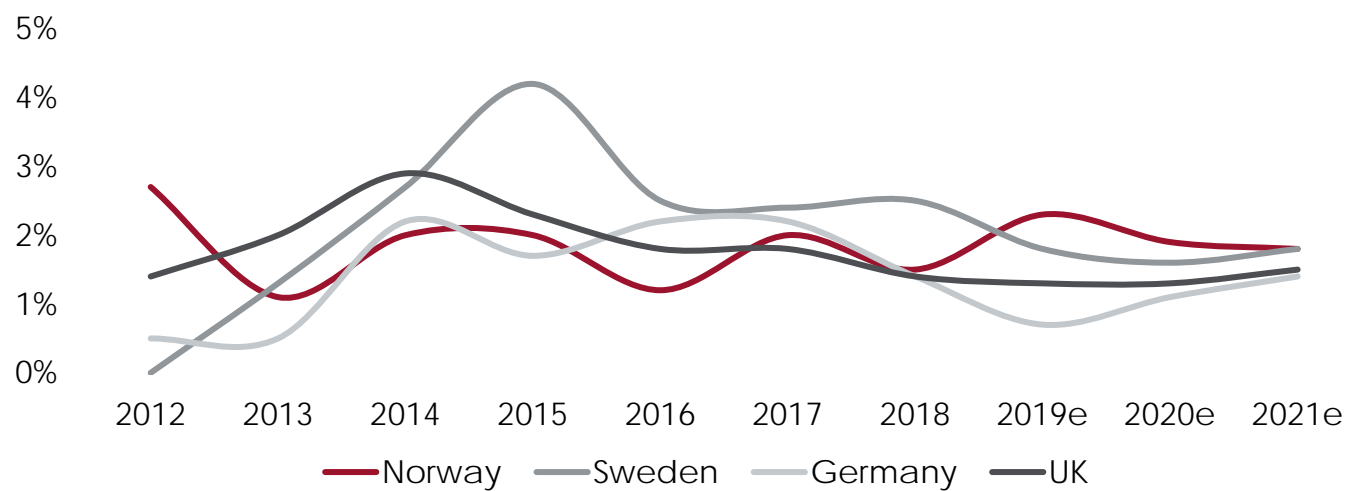
Homeownership rate among immigrants in Norway (per year living in Norway)



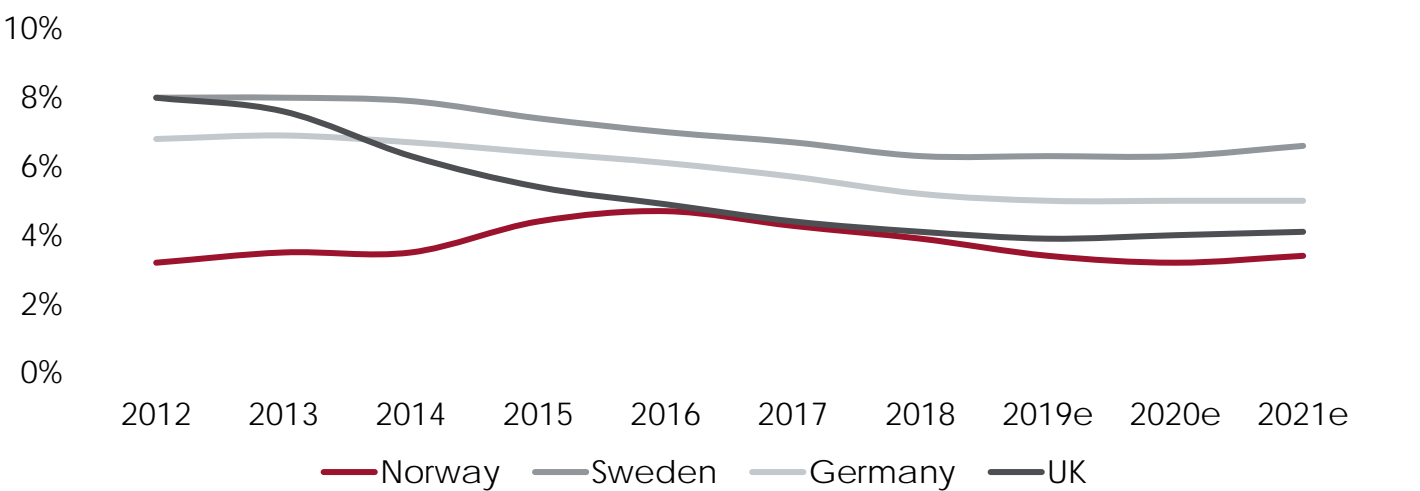
Source: Statistics Norway

Norway – robust economic conditions

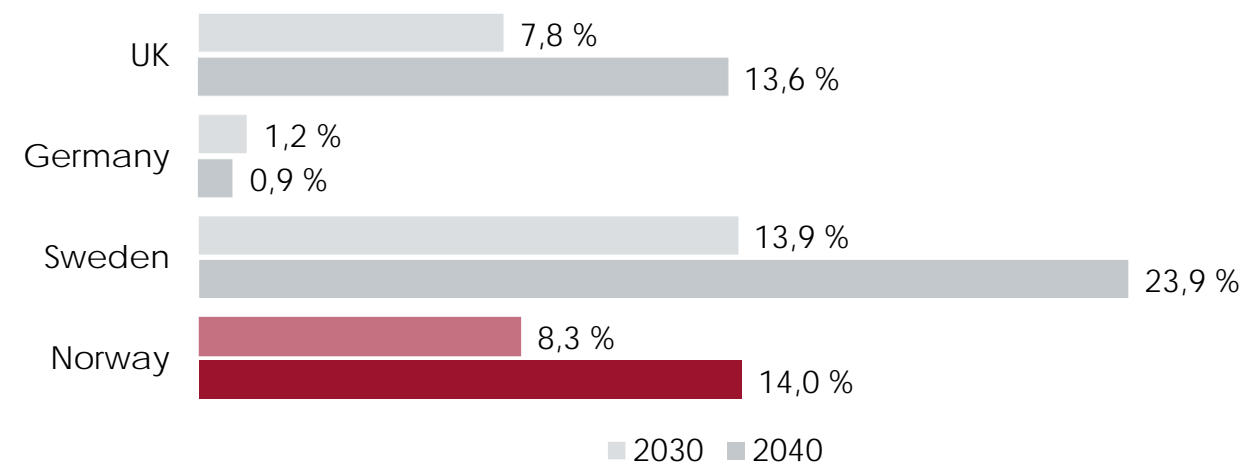
GDP growth 2012 - 2021e



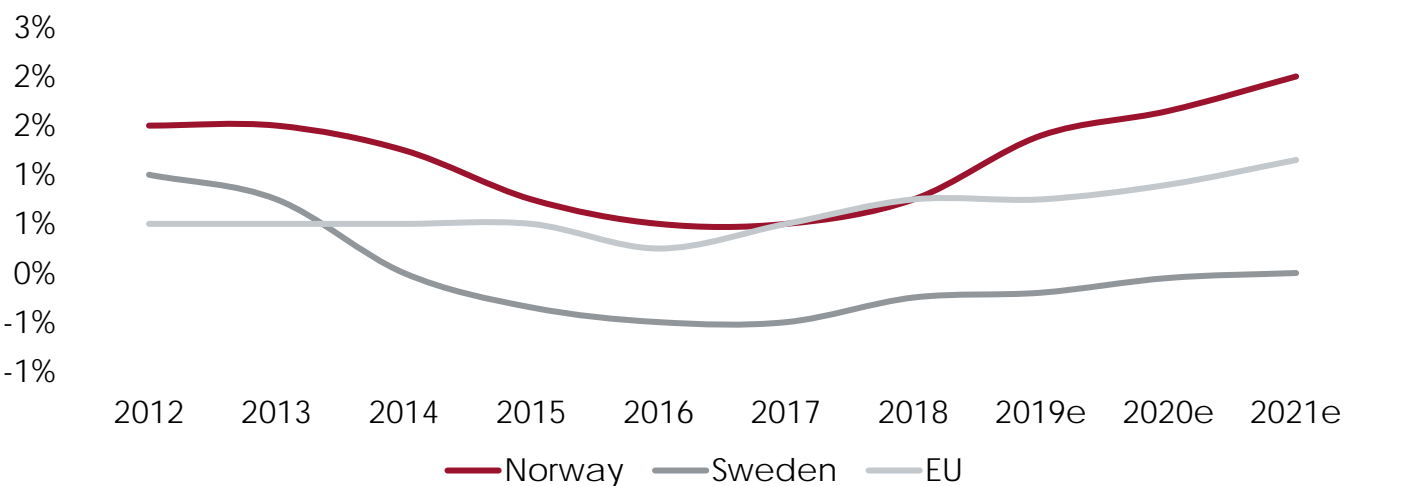
Unemployment 2012 - 2021e



Population growth 2018 - 2030e and 2040e



Interest rates 2012 - 2021e



Source: International Monetary Fund, Eurostat

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