



Nobina AB Group

Investor Presentation Q1
March – May 2012

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

- Q1 EBIT better than last year, mainly driven by Sweden
- Swebus recovery program starting to deliver effect
- Strong focus on Norway's efficiency program, including startup in Tromsø
- Proposal announced on refinancing of our senior secured notes



Financial highlights Q1

- Revenue increase by 1.3% to MSEK 1,838 (1,814)
- EBIT of MSEK +66(+60); Record high Q1, positive development in several contracts
- Net earnings of MSEK -12 (-12), affected by F/X effect on Notes of MSEK -12 (-6)
- Earnings per share were SEK -0.49 (-0.48)
- Cash flow from operations of MSEK 122 (113)



Market development

- Nobina, Veolia among others have started regional commercial lines, following new legislation in Sweden
- Several operators continue to report substantial losses
- EU is investigating Nobina's claim regarding continuous injection of taxpayer funds into the publicly-owned Finnish bus operator HELB

Regional traffic business area

- In June, the PTA in Skåne announced that Nobina had won the tender of > SEK 1 billion contract in Helsingborg, consisting of 80 buses and ~40% incentive (passenger-driven) revenue. Nobina had highest PTA quality score among competitors
- The task force and local management in Norway have stabilized the situation in most contracts. Focus on new contract in Tromsø, efficiency improvements, management processes and the startup of Oslo Vest in October
- Successful start in June of the large contract in Uppland
- Own workshop will be opened in Copenhagen in September

Interregional traffic business area

- Revenue stabilized at last year's level in Q1 and Swebus had a positive start in June
- Transformation of Swebus into a more flexible cost structure continues and costs have been reduced in Q1
- In May we had all time high revenue in Swebus' airport shuttle (Stockholm-Arlanda) with stable prices
- Swebus marketing campaign "Swebus Jackpot" was awarded silver and bronze in the international advertising competition Cannes Lions

Tender update – Q1

- Nobina submitted tenders for 197 buses worth MSEK 2,937
- Nobina won contracts for 33 buses worth MSEK 492
- Nobina started traffic for 17 buses and ended traffic for 8 buses

Tender update per country, Q1 (Number of buses unless stated)	Tenders during the period			Traffic changes during the period	
	Submitted	Won	Not won	Started	Ended
Sweden	28	9	19	17	8
Norway	0	0	0	0	0
Finland	169	24	145	0	0
Denmark	0	0	0	0	0
Total regional traffic	197	33	164	17	8

Contract update – coming 12 months

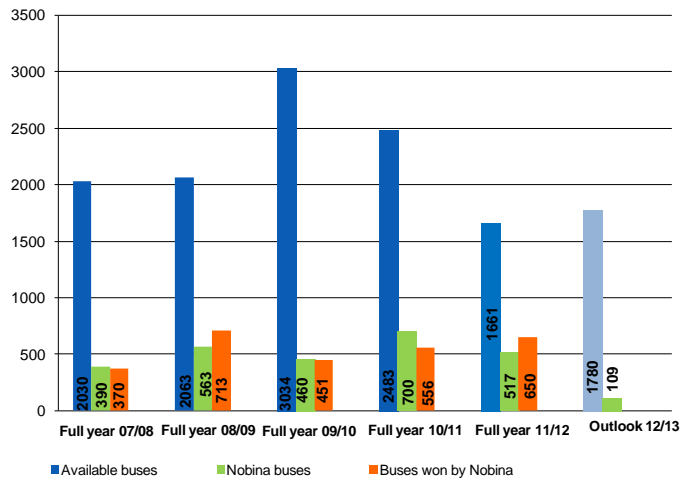
- During the coming 12 months, Nobina will start new contracts comprising 493 buses in Sweden, Finland, Norway and Denmark

Tender outcome per country	Traffic starts June 2012 – May 2013					
	PTA	Contract type	No. of years	Traffic start	No. of buses	Value (MSEK)
Sweden	Upplands Lokaltrafik	Regional	10	June 2012	163	4,917
	Skånetrafiken	Regional	8	October 2012	13	260
	Skånetrafiken	Regional	8	October 2012	32	640
	Skånetrafiken	Regional	4	October 2012	17	160
	Västtrafik	Regional	8	December 2012	27	420
	Västtrafik	Regional	8	December 2012	46	839
Finland	HSL	City	7	August 2012	107	1627
Norway	Ruter	City	7	October 2012	78	1,749
Denmark	Movia	City	6	October 2012	10	163
Sum Regional Traffic					493	10,775

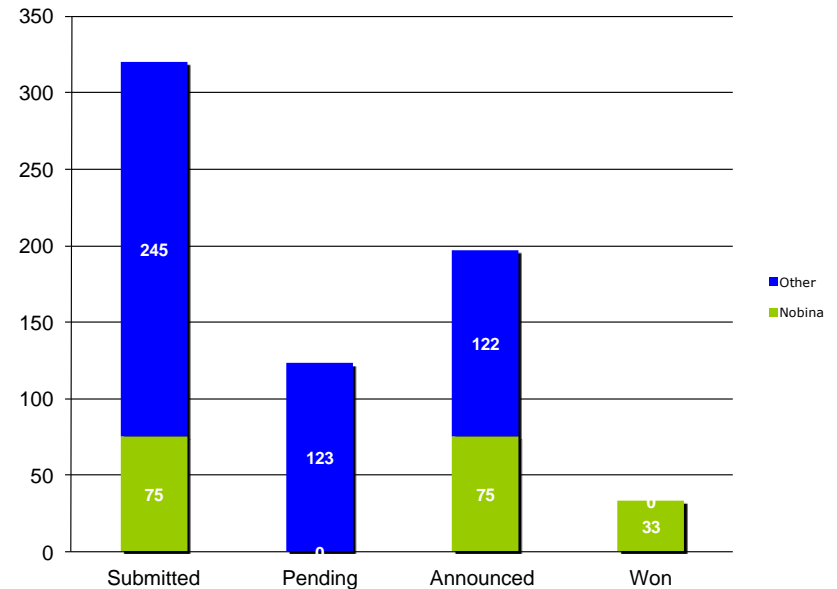
Tender overview

- Renewal ratio YTD 44% → target 100% (won/own announced)
 - Success ratio 17% (won/announced)
 - Retention ratio 32% (defended/own announced)
 - Low own exposure, large tender volumes remaining

Historical tender overview



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	Q1			YTD		
	12/13	11/12	△	12/13	11/12	△
Net revenues	1 838	1 814	24	1 838	1 814	24
EBITDAR	229	225	4	229	225	4
% of revenues	12,5%	12,4%		12,5%	12,4%	
EBITDA	171	152	19	171	152	19
% of revenues	9,3%	8,4%		9,3%	8,4%	
EBIT	65	60	5	65	60	5
% of revenues	3,5%	3,3%		3,5%	3,3%	
Interest income	0	3	-3	0	3	-3
Interest expenses	-68	-70	2	-68	-70	2
FX net *)	-9	-5	-4	-9	-5	-4
Earnings before tax	-12	-12	0	-12	-12	0
Tax	0	0	0	0	0	0
Earnings after tax	-12	-12	0	-12	-12	0

*) of which FX P/L on Notes -12 -6 -6 -12 -6 -6

- EBT was equal to prior year MSEK -12 (-12) in Q1
- FX loss on the senior notes of MSEK -12 (-6) in Q1

Revenue and EBIT bridges

MSEK	Revenue	EBIT
YTD Mar 2011 – May 2011	1,814	60
Price & Volume	91	-3
Contract changes	-60	-1
Indexation	23	18
Operational efficiency	-	-11
Non-recurring costs	-	2
Fleet financing and utilization	-	5
Other	-30	-4
YTD Mar 2012 – May 2012	1,838	66

- YTD Total revenue +1.3% to MSEK 1,838 (1,814)
 - Price & Volume and indexation positive
 - Contract changes negative
- YTD Total EBIT increased by MSEK +6 to MSEK 66 (60)
 - Contract changes and operational efficiency negative
 - Indexation and Fleet financing positive

Revenue per business segment

MSEK	Q1			YTD		
	12/13	11/12	△	12/13	11/12	△
Sweden	1 231	1 275	-3%	1 231	1 275	-3%
Denmark	86	78	10%	86	78	10%
Norway	237	177	34%	237	177	34%
Finland	202	206	-2%	202	206	-2%
Eliminations	-8	-12	-33%	-8	-12	-33%
Total Regional	1 748	1 724	1%	1 748	1 724	1%
Swebus	90	90	0%	90	90	0%
Eliminations	0	0	0%	0	0	0%
Total Interregional	90	90	0%	90	90	0%
Total revenue	1 838	1 814	1%	1 838	1 814	1%

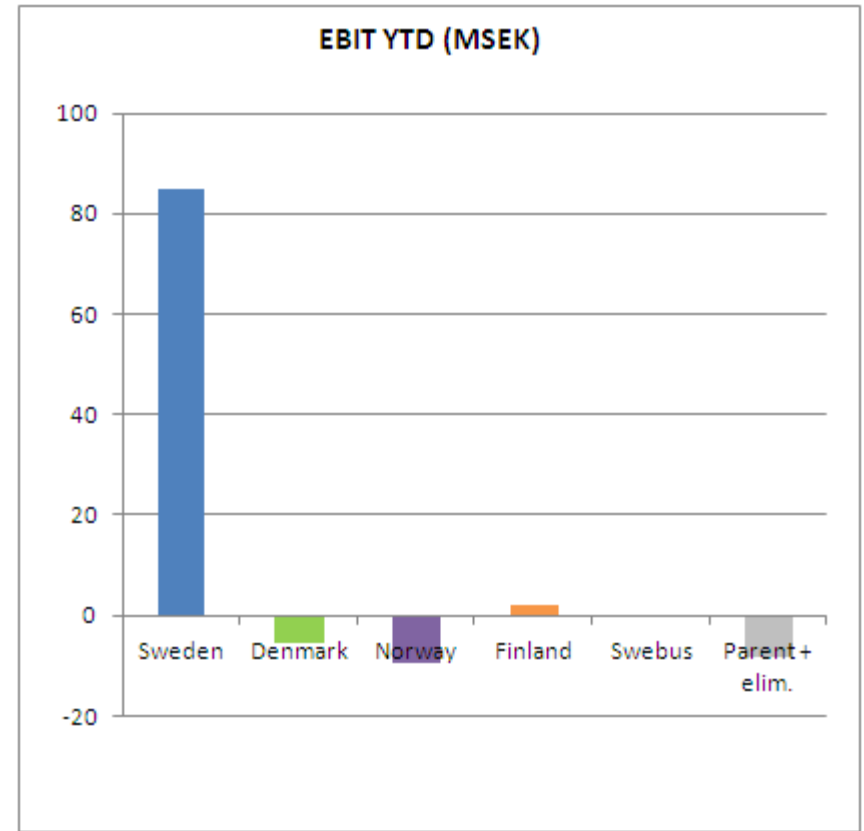
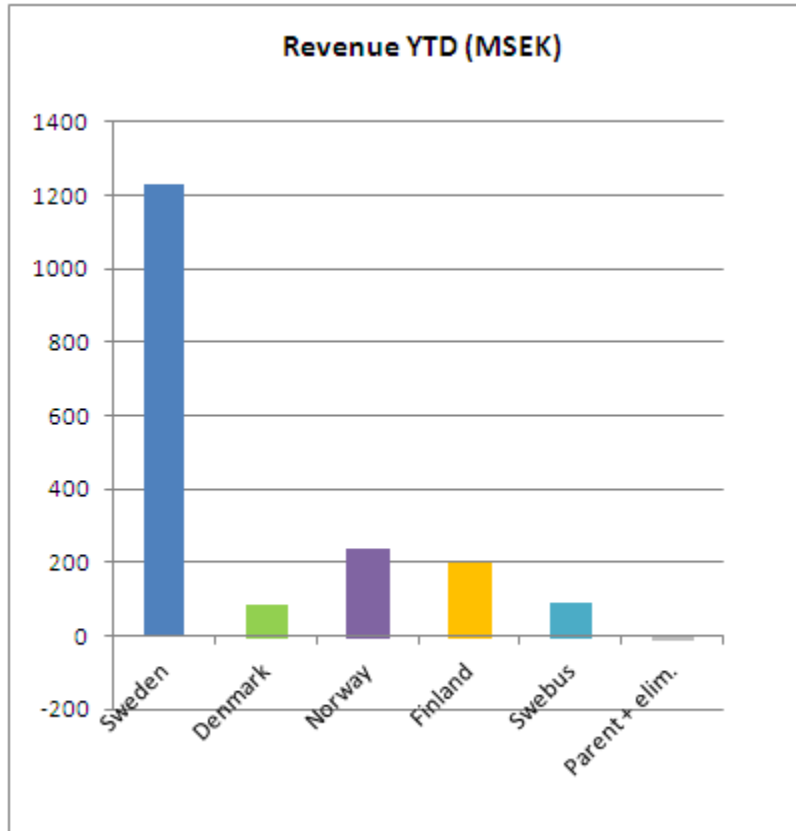
- Regional revenue increased by MSEK 21 in Q1 and YTD.
 - Sweden decreased by MSEK -44 primarily due to effects from contract migration.
 - Norway increased by MSEK +61 driven by the new Tromsö contract.
 - Slight decrease in Finland, MSEK -4 from negative indexation
 - Denmark increased by MSEK +8 from positive volume and indexation
- Flat Interregional revenue MSEK +/-0 in Q1 compared to prior year. Negative passenger trend fades out

EBIT per business segment

MSEK	Q1			YTD		
	12/13	11/12	Δ	12/13	11/12	Δ
Sweden	85	78	7	85	78	7
Denmark	-5	-12	7	-5	-12	7
Norway	-9	-1	-8	-9	-1	-8
Finland	2	6	-4	2	6	-4
Total Regional	73	71	2	73	71	2
Interregional	0	-2	2	0	-2	2
HQ and other	-8	-9	1	-8	-9	1
EBIT	65	60	5	65	60	5
Financial net	-77	-72	-5	-77	-72	-5
PBT	-12	-12	0	-12	-12	0

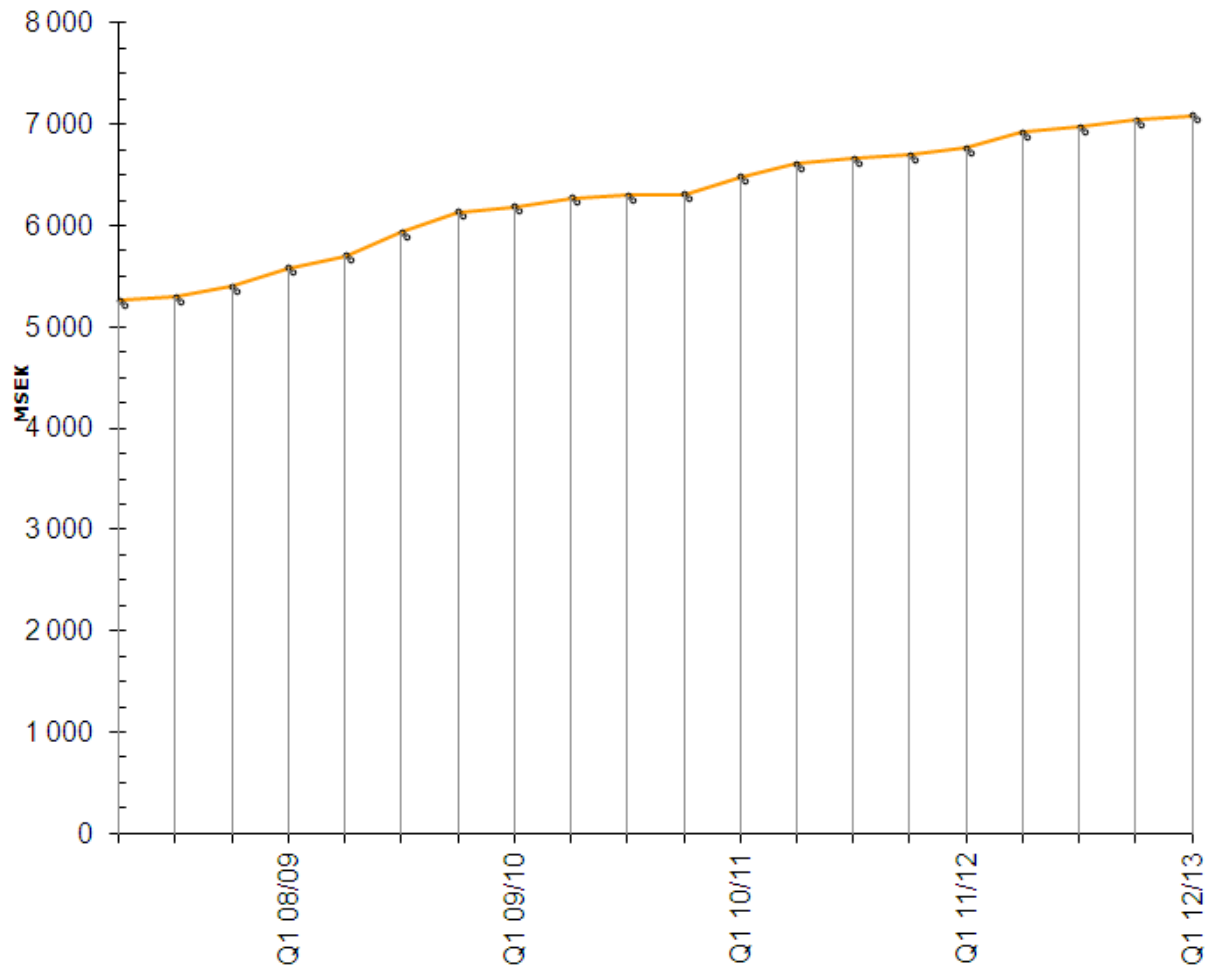
- Regional business was above last years strong EBIT by MSEK +2 in Q1 and YTD
 - Positive development in Sweden by MSEK +8 due to stable contract performance after large migration last year.
 - Decrease in Norway, MSEK -6. Start-up costs of Tromsö MSEK -8 absorbed.
 - Decrease in Finland by MSEK -3. Lower efficiency, primarily in maintenance.
 - Denmark improved EBIT due to better efficiency in operations by MSEK +6
- Interregional EBIT increased by MSEK +3. Passenger trend is flat but results improved by cost reductions.
- HQ costs close to last year, MSEK +1

Subsidiary overview, actuals Q1



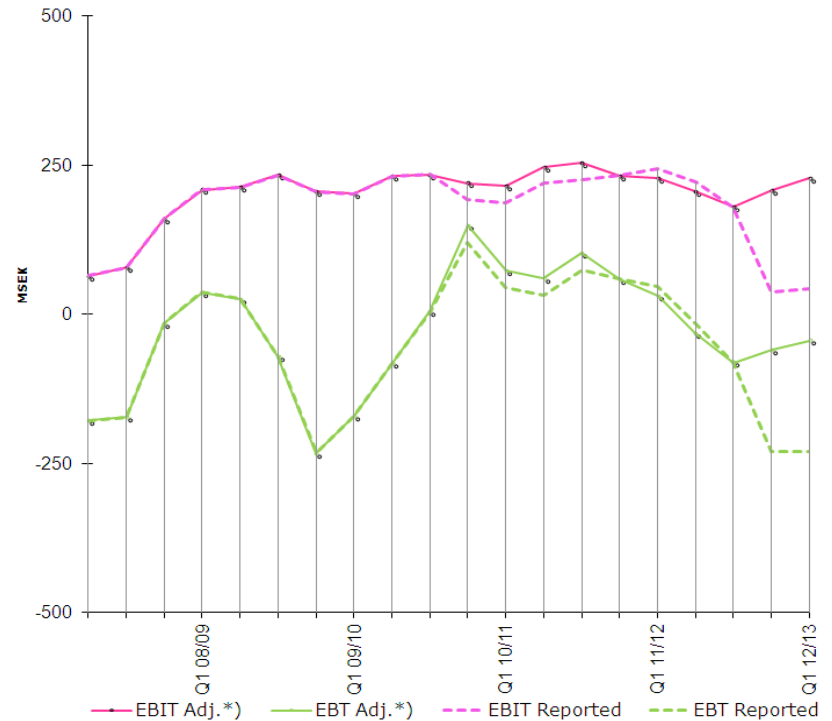
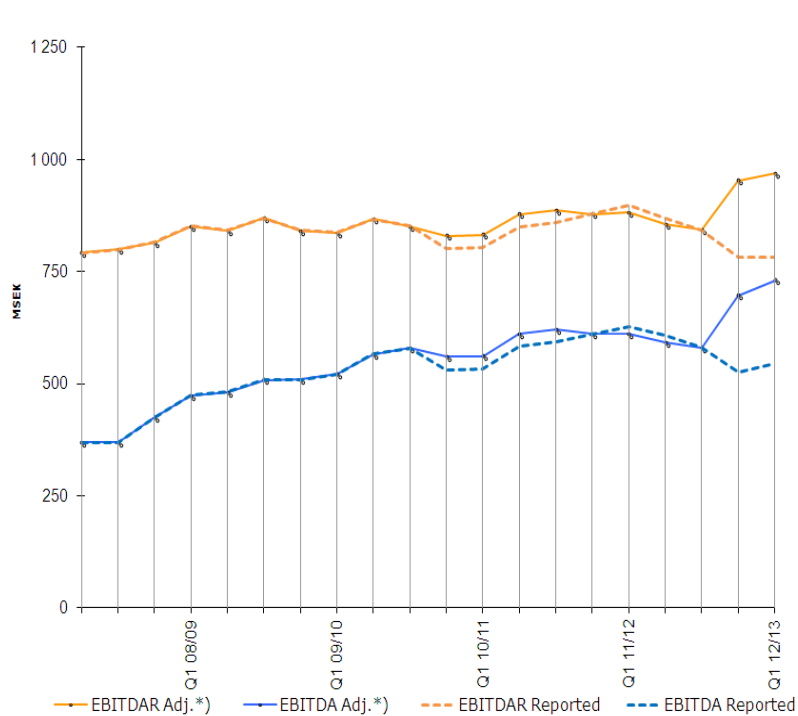
Historical revenue trend

Rolling 4 quarters



Historical earnings trend*)

Rolling 4 quarters



*) Adjusted numbers are excluding one-offs and non-recurring in Q4 09/10, Q1 11/12 and Q4 11/12

Cash flow

MSEK	Q1			YTD		
	12/13	11/12	△	12/13	11/12	△
Cash flow from operations before changes in working capital	166	153	13	166	153	13
Change in working capital	-42	-9	-33	-42	-9	-33
Cash flow from operations	124	144	-20	124	144	-20
Cash flow from investing activities	0	87	-87	0	87	-87
Cash flow from financing activities	-141	-121	-20	-141	-121	-20
Cash flow for the period	-17	110	-127	-17	110	-127
Available cash *)	90	336	-246	90	336	-246

*) Restricted cash of MSEK 147 (105) not included

- Cash flow was MSEK -127 lower than prior year due to effect from prior year's MSEK 96 sale and leaseback and negative working capital this year
- Operating cash flow increased by MSEK +9 following improved operating result
- The negative working capital represent significant catch-up of account payables
- Total capex was MSEK 347 (116), of which MSEK 339 (102) represent lease-financed buses and MSEK 8 (14) cash-financed miscellaneous capex
- Ongoing refinancing of the senior notes due on 1 August 2012

Nobina Europe AB Group

MSEK	Q1			YTD		
	12/13	11/12	△	12/13	11/12	△
Net revenues	1 851	1 817	34	1 851	1 817	34
Operating costs	-1 850	-1 817	-33	-1 850	-1 817	-33
EBIT	1	0	1	1	0	1
Finance net	-9	-22	13	-9	-22	13
Profit before tax	-8	-22	14	-8	-22	14
		Q1			YTD	
Split of finance net	12/13	11/12	△	12/13	11/12	△
Interest net	2	-18	20	2	-18	20
FX net *)	-11	-4	-7	-11	-4	-7
Total	-9	-22	13	-9	-22	13
*)of which FX P/L on Senior Notes	-12	-6	-6	-12	-6	-6

Refinancing status as of June 15

- **Nobina, via its advisors, is in close dialogue with noteholders representing approximately 98% of the outstanding notes**
- **At an information session on May 25, 2012, two noteholders representing approximately 50% of the notes proposed a bond exchange which has matured to the following assumptions:**
 - Issuer, guarantors, security, and covenants as per existing notes
 - Approximately 2.5 year maturity with option for the Issuer to extend to 3 years subject to bondholders' consent
 - A 20% target IRR to be comprised of coupon and issue discount giving around 15% IRR. Potential equity kicker/component is under discussion
 - Callable at any time
 - Amortization features
- **Based on these assumptions, the advisors have secured support in principle from holders of approximately 80% of the notes.**
- **A part-equitization proposal has also been tabled by a noteholder**
- ***Nobina AB's financial advisors are Swedbank First Securities and Handelsbanken Capital Markets***

Conclusions

- Record high Q1 EBIT including effects from last year's contract changes
- Swebus situation is improving and main focus remains on efficiency program in Norway
- Proposal announced for refinancing of outstanding senior notes

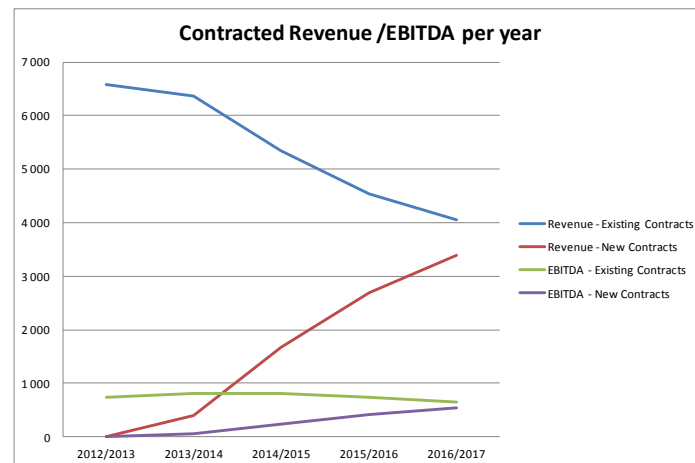
Financial targets

As part of its management planning cycle Nobina is producing a five year outlook once a year. Based on the five year outlook produced in March 2012 Nobina have defined the following financial targets:

	Short term (1 years)	Medium term (3 years)	Long term (> 5 years)
1. Revenue growth rate	0,0%	3,1%	3,0%
2. EBITDAR margin	13,2%	14,7%	15,7%
3. EBITDA margin	10,4%	13,2%	15,0%
4. EBIT margin	3,6%	5,9%	7,4%
5. Annual Capex requirement	1 347	811	572
6. Net debt / EBITDA	6,1x	4,7x	3,6x

	<u>2012/2013</u>	<u>2013/2014</u>	<u>2014/2015</u>	<u>2015/2016</u>	<u>2016/2017</u>
7. No. of contracts being operated per year *) *) incl school contracts	124	121	134	117	119

8. Target Return on Capital Employed	15%
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