

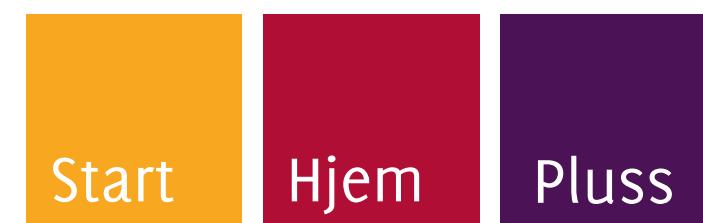
Q3 2012

Oslo 27 November 2012

Baard Schumann, CEO

Haavard Rønning, CFO

SELVAAG BOLIG



Agenda

■ Highlights

- Financial update
- Operational update
- Market developments
- Summary and outlook

Third quarter highlights

- Operating revenues NOK 874 million
- Operating profit NOK 192 million
- Strong market momentum
 - 303 units sold in Q3 (NOK 966 million)
 - 790 units sold YTD (NOK 2 630 million)
- 993 units in production by 30 September, sales value NOK 3 434 million, 89% sold
- Construction commenced on 156 units, 222 units finalized, 210 units delivered. In addition, 7 units completed in previous quarter were delivered
- Completion and delivery of office building at Kaldnes, Tønsberg



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Income statement IFRS

(figures in NOK million)	Q3 2012	Q3 2011	9M 2012	9M 2011	2011
Total operating revenues	873.6	37.1	1 559.9	143.0	309.8
Project expenses	(649.6)	(15.8)	173.6	(69.7)	(199.0)
Other operating expenses	(45.0)	(31.5)	(144.4)	(97.3)	(173.0)
Other gains (loss)	-	(1.0)	0.1	-	(0.3)
Associated companies and joint ventures	17.6	75.6	40.2	67.3	75.4
EBITDA	196.6	64.3	282.3	43.2	12.9
Depreciation and amortisation	(5.0)	(1.0)	(14.9)	(1.3)	(5.8)
EBIT	191.6	63.3	267.4	41.9	7.1
Net financial expenses	(5.6)	(30.5)	(39.2)	(33.5)	(36.1)
Profit/(loss) before taxes	186.0	32.9	228.2	8.4	(29.0)
Income taxes	(34.4)	10.0	(46.2)	16.0	23.3
Net income	151.6	42.9	182.0	24.4	(5.7)

Balance sheet

(figures in NOK million)	30 September 2012	30 September 2011	FY 2011
Intangible assets	465.7	441.7	479.3
Property, plant and equipment	7.5	5.8	5.6
Investments in associated companies and joint ventures	147.8	388.8	141.7
Other non-current assets	154.3	87.0	72.3
Total non-current assets	775.3	923.3	699.0
 Inventories (property)	 4 304.9	 3 027.0	 4 211.0
- Land	2 374.2	1 968.9	2 367.0
- Work in progress	1 808.2	960.7	1 749.4
- Finished goods	120.1	97.5	94.6
Other current receivables	544.3	98.4	119.5
Cash and cash equivalents	425.7	382.8	395.2
Total current assets	5 275.0	3 508.2	4 725.8
 TOTAL ASSETS	 6 050.3	 4 431.5	 5 424.7
 Total equity	 1 982.3	 1 255.1	 1 310.7
Non-current interest-bearing liabilities	2 152.2	2 221.5	2 376.3
Other non-current non interest-bearing liabilities	192.2	44.8	134.7
Total non-current liabilities	2 344.4	2 266.3	2 511.0
 Current interest-bearing liabilities	 1 248.3	 603.9	 1 189.6
Other current non interest-bearing liabilities	475.3	306.2	413.5
Total current liabilities	1 723.6	910.1	1 603.1
 TOTAL EQUITY AND LIABILITIES	 6 050.3	 4 431.5	 5 424.7

Cash Flow statement

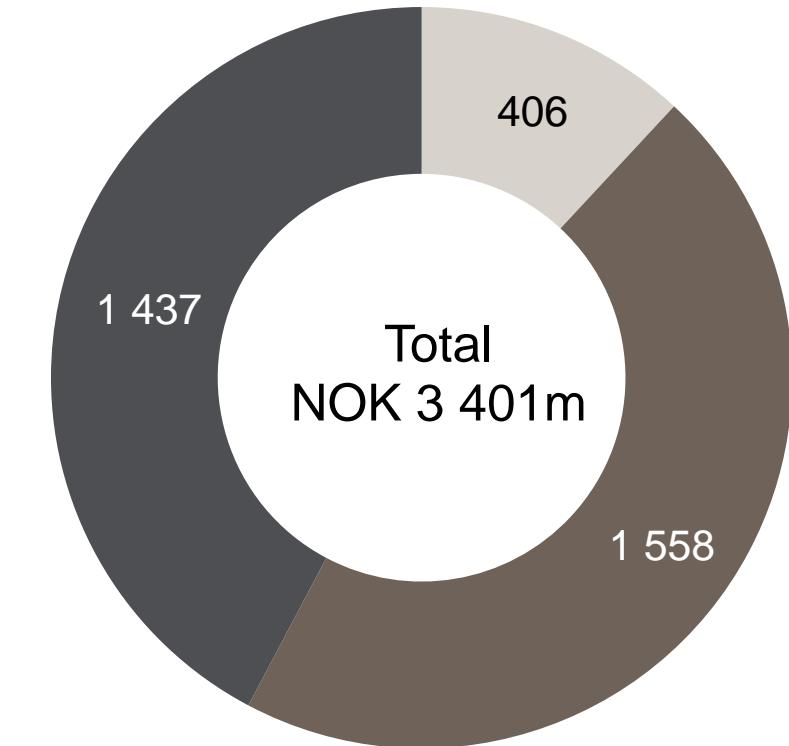
(figures in NOK million)	Q3 2012	Q3 2011	9M 2012	9M 2011	2011
Net cash flow from operating activities	45.6	(28.8)	(251.0)	(57.7)	(354.9)
Net cash flow from investment activities	(1.5)	93.5	11.9	41.2	32.9
Net cash flow from financing activities	(7.7)	292.2	269.7	385.8	703.7
Net change in cash and cash equivalents	36.3	356.9	30.5	369.3	381.7
Cash and cash equivalents at start of period	389.4	25.9	395.2	13.5	13.5
Cash and cash equivalents at end of period	425.7	382.8	425.7	382.8	395.2

Interest bearing debt

Loan facilities (summary)

	Loan facility	Drawn per 30 September (NOKm)	Interest rate margin
1	Bond loan	17	2.00%
2	NOK 225 million term loan from DNB	208	4.00%
3	NOK 150 million revolving credit facility from DNB maturing in 2014	50	2.50%
4	NOK 150 million working capital facility from DNB maturing in 2014	138	2.50%
5	NOK 500 million long term land loan from DNB	494	2.25%
6	Land loan facilities from a range of Nordic credit institutions	1 063	2.20% - 3.15%
7	Construction loan facilities from a range of Nordic credit institutions	1 437	2.20% - 2.50%

Interest bearing debt as at 30 September 2012¹



■ Top-up loan ■ Land loan ■ Construction loan

¹⁾Top up loan of NOK 406m differs from the summed up top up loan in the table (NOK 413m). The difference is due to NOK -7m in amortized cost which is not actual debt.

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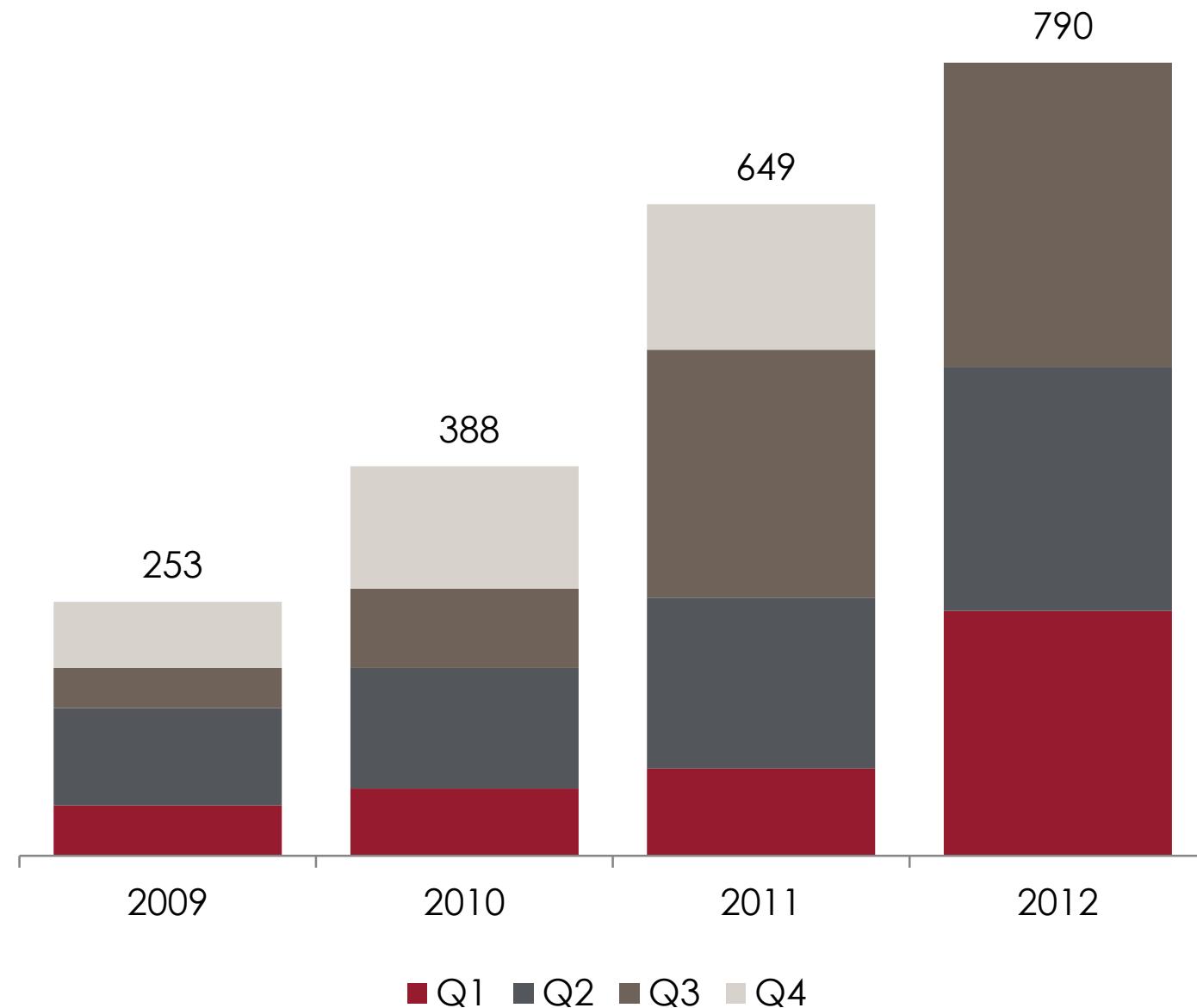
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Operational highlights – key operating figures

(number of residential units, unless otherwise stated)	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12
Residential units sold	247	145	244	243	303
Housing starts	100	98	188	118	156
Residential units completed	-	80	74	187	222
Residential units in production	995	1 014	1 128	1 059	993
% sold of residential units under construction	71 %	72 %	79%	86%	89%
Unsold completed residential units	12	14	14	17	21
Sales value of projects under construction ¹ (NOKm)	3 117	3 243	3 598	3 347	3 434
Number of employees	87	87	87	89	97

Strong sales development

Residential units sold per quarter



Sales starts in Q3

Project	# of units	Category	Segment
Lørenpynten, Oslo	39	Flats	Greater Oslo
Lillohøyden, Oslo	103	Flats	Greater Oslo
Mortensrudhøyden, Oslo	25	Flats	Greater Oslo
Jaasund, Sola	18	Terraced	Rest of Norway
Total	185		



Mortensrudhøyden

Construction start on exiting projects

Fernanda Nissen – Greater Oslo

Number of apartments	70
Expected income	NOK 308 million
Production start	Q3 2012
Scheduled completion	Q2 2014

Sädersärlan – Other countries

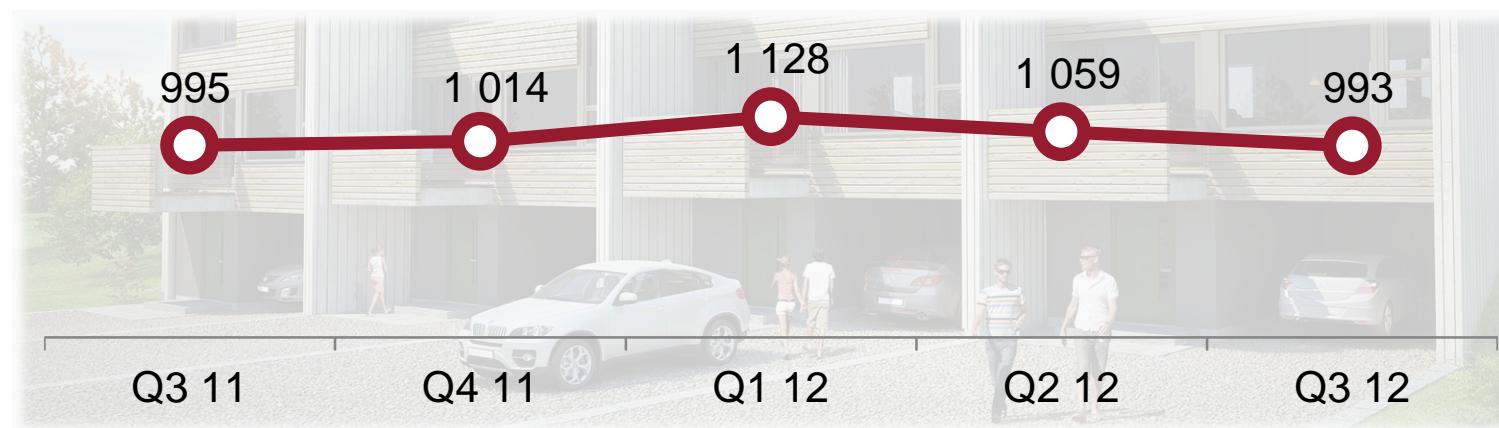
Number of apartments	39
Expected income	SEK 332 million
Production start	Q3 2012
Scheduled completion	Q2 2014

Note: This is an associated company

Lervig brygge B1 – Rest of Norway

Number of terrace houses	11
Number of apartments	36
Expected income	NOK 160 million
Production start	Q3 2012
Scheduled completion	Q2 2014

Number of units in production¹



¹) All numbers are adjusted for Selvaag Bolig's ownership in joint ventures.

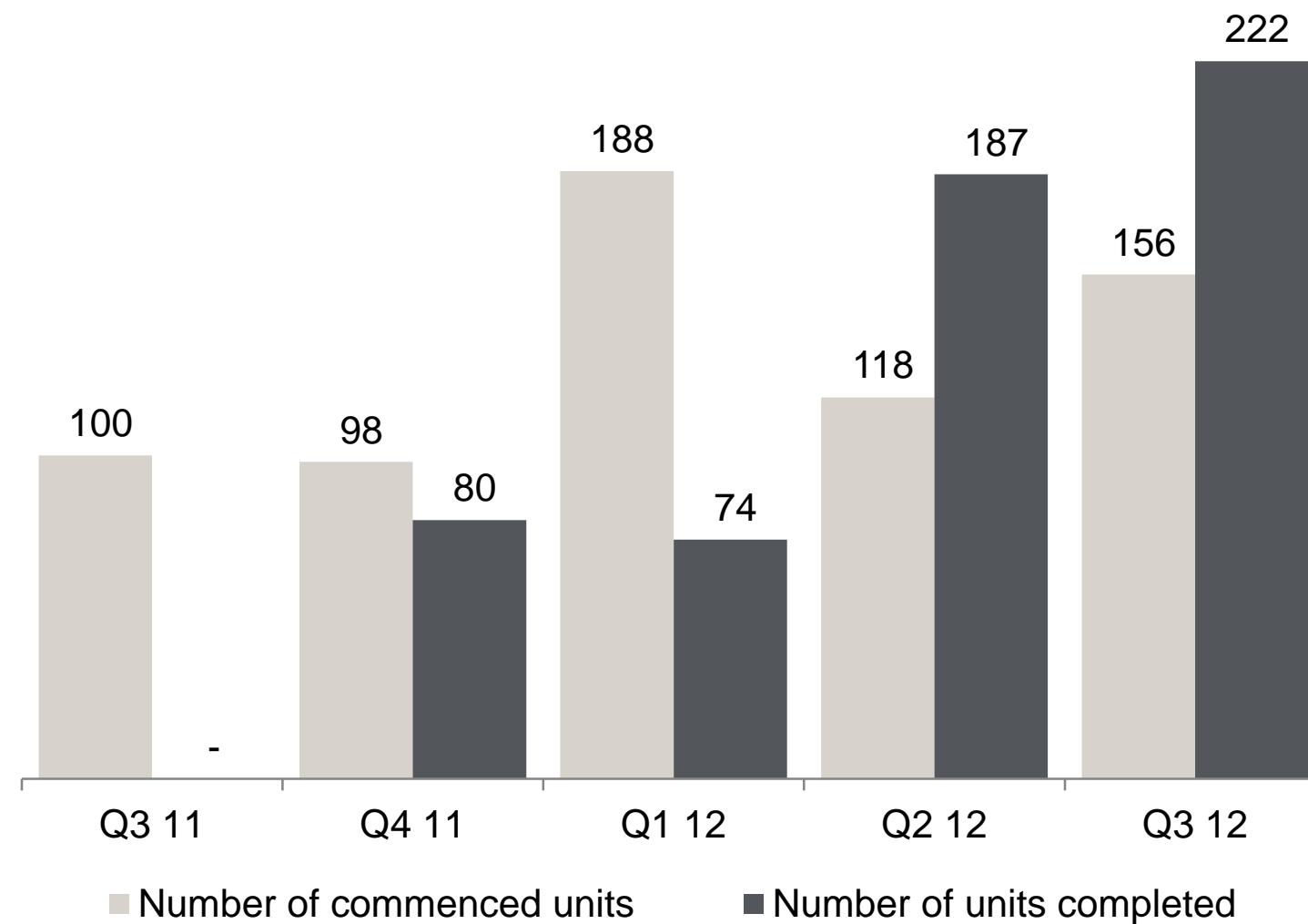
Measure point: decision of construction start. Selvaag Bolig has a number of joint venture projects under construction. The joint venture partners' share amount to 81 residential units, implying that Selvaag Bolig currently manages 1,074 residential units under construction



Lervig brygge

Growth in completions

Commenced and finalized units¹

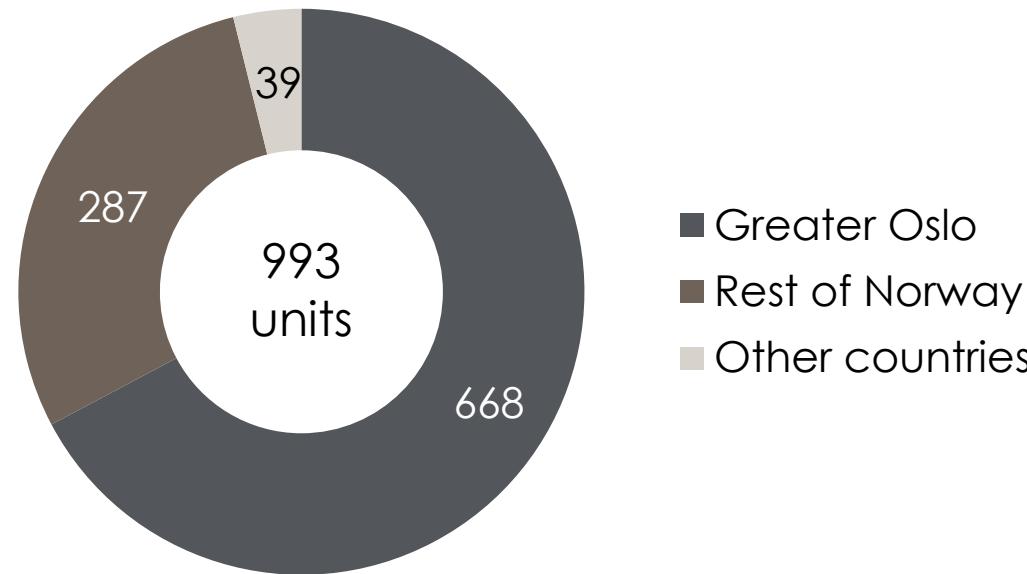


¹⁾ All numbers are adjusted for Selvaag Bolig's ownership in joint ventures.

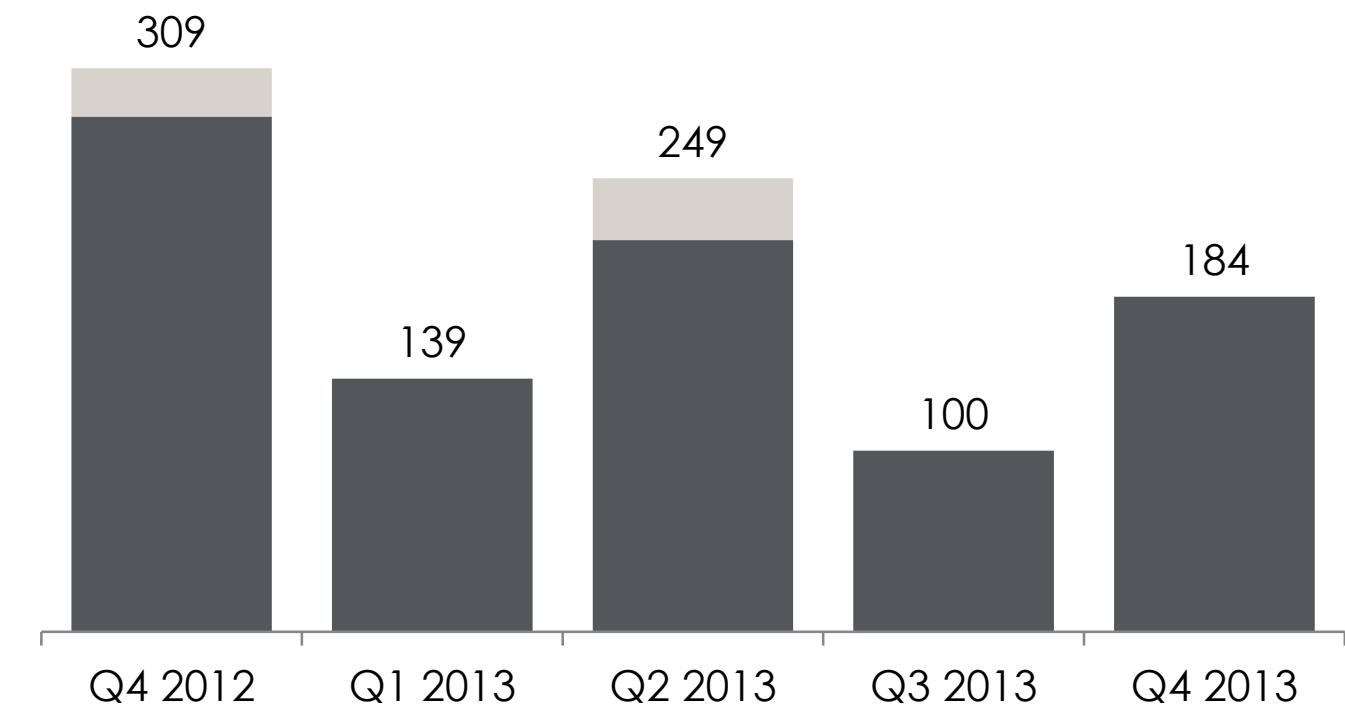


Projects in production

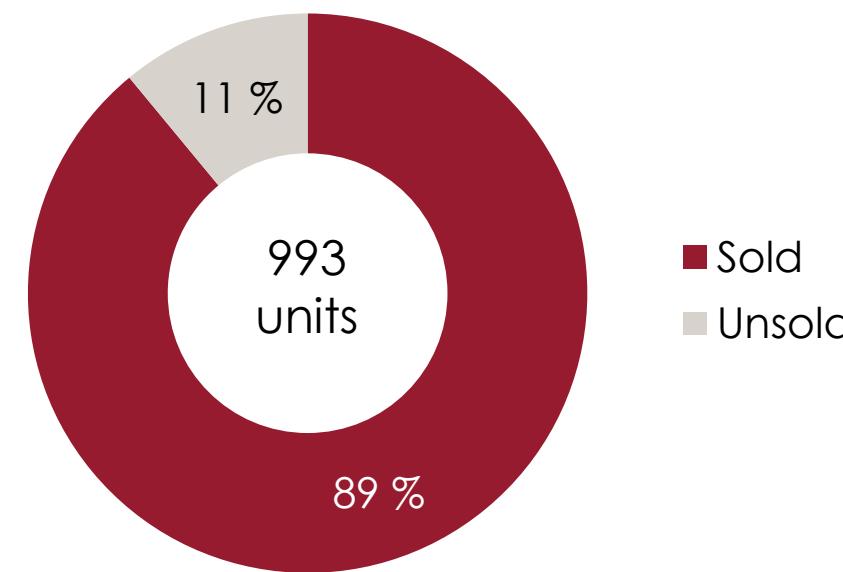
Segment distribution as at 30 September 2012



Expected deliveries



Sales status as at 30 September 2012



Acquisitions and disposals

Acquisitions

- Development of approximately 7.5 hectares land in Sandnes
 - Potential of some 600-700 residential units and 60,000 square meters of commercial area
 - Subject to due diligence which is ongoing as of November 27
- Acquired 15.5 hectares at Ballerud and Avløs.



Lervig brygge

Disposals

- Sold 50% of commercial plot at Skårerødegaarden for NOK 50 million

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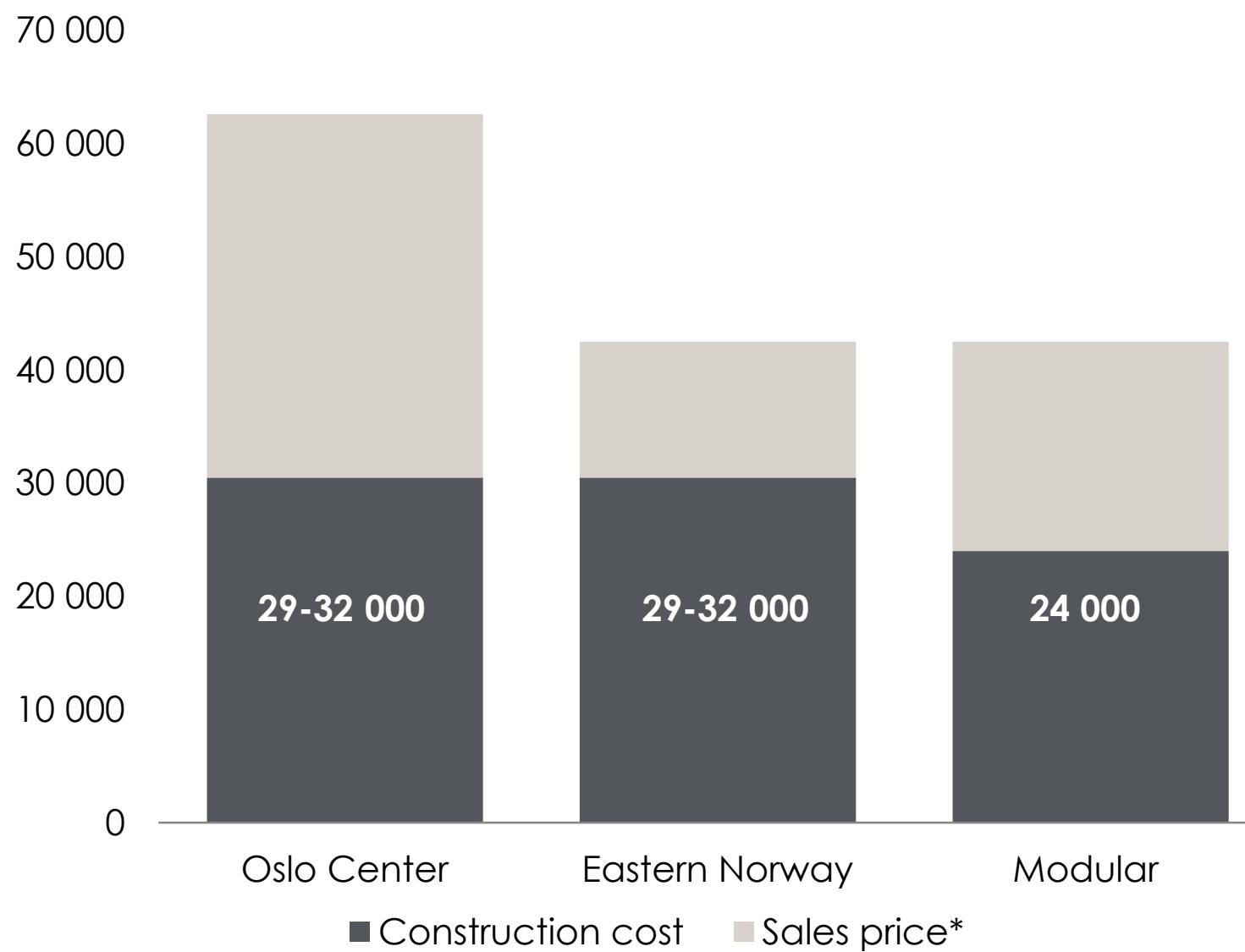
Purchase power stronger than ten year average

Household interest payments after tax as a proportion of post-tax earned income



Construction cost challenges industry profitability

Approximate industry margins (NOK)



Mortensrudhøyden

* Econ Poyry 05/12 (Oct. 2012) - Average sales price for new homes

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Summary and outlook

Summary

- Strong markets, solid sales momentum
- High production activity

Outlook

- Continued focus on sales starts and project initiations
- Macro economic environment indicates continued rise in prices
- Construction cost challenge – focus on modules
- Continue to strengthen land bank with plots in target regions

Thank you for your attention

Q4 2012 results February 26, 2013



Appendix

IFRS EBITDA Q3 2012

(figures in NOK 1 000)	Property development					Total
	Greater Oslo	Rest of Norway	Other countries	Other		
IFRS EBITDA second quarter per segment						
Operating revenues	547.9	315.6	0.3	9.7	873.6	
Project expenses	(375.3)	(273.5)	-	(0.8)	(649.6)	
Other operating expenses	(15.6)	(4.2)	(0.5)	(24.8)	(45.0)	
Share of income (losses) from associated companies and joint ventures	19.7	(1.9)	(0.2)	-	17.6	
Other gain (loss), net	-	-	-	-	-	-
EBITDA	176.7	36.1	(0.3)	(15.9)	196.6	

Operational Reporting second quarter

(figures in NOK 1 000)	Property development				Other	Total
	Greater Oslo	Rest of Norway	Other countries			
Operating revenues	578.0	240.4	0.3	9.7	828.5	
Project expenses	(389.7)	(179.6)	-	(0.8)	(570.0)	
Other operating expenses	(15.6)	(4.2)	(0.5)	(24.8)	(45.0)	
EBITDA (percentage of completion)	172.8	56.7	(0.1)	(15.9)	213.5	

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

Land loan interests on the P&L

- Total land loans are NOK 1 558 whereas NOK 1 012 is related to loans where interest cost are activated
- Land loan interests activated at regulation
- As at 30 September interests connected to Land loans of NOK 546 million was charged on the P&L

Interest charged on the P&L as at 30 September 2012

