



January–December 2021

Peter Wallin, CEO and Lars Granlöf, CFO

3 February 2022

High demand and strong interest



Market highlights

- Stable and favourable macro conditions
- Prices stable in all our markets
- Strong interest and demand from private customers and investors

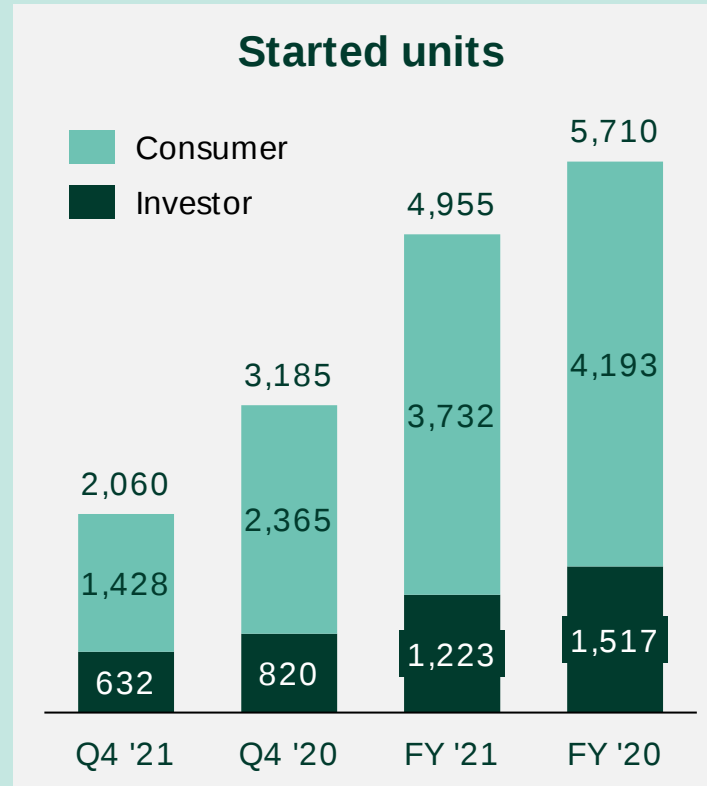
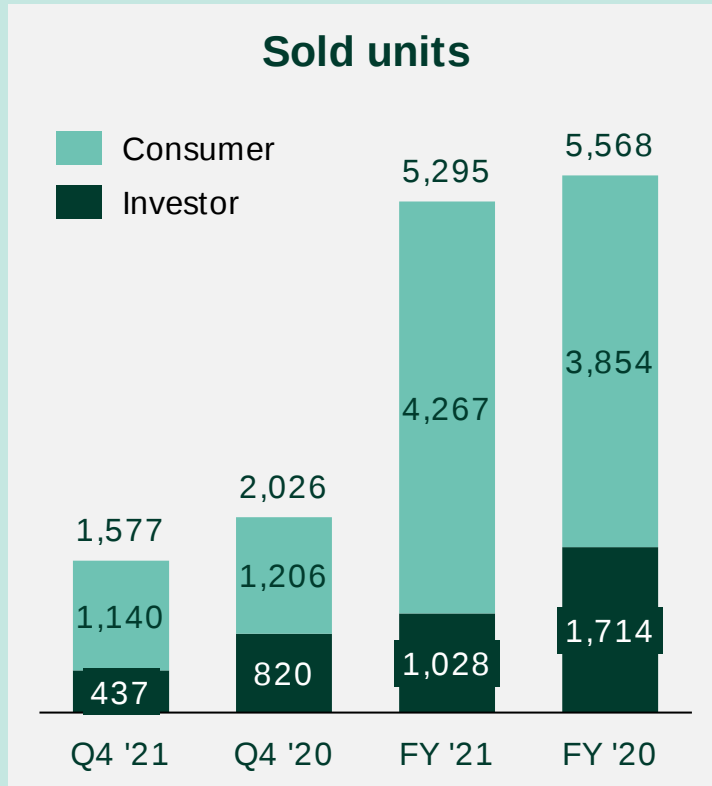
Improved profit in our largest Business Units



Q4 and 2021 figures in brief

- Net sales and EBIT down in Q4'21, less units recognised, Q4'20 backloaded
- Improved EBIT and margin in 2021
 - EBIT before IAC up 10%
 - Improved EBIT margin in Germany 12.6% (10.1)
 - Increasing margins in both B2C and B2B
- Increased building right portfolio +11%
- Strong financial position
- Proposed dividend of 3.50 SEK per share (3.25 plus extra dividend of 2.0 SEK per share)

Profitability in focus when starting a project



Excl. Denmark Starts in 2020 amounted to 5,364

When to start a project

- The right team in place
- Verified cost estimates
- Verified sales and market status

Outlook production starts 2022

For the full-year 2022, pending necessary permits, the number of production starts is estimated to 6,000 units an increase of 20 per cent

Examples of projects started in the quarter

Consumers – Norway



Consumers – Latvia



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

Strategy launched during Q4



Updated strategy

- Strategy review and updated strategy launched fully during Q4
- Divestment of landbank in Denmark completed in November
- Strategy roll-out in organization and local action plans
- Leadership group restructured to secure business plan fruition

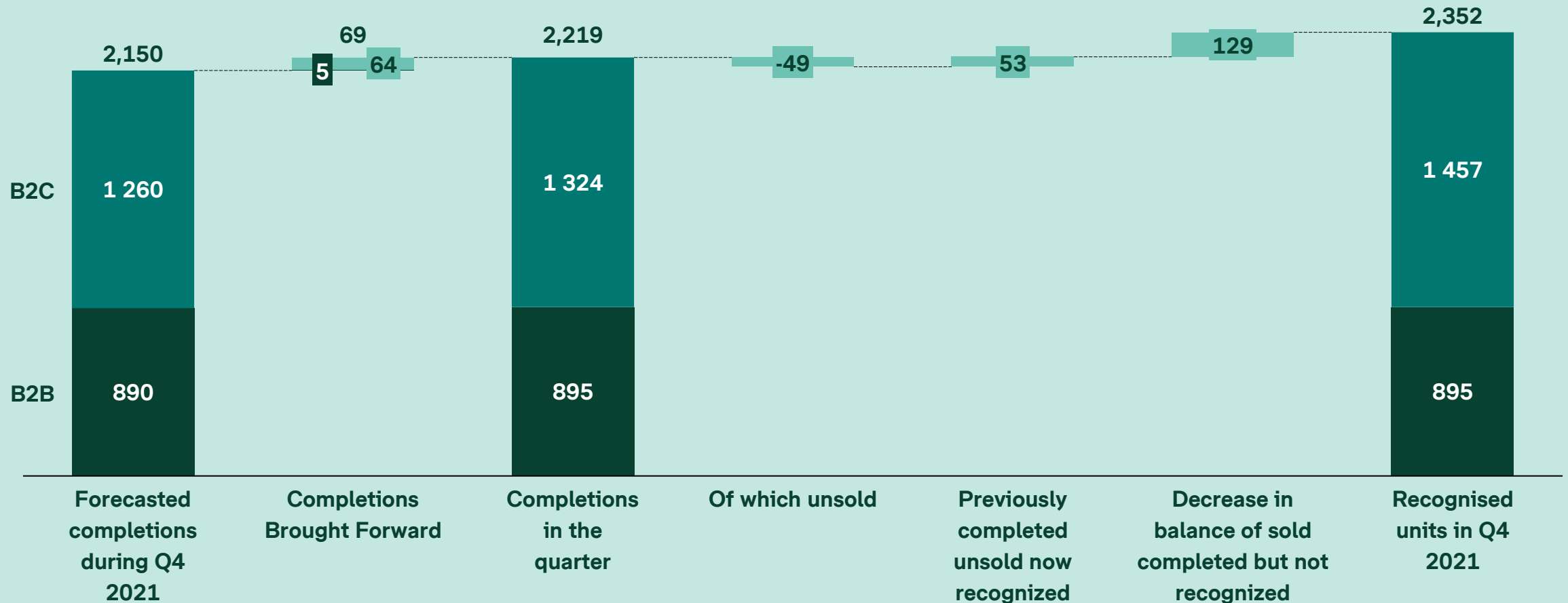
Financial development

Lars Granlöf, CFO



Recognised units in Q4 vs estimated completions per September 30th

Recognised units bridge

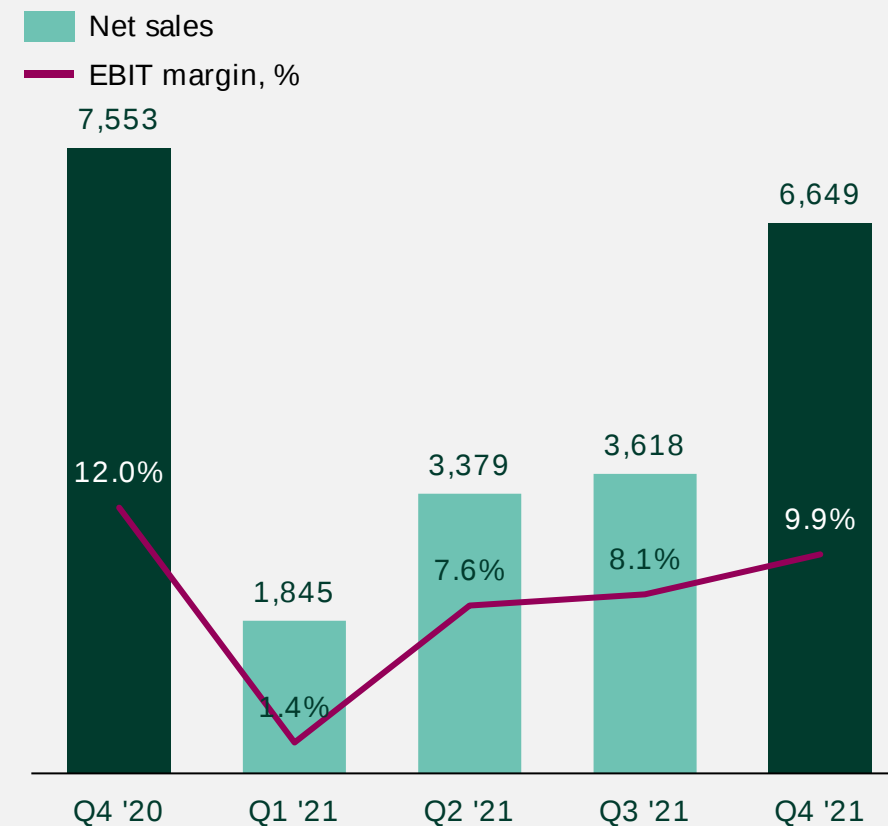


Bonava Group

Improved profit before tax

MSEK	2021 Q4	2020 Q4	2021 FY	2020 FY
Net sales	6,649	7,553	15,491	16,997
Gross profit	921	1,148	2,117	1,979
<i>Gross margin, %</i>	<i>13.9%</i>	<i>15.2%</i>	<i>13.7%</i>	<i>11.6%</i>
Selling & admin expenses	-262	-238	-882	-857
EBIT (before IAC)	660	910	1,236	1,121
<i>EBIT margin, %</i>	<i>9.9%</i>	<i>12.0%</i>	<i>8.0%</i>	<i>6.6%</i>
<i>Items affecting comparability</i>	38		-80	
EBIT (after IAC)	698	910	1,156	1,121
<i>EBIT margin, % (after IAC)</i>	<i>10.5%</i>	<i>12.0%</i>	<i>7.5%</i>	<i>6.6%</i>
<i>Net financial items</i>	-35	-37	-136	-122
Profit/loss before tax	663	873	1,020	999
Tax on profit for the period	-122	-233	-212	-267
<i>Tax, %</i>	<i>-18.4%</i>	<i>-26.7%</i>	<i>-20.8%</i>	<i>-26.7%</i>
Net profit	541	640	808	733

Net sales (MSEK) and EBIT % per quarter



Items affecting comparability

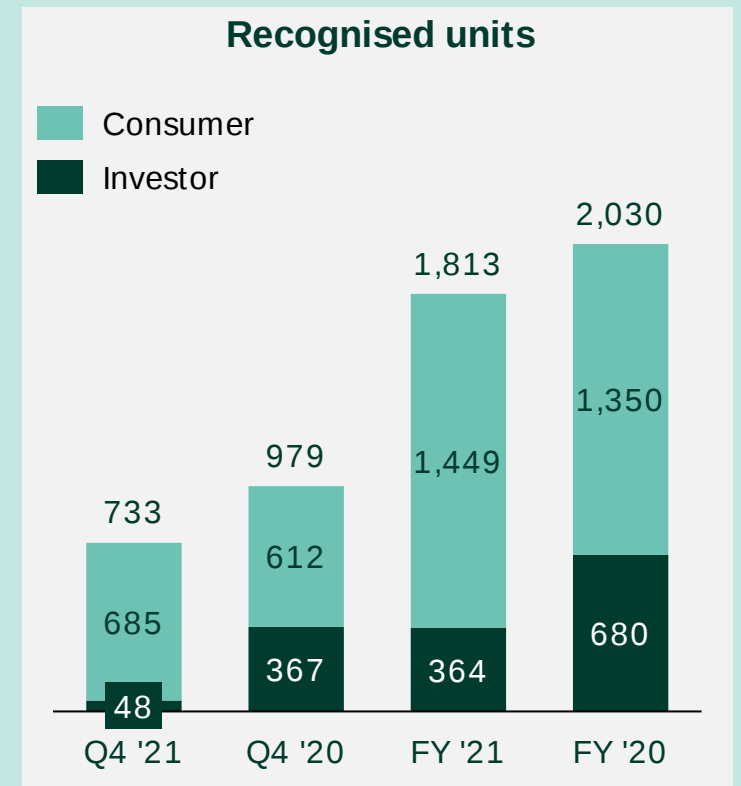
MSEK	Sweden	Nordic	Parent Company and adjustments	Total
Items affecting comparability, Q4 2021	-44	140	-58	38
Items affecting comparability, FY 2021	-44	23	-58	-80

- IAC in Q4 2021, 38 MSEK
 - Items as a result from the strategic review: -188 MSEK
 - Divestment landbank Denmark: +226 MSEK
- IAC in FY 2021, -80 MSEK
 - Items as a result from the strategic review: -188 MSEK
 - Divestment landbank Denmark: +226 MSEK
 - Wind down Denmark: -117 MSEK

Germany

Strong profitability development

MSEK	2021 Q4	2020 Q4	2021 FY	2020 FY
Net sales	3,109	3,648	7,276	7,466
Gross profit	566	623	1,210	1,036
<i>Gross margin, %</i>	<i>18.2%</i>	<i>17.1%</i>	<i>16.6%</i>	<i>13.9%</i>
Selling & admin expense	-83	-72	-296	-284
EBIT	482	551	914	752
<i>EBIT margin, %</i>	<i>15.5%</i>	<i>15.1%</i>	<i>12.6%</i>	<i>10.1%</i>

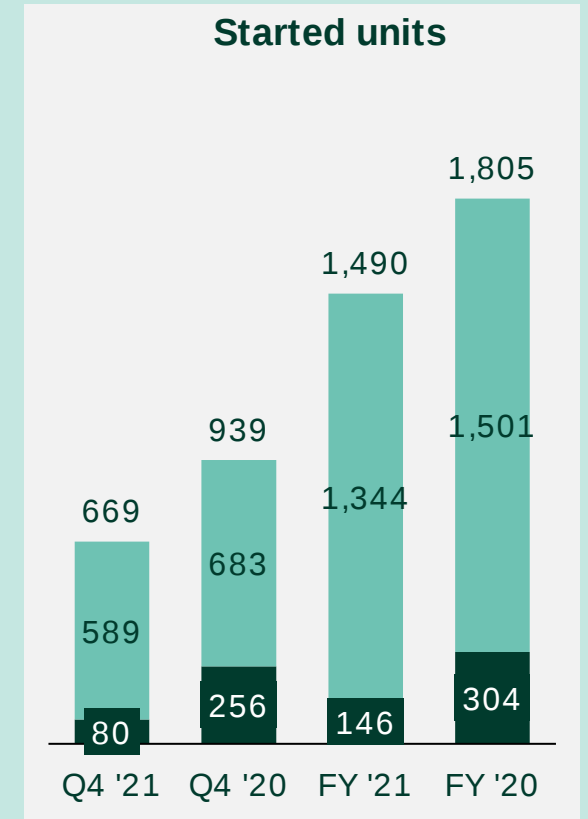
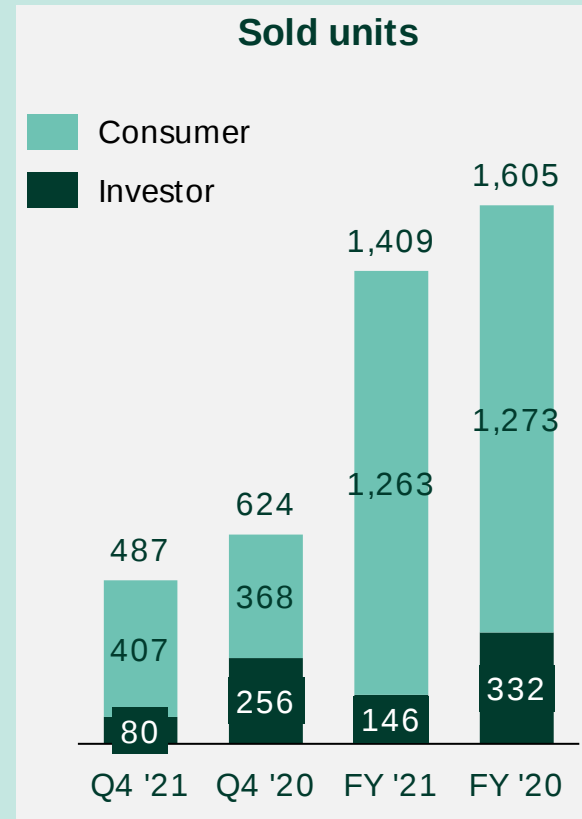


Germany

Lower volume of starts affects units sold

Key comments

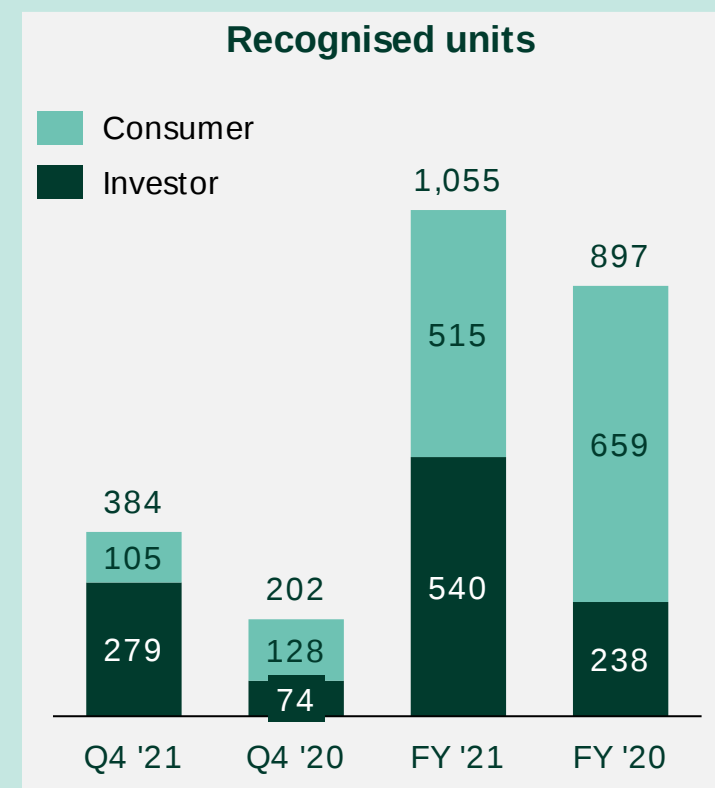
- High demand and stable sales development
- Starts behind estimate, shift until 2022
- No change in process time for building permits
- One investor project sold and started in Dusseldorf



Sweden

Project-mix impacting gross margin

MSEK	2021 Q4	2020 Q4	2021 FY	2020 FY
Net sales	1,000	769	3,327	3,528
Gross profit	104	92	420	411
<i>Gross margin, %</i>	<i>10.4%</i>	<i>11.9%</i>	<i>12.6%</i>	<i>11.7%</i>
Selling & admin expense	-36	-28	-129	-128
EBIT (before IAC)	67	64	292	283
<i>EBIT margin, % (before IAC)</i>	<i>6.7%</i>	<i>8.3%</i>	<i>8.8%</i>	<i>8.0%</i>
<i>Items affecting comparability</i>	-44	0	-44	0
EBIT (after IAC)	23	64	247	283
<i>EBIT margin, % (after IAC)</i>	<i>2.3%</i>	<i>8.3%</i>	<i>7.4%</i>	<i>8.0%</i>

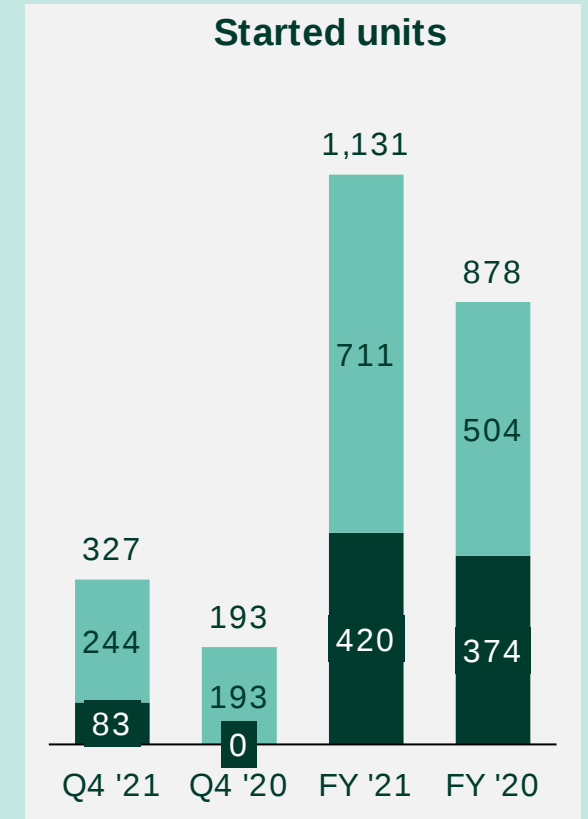
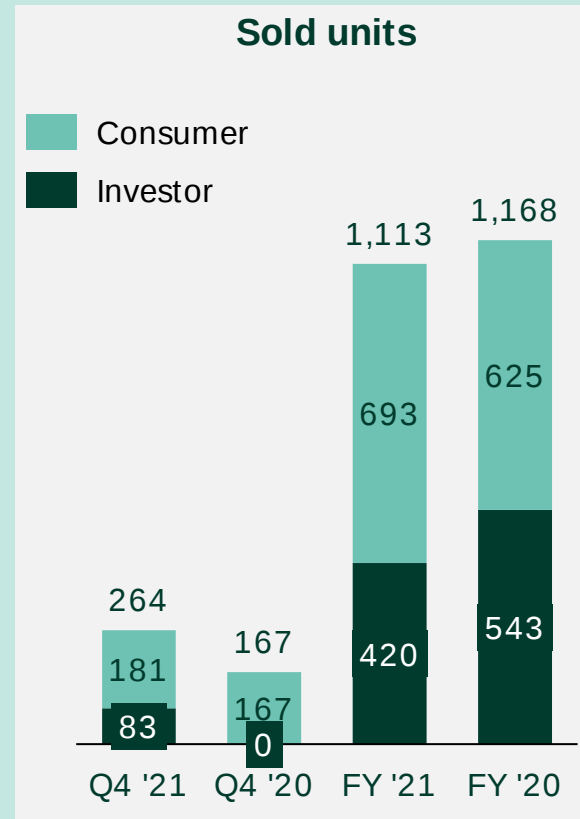


Sweden

Increased number of starts

Key comments

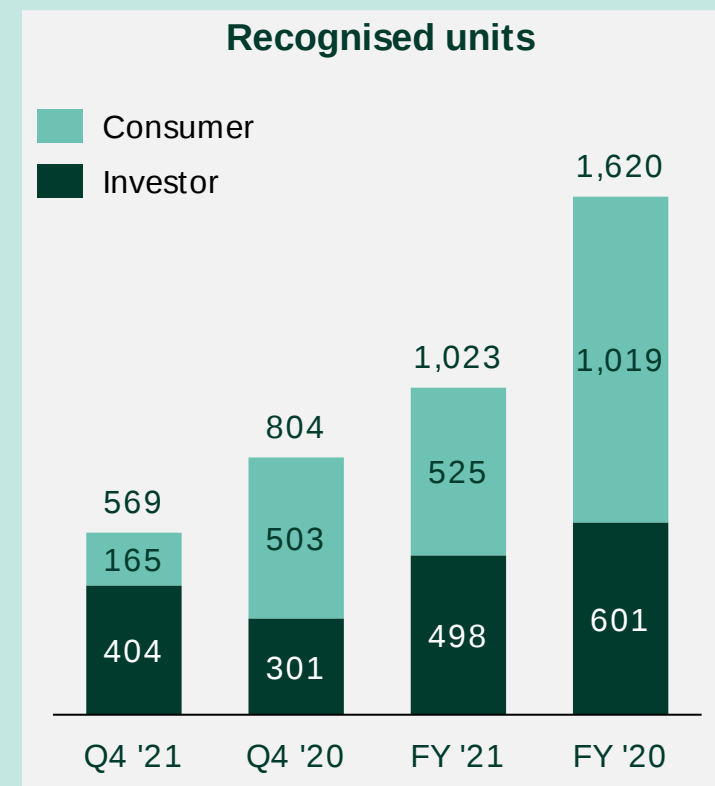
- Strong demand and sales development
- Stable price development
- Sold units increased for consumer
- High interest from Swedish and international investors, one project sold and started in Umeå



Nordic

Heavily backloaded in 2020

MSEK	2021 Q4	2020 Q4	2021 FY	2020 FY
Net sales	1,821	2,410	3,386	4,563
Gross profit	125	275	220	274
<i>Gross margin, %</i>	6.8%	11.4%	6.5%	6.0%
Selling & admin expense	-58	-39	-205	-177
EBIT (before IAC)	68	236	16	97
<i>EBIT margin, % (before IAC)</i>	3.7%	9.8%	0.5%	2.1%
<i>Items affecting comparability</i>	140		23	
EBIT (after IAC)	208	236	39	97
<i>EBIT margin, % (after IAC)</i>	11.4%	9.8%	1.2%	2.1%

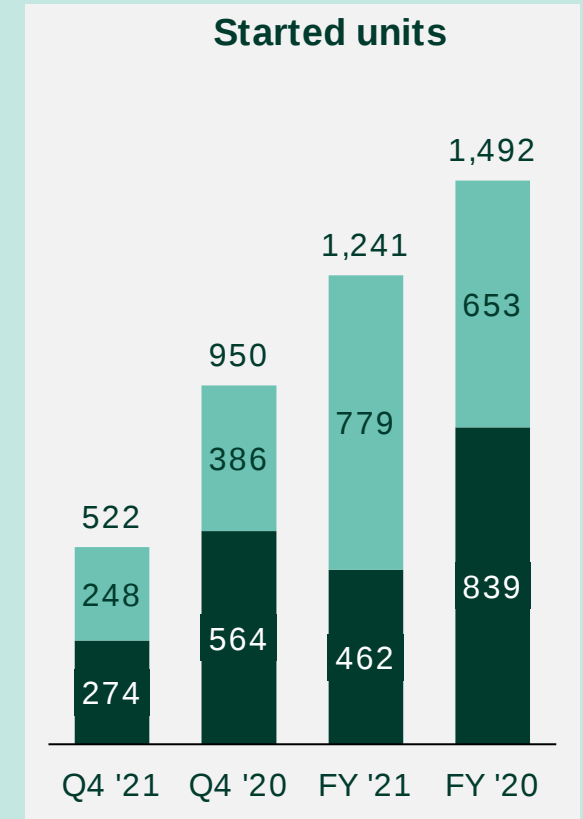
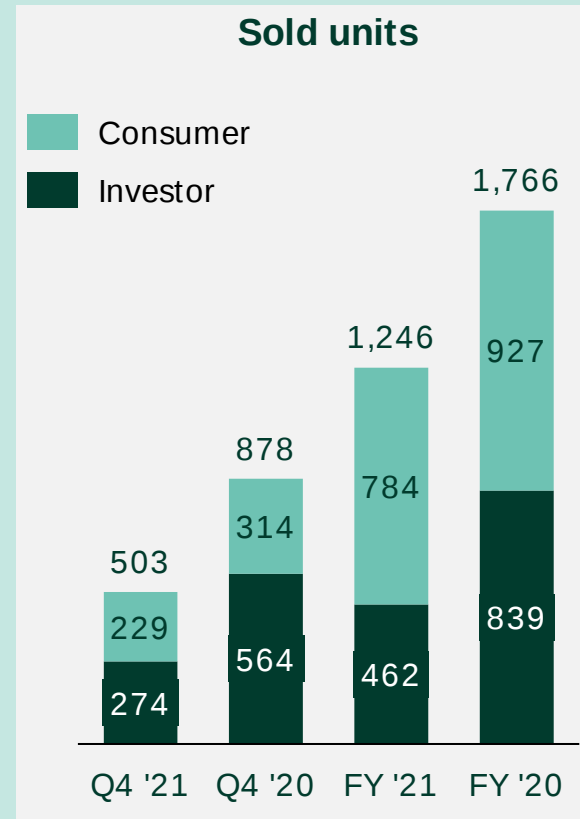


Nordic

Focus on starting units in 2022

Key comments

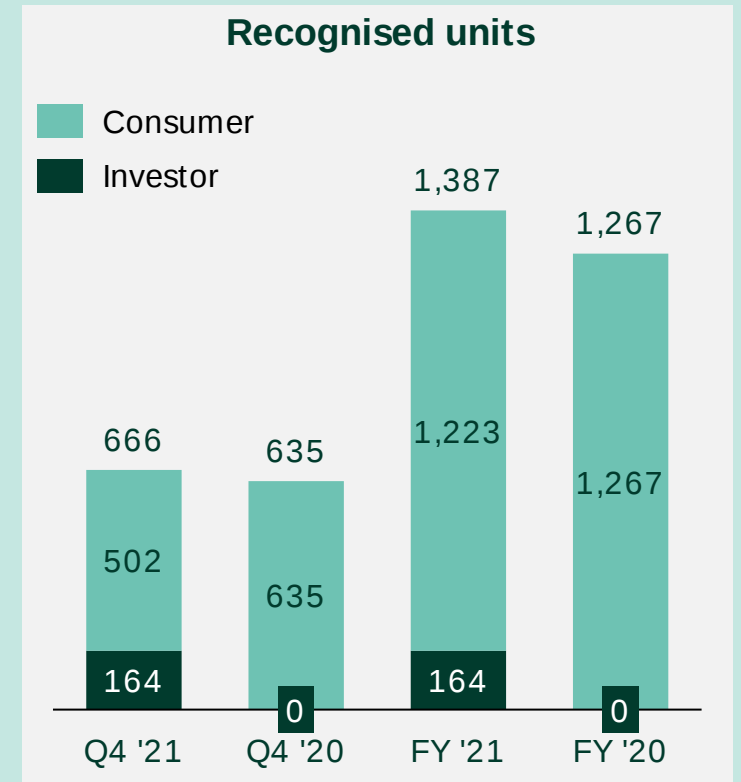
- Strong demand with increased prices in Finland and Bergen. Slightly lower prices in Oslo
- Shift of starts to 2022 to secure right conditions
- Four investor projects sold and started in Finland



St. Petersburg-Baltics

More units recognised margin lower due to project-mix

MSEK	2021 Q4	2020 Q4	2021 FY	2020 FY
Net sales	718	726	1,502	1,439
Gross profit	145	168	306	300
<i>Gross margin, %</i>	<i>20.2%</i>	<i>23.1%</i>	<i>20.3%</i>	<i>20.8%</i>
Selling & admin expense	-21	-15	-69	-63
EBIT	124	152	237	236
<i>EBIT margin, %</i>	<i>17.3%</i>	<i>21.0%</i>	<i>15.8%</i>	<i>16.4%</i>

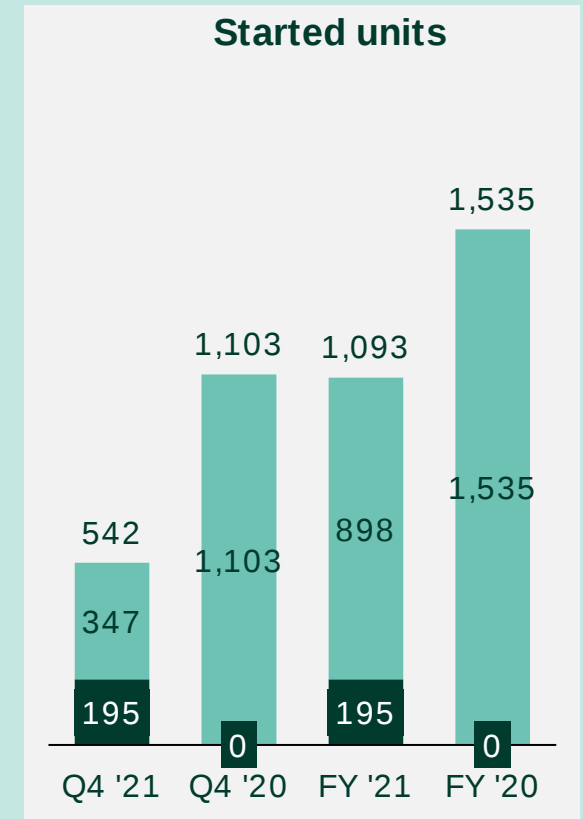
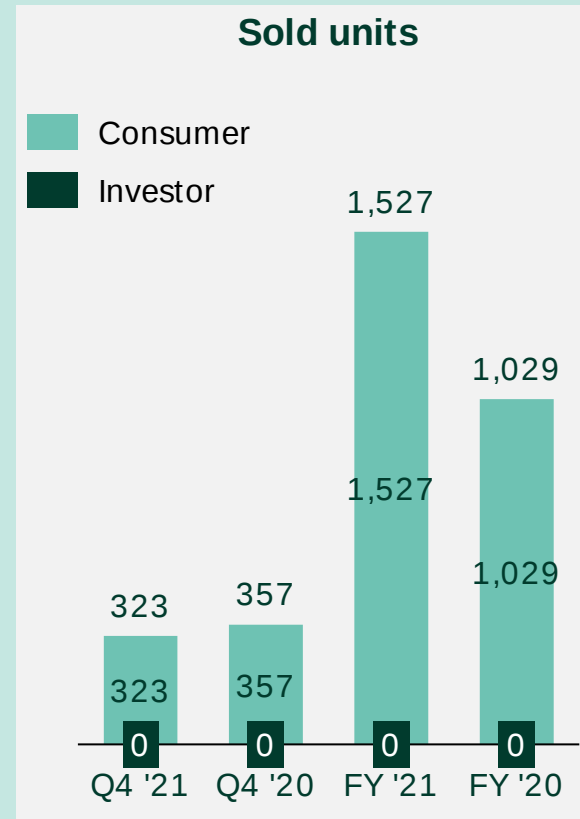


St. Petersburg-Baltics

First build to hold projects started

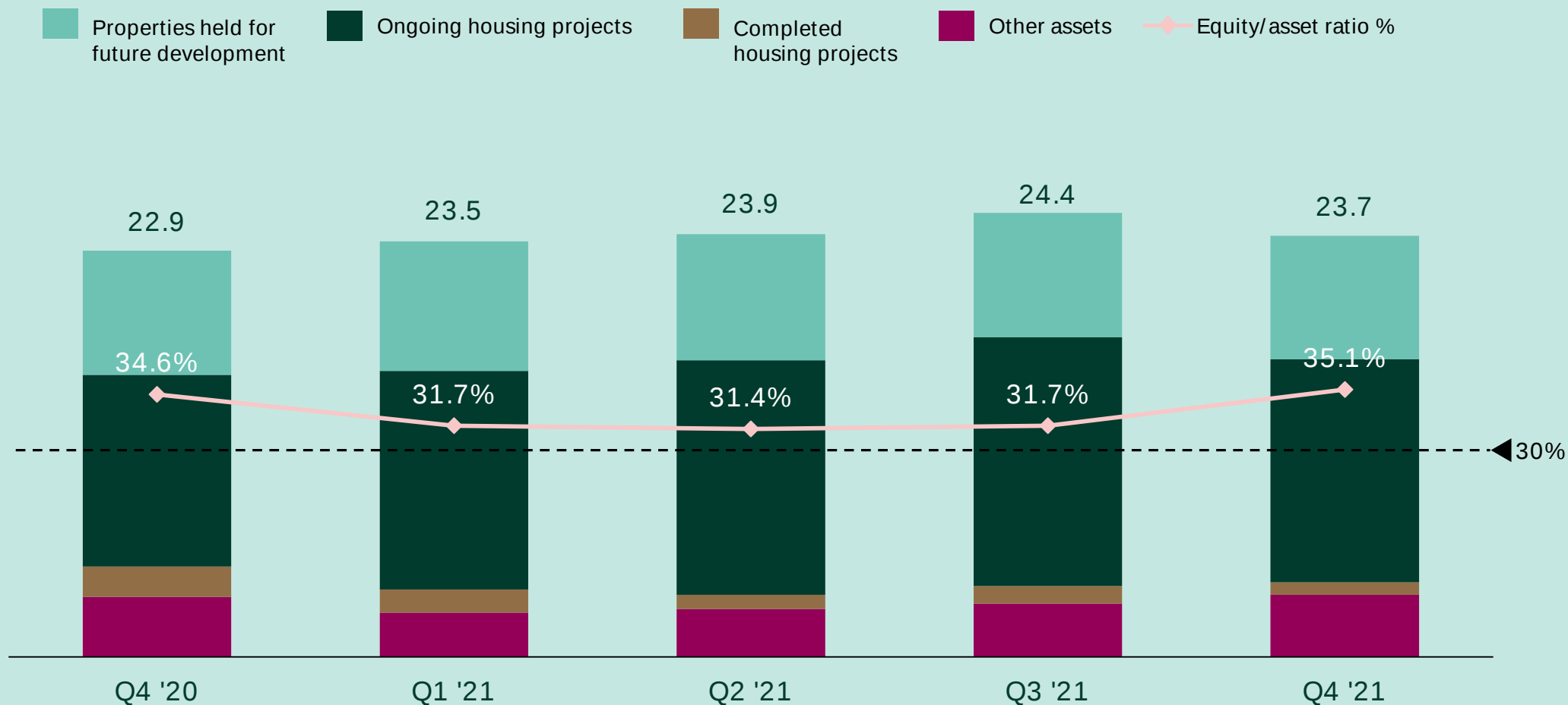
Key comments

- High demand, market conditions not impacted by geopolitical situation short term
- Strong sales in all markets
- Starts behind estimate due to delays in building permits in St. Petersburg
- Two projects started intended for build to hold in Baltics



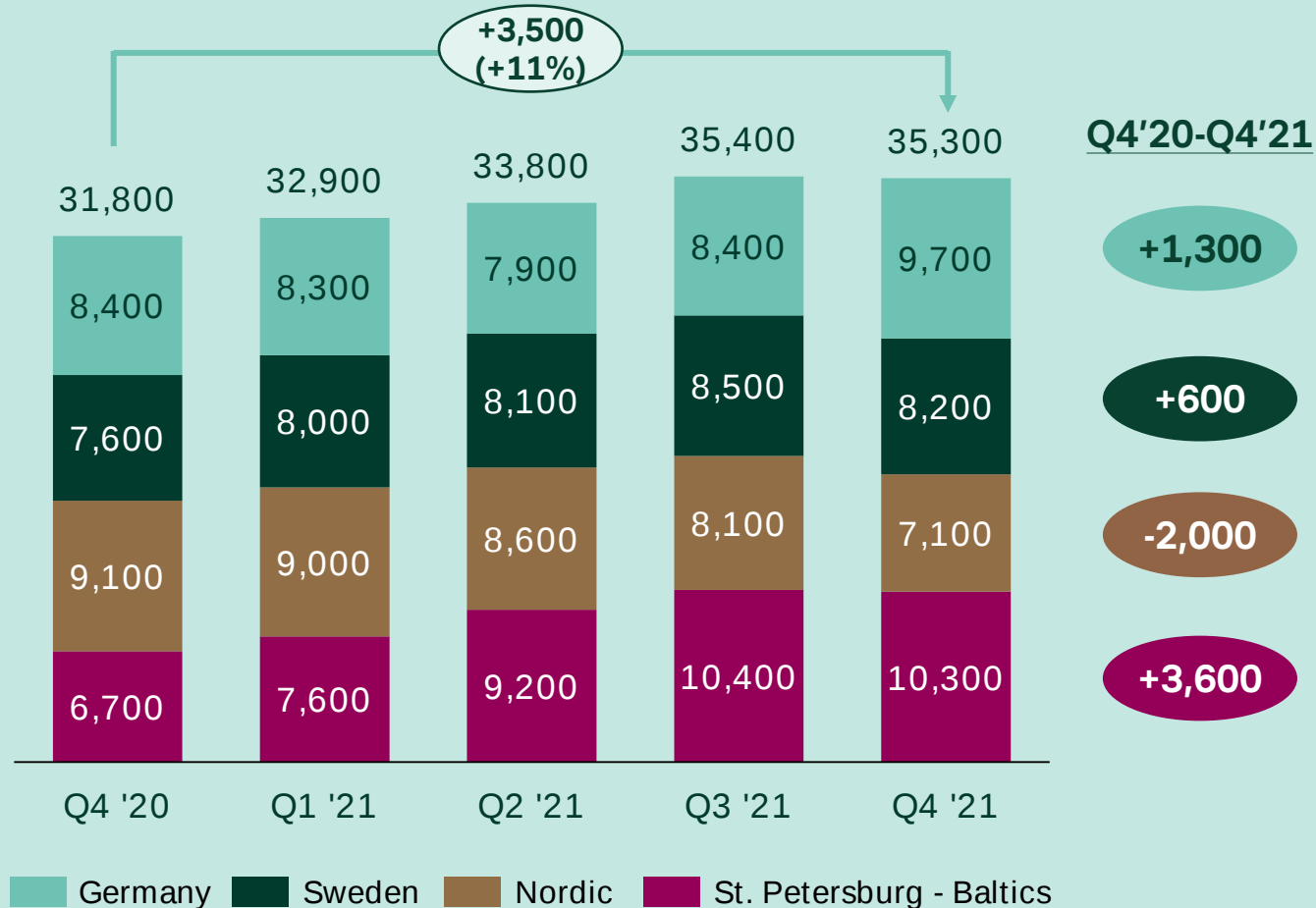
Distribution of assets: Strong financial position

Total assets (SEK Bn)



Increasing number of building rights in attractive locations

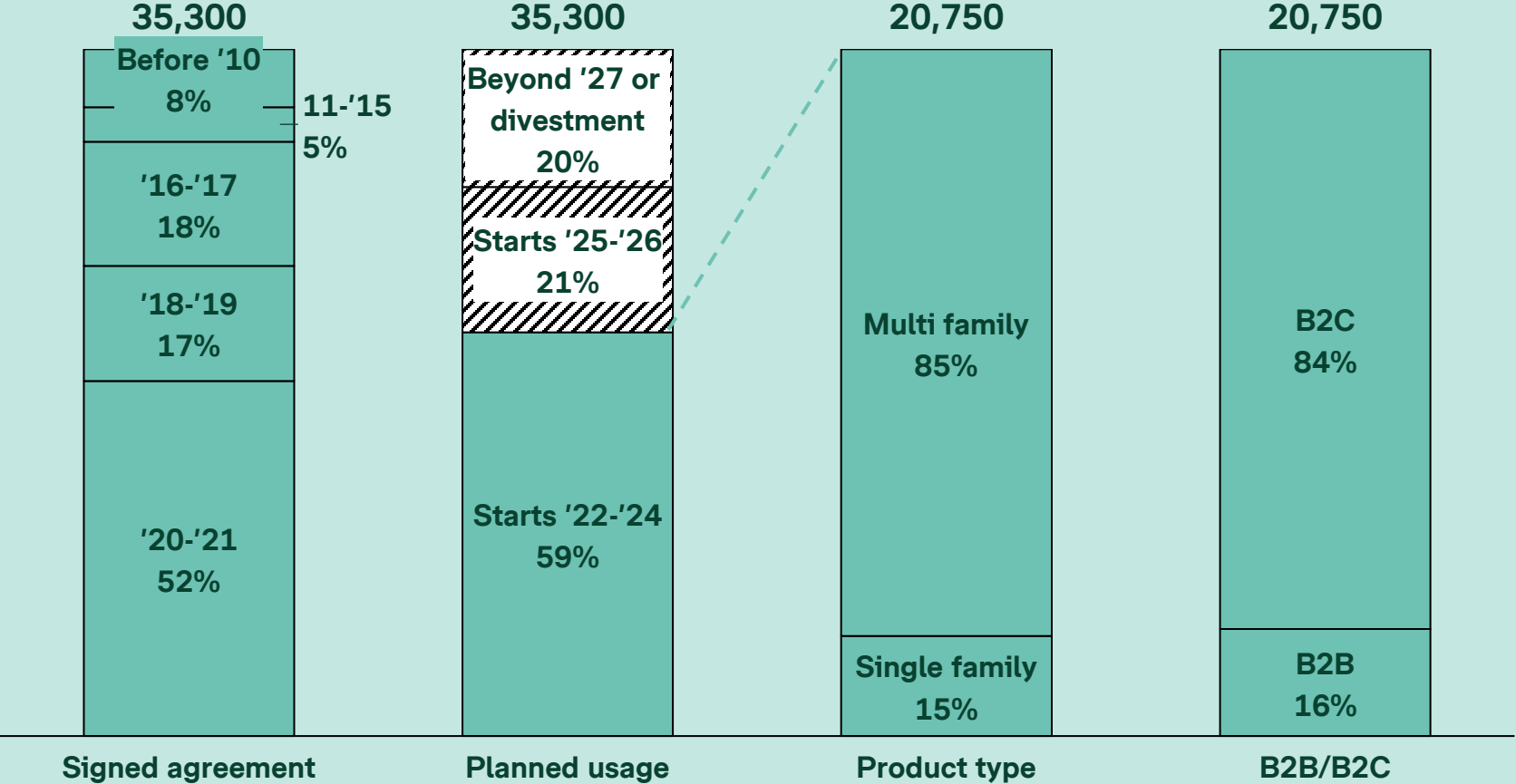
No of building rights



Building rights added to land bank

- Book value SEK 7 (7) Bn with more off balance compared to LY
- Germany: Larger investments made in Berlin and Leipzig. Medium size plots in Stuttgart and Rostock
- Sweden: One large plot in Umeå and one smaller in Stockholm
- Nordic: Divestment of approx. 500 BR in Denmark
- St. Petersburg - Baltics: One large plot added in Estonia and one small in Latvia

Short term land bank mainly MFH and B2C

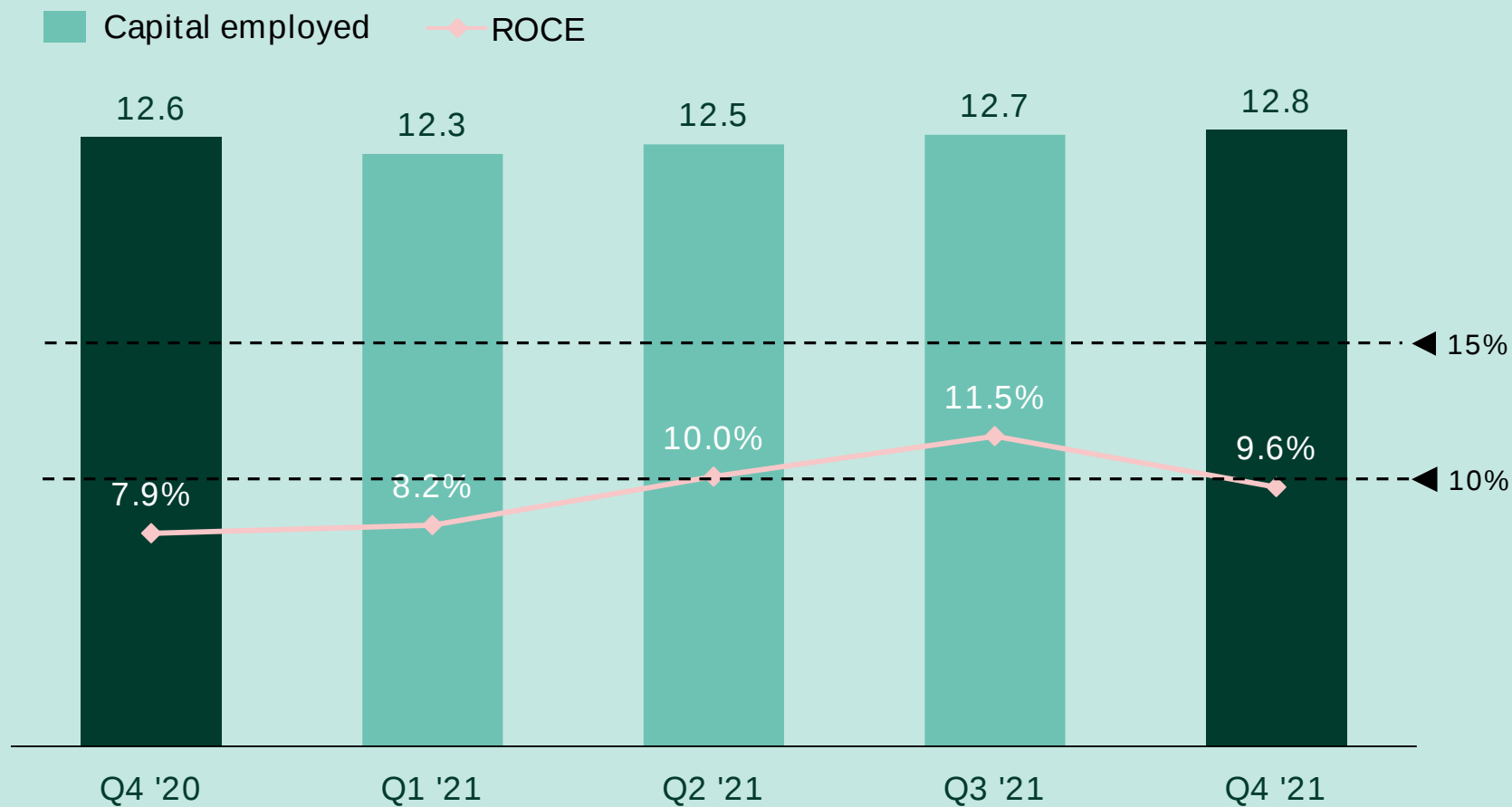


Comments

- BR on balance: 18,400
- BR off balance: 16,900
 - Options or conditional agreements
- Secured landbank to enable starts in 2022-2024
- Short term more multi family

ROCE improved against LY

Capital employed (SEK Bn) and ROCE, R12 % *

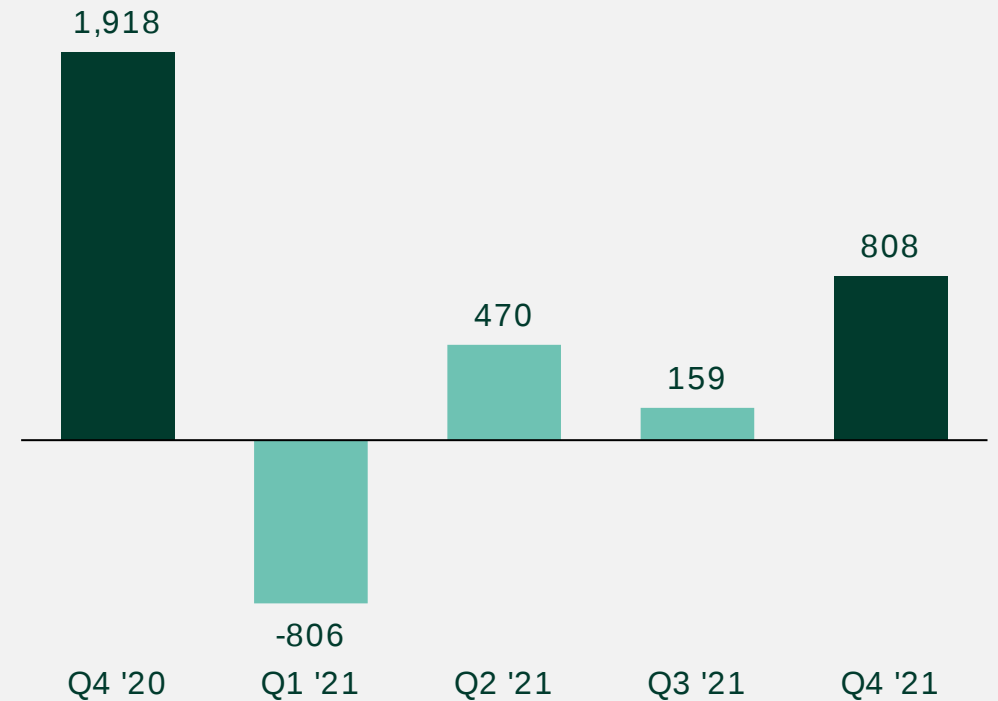


* Before items affecting comparability

Lower advance payments from customer

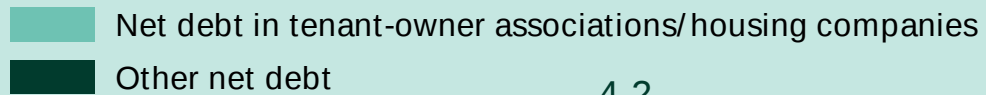
MSEK	2021 Q4	2020 Q4	2021 FY	2020 FY
Cash flow before changes in working capital	781	1,186	991	1,394
Divestments of housing projects	5,750	6,175	12,910	14,521
Investments in housing projects	-4,477	-4,327	-13,270	-14,179
Other changes in working capital	-1,187	-1,094	88	2,054
Cash flow from operating activities	868	1,941	719	3,790
Investing activities	-60	-22	-88	-128
Cash flow before financing	808	1,918	631	3,662

Cashflow before financing per quarter (MSEK)



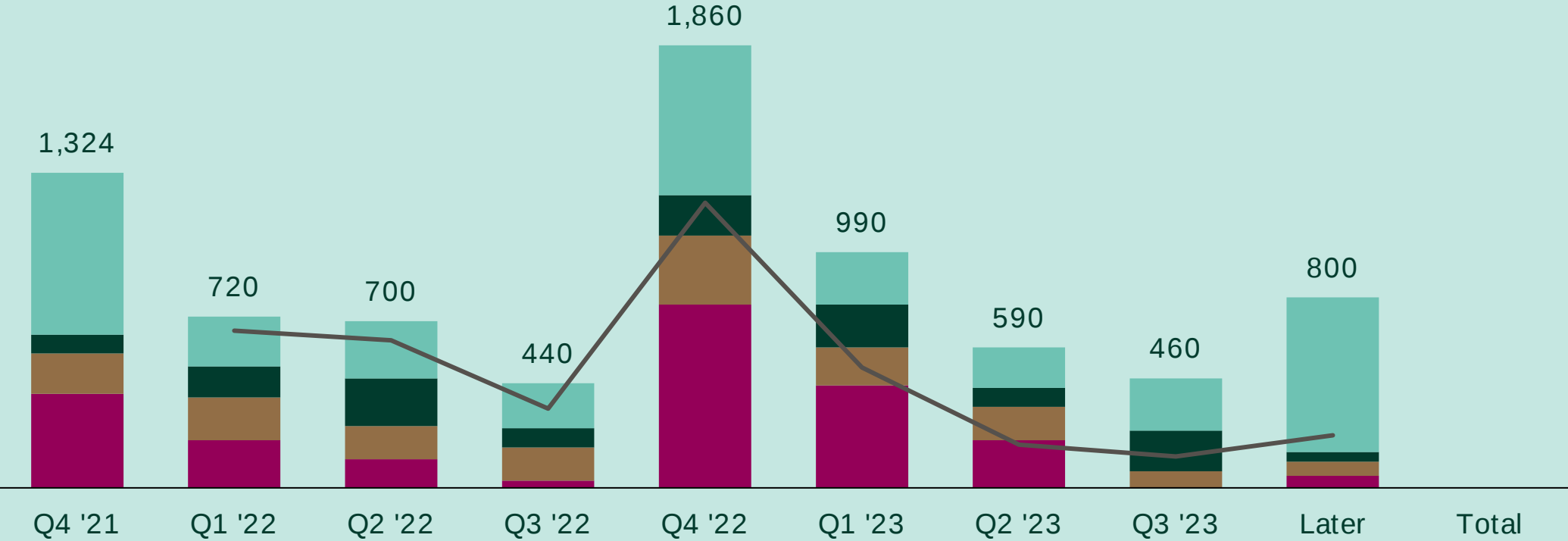
Good position for future growth

Net debt (SEK Bn)



Consumers - expected completions and sales rate

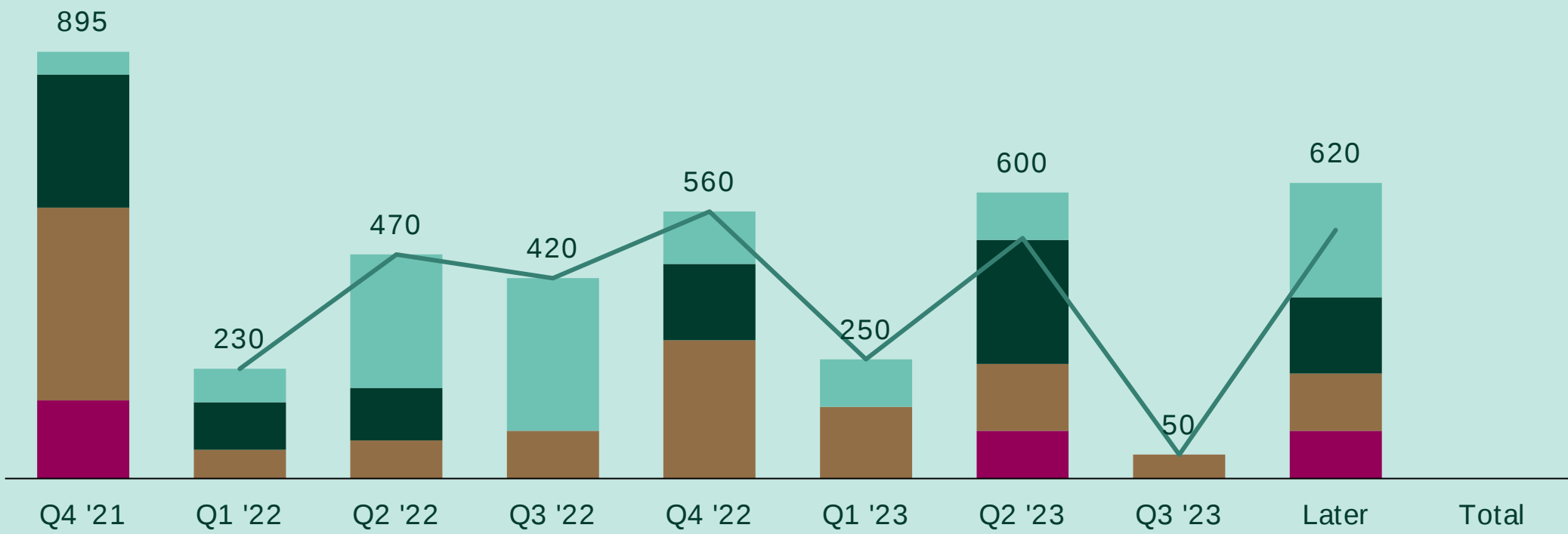
Germany Sweden Nordic St. Petersburg - Baltics Sales rate



Δ since Q3 21:	+64	-50	+40	-30	-124	-112	+123	+188	-103	-4
Q4 Starts:					+264	+242	+187	+272	+463	+1,428

Investors - expected completions and sales rate

Germany Sweden Nordic St. Petersburg - Baltics Sales rate



Δ since Q3 21:	+5	-40	+40		-100	+102	+1	-3	-2	+3
Q4 Starts:						+98	+179	+53	+302	+632

Summary



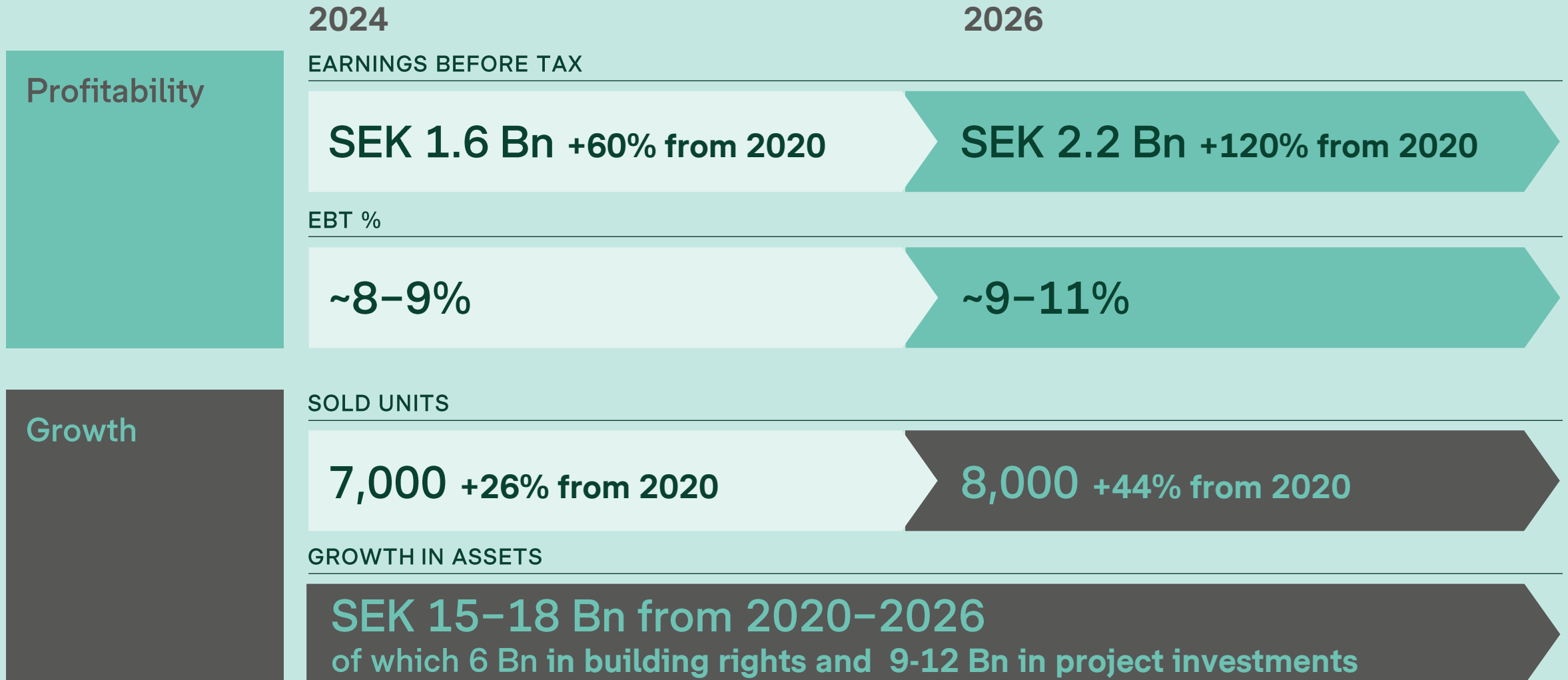
First steps against sustainable growth



Summary

- Favourable market fundamentals and improved profitability
- Continued improvement of project margins
- Outlook for production starts in 2022 is estimated to 6,000 units an increase of 20 per cent

We are on right track to reach our targets



Q&A

