

FlixBus to acquire Eurolines and isilines long-distance coach services from Transdev Group

- ++ Transdev Group to sell Eurolines and isilines long-distance coach activities to FlixBus: a strategic interest for both
- ++ Workers' councils to be consulted before the project becomes final
- ++ FlixBus aiming to offer people across Europe more complete and convenient travel options

Paris/Munich, 04/03/2019 – International mobility providers FlixBus and Transdev Group are entering exclusive negotiations about acquiring the Eurolines long-distance coach service. Both parties will begin consultations with the respective workers' councils regarding the handover.

Currently, Eurolines has operating businesses in France, The Netherlands, Belgium, Czech Republic and Spain, with a bus network spanning over 25 countries. Eurolines also operates under the isilines brand domestically in France.

Expanding FlixBus' European reach

Jochen Engert, founder and CEO of FlixBus: "This acquisition would strengthen our position as market leader in France and allows us to expand our European reach even further by integrating the Eurolines and isilines long-distance route networks. With this integration, FlixBus would have an even more-complete and diverse offer to entice even more passengers. We aim to be the number one choice for travelers across Europe."

Thierry Mallet, CEO of Transdev Group: "The decision to enter exclusive negotiations with FlixBus regarding the potential divestment from Eurolines is in line with Transdev's strategic plan. It would enable us to focus our resources on the core of our business, public transit and B2B transportation services by combining performance at best cost, technological and digital innovation, specifically to improve the customer experience."

Integrating the networks in order to prepare the business for years to come

Since entering the German market in 2013 and the French market 2 years later, FlixBus has proven that it is possible to significantly increase quality *and* be profitable in this highly-competitive industry.



Last year alone, the amount of daily FlixBus connections and passengers grew by over 40%, both in France and on a global level.

Throughout the last six years, FlixBus has revolutionized the way people travel in Europe. From fully digital booking and tracking your bus by GPS to more legroom and on board Wi-Fi, long-distance bus travel has never been a more alluring alternative to going by car, train or plane.

Engert: "We have a lot of respect for what Transdev has built up over the last 20 years with Eurolines. With the innovative mindset that FlixBus brings to the table, we will be ready for the next 20 years. By merging our services, we would be able to offer people all over Europe more complete and convenient travel options."

From startup to global leader and market leader in France

In 2018, FlixBus transported 45 million travelers across Europe and the US. As a combination of tech startup, e-commerce platform and transportation company, FlixBus established a network that spans over 29 countries. This year, FlixBus plans to bring its services to Russia and expand across the US.

Engert: "While there are big plans for expansions to new markets, we will still expand in our current core markets. The Eurolines acquisition would strengthen our European network and complement organic growth in key European markets."

About FlixBus

FlixBus is a young mobility provider and offers a new alternative for comfortable, inexpensive and environmentally friendly travel under the FlixBus and FlixBus brands. Thanks to a unique business model and innovative technology, the startup established Europe's largest long-distance bus network within a very short time and integrated the first green long-distance trains in 2018. Since its launch in 2013, FlixBus has changed the way millions of people travel around Europe and created thousands of new jobs in the industry.

From locations in Europe the FlixBus team takes over technology development, network planning, operational control, marketing & sales and takes care of quality management and the continuous further development of the product. Bus partners from the regional medium-sized



companies are responsible for daily scheduled operations and the green FlixBus fleet. In cooperation with private train operators, the mobility provider has also been on the railways with FlixTrain since 2018. Innovation, entrepreneurial spirit and a strong international brand meet the experience and quality of tradition. The unique combination of technology start-up, e-commerce platform and classic transport company was able to assert itself against large international groups and has permanently changed the European mobility landscape. More company news and pictures can be found in the newsroom.

About Transdev:

As an operator and global integrator of mobility, Transdev – The mobility company – gives people the freedom to move whenever and however they choose. We are proud to provide 11 million passenger trips everyday thanks to efficient, easy to use and environmentally-friendly transportation services that connect people and communities. Our approach is rooted in long-term partnerships with businesses and public authorities, and in the relentless pursuit of the safest and most innovative mobility solutions. We are a team of people serving people, and mobility is what we do. In 2017, with 82,000 employees in 20 countries, the Group achieved total revenues of 6.6 billion euros.

For more information: www.transdev.com

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