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Key investment highlights



Sustainable homes in Europe with a well-established position in several geographies

Pavourable long-term market fundamentals

New business plan to secure high returns in prioritised geographies

Strong position to outperform the market

5 Further strengthening of the capital structure with new equity

 Leading developer in Germany and the Baltics with #1 brand awareness in Germany

 Strong focus on sustainability with GHG emissions reduced by 35% '18-'22

 Structural undersupply of housing in Germany and Sweden

 Significant need for modernisation of existing housing stock in the Baltics

 Targeted market levels present significant upside compared to current levels

 Actions taken to adjust for new market conditions and future strategy implemented

Organisational streamlining to focus on core segments

 Attractive land bank valued at historically low levels with exposure to high growth regions

 Focus on higher average margin in projects and less margin variation, with cost efficiency measures implemented

 Renegotiated and extended financing package as well as new equity enables execution of the valueaccretive business plan

Residential development of sustainable homes in Europe with a wellestablished position in several geographies



BONAVA IN BRIEF

- Bonava is a residential developer in Germany, Sweden, Finland and the Baltics
- Bonava creates homes for the many by developing land into attractive and sustainable neighbourhoods and constructing several types of homes, including multi-family homes, single-family homes and terraced housing with various types of tenure
- Since the spin-off from NCC in 2016, Bonava has sold approx. 40,000 residential units to consumers and investors across northern Europe
- Bonava has a strong sustainability focus and was one of the first developers to adopt the Science-Based Targets⁴. Bonava maintains a sustainability ranking of AA by MSCI⁵ in 2022

PRODUCT OFFERING AND END-CUSTOMER PER GEOGRAPHY

	Types of products		Types of customers		
	Single-family homes	Multi-family homes	B2B	B2C	
•	②		Ø		
•	⊘		©		
		②	©		
•		⊘	②	Ø	

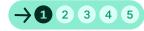
KEY KPIS AND MARKET PRESENCE

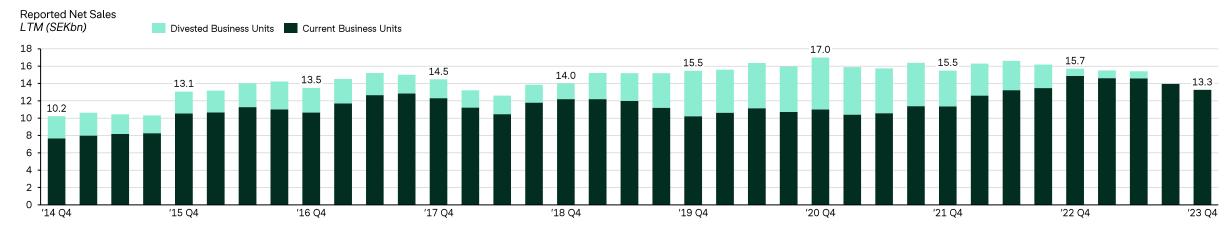
Key KPls ¹	FY2023	Current marketsExited/wind down marketsNot markets
Sales (SEKbn)	13.3	Presence in
Underlying gross margin ²	11.8%	6 countries
Number of building rights (including on- and off-balance)	28,900	
Sold units	1,493	
GHG emissions reduction 2018 to 2022 (Scope 1 and 2) ³	-35%	

Notes: 1) Sourced from Bonava's year-end report for 2023 unless stated otherwise. 2) Underlying gross margin refers to gross margin before effects of land sales, write-downs and risk provisions. 3) Sourced from Bonava's Annual Report for the financial year 2022. 4) The Science Based Targets Initiative ("SBTi") is a climate non-governmental organization partnership between CDP, the United Nations Global Compact, World Resources Institute (WRI) and the World Wide Fund for Nature (WWF). 6) MSCI ESG Ratings aim to measure a company's management of financially relevant ESG risks and opportunities. The ratings range from leader (AAA, AA), average (A, BBB, BB) to laggard (B, CCC).

From captive business unit to independent developer







BUSINESS UNIT OF NCC

2009-2015 SPIN-OFF - INDEPENDENT DEVELOPER

2016-2020 STREAMLINE OPERATIONS AND FOCUS ON MARGINS

2021-2023

- During 2009, NCC's residential development operations were separated into the new business unit NCC Housing
- Operations conducted in the Nordics, Germany, S:t Petersburg and the Baltics
- Internal functions and processes put in place to prepare for becoming an independent company

Fast-paced, profitable growth in Germany

- Successfully delivered strong returns and built the Bonava brand in Germany – ranked strongest brand in the residential sector in Germany in 2017¹
- Built a strong organisation in core markets well equipped to execute on growth strategy
- High ambitions and fast growth, requiring a higher cost base and therefore affecting the margins negatively

 Cash flow enhancing measures taken, including reduction of yearly gross cost base by SEK 1,000m

- Proactively decided to reduce the number of building starts and revise outlook from 6,000 starts per year to 4,200 and later to 3,000
- Bonava is the largest developer in Latvia, third largest in Estonia and is ramping up Lithuania
- Exited from Danish, Norwegian and St. Petersburg markets

Sources: Company information. Notes: 1) Real Estate Brand Value Study.

Sustainability deeply embedded in our business



Combat climate change

We will perform lifecycle assessments (LCA) in all completed projects during 2024. This will enable us to develop our emission reduction pathway according to our Science Based Targets (50% reduction to 2030)

Aligned with EU taxonomy

Bonava delivered its first two EU taxonomy aligned B2B projects in 2023

Gender-equal company

Bonava was placed on AllBright's "Green List" as one of Sweden's top gender-equal companies on the stock exchange in 2023

Energy efficient buildings

In 2023, around 69 per cent of completed units were more than ten per cent more energy efficient than what the national building regulations requires in each of our markets



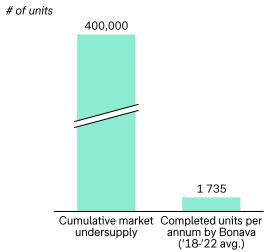
Residential construction market is driven by favourable long-term fundamentals





GERMANY





- Bonava is well positioned to capitalise on the undersupply in the market
- Bonava's presence covers 35-40% of total German population
- Current undersupply corresponds to ~230x of Bonava's average annual production during the last five years

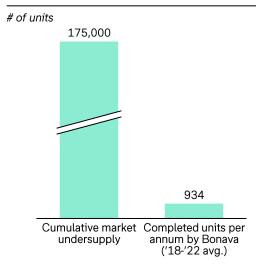


BALTICS

- Market growth driven by modernisation of housing, as current housing stock is largely made up of outdated properties constructed during the Soviet era
- Strong demand for housing that meets modern regulations and standards in terms of eco-friendliness and safety
- Push for eco-friendliness further underpinned by recent surges in energy prices

SWEDEN





- Current undersupply in Sweden expected to increase due to low start volumes 2022–2024
- Bonava is present in urban regions with current and future undersupply
- Current undersupply corresponds to
 ~190x of Bonava's average annual production during the last five years

FINLAND



- Strong position in the fastest-growing regions
- Continued urbanisation expected to drive demand
- Well-functioning rental market has created less undersupply in the market overall

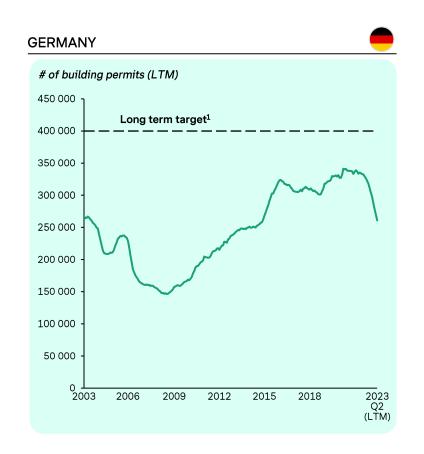
Sources: Company information, Boverket, German Property Federation (ZIA).

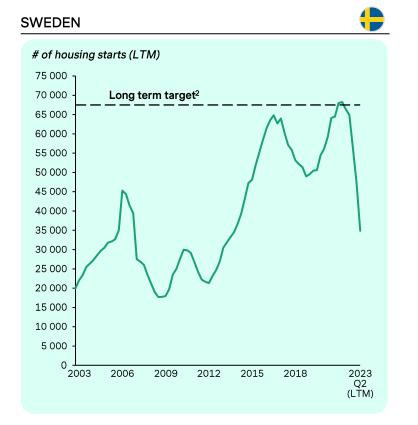
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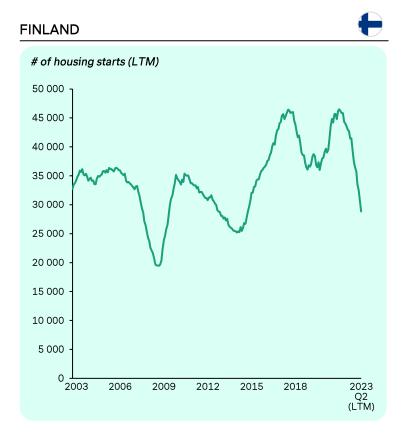
Targeted market levels present significant upside – compared to current levels



DIFFERENCES IN RESIDENTIAL CONSTRUCTION OUTPUT ARE SHAPED BY MACRO AND COUNTRY-SPECIFIC STRUCTURAL FACTORS







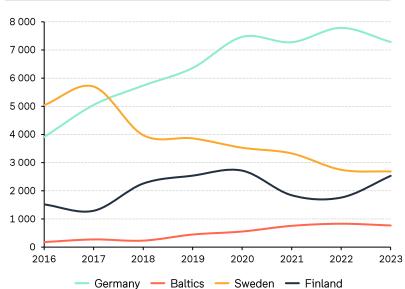
Source: SCB, Boverket, Statistikcentralen, Statistisches Bundesamt, Germany's government's website. 1) Long-term target set by the German government for the number of apartments to be built per year. 2) Based on Boverket's estimates for the required yearly housing construction rate in Sweden. Boverket is the Swedish National Board of Housing, Building and Planning.

Segment development over time prove solid foundation for future growth



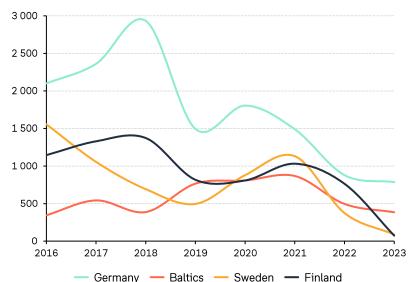






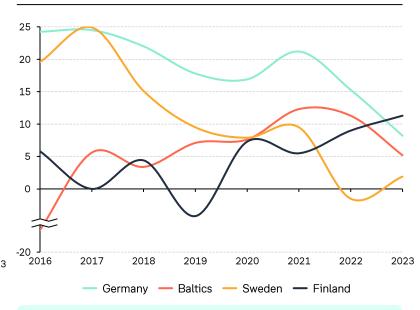
- Fast-paced, profitable growth in Germany
- Steady growth in the Baltics although starting from low base – first project in Vilnius started 2022
- Finland selective starts with strong focus on projects with higher margins rather than growth
- Decreasing sales volume in Sweden turnaround with focus on projects with higher margins

STARTED UNITS (#)



- Proactive decision during 2021 to reduce number of starts as a result of more unfavourable market settings going forward
- Decreasing number of starts across all business units driven by overall downturn in the market

RETURN ON CAPITAL EMPLOYED¹ (%)



- Decrease in ROCE affected by lower activity and a wellinvested land bank
- Three out of four business units currently at or above stable high single-digit ROCE

Sources: Company information. Notes: 1) Before items affecting comparability.

New business plan securing high returns in prioritised geographies





Segment	Key actions taken	Future strategy	Share of capital employed ¹	
GERMANY 🛑	 Reorganisation intended to make German operations more flexible and competitive Reduced cost base by SEK 400m per annum – Full effect expected from January 1 2025 	 Build on strong market position and cost-efficiency in both B2B and B2C, leveraging successful financial and commercial track-record Continue with diversified offering including B2B/B2C, and single-family/multifamily homes Increase share of cost-efficient single-family/terraced housing projects 	56%	
SWEDEN 🛑	 Proactive decrease in started units amidst market downturn Downsized operations and business model evaluated to increase resilience Ensured right set of in-house capabilities Put in place a well-defined plan for returning to higher profitability, with concrete targets and requirements 	 Increase share of turn-key contractors (limited internal design and production) Build on strong track record for single-family homes and multi-family homes outside Stockholm 	26%	
BALTICS 🛑 🔷 🧅	 Best practice from Germany implemented to capture growth opportunities Built organisation and acquired land bank in Vilnius to ensure setup for continued growth 	 Continuous improvements to further enhance strong cost position and good offering Grow foothold in Vilnius Continue to investigate the immature B2B market 	11%	
FINLAND 🛑	 Under evaluation due to saturated market of new-built housings (B2C) Organisation adjusted to lower activity and enhanced basic capabilities to improve cost control Put in place a well-defined plan for returning to higher profitability, with concrete targets and requirements 	 Strengthen focus on B2C in all three regions to improve profitability, start projects showing the highest margins Increase organisational efficiency to ensure decision-making closer to local markets 	7%	
Divested/exited	Exited Norway, Russia & Denmark Divestments/exits allow Bonava to focus on core segments Notes: 1) As of 31 December 2023.	• N/A		

B

Bonava is proactively acting on changing market conditions and sharing learnings between its markets



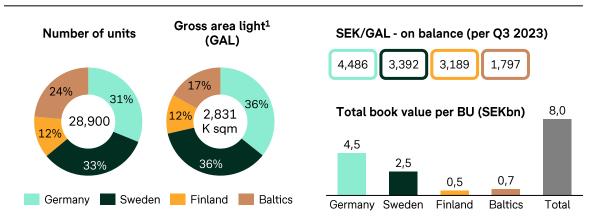
STAKEHOLDERS	POTENTIAL ACTIONS TAKEN BY STAKEHOLDERS	POTENTIAL RESPONSES BY BONAVA					
MUNICIPALITIES / SOVERNMENT	 Changed requirements in terms of energy, design, etc. Subsidies to certain groups or products to boost volumes 	 Flexible products that can be adjusted to meet changing requirements Active dialogue with municipalities Proactively work to understand subsidies and support customers in understanding and capturing them 	>				
BANKS >	 Harder requirements to receive construction financing, e.g., housing associations Increased price on guarantees 	 Reduce need for guarantees, e.g., include buyer in land register earlier Offer different types of products, e.g., ownership instead of housing associations Work with higher degree of financing from customers, e.g., construction financing 	Bonava is well situated to capture the opportunities of changing market conditions by sharing learnings between markets and promoting a flexible organisation that can react quickly to changes				
CUSTOMERS >	 More hesitant to buy on drawing/before construction is started Request different types of products, e.g., housing associations less attractive 	 Phases with fewer units to ensure start of construction with lower risk and ongoing production Focus on production time Ensure working close to the market to understand customers' need of size, standard, housing tenure, etc. 					

Bonava as a group can perform strong returns at optimised volumes

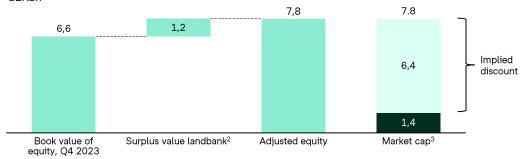




ATTRACTIVE LAND BANK VALUED AT HISTORICALLY LOW LEVELS



Bonava's current valuation presents significant discount to book values SEKbn



OPTIMISED VOLUMES 3,500-4,000 TO LEVERAGE ON CURRENT ORGANISATION



Production equal to 3,500-4,000 starts per annum optimal:

- Capitalise on the current organisation and cost base
- Return to historical volumes ('16-'18) requires a larger organisation



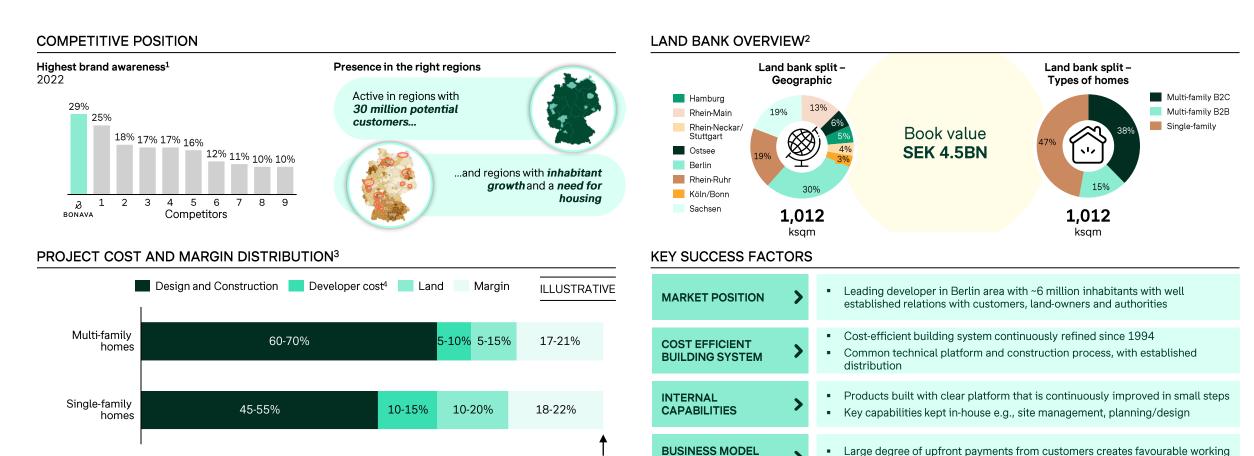
OPTIMISED PROFITABILITY AT AROUND 3,500-4,000 BUILDING STARTS ON A GROUP LEVEL

Note: 1) Gross area light refers to gross area above ground. 2) Based on the latest assessment of the value of the building rights portfolio, carried out in Q3 2023, through partly external valuations, partly through internal valuations of discounted cash flows. 3) Source: Factset, February 2024.

Deep dive strategy Germany - Strong market position and robust performance over time







HIGHEST BRAND AWARENESS COUPLED WITH A STRONG POSITION IN LARGE AND GROWING REGIONS

CHARACTERISTICS

Sources: Initiativkreis Europäische Metropolregionen in Deutschland (IKM), Riwis. Notes: 1) Brand awareness according to Bonava's brand tracker. Survey question: "How familiar are you with the brand?" Weighted average of regional responses. 2) Land bank data including On-balance, Option agreements and Conditional agreements, as of 31 December 2023. Split by geography and type of home refers to gross area light. 3) Based on management estimates. 4) Swedish: Byggherrekostnader.

100%

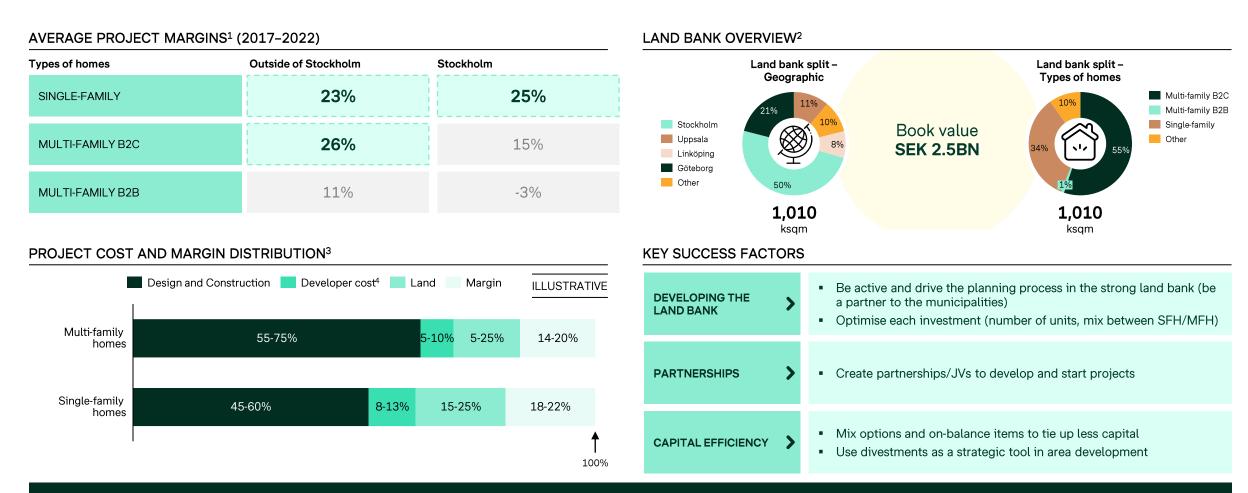
PUBLIC

capital characteristics

Deep dive strategy Sweden - Focus on high margin regions and products







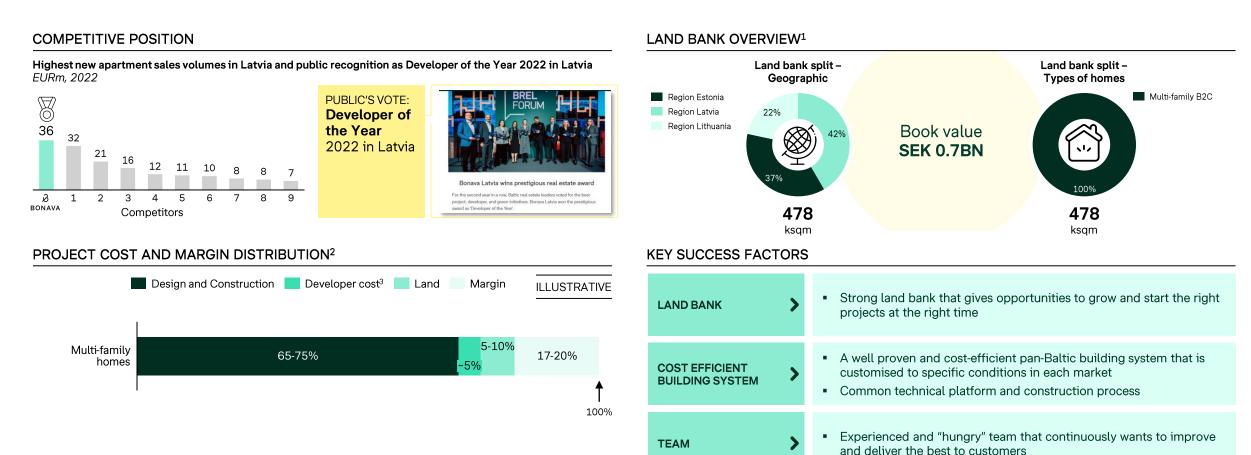
MULTI- AND SINGLE-FAMILY HOUSING OUTSIDE STOCKHOLM SHOW AVERAGE PROJECT MARGINS OF 23-26% IN 2017-2022

Sources: Company information. Notes: 1) Based on management accounts 2) Land bank data including On-balance, Option agreements and Conditional agreements, as of 31 December 2023. Split by geography and type of home refers to gross area light. 3) Based on management estimates. 4) Swedish: Byggherrekostnader.

Deep dive strategy Baltics - Rising market position and high growth potential







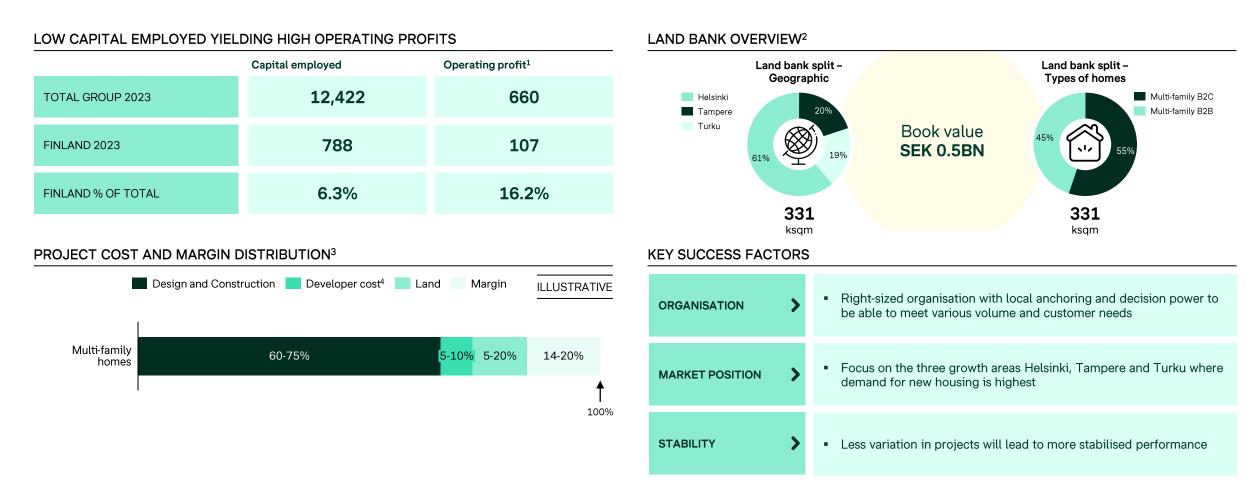
WELL ESTABLISHED DEVELOPER IN THE BALTICS WITH A PROMISING LAND BANK AND A COST-EFFICIENT BUILDING SYSTEM

Sources: Company information, Collier. Notes: 1) Land bank data including On-balance, Option agreements and Conditional agreements, as of 31 December 2023. Split by geography and type of home refers to gross area light. 2) Based on management estimates. 3) Swedish: Byggherrekostnader.

Deep dive strategy Finland – Current setup enable selective approach at low risk

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STRONG REGIONAL FOCUS ON GROWTH AREAS, SUPPORTED BY LAND BANK, AND RIGHT-SIZED ORGANISATION WITH LOCAL PRESENCE

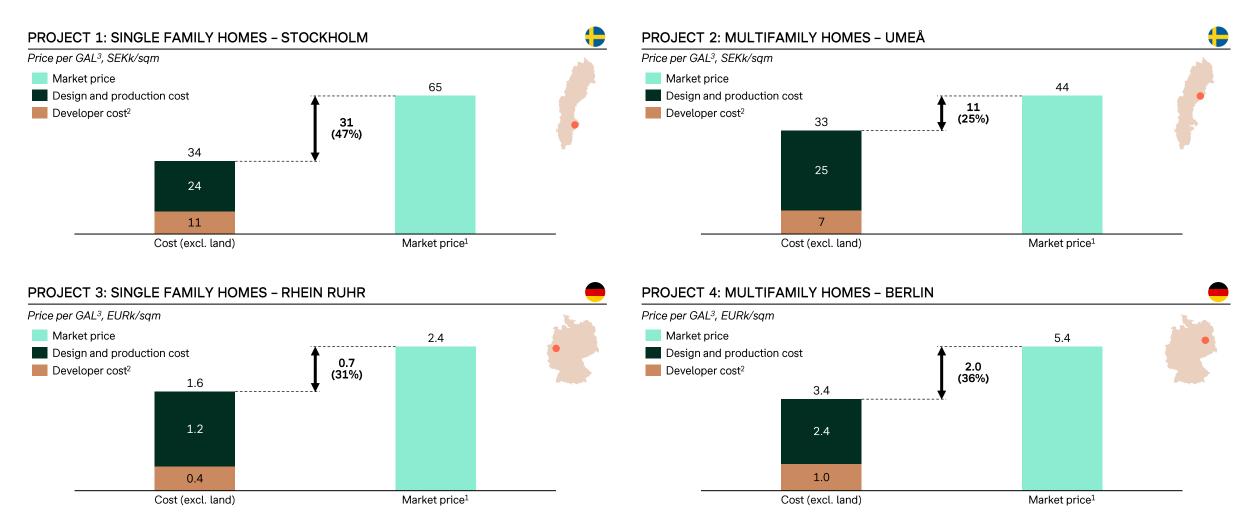
Sources: Company information. Notes: 1) Operating profit before items affecting comparability. 2) Land bank data including On-balance, Option agreements and Conditional agreements, as of 31 December 2023. Split by geography and type of home refers to gross area light, 3) Based on management estimates, 4) Swedish: Byggherrekostnader.

Production and developer cost still significantly below market selling price – Good profitability possible with right land cost

 $\begin{array}{c} 1 & 2 \rightarrow 3 & 4 & 5 \end{array}$

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Examples of ongoing or soon to be started projects

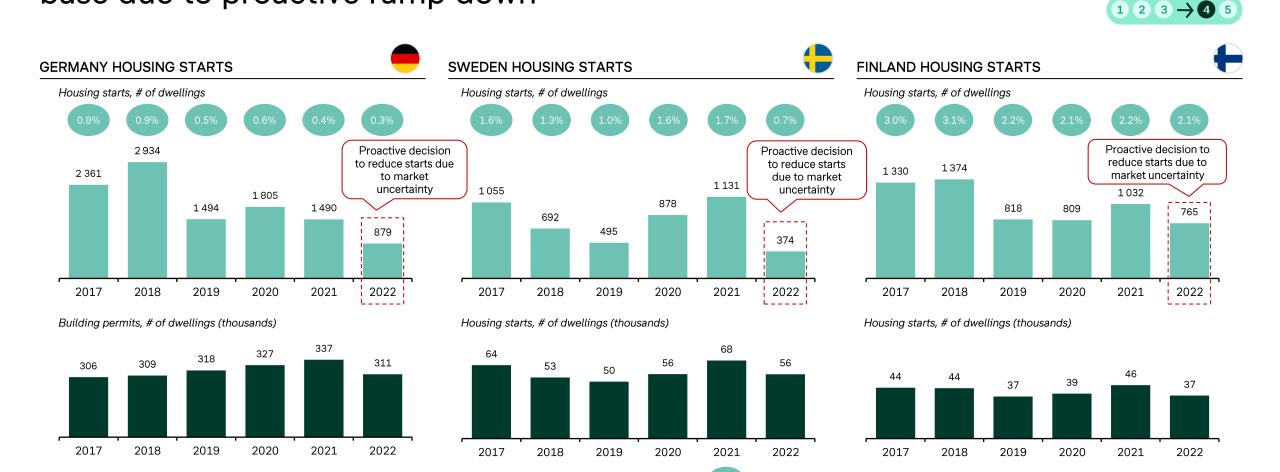


Sources: Company information. Notes: 1) Current price offered to the market (excluding VAT, including potential revenue from housing associations). 2) Swedish: Byggherrekostnader. 3) GAL = Gross Area Light, which refers to gross area above ground.

Bonava is positioned to outperform the market from a significantly lower base due to proactive ramp-down

B

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BONAVA PROACTIVELY DECREASED THE NUMBER OF STARTS IN 2022 DUE TO UNFAVOURABLE MARKET CONDITIONS, MAKING BONAVA MORE EQUIPPED FOR THE MARKET DOWNTURN

Country market starts¹

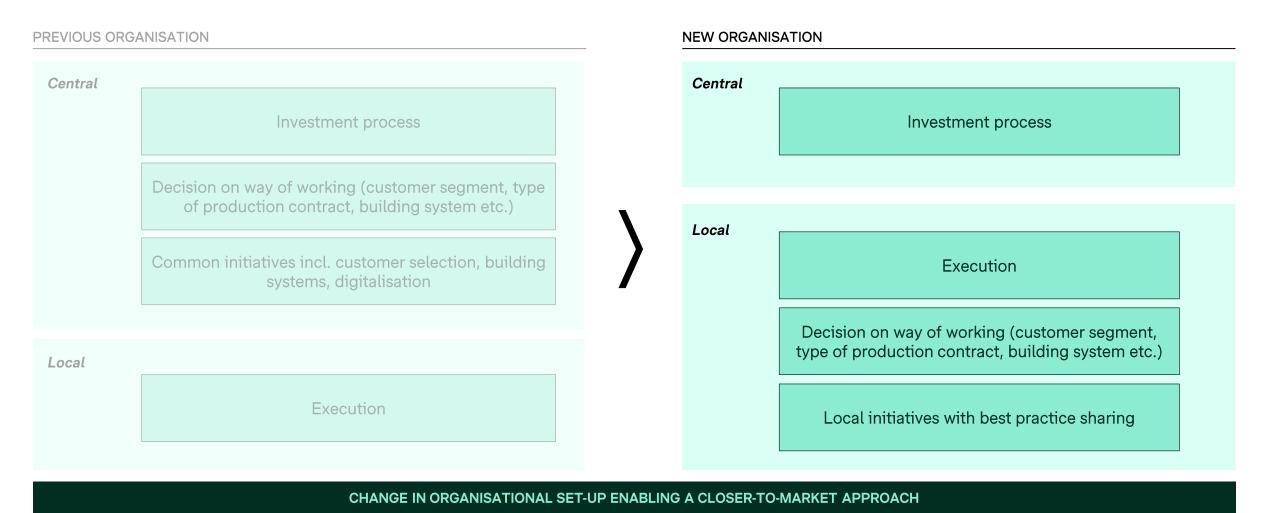
Bonava building starts

Bonava market share1

B

More flexible and decentralised organisation with investment decisions at top level but with local project management and execution





Experienced management team















PETER WALLIN

President and CEO Since Feb 2021

LARS INGMAN SABINE HELTERHOFF

BU President Germany Since Jan 2019

MICHAEL BJÖRKLUND

BU President Sweden and Baltics Since 2016 (Baltics), 2023 (SE)

RIKU PATOKOSKI

BU President Finland Since Mar 2021

ANNA WENNER

SVP Brand and Culture Since Jan 2022

HEDVIG WALLANDER

Head of Legal Since Jun 2016

Selected experience

- CFO and business area manager at Ratos
- 18 years of experience from leading roles within the Skanska Group, including Group CFO and line manager
- Experience as CFO from several listed company as John Mattson, Volati, Asker Healthcare Group and Cederroth

Interim CFO

Since January 2024

- General Counsel in Germany since 1999 and responsible for investor transactions in Germany since 2007
- 16 years of experience of the property sector in leading positions, including IKEA Real Estate Russia, Skanska International and NCC.
- A total of 19 years of experience in construction, residential and property development
- Executive Vice President of Hoivatilat
- Various senior positions at Peab and Skanska.
- A total of 20 years of experience from leading roles within the Skanska Group including HR, Communication and marketing
- Head of Media Relations at Skanska AB

- Head of Legal in Bonava Sweden 2016-2021
- Company lawyer at Peab

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 Lawyer at Mannheimer Swartling

Bonava has a strong position to outperform the market



Exposure to highgrowth regions

- Operating in highly populated and high-growth regions
- Structural shortage of housing based on undersupply and a need for modernisation of existing housing stock

Attractive land bank

- Diversified land bank valued at historically low levels¹
- Exposure to attractive regions which are both densely populated and exhibit high growth

Focus on improving margins

- Achieve higher average margin in projects and less margin variation through cost efficiency measures
- Focus on SFH and MFH B2C¹ in Sweden, which historically have yielded ~25% project margins

Cost efficiency

- Measures taken to streamline organisation and reduce cost base
- Recognise and retain key capabilities and transform part of fixed-cost based to variable
- Control over own building system, with a long and successful track-record in Germany and attractive opportunities in the Baltics

Market positioning

- Strong brand name as one of the leading developers in Germany and the Baltics with #1 brand awareness in Germany
- Local organisations attentive to regional needs and capabilities, with a long experience and proven track record
- Strong sustainability focus



Notes: 1) Implied valuation based on market value of equity in relation to book value of equity. 2) SFH=single-family homes, MFH=multi-family homes.

Updated financial targets

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Operating margin

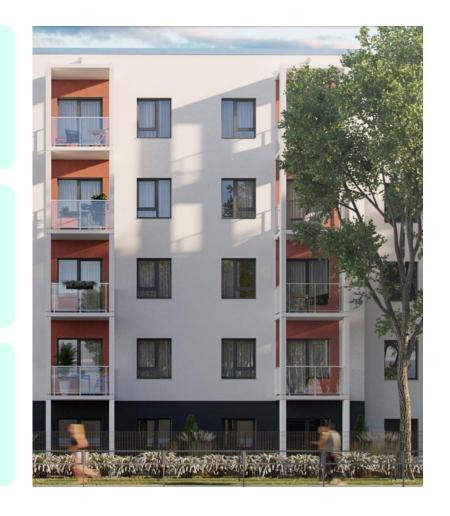
Bonava shall obtain an operating margin of at least 10 per cent by 2026

Return on equity

Bonava shall maintain a return on equity of at least 15 per cent over time

Dividend payout ratio

Bonava shall distribute 40 per cent of net profit over time¹



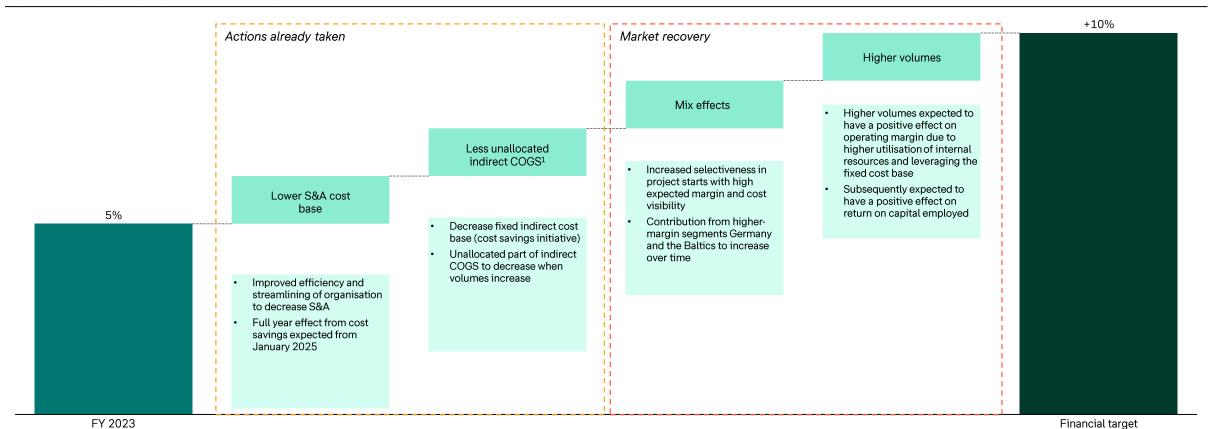
Note: 1) Dividends are not permitted for the duration of the new credit facility agreement.

Steps towards improving operating margin





HOW TO REACH +10% OPERATING MARGIN



IMPLEMENTED ACTIONS AND FOCUS ON CORE BUSINESS TOGETHER WITH MARKET RECOVERY SUPPORTS ACHIEVING A +10% OPERATING MARGIN

New financing package providing the company with necessary operational and financial flexibility



THE TRANSACTION CONSISTS OF THREE PARTS

STAKEHOLDERS

SHAREHOLDERS

KEY TERMS

- Equity issue of approx. SEK 1,020 million through a rights issue of
- The rights issue is fully underwritten through subscription undertakings by Nordstiernan and AP4 for their respective pro rata share of the rights issue and the remaining part is underwritten by Nordstjernan
- Rights issue to be completed in March 2024

BANKS



- Extension of the credit facilities to March 2027
- New credit facility agreement expected to be entered into during January 2024
- New financial covenants, incl. minimum liquidity and EBIT
- The total credit volume under the new agreement amounts to approx. SEK 4.5 billion - a decrease of approx. SEK 1.5bn

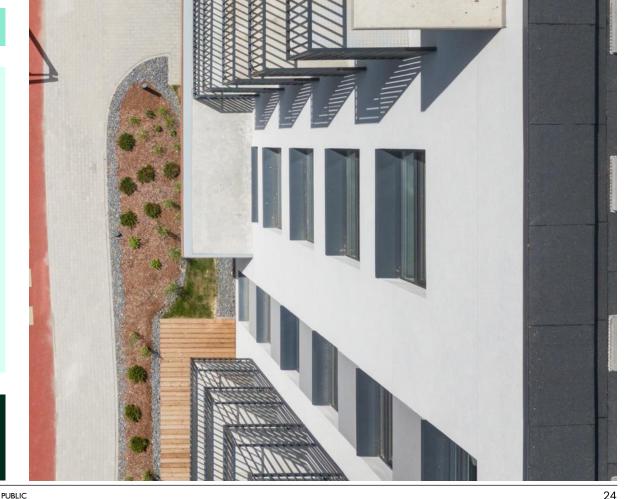
BONDHOLDERS



- Extension of maturity of SEK 1.200m bond to March 2027
- Coupon step-up by 150bps
- Redemption step-up by 100bps each 6 months after original maturity (repurchase premium of 600bps at maturity)
- Repayment of SEK 120m in March 2024 and SEK 120m in June 2024



✓ Approval achieved on January



STATUS

Fully underwritten rights issue, subject to approval at the Extra General Meeting

Signed agreement on February 1

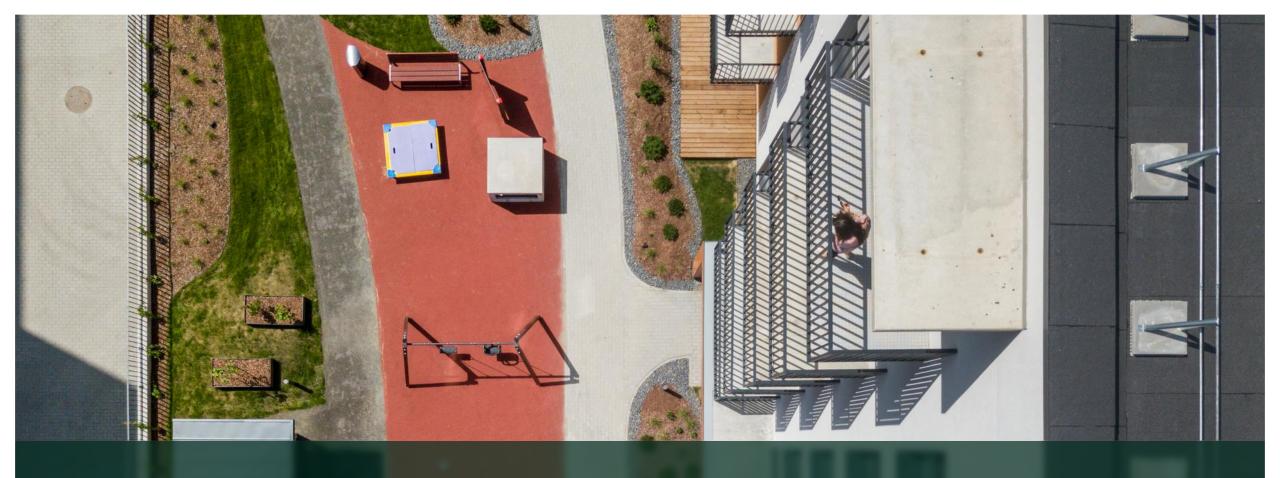
Rights issue - Indicative terms and timetable

KEY TERMS

Issuer	Bonava AB (publ) ("Bonava" or the "Company")
Rights ratio	Anyone who is registered as a shareholder of Bonava on the record date will receive one (1) subscription right for each held Class A share and Class B share, respectively, in the Company One (1) subscription right of Class A share entitles to subscription of two (2) new Class A shares One (1) subscription right of Class B share entitles to subscription of two (2) new Class B shares
Subscription price	SEK 4.90 per Class A share and Class B share, respectively
Offering size	Approx. SEK 1,050m / 214,380,934 shares (22,139,706 new Class A shares and 192,241,228 new Class B shares)
Shares outstanding pre-issue	108,435,822 shares (11,069,853 Class A shares and 97,365,969 Class B shares)
Use of proceeds	The net proceeds from the Rights Issue will be used to strengthen the Company's financial position by reducing the Company's net debt, providing access to long-term financing. The Rights Issue, together with the new credit facility agreement and the extension of the outstanding bond loan, is expected to provide Bonava with the necessary financial capacity and operational conditions to manage the varying challenges in the different markets where Bonava operates, while establishing a lower financial risk profile in the Company
Subscription undertakings and guarantee commitment	Bonava's largest shareholders, Nordstjernan Aktiebolag ("Nordstjernan") and the Fourth Swedish National Pension Fund ("AP4"), have undertaken to subscribe for their respective pro rata shares of the Rights Issue, representing a total of approximately 34.1 percent of the Rights Issue. In addition to its subscription commitment, Nordstjernan has entered into an underwriting commitment regarding the remaining part of the Rights Issue. Thus, the Rights Issue is covered in full by subscription and underwriting commitments

TIMETABLE

Extraordinary General Meeting	7 February 2024			
Last day for trading in the Company's shares including the right to receive subscription rights	7 February 2024			
First day of trading in the Company's shares without the right to receive subscription rights	8 February 2024			
Publication of the prospectus	9 February 2024			
Record date for the right to receive subscription rights in the Rights Issue	9 February 2024			
Trading of subscription rights on Nasdaq Stockholm	13 February 2024 – 22 February 2024			
Subscription period	13 February 2024 - 27 February 2024			
Trading in paid subscription shares on Nasdaq Stockholm (Sw. Betalda tecknade aktier)	13 February 2024 - 5 March 2024			
Announcement of final outcome of the Rights Issue	29 February 2024			



Appendix

BONAVA

Detailed overview of Bonava's building rights portfolio (per Q3 2023)

	On balance				Conditional agreement			Option agreement				
-			Book value				Expected purchase price				Expected purchase price	
	Number of units ¹	GAL ² (k sqm)	SEKm	SEK/sqm	Number of units ¹	GAL ² (k sqm)	SEKm	SEK/sqm	Number of units ¹	GAL ² (k sqm)	SEKm	SEK/sqm
_												
Germany	=			0.054	4.000	4.05						
Multi-Family	5,300	549	3,321	6,051	1,000	105	469	4,480	-	-	-	-
Single-Family	2,200	411	1,330	3,237	800	173	318	1,836	-	-	-	-
Other	-	-	-	<u> </u>	-	-	-		-	-		
Total	7,500	960	4,651	4,846	1,800	278	786	2,831	-	-	-	-
Sweden												
Multi-Family	3,600	293	1,434	4,889	1,200	99	826	8,346	1,000	87	n.a.	
Single-Family	2,000	266	757	2,585	600	74	173	2,340	< 50	3	n.a.	-
Other	400	98	109	1,108	< 50	2	1	500	-	-	-	-
Total	6,000	658	2,300	3,497	1,800	175	1,000	5,717	1,000	90	n.a.	-
Baltics												
Multi-Family	4,200	280	503	1,797	1,000	66	169	2,559	1,700	121	317	2,624
Single-Family	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	
Total	4,200	280	503	1,797	1,000	66	169	2,559	1,700	121	317	2,624
Finland												
Multi-Family	1,300	126	486	3,855	1,400	113	747	6,606	900	76	325	4,265
Single-Family	-	-	-	· <u>-</u>	· -	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-
Adjustment: write-down	-	-	-84	-	-	-	-	-	-	-	-	
Total	1,300	126	402	3,189	1,400	113	747	6,606	900	76	325	4,265
Total	19,000	2,024	7,856	3,882	6,000	632	2,702	4,277	3,600	287	642	2,237