

## THIRD QUARTER HIGHLIGHTS

- Net sales were **SEK 1,943 million** (1,889), an increase of **2.8 per cent**.
- The operating profit was **SEK 160 million** (122).
- Earnings after tax were **SEK 77 million** (54) and earnings per share were **SEK 0.12** (0.09).
- Cash flow from operating activities was **SEK 357 million** (183).
- Investments, which refer chiefly to the purchase of buses, totalled **SEK 148 million** (45).

## SIGNIFICANT EVENTS

- In November Nobina was awarded the Stockholm region's tender for bus transport services in the municipalities of Tyresö, Haninge and Nynäshamn. The eight-year contract, the year's largest, is worth SEK 5 billion.
- Nobina has won an extensive tender in Helsinki covering 94 buses. The contract strengthens Nobina's position in Finland and secures significant market shares in Helsinki.
- Strong revenues and cash flow during the period are important steps towards achieving our medium-term financial targets.

## CEO'S COMMENTS

–The third quarter proved to be a strong period for Nobina, and our operating revenue and cash flow situation show that the major contract migrations this year have worked out well. This is an important step towards achieving our medium-term financial targets.

We are extremely pleased about the outcome in the major procurement of transport operator services in the Stockholm region. The contract runs over eight years and deploys 250 buses in the Haninge, Tyresö and Nynäshamn transport districts. During the period we also secured a large contract in Helsinki. This means that Nobina is now the largest operator in the Finnish capital, with a market share exceeding 40 per cent in the metropolitan area.

I am also pleased to note that the start of new services in the autumn went according to plan. Our quarterly result is better than in the same period last year, which was one of Nobina's strongest results to date. With business opportunities in our markets expected to remain favourable, we enter the fourth quarter of the year with good confidence.

Ragnar Norbäck,  
*President and CEO*

## KEY RATIOS

Group (SEK million, unless otherwise stated)	Quarter		Period		Full year	Rolling 12 m
	Sep–Nov 14	Sep–Nov 13	Mar–Nov 14	Mar–Nov 13	Mar 13–Feb 14	Dec 13–Nov 14
Sales	1,943	1,889	5,644	5,453	7,269	7,460
Operating profit	160	122	330	294	326	362
Earnings after financial net	106	67	151	111	87	127
Earnings after tax	77	54	105	81	56	80
Net cash flow	174	3	-46	-6	173	133
Cash, equivalents and restricted cash	412	283	412	283	465	
Equity ratio, %	5.2	4.5	5.2	4.5	3.8	
Shareholders' equity	328	261	328	261	224	
Number of buses	3,327	3,405	3,327	3,405	3,359	
Estimated full time positions	7,773	6,709	7,773	6,709	7,547	

## NOBINA IN BRIEF

Nobina is the Nordic region’s largest provider of passenger bus services, offering reliable and environmentally friendly transport solutions that make everyday travel easier. The operations comprise contract-based regional transports in Sweden, Norway, Finland and Denmark as well as interregional transport under

own management through Swebus. In the financial year 2013/2014 the Nobina Group generated sales of over SEK 7 billion. With around 280 million passenger journeys and a fleet of 3,400 buses, Nobina is the leading player in the Nordic market. More information is available at [www.nobina.com](http://www.nobina.com).

## MARKET OVERVIEW

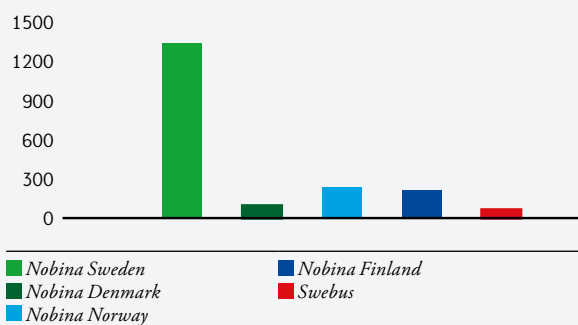
In the Nordic region public transport is a key part of the effort to build a sustainable society, ensuring stable long-term growth in demand for public transport. Market conditions are similar in each of the Nordic countries. The price of regional transport is subsidised by local authorities while the market for long-distance coach services (Swebus) is subject to free competition and pricing. The principal difference between the countries is the share of regional transport services that is put out to tender.

Transport principals – politically governed, publicly owned principals – are responsible for the provision of transport services in their respective regions. Regional transport comprises regional services, urban transport and school bus services. The procurement model is well established in Sweden and Denmark and is gradually gaining ground in Norway and Finland.

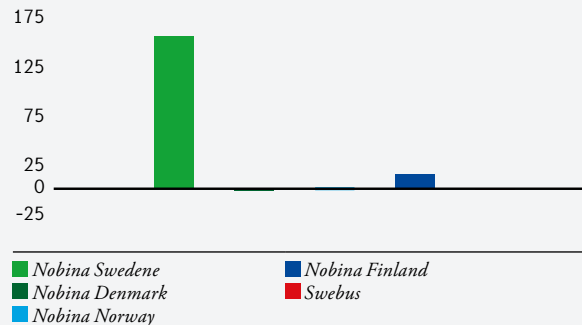
Several operators in the market are under State ownership and therefore have a different required rates of return as well as different funding arrangements. The total volume that is put out to tender is growing in Norway and Finland. In the more mature markets of Sweden and Denmark a growing emphasis is placed on quality, which enables more rational pricing.

The diesel price has decreased during the autumn due to decreased oil prices.

SHARE OF NET SALES BY BUSINESS AREA (Q3 2014/2015), SEK MILLION



SHARE OF OPERATING PROFIT BY BUSINESS AREA (Q3 2014/2015), SEK MILLION



## FINANCIAL PERFORMANCE

Third quarter (1 September–30 November 2014)

### Sales

The Group generated net sales of SEK 1,943 million (1,889) in the third quarter, representing an increase of 2.8 per cent on the same period in 2013. Sales were boosted by growing revenues from existing contracts, the start-up of new contracts and indexing of revenues.

### Earnings

Earnings in the third quarter increased. The operating profit was SEK 160 million (122), of which SEK 168 million (131) refers to regional transport and SEK -1 million (2) to interregional transport. The operating profit was also boosted by an increased volume.

Contract migration, from older to newer contracts, resulted in a younger portfolio of contracts. A younger contract portfolio requires extensive investment and will initially reduce the operating profit, as operating profits are significantly lower in the early stages of a contract compared with the latter stages. In the third quarter this was offset by the expiration of two loss-making contracts in the second quarter of 2014/2015.

Earnings before tax were up year-on-year, to SEK 77 million (54).

### Tax

Deferred tax declined by SEK -29 million (-13) in the third quarter.

### Financial position

Cash and cash equivalents were SEK 265 million (131) at the end of the period. In addition, the Group had restricted cash of SEK 147 million (152), which refers principally to collateral for guarantees for submitted tenders and concluded transport contracts.

The Group has a SEK 150 million bank credit line, of which SEK 0 million had been drawn at 30 November 2014.

Equity was SEK 328 million (261) and the equity/assets ratio was 5.2 per cent at the end of the quarter, up from 4.5 per cent at the end of the same period the year before.

### Investments

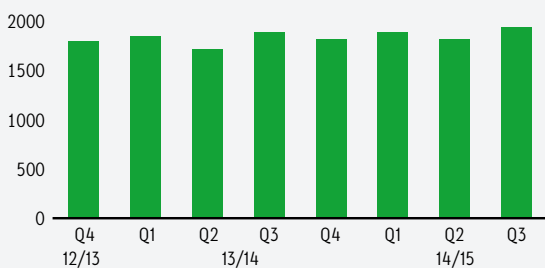
The Group's cash investments during the period refer to purchases of other non-current assets as well as the purchase of buses and related equipment for SEK 161 million (32). Through a subsidiary, Nobina Fleet AB, the Group has concluded finance leases covering a total cost of SEK 56 million (31). The Group's finance leases have been classified as non-current assets in the balance sheet and the lease obligations have been recognised as a liability in the balance sheet. Depreciation charges and interests expenses are recognised in the income statement.

During the period the Nobina Group sold buses and other non-current assets worth SEK 5 million (8). The sales resulted in a net capital loss of SEK -12 million (-2).

### Cash flow

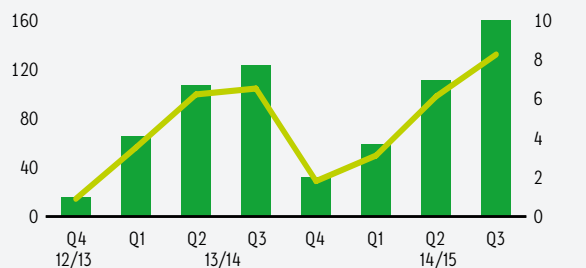
Cash flow from operating activities was SEK 357 million (183) before investing and financing activities, and SEK 174 million (3) after investing and financing activities. Working capital was positive, at SEK 51 million (-69), on the back of high traffic production and a major customer payment relating to the previous quarter.

#### REVENUES



■ Revenues, SEK million

#### OPERATING PROFIT AND MARGIN



■ Operating profit, SEK million

— Operating margin, %

## NOBINA INTERIM REPORT SEPTEMBER–NOVEMBER 2014

Revenues (SEK million)	Quarter		Period		Full year	Rolling 12 m
	Sep–Nov 14	Sep–Nov 13	Mar–Nov 14	Mar–Nov 13	Mar 13–Feb 14	Dec 13–Nov 14
<b>Revenues per segment</b>						
Nobina Sweden	1,343	1,266	3,845	3,605	4,853	5,093
Nobina Denmark	95	90	276	257	346	365
Nobina Norway	238	259	722	755	995	962
Nobina Finland	210	205	597	607	802	792
Elimination of sales to interregional traffic	-6	-5	-18	-21	-43	-40
<b>Total regional traffic</b>	<b>1,880</b>	<b>1,815</b>	<b>5,422</b>	<b>5,203</b>	<b>6,953</b>	<b>7,172</b>
Swebus	64	74	223	250	316	289
Elimination of sales to regional traffic	-1	-	-1	-	-	-1
<b>Total interregional traffic</b>	<b>63</b>	<b>74</b>	<b>222</b>	<b>250</b>	<b>316</b>	<b>288</b>
<b>Total revenues</b>	<b>1,943</b>	<b>1,889</b>	<b>5,644</b>	<b>5,453</b>	<b>7,269</b>	<b>7,460</b>

Operating profit (SEK million)	Quarter		Period		Full year	Rolling 12 m
	Sep–Nov 14	Sep–Nov 13	Mar–Nov 14	Mar–Nov 13	Mar 13–Feb 14	Dec 13–Nov 14
<b>Operating profit per segment</b>						
Nobina Sweden	155	105	328	268	328	388
Nobina Denmark	-2	-2	-7	-11	-14	-10
Nobina Norway	0	12	-7	20	-3	-30
Nobina Finland	15	16	35	34	45	46
<b>Total regional traffic</b>	<b>168</b>	<b>131</b>	<b>349</b>	<b>311</b>	<b>356</b>	<b>394</b>
Swebus	-1	2	11	5	3	9
<b>Total interregional traffic</b>	<b>-1</b>	<b>2</b>	<b>11</b>	<b>5</b>	<b>3</b>	<b>9</b>
Central functions and other items	-7	-11	-30	-22	-33	-41
<b>Total operating profit</b>	<b>160</b>	<b>122</b>	<b>330</b>	<b>294</b>	<b>326</b>	<b>362</b>

Explanation items for revenue and earnings growth (SEK million)	Revenues and earnings		
	Revenues	EBIT	EBT
<b>Period</b>			
<b>Mar–Nov 2013</b>	<b>5,453</b>	<b>294</b>	<b>111</b>
Price and volume	82	37	37
Contract changes	21	26	26
Indexation	85	14	14
Operating efficiency	-	-8	-8
One-off costs	-	-	-
Fleet finance and utilization	-	-15	-15
Other	3	-19	-19
Financial net	-	-	5
<b>Period</b>			
<b>Mar–Nov 2014</b>	<b>5,644</b>	<b>329</b>	<b>151</b>

**Higher prices and volumes** represent changes in actual transport volumes as well as changes in prices for the transport services provided and their impact on sales and earnings.

**Contract changes** show the impact on sales and earnings of changes in the contract portfolio in the form of completed old contracts and the initiation of new contracts.

**Indexation** shows the effect of price adjustments on sales and earnings as regards compensation for underlying cost inflation in the provision of transport services under concluded contracts.

**Operating efficiency** shows the impact on earnings of efficiencies relating to staff costs, maintenance, damage, etc.

**Fleet finance and use** shows the impact on earnings of changes in financing terms and efficiencies in the use of vehicles.

**Other** reflects the effects of certain specific and other factors, including investments in property and other investments in connection with the start-up of traffic.

## BUSINESS AREAS

In addition to positive effects from contract migration, Nobina’s regional businesses saw a continued stable performance in the third quarter.

During the period Nobina successfully launched transport services in several locations in our markets.

### Sweden

During the period Nobina Sweden won a major transport contract for SL (Stockholm Public Transport). The contract covers around 250 buses and runs over eight years with an option for a two-year extension. Under the agreement, Nobina will assume responsibility for transport services in the municipalities of Tyresö, Haninge and Nynäshamn starting in June 2015.

In October the contract for school transport services in Värmland was signed. The contract is for school transport services over the period December 2015 to December 2025 and covers about 90 buses.

Nobina’s previously awarded contract for regional transport services in Värmland is still subject to judicial review due to appeal.

During the period Nobina secured the contract for regional bus services in Nora Hällefors. The contract, which covers about 20 buses, runs from August 2015 to 2022 with a potential for an extension for a further two years. In response to the increased emphasis on important environmental aspects, Nobina’s buses will be running on renewable biodiesel.

**Swebus** provides interregional transport services, accounting for 3.2 per cent of the Nobina Group’s operations. Swebus, which has for some time been exposed to intense price competition, reported reduced earnings in the third quarter due to lower sales.

### Denmark

Nobina’s Danish business continued to perform well on the back of increased volumes and operational efficiencies. Earnings include start-up costs for the contract that will be started in Copenhagen in December 2014, replacing the previous loss-making contract in Denmark.

### Norway

Nobina Norway posted weaker earnings compared with the third quarter of 2013/2014 due to costs incurred and a capital loss on the sale of buses.

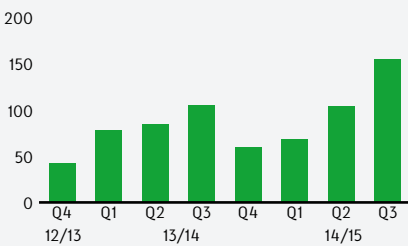
Nobina is continuing its discussions with the transport principal for the Tromsø contract with a view to solving the identified problems.

### Finland

Nobina has won an extensive tender in Helsinki covering 94 buses. The decision means that Nobina will provide additional urban transport services in the Vantaa district of Helsinki, representing an increase of 61 buses compared with the company’s existing contracts. The contract strengthens Nobina’s position in Finland and consolidates our market-leading position in Helsinki.

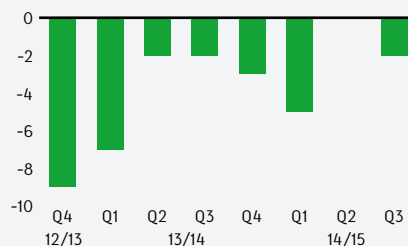
Earnings growth in Nobina Finland as a whole has been positive.

#### SWEDEN



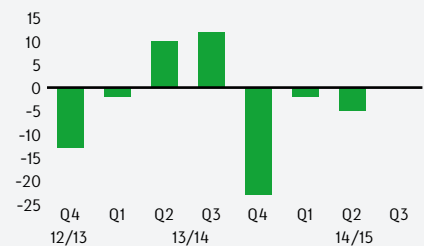
■ EBIT, SEK million

#### DENMARK



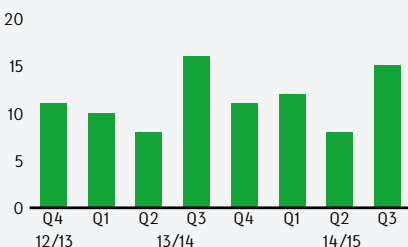
■ EBIT, SEK million

#### NORWAY



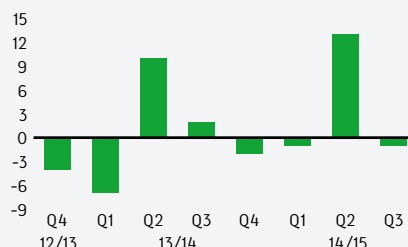
■ EBIT, SEK million

#### FINLAND



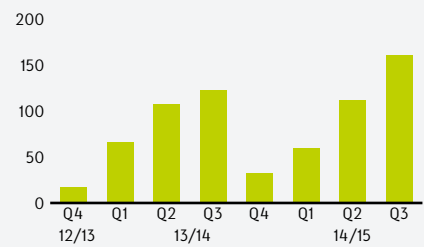
■ EBIT, SEK million

#### SWEBUS



■ EBIT, SEK million

#### NOBINA GROUP



■ EBIT, SEK million

**Tender results, ytd**

March–November 2014	Tender results during the period (number of buses)		
	Announced	Won	Not won
Sweden	509	390	119
Norway	281	76	205
Finland	178	94	84
Denmark	76	0	76
<b>Total</b>	<b>1,044</b>	<b>560</b>	<b>484</b>

**Contract migration, ytd**

March–November 2014	Traffic changes during the period (number of buses)	
	Started	Ended
Sweden	401	491
Norway	0	84
Finland	0	2
Denmark	0	0
<b>Total</b>	<b>401</b>	<b>577</b>

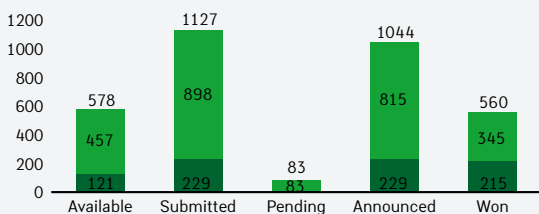
**Contract migration coming 12 months, December 2014–November 2015**

Traffic starts	PTA	No. of years	Traffic starts	No. of buses	New buses
Sweden	Skånetrafiken	8	December 2014	26	20
	SL	8	June 2015	261	125
	LT Örebro	7	August 2015	24	22
Finland	HSL	7	January 2015	20	15
	HSL	2	August 2015	66	20
	HSL *)	7	August 2015	28	21
Norway	Ruter	8	June 2015	62	69
	Ruter	5	June 2015	14	0
Denmark	Movia	6	December 2014	100	52
<b>Total</b>				<b>601</b>	

\*)Of which 7 buses start in January 2016

Expiring contracts	PTA	Traffic ends	No. of buses
Sweden	SL	June 2015	95
	LT Örebro	August 2015	21
Finland	HSL	August 2015	33
Norway	Ruter	June 2015	26
	Ruter	June 2015	22
Denmark	Movia	December 2014	55
<b>Total</b>			<b>252</b>

**TENDER UPDATE (NUMBER OF BUSES)**



■ Others  
■ Nobina

Definitions:

Available – Available tenders this year

Submitted – Nobina's submitted tenders

Pending – Submitted less announced

Announced – Submitted tenders, results are announced

Won – Nobina's wins out of announced tenders

CONTRACT LENGTH,  
AVERAGE NUMBER OF YEARS: **7,4**

CONTRACT AGE,  
AVERAGE NUMBER OF YEARS: **4,4**

AGE OF BUS FLEET,  
AVERAGE NUMBER OF YEARS: **6,0**

## OTHER DISCLOSURES

### Employees

The average number of employees in the Nobina Group was 7,773 (6,709). The Nobina Group has concluded collective bargaining agreements with trade unions in all countries in which the company operates. Nobina has well established principles and traditions for negotiations on working hours, terms of remuneration, information and collaboration.

### Parent company

The parent company has 9 (88) employees, who perform central Group management, financial administration, control and analysis duties. Compared with the previous year, the parent company has transferred some central service functions to the underlying company Nobina Europe AB. The parent company's sales, which refer in full to internal billing services, totalled SEK 37 million (139) during the period. The parent company posted a profit before tax of SEK 22 million (42) and restricted cash at the end of the period stood at SEK 42 million (52). Investments in intangible assets and property, plant and equipment were SEK 0 million (0). Equity in the parent company was SEK 2,627 million (2,595) and the equity/assets ratio 99 (95) per cent.

### Related-party transactions

No significant transactions with related parties took place during the period.

### Seasonal variations

Sales and earnings performance in Nobina's regional and inter-regional operations vary from one quarter to another. For the regional operations the third quarter is the strongest period due to higher transport volumes, a larger number of weekdays and increased travel activity while the second quarter is the weakest due to lower transport volumes in the holiday season.

In the interregional business the pattern is somewhat different, with the second quarter being the strongest due to a higher number of travellers during the holiday season while the third quarter is the weakest owing to a smaller number of public holidays, which results in less travelling. A quarterly breakdown of sales and earnings for Nobina's regional and interregional services in 2013 and 2014 is shown in the key ratio table on page 16.

### Risks and uncertainties

The Nobina Group is exposed to interest rate risk through finance and operating leases. Lease payments are primarily based on variable market interest rates. Nobina's interest rate risk is partly offset by revenue indexation clauses in the Group's transport agreements. The Group had no interest rate hedges during the period.

A refinancing risk exists when the existing SEK 550 million corporate bond matures in May 2019.

The Nobina Group is exposed to currency risk in connection with the translation of subsidiaries' balances sheets and income statements. The Group also has an indirect exposure to USD/SEK, as diesel is traded in USD in the international commodity markets. The Group's financial policy states that currency risks may be hedged using currency derivatives. The Group had no currency hedges during the period.

The Group is exposed to price changes through its purchases of diesel. The raw material price accounts for just under half of the total diesel price, with taxes, transports and refining account-

ing for the remainder. In regional transport services the Group is compensated for changes in the diesel price through revenue indexation clauses in its transport agreements, which cover approximately 95 per cent of diesel consumption. In the Group's interregional services revenues are not regulated through indexation. Instead, higher fuel prices are offset through higher ticket prices if market conditions allow. For the Group as a whole the share covered by indexation is 92 per cent. Based on the share of the Group's diesel consumption that is not protected through indexation, a ten per cent increase in the price of the raw material would raise the Group's annual fuel costs by around SEK 4 million, on the assumption of an unchanged USD/SEK rate. At 30 November 2014 the Nobina Group had no outstanding diesel derivatives.

The company can be affected by the result of appeal processes relating to the outcome of tenders.

For more information on risks and uncertainties, see the relevant section in Nobina's annual report for 2013/2014.

### Disputes

Nobina Norge AS has an outstanding dispute with Tromsø Fylkestrafikk concerning contract terms and conditions for the contract.

### Bonds and financing

Nobina Europe AB has SEK 550 million in outstanding bonds that were issued on 13 May to fully refinance an earlier bond loan. The bonds, which are listed on NASDAQ in Stockholm, bear fixed interest of 8.0 per cent and mature in May 2019. The refinancing has reduced the company's annual interest expense by SEK 16.5 million thanks to a lower interest rate.

The Group's bank credit line has been increased by SEK 100 million to SEK 150 million. The company's earlier trade receivable facility with a financing company was terminated after the end of the period. None of the credit facilities had been drawn at the end of the period.

### Extra General Meeting

At an Extra General Meeting held on 26 November the shareholders approved the establishment of an incentive program for Non-Executive Directors. In parallel, the Board of Directors has approved a similar new incentive program for certain senior managers of the Company. The aim of these programs is to support a move towards a long term ownership structure for Nobina before the end of 2017.

### Events after the end of the period

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### Accounting principles

Nobina applies the International Financial Reporting Standards (IFRS), as adopted by the EU, as well as RFR 1 Supplementary Accounting Rules for Corporate Groups. There are no new EU-adopted IFRS assumptions or IFRIC interpretations that will be applicable to Nobina or that will have a material impact on the Group's results and financial position in 2014/2015. In other respects Nobina has applied the same accounting principles and calculation methods as in the annual report for 2013/2014. See "Information about the company and accounting principles", in addition to what is stated in the following.

The financial statements for the parent company, Nobina AB,

have been prepared in accordance with the Swedish Annual Accounts Act and Recommendation RFR2 Accounting for Legal Entities and statements from the Swedish Financial Reporting Board. This interim report has been prepared in accordance with IAS 34 and the General Recommendations on Voluntary Interim Reporting of the Swedish Accounting Standards Board (BFNAR 2007:1).

**Declaration**

The CEO hereby warrants that the interim report for the third quarter provides a true and fair picture of the company's and Group's operations, financial position and revenues, and describes significant risks and uncertainties facing the company and the companies in the Group.

Stockholm, 22 December 2014

Ragnar Norbäck  
*President and CEO*

**Review report**

This report has not been subject to review by Nobina's auditors.

*Please note that this is an inhouse translation of the Swedish report, which is available on [www.nobina.com](http://www.nobina.com)*

**Teleconference**

Nobina will present the interim report and answer questions at a teleconference to be held on Tuesday 23 December 2014 at 10 a.m. CET. The presentation will be available on the company's website in connection with the teleconference. The telephone number and web link for participants are provided on the website, [www.nobina.com](http://www.nobina.com).

**Financial calendar**

Year-end report for 2014/2015 24 April 2015

**Contact persons**

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**CONSOLIDATED INCOME STATEMENT IN BRIEF**

SEK million, unless otherwise stated	Quarter		Period		Full year
	Sep–Nov 14	Sep–Nov 13	Mar–Nov 14	Mar–Nov 13	Mar 13–Feb 14
<b>Net sales</b>	<b>1,943</b>	<b>1,889</b>	<b>5,644</b>	<b>5,453</b>	<b>7,269</b>
<b>OPERATING EXPENSES</b>					
Fuel, tires and other consumables	-424	-429	-1,233	-1,213	-1,644
Other external expenses	-261	-276	-825	-830	-1,101
Personnel expenses	-957	-936	-2,854	-2,735	-3,692
Capital losses from the disposal of non-current assets	-12	-2	-23	-10	-15
Depreciation/amortization and impairment of PPE and intangible assets	-129	-124	-379	-371	-491
<b>OPERATING PROFIT</b>	<b>160</b>	<b>122</b>	<b>330</b>	<b>294</b>	<b>326</b>
<b>PROFIT FROM NET FINANCIAL ITEMS</b>					
Financial income	1	1	6	4	9
Financial expenses, Note 2	-55	-56	-185	-187	-248
<b>NET FINANCIAL ITEMS</b>	<b>-54</b>	<b>-55</b>	<b>-179</b>	<b>-183</b>	<b>-239</b>
<b>EARNINGS BEFORE TAX</b>	<b>106</b>	<b>67</b>	<b>151</b>	<b>111</b>	<b>87</b>
Tax	-29	-13	-46	-30	-31
<b>NET EARNINGS FOR THE PERIOD</b>	<b>77</b>	<b>54</b>	<b>105</b>	<b>81</b>	<b>56</b>
Earnings for the period attributable to the parent company's shareholders	77	54	105	81	56
Earnings per share before dilution (SEK)	0.12	0.09	0.17	0.13	0.09
Earnings per share after dilution (SEK)	0.12	0.09	0.17	0.13	0.09
Average number of shares before dilution (thousands)	633,234	632,611	632,942	632,611	632,611
Average number of shares after dilution (thousands)	633,234	632,611	632,942	632,611	632,611

**CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME**

SEK million	Quarter		Period		Full year
	Sep–Nov 14	Sep–Nov 13	Mar–Nov 14	Mar–Nov 13	Mar 13–Feb 14
<b>Net earnings for the period</b>	<b>77</b>	<b>54</b>	<b>105</b>	<b>81</b>	<b>56</b>
<b>Other comprehensive income</b>					
<b>Items which cannot be reclassified to profit or loss</b>					
Remeasurements of defined benefits pension plan	0	0	0	0	-11
Tax on items which cannot be reclassified to profit or loss	0	0	0	0	-
<b>Items which can be reclassified to profit or loss</b>					
Exchange rate differences on foreign operators	-7	0	-2	-7	-8
<b>Other comprehensive income for the period, net after tax</b>	<b>-7</b>	<b>0</b>	<b>-2</b>	<b>-7</b>	<b>-19</b>
<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD</b>	<b>70</b>	<b>54</b>	<b>103</b>	<b>74</b>	<b>37</b>

**CONSOLIDATED BALANCE SHEET IN SUMMARY**

<i>SEK million</i>	<i>Nov 30, 2014</i>	<i>Nov 30, 2013</i>	<i>Feb 28, 2014</i>
<b>ASSETS</b>			
<b>Non-current assets</b>			
Goodwill	584	585	585
Other intangible assets	17	17	19
Improvement expenditures on third-party property	20	17	17
Equipment, tools, fixtures and fittings	137	35	32
Vehicles	4,075	3,889	3,950
Deferred tax assets	83	111	113
Pension assets	5	13	5
<b>Total non-current assets</b>	<b>4,921</b>	<b>4,667</b>	<b>4,721</b>
<b>Current assets</b>			
Inventories	45	47	53
Trade receivables	519	461	375
Other current receivables	84	70	74
Deferred expenses and accrued income	282	241	235
Restricted bank accounts	147	152	156
Cash and cash equivalents	265	131	309
<b>Total current assets</b>	<b>1,342</b>	<b>1,102</b>	<b>1,202</b>
<b>TOTAL ASSETS</b>	<b>6,263</b>	<b>5,769</b>	<b>5,923</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>	<b>328</b>	<b>261</b>	<b>224</b>
<b>Non-current liabilities</b>			
Borrowings, Note 2	3,672	3,497	3,483
Deferred tax liabilities	79	60	65
Provisions for pensions and similar obligations	24	27	28
Other provisions	41	42	38
<b>Total non-current liabilities</b>	<b>3,816</b>	<b>3,626</b>	<b>3,614</b>
<b>Current liabilities</b>			
Accounts payable	441	403	470
Borrowings, Note 2	565	496	565
Other current liabilities	64	128	155
Accrued expenses and deferred income	1,049	855	895
<b>Total current liabilities</b>	<b>2,119</b>	<b>1,882</b>	<b>2,085</b>
<b>Total liabilities</b>	<b>5,935</b>	<b>5,508</b>	<b>5,699</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>6,263</b>	<b>5,769</b>	<b>5,923</b>

**CONSOLIDATED STATEMENT OF CHANGES IN EQUITY**

<i>SEK million</i>	<i>Share capital</i>	<i>Other contributed capital</i>	<i>Translation differences</i>	<i>Losses carried forward</i>	<i>Total equity</i>
<b>Opening equity per March 1, 2013</b>	<b>228</b>	<b>2,488</b>	<b>30</b>	<b>-2,559</b>	<b>187</b>
Comprehensive income	-	-	-7	81	74
<b>Closing equity per November 30, 2013</b>	<b>228</b>	<b>2,488</b>	<b>23</b>	<b>-2,478</b>	<b>261</b>
<b>Opening equity per March 1, 2014</b>	<b>228</b>	<b>2,488</b>	<b>22</b>	<b>-2,514</b>	<b>224</b>
Comprehensive income	-	-	-2	105	103
<b>Transactions with owners</b>					
Issue of new shares to senior executives	1	-	-	-	1
<b>Closing equity per November 30, 2014</b>	<b>229</b>	<b>2,488</b>	<b>20</b>	<b>-2,409</b>	<b>328</b>

No non-controlling interests exist.

**CONSOLIDATED CASH FLOW STATEMENT**

SEK million	Quarter		Period		Full year
	Sep–Nov 14	Sep–Nov 13	Mar–Nov 14	Mar–Nov 13	Mar 13–Feb 14
<b>Cash flow from operations</b>					
Earnings after financial items	106	67	151	111	87
Adjustments for items not included in cash flow	202	182	583	559	730
<b>Cash flow from operations before changes in working capital</b>	<b>308</b>	<b>249</b>	<b>734</b>	<b>670</b>	<b>817</b>
<b>Cash flow from changes in working capital</b>					
Change in inventories	-2	-2	8	-4	-9
Change in operating receivables	-47	-155	-192	-88	3
Change in operating liabilities	100	88	36	-27	84
<b>Total change in working capital</b>	<b>51</b>	<b>-69</b>	<b>-148</b>	<b>-119</b>	<b>78</b>
Received or paid interest	-2	2	3	3	4
Tax paid	-	1	-	-	-
<b>Cash flow from operations</b>	<b>357</b>	<b>183</b>	<b>589</b>	<b>554</b>	<b>899</b>
<b>Cash flow from investing activities</b>					
Change in restricted bank accounts	15	18	9	20	14
Investments in land, vehicles, equipment tools fixtures and fittings, excl. financial leases	-92	-14	-161	-32	-39
Sales of buildings and land, vehicles, equipment tools fixtures and fittings	5	8	33	10	14
<b>Cash flow from investing activities</b>	<b>-72</b>	<b>12</b>	<b>-119</b>	<b>-2</b>	<b>-11</b>
<b>Cash flow from financing activities</b>					
Amortization of financial liability	-139	-116	-404	-363	-486
Redemption of bonds	-	-	-483	-	-
Issue of new shares to senior executives	-	-	1	-	-
New borrowing including payment with old bonds (MSEK 67)	-	-	483	-	-
New borrowing	81	-	81	-	-
Borrowing expenses	-	-	-18	-	-
Interest paid	-53	-76	-176	-195	-229
<b>Cash flow from financing activities</b>	<b>-111</b>	<b>-192</b>	<b>-516</b>	<b>-558</b>	<b>-715</b>
<b>Cash flow for the period</b>	<b>174</b>	<b>3</b>	<b>-46</b>	<b>-6</b>	<b>173</b>
<b>Cash and cash equivalents at beginning of period</b>	<b>92</b>	<b>132</b>	<b>309</b>	<b>137</b>	<b>137</b>
Cash flow for the period	174	3	-46	-6	173
Translation difference	-1	-4	2	0	-1
<b>Cash and cash equivalents at end of period</b>	<b>265</b>	<b>131</b>	<b>265</b>	<b>131</b>	<b>309</b>

**PARENT COMPANY'S INCOME STATEMENT IN BRIEF**

SEK million	Quarter		Period		Full year
	Sep–Nov 14	Sep–Nov 13	Mar–Nov 14	Mar–Nov 13	Mar 13–Feb 14
Other operating income	11	47	37	139	183
<b>OPERATING EXPENSES</b>					
Other external expenses	-3	-19	-13	-56	-76
Personnel expenses	-8	-24	-27	-63	-91
Capital losses from the disposal of non-current assets	-	-2	-	-2	-2
Depreciation/amortization and impairment of PPE and intangible assets	-	-3	-	-11	-14
<b>OPERATING PROFIT</b>	<b>0</b>	<b>-1</b>	<b>-3</b>	<b>7</b>	<b>0</b>
Earnings from participations in Group companies	-	-	-	-	8
Financial income	8	13	26	47	61
Financial expenses	-2	-	-1	-12	-17
<b>NET FINANCIAL ITEMS</b>	<b>6</b>	<b>12</b>	<b>25</b>	<b>35</b>	<b>52</b>
<b>EARNINGS BEFORE TAX</b>	<b>6</b>	<b>12</b>	<b>22</b>	<b>42</b>	<b>52</b>
Tax	-	-	-	-	-
<b>NET EARNINGS FOR THE PERIOD</b>	<b>6</b>	<b>12</b>	<b>22</b>	<b>42</b>	<b>52</b>

**REPORT OF THE PARENT COMPANY'S COMPREHENSIVE INCOME**

SEK million	Quarter		Period		Full year
	Sep–Nov 14	Sep–Nov 13	Mar–Nov 14	Mar–Nov 13	Mar 13–Feb 14
<b>Net earnings for the period</b>	<b>6</b>	<b>12</b>	<b>22</b>	<b>42</b>	<b>52</b>
<b>Other comprehensive income</b>					
Remeasurements of defined benefits pension plan	-	-	-	-	-1
Other comprehensive income for the period, net after tax	-	-	-	-	-1
<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD</b>	<b>6</b>	<b>12</b>	<b>22</b>	<b>42</b>	<b>51</b>

**PARENT COMPANY'S BALANCE SHEET IN BRIEF**

<i>SEK million</i>	<i>Nov 30, 2014</i>	<i>Nov 30, 2013</i>	<i>Feb 28, 2014</i>
<b>ASSETS</b>			
<b>Non-current assets</b>			
Other intangible assets	-	16	18
Equipment, tools, fixtures and fittings	-	6	4
Participations in Group companies	1,974	1,974	1,974
Receivables from Group companies	460	433	434
<b>Total financial assets</b>	<b>2,434</b>	<b>2,429</b>	<b>2,430</b>
<b>Current assets</b>			
Receivables from Group companies	179	254	182
Other current receivables	9	11	-
Prepaid expenses and accrued revenue	-	-	12
Restricted accounts	42	52	52
Cash and cash equivalents	-	0	1
<b>Total current assets</b>	<b>230</b>	<b>317</b>	<b>247</b>
<b>TOTAL ASSETS</b>	<b>2,664</b>	<b>2,746</b>	<b>2,677</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>	<b>2,627</b>	<b>2,595</b>	<b>2,604</b>
<b>Non-current liabilities</b>			
Liabilities to Group companies	-	112	-
Pension provisions	7	4	5
<b>Total non-current liabilities</b>	<b>7</b>	<b>116</b>	<b>5</b>
<b>Current liabilities</b>			
Accounts payable	6	16	16
Liabilities to Group companies	16	1	28
Other current liabilities	1	3	5
Accrued expenses and deferred revenue	7	15	19
<b>Total current liabilities</b>	<b>30</b>	<b>35</b>	<b>68</b>
<b>Total liabilities</b>	<b>37</b>	<b>151</b>	<b>73</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>2,664</b>	<b>2,746</b>	<b>2,677</b>

**PARENT COMPANY'S CHANGE IN EQUITY**

<i>SEK million</i>	<i>Share capital</i>	<i>Statutory reserve</i>	<i>Share premium reserve</i>	<i>Retained earnings</i>	<i>Earnings for the period</i>	<i>Total equity</i>
<b>Opening equity per March 1, 2013</b>	<b>228</b>	<b>1</b>	<b>612</b>	<b>1,648</b>	<b>64</b>	<b>2,553</b>
Reversal of previous year's earnings	-	-	-	64	-64	-
Earnings for the period	-	-	-	-	42	42
<b>Closing equity per November 30, 2013</b>	<b>228</b>	<b>1</b>	<b>612</b>	<b>1,712</b>	<b>42</b>	<b>2,595</b>
<b>Opening equity per March 1, 2014</b>	<b>228</b>	<b>1</b>	<b>612</b>	<b>1,712</b>	<b>51</b>	<b>2,604</b>
Reversal of previous year's earnings	-	-	-	51	-51	-
Earnings for the period	-	-	-	-	22	22
<b>Transactions with owners</b>						
Issue of new shares to senior executives	-	-	1	-	-	1
<b>Closing equity per November 30, 2014</b>	<b>228</b>	<b>1</b>	<b>613</b>	<b>1,763</b>	<b>22</b>	<b>2,627</b>

NOTE 1. SEGMENT REPORTING

SEK million, unless otherwise stated	Quarter		Period		Full year
	Sep–Nov 14	Sep–Nov 13	Mar–Nov 14	Mar–Nov 13	Mar 13–Feb 14
<b>Revenue per business area</b>					
Nobina Sweden	1,343	1,266	3,845	3,605	4,853
Nobina Denmark	95	90	276	257	346
Nobina Norway	238	259	722	755	995
Nobina Finland	210	205	597	607	802
Elimination of sales to interregional traffic	-6	-5	-18	-21	-43
<b>Total regional traffic</b>	<b>1,880</b>	<b>1,815</b>	<b>5,422</b>	<b>5,203</b>	<b>6,953</b>
Swebus	64	74	223	250	316
Elimination of sales to regional traffic	-1	-	-1	-	-
<b>Total interregional traffic</b>	<b>63</b>	<b>74</b>	<b>222</b>	<b>250</b>	<b>316</b>
<b>Total revenues</b>	<b>1,943</b>	<b>1,889</b>	<b>5,644</b>	<b>5,453</b>	<b>7,269</b>

SEK million, unless otherwise stated	Quarter		Period		Full year
	Sep–Nov 14	Sep–Nov 13	Mar–Nov 14	Mar–Nov 13	Mar 13–Feb 14
<b>Operating profit per business area</b>					
Nobina Sweden	155	105	328	268	328
Nobina Denmark	-2	-2	-7	-11	-14
Nobina Norway	0	12	-7	20	-3
Nobina Finland	15	16	35	34	45
<b>Total regional traffic</b>	<b>168</b>	<b>131</b>	<b>349</b>	<b>311</b>	<b>356</b>
Swebus	-1	2	11	5	3
<b>Total interregional traffic</b>	<b>-1</b>	<b>2</b>	<b>11</b>	<b>5</b>	<b>3</b>
<b>Central functions and other items</b>	<b>-7</b>	<b>-11</b>	<b>-30</b>	<b>-22</b>	<b>-33</b>
<b>Total operating profit</b>	<b>160</b>	<b>122</b>	<b>330</b>	<b>294</b>	<b>326</b>

**NOTE 2. FINANCING**

<i>SEK million, unless otherwise stated</i>	<b>Quarter</b>		<b>Period</b>		<b>Full year</b>
	Sep–Nov 14	Sep–Nov 13	Mar–Nov 14	Mar–Nov 13	Mar 13–Feb 14
<b>Operational leasing, Buses</b>					
Nominal value of future payments - Buses	-	-	366	442	267
Present value of future payments - Buses	-	-	339	411	250
Number of operationally leased buses	-	-	581	867	764
Reported operational leasing expense	22	33	86	111	141
<b>Interest-bearing non-current liabilities</b>					
Bond loan	550	553	550	553	552
Financial leasing liability	3,704	3,468	3,704	3,468	3,523
Capitalized financing fees	-17	-28	-17	-28	-27
<b>Total</b>	<b>4,237</b>	<b>3,993</b>	<b>4,237</b>	<b>3,993</b>	<b>4,048</b>
Less current part	-565	-496	-565	-496	-565
<b>Total non-current liabilities</b>	<b>3,672</b>	<b>3,497</b>	<b>3,672</b>	<b>3,497</b>	<b>3,483</b>
<b>Interest expenses and similar profit/loss items</b>					
Interest expenses, financial leasing	-35	-38	-109	-118	-155
Interest expenses, bond loan	-13	-8	-73	-43	-69
Other financial expenses	-2	-11	-5	-19	-16
Realized and non-realized exchange rate profits	-5	1	2	-7	-8
<b>Total</b>	<b>-55</b>	<b>-56</b>	<b>-185</b>	<b>-187</b>	<b>-248</b>

<b>Earnings per share</b>	<b>Quarter</b>		<b>Period</b>		<b>Full year</b>
	Sep–Nov 14	Sep–Nov 13	Mar–Nov 14	Mar–Nov 13	Mar 13–Feb 14
Average number of ordinary shares during the period	633,234	632,611	632,942	632,611	632,611
Reported earnings	77	54	105	81	56
Adjusted earnings	-	-	-	-	-
<b>Earnings per share</b>	<b>0.12</b>	<b>0.09</b>	<b>0.17</b>	<b>0.13</b>	<b>0.09</b>

**KEY RATIO INFORMATION**

Key ratios, most recent eight quarters

<b>Key ratios, the Group, in SEK million, unless otherwise stated</b>	<b>2012/13</b>			<b>2013/14</b>		<b>2014/15</b>		
	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Sales								
Regional traffic	1,716	1,766	1,622	1,815	1,750	1,819	1,723	1,880
Interregional traffic	77	80	96	74	60	67	92	63
Operating profit								
Regional traffic	32	79	101	131	45	74	107	168
Interregional traffic	-4	-7	10	2	-2	-1	13	-1
Earnings after financial items	-52	3	41	67	-24	-16	61	106
Earnings after tax	-54	-4	31	54	-25	-23	51	77
Cash flow	-32	-27	18	3	179	-113	-107	174
Cash and cash equivalents	137	111	132	131	309	198	92	265
Equity ratio, %	3,1	3,1	3,6	4,5	3,8	3,2	4,2	5,2
Equity	187	182	207	261	224	206	258	328
Equity/ordinary share, SEK	0,31	0,29	0,33	0,41	0,35	0,33	0,41	0,52
Number of buses	3,455	3,406	3,406	3,405	3,359	3,345	3,365	3,327
Estimated full-time positions	7,868	7,065	7,070	6,709	7,547	6,803	7,681	7,773



## DEFINITIONS

### CLIENT

An organization which, on behalf of a public authority, is responsible for organizing the procurement of public transport in a certain area, normally a county. Awards traffic contracts following evaluation of submitted tenders.

### CONCESSION

Traffic contract granted to a certain operator by an authority/PTA without a tender procedure. Cannot take place since deregulation of the public transport market.

### CUSTOMERS

Passengers, i.e. persons who use our services irrespective of whether they pay for the service personally or via a PTA.

### EBT

Earnings before tax.

### EBIT

Earnings before interest and tax.

### EBITDA

Earnings before interest, tax, depreciation and amortization.

### EBITDAR

Earnings before interest, tax, depreciation, amortization and rent.

### EURO 1-EURO 6, EEV

Different generations of emission classes for diesel motors.

### EXPRESS LINE

Long distance route on main roads, providing a faster travel route through several counties without a lot of stops. The revenues of the operator come solely from passengers.

### GROSS AGREEMENT

Traffic contract in which the client compensates the operator only for the number of kilometers or hours driven. Ticket revenues inure to the client.

### INCENTIVE AGREEMENT

Traffic contract in which the client compensates the operator with partially variable compensation. Based on mutual trust and is aimed at achieving an improved result through improved quality and efficiency. Compensation to the operator increases if the number of passengers increases.

### INDEXATION

Recalculation of compensation for a new period of fixed compensation per kilometer or hour in a traffic contract. Covers fixed compensation per kilometer or hour and takes place based on co-weighted indices for inflation within cost categories that are material for the operations.

### NET AGREEMENT

Traffic contract in which the client compensates the operator primarily through ticket revenues.

### TRAFFIC CONTRACT (CONTRACT, CONTRACTING)

An undertaking to provide a certain service at a price agreed upon in advance between the client and contractor. At Nobina, an agreement with a PTA, normally to provide public transport during 6–10 years in exchange for a fixed price with agreed indexing terms, sometimes also including a variable compensation.

## **THIS IS NOBINA**

Our role is to:

**HELP MAKE SOCIETY MORE MOBILE**

Our offering to customers:

**SIMPLIFY EVERYDAY TRAVEL**

We deliver that by:

**BEING FRIENDLY, CREATING SIMPLE SOLUTIONS, BEING AFFORDABLE**

We succeed, by living up to our values:

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### **OUR CUSTOMERS' NEEDS IS OUR REASON FOR BEING**

We treat our customers with kindness and respect and are sensitive to their needs. We keep our promises, develop priceworthy solutions and simplify for our customers.

### **IN ALL WE DO, WE STRIVE TO DEVELOP**

We achieve our goals and deliver results. We are efficient with resources and the quality we promise is always our minimum standard. Being goal-oriented and having systematic follow-up is vital for constantly improving our services as well as our company.

### **WE RESPECT EACH OTHER**

Everyone is of equal importance, and is treated with kindness and respect. Together we create a secure and creative work environment that stimulates initiatives and suggestions for improvements. We take action

against any lack of respect towards our customers, towards each other and towards the company.

### **WE FOSTER SOLID LEADERSHIP**

Our demands and expectations on our leaders and co-workers are well defined. We always prioritise the interests of our customers and of the company before our own. Everyone receives feedback on their performance and we show our appreciation for their achievements. We always honour confidentiality.

### **WE CARE**

We take an active responsibility for the environment and for our society. We encourage personal health and development. We act according to laws and regulations. We are engaged and we care for each other, for our customers and for the world around us.

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We do all of that because we have a vision:

**EVERYBODY WANTS TO TRAVEL WITH US**