



Q3 2021-2022

Strong earnings and stable core business



Today's presenters



Pernilla Walfridsson

CFO

Background:

- CFO of Nobina since 2019
- Previous experience include CFO of Byggmax Group AB, Finance Manager of Power AB, Business Controller of IKEA Russia and Board Member of Ahlström-Munksjö and Sortera Group AB
- Other assignments include Board Member of NetOnNet Group AB and CTEK AB
- MBA from Växjö University



Magnus Rosén

President and CEO

Background:

- CEO of Nobina since 2017
- Previous experience include CEO of Ramirent, MD of BE Group Sverige AB, MD Cramo Sverige AB and Board Member of Bonava, Llentab and Wexus AS
- MSc from Linköping University, EMBA from Stockholm School of Economics

Agenda

- Results highlights
- Business update
- Financial update Q3 2021/22
- Summary
- Q&A



Earnings significantly strengthened due to stable growth in core business, continued Samtrans performance and acquisitions

Net sales

SEK Millions

3,427

(2,854)

EBITA

SEK Millions

410

(307)

EBT Adj

SEK Millions

368

(270)

Cash flow

SEK Millions

408

(97)

Strong cash flow and once again highest quarterly earnings in the Group's history

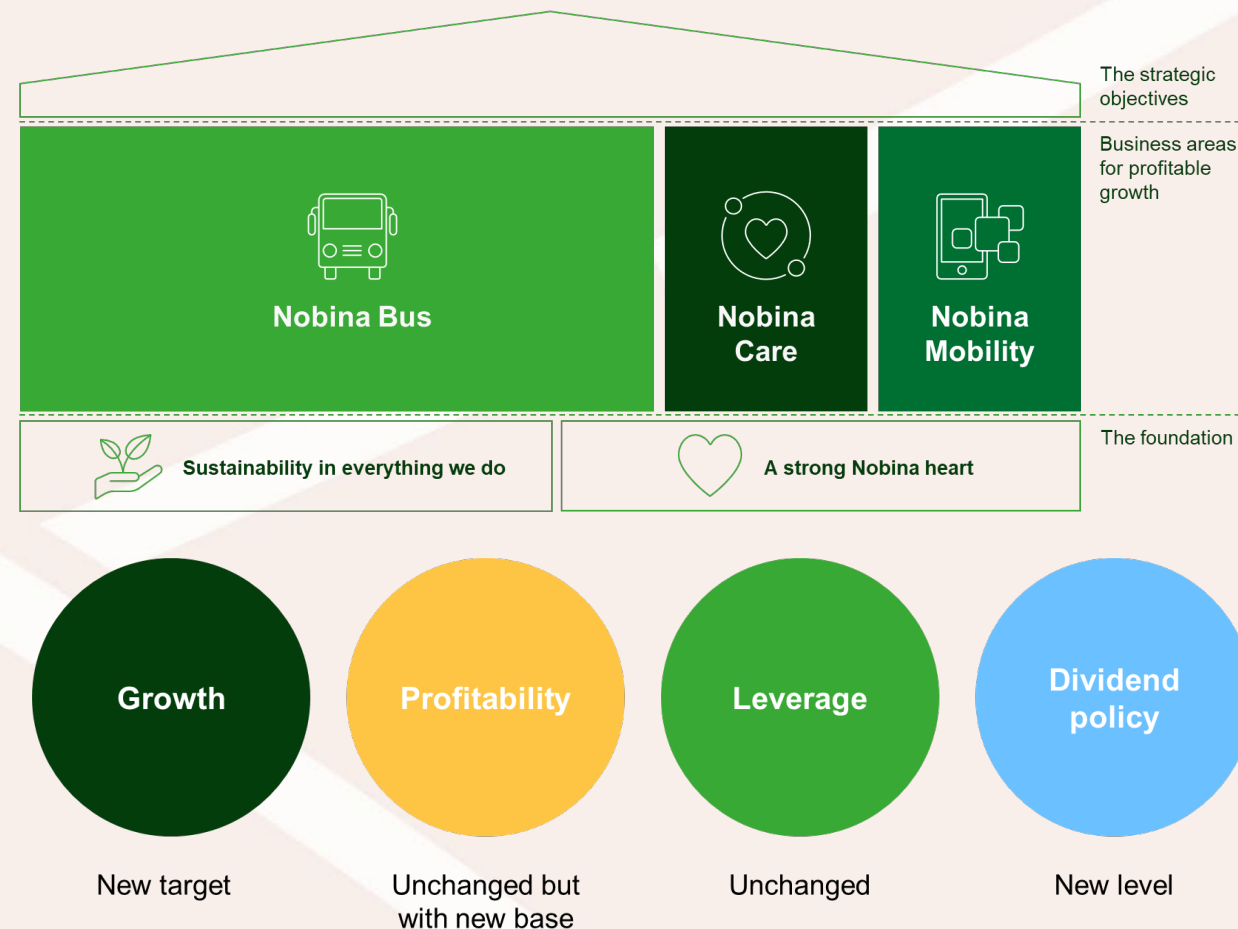
Strong competitiveness, increased growth focus and public offer received

- Two new contracts won in Copenhagen of which one was renewed and expanded, valued at appr. SEK 780 million
- Two new ten-year contracts awarded by SL in Stockholm, valued at approximately SEK 12.7 billion and involving 530 scheduled buses
- A lump-sum payment from Afa Försäkring had a positive impact of approximately SEK 97 million on the Group's earnings in Q3
- At the company's CMD, Nobina announced a refined strategic framework, new business areas and revised financial targets
- On Friday, December 10, a public offer from Basalt of SEK 108 in cash was received and the Board of Directors of Nobina AB unanimously recommend shareholders to accept the bid



Refined strategic framework, new business areas and revised financial targets

- Three strategic objectives to achieve profitable and sustainable growth:
 - Maximize shareholder value
 - Maximize positive effect on environment, travelers and society
 - Enable our employees to deliver on Nobina's traveler promise with pride
- Three clearly defined business areas with subsequent reorganization within the Group Management Team
- Revised financial targets:
 - Annual net sales growth of 7 percent
 - EBITA margin of 6.5 percent
 - Net leverage ratio of 3–4 times EBITDA
 - Dividend policy of at least 60 percent of net profit

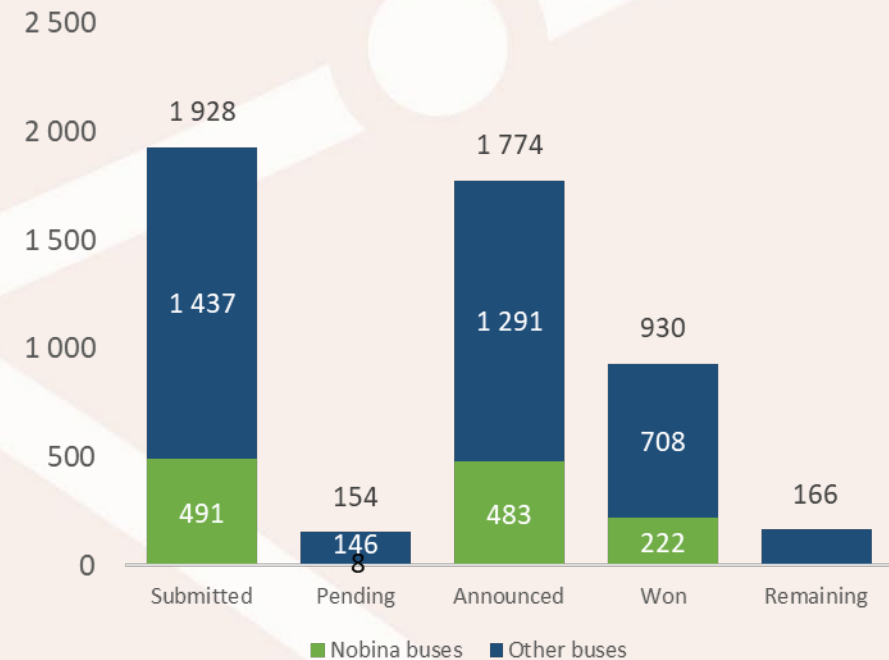


Nobina won 930 buses YTD FY21/22

Highlights (year-to-date)

- Tenders of 1,774 buses were submitted YTD FY21/22
- The number of Nobina buses announced year to date amounts to 483 buses and during the same period Nobina has won 930 buses, corresponding to a renewal rate of 193% for the quarter

March 21 – Nov 21	Tender results during the period	
	Announced	Won
Sweden	1 194	757
Norway	272	0
Finland	154	122
Denmark	154	51
Total	1 774	930



Mainly traffic starts in Sweden and Finland during the period

Mar 21 – Nov 21	Traffic changes during the period		
	Ended	Started	Net
Sweden	130	125	-5
Norway	0	0	0
Finland	95	110	+15
Denmark	19	10	-9
Total	244	245	1

Average weighted contract length
(last year)

9.2
(8.8)

Average weighted contract age
(last year)

5.7
(5.0)

Average age of bus fleet
(last year)

6.4
(6.2)

Majority of the bus investments continues to be electric buses

Expiring contracts Dec 2021 – Nov 2022

PTA	Traffic end	No. of buses
Movia (DK)	Dec 2021	21
Skånetrafiken (SE)	Dec 2021	13
Skånetrafiken (SE)	Feb 2022	43
Movia (DK)	Apr 2022	36
UL (SE)	Jun 2022	172
Östgötatrafiken (SE)	Jun 2022	27
HSL (FI)	Aug 2022	86
SL Norrtälje (SE)	Aug 2022	92
Sydtrafik (DK)	Oct 2022	18
Total		508

- Nobina will end contracts involving a total of 508 in-service buses in the next 12 months

Traffic starts Dec 2021 – Nov 2022

PTA	No. of years	Traffic start	No. of buses	New buses
Movia (DK)	3.5	Dec 2021	18	5
Movia (DK)	10	Dec 2021	14	8
Movia (DK)	2	Dec 2021	1	1
Skånetrafiken (SE)	8	Feb 2022	44	1
Västtrafik (SE)	10	Jun 2022	63	33
Östgötatrafiken (SE)	10.5	Jun 2022	49	45
Sydtrafik (DK)	10	Jun 2022	26	26
LT Norrbotten (SE)	2	Jun 2022	12	0
HSL (FI)	7	Aug 2022	122	58
Total			349	177

- Nobina will start new contracts involving a total of 349 in-service buses in the next 12 months whereof 130 are new electric buses


Highest quarterly earnings in the Group's history

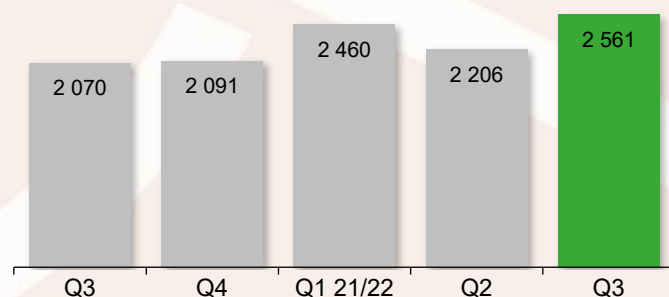
Key points Q3

- Net sales: +20.0% vs last year
 - Organic growth +13.6%
 - Stable growth in the core business
 - Samtrans Covid-19 business
 - Acquisitions +6.3%
 - Exchange rate effects +0.1%
- EBITA: +103 MSEK
 - Stable development in the core business
 - Performance of Samtrans
 - Lump-sum payment from Afa Försäkring
 - Impairment related to shortening of depreciation periods for all the Group's biogas buses

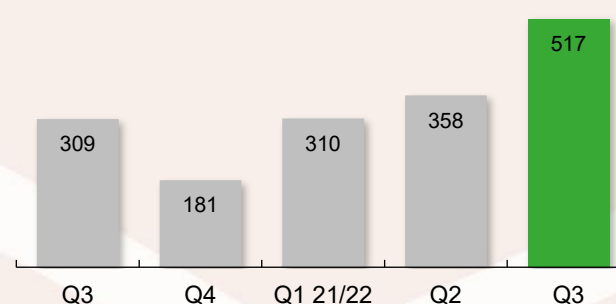
SEK million	Q3 21/22	Q3 20/21	Change	YTD 21/22	YTD 20/21	Change
Net sales	3 427	2 854	573	9 741	7 927	1 814
EBITDA % of net sales	859 25.1%	603 21.1%	256	2 171 22.3%	1 450 18.3%	721
EBITA % of net sales	410 12.0%	307 10.8%	103	998 10.2%	586 7.4%	412
EBIT % of net sales	387 11.3%	288 10.0%	99	930 9.5%	533 6.7%	397
Interest income	-	2	-2	-	2	-2
Interest expenses	-42	-42	-	-125	-130	5
FX net	-	3	-3	-2	15	-17
EBT % of net sales	345 10.1%	251 8.8%	94	803 8.2%	420 5.3%	383
Tax	-73	-52	-21	-166	-86	-80
Earnings after tax	272	199	73	637	334	303


Positive impact from stable growth in the core business and Samtrans Covid-19 business in Sweden. Denmark affected by contract migration

 **SE Net sales**
SEK million




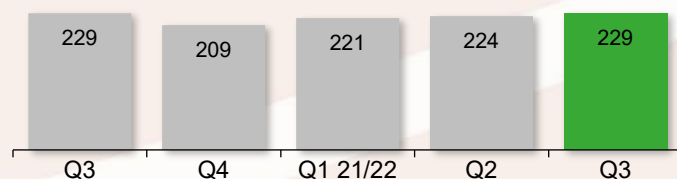
 **SE EBITA**
SEK million



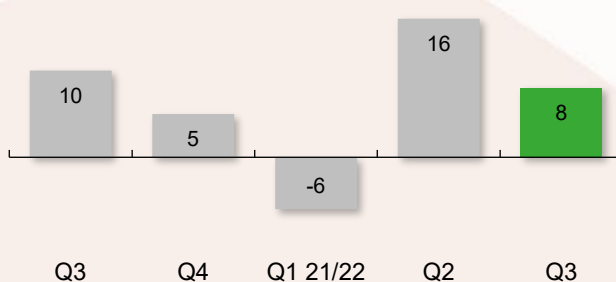
 **Q3 Highlights**


- Net sales
 - Stable growth in the core business
 - Increased replacement traffic
 - Samtrans Covid-19 related business
 - Acquisitions
- EBITA +208 MSEK vs LY
 - Stable development within the core business
 - Samtrans Covid-19 business
 - Acquisitions
 - Lump-sum payment from Afa Försäkring

 **DK Net sales**
SEK million



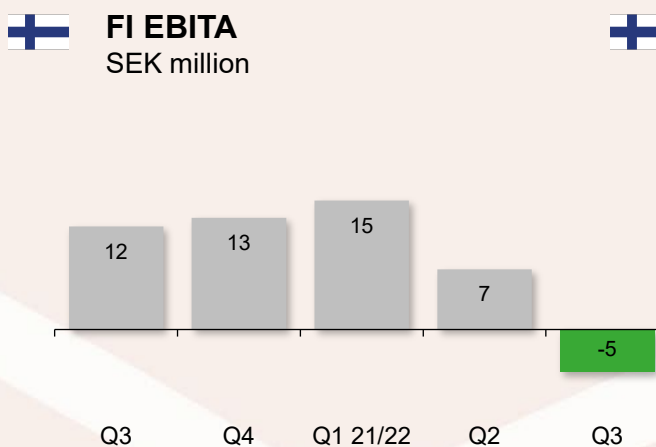
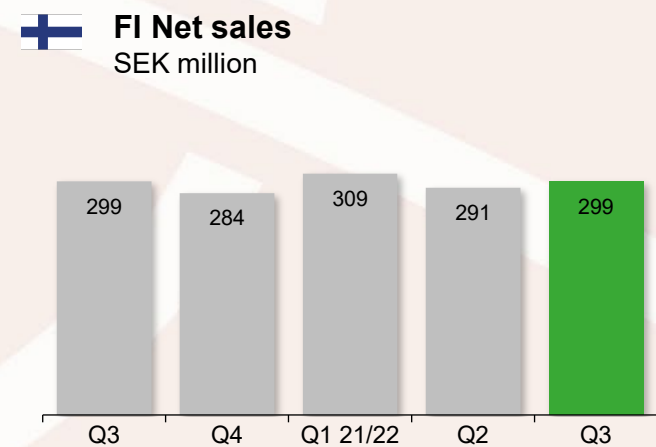
 **DK EBITA**
SEK million




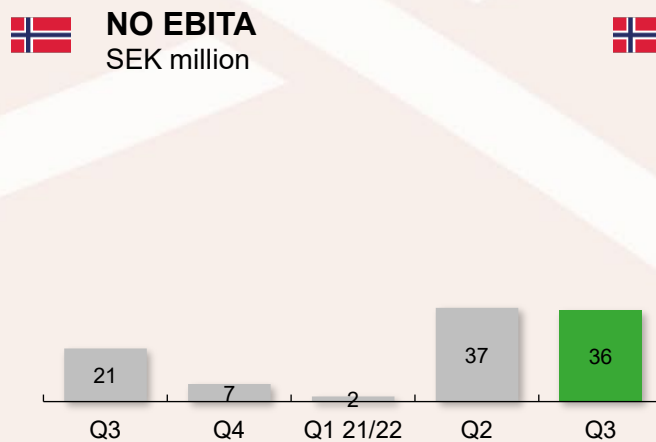
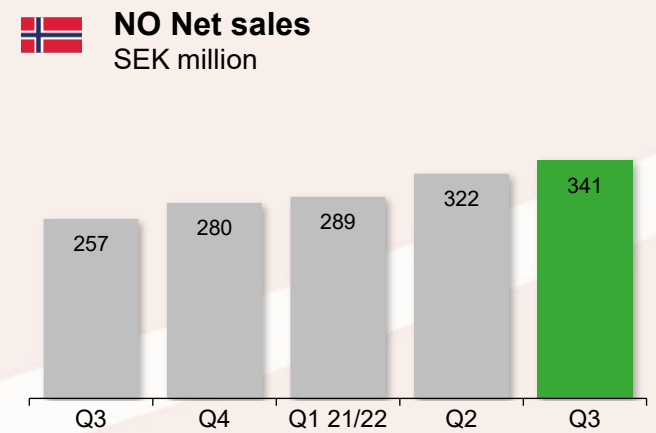
 **Q3 Highlights**

- Net sales
 - Increased volume within Service traffic
 - Negative currency effects
- EBITA -2 MSEK vs LY
 - Negative contract migration effects

Finland negatively impacted by contract migration. Growth in Norway from an increase in replacement traffic



-  **Q3 Highlights**
- Net sales
 - Negative currency effect
 - Positive index effects
 - EBITA -17 MSEK vs LY
 - Negative contract migration effects from two recent traffic starts



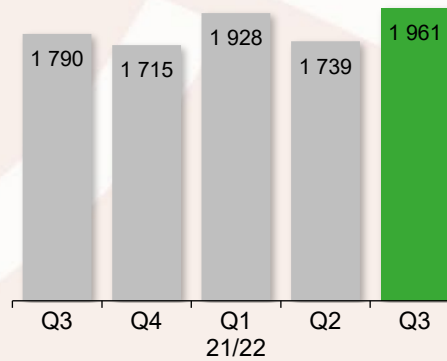
-  **Q3 Highlights**
- Net sales
 - Increase in replacement traffic
 - EBITA +15 MSEK vs LY
 - Increase in replacement traffic

New segment structure

Effective 1 March 2022

Nobina Bus Sweden

SEK million



Sales % (YoY)	5%	7%	26%	14%	10%
EBITA	225	57	123	197	339
EBITA%	12.5%	3.3%	6.4%	11.3%	17.3%

EBITA +114 MSEK vs LY

- Stable growth in the core business
- Lump-sum payment from Afa försäkring

Nobina Bus Denmark

SEK million



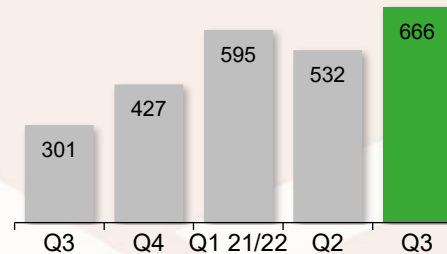
Sales % (YoY)	-11%	-12%	-8%	0%	-1%
EBITA	10	10	-3	17	5
EBITA%	4.6%	4.9%	-1.4%	8.0%	2.3%

EBITA -5 MSEK vs LY

- Impacted by negative contract migration effects

Nobina Care

SEK million



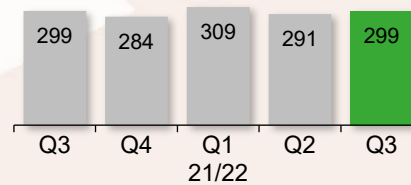
Sales % (YoY)	41%	119%	250%	142%	121%
EBITA	84	120	185	161	181
EBITA%	28.0%	28.2%	31.1%	30.3%	27.2%

EBITA +97 MSEK vs LY

- Covid-19 services
- Acquisitions

Nobina Bus Finland

SEK million



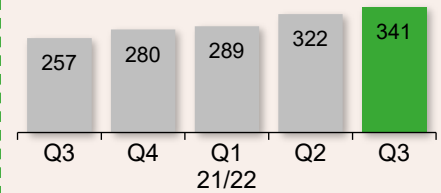
Sales % (YoY)	-4%	-10%	-6%	0%	0%
EBITA	12	13	15	7	-5
EBITA%	4.0%	4.6%	4.9%	2.4%	-1.7%

Q3 EBITA -17 MSEK vs LY

- Negative contract migration effects from two recent traffic starts

Nobina Bus Norway

SEK million



Sales % (YoY)	-11%	-2%	10%	1%	33%
EBITA	21	7	2	37	36
EBITA%	8.2%	2.5%	0.7%	11.5%	10.6%

EBITA +15 MSEK vs LY

- Increase in replacement traffic

The increase in EBT Adj is driven by Price and volume, mainly stable growth in the core business and strong growth within the Covid-19 services

Key points

- Price & Volume:
 - Positive impact on both revenue and earnings from:
 - Stable growth in the core business
 - Samtrans Covid-19 business
 - Acquisitions
- Contract migration:
 - Positive effect on net sales from started contracts in Sweden
 - Negative effect on earnings, primarily in Sweden
- Indexation & operational efficiency
 - Indexation net sales: driven by Sweden
 - Slightly lower operational efficiency
- Other:
 - Higher depreciation: mainly from specific impairments of buses and a specific revaluation of buses that are available for sale due to reduction in commercial traffic related to Covid-19
 - Lump-sum payment from Afa Försäkring

SEK million	Net sales	EBT Adj.
YTD Mar 2020 – Nov 2020	7,927	473
Price and volume	1,384	647
Contract migration	129	-70
Indexation & operational efficiency	300	-44
Other	-	-120
Financial net	-	-14
YTD Mar 2021 – Nov 2021	9,741	871

Positive cash flow effect mainly from significantly strengthened earnings

Key points

- Total cash flow for the quarter stronger than Q3 last year mainly due to:
 - Significantly strengthened cash flow from operations due to increased earnings
 - Positive working capital swings
- Total cash flow YTD weaker than YTD last year mainly due to:
 - Reintroduced dividend (325 MSEK)
 - Negative working capital swings
 - Q1 LY boosted by 200 MSEK new acquisition-related bank loan
 - Higher level of payments related to M&A

SEK million	Q3 21/22	Q3 20/21	Change	YTD 21/22	YTD 20/21	Change
Cash flow from operations before changes in working capital	864	603	261	2 166	1 451	715
Changes in working capital	-21	-119	98	-190	88	-278
Interest received and tax payment	-2	1	-3	-8	-3	-5
Cash flow from operations after changes in working capital	841	485	356	1 968	1 536	432
Cash flow from investing activities	-78	-82	4	-1 276	-1 089	-187
Cash flow from financing activities	-355	-306	-49	-265	141	-406
Cash flow for the period	408	97	311	427	588	-161

High level of total CAPEX relates to electric bus investments

Key points

- Out of the total bus investments YTD 100% relates to electric buses
- For the next 12-month period we will invest in 177 new buses out of which 130 will be electric

SEK million	Q3 21/22	Q3 20/21	Change	YTD 21/22	YTD 20/21	Change
Investments in buses	-71	-27	-44	-1 172	-983	-189
Other investments	-51	-59	8	-110	-97	-13
Total investments	-122	-86	-36	-1 282	-1 080	-202
Lease financing	39	-	39	56	27	29
Capex	-83	-86	3	-1 226	-1 053	-173
Whereof: Loan financing of buses	-4	21	-25	1 067	846	221
Whereof: Cash financing	-87	-65	-22	-159	-207	48

**The table includes investments in buses and other equipment but excludes acquisitions*

Strong liquidity and leverage ratio below lower end of the range

Key points

- Cash position increased to SEK 1 481 million (876)
- Equity ratio of 18.7% (16.7%)
- Net debt/EBITDA was 1.9x (2.9x)

SEK million	2021-11-30	2020-11-30	Change
ASSETS			
Total non-current assets	8 499	8 022	477
Trade receivables and other current rec.	1 410	1 179	231
Cash and cash equivalents	1 481	876	605
Total current assets	2 891	2 055	836
TOTAL ASSETS	11 390	10 077	1 313
EQUITY AND LIABILITIES			
Shareholders' equity	2 126	1 682	444
Total non-current liabilities	6 073	5 570	503
Total current liabilities	3 191	2 825	366
TOTAL EQUITY AND LIABILITIES	11 390	10 077	1 313

Eventful quarter with stable core business and highest quarterly results ever

- Highest quarterly earnings (EBITA) in the Group's history of SEK 410 million which includes:
 - Impairment of the bus fleet related to accelerated depreciation with SEK 124 million
 - Lump-sum Afa payment of 97 MSEK
- Core business continued to have stable development contributing to our strong performance in the quarter
- As a result of increased transmission of infection and Covid-19 testing in December, we see a continued high rate of testing activity also in Q4
- Nobina will take a leading role in electrifying public transport in Stockholm with 300 new electric buses in the two new contracts with SL starting in 2023
- Refined strategy presented at the CMD with related management re-organization will enable future success as a profitable and sustainable growth case
- End of acceptance period for Basalt's public offer set to January 14, 2022



Appendix

Attractive prospects for profitable growth

- **Clear ESG-case** with stable cash flow generation based on a strong underlying contract portfolio and long track record of continuous improvements and solid growth
- **Leading market position in the Nordic public transport sector** enabling economies of scale and market-leading profitability
- **Strong underlying market fundamentals** with growing population, urbanization, political support for public transport to increase mobility and connectivity while minimizing environmental footprint
- **New vertical within the asset light Service Traffic** sector provides additional growth opportunities with an attractive margin profile
- **Well positioned to capture growth both organically and through an increasingly active acquisition agenda**



The Nobina logo is centered in the upper half of the image. It consists of the word "Nobina" in a white, bold, sans-serif typeface. A green circle is positioned behind the letters "i" and "n", with the letter "i" passing through the center of the circle. The background of the entire image is a wide-angle aerial photograph of a city at sunset. The sky is filled with dramatic, dark clouds tinged with orange and red from the low sun. The city below features a mix of modern and older buildings, with some lights beginning to glow. Two construction cranes are visible on the right side of the horizon. A single bird is captured in flight on the left side of the frame.

Nobina