



Nobina AB Group

Investor Presentation Q3
March – November 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

- Stable contract performance in Sweden and Finland continues to improve EBIT
- Smooth start up of new contracts in Oslo, Helsinki, Hilleröd and Skåne
- BRT solution agreed with Malmö for 2014
- Refinanced Senior Notes improve balance sheet and stabilize future earnings



Financial highlights Q3

- Revenue increase of +7.1% to MSEK 1,875 (1,750). Effect of contract migration in Q3
- EBIT of MSEK 81 (60); Significant contract migration, Start-up cost of Oslo Vest included
- Net earnings of MSEK 72 (-12), Deferred tax asset of MSEK 74 (0) recorded
- Earnings per share were SEK 0.48 (-0.46)
- Cash flow from operations of MSEK 289 (247)



Financial highlights YTD

- Revenue decrease by +2.2% to MSEK 5,419 (5,303). Effect of contract migration
- EBIT of MSEK 229 (187); Significant contract migration, pension refund of MSEK +25 included in Q2
- Net earnings of MSEK 114 (-42), Deferred tax asset of MSEK 74 (0) recorded in Q3
- Earnings per share were SEK 1.34 (-1.67)
- Cash flow from operations of MSEK 693 (471)



Market development

- K2 (VTI, Lund University and Malmö University) won the tender for establishing a national Swedish public transport research center which will comprise 30-35 researchers
- We are waiting to see whether Oslo will sell its municipally owned Unibus. The Finnish state (VR Group) will however not acquire municipally owned HELB
- Nobina introduces the first employee whistleblower channel ("Medarbetarombud") in the Nordic public transport sector

Regional traffic business area

- Within our contract in Malmö we have agreed to replace standard buses with a BRT concept, including 15 gas hybrid 24 m-long buses
- Positive start to Oslo Vest contract in October, in addition to the contract start ups in Sweden, Finland and Denmark
- Following bankruptcy of privately owned Westendin in Helsinki, we won 18 more buses in a rescue tender
- Extra traffic agreed within contracts in Finland and Denmark
- Nobina Finland won 38 buses in latest Helsinki tender, as announced in December

Interregional traffic business area

- New optimized timetable generated fewer kilometers and delivered higher revenue in November than last year
- Launch of additional supplementary products
- State-owned Nettbus continues to spend in longhaul bus transport in competition with private operators in Norway and Sweden

Tender update – nine months YTD

- Nobina submitted tenders for 471 buses worth MSEK 6,554
- Nobina won contracts for 130 buses worth MSEK 1,669
- Nobina started traffic for 314 buses and ended traffic for 309 buses

Tender update per country, nine months YTD (Number of buses unless stated)	Tenders during the period			Traffic changes during the period	
	Submitted	Won	Not won	Started	Ended
Sweden	167	88	79	97	87
Norway	0	0	0	78	111
Finland	187	18	145	128	107
Denmark	117	0	117	11	4
Total regional traffic	471	130	341	314	309

Contract update – coming 12 months

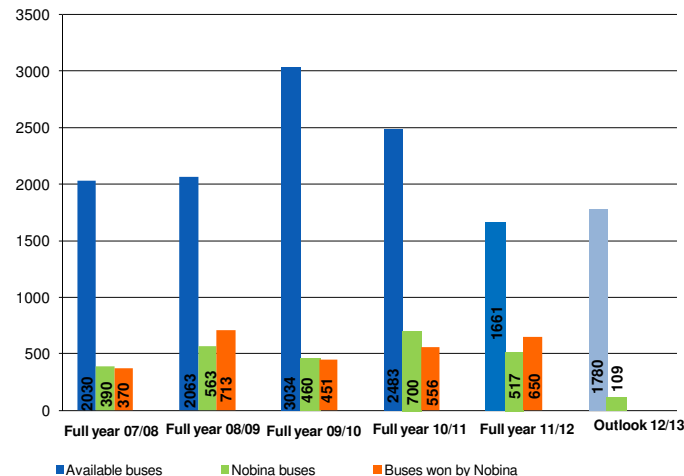
- During the coming 12 months, Nobina will start new contracts comprising 185 buses in Sweden, Finland, Norway and Denmark

Tender outcome per country	Traffic starts December 2012 –November 2013					
	PTA	Contract type	No. of years	Traffic start	No. of buses	Value (MSEK)
Sweden	Västtrafik	Regional	8	December 20 12	27	420
	Västtrafik	Regional	8	December 20 12	46	839
	Västtrafik	Regional	2.5	December 20 12	9	95
	Skånetrafiken	City	6	June 20 13	79	1,150
Finland	HSL	City	6	January 20 13	24	400
Sum Regional Traffic					185	2,904

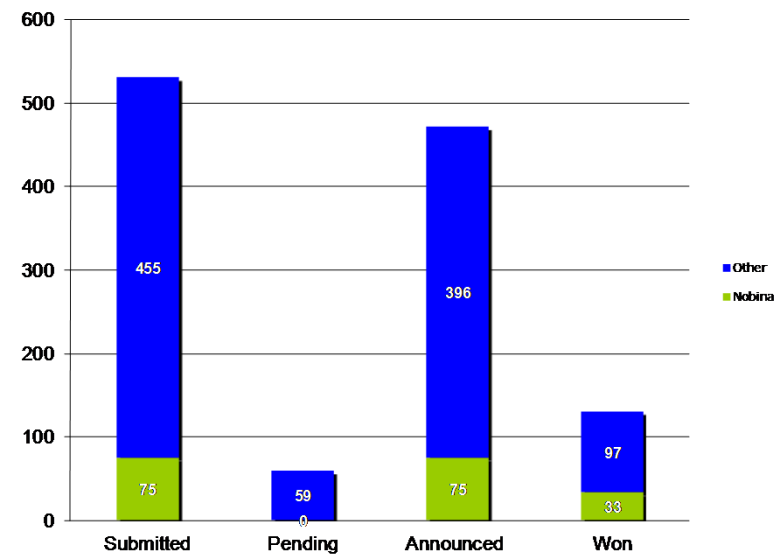
Tender overview

- Renewal ratio YTD 173% → target 100% (won/own announced)
 - Success ratio 28% (won/announced)
 - Retention ratio 44% (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

	Q3			YTD		
MSEK	12/13	11/12	△	12/13	11/12	△
Net revenues	1 875	1 750	125	5 419	5 303	116
EBITDAR	252	225	27	739	685	54
% of revenues	13,4%	12,9%		13,6%	12,9%	
EBITDA	202	161	41	572	482	90
% of revenues	10,8%	9,2%		10,6%	9,1%	
EBIT	81	60	21	229	187	42
% of revenues	4,3%	3,4%		4,2%	3,5%	
Interest income	2	0	2	3	2	1
Interest expenses	-67	-70	3	-203	-207	4
FX net *)	-16	-2	-14	14	-24	38
Earnings before tax	0	-12	12	43	-42	85
Tax	72	0	72	71	0	71
Earnings after tax	72	-12	84	114	-42	156

*) of which FX P/L on Notes -12 -10 -2 18 -35 53

- EBT was significantly higher than prior year MSEK 72 (-12) in Q3 and also YTD by MSEK 114 (-42).
- Deferred tax asset of MSEK 74 (0) was recorded in Q3 as FX fluctuations are limited after the refinancing in SEK of the HYB.

Revenue and EBIT bridges

MSEK	Revenue	EBIT
YTD March 2011 – November 2011	5,303	187
Price & Volume	592	18
Contract changes	-464	-60
Indexation	28	31
Operational efficiency	-	60
Non-recurring costs	-	2
Fleet financing and utilization	-	15
Other	-40	-18
YTD March 2012 – November 2012	5,419	229

- YTD Total revenue MSEK 5,419 (5,303)
 - Price & Volume and indexation positive
 - Negative contract changes due to significant contract migration
- YTD Total EBIT increased by MSEK 42 to MSEK 229 (187)
 - Negative contract changes due to significant contract migration
 - Positive indexation and operational efficiency

Revenue per business segment

MSEK	Q3			YTD		
	12/13	11/12	△	12/13	11/12	△
Sweden	1 253	1 211	3%	3 625	3 685	-2%
Denmark	87	82	6%	254	239	6%
Norway	249	189	32%	689	540	28%
Finland	214	195	10%	598	584	2%
Eliminations	-7	-10	-30%	-25	-36	-31%
Total Regional	1 796	1 667	8%	5 141	5 012	3%
Swebus	79	83	-5%	278	291	-4%
Eliminations	0	0	0%	0	0	0%
Total Interregional	79	83	-5%	278	291	-4%
Total revenue	1 875	1 750	7%	5 419	5 303	2%

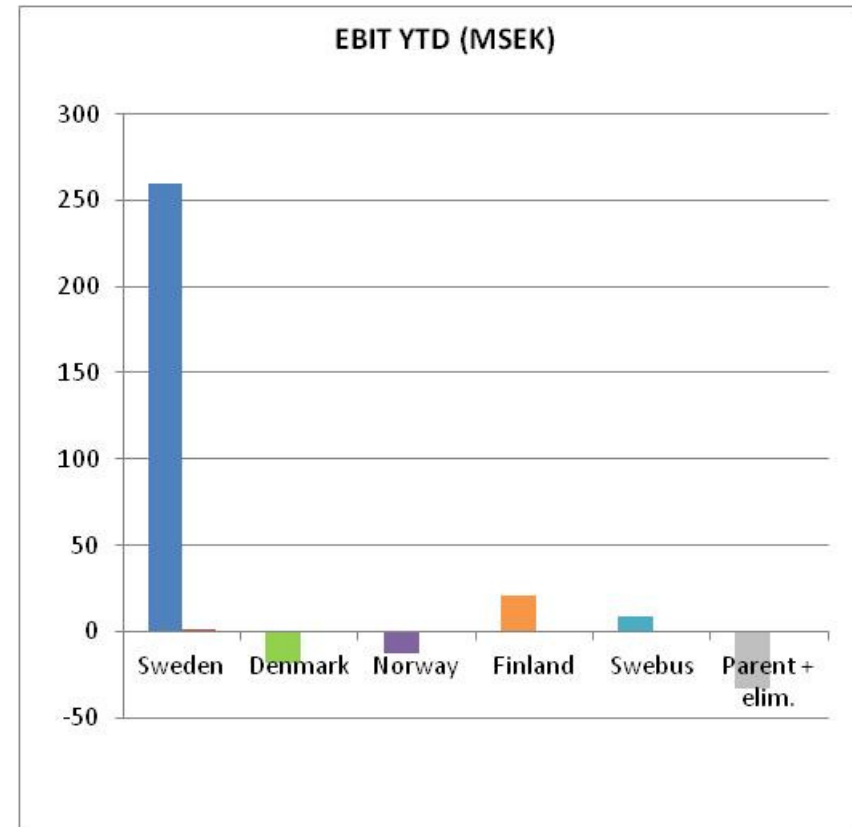
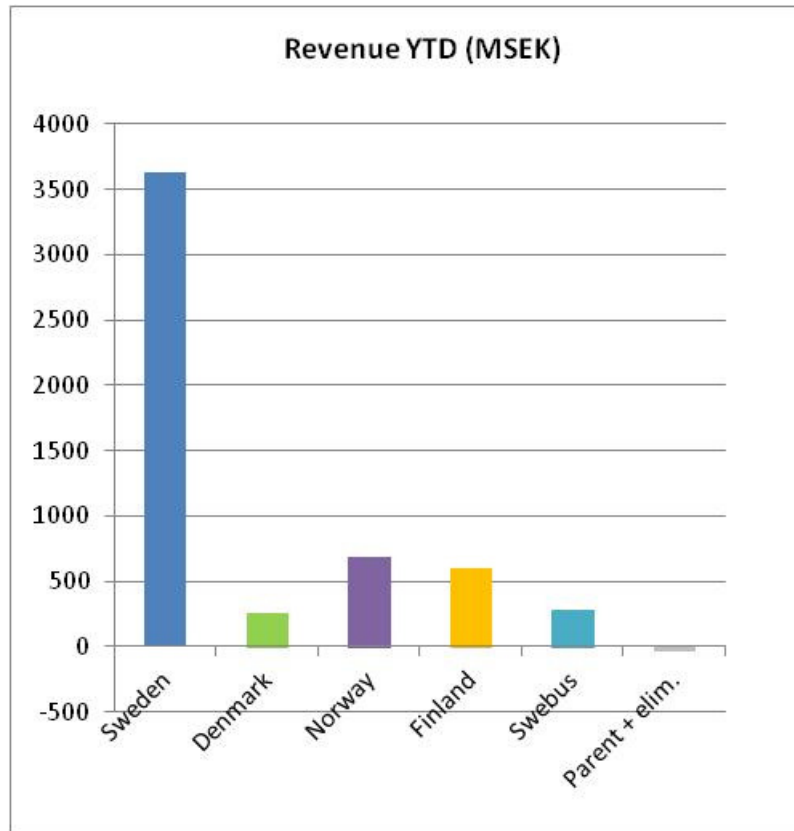
- Regional revenue increased by MSEK +129 in Q3 and 129 YTD.
 - Sweden increased due to incentives in Q3, YTD down slightly, Bromma contract expired in Q2.
 - Norway increased due to contract starts, Tromsö in February and Oslo Vest in October.
 - Increase in Finland due to contract start ups in Q3
 - Denmark increased due to positive volume and indexation
- Interregional revenue decreased by MSEK -4 in Q3 and -13 YTD due to fewer passengers in than prior year. Positive ticket yield compensates partly.

EBIT per business segment

MSEK	Q3				YTD		
	12/13	11/12	△		12/13	11/12	△
Sweden	94	79	15		260	218	42
Denmark	-6	-8	2		-17	-25	8
Norway	1	2	-1		-12	7	-19
Finland	12	10	2		21	16	5
Total Regional	101	83	18		252	216	36
Interregional	-4	-6	2		9	7	2
HQ and other	-16	-17	1		-32	-36	4
EBIT	81	60	21		229	187	42
Financial net	-81	-72	-9		-186	-229	43
PBT	0	-12	12		43	-42	85

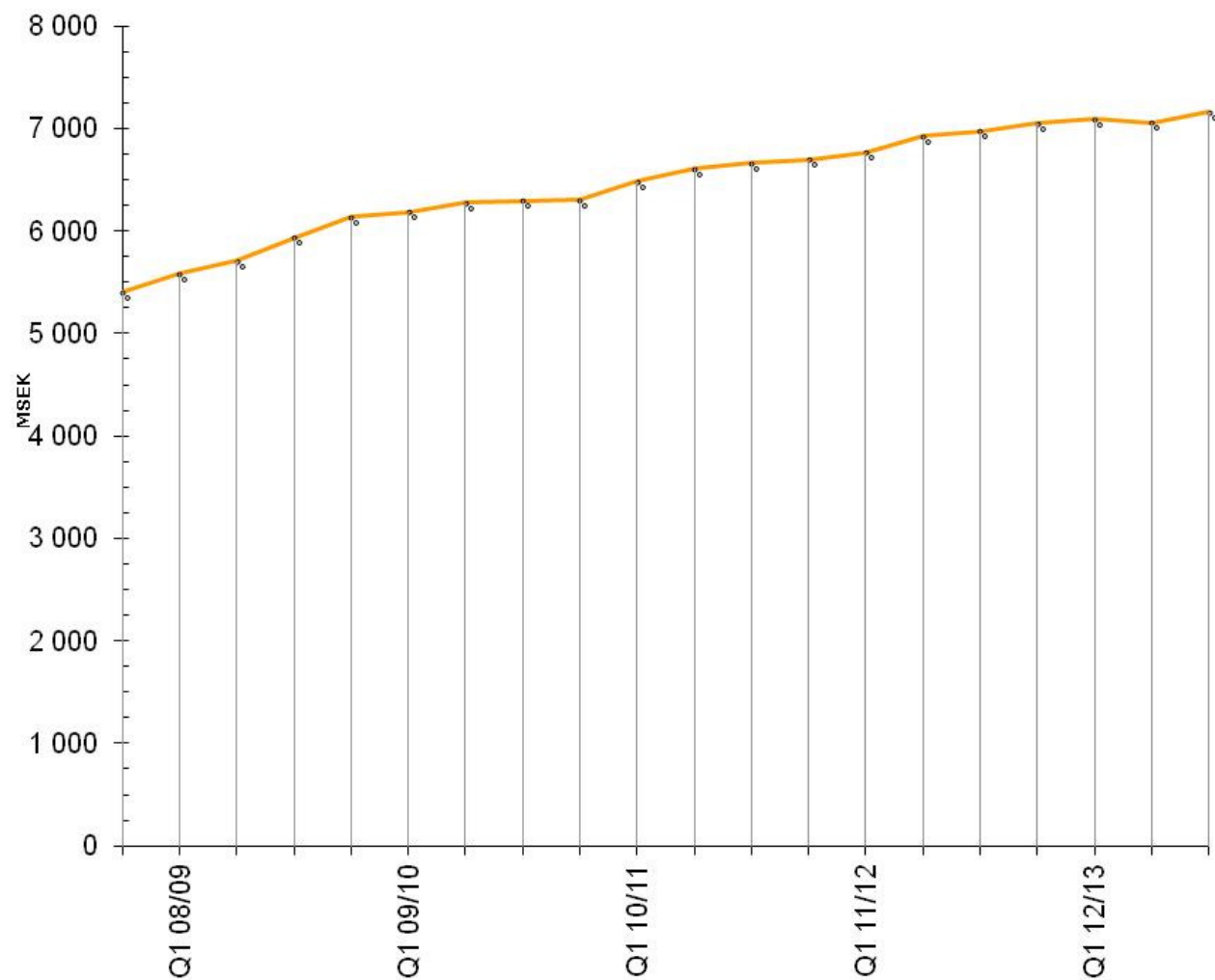
- Regional business was above last year's EBIT by MSEK +18 in Q3 and MSEK +36 YTD
 - Positive development in Sweden due to stable contract performance following large migration last year and positive incentives in Q3. MSEK +25 pension refund included.
 - Decrease in Norway, higher start-up costs in Tromsø, Oslo Vest start-up well on track.
 - Increase in Finland, successful start-ups and continued stability in almost all contracts
 - Denmark EBIT less negative in Q3, and better than last year YTD due to improved efficiency
- Interregional EBIT less negative in Q3 by MSEK +2 vs prior year and +2 better YTD. Passenger trend is negative but results improved by cost reductions and ticket yield.
- HQ costs slightly lower than last year both in Q3 and YTD

Subsidiary overview, nine months actuals



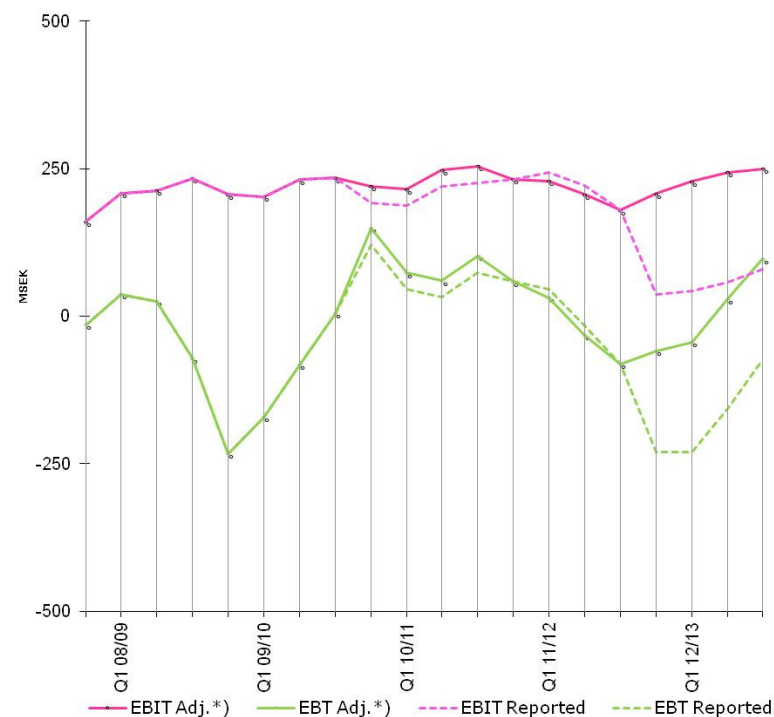
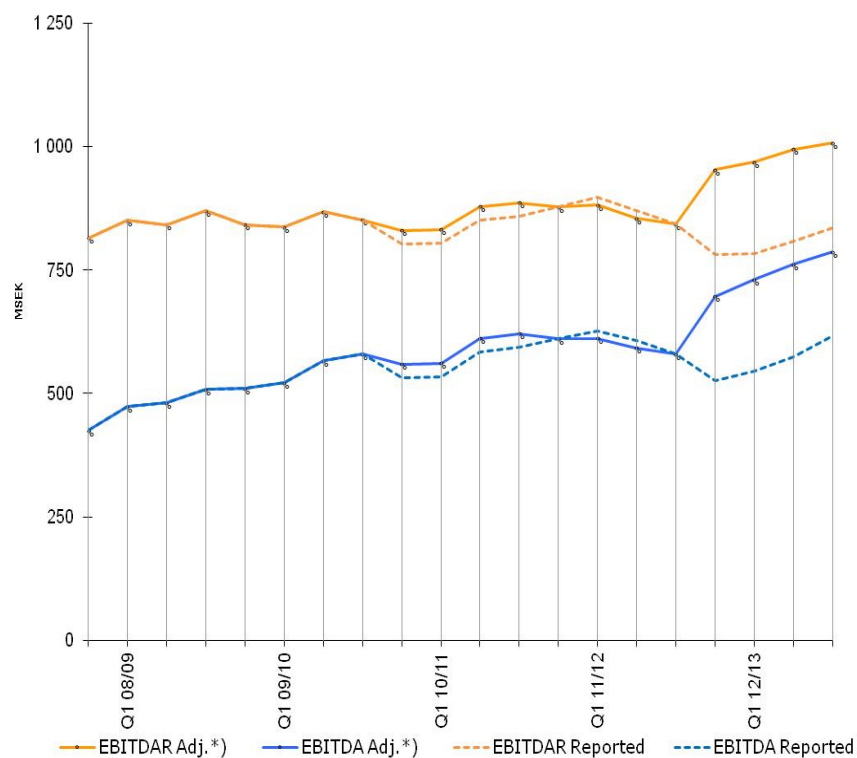
Historical revenue trend

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	Q3			YTD		
	12/13	11/12	△	12/13	11/12	△
Cash flow from operations before changes in working capital	193	165	28	559	489	70
Change in working capital	96	82	14	134	-18	152
Cash flow from operations	289	247	42	693	471	222
Cash flow from investing activities	-18	-78	60	-86	-12	-74
Cash flow from financing activities	-251	-133	-118	-542	-529	-13
Cash flow for the period	20	36	-16	65	-70	135
Available cash *)	171	159	12	171	159	12

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

- YTD Cash flow was MSEK 135 higher than prior year, despite prior year's MSEK 96 sale and leaseback.
- YTD Operating cash flow, before WC, increased by MSEK 222 following improved operating result,
- Positive working capital change relates to e.g. the expiry of large Stockholm contracts in August 2011 and implementation of 50 MSEK overdraft facility, utilized by 33 MSEK in end Q3
- Refinancing of the senior notes finalized end October, transaction costs of MSEK 30 paid out

CAPEX

MSEK	Q3			YTD		
	12/13	11/12	△	12/13	11/12	△
Investments in new buses	435	79	356	1 102	339	763
Other Investments	29	38	-9	96	77	19
Total Investments	464	117	347	1 198	416	782
Lease financing	-435	-79	-356	-1 102	-339	-763
Net Capex	29	38	-9	96	77	19

- Total capex of MSEK 464(117) in Q3 and MSEK 1,198 (416) YTD, of which cash-financed miscellaneous capex was MSEK 29 (38) in Q3 and MSEK 96 (77) YTD
- Increase of Bus investments by MSEK 356 to MSEK 435 (79) in Q3 and by MSEK 763 to MSEK 1,102 (339) YTD due to start up of large new contract volumes
- All new buses have been lease financed

Nobina Europe AB Group

MSEK	12/13	Q3 11/12	△	12/13	YTD 11/12	△
Net revenues	1 887	1 751	136	5 460	5 316	144
Operating costs	-1 863	-1 742	-121	-5 411	-5 293	-118
EBIT	24	9	15	49	23	26
Finance net	-10	-7	-3	32	-43	75
Profit before tax	14	2	12	81	-20	101
		Q3			YTD	
Split of finance net	12/13	11/12	△	12/13	11/12	△
Interest net	6	-5	11	13	-17	30
FX net *)	-16	-2	-14	19	-26	45
Total	-10	-7	-3	32	-43	75
*)of which FX P/L on Senior Notes	-12	-10	-2	18	-35	53

Conclusions

- Improved nine-month EBIT and cash flow, including several start up of new contracts in Sweden, Norway, Finland and Denmark
- Additional business agreed within existing contracts in all markets
- Improved financial position after successful refinancing of the Senior Notes



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