



NOBINA AB GROUP

INVESTOR PRESENTATION, Q1, MARCH 2015 - MAY 2015



DISCLAIMER

This presentation includes statements regarding the current expectations for 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.

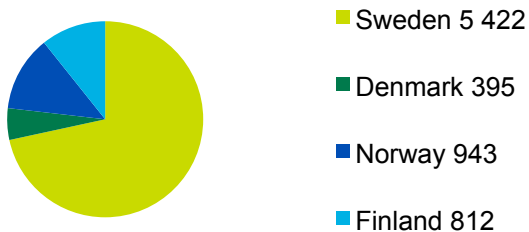
Our financial statements and latest annual report provide a more detailed view of the financial position of the company, as well as of the risks and uncertainties inherent in its operations.

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

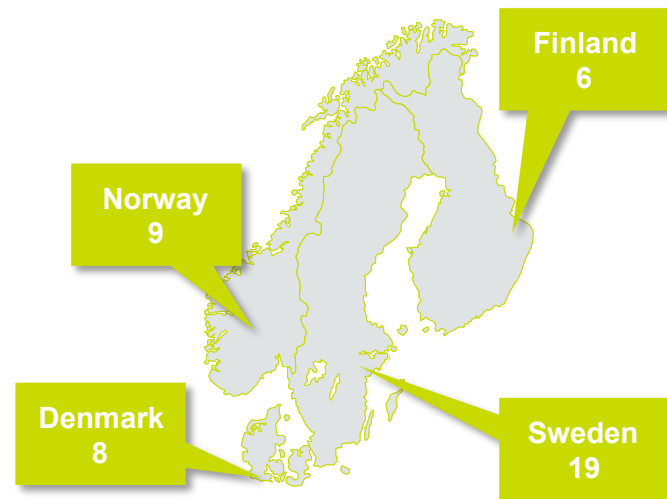
LARGEST PUBLIC TRANSPORT SERVICE PROVIDER IN THE NORDIC REGION

- Nobina's economies of scale, market competence and outstanding bus fleet in combination with long-term delivery of quality makes Nobina the **industry leader in terms of profitability**
- **Stable operations and growing market.** More than 95% of revenues supported by long term contracts, typically lasting 5-10 years with a potential 1-2 year extension
- Nobina aims to grow profitability through **active contract and portfolio management** and increase the value added by delivering benefits to passengers, clients and society.

NOBINA - NET SALES PER COUNTRY 2014/15 (MSEK)



TOTAL MARKET - ANNUAL NET SALES PER COUNTRY (SEK billion)



Source: Approximation based on Nobina's contract data base

NOBINA GROUP – FINANCIAL OVERVIEW Q1

NET SALES

(SEK million)

1,995
(1,886)

EBT (adjusted¹)

(SEK million)

61
(-16)

EBT (reported)

(SEK million)

-31
(-16)

CASH FLOW

(SEK million)

-38
(-113)

Q1 FINANCIAL HIGHLIGHTS

- Adjusted EBIT¹) of SEK 106 million represents an all-time high Q1 result, excluding IPO-related cost
- Higher than average positive effects from negotiation revenue and environmental bonuses.
- Cash flow from operations increased to SEK 156 million (99)
- Investments of SEK 16 million (29) in buses and other equipment

1) EBT and EBIT adjusted for 92 MSEK costs related to the IPO

SIGNIFICANT EVENTS

- The first quarter was characterised by intensive work with major traffic starts. All of the planning work, including three major starts, is going according to plan.
- New, updated and confirmed financial targets
 - Net sales growth - confirmed
 - EBT margin - updated
 - Indebtedness target- new
- New dividend policy
- Nobina communicated plans of initial public offering and listing on Nasdaq Stockholm. Planned date for first day of trading is 18 June 2015.



BUSINESS DEVELOPMENT

- In Sweden a number of negotiations within existing contracts were completed, resulting in positive effect on operating profit
- Increased business volumes in Denmark following the new contract started during the fourth quarter last year in Copenhagen
- Revenues in Norway declined due to last year's expiry of Vestfold contract
- Growth in existing contracts in Finland, with increased sales and improvements in several key indicators. Nobina Finland received a bonus for good climate and environmental performance.



PREPARING FOR LARGE TRAFFIC STARTS

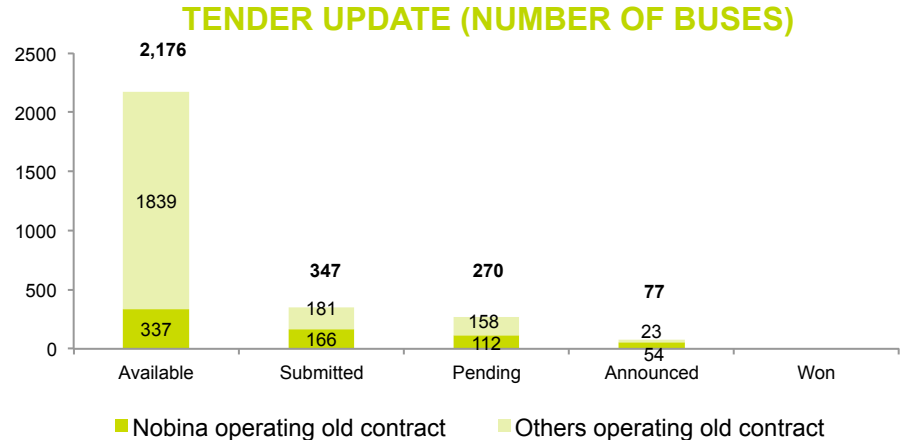
- Preparations in Sweden for June's traffic start of the contract in Södertörn currently involving large parts of the Swedish organization.
- Intensive work on preparations for the second quarter traffic start of 76 buses in the contract in the Follo area outside Oslo.
- In Finland preparations are ongoing for the second quarter traffic start of the urban area in Vantaa in Helsinki. After traffic start in August, Nobina will operate over 40 per cent of the market for public transport in Helsinki.



TENDER RESULTS – YTD

- Nobina submitted tenders for 347 buses
- Only 77 buses were announced during Q1, of which Nobina did not win any

MARCH 2015 – May 2015	TENDERS RESULTS DURING THE PERIOD (NUMBER OF BUSES)		
	ANNOUNCED	WON	NOT WON
SWEDEN	54	0	54
NORWAY	23	0	23
FINLAND	0	0	0
DENMARK	0	0	0
TOTAL	77	0	77



Definitions:

Available - Remaining 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 MIGRATION, YTD

- Nobina did not have any traffic changes during the first quarter

MARCH 2015 – May 2015	TRAFFIC CHANGES DURING THE PERIOD (NUMBER OF BUSES)	
	STARTED	ENDED
SWEDEN	0	0
NORWAY	0	0
FINLAND	0	0
DENMARK	0	0
TOTAL	0	0

WEIGHTED CONTRACT LENGTH

8.6

Unweighted contract length 7,6 (7,8)

WEIGHTED CONTRACT AGE

4.8

Unweighted contract age 4,5 (4,8)

AGE OF BUS FLEET

6.0 (6.3)

(AVERAGE NUMBER OF YEARS)

CONTRACT MIGRATION, COMING 12M

TRAFFIC STARTS June 2015 – May 2016

	PTA	NO. OF YEARS	TRAFFIC START	NO. OF BUSES	NEW BUSES
Sweden	SL	8	Jun 2015	261	125
	LT Örebro	7	Aug 2015	24	22
	Värmlandstrafik	10	Dec 2015	105	29
	Värmlandstrafik	10	Dec 2015	149	160
	Skånetrafiken	7	Dec 2015	4	0
Finland	HSL	2	Aug 2015	66	20
	HSL*	7	Aug 2015	28	21
	HSL	7	Aug 2015	5	5
	HSL	3	Jan 2016	3	3
Norge	Ruter	8	Jun 2015	62	69
	Ruter	5	Jun 2015	14	0
TOTAL				721	454

- Nobina will start new contracts involving a total of 721 in-service buses in the next 12 months

EXPIRING CONTRACTS June 2015 – May 2016

	PTA	TRAFFIC ENDING	NO. OF BUSES
Sweden	SL	Jun 2015	95
	LT Örebro	Aug 2015	23
	Värmlandstrafik	Dec 2015	99
	Skånetrafiken	Dec 2015	7
	LT Västerbotten	Dec 2015	2
Finland	HSL	Aug 2015	33
Norway	Ruter	Jun 2015	26
	Ruter	Jun 2015	22
TOTAL			307

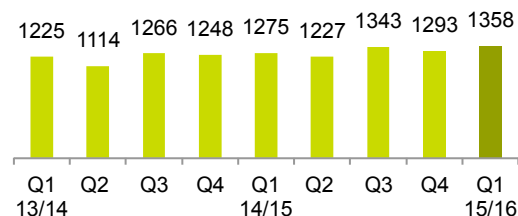
* Of which, seven buses will start Jan 2016

- Nobina will end contracts involving a total of 307 in-service buses

SWEDEN AND DENMARK - REGIONAL TRAFFIC

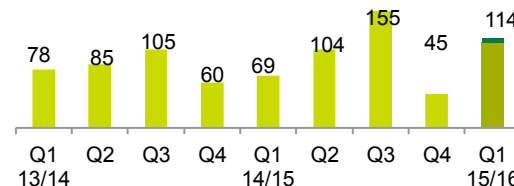
SWEDEN REVENUE

(SEK million)



SWEDEN EBIT

(SEK million)



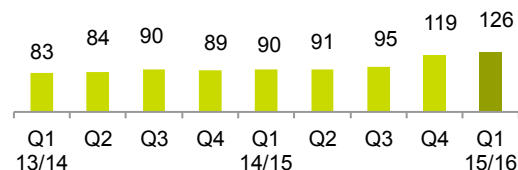
Q1 HIGHLIGHTS

(SEK million)

- EBIT positively affected by increased volumes and revenues from negotiations within existing contracts
- EBIT of 114 MSEK includes cost for IPO of 6 MSEK

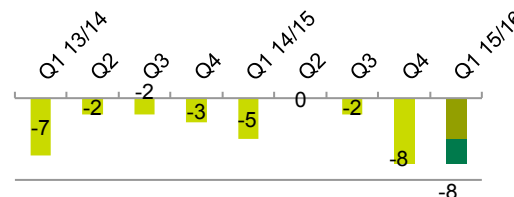
DENMARK REVENUE

(SEK million)



DENMARK EBIT

(SEK million)



Q1 HIGHLIGHTS

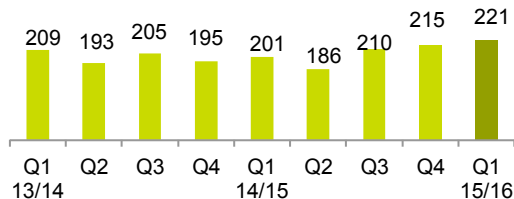
(SEK million)

- New Copenhagen contract has positive effect on revenue and affects EBIT adversely due to start-up costs
- EBIT of -8 MSEK includes cost for IPO of 3 MSEK

FINLAND AND NORWAY - REGIONAL TRAFFIC

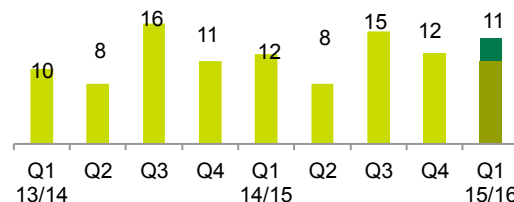
FINLAND REVENUE

(SEK million)



FINLAND EBIT

(SEK million)



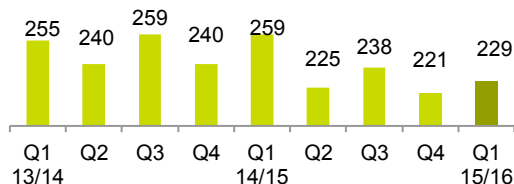
Q1 HIGHLIGHTS

(SEK million)

- Strong growth in existing contracts, with increased sales and improvements in several key indicators
- Received bonus for good climate and environmental performance
- EBIT of 11 MSEK includes cost for IPO of 3 MSEK

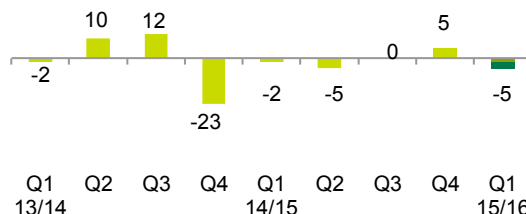
NORWAY REVENUE

(SEK million)



NORWAY EBIT

(SEK million)



Q1 HIGHLIGHTS

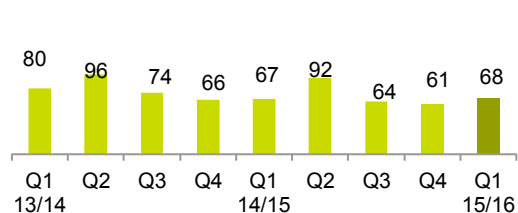
(SEK million)

- Results (before IPO cost) on same level for the first quarter compared with last year
- Revenues declined due to expiry of Vestfold contract
- EBIT of -5 MSEK includes cost for IPO of 3 MSEK

SWEBUS

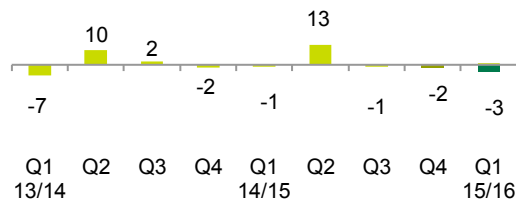
SWEBUS REVENUE

(SEK million)



SWEBUS EBIT

(SEK million)



Q1 HIGHLIGHTS

(SEK million)

- Revenues in line with last year
- Good planning of the Easter holiday traffic contributed to the business segment's operating profit
- EBIT of -3 MSEK includes cost for IPO of 4 MSEK

RESULTS ADJUSTED ¹⁾

MSEK	Q1 15/16	Q1 14/15	Δ	YTD 15/16	YTD 14/15	Δ
Net sales	1995	1886	109	1995	1886	109
EBITDAR	257	220	37	257	220	37
% of revenues	12,9%	11,7%		12,9%	11,7%	
EBITDA	241	190	51	241	190	51
% of revenues	12,1%	10,1%		12,1%	10,1%	
EBIT	106	59	47	106	59	47
% of revenues	5,3%	3,1%		5,3%	3,1%	
Interest income	1	3	-2	1	3	-2
Interest expenses	-47	-83	36	-47	-83	36
FX net	1	5	-4	1	5	-4
Earnings before tax	61	-16	77	61	-16	77
Tax	-2	-7	5	-2	-7	5
Earnings after tax	59	-23	82	59	-23	82

KEY POINTS

- Revenue growth from Swedish and Danish business
- Adjusted for IPO cost of 92 MSEK in Q1
- Reduced interest expenses continues to improve EBT. Last year includes MSEK 25 write-off of previous HYB capitalised issue cost
- HYB interest in Q1 2015 was 11 MSEK (Q1 2014 19MSEK)
- Annual HYB interest 44 MSEK

1) Adjusted for non-recurring items of MSEK 92 in the operating profit

IPO-RELATED COSTS IN Q1

Adjusted profit before tax, EBT (MSEK)	61
Incentive programme (MSEK)	- 55
Consultancy fees (MSEK)	- 37
EBT, reported (MSEK)	- 31

REVENUE AND EARNINGS BRIDGES YTD

MSEK	Net sales	Operating profit	Profit/Loss before tax
YTD March 2014 – May 2014	1,886	59	-16
Price and Volume	374	54	54
Contract migration	-277	10	10
Indexation	12	4	4
Operational efficiency	0	-23	-23
Other	0	-90	-90
Financial net	-	-	30
YTD March 2015 – May 2015	1,995	14	-31

KEY POINTS

- Positive effect in price and volume from Sweden
- Contract migration affects revenue negatively and EBIT and EBT positively
- Positive revenue indexation effect
- Negative efficiency development partly due to start up of new contracts
- Other includes costs related to IPO
- Financial net includes write-off of capitalised issue costs for previous HYB

CASH FLOW

MSEK	Q1 15/ 16	Q1 14/ 15	Δ	YTD 15/ 16	14/ 15	Δ
Cash flow from operations before changes in working capital	152	186	-34	152	186	-34
Changes in working capital	4	-90	94	4	-90	94
Interest received and tax payments	0	3	-3	0	3	-3
Cash flow from operations after changes in working capital	156	99	57	156	99	57
Cash flow from investing activities	-4	-478	474	-4	-478	474
Cash flow from financing activities	-190	266	-456	-190	266	-456
Cash flow for the period	-38	-113	75	-38	-113	75
Available cash *)	413	198	215	413	198	215

*) Restricted cash of SEK 106 million (607) not included

KEY POINTS

- Cash flow from operations was effected by SEK -14 from costs related to the IPO
- Positive working capital development
- Cash flow from financing activities supported positively by lower interest costs
- Available cash increased, significantly above last year

INVESTMENTS (CAPEX)

MSEK	Q1 15 / 16	Q1 14 / 15	Δ	YTD 15 / 16	YTD 14 / 15	Δ
Investments in new buses	39	53	-14	39	53	-14
Other investments	8	28	-20	8	28	-20
Total investments	47	81	-34	47	81	-34
Lease financing	-31	-52	21	-31	-52	21
Net capex	16	29	-13	16	29	-13
Loan financing of buses	-18	0	0	-18	0	0

KEY POINTS

- Investments in new buses for MSEK 31 financed by lease contracts
- Loans for bus financing of MSEK 18, covering buses from Q4 and Q1
- Other investments related to facility and workshop equipment

BALANCE SHEET

MSEK	2015-05-31	2014-05-31	Δ
ASSETS			
Total non-current assets	5 014	4 709	305
Trade receivables and other current rec.	931	852	79
Restricted cash on bank accounts	106	607	-501
Cash and cash equivalents	413	198	215
Total current assets	1450	1657	-207
TOTAL ASSETS	6 464	6 366	98
EQUITY AND LIABILITIES			
SHAREHOLDERS' EQUITY	274	206	68
Total non-current liabilities	3 269	3 576	-307
Total current liabilities	2 921	2584	337
TOTAL LIABILITIES	6 190	6 160	30
TOTAL EQUITY AND LIABILITIES	6 464	6 366	98

KEY POINTS

- Balance sheet growth related to working capital, bus investments and increased cash
- Strong cash position of MSEK 413
- Restricted cash reduced to MSEK 106 thanks to improved available credit facilities for guarantees. Last year included restricted cash for the bond refinancing.


NOBINA EUROPE GROUP

MSEK	Q1 15/16	Q1 14/15	▲	YTD 15/16	YTD 14/15	▲
Net revenues	1995	1892	103	1995	1892	103
Operating costs	-1926	-1895	-31	-1926	-1895	-31
EBIT	69	-3	72	69	-3	72
Finance net	8	-19	27	8	-19	27
Profit before tax	77	-22	99	77	-22	99
			▲			▲
Split of finance net	15/16	14/15		15/16	14/15	
Interest net	7	-20	27	7	-20	27
FX net	1	1	0	1	1	0
Total	8	-19	27	8	-19	27

SUMMARY

- Adjusted EBIT¹⁾ at an all-time high Q1 result, excluding IPO-related cost
- New, updated and confirmed financial targets , new dividend policy
- Planned first trading day of Nobina shares at Nasdaq Stockholm on 18 June

1) EBT and EBIT adjusted for 92 MSEK costs related to the IPO



”EVERYBODY WANTS TO TRAVEL WITH US
Our customers' needs is our reason for being
In all we do, we strive to develop
We respect each other
We foster solid leadership
We care