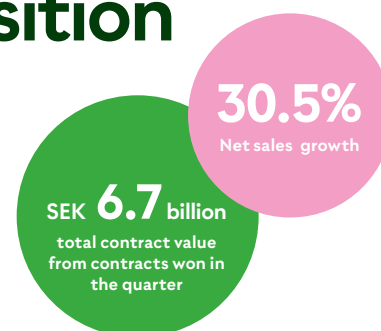


Continued strong earnings, high growth rate and new acquisition

Comments from the CEO

Nobina's strong financial performance continued during the first quarter. We improved profitability, won five new contracts with a total contract value of about SEK 6.7 billion and continued to build on our leading position in service traffic through the acquisition of Telepass AB. We are well prepared for sustained green growth – organically and through acquisitions.



First quarter

- Net sales amounted to **SEK 3,274 million** (2,509), an increase of **30.5 percent** compared with the prior-year quarter, of which +29.1 percent was organic growth, –0.8 percent currency effects and +2.2 percent acquisitions.
- EBITA amounted to **SEK 255 million** (89).
- EBIT amounted to **SEK 236 million** (70).
- Profit before tax amounted to **SEK 191 million** (31).
- Profit after tax amounted to **SEK 147 million** (21), and earnings per share totalled **SEK 1.67** (0.24) before dilution.
- Cash flow from operations was **SEK 469 million** (568).

Significant events during and after the first quarter

- New 10-year contract won with Västtrafik in central Gothenburg worth SEK 2.1 billion.
- An agreement was entered into in May for the strategic acquisition of Telepass AB, market leader for service traffic in Skåne.
- New 8-year contract won with Skånetrafikens in north-western Skåne worth SEK 1.6 billion.
- Nobina has been awarded a new 10-year contract with Sydtrafik in Kolding, Denmark valued at DKK 480 million.
- Renewed and expanded 2-year contract with the City of Stockholm won by Samtrans worth SEK 240 million.
- Nobina was awarded a new 7-year contract by HSL in Helsinki worth SEK 2.1 billion.
- The Annual General Meeting adopted a dividend of SEK 3.77 per share, corresponding to 75 percent of net profit or 63 percent if expressed according to our current dividend policy. Malin Frenning was elected as new Board member while John Allkins declined re-election.
- After the end of the quarter, a new 10-year contract was won with Västtrafik in Vänersborg and Trollhättan worth SEK 1.7 billion.

Key metrics

(SEK million, except as otherwise indicated)

	Quarter		Full year	Rolling 12 months
	Mar–May 2021	Mar–May 2020	Mar 2020–Feb 2021	Jun 2020–May 2021
Net sales	3,274	2,509	10,787	11,552
EBITDA	591	366	1,951	2,176
EBITA	255	89	757	923
EBIT	236	70	689	855
EBT	191	31	534	693
Adjusted EBT ¹⁾	210	50	602	762
Adjusted EBT margin	6.4%	2.0%	5.6%	6.6%
Profit after tax	147	21	445	571
Cash flow for the period	108	405	760	463
			31 May 2021	31 May 2020
Net debt/EBITDA			2.3x	3.3x
Equity/assets ratio, %			18.2	13.8

	Quarter		Full year
	Mar–May 2021	Mar–May 2020	Mar 2020–Feb 2021
CO ² target ²⁾	61%	n/a	61%

A complete table of key metrics, including definitions, can be found on pages 23–24.

1) Adjusted for income, costs and amortisations related to acquisition accounting effects.

2) By 2030, Nobina aims to reduce carbon dioxide emissions per driven kilometre by 80 percent with 2015 as base year. The climate target refers to greenhouse gas intensity measured in carbon dioxide equivalents per driven kilometre.

Statement from the CEO



Nobina's strong financial performance continued during the first quarter of 2021/22. We improved profitability, won five public transport contracts and continued to build on our leading position in service traffic, both organically and through acquisitions. Sales for the period, adjusted for currency effects, rose 31.3 percent to just below SEK 3.3 billion and adjusted EBT amounted to SEK 210 million (50).

The strong earnings improvement was primarily due to continued high demand for Samtrans' testing stations, the renegotiation of public transport contracts, a general streamlining of operations and weak comparative figures. Earnings were also adversely affected mainly by the revaluation of buses that are available for sale due to reduced commercial traffic related to Covid-19.

Virtually all public transport agreements in Sweden have been renegotiated and adapted to the Covid-19 pandemic, which resulted in some retroactive revenue during the quarter. We continue to report lower profitability in public transport services compared with 2019. Nevertheless, through active management we have managed to maintain profitability at a good level despite the current situation, achieving new pandemic-adapted agreements and opening up new sources of revenue and earnings, not least in Samtrans' testing stations. Travel by our buses rose 20 percent compared with the previous quarter, from about 50 percent in the fourth quarter to 60 percent in the first quarter, compared to the corresponding periods in 2019, prior to the pandemic.

During the quarter, we once again demonstrated strong competitiveness in our tendering processes, despite our stringent profitability requirements. We won almost half of the tendered contracts for a total of 719 buses, with some of the contracts worth more than SEK 2 billion. In addition to a number of new and renewed contracts in Skåne and Gothenburg, we secured a total of four contracts to operate services in Helsinki, of which one is completely new for Nobina, and to operate and develop city transport services in Kolding and the surrounding areas in Denmark.

Samtrans also continued its strong performance during the quarter. Although the number of Covid-19 tests fell during the quarter, society wishes to retain a high level of testing capacity for the near future and Samtrans is paid for each station, which means the financial impact is limited. In view of the above, the second quarter is also expected to be strong, though it is difficult to predict developments in the longer term.

During the period, Samtrans won an important contract in its core business with the City of Stockholm, which chose to renew and expand its collaboration for another two years, with two optional extension years.

During the quarter, we also took further steps in our strategy to consolidate the service traffic market in the Nordic region, through the acquisition of Telepass AB, which is market leader in Skåne. Nobina is thereby the leader in service traffic in Sweden and has the opportunity to continue growing and broadening its offering in Sweden and Denmark.

The transaction has been approved by the competition authority, which means Telepass AB, with sales of SEK 350 million in 2020 and EBITDA of about SEK 60 million, will be consolidated into Nobina as of 1 July this year.

During the quarter, Nobina's Mobility innovations operations signed an agreement with Voi to become more closely integrated into the Travis travel planner app. We thereby took another step in building the Travis ecosystem of different mobility solutions, most recently through the agreement with the green car-pooling service Kinto Share and earlier agreements with operators of electric scooters, electric taxis, and so forth. By offering access to a cluster of logistics service operators linked to Nobina's bus services, we increase both our revenues through Travis and environmentally friendly travel by bus over time.

In March 2021, Nobina issued new green bonds in an amount of SEK 200 million within the framework of the earlier green bond loan. During the quarter, net debt fell to 2.3 times EBITDA, which is significantly lower than our financial target of 3–4 times EBITDA. The equity/assets ratio amounts to 18.2 percent and our cash funds to SEK 1.1 billion before the dividend for the 2020/21 fiscal year. We are therefore well prepared for sustained green growth – organically and through acquisitions.

John Allkins has, in connection to the Annual General Meeting, decided to step down from the Board of the Company and we would therefore like to express our sincere gratitude to him for his services.

With these words, I would like to thank our employees, clients and passengers for the good cooperation and mutual trust shown during this challenging time and wish you all a pleasant summer with hopefully some well-deserved time off.

"In view of the continued strong development of Samtrans' testing activities, the second quarter is also expected to be strong, though it is difficult to predict developments in the longer term"

Magnus Rosén,
President and CEO

Nobina's financial performance

First quarter (1 March 2021–31 May 2021)

Net sales

Nobina's first-quarter net sales amounted to SEK 3,274 million¹⁾ (2,509), up 30.5 percent compared with the prior year period. Organic growth was 29.1 percent. Development in net sales was largely due to the positive performance of Samtrans in services related to Covid-19, positive contract migration from contracts started in the Swedish segment during the previous year, pandemic-adapted contracts and acquisitions in the Swedish operations (2.2 percent). Currency effects amounted to -0.8%.

Results

EBITA for the first quarter amounted to SEK 255 million (89), an increase of 186.5 percent, largely attributable to the performance of Samtrans and the lack of pandemic-adapted contracts in the corresponding quarter in the previous year. Contract migration and the revaluation of buses that are available for sale due to reduced commercial traffic related to Covid-19 had an adverse impact compared with the preceding year. EBIT for the first quarter amounted to SEK 236 million (70), up 237.7 percent. Profit before tax amounted to SEK 191 million (31). Adjusted profit before tax amounted to SEK 210 million (50).

1) Sales for the quarter include SEK 35 million in retroactive negotiated revenue. Nobina normally reports incentive contracts according to the provisions of the agreement in force at the time based on passengers registered as travelling, and this has also been the case during the pandemic. Agreements with clients on alternative measures for the contracts are normally implemented retroactively and Nobina identifies any retroactive effects on revenue.

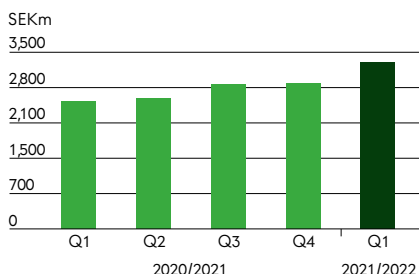
Income tax

Nobina's income tax in the income statement for the first quarter comprised current tax of SEK 1 million (3) and the change in estimated deferred tax of SEK 43 million (7). The effective rate of tax was 23 percent (32). Tax paid in the first quarter amounted to SEK 6 million (4).

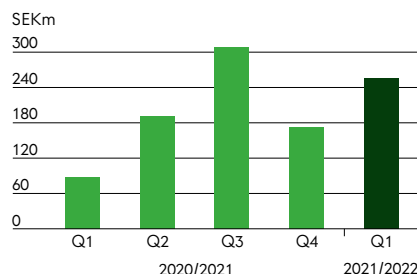
Financial position

Cash and cash equivalents amounted to SEK 1,161 million (704) at the end of the period. Nobina has an available bank credit facility of SEK 300 million (300) as of 31 May 2021. Nobina's interest-bearing liabilities amounted to SEK 6,184 million (6,321), mainly divided between right-of-use liabilities of SEK 2,604 million (3,084) and other external liabilities, mainly loans for bus financing, of SEK 3,215 million (2,683). The bus financing also includes Nobina's green bond of SEK 700 million (500), which was launched in February 2019. Nobina's liabilities are primarily attributable to the financing of investments in buses and equipment used in operations, but also include certain strategic debt in the form of two loans related to acquisition financing amounting to SEK 337 million (444), see Note 1. Net debt totalled SEK 5,023 million (5,617) at the end of the period, and net debt/EBITDA was 2.3x (3.3x). Shareholders' equity totalled SEK 1,950 million (1,384). The equity/assets ratio at the end of the period was 18.2 percent (13.8).

Net sales



EBITA



A quieter and greener city

On 13 June, Malmö became both quieter and greener. On this date, 72 new electric buses began operating, thereby increasing the number of electric buses in the city threefold. The buses, which run on electricity with the Bra Miljöval green label, provide Malmö with one of the greenest transport systems in the world. The initiative is being run by Skånetrafiken, the City of Malmö and the leading provider of sustainable public transport in the Nordic region – Nobina.

"Electric bus services produce zero emissions, less noise and provide greater comfort for both passengers and drivers. This makes it an attractive proposition, even when compared with other types of electric-powered public transport, for solving urban challenges such as congestion and poor air quality. Quite simply, Malmö residents now have an even better city to live in," says Jens Råsten, Fleet Manager at Nobina.

Traffic services with the new electric buses encompass about half of city bus services in Malmö, services that Nobina has long been responsible for and has helped to develop. Nobina began operating fully-electric buses in 2018 but since 2014 has operated a large number of bi-articulated gas-electric hybrids on a popular route, similar to a BRT, through the city, known as the MalmöExpressen. The next major traffic start-up will take place in June 2022, when 21 bi-articulated buses will operate route 8, the new MalmöExpress route. The ambition to make Malmö into Sweden's leading city for electric buses has also meant Nobina has built the Nordic region's largest electric bus depot in the city. Buses at this depot are charged using a distributed charging solution that minimises energy consumption.

"It's important that the energy is distributed where it is needed most. When a bus is parked at the depot, it is connected to the charging infrastructure, which determines the level of charging required by the bus batteries in order for the buses to complete their driving assignments. This reduces the need for large electric supply cables and creates a resource-efficient facility with a minimal impact on the community," says Sammy Johannesson, Nobina's project manager for electric bus implementation in Malmö.



As a result of the new electric buses in Malmö, which were financed through Nobina's green bond, fully electric buses are expected to account for 11 percent of Nobina's bus fleet by the end of 2021. Since virtually all new tenders for city transport in the Nordic region, and a rising number for regional transport services, include electric bus requirements, this share will rise rapidly in the future. The company's Nobina Electrical Solutions concept, which adopts a comprehensive approach to new electric bus solutions in urban environments, is contributing to this development.

"We can help more cities to operate efficient, comfortable and sustainable public transport, while strengthening our leading position in electrification and meeting our climate target to reduce CO₂ emissions per driven kilometre by 80 percent by 2030," says Petra Axelsson, Director of Strategy and Sustainability at Nobina.

Investments and divestments

Bus investments in the first quarter amounted to SEK 211 million (643) and other investments were SEK 21 million (19). Nobina signed new loans of SEK –203 million (–572). Nobina’s cash investments for procurement of buses, accessories and other PPE amounted to SEK 29 million (90). During the first quarter, the company sold buses and other PPE for a value of SEK 2 million (5), which yielded a capital loss of SEK –3 million (–1). During the period, the revaluation of buses and other available-for-sale PPE amounted to SEK –49 million (–14) out of which SEK -30 million related to reduced commercial traffic due to Covid-19. For more information, see Note 2.

Cash flow

Cash flow from operations before changes in working capital amounted to SEK 589 million (363) thanks to higher earnings. The change in working capital amounted to SEK –113 million (209) and was mainly related to a timing impact of VAT payments linked to bus investments, increased trade receivables in Samtrans and that last year’s working capital was affected by the impact of postponed final settlements pertaining to incentive contracts due to Covid-19.

Cash flow from investing activities amounted to SEK –245 million (–657) and included investments in buses and equipment, which were financed by loans amounting to SEK 203 million (772).

Cash flow from financing activities amounted to SEK –116 million (494) and was adversely impacted by increased amortizations and that the corresponding cash flow last year was boosted by the proceeds of SEK 200 million from the financing of a previous acquisition. Total cash flow for the quarter was SEK 108 million (405).

Cash flow effect relating to Investments, (SEK million)	Mar–May 2021	Mar–May 2020	Mar 2020–Feb 2021
Investments in new buses	–211	–643	–1,377
Other investments	–21	–19	–108
Total investments	–232	–662	–1,485
Lease-financed investments	–	–	27
Non-lease-financed investments	–232	–662	–1,458
Of which loan-financed investments	203	572	1,192
Total cash investments¹⁾	–29	–90	–266

1) The investment table includes investments in buses and other equipment but excludes acquisitions.

Results analysis, year to date

Management's assessment of explanatory items regarding net sales and adjusted EBT.

(SEK million)	Net sales	Adj. EBT	Comments on the outcome
Period Mar 2020–May 2020	2,509	50	
Price and Volume	571	222	The estimated effect of price and volume were positive in terms of net sales and adjusted EBT. Samtrans, pandemic-adjusted contracts and retroactive revenue had a positive impact on both sales and earnings. Acquired companies also made a positive contribution to sales and earnings. Currency effects had a negative impact on net sales.
Contract migration	119	-26	Positive impact on sales of contract migration in Sweden. Contract migrations impacted the adjusted EBT negatively, primarily in Sweden and Denmark.
Indexation and operational efficiency	75	16	Operational efficiency improved for adjusted EBT year-on-year, due to lower costs for sick leave, maintenance and damage. Indexation had a positive impact on sales in Sweden and Finland.
Other		-46	This item includes other cost deviations, primarily within central functions, and includes results from the fleet operations. Earnings for the quarter were adversely affected with SEK 30 million by the revaluation of buses that are available for sale due to reduced commercial traffic related to Covid-19.
Net financial items		-6	Profit for the year was adversely impacted by currency effects in comparison with the previous year.
Period Mar 2021–May 2021	3,274	210	

Result analysis for net sales and earnings

The results analysis above explains accumulated results from the preceding year to the current year, related to net sales and adjusted EBT.

Price and volume show the effects of changes in existing traffic contracts relating to prices of performed transport as well as changed transport volumes. This explanatory item includes all active traffic contracts carried out by Nobina during both the preceding and current period and also the effects of acquired companies.

Contract migration shows the effect of changes in the contract portfolio. A started traffic contract entails increased sales, and often an initial adverse impact on earnings due to start-up costs and lower initial efficiency. A concluded traffic contract results in lower sales and loss of the contract's contribution to earnings.

Indexation shows the impact of indexation on net sales compared with underlying cost inflation as regards pay, fuel, consumables, etc., in existing contracts. This item can also include effects of ex post adjustment of index revenues, with different lag times depending on the structure of the traffic contracts.

Operational efficiency shows the effect on earnings of changes in efficiency in the operations in the form of personnel expenses, maintenance, damage, etc.

Other includes property expenses, marketing and sales costs, other administrative expenses as well as results from fleet operations which includes the effect of sales of buses on earnings.

Net financial items include the effect on earnings of interest payments, exchange rates and other financial items.

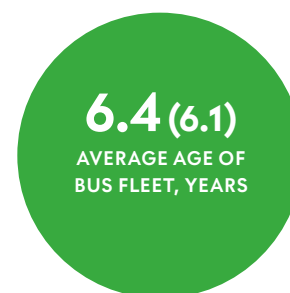
Age structure first quarter



The duration of contracts varies between countries, and was on average (weighted by the number of buses) 8.8 years.



The average contract age (weighted by the number of buses) was 5.4 years.



Nobina's bus fleet had an average age of 6.4 years.

¹⁾ Incorrectly presented in last year's first quarter report as 7.8 and 4.8 years, respectively.

Segments

Net sales by segment (SEK million)	Quarter		Full year	Rolling 12 months
	Mar–May 2021	Mar–May 2020	Mar 2020–Feb 2021	Jun 2020–May 2021
Nobina Sweden	2,460	1,685	7,575	8,350
Production contracts	1,665	1,120	5,111	
Incentive contracts	590	493	2,127	
Other revenue	205	72	337	
Nobina Denmark	221	241	903	883
Production contracts	211	227	867	
Incentive contracts	1	2	7	
Other revenue	9	12	29	
Nobina Norway	289	263	1,120	1,146
Production contracts	259	252	967	
Incentive contracts	0	1	1	
Other revenue	30	10	152	
Nobina Finland	309	327	1,202	1,184
Production contracts	290	304	1,170	
Incentive contracts	5	3	22	
Other revenue	14	20	10	
Group	3,279	2,516	10,800	11,563
Production contracts	2,425	1,903	8,115	
Incentive contracts	596	499	2,157	
Other revenue	258	114	528	
Central functions and other items	–1	–	2	1
Elimination of sales within the Group	–4	–7	–15	–12
Total net sales	3,274	2,509	10,787	11,552

EBITA per segment (SEK million)	Quarter		Full year	Rolling 12 months
	Mar–May 2021	Mar–May 2020	Mar 2020–Feb 2021	Jun 2020–May 2021
Nobina Sweden	310	74	714	950
Nobina Denmark	–6	10	21	5
Nobina Norway	2	13	81	70
Nobina Finland	15	21	70	64
Central functions and other items	–66	–29	–129	–166
Total EBITA	255	89	757	923

Summary

Nobina's first quarter reported higher sales and higher operating profit compared with the prior year period. Sales were positively impacted by Samtrans' services related to Covid-19, contracts started in Sweden during the previous year, the pandemic-adjusted contracts and retroactive revenue. Excluding adjustment for currency effects and acquisitions, sales increased 29.1 percent.

EBITA rose compared with the year-earlier period, primarily due to the performance of Samtrans and the pandemic-adjustment of contracts in Sweden. Earnings were also positively impacted by retroactive negotiated revenue while the revaluation of buses that are available for sale due to reduced commercial traffic related to Covid-19 and contract migration demonstrated a negative trend compared with the year-earlier quarter.

Sweden

Nobina Sweden's net sales for the first quarter increased compared with the prior year period as a result of the continued expansion of Samtrans' services related to Covid-19 and a positive contract migration. Pandemic adapted contracts, acquisitions and retroactive negotiated revenue (SEK 35 million) also made a positive contribution.

EBITA increased for the quarter, mainly driven by the positive performance of Samtrans, pandemic adjusted contracts and retroactive revenue.

Denmark

Nobina Denmark's net sales for the first quarter decreased year-on-year driven by the adverse impact of contract migration and negative currency effects.

EBITA was lower than the prior year period, primarily due to the adverse impact of contract migration.

Norway

Nobina Norway's sales for the first quarter were higher than in the prior year period, due to an increase in extra traffic and positive currency effects.

EBITA was lower year-on-year and was primarily attributable to a negative index trend due to Covid-19 and increased maintenance costs, which were in part offset by increased extra traffic.

Finland

Nobina Finland's net sales for the first quarter decreased year-on-year, driven by the decline in traffic due to Covid-19 and negative currency effects. Adjusted for currency effects, Finland reported a slight increase in sales for the quarter.

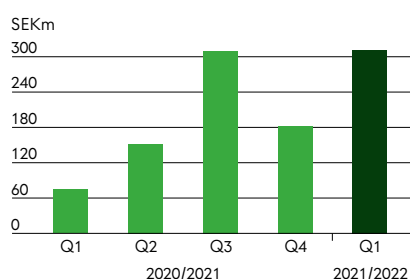
EBITA for the quarter was lower than the prior year period, driven by the decline in traffic due to Covid-19.

Central functions and other items

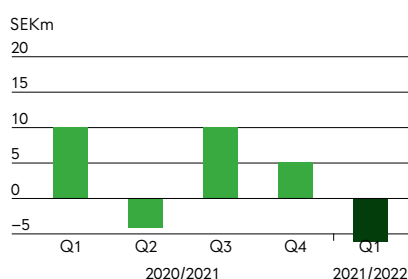
Central functions had a negative impact on the Group's earnings. The figures reported under this heading relate primarily to central head office functions and also include results from the fleet operations. Increased costs in comparison with the previous year are primarily attributable to the revaluation of buses that are available for sale due to reduced commercial traffic related to Covid-19.

EBITA per segment

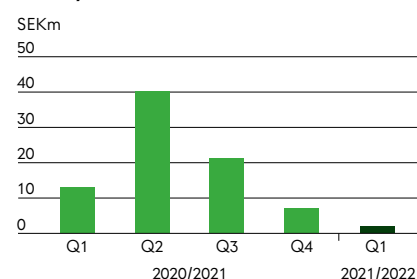
Sweden



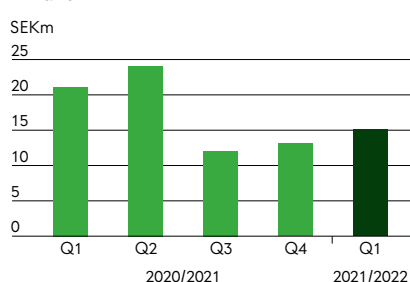
Denmark



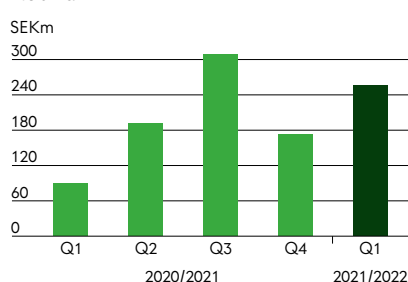
Norway



Finland

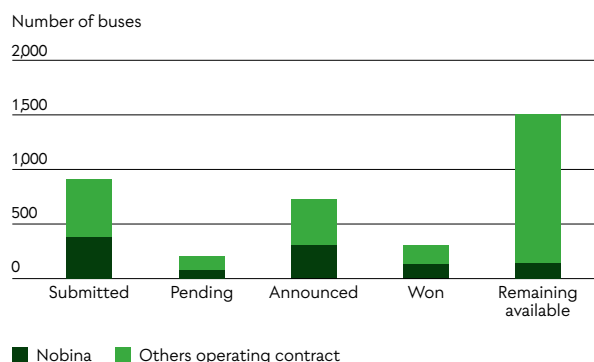


Nobina



Tender and contract changes

Tender volume, current year, March–May 2021



Definitions:

Submitted – Number of buses in tenders submitted by Nobina

Pending – Number of buses in submitted tenders less announced tenders

Announced – Submitted tenders, results are announced

Won – Nobina's wins out of announced tenders

Available – Number of buses available in tenders to be announced this fiscal year

Tender outcome comment

During the first quarter, contracts operated by Nobina for 307 buses were tendered, of which 137 buses were secured. Out of the total market volume of 719 buses tendered during the quarter, Nobina has won 300 buses. This represents a renewal rate of 98 percent for the quarter.

Contract changes, to date this year

The table shows the change of the number of buses in service as a result of started and completed contracts. During the first quarter, Nobina has neither started nor terminated any contracts.

March 2021–May 2021	Traffic changes during the period (No. of buses)	
	Started	Expired
Sweden	0	0
Norway	0	0
Finland	0	0
Denmark	0	0
Total	0	0

Tender volume, to date this year

The table shows the results of the tendering processes in which Nobina has participated. Tenders that Nobina participated in year to date have been announced for 719 buses and Nobina won tenders for 300 buses.

March 2021–May 2021	Tenders during the period (No. of buses)	
	Announced	Won
Sweden	397	152
Norway	109	0
Finland	154	122
Denmark	59	26
Total	719	300

Traffic start-ups and terminations during the coming 12 months, June 2021 to May 2022

During the coming 12-month period, Nobina will start traffic involving 321 buses. Of these, 199 buses are expected to be newly acquired. During the same period, Nobina will terminate traffic involving 412 buses.

Traffic start-ups

Clients	No. of years	Start of service	No. of buses	New buses
Skånetrafiken, Sweden	3	June 2021	101	72
HSL, Finland	7	August 2021	68	58
Skånetrafiken, Sweden	8	February 2022	44	1
Turku, Finland	8	July 2021	42	42
Movia, Denmark	10	December 2021	14	8
Movia, Denmark	3.5	December 2021	13	0
Ltn Norrbotten, Sweden	10	June 2021	12	0
Piteå Municipality, Sweden	10	July 2021	12	12
Movia, Denmark	1	August 2021	9	0
Movia, Denmark	3.5	December 2021	5	5
Movia, Denmark	2	December 2021	1	1
Total buses			321	199¹⁾

Expired traffic

Clients	End of service	No. of buses
HSL, Finland	August 2021	96
SL, Sweden	June 2021 ²⁾	92
Skånetrafiken, Sweden	June 2021	89
Skånetrafiken, Sweden	December 2021	43
Västtrafik, Sweden	June 2021	33
Movia, Denmark	December 2021	18
Skånetrafiken, Sweden	December 2021	13
Movia, Denmark	August 2021	13
Västtrafik, Sweden	June 2021	8
Movia, Denmark	June 2021	6
Movia, Denmark	December 2021	1
Total buses		412

1) Of which, 197 are new, electric buses.

2) Award decision appealed.

The Nobina share

The Nobina share (ticker: Nobina) is listed on Nasdaq Stockholm and belongs to the Mid Cap and Industry sector segment. As of 31 May 2021, there was a total of 88,355,682 shares in Nobina, carrying one vote each. The number of shareholders at the close of the period was 28,850. Nobina has 2,155,254 treasury shares on the balance-sheet date.

Share saving scheme

Nobina AB currently has four share saving schemes encompassing a total of not more than 3,275,106 shares, as of 31 May 2021, directed to senior executives and key employees of the Nobina Group. All share saving schemes are based on own investments. The final settlement of LTIP 2017 took place during the first quarter and comprised 53,067 shares. For more information regarding LTIP 2018, LTIP 2019 and LTIP 2020, refer to the corresponding section in Nobina AB's Annual Report 2020/2021 and regarding LTIP 2021, refer to the minutes of the 2021 Annual General Meeting at www.nobina.com.

Nobina's financial targets

	Rolling 12 months	2020/21	Target	Definition
Annual, accumulated, average, percentage of growth in net sales	11.0%	5.3%	5%	Nobina's target is 5 percent accumulated annual average net sales growth with 18/19 as the base year.
Adjusted EBT margin ¹⁾	6.6%	5.6%	5%	Nobina's target is to achieve an EBT margin of 5 percent at an average contract age of 50 percent of the average contract length.
Net debt/EBITDA ²⁾	2.3x	2.6x	3.0x–4.0x	Under normal circumstances, Nobina aims to maintain a net leverage ratio of between 3.0x and 4.0x EBITDA, including strategic debt financing.
Dividend policy ³⁾	n/a	63% ⁴⁾	75 percent of earnings (EBT) after tax paid	Under normal circumstances, Nobina expects to pay a dividend of at least 75 percent of earnings (EBT) after actual tax paid.

1) Adjusted EBT is defined as profit before tax after adjustment for costs and depreciation/amortisation related to acquisition accounting effects.

2) Profit/loss for the period before net financial items, taxes, depreciation/amortisation and impairment of intangible and tangible non-current assets, and capital gains/losses on the sale of non-current assets. EBITDA for the past twelve months. Leverage can temporarily exceed this range on the start-up of new contracts or acquisitions.

3) Taking into consideration Nobina's cash flow, investment needs and general operating conditions.

4) The Annual General Meeting resolved on a dividend based on the Board's proposal of SEK 3.77/share, which corresponds to 75 percent of the Group's net profit or 63 percent expressed in accordance with the current dividend policy.

Other information

Personnel

Nobina had an average of 12,406 (10,431) employees (FTEs). The change in the number of employees is mainly a result of contract migration, acquisition of companies and increase in the number of employees due to Covid-19 testing. Nobina applies collective agreements and has well-established principles and traditions as to the manner in which working hours, remuneration conditions, information and cooperation are negotiated.

Parent Company

The Parent Company has 16 (15) employees who participate in the overall management of the Nobina Group, including financial analysis, follow-up and financing. Also the directors of the board are included. The Parent Company's net sales, which were comprised entirely of internal services, amounted to SEK 13 million (17) during the first quarter. Profit before tax for the first quarter was SEK 273 million (110). The Parent Company's earnings in the first quarter were impacted by a net dividend of SEK 10 million from Nobina AS, a dividend of SEK 10 million from Nobina Europe AB and after impairment of net SEK -2 million, a dividend from Nobina Oy of SEK 59 million and after impairment of net SEK 21 million, a dividend of SEK 45 million from Nobina Sverige 3 AB and after impairment of net SEK 4 million and dividend of SEK 267 million from Nobina Sverige 2 AB and after impairment of net SEK 260 million. The first-quarter of the preceding year was impacted by a dividend of SEK 117 million received from Nobina Oy. Cash and cash equivalents amounted to SEK 1,159 million (694) at the end of the period. Investments in PPE and intangible assets amounted to SEK 0 million (0). On 31 May 2021, the Parent Company's shareholders' equity was SEK 2,986 million (2,221). The equity/assets ratio was 42 percent (39).

Transactions with closely related parties

No transactions between Nobina and closely related parties that had a material impact on the Group's position and earnings have taken place during the fiscal year.

Seasonal variations

Sales, earnings and cash flow trends vary under normal circumstances between quarters where the third quarter is the strongest due to higher traffic volumes, a larger number of working days, and high levels of travel activity for the general public, while the second and fourth quarters are weaker due to lower traffic volumes during vacation and public holiday periods and higher costs during the winter. The breakdown of sales and earnings by quarter is shown in the key metrics table on page 24.

Risks and uncertainty factors

Nobina is exposed to risks associated with situations where authorities recommend the public to avoid public transport, such as in connection with terrorist threats or pandemics where, due to the increased risk of infection, passengers may be temporarily recommended to avoid public transport. The need to reconfigure buses and operational practice for safe travel in a pandemic situation may mean that passenger tickets may not be able to be validated and therefore actual passenger numbers may be understated. Such a situation mainly affects the incentive contracts where the revenue is variable and based on the number of passengers boarding. The decline in travel and reduced revenues may also mean that the public transport authorities (PTAs) temporarily want to reduce traffic production. This can result in reduced revenue for the operator while the cost base does not decrease to the same extent. A

third risk related to pandemics is that Nobina, due to material or driver shortages, is forced to cancel services, which can then result in no compensation and fines from the PTAs. All of the above risks are handled through contract management and in dialogue with the relevant PTAs in order to ensure a functioning public transport with a stable financial framework even during a pandemic.

Nobina is exposed to interest rate risks since the Company's loans and finance lease liabilities primarily carry variable interest. The interest rate risk is largely offset by revenue indexation in traffic contracts. During the quarter, Nobina had no interest-rate hedging.

Nobina is exposed to currency risks in conjunction with translation of the balance sheets and income statements of subsidiaries and acquisition financing in a currency other than SEK. Nobina also has indirect exposure to USD/SEK and EUR/SEK since biodiesel (HVO) is purchased in USD and biodiesel (RME) is purchased in EUR in the international commodities markets. Nobina's finance policy provides that, if the need exists, currency risks may be hedged through currency derivatives. Nobina had no currency hedging during the quarter.

Nobina is exposed to changes in the price of fuel in its purchases of fuel. The commodity price accounts for less than one-half of the total biodiesel price, with the remainder comprising taxes, transportation and processing. Within the contract operations, compensation for changes in the fuel price is obtained through revenue indexation in traffic contracts. The index baskets in the traffic contracts are relatively well matched against the cost breakdown, but compensation takes place with a time lag of one to six months, which results in a negative impact on earnings during a period of increasing prices. An imbalance may also arise between costs incurred in a contract and index-based compensation if the index fails to reflect the actual cost structure. This may, for example, occur if an index is based on the price of biodiesel, while the contract in question requires buses to be run on biogas. This risk is limited through careful risk evaluation in the tender process. Most contracts have an index which matches the type of fuel. Nobina may be affected by the result of appeals regarding the tender outcome. However, the impact is limited as no vehicle is on order and no other investments will be made before a traffic contract is signed.

Nobina is exposed to risks associated with acquisitions where any acquisition process gives rise to new risks. The starting points for the valuation of acquired companies are based, among other things, on documented data on the target companies' financial positions and historical results, but above all on assessments and assumptions about future market developments, Nobina's ability to develop the companies, the companies' ability to win new traffic contracts and future earnings. Risks can arise if assumptions and judgments deviate from the expectations that existed at the time of acquisition, which may affect the view of the acquired values.

For more information regarding risks and uncertainty factors, refer to the corresponding section in Nobina AB's Annual Report 2020/2021.

Pledged assets and contingent liabilities

Nobina has pledged shares in Samtrans Omsorgsresor AB and Nobina Danmark Holding ApS as collateral for the two acquisition loans, see Note 3.

The Finnish Transport Workers Union (AKT ry) has requested that the Labour Court in Finland consider a civil case concerning holiday pay for bus drivers. The case involves three other bus companies in addition to Nobina Oy. The Nobina Group has included the maximum risk, which is calculated at EUR 1.8 million, under the heading of contingent liabilities, see Note 3.

Disputes

Nobina has an ongoing dispute with Länstrafiken Örebro for faulty gas quality.

Financing

Nobina has as its primary strategy the financing of the purchase of vehicles with hire purchase loans or right-of-use agreements with a term of ten years at a residual value of 10 percent. Right-of-use agreements are recognised as liabilities and are, like loans, visible in the balance sheet. In addition, some financing is raised in the green bond market for which Nobina has pledged collateral. Nobina's liabilities are primarily attributable to the financing of investments in buses and equipment used in operations, but also include strategic debt financing.

Nobina had an available bank credit facility of SEK 300 million (300) as of 31 May 2021.

Financial targets and Dividend policy

In connection with the company's Capital Markets Day on 9 October 2018, Nobina's Board of Directors adopted new financial targets and a new dividend policy, which replaced the targets and policy adopted ahead of the IPO in 2015 (see page 9).

Dividend

The Annual General Meeting on 31 May 2021, resolved in favour of the Board's proposal for a dividend for 2020/2021 of SEK 3.77 per share (SEK 0 per share), corresponding to 75 percent of net profit or 63 percent if expressed according to our current dividend policy. The proposed dividend corresponds to a dividend yield of 5.8 percent (0) based on the share price on the balance-sheet date of 28 February 2021.

Annual General Meeting

Nobina held its Annual General Meeting on 31 May 2021 without physical attendance.

At the Annual General Meeting, the Consolidated and Parent Company income statements and balance sheets for the 2020/2021 fiscal year were approved. The Meeting resolved on a profit distribution for the 2020/2021 fiscal year of SEK 3.77 per share in accordance with the Board's proposal. The Board of Directors and CEO were discharged from responsibility for the preceding fiscal year. The Chairman of the Nomination Committee reported on its work and presented proposals for the Board's composition and the Meeting resolved in favour of the Nomination Committee's proposal. Johan Bygge, Graham Oldroyd, Liselott Kilaas and Bertil Persson were re-elected as Board members. Malin Frenning was elected as a new director. Johan Bygge was re-elected as Chairman of the Board. John Allkins declined re-election.

Auditing firm PricewaterhouseCoopers AB was re-elected as the company's auditor. The principles for appointing a Nomination Committee and guidelines on remuneration to senior executives were decided in accordance with the submitted proposal. The Annual General Meeting also resolved, in accordance with the Board's motion, to introduce a performance-based, share saving scheme aimed at increasing the company's ability to retain and recruit key employees. For more information regarding the share saving scheme, see the Board's proposal on the company's website, www.nobina.com. It was also resolved, in accordance with the motion presented, to authorise the Board, on one or more occasions during the period until the next Annual General Meeting in 2022, to resolve on the new issue of shares to enable the generation of capital for company acquisitions. The 2020/2021 Annual Report has been available on www.nobina.com since 7 May 2021.

Accounting policies

Nobina applies International Financial Reporting Standards (IFRS) as adopted by the EU and applies RFR 1 "Supplementary accounting rules for groups." Nobina applies the same accounting policies and calculation methods as in the 2020/2021 Annual Report. The financial statements for the Parent Company, Nobina AB, and the Group were prepared in accordance with the Swedish Annual Accounts Act and recommendation RFR 2 Accounting for Legal Entities, as well as opinions issued by the Swedish Financial Reporting Board. This interim report has been prepared in accordance with IAS 34 and the Swedish Annual Accounts Act and covers pages 1–25, and the interim period information on pages 1–11 thus constitutes an integral part of this financial report. There are no new IFRS standards or IFRIC statements adopted by the EU that are applicable to Nobina, or have a material impact on the Group's profit and financial position in 2021/2022.

Assurance

The CEO hereby provides an assurance that the interim report provides a true and fair view of the operations, financial position and earnings of the company and the Group and describes the significant risks and uncertainty factors facing the company and companies within the Group.

Stockholm, 2 July 2021

Magnus Rosén
President and CEO

The content in this interim report has not been subject to review by the company's auditor.

Financial calendar

Silent period	9 September–29 September 2021
Interim report 1 June–31 August 2021	30 September 2021
Silent period	1 December–21 December 2021
Interim report 1 September–30 November 2021	22 December 2021
Silent period	17 March–6 April 2022
Year-end Report 2021/2022	7 April 2022
Silent period	10 June–30 June 2022
Interim report 1 March–31 May 2022	1 July 2022

Telephone conference

Nobina will present the interim report and answer questions during a telephone conference at 10.00 a.m. CEST on Friday, 2 July 2021. The presentation will be available on the website in connection with the telephone conference. Telephone numbers and web link for participants are available on www.nobina.com.

Contact persons

For further information, please contact:

Magnus Rosén, President and CEO	+46 8 410 65 000
Pernilla Walfridsson, CFO	+46 8 410 65 180
Mattias Gelinder, Group Treasurer & Head of IR	+46 8 410 65 402

Nobina AB

Armégatan 38, SE-171 71 Solna, Sweden
www.nobina.com
 Reg. no. 556576-4569

Condensed consolidated income statement

SEK million	Quarter		Full year
	Mar–May 2021	Mar–May 2020	Mar 2020–Feb 2021
Net sales	3,274	2,509	10,787
Operating expenses			
Fuel, tyres and other consumables	–488	–409	–1,691
Other external expenses	–659	–352	–1,635
Personnel expenses	–1,536	–1,382	–5,510
Total EBITDA	591	366	1,951
Capital gains/losses from the disposal of non-current assets, Note 2	–3	–1	2
Depreciation/amortisation of PPE, Note 2	–333	–276	–1,196
Total EBITA	255	89	757
Acquisition-related income and costs	–2	–3	–4
Amortisation/impairment of intangible assets	–17	–16	–64
Operating profit (EBIT)	236	70	689
Profit from net financial items			
Financial income	–	–	2
Financial expenses, Note 1	–45	–39	–157
Net financial items	–45	–39	–155
Profit before tax (EBT)	191	31	534
Income tax	–44	–10	–89
PROFIT FOR THE PERIOD	147	21	445
Profit for the period attributable to Parent Company shareholders	147	21	445
Earnings per share before dilution (SEK), attributable to Parent Company shareholders	1.67	0.24	5.03
Earnings per share after dilution (SEK), attributable to Parent Company shareholders	1.65	0.24	4.98
Average number of shares before dilution (000s)	88,356	88,356	88,356
Average number of shares after dilution (000s)	89,079	88,947	89,235
Number of shares outstanding at end of period (000s)	86,200	86,147	86,147

Statement of consolidated comprehensive income

SEK million	Quarter		Full year
	Mar–May 2021	Mar–May 2020	Mar 2020–Feb 2021
Profit for the period	147	21	445
Other comprehensive income	147	21	445
Items not to be reclassified to profit or loss for the period			
Revaluation of defined-benefit pension plan	–	–	1
Tax on items that will not be reclassified to profit or loss for the period	–	–	–
Items that can later be reclassified to profit or loss for the period			
Translation differences in foreign operations	7	–21	–38
Other comprehensive income for the period, net after tax	7	–21	–37
Comprehensive income for the period	154	0	408
COMPREHENSIVE INCOME FOR THE PERIOD ATTRIBUTABLE TO PARENT COMPANY SHAREHOLDERS	154	0	408

Condensed consolidated balance sheet

SEK million	31 May 2021	31 May 2020	Full year 28 Feb 2021
ASSETS			
Non-current assets			
Goodwill	782	772	780
Other intangible assets	413	455	424
Real estate and costs for leasehold improvements	882	764	897
Equipment, tools, fixtures and fittings	148	131	148
Vehicles	5,833	5,961	5,865
Deferred tax assets	26	79	28
Assets for pension commitments	15	15	15
Other non-current receivables	5	5	5
Total non-current assets	8,104	8,182	8,162
Current assets			
Inventories	64	57	65
Trade receivables	856	696	838
Other current receivables	97	54	47
Deferred expenses and accrued income	454	325	415
Cash and cash equivalents	1,161	704	1,049
Total current assets	2,632	1,836	2,414
TOTAL ASSETS	10,736	10,018	10,576
SHAREHOLDERS' EQUITY AND LIABILITIES			
Shareholders' equity attributable to Parent Company shareholders	1,950	1,384	1,795
Non-current liabilities			
Borrowing, Note 1	5,113	5,375	5,101
Deferred tax liabilities	338	268	295
Provision for pensions and similar commitments	23	26	23
Other provisions	36	42	37
Total non-current liabilities	5,510	5,711	5,456
Current liabilities			
Accounts payable	597	522	636
Borrowing, Note 1	1,048	920	1,083
Other current liabilities	249	258	268
Accrued expenses and deferred income	1,382	1,223	1,338
Total current liabilities	3,276	2,923	3,325
Total liabilities	8,786	8,634	8,781
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	10,736	10,018	10,576

Condensed consolidated statement of changes in equity

SEK million	Share capital	Other contributed capital	Translation differences	Profit/loss brought forward	Total equity attributable to Parent Company shareholders
Opening equity, 1 March 2020	318	3,212	68	-2,218	1,380
Profit for the period	-	-	-	445	445
Other comprehensive income	-	-	-38	-2	-40
Transactions with owners					
Share-based remuneration	-	-	-	10	10
Closing equity, 28 February 2021	318	3,212	30	-1,765	1,795
Opening equity, 1 March 2020	318	3,212	68	-2,218	1,380
Profit for the period	-	-	-	21	21
Other comprehensive income	-	-	-21	-	-21
Transactions with owners					
Share-based remuneration	-	-	-	4	4
Closing equity, 31 May 2020	318	3,212	47	-2,193	1,384
Opening equity, 1 March 2021	318	3,212	30	-1,765	1,795
Profit for the period	-	-	-	147	147
Other comprehensive income	-	-	7	-	7
Transactions with owners					
Share-based remuneration	-	-	-	1	1
Closing equity, 31 May 2021	318	3,212	37	-1,617	1,950

There are no non-controlling interests.

Condensed consolidated cash-flow statement

SEK million	Quarter		Full year
	Mar–May 2021	Mar–May 2020	Mar 2020–Feb 2021
Cash flow from operating activities			
Profit after financial items	191	31	534
Adjustment for non-cash items	398	332	1,417
Cash flow from operations before changes in working capital	589	363	1,951
Cash flow from changes in working capital			
Change in inventories	1	6	1
Changes in operating receivables	-105	27	-181
Changes in operating liabilities	-9	176	379
Total change in working capital	-113	209	199
Received interest income	-1	-	2
Tax paid	-6	-4	-5
Cash flow from operating activities	469	568	2,147
Cash flow from investing activities			
Investments in PPE and intangible assets	-232	-662	-1,458
Acquisitions	-15	-	-102
Divestment of PPE and intangible assets	2	5	18
Cash flow from investing activities	-245	-657	-1,542
Cash flow from financing activities			
Amortisation of right-of-use liabilities	-139	-152	-607
Amortisation of other external loans	-137	-83	-458
New borrowing, other external loans	203	772	1,392
Financing costs	-	-1	-1
Interest paid	-43	-42	-171
Cash flow from financing activities	-116	494	155
Cash flow for the period	108	405	760
Cash and cash equivalents at beginning of period	1,049	307	307
Cash flow for the period	108	405	760
Exchange-rate difference	4	-8	-18
Cash and cash equivalents at end of period	1,161	704	1,049

Condensed income statement – Parent Company

SEK million	Quarter		Full year
	Mar–May 2021	Mar–May 2020	Mar 2020–Feb 2021
Net sales	13	17	69
Operating expenses			
Other external expenses	–11	–2	–33
Personnel expenses	–18	–18	–47
Operating profit (EBIT)	–16	–3	–11
Profit/loss from participations in Group companies	293	117	603
Financial income	3	7	18
Financial expenses	–7	–11	–1
Net financial items	289	113	620
Profit before tax (EBT)	273	110	609
Income tax	0	–	–14
PROFIT FOR THE PERIOD	273	110	595

Since there are no items attributable to other comprehensive income, other comprehensive income is not recognised.

Condensed balance sheet – Parent Company

SEK million	31 May 2021	31 May 2020	Full year 28 Feb 2021
ASSETS			
Non-current assets			
Participations in Group companies	4,240	4,181	4,334
Non-current receivables in Group companies	700	500	500
Deferred tax assets	0	14	0
Total non-current assets	4,940	4,695	4,834
Current assets			
Receivables from Group companies	966	350	1,064
Other current receivables	5	7	5
Deferred expenses and accrued income	0	6	1
Cash and cash equivalents	1,159	694	1,005
Total current assets	2,130	1,057	2,075
TOTAL ASSETS	7,070	5,752	6,909
SHAREHOLDERS' EQUITY AND LIABILITIES			
Shareholders' equity attributable to Parent Company shareholders	2,986	2,221	2,712
Non-current liabilities			
Borrowing	943	866	763
Provision for pensions and similar commitments	2	2	2
Total non-current liabilities	945	868	765
Current liabilities			
Accounts payable	6	5	3
Borrowing	103	161	114
Liabilities to Group companies	3,007	2,469	3,291
Other current liabilities	3	4	0
Accrued expenses and deferred income	20	24	24
Total current liabilities	3,139	2,663	3,432
Total liabilities	4,084	3,531	4,197
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	7,070	5,752	6,909

Condensed Parent Company statement of changes in equity

SEK million	Share capital	Statutory reserve	Share premium reserve	Profit/loss brought forward	Profit for the period	Total equity
Opening equity, 1 March 2020	318	1	1,336	515	-63	2,107
Transfer of the preceding year's profit/loss	-	-	-	-63	63	-
Profit for the period	-	-	-	-	595	595
Share-based remuneration	-	-	-	10	-	10
Closing equity, 28 February 2021	318	1	1,336	462	595	2,712
Opening equity, 1 March 2020	318	1	1,336	515	-63	2,107
Transfer of the preceding year's profit/loss	-	-	-	-63	63	-
Profit for the period	-	-	-	-	110	110
Share-based remuneration	-	-	-	4	-	4
Closing equity, 31 May 2020	318	1	1,336	456	110	2,221
Opening equity, 1 March 2021	318	1	1,336	462	595	2,712
Transfer of the preceding year's profit/loss	-	-	-	595	-595	-
Profit for the period	-	-	-	-	273	273
Share-based remuneration	-	-	-	1	-	1
Closing equity, 31 May 2021	318	1	1,336	1,058	273	2,986

There are no non-controlling interests.

Notes

NOTE 1 FINANCING

SEK million, except as otherwise indicated	Quarter		Full year
	Mar–May 2021	Mar–May 2020	Mar 2020–Feb 2021
Borrowing			
Loans for acquisition financing	337	444	360
Bond loans	700	500	500
Capitalised financing expenses	–5	–6	–5
Loans for bus financing	2,515	2,183	2,622
Right-of-use liabilities	2,604	3,084	2,686
Contingent consideration not paid	10	90	21
Total	6,161	6,295	6,184
Of which short-term repayment by instalment of portion of the Group's borrowings	1,048	920	1,083
Of which long-term portion of the Group's borrowings	5,113	5,375	5,101
Total liabilities	6,161	6,295	6,184
Interest expenses and similar loss items			
Interest expenses for right-of-use liabilities	–22	–28	–104
Interest expense, other loans	–18	–15	–65
Other financial expenses	–3	–1	–5
Realised and unrealised exchange gains/losses, net	–2	5	17
Total	–45	–39	–157

NOTE 2 CAPITAL GAINS/LOSSES FROM THE DISPOSAL OF ASSETS AND DEPRECIATION/IMPAIRMENT OF PPE FOR SALE

SEK million, except as otherwise indicated	Quarter		Full year
	Mar–May 2021	Mar–May 2020	Mar 2020–Feb 2021
Sales proceeds with respect to buses and other PPE sold during the period	2	5	18
Recognised residual value with respect to buses and other PPE sold during the period	–5	–6	–16
Total	–3	–1	2
Depreciation/impairment of PPE			
Depreciation	–284	–262	–1,141
Revaluation of buses and other PPE available for sale	–49	–14	–55
Total depreciation/impairment of PPE	–333	–276	–1,196
Gain/(Losses) from buses sold and available for sale buses			
Sales proceeds with respect to buses and other PPE sold during the period	2	5	18
Recognised residual value with respect to buses and other PPE sold during the period	–5	–6	–16
Revaluation of buses and other PPE available for sale	–49	–14	–55
Total	–52	–15	–53

NOTE 3 PLEDGED ASSETS AND CONTINGENT LIABILITIES

SEK million, except as otherwise indicated	Group		Parent Company	
	31 May 2021	31 May 2020	31 May 2021	31 May 2020
Pledged assets				
Pledged assets pertaining to shares/net assets in subsidiaries	1,714	1,318	906	906
Chattel mortgages	150	150	–	–
Other pledged assets	–	–	230	287
Contingent liabilities				
Guarantee of lease obligations and other obligations	4,423	4,680	5,086	5,158
Total pledged assets and contingent liabilities	6,287	6,148	6,222	6,351

Information on performance measures

Definitions

Alternative performance measures

Nobina applies the ESMA's guidelines for APMs (alternative performance measures) and the performance measures provide valuable and significant information for investors and company management. Financial non-IFRS measures are subject to limitations as analytical tools and should not be regarded as isolated or as replacements for financial

measures prepared pursuant to IFRS. Financial non-IFRS measures are reported in order to improve the investors' evaluation of the company's results from operations and position. The financial non-IFRS measures presented in this report can differ from similar measures used by other companies.

Key metrics	Description
Rolling 12 months	Total for the most recent four quarters.
EBITDA	Operating profit before net financial items, tax, depreciation, amortisation, earnings from sale of non-current assets.
EBITDA margin	EBITDA in relation to net sales.
EBITA	Earnings before interest, tax and amortisation of intangible assets and adjusted for fair value of conditional acquisition not paid and acquisition-related income and costs.
EBITA margin	EBITA in relation to net sales.
EBIT	Operating profit before net financial items and taxes.
EBIT margin	EBIT in relation to net sales.
EBT	Operating profit before tax.
EBT margin	EBT in relation to net sales.
EBT adjusted	Operating profit before tax adjusted for amortisation of intangible assets and adjusted for fair value of conditional acquisition not paid and acquisition-related income and costs.
Acquisition-related income and costs	Adjustments of fair value of contingent considerations not paid and acquisitions-related costs. Acquisitions-related costs includes costs attributable to ongoing, completed and continuing acquisitions.
Acquisition growth	Growth achieved by the acquisition/divestment of companies owned by Nobina only for part of two comparative periods.
Items affecting comparability	Items affecting comparability include events and transactions, the effect of which on earnings is important to report when profit for the period is compared with previous periods.
Interest-bearing liabilities	Interest-bearing non-current and current liabilities (external loans, pension liabilities and operating and finance lease liabilities).
Net debt	Interest-bearing non-current and current liabilities (external loans, pension liabilities, operating and finance lease liabilities) after deducting cash and cash equivalents.
Net debt/EBITDA	Interest-bearing non-current and current liabilities (external loans, pension liabilities, operating and finance lease liabilities) after deducting cash and cash equivalents in relation to EBITDA during four sequential quarters.
Net debt excluding bus financing/EBITDA	Interest-bearing non-current and current liabilities (external loans, pension liabilities, operating and finance lease liabilities) after deducting cash and cash equivalents and bus financing in relation to EBITDA during four sequential quarters.
Renewal rate	All won tenders/All own announced tenders.
Retention rate	Defended tenders/Own announced tenders.
Average number of employees (FTEs)	The number of hours paid divided by normal working hours for a full-time employee.
Cash investments	Cost of investments in non-current assets less loan-financed investments.
Reallocation rate	Number of buses allocated to a new contract during the year/Total number of buses.
Earnings per share	Profit for the period divided by average number of shares.
Earnings per share after full dilution	Profit for the period divided by average number of shares after full dilution.
Dividend per share	Dividend amount divided by average number of shares after full dilution.
Shareholders' equity per ordinary share	Shareholders' equity per ordinary share as per the balance-sheet date.
Dividend yield	Dividend in relation to the company's share price as per the balance-sheet date.
Equity/assets ratio	Equity in relation to total assets at the end of the period.
Contract length	A publicly tendered contract concluded for the provision of transport services between a client and a public transport company. The duration of the contract is typically five to eight years, with the option of extending for an additional one or two years. It is based on either a production or an incentive contract.
Production hours	Number of hours produced as part of a contract.
Production kilometres	Total number of kilometres produced as part of a contract.
Number of buses	The number of buses that are owned, right-of-use agreements (finance and operating leases) and rented on a short-term basis at the end of the period.

Key metrics

SEK million, except as otherwise indicated	2020/2021				2021/2022	Full year
	Q1	Q2	Q3	Q4	Q1	Mar 2020–Feb 2021
Net sales for the period	2,509	2,564	2,854	2,860	3,274	10,787
EBITDA	366	481	603	501	591	1,951
EBITDA margin	14.6%	18.8%	21.1%	17.5%	18.1%	18.1%
EBITA	89	190	307	171	255	757
EBITA margin	3.5%	7.4%	10.8%	6.0%	7.8%	7.0%
EBIT	70	175	288	156	236	689
EBIT margin	2.8%	6.8%	10.0%	5.5%	7.2%	6.4%
EBT	31	138	251	114	191	534
EBT margin	1.2%	5.4%	8.8%	4.0%	5.8%	4.9%
EBT adjusted	50	153	270	129	210	602
EBT margin – adjusted	2.0%	6.0%	9.5%	4.5%	6.4%	5.6%
Profit for the period	21	114	199	111	147	445
Cash flow for the period	405	86	97	172	108	760
Cash and cash equivalents	704	786	876	1,049	1,161	1,049
Equity/assets ratio, %	13.8%	14.9%	16.7%	17.0%	18.2	17.0%
Shareholders' equity	1,384	1,491	1,682	1,795	1,950	1,795
Shareholders' equity/ordinary share, SEK	15.7	16.9	19.4	20.3	22.1	20.3
Number of buses (on balance-sheet date)	3,853	3,954	3,807	3,964	4,009	3,964
Estimated FTEs	10,431	10,601	10,674	10,982	12,406	10,711
Production hours	2,255	2,304	2,499	2,384	2,496	9,442
Production kilometres	67,644	68,921	73,840	71,571	74,333	281,976

Calculation of alternative performance measures for continuing operations

SEK million, except as otherwise indicated	2020/2021				2021/2022	Full year
	Q1	Q2	Q3	Q4	Q1	Mar 2020–Feb 2021
Interest-bearing liabilities:						
Non-current borrowing	5,375	5,378	5,207	5,101	5,113	5,101
Pension liability	26	25	24	23	23	23
Current borrowing	920	899	901	1,083	1,048	1,083
Total interest-bearing liabilities	6,321	6,302	6,132	6,207	6,184	6,207
Cash	-704	-786	-876	-1,049	-1,161	-1,049
Total net debt	5,617	5,516	5,256	5,158	5,023	5,158
Total net debt excluding bus financing	617	390	375	202	63	202
EBITDA Q1	366	366	366	366	591	366
EBITDA Q2	438	481	481	481	481	481
EBITDA Q3	538	538	603	603	603	603
EBITDA Q4	357	357	357	501	501	501
Total EBITDA full year	1,699	1,742	1,807	1,951	2,176	1,951
Net debt/EBITDA	3.3x	3.2x	2.9x	2.6x	2.3x	2.6x
Net debt excluding bus financing/EBITDA	0.4x	0.2x	0.2x	0.1x	0.0x	0.1x

Nobina in brief

We are the Nordic region's largest public transport operator, with about 12,000 employees across four countries. Every day, all year round, one million people choose to travel more sustainably with us. Together, we keep society moving every day.

Why invest in Nobina?

Nobina offers the Nordic market's most complete offering of expertise, support and services in public transport. We operate bus transport and service traffic, and develop digital payment solutions and planning tools for door-to-door travel. 99 percent of our buses in Sweden and 84 percent in the Nordic region operate on green electricity or renewable fuel, which makes us attractive to our clients and increases access to green financing on competitive terms.

Our public transport operations are focused on high-growth regions. We combine our cyclically robust contract business with growth in replacement services, extra traffic, bus-for-rail services and other areas with an attractive profitability profile and low capital intensity. Our clients mainly comprise regional councils, with which we have a close relationship and with which we cooperate, based on people's travel habits, to optimise and increase environmentally friendly travel using digital solutions, a high service level and, over time, electric-powered buses.

Our business in service traffic is also undergoing strong growth and with healthy profitability through Samtrans, which was acquired in 2018, Göteborgs Buss, which was acquired in 2020 and Telepass which joined Nobina in 2021. The growing number of elderly people in the Nordic region and a fragmented provider market create excellent conditions to continue our profitable growth by consolidating the Nordic market for service traffic, healthcare-related travel and related areas, both organically and through acquisitions.

We also foresee major opportunities for long-term growth within the area of Smart mobility, which we are addressing through the 2019 launch of the Travis app, thus marking the beginning of the third business leg that is based on a commission-based business model and third-party cooperation. This initiative, which is being conducted together with selected partners, comprises an offering in travel planning and payment management for door-to-door travel, including buses, autonomous vehicles, trains, metro, e-bikes and electric taxis. In spring 2020, we commenced the roll-out of the service in Stockholm and we aim to create a market-leading position in the 20 largest cities in the Nordic region.

Over the past five years, Nobina's annual sales rose by an average of 5.3 percent and adjusted EBT by 15.1 percent, and our rapid growth continues. In 2020/21, we reached SEK 10.8 billion in sales with an adjusted EBT margin of 5.6 percent.

Our sustainability agenda

Sustainability is an integral part of Nobina – from the inside out – from why we exist and what we offer to how we govern our operations. Our sustainability agenda encompasses three areas in particular that we

must focus on to make the greatest difference and be successful in everything we do.

Bus solutions for a sustainable society

We strive to make more people view public transport as a safe and attractive mode of transport, and to choose to travel by bus rather than by car. This reduces traffic and congestion, emissions and stress.

Long-term resource use

We are economic with resources – in connection with major decisions and in our day-to-day activities. We will make choices wisely when purchasing buses, fuel, other energy and equipment. We place demands on and challenge suppliers and we serve as an active partner to clients.

Responsible employer and societal stakeholder

We depend on many individuals choosing Nobina as employer. In return, we offer a welcoming, pleasant and stimulating job, for young people and for people who have – for whatever reason – been long-term unemployed from the Nordic labour market.

Our market

Sales in the Nordic public transport market for buses are estimated at SEK 52 billion, of which Sweden accounts for almost half of this value. In all of the different markets, an average of half of the cost of regional travel is financed through the budgets of regional public administrations and the remainder through ticket revenue. Virtually the entire market is today exposed to competition. Regional tendered public transport has shown favourable growth in recent years and is expected to continue to grow moving forward, in line with a political will to increase the use of public transport and as more people choose to travel by bus. There is also a trend in all countries to include more quality criteria as part of the tender process, and towards better compensation models where incentives are based on the number of passengers and the quality experienced by the customers.

Nobina is market leader in the Nordic region with a market share of approximately 16 percent (company assessment 2020/2021). In Sweden, our leading market position is a result of high efficiency and successful work in the management and refinement of the contract portfolio. In Finland, in the role as market leader in the Helsinki region, Nobina is well positioned to increase its market share in a growing market. In the Norwegian and Danish markets, Nobina is in a challenger position, while these markets are also growing in terms of volume and the number of contracts. As the Nordic region's largest and most experienced public transport company, the conditions remain good for profitable growth.

Contributions to the global goals

The UN Sustainable Development Goals form a key starting point for Nobina's sustainability agenda. In particular, Nobina has the greatest opportunity to make a positive contribution to goals 11, 12 and 8.



Goal 11: Sustainable cities and communities

The goal is to make cities and human settlements inclusive, safe, resilient, and sustainable.

Nobina's greatest contribution is to interim target 11.2 on providing access to safe, affordable, accessible and sustainable transport systems for all.



Goal 12: Responsible consumption and production

The goal aims to ensure sustainable consumption and production patterns. Nobina is focusing

on the interim target 12.2, which concerns achieving sustainable management and efficient use of natural resources.



Goal 8: Decent work and economic growth

The goal aims to promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all. Nobina contributes to

interim target 8.4 to improve resource efficiency in consumption and production as well as interim target 8.8 to protect labour rights and promote safe and secure work environments for all workers.



Head office

Switch: +46 (0)8 410 650 00

Fax: +46 (0)8 27 23 03

E-mail: ir@nobina.com

Nobina AB

Armégatan 38

SE-171 71 Solna, Sweden.