



Nobina AB Group

Investor Presentation
Q4 and Full Year
March 2012 – February 2013

This presentation includes statements regarding current expectations going forward, but subject to risks and uncertainties. Examples of risks and uncertainties include economic conditions, product demand, competition, government regulation, financial resources, and certain litigation. Our financial statements and latest annual report provide a more detailed view of financials, as well as risks and uncertainties.

Please note that all figures in this presentation are based on IFRS accounting standards.

Business highlights

- All time high EBIT including migration into youngest ever contract portfolio and bus fleet
- Increased revenue driven by expansion in existing contracts
- Incentive contracts have come to dominate tender volumes
- All financing in local currencies improves balance sheet and stabilizes earnings



Financial highlights Q4

- Revenue increase of +2.6% to MSEK 1,793 (1,747). Effect of holidays and cold winter in Q4
- EBIT of MSEK 16 (-150); Significant increase due to last year's one-off items of MSEK 171
- Net earnings of MSEK -55 (-188), the same effect as on EBIT
- Earnings per share were SEK -1,54 (-7.54)
- Cash flow from operations of MSEK 170 (154)



Financial highlights YTD

- Revenue increase by +2.3% to MSEK 7,212 (7,050). Effect of contract migration
- EBIT of MSEK 245 (37); significant increase due to last year's one-off items of 171 MSEK and contract migration, pension refund of MSEK +25 included in Q2
- Net earnings of MSEK 59 (-230), the same effect as on EBIT and deferred tax asset of MSEK 70 (0)
- Earnings per share were SEK 0.25 (-9.23)
- Cash flow from operations of MSEK 866 (626)



Market development

- Veolia Transdev has announced its intention to sell Veolia Transport in the Nordic markets
- A number of Finnish mid-size cities are planning to put out to tender their bus service that today are currently run as concessions. Tenders are planned to start already this year.
- Bus quality problems from wrong or bad constructions are increasing and our list of claims vs. manufacturers is a growing concern.

Regional traffic business area

- Nobina Sverige has been awarded the 10-year tender in Malmö Södervärn. This includes 103 buses with an annual revenue of ~250 MSEK and with no initial investment as all buses will be owned by the PTA at start. We already operate the other half of Malmö.
- In HSL 27 tender of 110 buses Nobina Finland won a contract of 31 buses and strengthen its leadership in Helsinki region.
- Coming main tenders are Västtrafik Skaraborg (220 buses), Västtrafik Borås etc. (110 buses), Västernorrland (140 buses), Stockholm (320 buses), Värmland (155 buses) and Dalarna (235 buses).

Interregional traffic business area

- Partner production of our timetable has doubled since last year, from ~10% to~20%
- Over 30% of visits on our web site carried out by mobile phone, with growing conversion rate
- PTA Stockholm has started commuter rail traffic to Arlanda which puts pressure on Veolia and Nobina Airport bus shuttles

Tender update – twelve months

- Nobina submitted tenders for 669 buses worth MSEK 8,300
- Nobina won contracts for 190 buses worth MSEK 2,300
- Nobina started traffic for 335 buses and ended traffic for 367 buses

Tender update per country, twelve months YTD (Number of buses unless stated)	Tenders during the period			Traffic changes during the period	
	Submitted	Won	Not won	Started	Ended
Sweden	208	88	120	118	138
Norway	0	0	0	78	111
Finland	295	102	193	128	114
Denmark	166	0	166	11	4
Total regional traffic	669	190	479	335	367



Contract update – coming 12 months

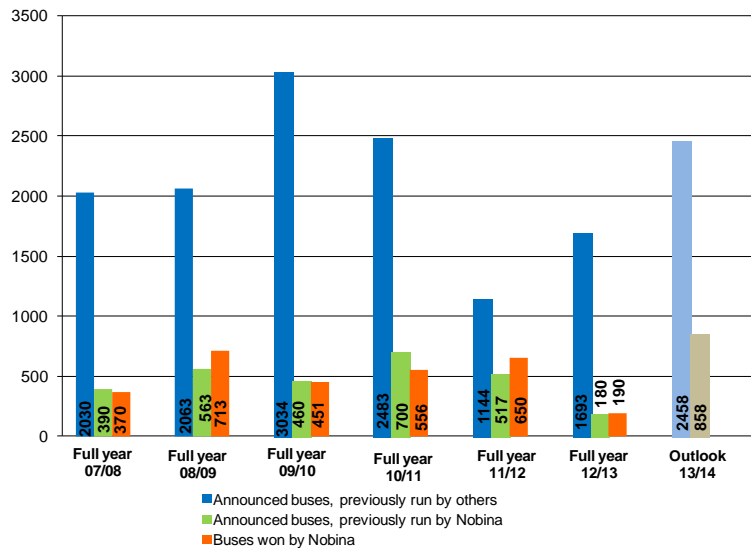
- During the coming 12 months, Nobina will start new contracts comprising 139 buses in Sweden and Finland

Tender outcome per country	Traffic starts March 2013 –February 2014					
	PTA	Contract type	No. of years	Traffic start	No. of buses	Value (MSEK)
Sweden	Skånetrafiken	City	6	June 2013	79	1,150
Finland	HSL	City	6	June 2013	13	130
	HSL	City	3	June 2013	9	70
	HSL	City	6	August 2013	25	290
	HSL	City	5	August 2013	13	140
Sum Regional Traffic					139	1,780

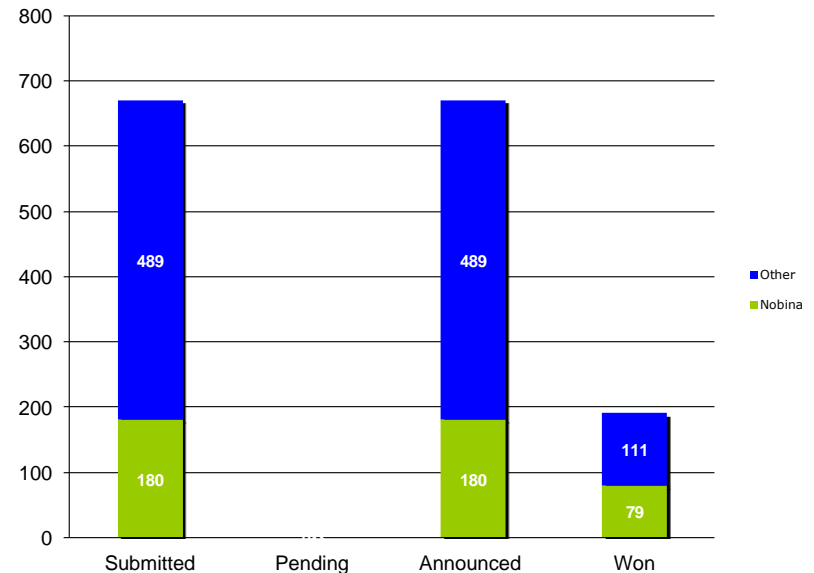
Tender overview

- Renewal ratio YTD 101% → target 100% (won/own announced)
 - Success ratio 27% (won/announced)
 - Retention ratio 39% (defended/own announced)

Historical tender overview and outlook 2013/14



YTD – tender results (buses)



Definitions:

Submitted – Nobina’s submitted tenders

Pending – Submitted less announced

Announced – Submitted tenders, of which results are announced

Won – Nobina wins out of the announced tenders



Nobina AB Group

MSEK	Q4			YTD		
	12/13	11/12	△	12/13	11/12	△
Net revenues	1 793	1 747	46	7 212	7 050	162
EBITDAR	187	101	86	926	782	144
% of revenues	10,4%	5,8%		12,8%	11,1%	
EBITDA	137	44	93	709	526	183
% of revenues	7,6%	2,5%		9,8%	7,5%	
EBIT	16	-150	166	245	37	208
% of revenues	0,9%	-8,6%		3,4%	0,5%	
Interest income	6	2	4	9	4	5
Interest expenses	-67	-68	1	-270	-275	5
FX net *)	-8	28	-36	6	4	2
Earnings before tax	-53	-188	135	-10	-230	220
Tax	-2	0	-2	69	0	69
Earnings after tax	-55	-188	133	59	-230	289

*) of which FX P/L on Notes 0 28 -28 18 4 14

- EBT was significantly less negative MSEK -53 (-188) than prior year in Q4 and also YTD by MSEK -10 (-230).
- Deferred tax asset of MSEK 70 (0) has been recorded as FX fluctuations are limited after the refinancing in SEK of the HYB. This resulted in a positive EAT 59 (-230) YTD

Revenue and EBIT bridges

MSEK	Revenue	EBIT
YTD March 2011 – February 2012	7,050	37
Price & Volume	137	22
Contract changes	-51	-92
Indexation	111	-23
Operational efficiency	-	74
Non-recurring costs	-	162
Fleet financing and utilization	-	30
Other	-36	35
YTD March 2012 – February 2013	7,212	245

- YTD Total revenue MSEK 7,212 (7,050)
 - Negative net effect from contract migration
 - Continued positive effects from price and volume development in existing contracts.
- YTD Total EBIT increased by MSEK 208 to MSEK 245 (37)
 - Negative contract effect due to significant contract migration
 - Positive operational efficiency development
 - Non-recurring includes effect from last years MSEK-171(Goodwill , advisory cost, balance sheet Norway, 100 year anniversary)
 - Other is positive mainly due to FORA repayment (MSEK 25)

Revenue per business segment

MSEK	Q4			YTD		
	12/13	11/12	Δ	12/13	11/12	Δ
Sweden	1 183	1 220	-3%	4 808	4 905	-2%
Denmark	87	86	1%	341	325	5%
Norway	257	178	44%	946	718	32%
Finland	203	191	6%	801	775	3%
Eliminations	-14	-7	100%	-39	-43	-9%
Total Regional	1 716	1 668	3%	6 857	6 680	3%
Swebus	77	79	-3%	355	370	-4%
Eliminations	0	0	0%	0	0	0%
Total Interregional	77	79	-3%	355	370	-4%
Total revenue	1 793	1 747	3%	7 212	7 050	2%

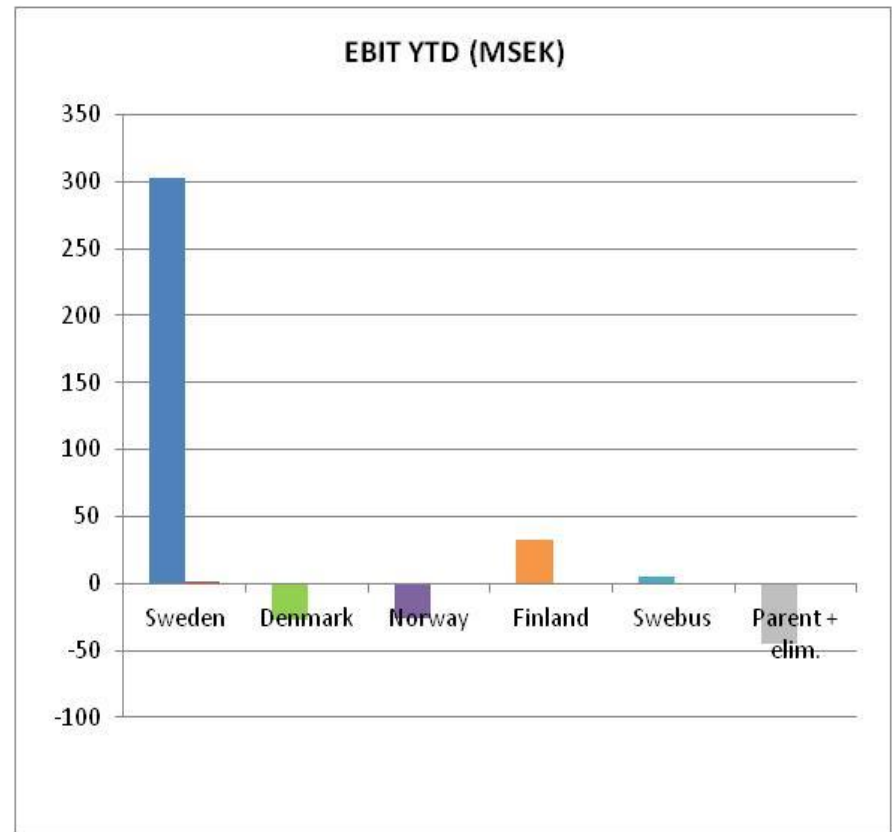
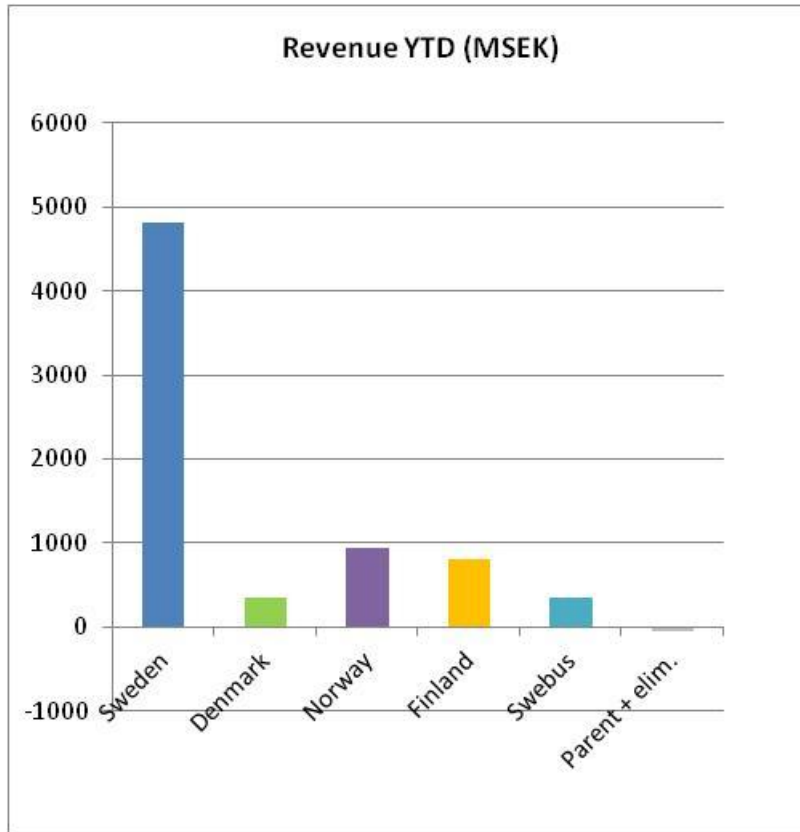
- Regional revenue increased by MSEK 48 in Q4 and 177 YTD.
 - Sweden decreased. Slightly less contract volume as Bromma contract expired in Q2.
 - Denmark increased due to positive volume and indexation up to Q3, mainly index in Q4
 - Norway increased due to contract starts, Tromsö in February and Oslo Vest in October.
 - Increase in Finland due to additional contract start ups in Q4
- Interregional revenue decreased by MSEK -4 in Q3 and -13 YTD due to fewer passengers than prior year. Occasional price war during the year, partly mitigated by positive ticket yield

EBIT per business segment

MSEK	Q4			YTD		
	12/13	11/12	△	12/13	11/12	△
Sweden	43	77	-34	303	295	8
Denmark	-9	-8	-1	-26	-33	7
Norway	-13	-135	122	-25	-128	103
Finland	11	-4	15	32	12	20
Total Regional	32	-70	102	284	146	138
Interregional	-4	-11	7	5	-4	9
HQ and other	-12	-69	57	-44	-105	61
EBIT	16	-150	166	245	37	208
Financial net	-69	-38	-31	-255	-267	12
PBT	-53	-188	135	-10	-230	220

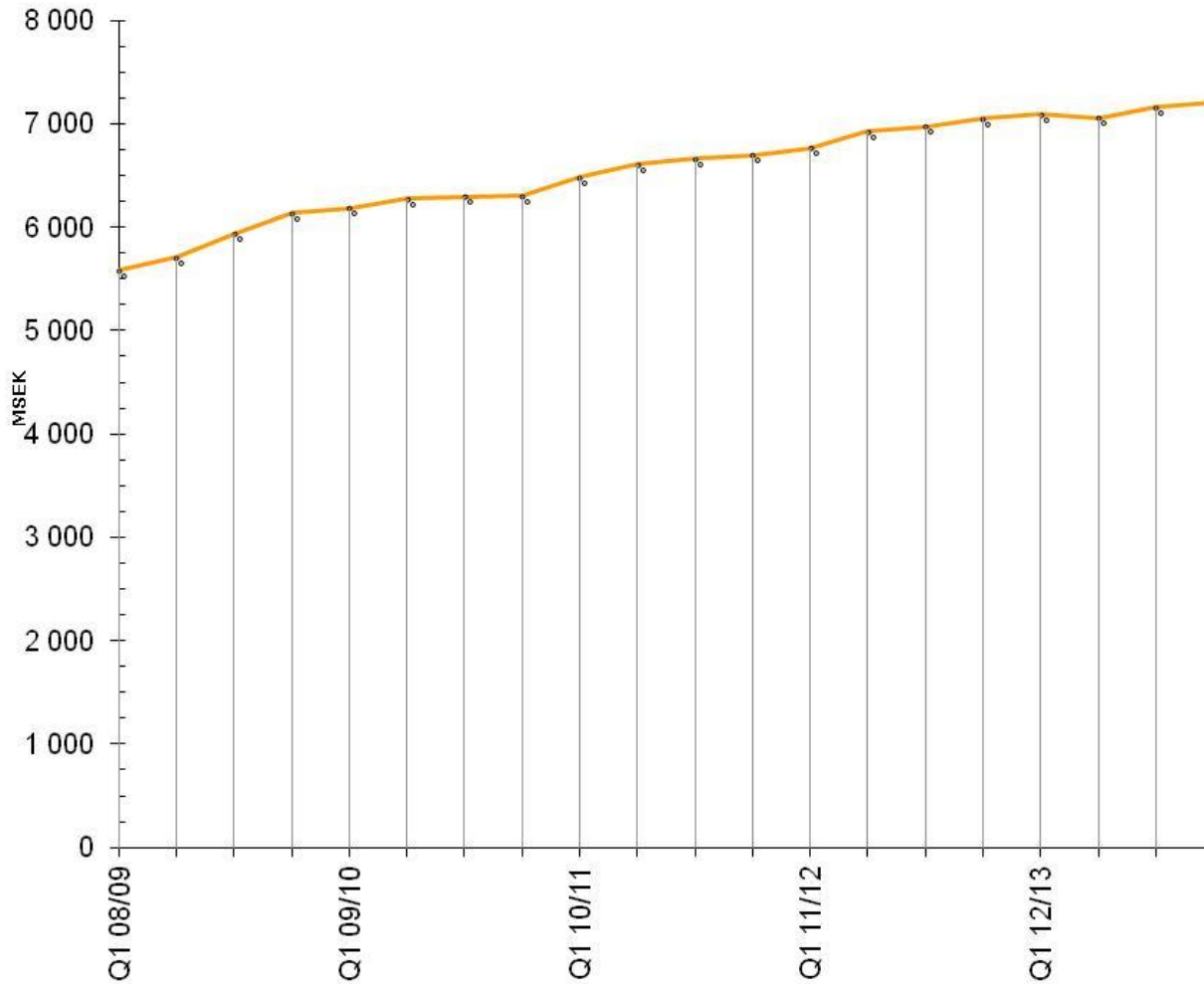
- Regional business was above last year's EBIT by MSEK +102 in Q4 and MSEK +138 YTD
 - Weaker Q4 in Sweden due to negative contract migration and cold weather. Stable contract performance YTD following contract migration last year. MSEK +25 pension refund included.
 - Denmark EBIT similar to last year in Q4, better than last year YTD due to improved efficiency
 - MSEK 115 non-recurring costs in Norway Q4 last year. Contracts perform better than last year in Q4 but higher start-up costs in Tromsø lead to poorer YTD than last year.
 - Successful start-ups and stability in almost all contracts leads to record EBIT in Finland
- Interregional EBIT less negative in Q4 by MSEK +7 vs. prior year and MSEK 5 positive YTD by MSEK +9 improvement. Passenger trend is negative but results improved by cost reductions
- HQ costs lower than last year both in Q4 and YTD due to last year's MSEK 56 non-recurring costs.

Subsidiary overview, full year actuals



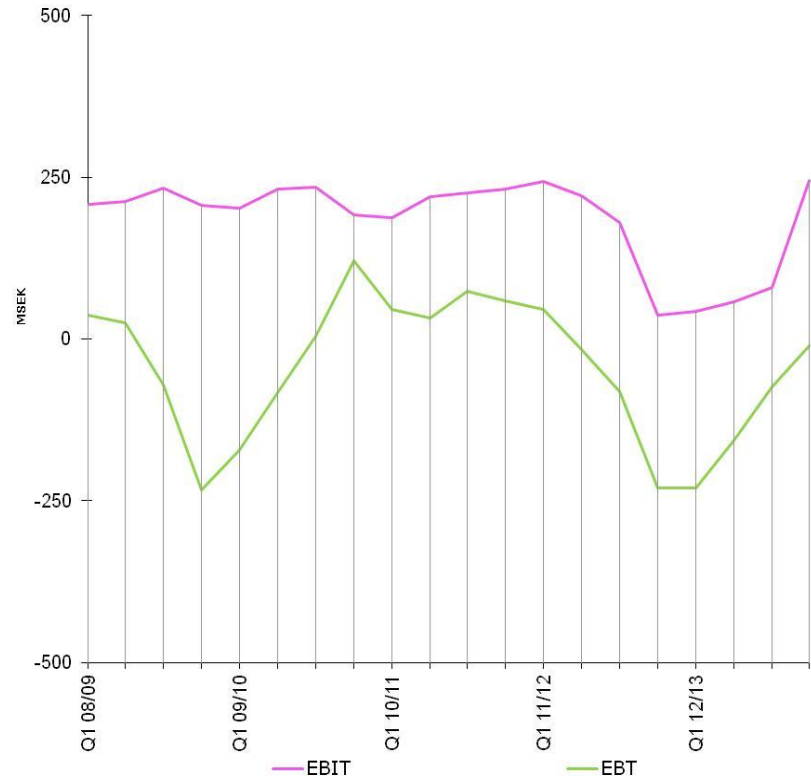
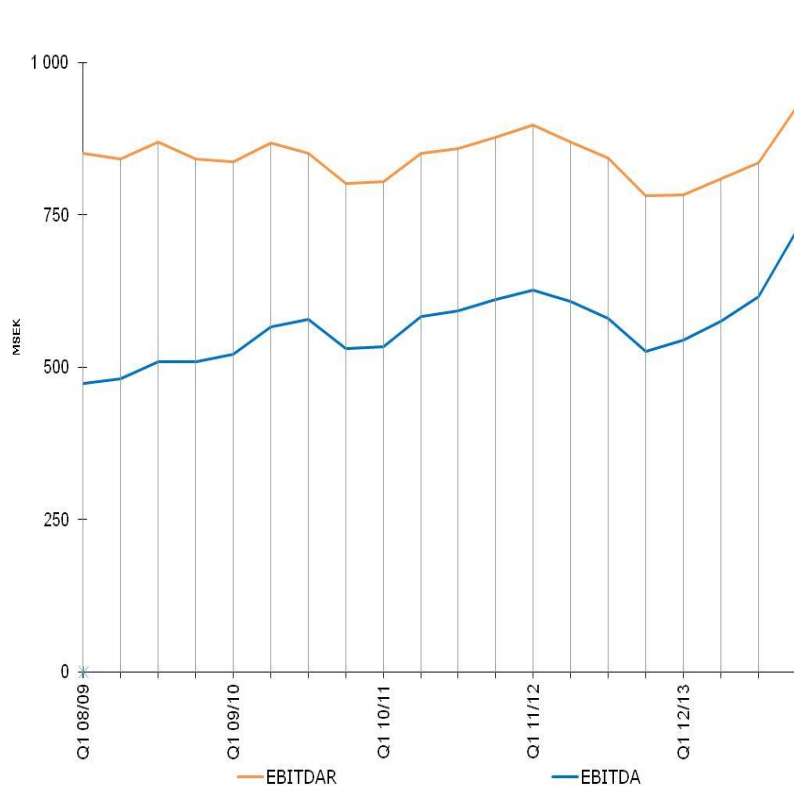
Historical revenue trend

Rolling 4 quarters



Historical earnings trend

Rolling 4 quarters



Cash flow

MSEK	Q4			YTD		
	12/13	11/12	△	12/13	11/12	△
Cash flow from operations before changes in working capital	158	24	134	717	513	204
Change in working capital	12	130	-118	149	113	36
Cash flow from operations	170	154	16	866	626	240
Cash flow from investing activities	-32	-30	-2	-118	-42	-76
Cash flow from financing activities	-170	-174	4	-715	-704	-11
Cash flow for the period	-32	-50	18	33	-120	153
Available cash *)	137	107	30	137	107	30

*) Restricted cash of MSEK 164 (155) not included

- YTD cash flow was MSEK 153 higher vs prior year, including prior year's MSEK 96 sale and leaseback.
- Q4 working capital affected by MSEK 50 payables delay last year, zero overdraft and MSEK 30 early payment
- Positive working capital change YTD relates to expiry of large Stockholm contracts in August 2011.
- YTD Operating cash flow, increased by MSEK 240 following improved operating

CAPEX

MSEK	Q4			YTD		
	12/13	11/12	△	12/13	11/12	△
Investments in new buses	27	406	-379	1 129	745	384
Other Investments	31	38	-7	127	115	12
Total Investments	58	444	-386	1 256	860	396
Lease financing	-27	-406	-379	-1 129	-745	-384
Net Capex	31	38	-7	127	115	12

- Total capex of MSEK 58(444) in Q4 and MSEK 1,256 (860) YTD, of which cash-financed miscellaneous capex was MSEK 31 (38) in Q4 and MSEK 127 (115) YTD
- Decrease of Bus investments by MSEK -379 to MSEK 27 (406) in Q4 and increased by MSEK +384 to MSEK 1,129 (745) YTD due to start up of large new contract volumes during the year
- All new buses have been lease financed

Nobina Europe AB Group

MSEK	Q4			YTD		
	12/13	11/12	△	12/13	11/12	△
Net revenues	1 802	1 763	39	7 263	7 079	184
Operating costs	-1 853	-1 910	57	-7 265	-7 203	-62
EBIT	-51	-147	96	-2	-124	122
Finance net	-1	36	-37	31	-7	38
Profit before tax	-52	-111	59	29	-131	160
		Q4			YTD	
Split of finance net	12/13	11/12	△	12/13	11/12	△
Interest net	3	5	-2	19	-12	31
FX net *)	-4	31	-35	12	5	7
Total	-1	36	-37	31	-7	38
*)of which FX P/L on Senior Notes	0	28	-28	18	4	14

Conclusions

- Improved EBIT and cash flow including migration into youngest ever contract portfolio and bus fleet
- Continued revenue increase in existing contracts from passenger growth in all markets
- Rapid growth of incentive contract volume
- Improved financial position after successful SEK refinancing of the Senior Notes



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