



Investor Presentation

Q1 FY20/21



Contract migration and covid-19 put pressure on both sales and earnings while cash flow has increased



Q1 Financial highlights

- Net sales* decreased by -8.1% mainly driven by contract migration and decreased incentive revenue, mainly in Sweden, as an effect of covid-19. Denmark, Finland and Norway all reported increased net sales.
- Adjusted EBT decreased to SEK 50 million mainly due to the covid-19 impact decreasing the incentive revenue, primarily in Sweden. In addition the earnings were negatively effected by last year's contract migration in Sweden while migration effects in Norway and Finland had positive effect.
- Cash flow from operations increased to SEK 568 million (331) and total cash flow increased to SEK 405 million (-70). Total cash flow significantly stronger than Q1 last year mainly due to working capital swings and new bank funding of 200 MSEK.
- Investments amounting to SEK 662 million (660) in buses and other equipment.

*Adjusted for currency effects



Strong position in a challenging market

- Profitability in incentive contracts was negatively affected by a 50% drop in passenger volumes due to covid-19
- Negotiations with some PTA's, concerning incentive contract amendments, are still ongoing while some have been finalized
- In addition, continued negative impact on sales and earnings from last year's contract migration of 1,100 buses
- Despite covid-19 Nobina has managed to perform 99,95% traffic delivery in May
- Samtrans reflecting an agile business when rapidly readjusting their organization to support new needs in the society with transportation and testing services related to covid-19
- Slight recovery in passenger volumes noted in May and a stable financial position enables participation in possible future industry consolidation
- After the quarter Nobina started new traffic with a total of 250 buses in Linköping, Sjuhärad and Halland as a result of last year's contract wins

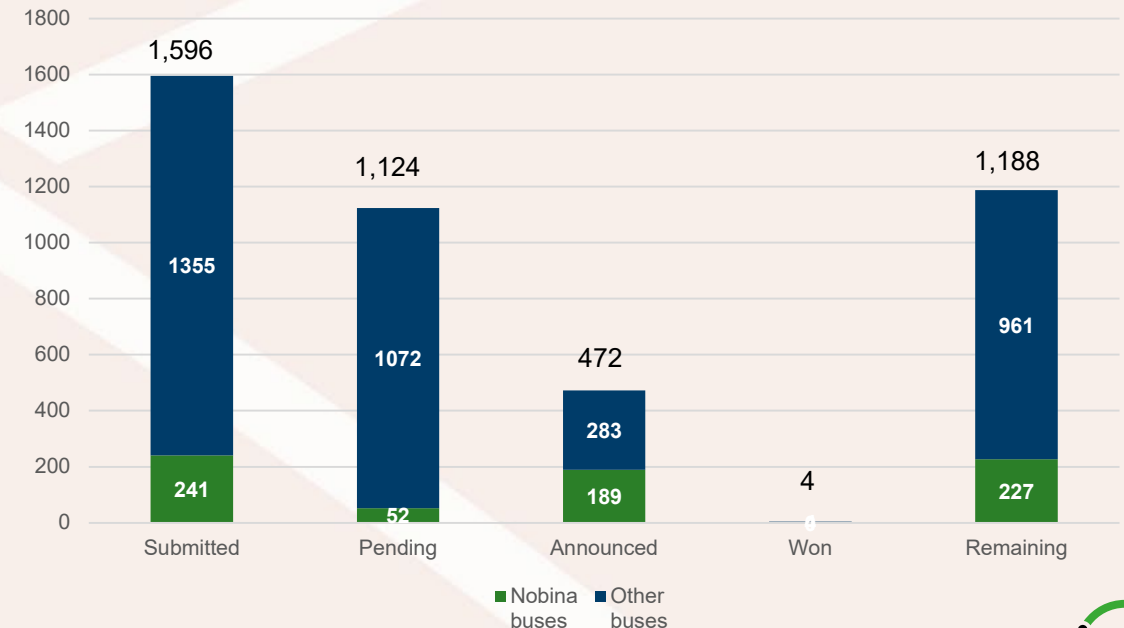
Tenders of >1,100 buses are pending announcement

Highlights (year-to-date)

- Tenders of 1,596 buses are submitted so far in FY20/21
- Tenders of 1,124 buses are pending, while tenders corresponding to 472 buses have been announced. Nobina has won 4 buses so far in FY20/21.
- Two of the tenders in the Stockholm region, representing more than half of the announced buses, have been appealed

Definitions	
Submitted:	Number of buses in tenders submitted by Nobina
Pending:	Number of buses in submitted less announced
Announced:	Number of buses in tenders where results are announced
Won:	Number of buses Nobina has won out of announced tenders
Remaining available:	Number of remaining buses available in tenders FY20/21

March 20 – May 20	Tender results during the period	
	Announced	Won
Sweden	292	0
Norway	0	0
Finland	162	0
Denmark	18	4
Total	472	4



No buses migrated during first quarter

Mar 20 – May 20	Traffic changes during the period			
	Started	Ended		
Sweden	0	0	Average weighted contract length (last year)	7.8 (8.0)
Norway	0	0	Average weighted contract age (last year)	4.8 (5.3)
Finland	0	0		
Denmark	0	0	Average age of bus fleet (last year)	6.1 (6,7)
Total	0	0		

Nobina is growing market share within the next 12 months

Traffic starts Jun 2020 – May 2021

PTA	No. of years	Traffic start	No. Of buses	New buses
Hallandstrafiken (SE)	10	June 2020	127	120
Östgötatrafiken (SE)	10	June 2020	87	87
Västtrafik (SE)	10	June/Dec 2020	71	71
Movia (DK)	4.5	December 2020	34	0
Sydtrafik (DK)	3	August 2020	18	0
Norrbottnen (SE)	10	December 2020	13	13
Total			350	291¹⁾

Nobina will start new contracts involving a total of 350 in-service buses in the next 12 months


1) Whereof 32 are electric buses

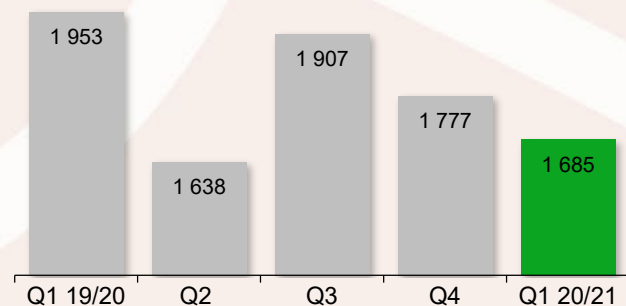
Expiring contracts Jun 2020 – May 2021

PTA	Traffic start	No. Of buses
Hallandstrafiken (SE)	June 2020	58
Movia (DK)	December 2020	34
Midttrafik (DK)	August 2020	23
HSL, Finland (FI)	August 2020	20
HSL, Finland (FI)	December 2020	7
Total		142

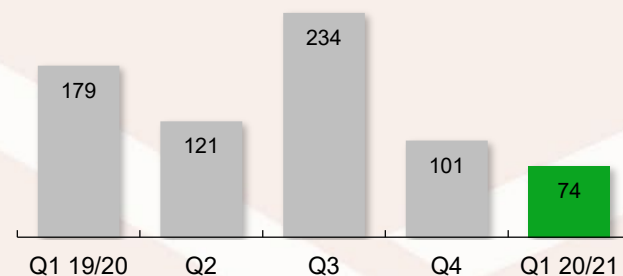
Nobina will end contracts involving a total of 142 in-service buses in the next 12 months


Covid-19 and contract migration have negative effects on the result in Sweden

 **SE Net sales**
SEK million




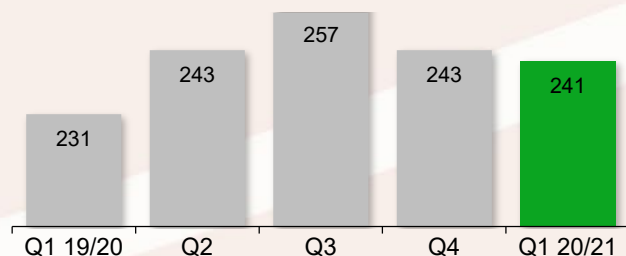
 **SE EBITA**
SEK million



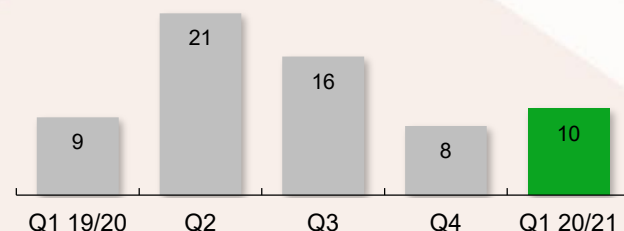
 **Q1 Highlights**


- Net sales for the first quarter decreased compared with the prior year period primarily due to contract migration but also through effects from COVID-19.
- EBITA decreased and was impacted by COVID-19 with lower incentive revenue and contract migration. Negotiations are ongoing with certain PTA's concerning amendments of traffic contracts.

 **DK Net sales**
SEK million



 **DK EBITA**
SEK million

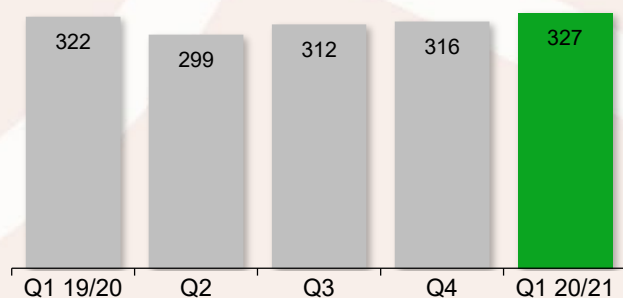


 **Q1 Highlights**

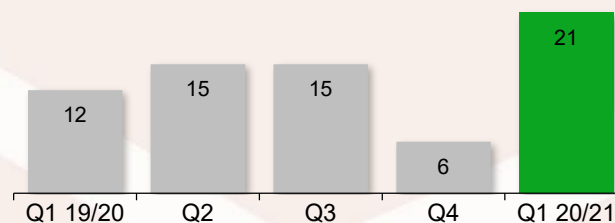
- Net sales higher than last year primarily driven by a positive contribution from the new contract in Roskilde.
- EBITA was higher than the prior year period, mainly driven by the positive development of DBO.


Contract migration and efficiency improvements drive clearly improved results in Finland and Norway

 **FI Net sales**
SEK million




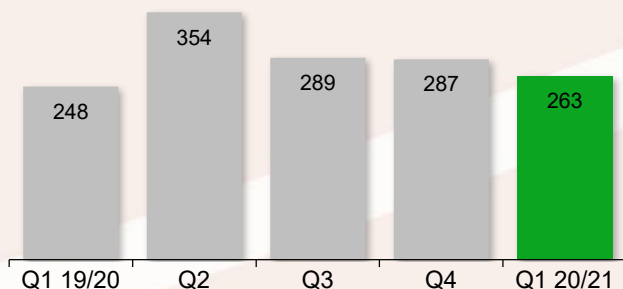
 **FI EBITA**
SEK million




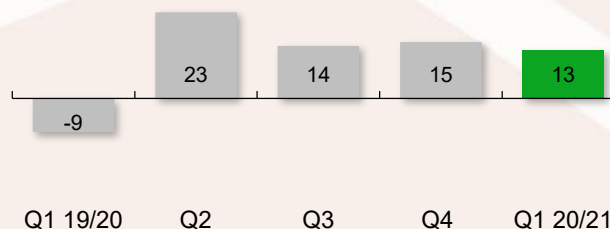
 **Q1 Highlights**


- Net sales for the first quarter were slightly higher than the prior year period.
- EBITA for the quarter was higher than in the corresponding period last year and was mainly impacted by the positive contract migration but also by efficiency improvements.

 **NO Net sales**
SEK million



 **NO EBITA**
SEK million



 **Q1 Highlights**

- Net sales for the first quarter were higher than in Q1 last year due to contract migration and the positive performance of existing contracts.
- EBITA was substantially higher year-on-year and was attributable to the expired contract in Tromsø and operational improvements.

Decreased result for the quarter explained by COVID-19 effects, primarily in Sweden

SEK million	Q1 20/21	Q1 19/20	Change	YTD 20/21	YTD 19/20	Change
Net sales	2 509	2 749	-240	2 509	2 749	-240
EBITDA % of net sales	366 14,6 %	431 15,7 %	-65	366 14,6 %	431 15,7 %	-65
EBITA % of net sales	89 3,5 %	168 6,1 %	-79	89 3,5 %	168 6,1 %	-79
EBIT % of net sales	70 2,8 %	152 5,5 %	-82	70 2,8 %	152 5,5 %	-82
Interest income	-	-	-	-	-	-
Interest expenses	-44	-51	7	-44	-51	7
FX net	5	-4	9	5	-4	9
EBT % of net sales	31 1,2 %	97 3,5 %	-66	31 1,2 %	97 3,5 %	-66
Tax	-10	-21	11	-10	-21	11
Earnings after tax	21	76	-55	21	76	-55

Key points

- The net sales decrease mainly driven by contract migration and the impact of COVID-19 with a decline in incentive revenue, primarily in Sweden
- EBT of 31 MSEK in Q1 includes income and cost related to acquisition accounting. Adjusted EBT is 50 MSEK
- EBITA for the quarter decreased primarily due to Sweden where COVID-19 effects, through decreased incentive revenue, and contract migration have had negative impact
- Positive EBITA contribution from Norway, Finland and Denmark

**Adjusted for currency effects*

Reduced travelling due to COVID-19 have significant impact on price and volume

SEK million	Net sales	EBT Adj.
YTD Mar 2019 – May 2019	2,749	113
Price and volume	-121	-71
Contract migration	-125	-8
Indexation & operational efficiency	6	10
Other	-	-10
Financial net	-	16
YTD Mar 2020 – May 2020	2,509	50

Key points

- Effects of price and volume negative both regarding net sales and EBT adj. driven by decrease in travel volume resulting from the covid-19 pandemic.
- Contract migrations have been extensive this year and impacted the results negatively in Sweden. Positive impact of migration in Norway.
- Operational efficiency improved year-on-year, partly due to lower fuel and damage cost.
- Other represents cost deviations, primarily within central functions, and includes result from the fleet operations.
- Profit for the year was positively affected by exchange rate effects

Cash flow significantly strengthened due to new loan and working capital effects

SEK million	Q1 20/21	Q1 19/20	Change	YTD 20/21	YTD 19/20	Change
Cash flow from operations before changes in working capital	363	434	-71	363	434	-71
Changes in working capital	209	-103	312	209	-103	312
Interest received and tax payment	-4	-	-4	-4	-	-4
Cash flow from operations after changes in working capital	568	331	237	568	331	237
Cash flow from investing activities	-657	-659	2	-657	-659	2
Cash flow from financing activities	494	258	236	494	258	236
Cash flow for the period	405	-70	475	405	-70	475

Key points

- Positive effect from working capital primarily due to impact of postponed final settlements with PTA's pertaining to incentive contracts due to covid-19 and payment timing effects
- Cash flow from investing activities in line with Q1 previous year
- Stronger cash flow from financing activities in Q1 due to the new financing of 200 MSEK
- Total cash flow significantly stronger than Q1 last year mainly due to working capital swings and new bank funding of 200 MSEK

Investments to a large extent in line with Q1 last year

SEK million	Q1 20/21	Q1 19/20	Change	YTD 20/21	YTD 19/20	Change
Investments in buses	-643	-651	8	-643	-651	8
Other investments	-19	-9	-10	-19	-9	-10
Total investments	-662	-660	-2	-662	-660	-2
Lease financing	-	3	-3	-	3	-3
Capex	-662	-657	-5	-662	-657	-5
Whereof: Loan financing of buses	572	589	-17	572	589	-17
Whereof: Cash financing	-90	-68	-22	-90	-68	-22

Key points

- Total bus investments in the quarter of 643 MSEK comprises for example 38 electric buses whereof 28 MSEK financed by the green bond
- Investments in buses also includes residual value purchases of buses in expired leasing contracts
- All new bus investments are financed through financial leasing, loans or with green bonds

**The table includes investments in buses and other equipment but excludes acquisitions*

Balance sheet growth due to significant bus investments

SEK million	2020-05-31	2019-05-31	Change
ASSETS			
Total non-current assets	8 182	7 372	810
Trade receivables and other current rec.	1 132	1 207	-75
Cash and cash equivalents	704	992	-288
Total current assets	1 836	2 199	-363
TOTAL ASSETS	10 018	9 571	447
EQUITY AND LIABILITIES			
Shareholders' equity	1 384	1 539	-155
Total non-current liabilities	5 711	4 821	890
Total current liabilities	2 923	3 211	-288
TOTAL LIABILITIES	10 018	9 571	447

Key points

- Total non-current assets increased relating to investment in new buses from last year, SEK 2,432 (1,396) million. Investment in new buses and other equipment during Q1 was SEK 662 (660) million.
- Cash position declined to SEK 704 million (992) due to Q1 last year boosted by green bond proceeds
- Equity ratio of 13.8% (16.1%)
- Interest-bearing liabilities was SEK 6,321 million (5,509), including acquisition related loan of 444 (293) MSEK
- Net debt/EBITDA was 3.3x (2.7x)



Nobina showing operational strength despite COVID-19

- Contract migration and covid-19 put pressure on both sales and earnings
- Cash flow was strengthened due to working capital swings and new bank funding of 200 MSEK adding up to a strong liquidity position of 704 MSEK
- Negotiations with some PTA's, concerning incentive contract amendments, are still ongoing while some have been finalized
- Continued strong operational performance despite covid-19 where Nobina managed to perform 99,95% traffic delivery in May
- Agility demonstrated by Samtrans when rapidly adapting their business to new societal needs related to covid-19
- Slight recovery in passenger volumes noted in May and a stable financial position enables participation in possible future industry consolidation.

Nobina

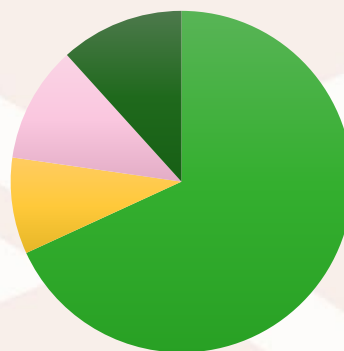


Appendix

Largest public transport company in the Nordic region

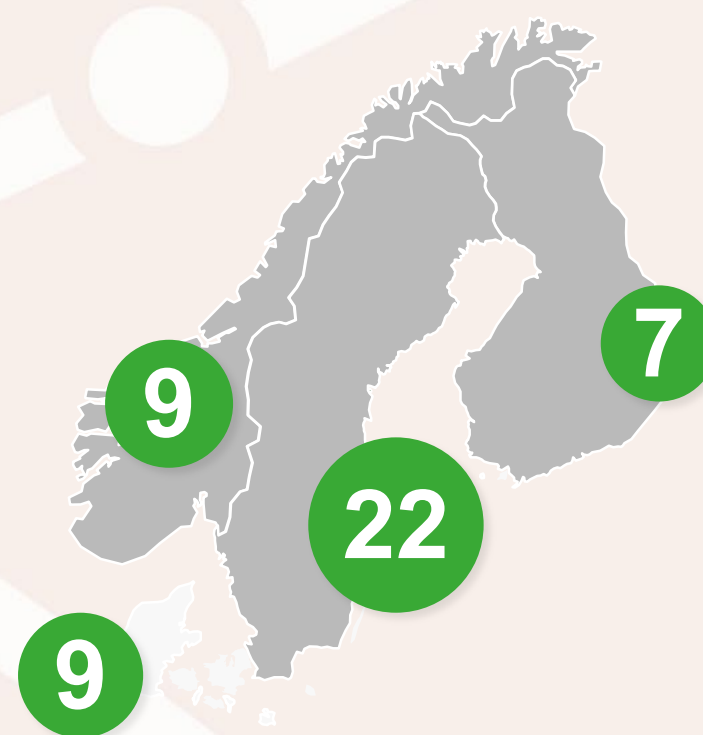
- Nobina's economies of scale, market expertise and outstanding bus fleet, combined with long-term delivery of quality, make Nobina the industry leader in terms of profitability
- Stable operations and growing market. More than 97% of revenues supported by long term contracts, typically lasting 5-10 years with a potential 1-2 year extension
- Nobina aims to grow profitability through active contract and portfolio management and to increase the value added by delivering benefits to passengers, clients and society

**Nobina - Net sales per country
2019/2020 (SEK million)**



■ Sweden 7 275
■ Denmark 974
■ Norway 1 178
■ Finland 1 249

Total market – Annual net sales per country



Nobina

