January–June 2024

Peter Wallin, CEO and Lars Ingman, CFO

19 July 2024

Demand continues to improve but normalisation will take time

Market highlights Q2

- Continued improvement in demand – Sweden shows clear improvement and early signs of improvement in Germany
- Investor market more challenging than the consumer segment - first investor deal for the year made in Germany during July
- Focus on sales and gradually increasing production starts

Increase in production starts and lower net debt

Q2 figures in brief

- Net sales of SEK 2.3 Bn (3.6)
- Stable result in Germany
- Cost reductions according to plan but under-absorption of OPEX (S&A and indirect costs) impacts result
- R12 Operating EBIT margin of 4.5 per cent (4.3)
- Strong cash flow reducing net debt significantly yoy, SEK 3.8 Bn (6.6) and compared to Q1 (4.3)

Examples of neighbourhoods started in the quarter

Seminariet – Uppsala, Sweden
66 housing units for consumers

Römerquartier – Langen, Germany
50 housing units for consumers

Dreiliņi Trend 10 – Riga, Baltics
58 housing units for consumers

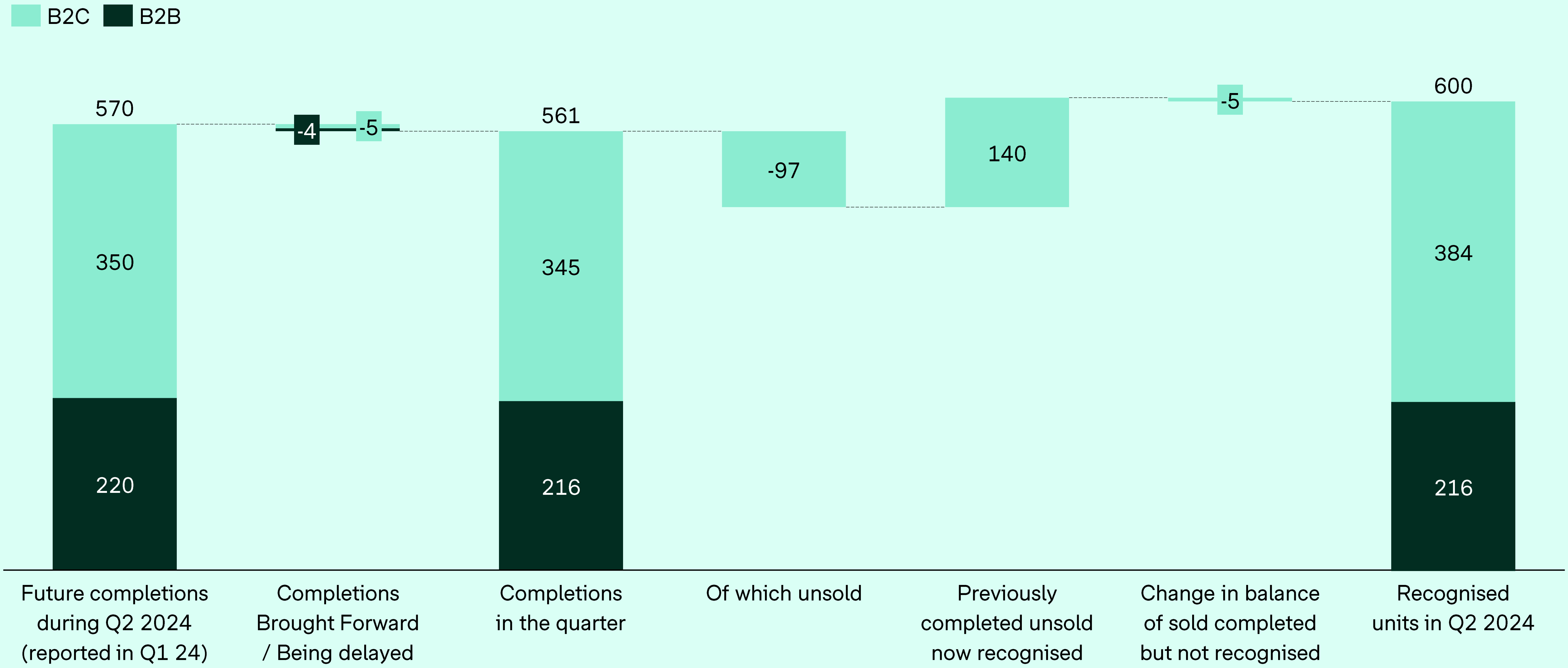
All Bonava's housing starts are presented on bonava.com/en/investor-relations/housing-starts

Financial development

Lars Ingman, CFO

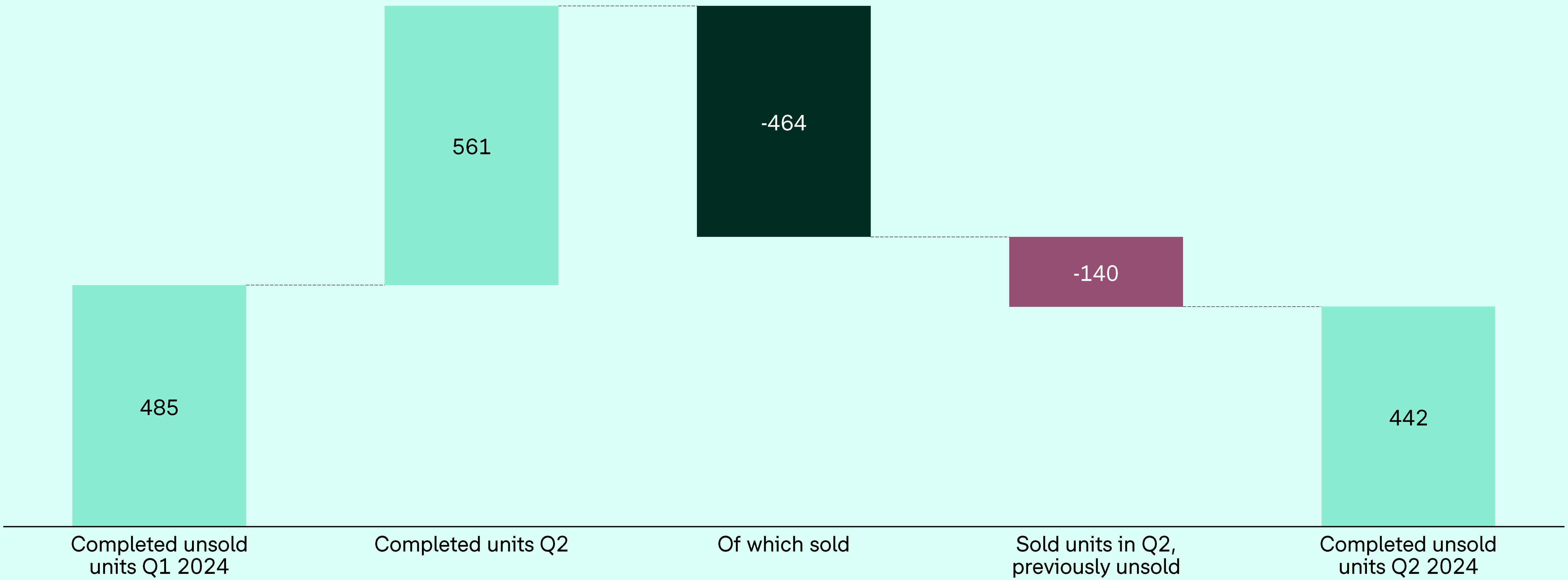
Continuing to sell completed unsold

Recognised units bridge,



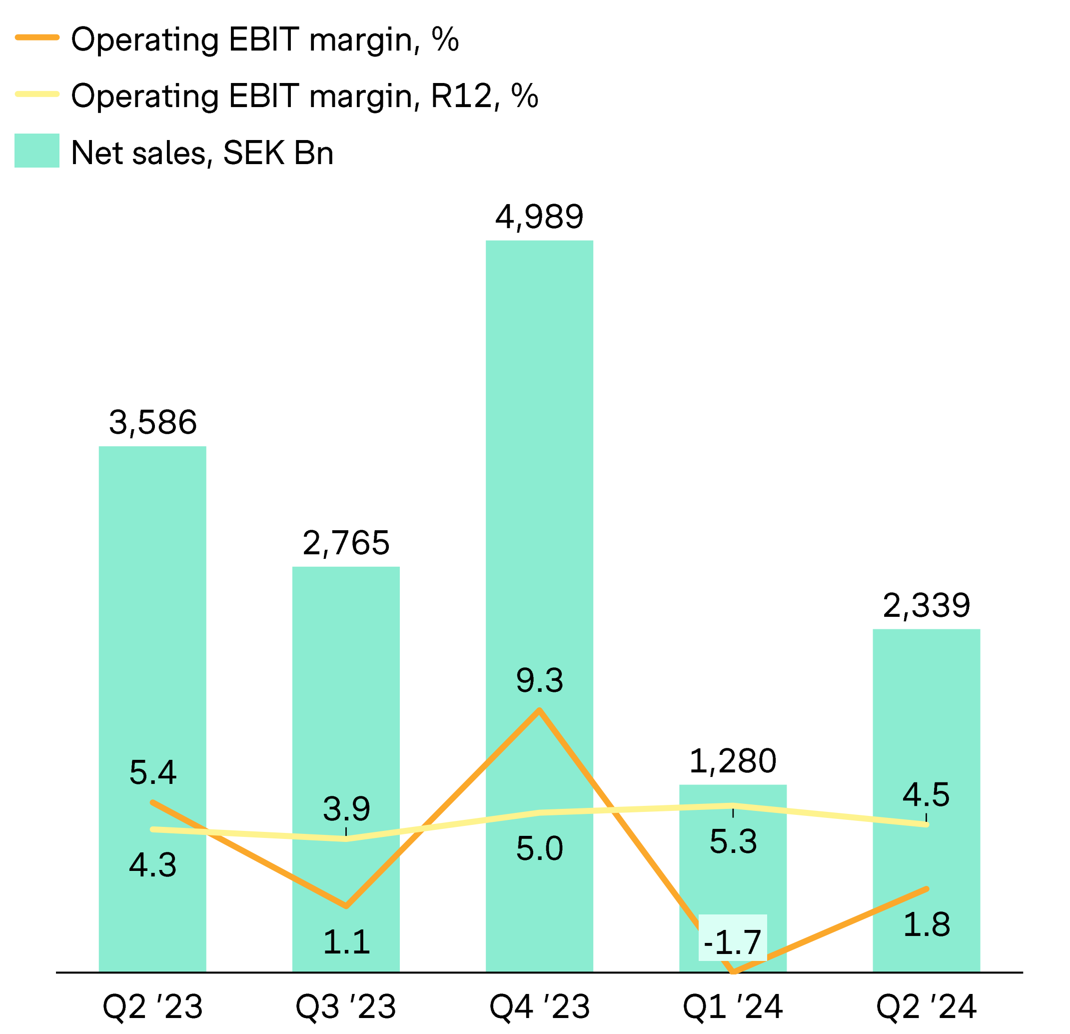
Good development in selling completed units

Completed unsold units bridge,



Bonava Group
Margin affected by selective price adjustments and under-absorption of OPEX

SEK M	2024 Q2	2023 Q2	R12	2023 FY
Net sales	2,339	3,586	11,373	13,269
Operating gross profit	**209**	**374**	**1,220**	**1,421**
Operating gross margin, %	*8.9*	*10.4*	*10.7*	*10.7*
Selling & admin expense	-166	-179	-706	-760
Operating EBIT	**43**	**195**	**514**	**660**
Operating EBIT margin, %	*1.8*	*5.4*	*4.5*	*5.0*
Operating adjustments *	-28		-28	
IAC			-1,279	-1,279
EBIT	**15**	**195**	**-794**	**-619**
Net financial items	-158	-148	-546	-518
Profit/loss before tax	**-143**	**47**	**-1,340**	**-1,137**

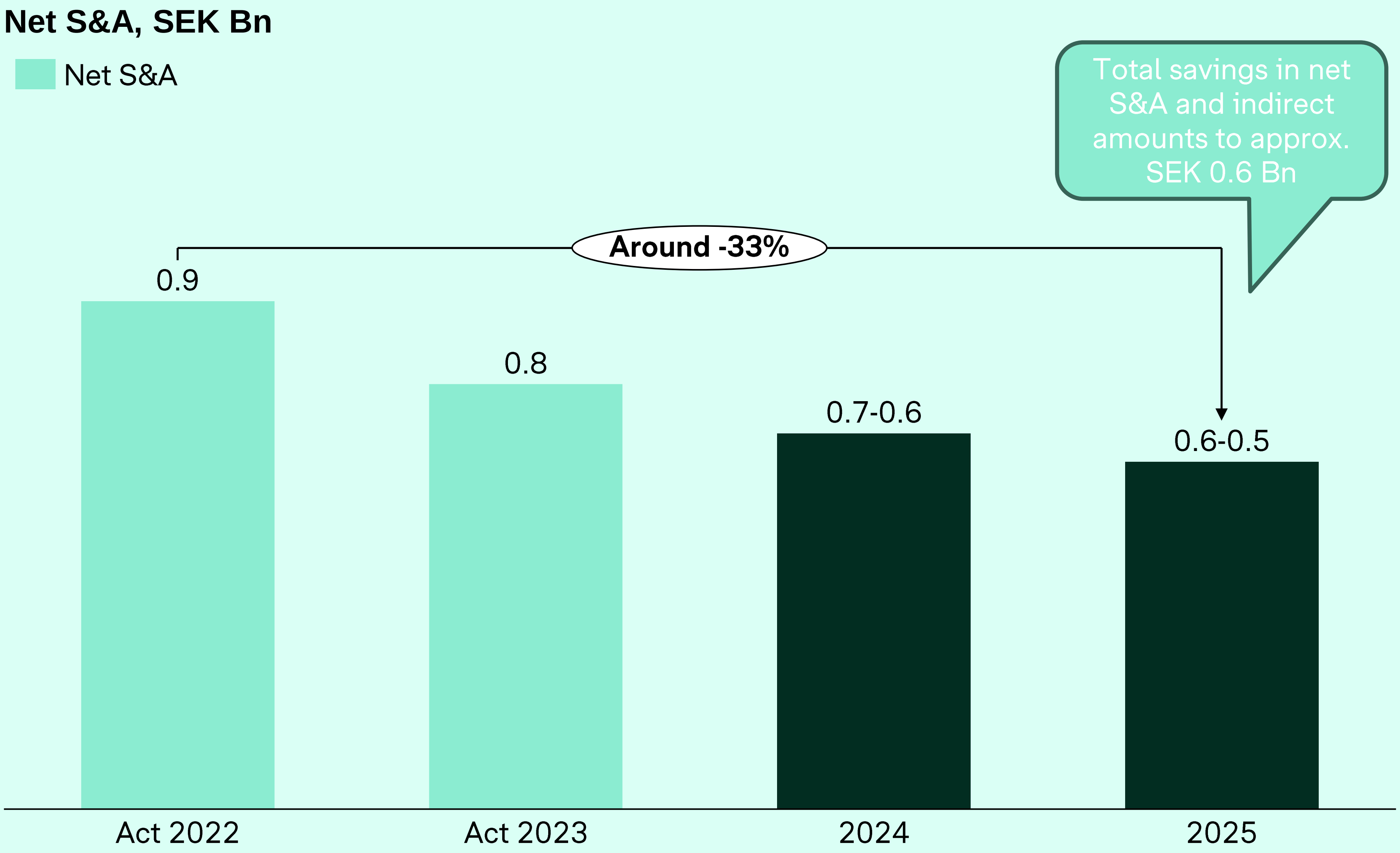


* Impairment of land in Sweden.

Operating EBIT and operating EBIT margin

	SEK M				%			
	24'Q2	**23'Q2**	**R12**	**2023**	**24'Q2**	**23'Q2**	**R12**	**2023**
Germany	**71**	75	662	628	**5.2**	4.9	9.0	8.6
Sweden	**-16**	58	-61	77	**neg**	6.2	neg	2.9
Finland	**23**	97	38	107	**4.6**	10.5	2.3	4.2
Baltics	**1**	14	53	68	**0.9**	7.5	7.7	8.9
Other	**-36**	-49	-177	-219	**neg**	neg	neg	neg
Total	**43**	195	514	660	**1.8**	5.4	4.5	5.0

Continued implementation of restructuring measures



- Gross S&A and indirect decrease 24 per cent on an annual basis
- Under-absorption of OPEX until starts is ramped-up to normalised level
- Restructuring in SE and FI implemented since the beginning of 2024
- Savings in Germany will be realized gradually 2024, full effect from 1 Jan 2025

Germany

SHARE OF NET SALES (R12)

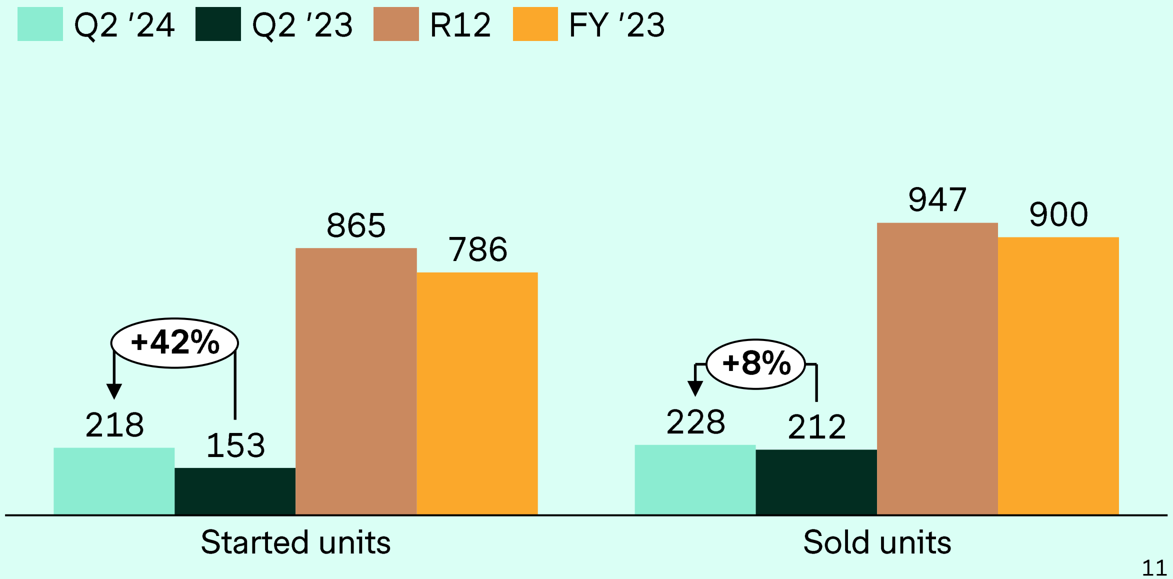
65% 2023: 55%

Highlights

- Increase in started and sold units to consumer. Started units are up 42 per cent compared to last year
- Increased operational gross margin
- Gradually realising cost savings
- First investor deal this year made in July

SEK M	2024 Q2	2023 Q2	R12	2023 FY
Net sales	1,366	1,536	7,342	7,283
Operating gross profit	**134**	**140**	**940**	**917**
Operating gross margin, %	*9.8*	*9.1*	*12.8*	*12.6*
Selling & admin expense	-63	-65	-278	-289
Operating EBIT	**71**	**75**	**662**	**628**
Operating EBIT margin, %	*5.2*	*4.9*	*9.0*	*8.6*
Recognised units	246	309	1,467	1,510

Sold and started units



Sweden

SHARE OF NET SALES (R12)

15% 2023: 20%

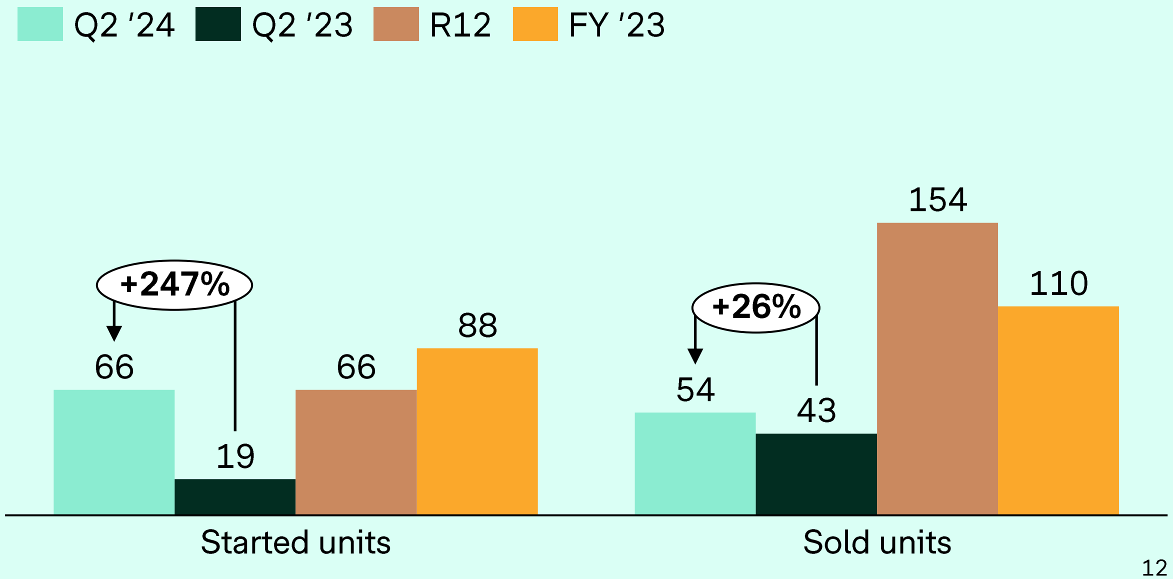
Highlights

- Increase in sold units but from low levels
- Net sales decrease due to low number of recognised units
- S&A decreasing according to plan

Project: Seminariet, Uppsala

SEK M	2024 Q2	2023 Q2	R12	2023 FY
Net sales	369	947	1,676	2,685
Operating gross profit	**16**	**94**	**74**	**225**
Operating gross margin, %	*4.3*	*10.0*	*4.4*	*8.4*
Selling & admin expense	-32	-36	-135	-148
Operating EBIT	**-16**	**58**	**-61**	**77**
Operating EBIT margin, %	*-4.3*	*6.2*	*-3.6*	*2.9*
Recognised units	61	376	493	887

Sold and started units



Finland

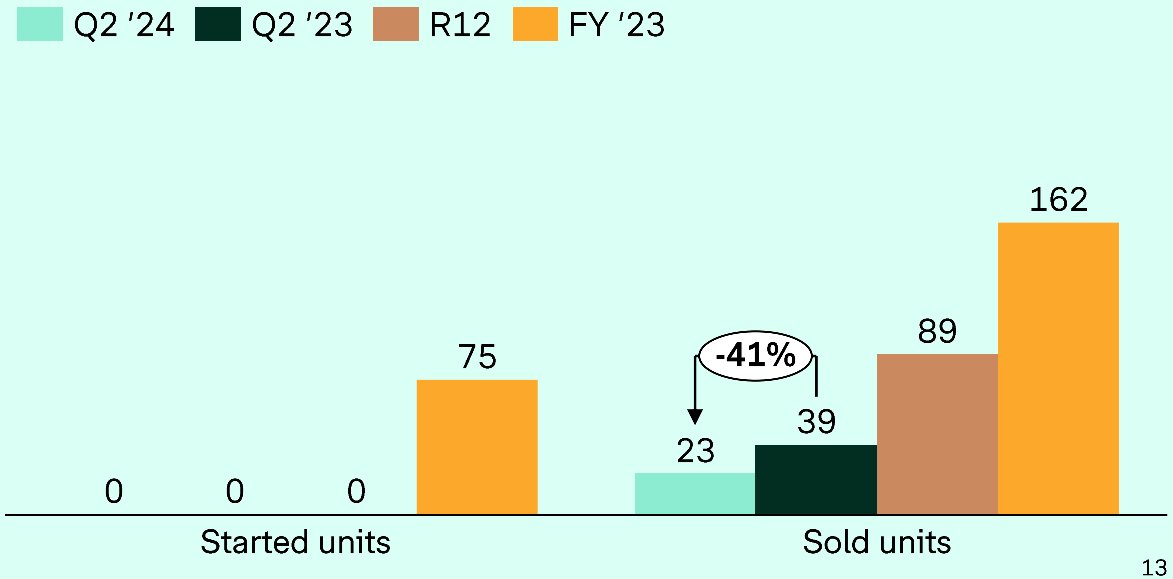
SHARE OF NET SALES (R12)
14% 2023: 19%

Highlights

- Two investor projects recognised
- Solid project margin of 16 per cent
- No ongoing production to consumers

SEK M	2024 Q2	2023 Q2	R12	2023 FY
Net sales	496	915	1,664	2,531
Operating gross profit	**47**	**115**	**126**	**192**
Operating gross margin, %	*9.6*	*12.6*	*7.6*	*7.6*
Selling & admin expense	-25	-19	-88	-85
Operating EBIT	**23**	**97**	**38**	**107**
Operating EBIT margin, %	*4.6*	*10.5*	*2.3*	*4.2*
Recognised units	220	383	694	1,051

Sold and started units



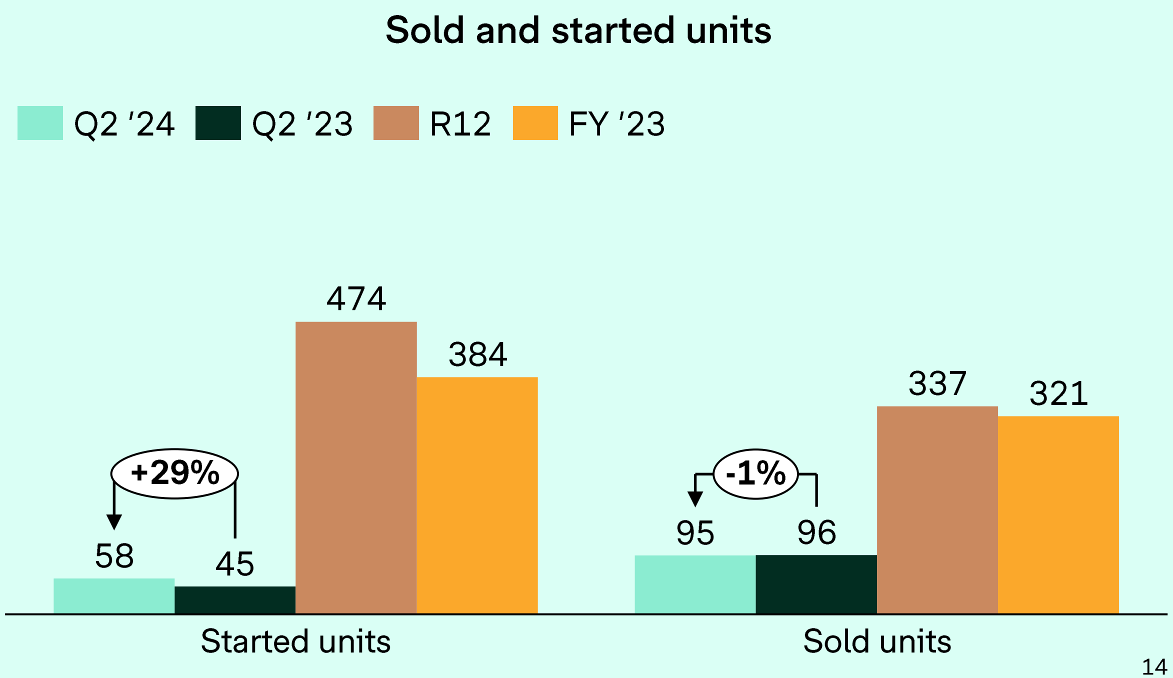
Baltics

SHARE OF NET SALES (R12)
6% 2023: 6%

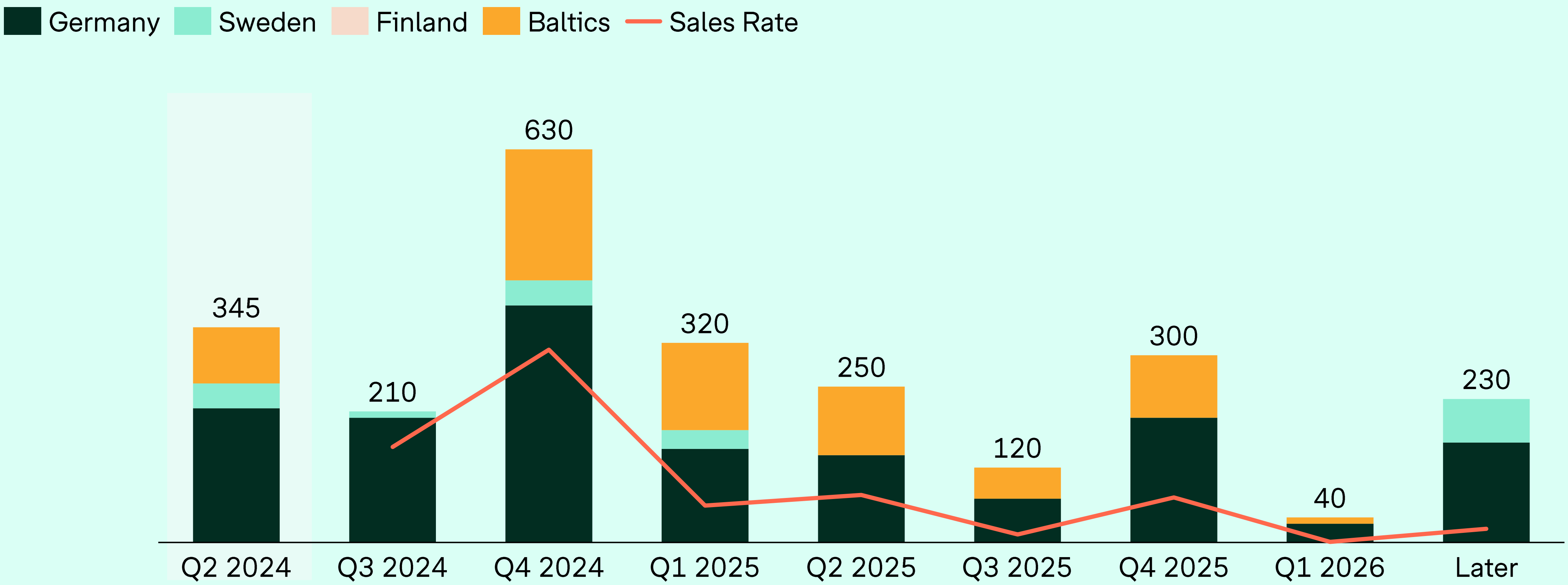
Highlights

- Increase in started units to consumers
- Operating gross margin impacted by price adjustments in two projects
- Very good progress in occupancy rate in B2M projects, up to 71 per cent

SEK M	2024 Q2	2023 Q2	R12	2023 FY
Net sales	109	185	692	770
Operating gross profit	**12**	**26**	**100**	**116**
Operating gross margin, %	*11.4*	*14.0*	*14.4*	*15.0*
Selling & admin expense	-11	-12	-47	-48
Operating EBIT	**1**	**14**	**53**	**68**
Operating EBIT margin, %	*0.9*	*7.5*	*7.7*	*8.9*
Recognised units	73	135	466	521



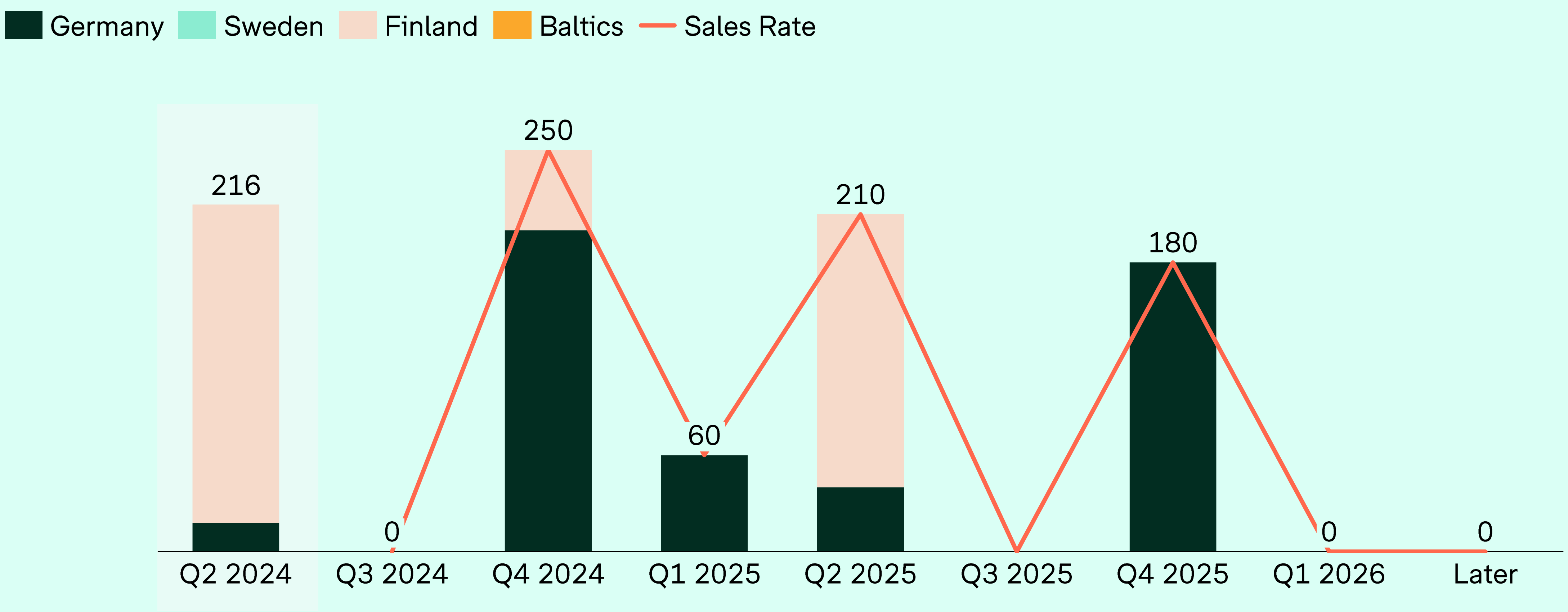
Consumers - estimated completions and sales rate



	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Later
Δ since Q1 24*:	-7	-10	28	28	128	-147	27	33	-57
Starts Q2 24:	2	0	12	12	42	107	43	7	117

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

Investors - estimated completions and sales rate



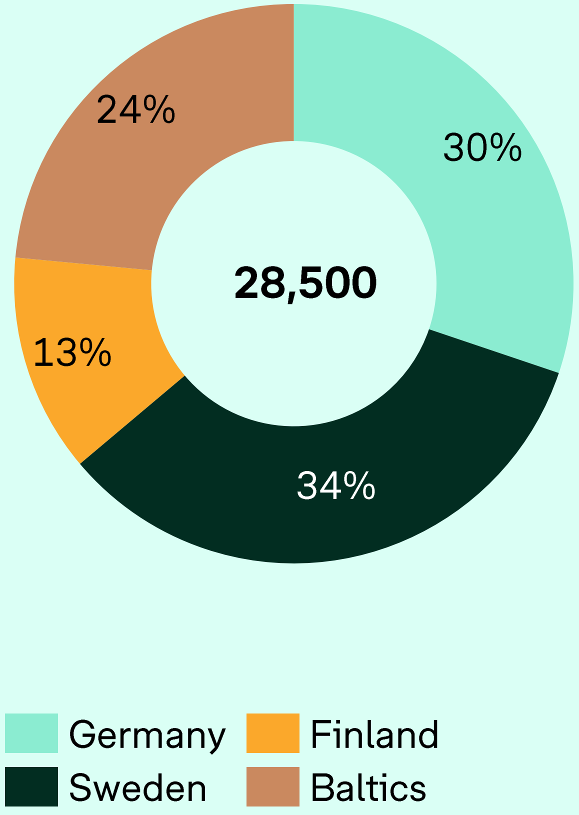
	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Later
Δ since Q1 24*:			30	-30					
Starts Q2 24:									

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

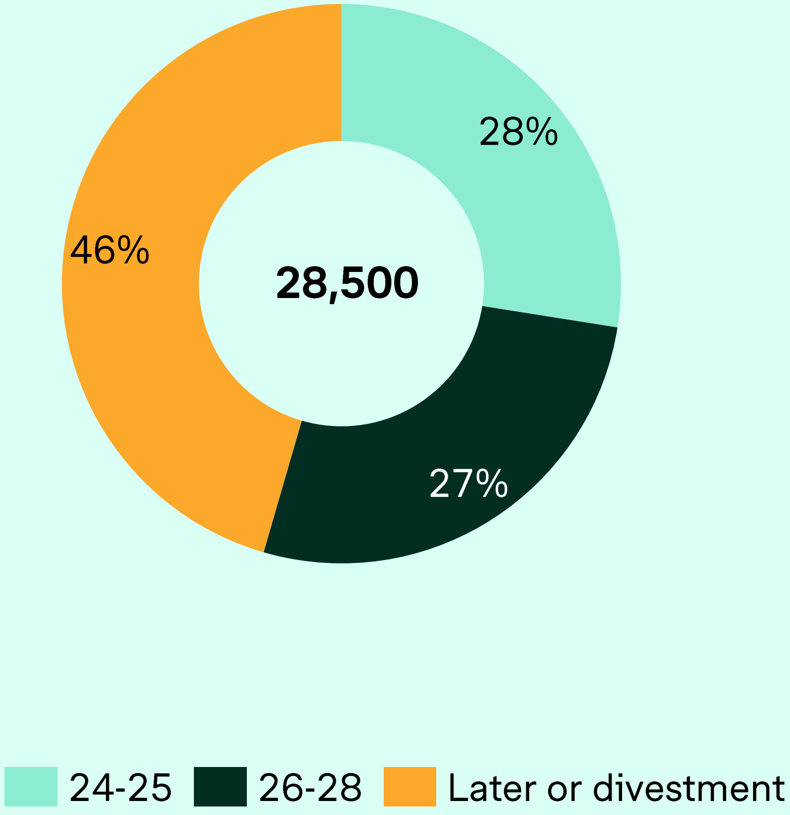
Optimising building right portfolio

Building rights, #

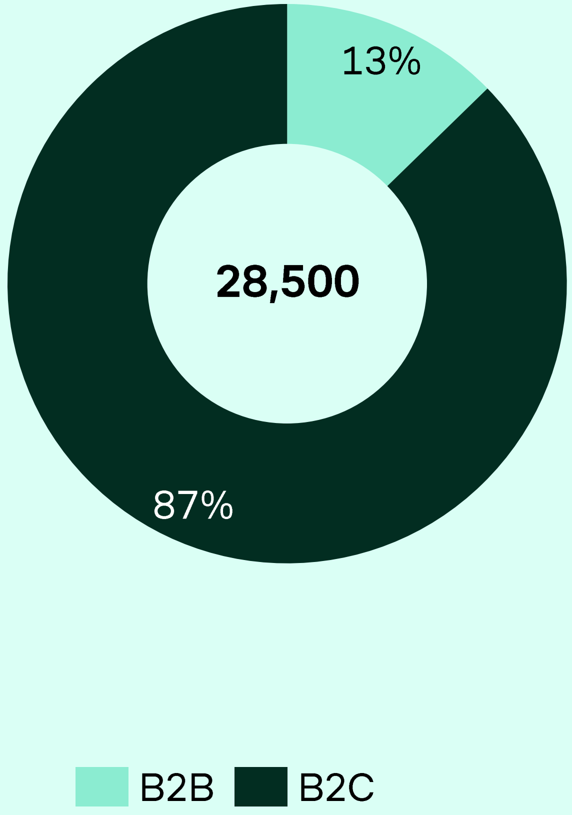
Distribution between BU's



Potential start period

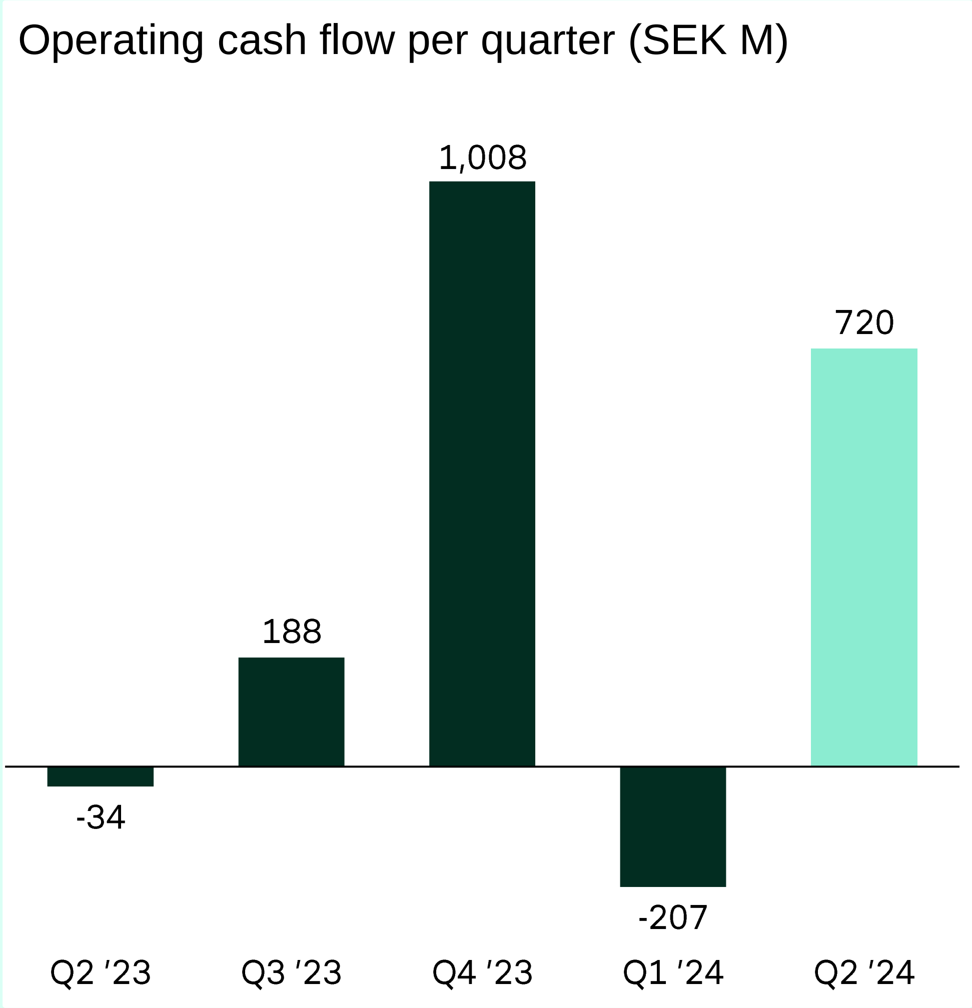


Customer segment

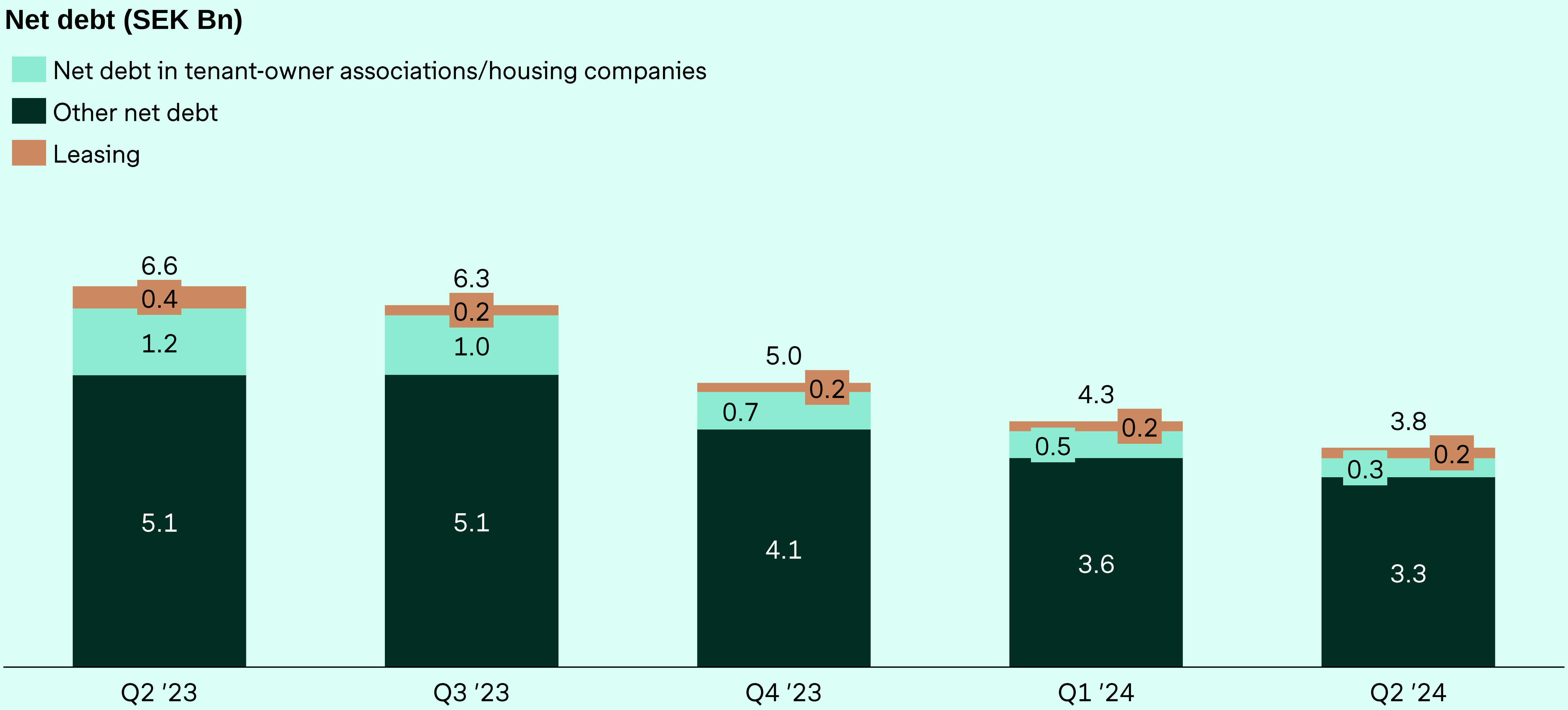


Strong cash flow

SEK M	2024 Q2	2023 Q2	R12	2023 FY
EBITDA	**45**	**196**	**-531**	**-302**
Net project investments/divestments	713	619	3,818	3,926
Net land investments/divestments	289	-581	972	-374
Net investments/divestments, other	5	-87	122	-18
Net investments	**1,007**	**-49**	**4,913**	**3,534**
Net change in AR/AP	3	-13	-264	-211
Change in advance from customers	-170	-106	-2,365	-2,046
Change in other working capital	-165	-62	-44	-436
Change in working capital	**-332**	**-180**	**-2,674**	**-2,694**
Operating cash flow	**720**	**-34**	**1,709**	**538**

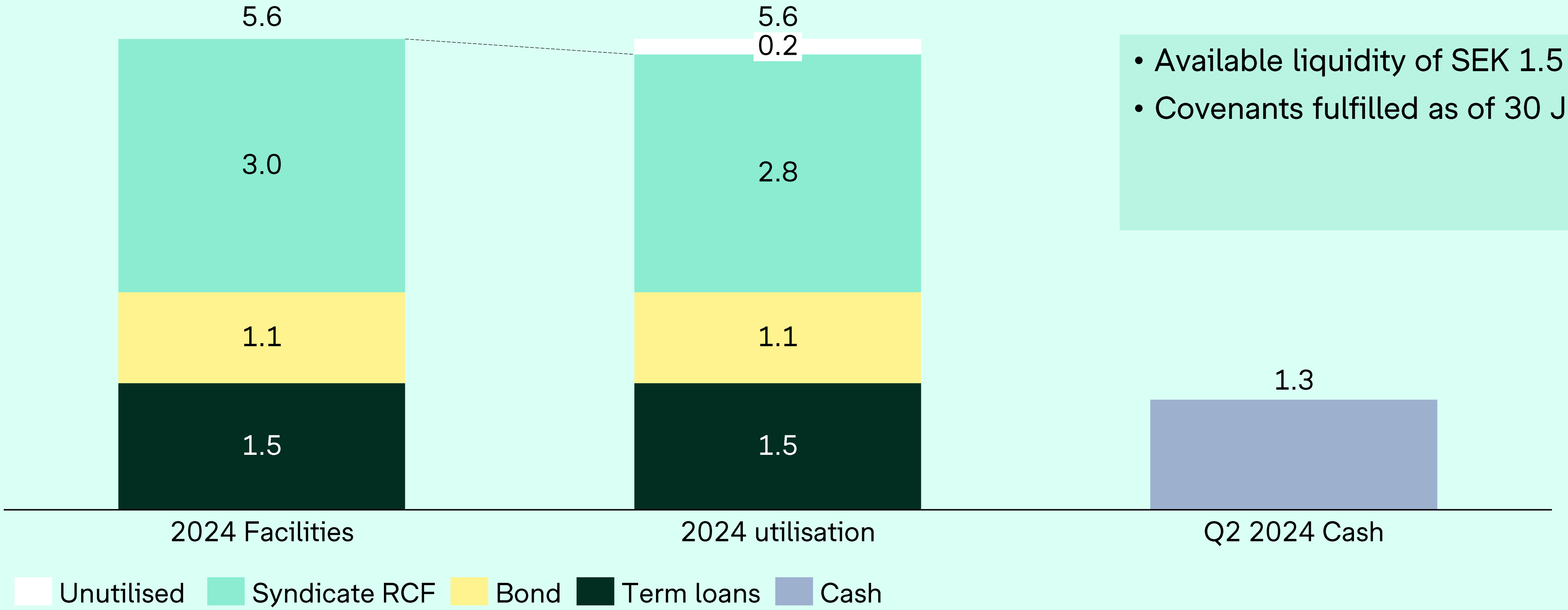


Net debt decreases further, divesting land and selling completed units



High level of available liquidity

Financing facilities per Q2 2024 (SEK Bn)

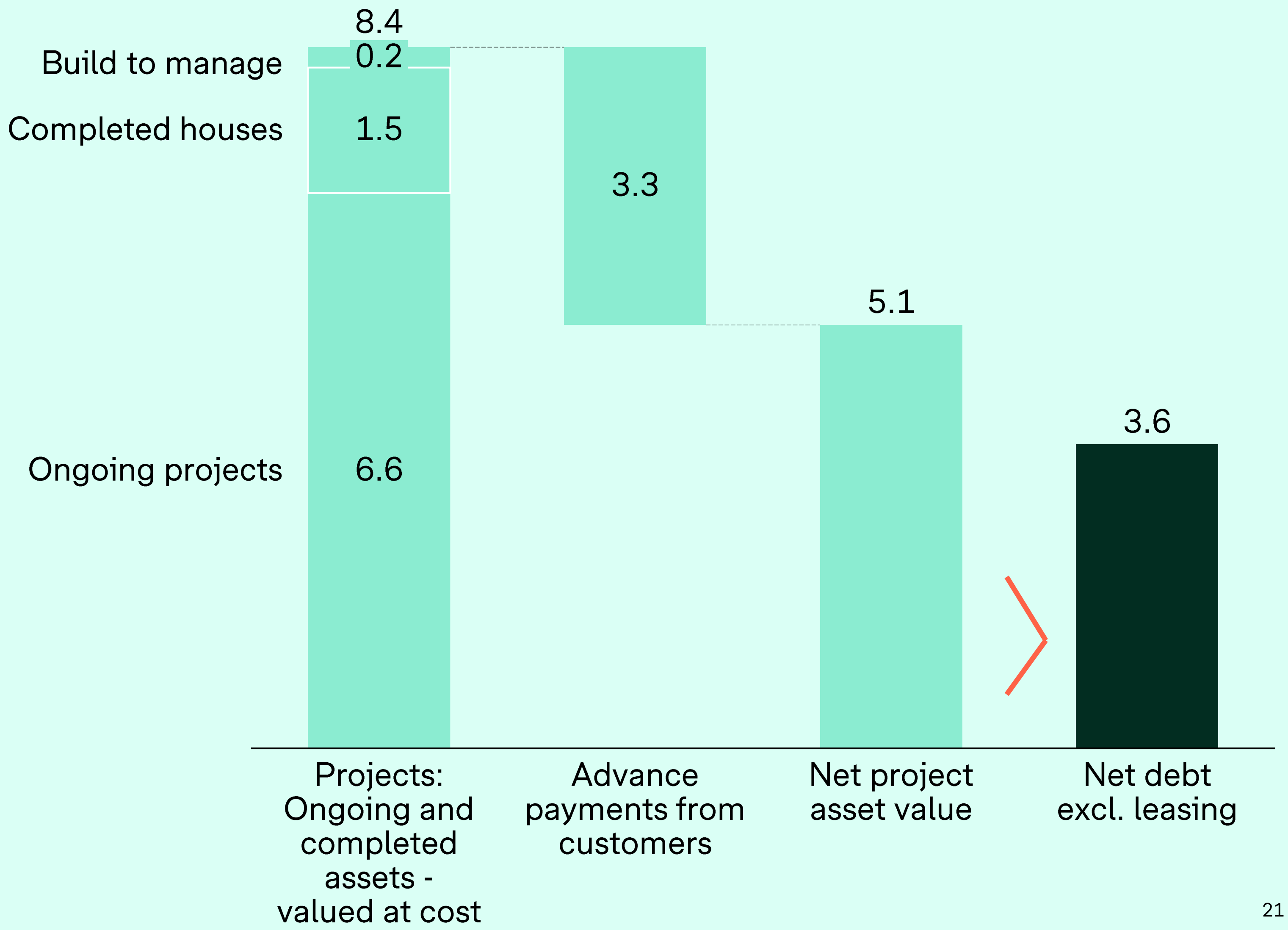


- Available liquidity of SEK 1.5 Bn
- Covenants fulfilled as of 30 June

Well above target

Net project asset value ≥ Net debt excl. leasing 1.0 → **1.4x**

Equity to asset ratio > 30% → **38.1%**



BONAVA

Summary

Production starts to be ramped up gradually

Summary

- Market is improving but normalisation will take time
- Significantly reduced net debt and improved cash flow – will allow project starts and to reduce financial costs
- Under-absorption of OPEX will gradually be reduced as starts are ramped-up
- Strong pipe-line to start projects in H2 2024 and full year 2025 – achieving set sale levels, verifying production cost and having the right teams, still adheres

Q&A