



NOBINA AB GROUP

INVESTOR PRESENTATION , Q2, JUNE-AUGUST 2014

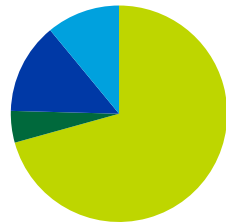


LARGEST NORDIC BUS OPERATOR

NOBINA HAS STABLE OPERATIONS IN A GROWING MARKET, WITH HIGH PROFITABILITY FOR THE INDUSTRY, THIS IS POSSIBLE THANKS TO LONG CONTRACTS AND OPERATIONAL EXCELLENCE

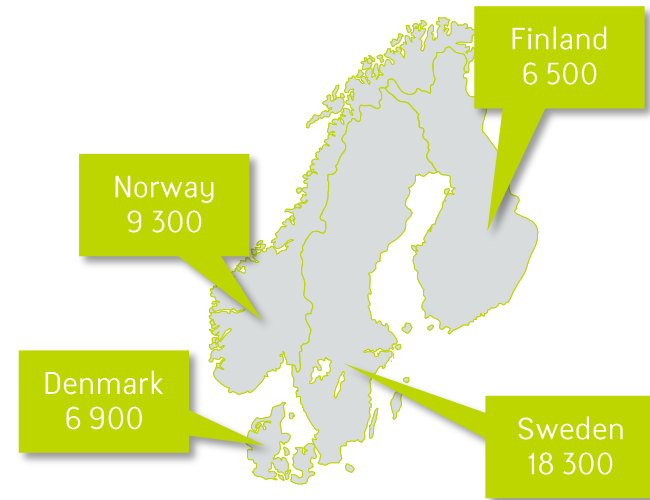
- Nobina is the leading provider of contractual public bus services in the Nordic region, and operates long distance traffic through Swebus
- 10,000 employees and 3,400 buses, carry 280 million passengers annually
- Public company with a MSEK 550 bond listed on Nasdaq OMX
- Nobina's market share is approx. 18 percent, out of total market value SEK 41 billion

NOBINA - ANNUAL REVENUE PER COUNTRY (MSEK)



- Sweden 5 169
- Denmark 346
- Norway 995
- Finland 802

TOTAL MARKET - ANNUAL REVENUE PER COUNTRY (MSEK)



Source: Nobina, Annual report 2013/14 and other

DISCLAIMER

This presentation includes statements regarding the current expectations of the company's future development, and such estimations are, by their nature, subject to risks and uncertainties.

Examples of risks and uncertainties include economic conditions, product demand, competition, government regulation, financial resources, and certain types of litigation.

Our financial statements and latest annual report provide a more detailed view of the financial position of the company, as well as of the risks and uncertainties inherent in its operations.

Please note that all amounts referred to in this presentation are based on IFRS accounting standards.

NOBINA GROUP – FINANCIAL OVERVIEW Q2

NET SALES

(SEK million)

1,815
(1,718)

EBIT

(SEK million)

111
(107)

EBT

(SEK million)

61
(41)

CASH FLOW

(SEK million)

-107
(18)

Q2 FINANCIAL HIGHLIGHTS

- EBIT in line with last year's record level
- EBT substantially above last year
- Increased Cash flow from operations, SEK 240 million (229), but negative impact from Working capital and start-up investments
- Investments in buses and other equipment amounted to SEK 450 million (18)

NOBINA GROUP – FINANCIAL OVERVIEW YTD

NET SALES

(SEK million)

3,701
(3,564)

EBIT

(SEK million)

170
(172)

EBT

(SEK million)

45
(44)

CASH FLOW

(SEK million)

-220
(-9)

YTD FINANCIAL HIGHLIGHTS

- EBIT close to last year's record
- EBT in line with last year
- Cash flow from operations stable, SEK 426 million (421), but negative impact from Working capital and start-up investments
- Investments in buses and other equipment amounted to SEK 531 million (54)

SIGNIFICANT EVENTS

- Successful contract migration of over 900 buses
- Strong Q2 result better than last year's record
- Nobina Norway's win of 75 buses in Oslo secures Nobina at a significant position in Oslo for many years ahead



MARKET UPDATE

- West second court decided in favor of the PTA who selected Nobina as winner in Borås based on quality. The court however asked first court level to decide unresolved points in previous decision
- September election in Sweden will lead to many changes in the PTA's political boards, reflecting continued strong support for public transportation
- Cold June and record warm July and August lead to abroad vacations and lower interregional volumes



BUSINESS DEVELOPMENT

- Nobina Norge won 75 buses in Oslo tender in June, which, in combination with existing contracts in the region, will generate an annual revenue of ~500 MSEK up to at least 2019
- All contract close downs and start ups went well and no indications yet of underperformance
- Värmland's school tender, where Nobina won 105 out of 140 buses, is still awaiting court decision
- Värmland's region tender, where Nobina won all 149 buses, was again awarded to Nobina but was again appealed by competitors
- Major pending tender is Stockholm E23 (260 buses, of which 100 own)
- Nobina Sweden recruited Henrik Dagnäs, today head of Skåne PTA, as new marketing director

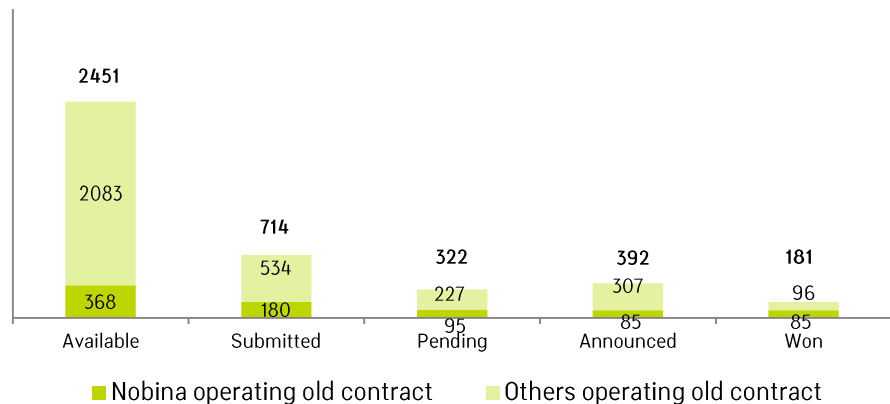


TENDER RESULTS – YTD

- Nobina submitted tenders for 714 buses, with a total value of SEK 12,400 million.
- Nobina won contract volume of 181 buses, with a total value of SEK 2,100 million.
- Renewal ratio YTD 213% → target 100% (won/own announced)
- Success ratio YTD 46% (won/announced)

MARCH – AUGUST 2014	TENDERS RESULTS DURING THE PERIOD (NUMBER OF BUSES)		
	ANNOUNCED	WON	NOT WON
SWEDEN	213	105	108
NORWAY	160	76	84
FINLAND	19	0	19
DENMARK	0	0	0
TOTAL	392	181	211

TENDER UPDATE



Definitions:

Available - Available tenders this year
Submitted – Nobina's submitted tenders

Pending – Submitted less announced
Announced – Submitted tenders, results are announced
Won – Nobina wins out of announced tenders

CONTRACT MIGRATION, YTD

- Nobina started traffic for 401 buses and ended traffic for 566 buses during Q1-Q2 FY 14/15

MARCH – AUGUST 2014	TRAFFIC CHANGES DURING THE PERIOD (NUMBER OF BUSES)	
	STARTED	ENDED
SWEDEN	401	475
NORWAY	0	89
FINLAND	0	2
DENMARK	0	0
TOTAL	401	566

CONTRACT LENGTH

(AVERAGE NUMBER OF YEARS)

7.4

CONTRACT AGE

(AVERAGE NUMBER OF YEARS)

4.1

AGE OF BUS FLEET

(AVERAGE NUMBER OF YEARS)

5.9

CONTRACT MIGRATION, COMING 12M

TRAFFIC STARTS SEPTEMBER 2014 – AUGUST 2015

	PTA	NO. OF YEARS	TRAFFIC START	NO. OF BUSES	NEW BUSES
Sweden	Skånetrafiken	8	Dec 2014	22	19
	Värmlandstrafik *)	10	Dec 2014	149	
Finland	HSL	7	Jan 2015	20	15
Norway	Ruter	8	Jun 2015	71	70
	Ruter	5	Jun 2015	16	1
Denmark	Movia	6	Dec 2014	100	52
TOTAL				378	

*) appeal process ongoing

- Nobina will start new contracts involving a total of 378 in-service buses in Sweden, Finland, Norway and Denmark in the forthcoming 12 months

EXPIRING CONTRACTS SEPTEMBER 2014 – AUGUST 2015

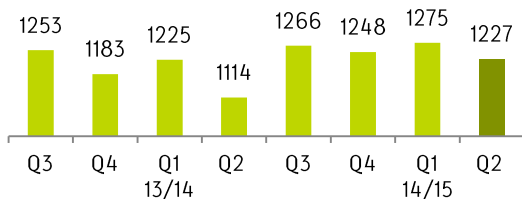
	PTA	TRAFFIC ENDING	NO. OF BUSES
Sweden	Värmlandstrafik *)	Dec 2014	90
	Skånetrafiken	Dec 2014	29
	SL	Jun 2015	95
	LT Örebro	Aug 2015	21
Finland	HSL	Aug 2015	33
Norway	Ruter	Jun 2015	24
	Ruter	Jun 2015	23
Denmark	Movia	Dec 2014	59
TOTAL			374

- Nobina will end contracts involving a total of 374 in-service buses

SWEDEN AND DENMARK

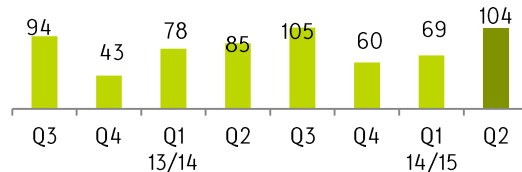
SWEDEN REVENUE

(SEK million)



SWEDEN EBIT

(SEK million)



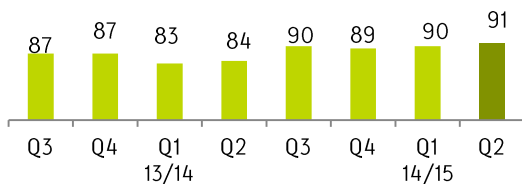
Q2 HIGHLIGHTS

(SEK million)

- Revenue growth from increased production and new contracts
- Strong pick-up in EBIT after migration to new contracts

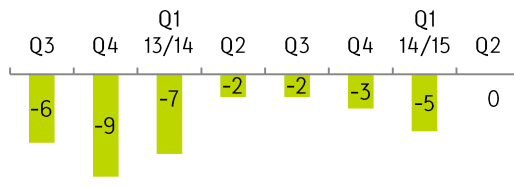
DENMARK REVENUE

(SEK million)



DENMARK EBIT

(SEK million)



Q2 HIGHLIGHTS

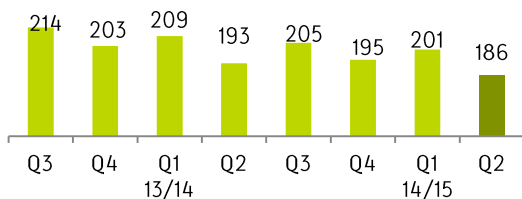
(SEK million)

- Stable revenue, no change in production
- Long trend of improved EBIT from more efficient production continues

FINLAND AND NORWAY

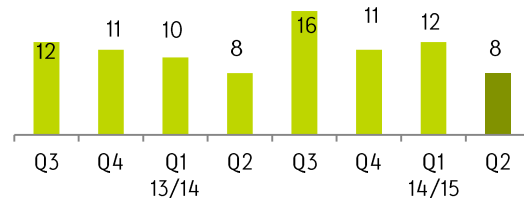
FINLAND REVENUE

(SEK million)



FINLAND EBIT

(SEK million)



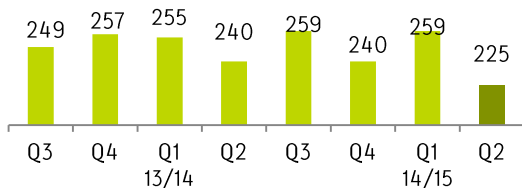
Q2 HIGHLIGHTS

(SEK million)

- Revenue slightly down, affected negatively by indexation
- EBIT flat including negative index effect

NORWAY REVENUE

(SEK million)



NORWAY EBIT

(SEK million)



Q2 HIGHLIGHTS

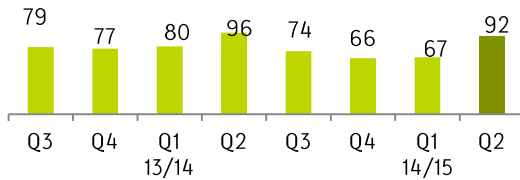
(SEK million)

- Revenue decline after closing Vestfold contract
- EBIT negatively affected by efficiency and close down costs for Vestfold

SWEBUS

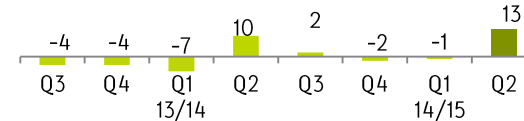
SWEBUS REVENUE

(SEK million)



SWEBUS EBIT

(SEK million)



Q2 HIGHLIGHTS

(SEK million)

- Revenue decline levelling out close to last year after good summer
- EBIT recover above last year by good volume, more efficient production and close down of Arlanda airport shuttle

RESULTS

MSEK	Q2 14/15	Q2 13/14	Δ	YTD 14/15	YTD 13/14	Δ
Net revenues	1 815	1 718	97	3 701	3 564	137
EBITDAR	275	270	5	495	505	-10
% of revenues	15,2%	15,7%		13,4%	14,2%	
EBITDA	234	232	2	420	419	1
% of revenues	12,9%	13,5%		11,3%	11,8%	
EBIT	111	107	4	170	172	-2
% of revenues	6,1%	6,2%		4,6%	4,8%	
Interest income	2	2	0	5	3	2
Interest expenses	-54	-62	8	-137	-123	-14
FX net *)	2	-6	8	7	-8	15
Earnings before tax	61	41	20	45	44	1
Tax	-10	-10	0	-17	-17	0
Earnings after tax	51	31	20	28	27	1

KEY POINTS

- Revenue growth from Swedish business
- Start-up/close-down costs from contract migration affect EBITDAR and EBITDA
- EBIT holds on to last year
- Reduced interest expenses improves Q2 EBT. YTD includes 25 MSEK write-off of previous HYB capitalized issue cost

REVENUE AND EARNINGS BRIDGES YTD

MSEK	REVENUE	EBIT	EBT
YTD March 2013– August 2013	3,564	172	44
Price & Volume	179	14	14
Contract changes	-71	13	13
Indexation	26	8	8
Operational efficiency	-	-15	-15
Non-recurring costs	-	0	0
Fleet financing and utilization	-	-6	-6
Other	3	-16	-16
Financial net	-	-	3
YTD March 2014 – August 2014	3,701	170	45

KEY POINTS

- Positive effect in price & volume from Sweden
- Contract migration affects Revenue negatively but improves EBIT and EBT
- Positive Revenue indexation effect supports positive result effect
- Efficiency development negative mainly in Norway
- Fleet includes write down effects from buses under sale
- Other includes real-estate and other costs related to start-up's
- Financial net covers the write-off of issue costs related to previous HYB (25 MSEK) and reduced interest costs

CASH FLOW

MSEK	Q2 14/15	Q2 13/14	Δ	YTD 14/15	13/14	Δ
Cash flow from operations before changes in working capital	240	229	11	426	421	5
Changes in working capital	-109	-20	-89	-199	-50	-149
Interest received and tax payments	2	0	2	5	0	5
Cash flow from operations after changes in working capital	133	209	-76	232	371	-139
Cash flow from investing activities	431	-21	452	-47	-14	-33
Cash flow from financing activities	-671	-170	-501	-405	-366	-39
Cash flow for the period	-107	18	-125	-220	-9	-211
Available cash *)	92	132	-40	92	132	-40

*) Restricted cash of SEK 163 million (173) not included

KEY POINTS

- Stable improved cash flow from operations before working capital
- Working capital was negative due to; PTA payments received after quarter end, negative contract migration effect and volatility since prior year end
- Investment activities related to new start-up's and 483 MSEK proceeds from HYB issue released from escrow account
- Cash flow from financing activities includes 483 MSEK redemption of old HYB in Q2.
- Available cash ending up below last year

INVESTMENTS (CAPEX)

MSEK	Q2 14/15	13/14	Δ	YTD 14/15	13/14	Δ
Investments in new buses	410	7	403	462	36	426
Other investments	40	11	29	69	18	51
Total investments	450	18	432	531	54	477
Lease financing	-410	-29	-381	-462	-36	-426
Net capex	40	-7	47	69	18	51

KEY POINTS

- Significant investments in 165 buses by SEK 410 million (7) related to traffic starts in Q2
- All new buses have been lease financed
- Other investments cover facility and workshop equipment mainly related to traffic starts
- 67 new buses delivered whereof lease contracts for 16 have been started
- Forecasted deliveries of new buses are; 18 buses in Q3 and 71 buses in Q4
- Contract wins covering 254 new buses are still under appeal

BALANCE SHEET

MSEK	2014-08-31	2013-08-31	Δ
ASSETS			
Total non-current assets	4 983	4 760	223
Trade receivables and other current rec.	872	660	212
Restricted cash on bank accounts	163	173	-10
Cash and cash equivalents	92	132	-40
Total current assets	1 127	965	162
TOTAL ASSETS	6 110	5 725	385
EQUITY AND LIABILITIES			
SHAREHOLDERS' EQUITY	258	207	51
Total non-current liabilities	3 838	3 712	126
Total current liabilities	2 014	1806	208
TOTAL LIABILITIES	5 852	5 518	334
TOTAL EQUITY AND LIABILITIES	6 110	5 725	385

KEY POINTS

- Balance sheet growth related to bus investments and negative working capital.

NOBINA EUROPE GROUP

MSEK	Q2 14/15	Q2 13/14	▲	YTD 14/15	YTD 13/14	▲
Net revenues	1 824	1 727	97	3 716	3 579	137
Operating costs	-1 769	-1 686	-83	-3 664	-3 543	-121
EBIT	55	41	14	52	36	16
Finance net	10	-2	12	-9	14	-23
Profit before tax	65	39	26	43	50	-7
			▲			▲
Split of finance net	14/15	13/14		14/15	13/14	
Interest net	10	3	7	-10	21	-31
FX net	0	-5	5	1	-7	8
Total	10	-2	12	-9	14	-23

SUMMARY

- Successful contract migration in Q1 and Q2 will improve profit level, starting in Q3
- Nobina now holds strong positions in the Nordic capitals Stockholm, Helsinki, Oslo and Copenhagen





EVERYONE WANTS TO TRAVEL WITH US

We are here for our customers

We strive for continuous development

We respect each other

We safeguard good leadership

We care