

January–March 2024

Peter Wallin, CEO and Lars Ingman, CFO

24 April 2024

Improved sales to consumers

Market highlights Q1

- Number of sold units to consumer gradually increasing
- Continued improvement in the market with most positive signs in Sweden
- Investor market still more challenging



Significantly reduced net debt

Q1 figures in brief

- Low volume of recognised units
- Underlying gross margin of 10.2 per cent (8.6)
- Indirect and S&A expenses down 21 per cent net compared to Q1 last year
- Net debt significantly reduced SEK 4.3 Bn (8.1)
- All conditions in financing package fulfilled



Examples of neighbourhoods started in the quarter



Forest Gate – Vilnius, Baltics
101 housing units for consumers



Wohnen am Ritterschlag – Berlin, Germany
6 single-family houses for consumers



Pikaliiva Kaarmaja – Tallinn, Baltics
81 housing units for consumers

All Bonava's housing starts are presented on bonava.com/en/investor-relations/housing-starts

Projects to be started



Uppsala, Sweden, Seminarieriet

In the centre of Uppsala Bonava is planning to build a neighbourhood of 113 units. The project is located in a historical environment called Seminarieparken. Sales start will be on 28 April.



Düsseldorf, Germany, Paulshöfe

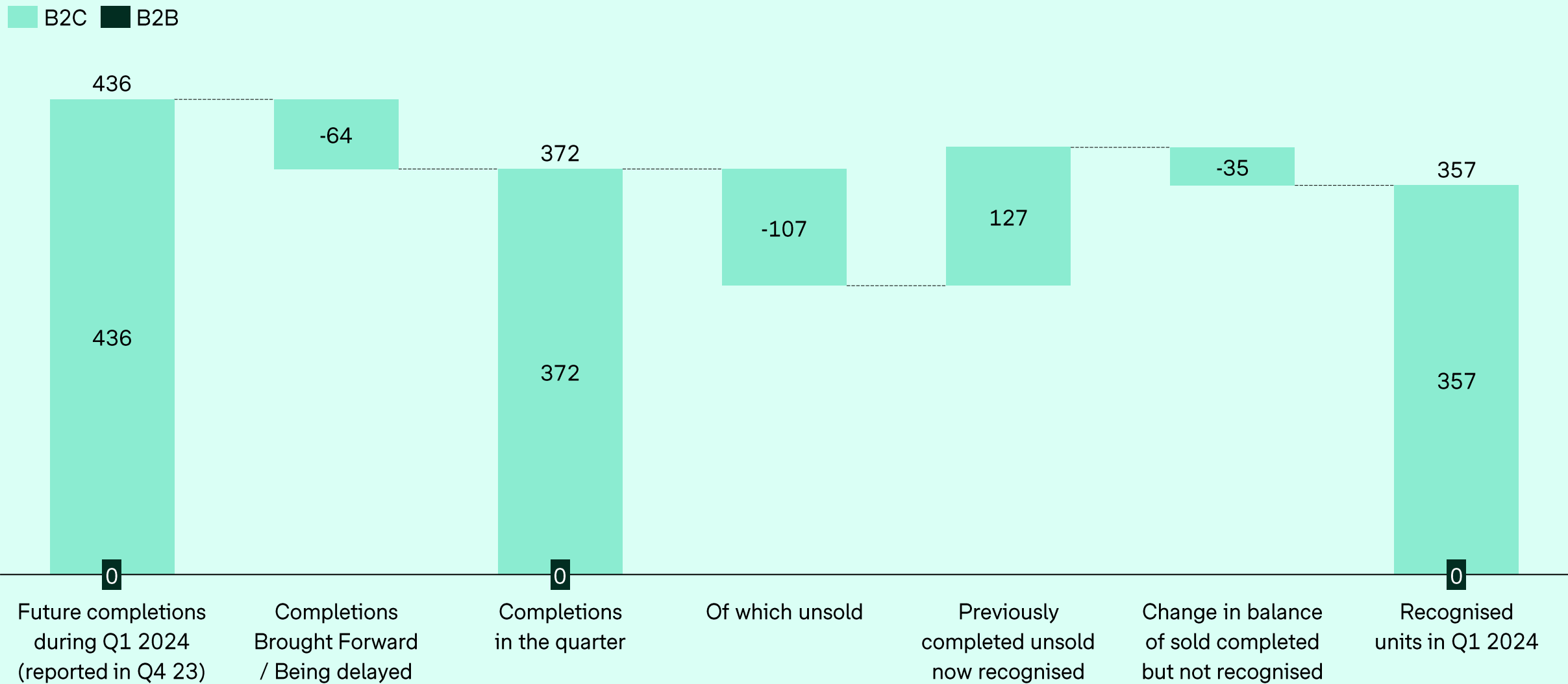
In Düsseldorf Bonava is planning to build a neighbourhood of 550 units. The energy-efficient housing units will feature rooftop solar panels and greenery.

Financial development

Lars Ingman, CFO

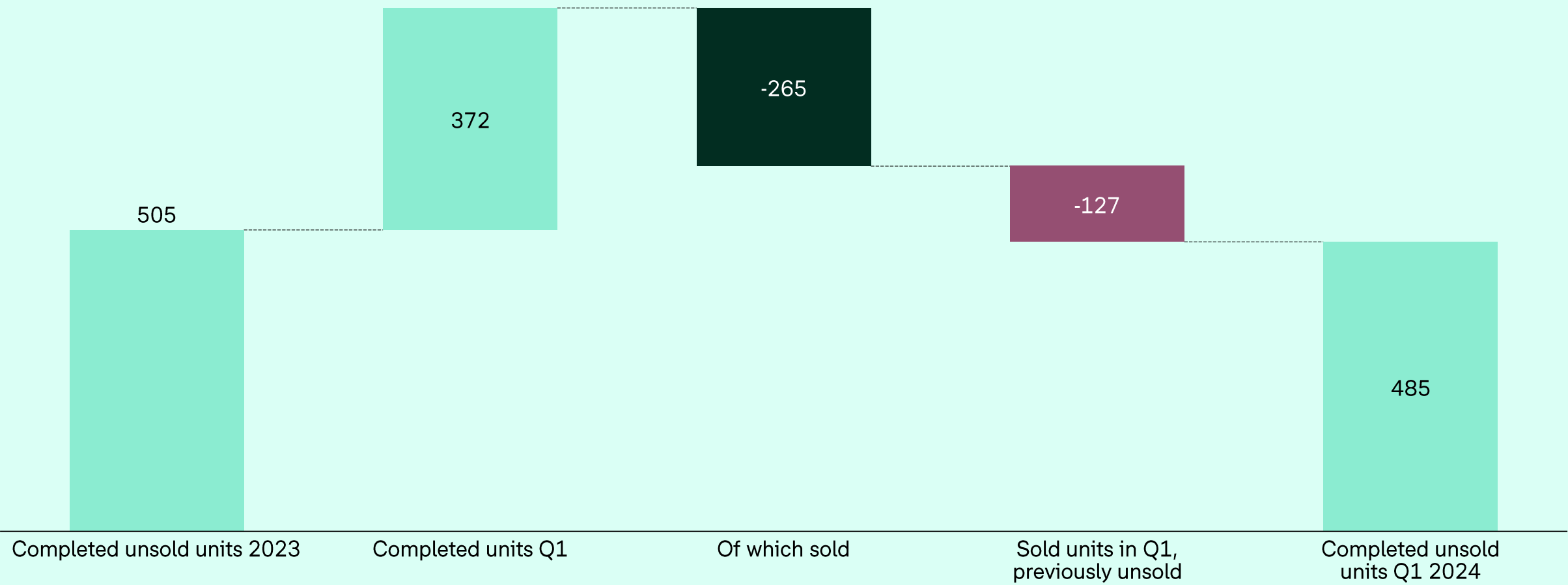
64 units shifted to later quarters

Recognised units bridge



Good development in selling completed units

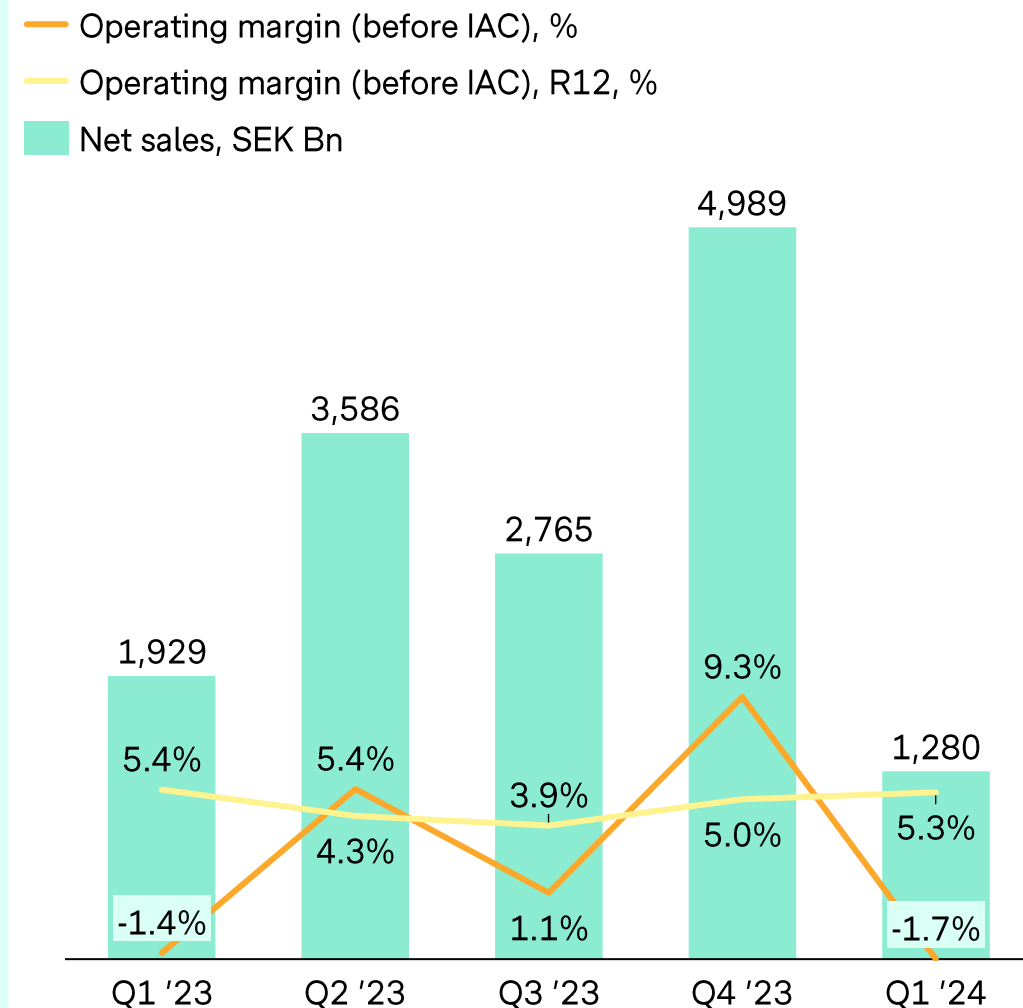
Completed unsold units bridge



Bonava Group

Indirect and S&A decreasing according to plan

SEK M	2024 Q1	2023 Q1	R12	2023 FY
Continuing operations				
Net sales	1,280	1,929	12,620	13,269
Underlying gross profit	131	167	1,525	1,562
<i>Underlying gross margin, %</i>	<i>10.2</i>	<i>8.6</i>	<i>12.1</i>	<i>11.8</i>
Gross profit	133	170	1,384	1,421
<i>Gross margin, %</i>	<i>10.4</i>	<i>8.8</i>	<i>11.0</i>	<i>10.7</i>
Selling & admin expense	-156	-197	-719	-760
Operating profit (before IAC)	-22	-28	666	660
<i>Operating margin, %</i>	<i>-1.7</i>	<i>-1.4</i>	<i>5.3</i>	<i>5.0</i>
IAC			-1,279	-1,279
Operating profit (after IAC)	-22	-28	-614	-619
Net financial items	-111	-93	-536	-518
Profit/loss before tax	-133	-121	-1,150	-1,137



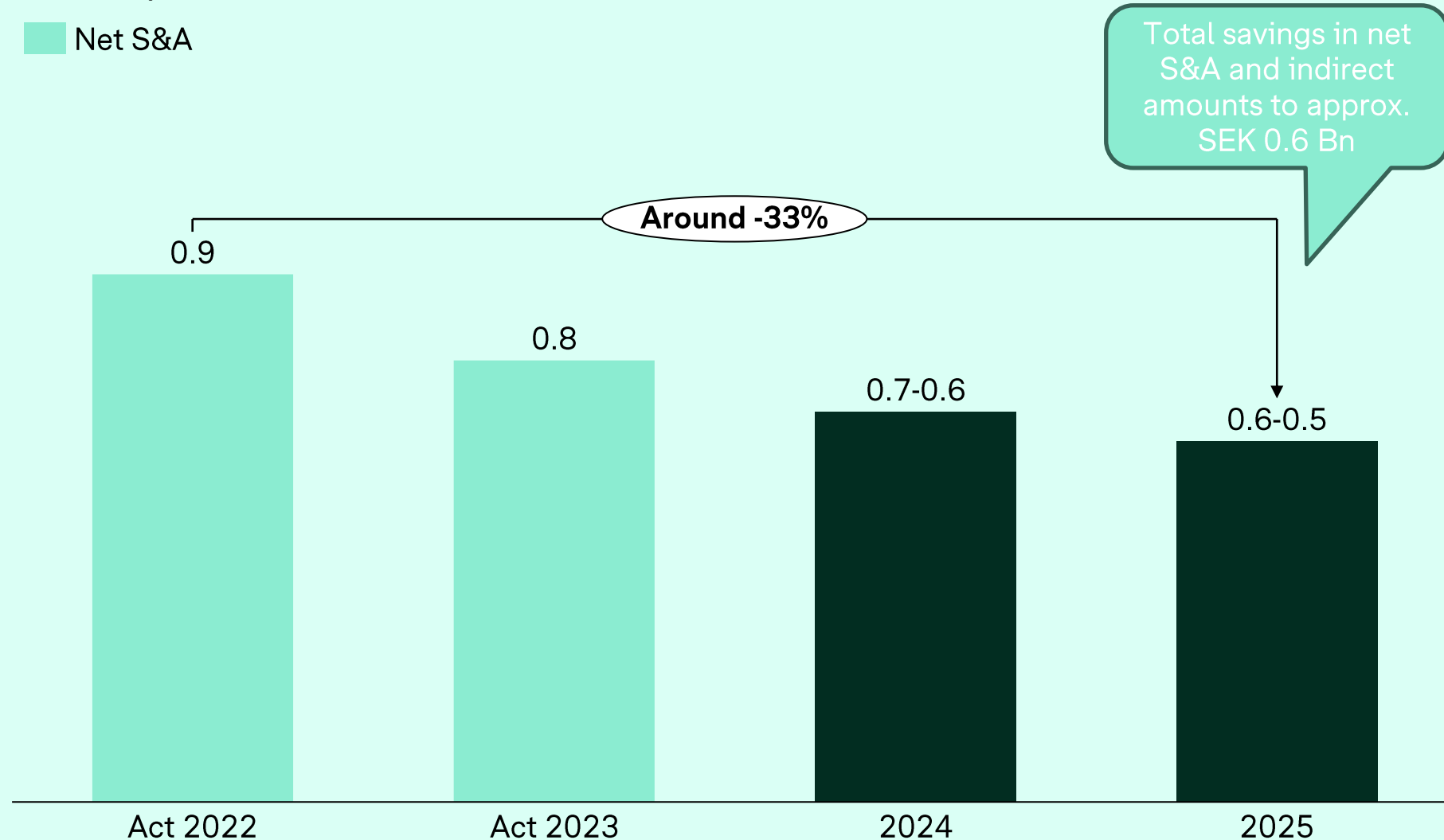
Operating profit and margin, before IAC

	SEK M				%			
	24'Q1	23'Q1	R12	2023	24'Q1	23'Q1	R12	2023
Germany	48	10	666	628	5.1	1.4	8.9	8.6
Sweden	-19	45	13	77	neg	7.6	0.6	2.9
Finland	-27	-32	112	107	neg	neg	5.4	4.2
Baltics	8	10	66	68	6.2	7.5	8.6	8.9
Other	-32	-60	-191	-219	neg	neg	neg	neg
Total	-22	-28	666	660	-1,7	-1,4	5.3	5.0



Continued implementation of restructuring measures

Net S&A, SEK Bn



- Net S&A and indirect decrease 21 per cent compared to Q1 LY
- Restructuring in SE and FI has been implemented since the beginning of 2024
- Savings in Germany will gradually come from 2024, full effect 2025

Germany

SHARE OF NET SALES (R12)
60%  2023: 55%

Highlights

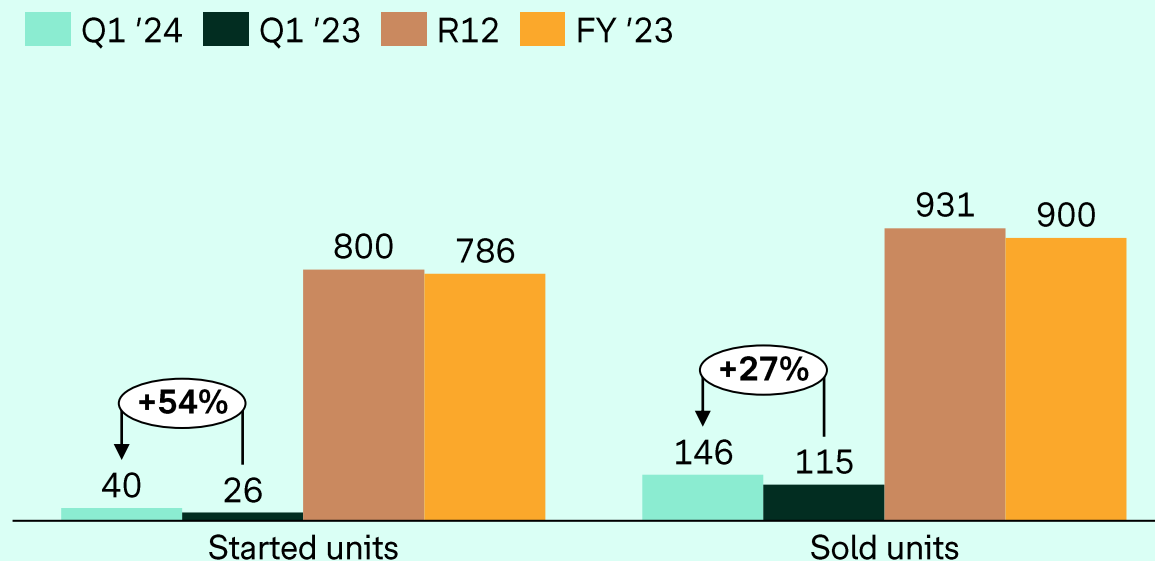
- Increase in started units to consumer. Sold units to consumer up 27 per cent compared to last year
- Net sales higher due to more units for consumers recognised
- Improved operating margin with lower S&A



SEK M	2024 Q1	2023 Q1	R12	2023 FY
Net sales	941	711	7,512	7,283
Gross profit	108	79	946	917
Gross margin, %	11.4	11.1	12.6	12.6
Selling & admin expense	-60	-69	-280	-289
Operating profit (before IAC*)	48	10	666	628
Operating margin (before IAC), %	5.1	1.4	8.9	8.6
Recognised units	187	167	1,530	1,510

*IAC totalled SEK -879 M for rolling 12 months and full-year 2023. No IAC in Q1 2024.

Sold and started units



Sweden

SHARE OF NET SALES (R12)
18%  2023: 20%

Highlights

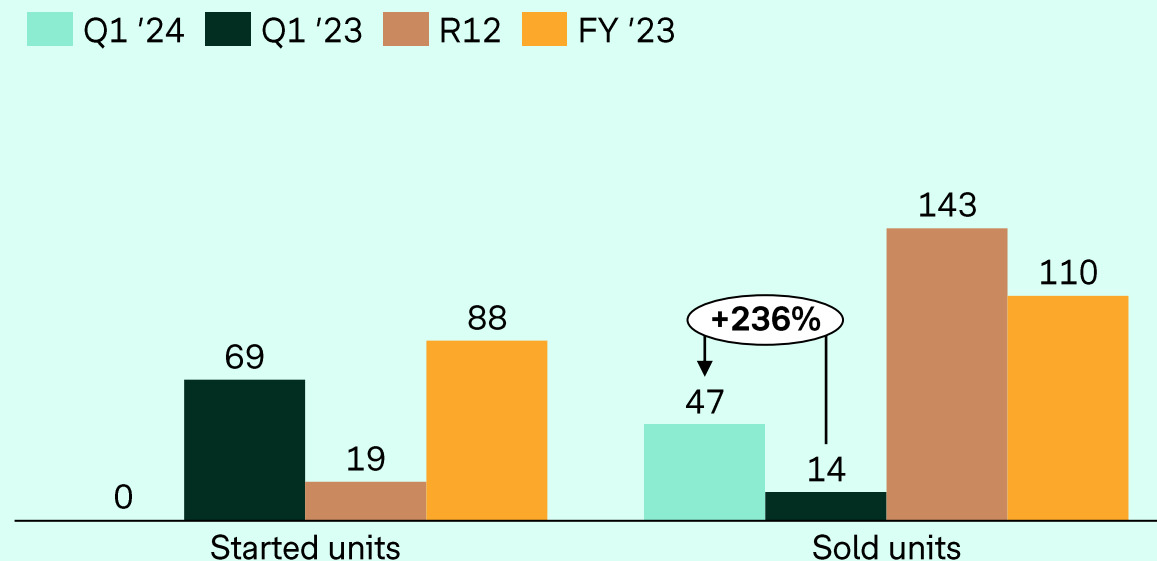
- Higher volume of sold units to consumers
- Lower net sales due to less recognised units
- S&A expenses decreasing
- Low volume of ongoing production



SEK M	2024 Q1	2023 Q1	R12	2023 FY
Net sales	160	590	2,254	2,685
Gross profit	10	82	152	225
<i>Gross margin, %</i>	<i>6.0</i>	<i>14.0</i>	<i>6.8</i>	<i>8.4</i>
Selling & admin expense	-29	-38	-139	-148
Operating profit (before IAC*)	-19	45	13	77
<i>Operating margin (before IAC), %</i>	<i>-12.0</i>	<i>7.6</i>	<i>0.6</i>	<i>2.9</i>
Recognised units	53	132	808	887

*IAC totalled SEK -303 M for rolling 12 months and full-year 2023. No IAC in Q1 2024.

Sold and started units



Finland

SHARE OF NET SALES (R12)
17%  2023: 19%

Highlights

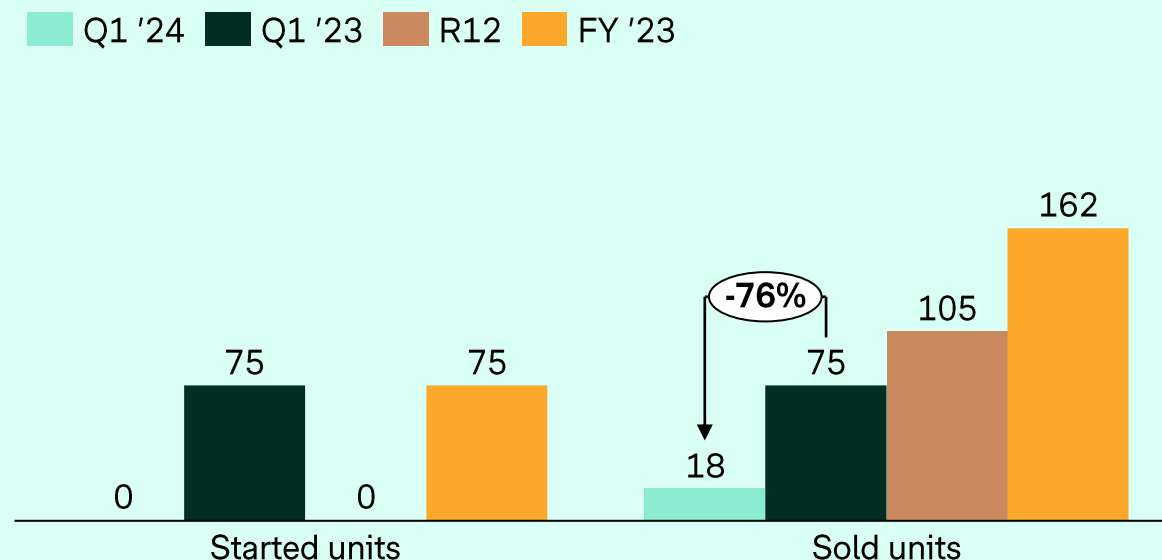
- Sold units to consumer increasing. Last year 75 B2B sales
- Gross margin in recognised units approx. 19 per cent but other gross profit items impact margin negative
- Low volume of ongoing production



SEK M	2024 Q1	2023 Q1	R12	2023 FY
Net sales	43	490	2,084	2,531
Gross profit	-4	-6	194	192
Gross margin, %	-8.5	-1.2	9.3	7.6
Selling & admin expense	-24	-26	-82	-85
Operating profit (before IAC*)	-27	-32	112	107
Operating margin (before IAC), %	-63.7	-6.5	5.4	4.2
Recognised units	18	212	857	1,051

*IAC totalled SEK -90 for rolling 12 months and full-year 2023. No IAC in Q1 2024.

Sold and started units



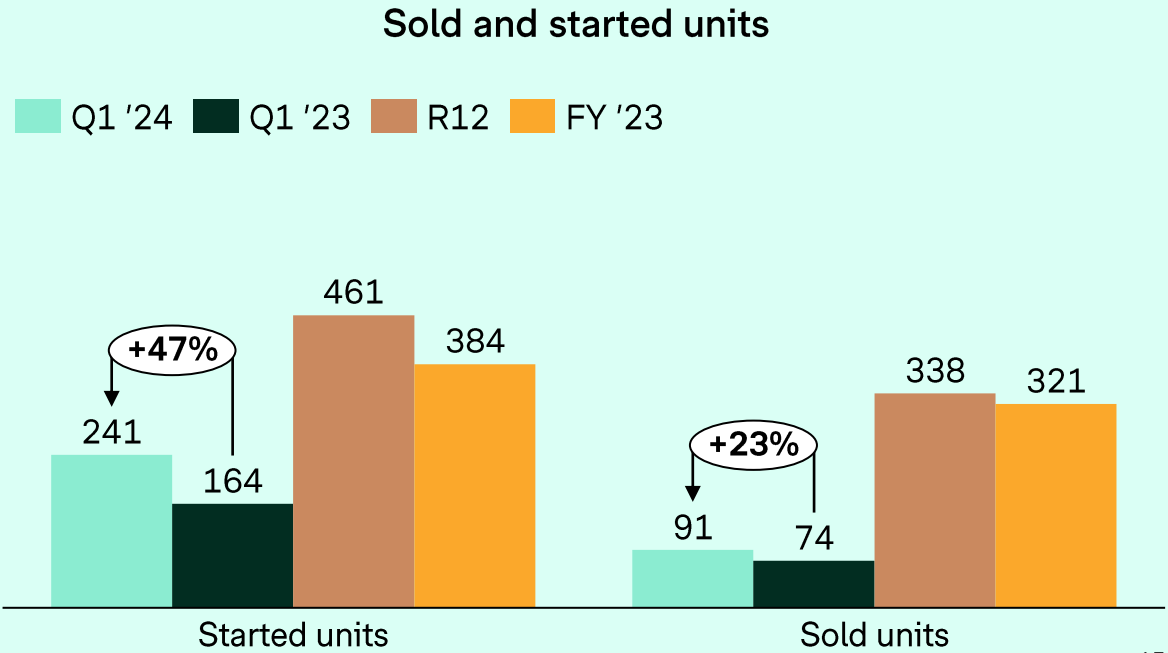
Highlights

- Increase in both started and sold units to consumers
- Gross margin lower than previous year due mix in recognised units
- Good progress in occupancy rate in B2M projects

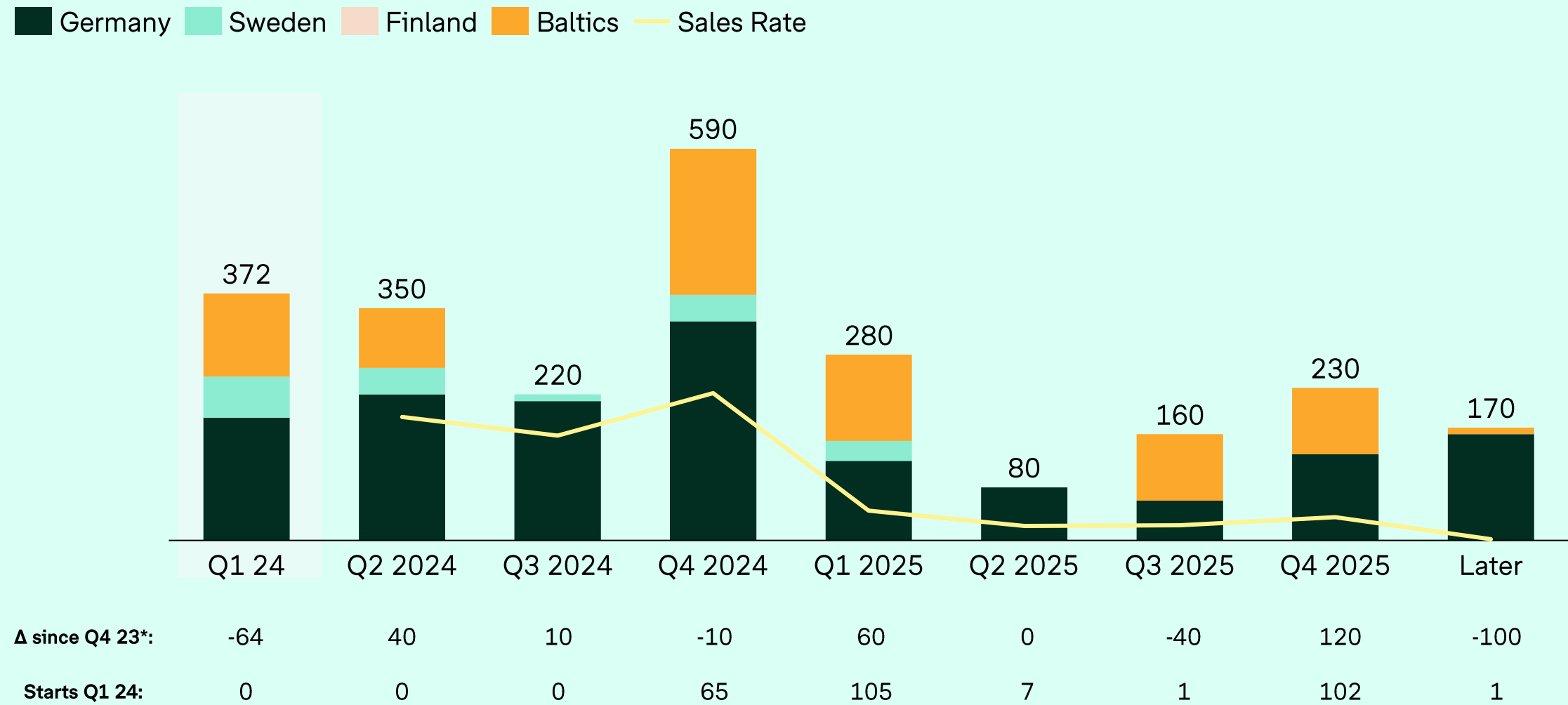


SEK M	2024 Q1	2023 Q1	R12	2023 FY
Net sales	136	137	768	770
Gross profit	20	22	113	116
Gross margin, %	14.4	16.1	14.7	15.0
Selling & admin expense	-11	-12	-47	-48
Operating profit *	8	10	66	68
Operating margin, %	6.2	7.5	8.6	8.9
Recognised units	99	92	528	521

*No IAC have been reported in 2023 or 2024.

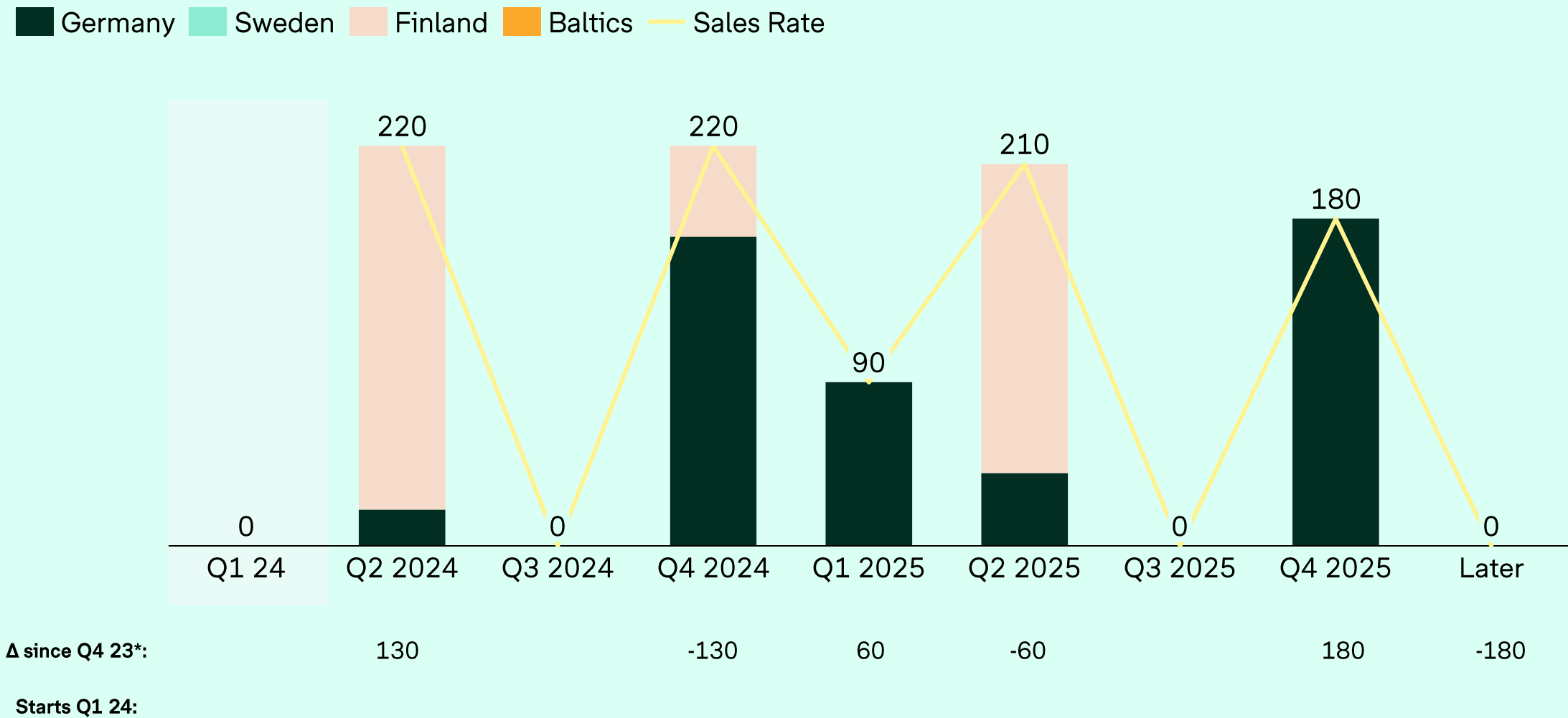


Consumers - expected completions and sales rate



*The numbers under the chart clarify the changes that have occurred during the quarter.

Investors - expected completions and sales rate

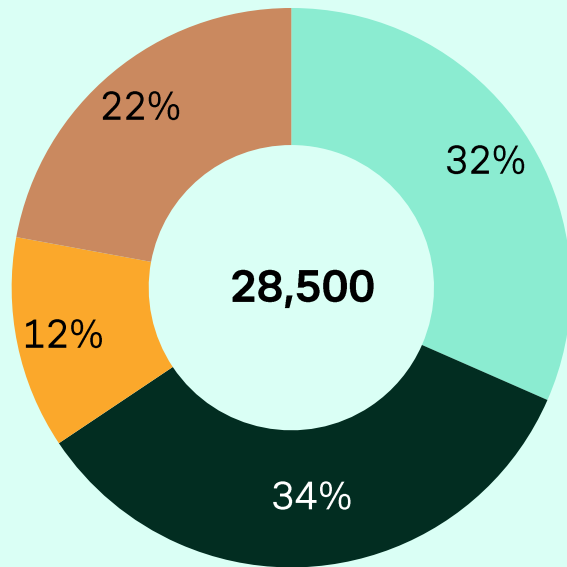


*The numbers under the chart clarify the changes that have occurred during the quarter.

Good foundation to start projects

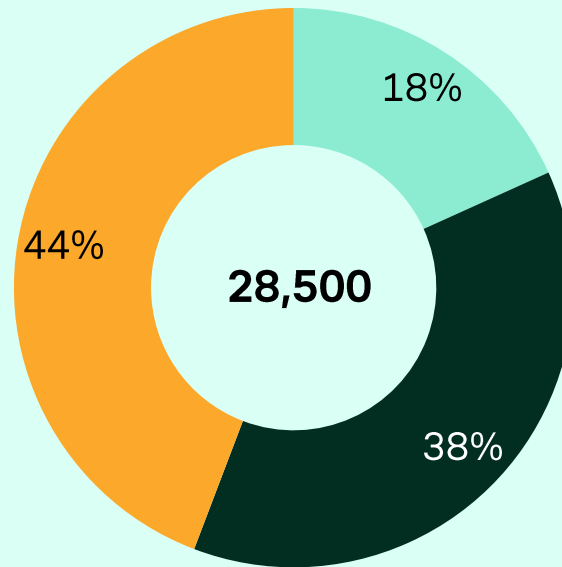
No building rights, #

Distribution between BU's



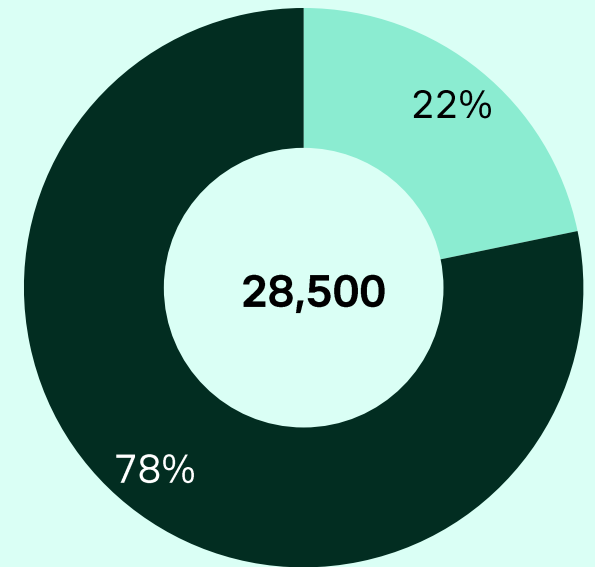
Germany
Sweden
Finland
Batics

Potential start period



24-25
26-28
Later or divestment

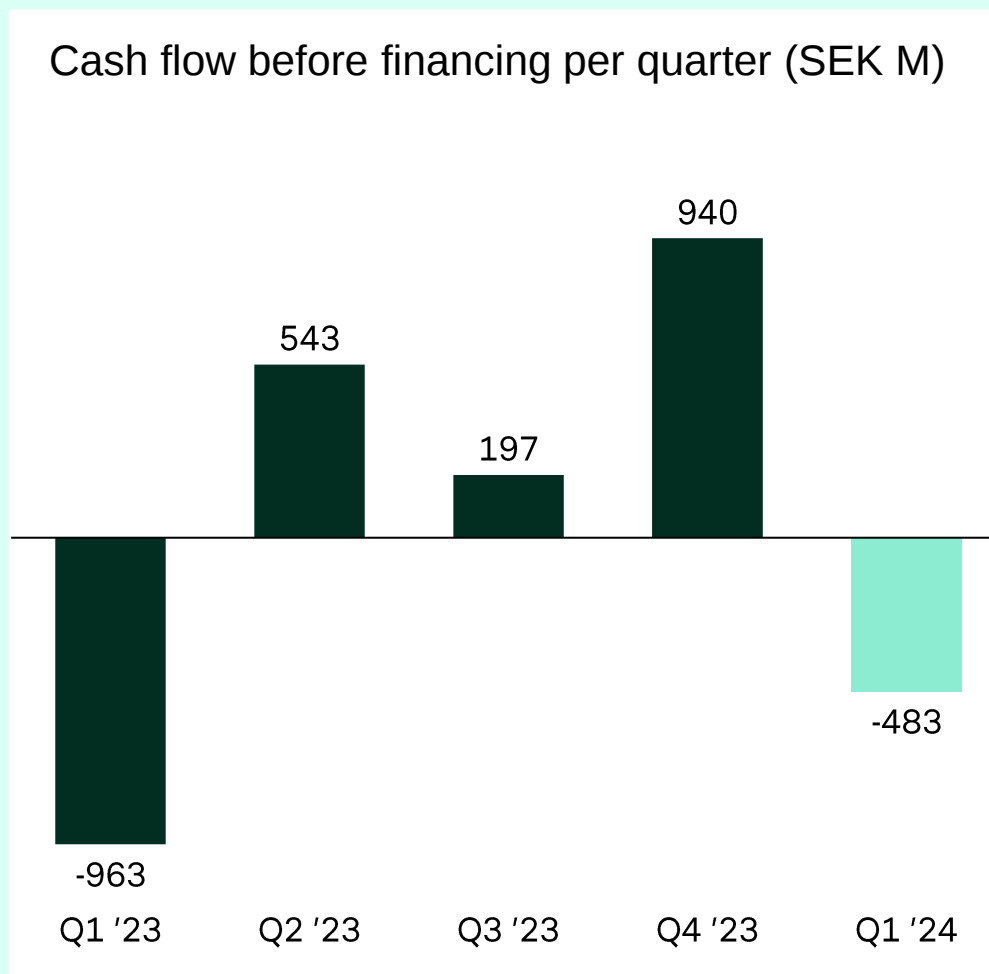
Customer segment



B2B
B2C

Strong focus on cash flow

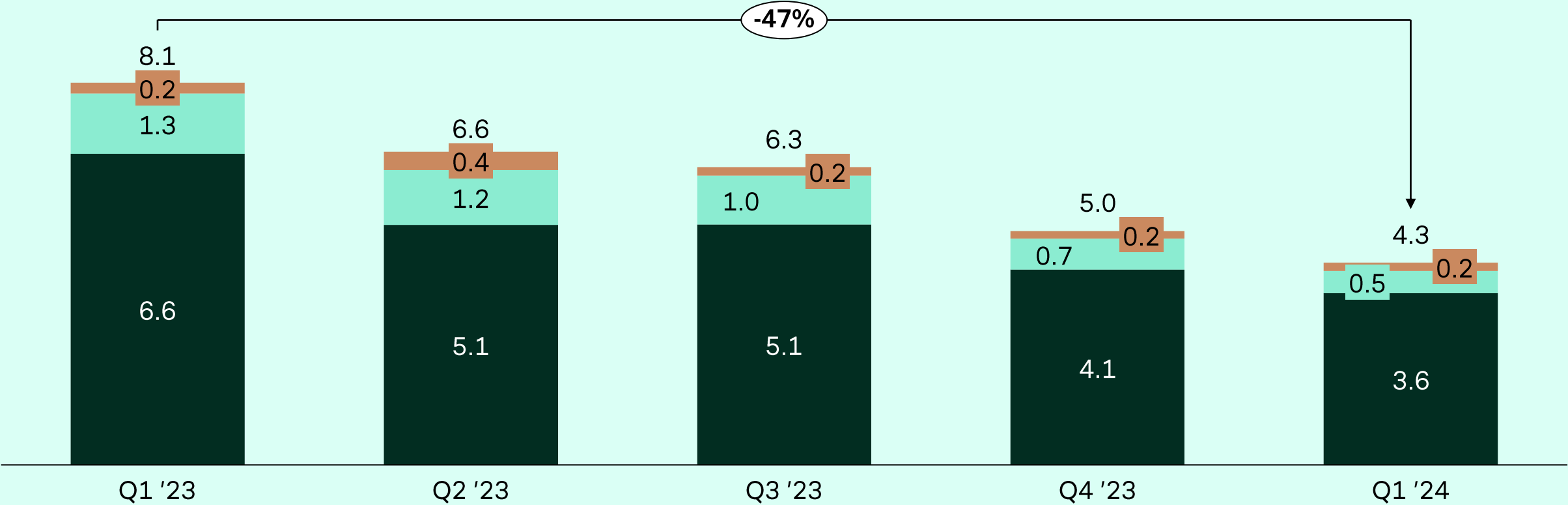
SEK M	2024 Q1	2023 Q1	R12	2023 FY
Cash flow before changes in working capital	-574	-115	-230	229
Divestments of housing projects	1,068	2,192	10,169	11,293
Investments in housing projects	-893	-2,850	-6,142	-8,099
Other changes in working capital	-86	-129	-3,717	-3,760
Cash flow from operating activities	-485	-902	80	-338
Sale of group companies	-	-	1,239	1,239
Other investing activities	1	-61	-123	-185
Cash flow before financing	-483	-963	1,196	716



Net debt decreases further, equity issue in Q1 has impacted positively

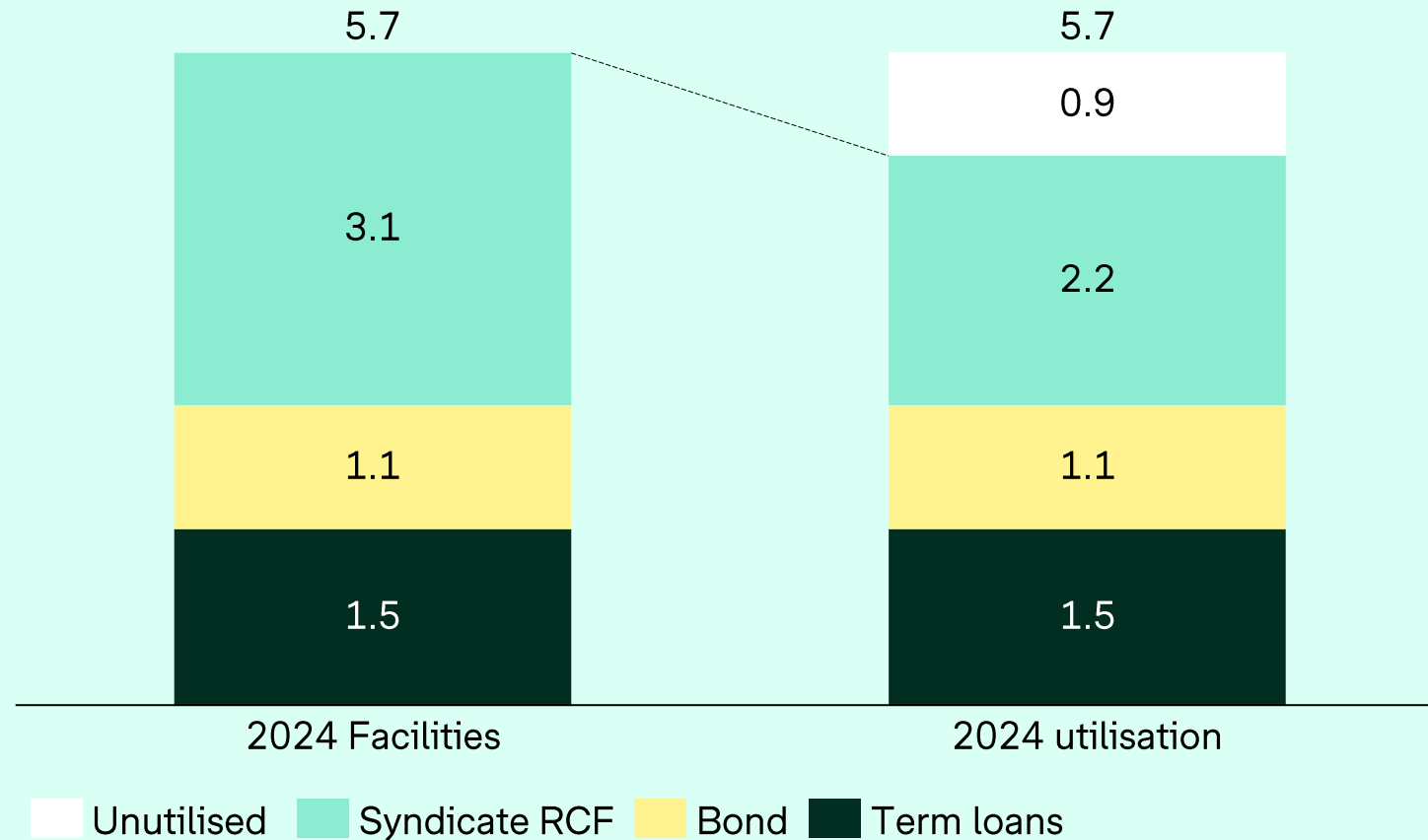
Net debt (SEK Bn)

- Net debt in tenant-owner associations/housing companies
- Other net debt
- Leasing



All conditions in financing package fulfilled in March

Financing facilities per Q1 2024 (SEK Bn)



- Unutilised facilities of SEK 0.9 Bn
- All conditions in financing package fulfilled
- Bond, RCF and loans prolonged until March 2027
- Amortisation on bond of SEK 120 M made in March
- Covenants fulfilled as of 31 March

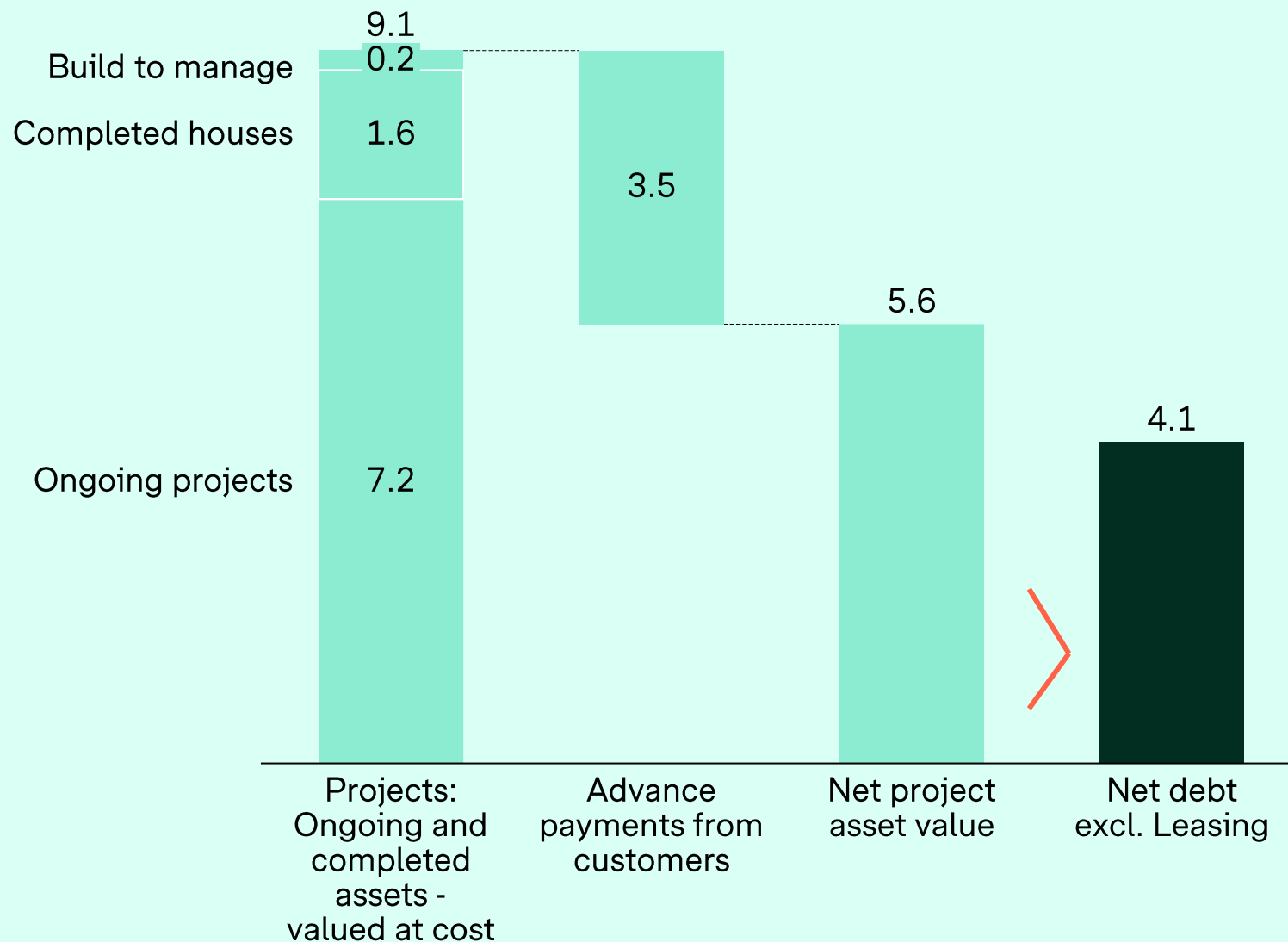
Well above targets set in new financial framework from 2024

**Net project
assets $\geq$ net debt
excl. leasing**

1.4x

**Equity to asset
ratio > 30%**

38.7%



Summary

Focus on starting new projects

Summary

- Q1 according to plan
- Market is gradually improving but it will take time
- Lower net debt and improved balance sheet
- Strong foundation to start profitable projects



Q&A


BONAVA