



Transdev and its way to one of the biggest rail operators in Germany.

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Management Board, Transdev Germany**

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MOVE



Transdev is the largest private bus and rail operator in Germany



Transdev in Germany

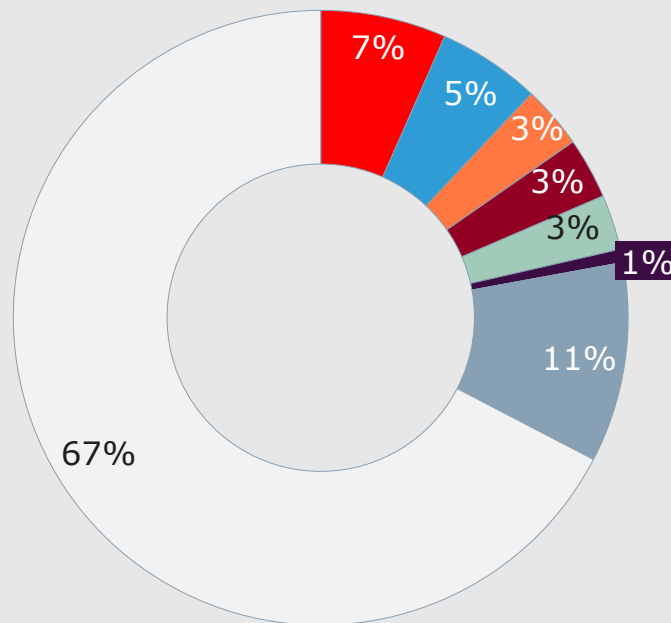
- Provides transport services in all 16 federal states of Germany
- More than **6,900 employees**
- **Approx. 1 billion EUR** revenue
- More than 255 m passengers per year
- **44 m train kilometers per year**
- 112 m bus kilometers per year
- Management contracts for municipal operator of Zwickau and NIAG.
- 61 active subsidiaries
- **> 3,000 busses**

Date: May 2019

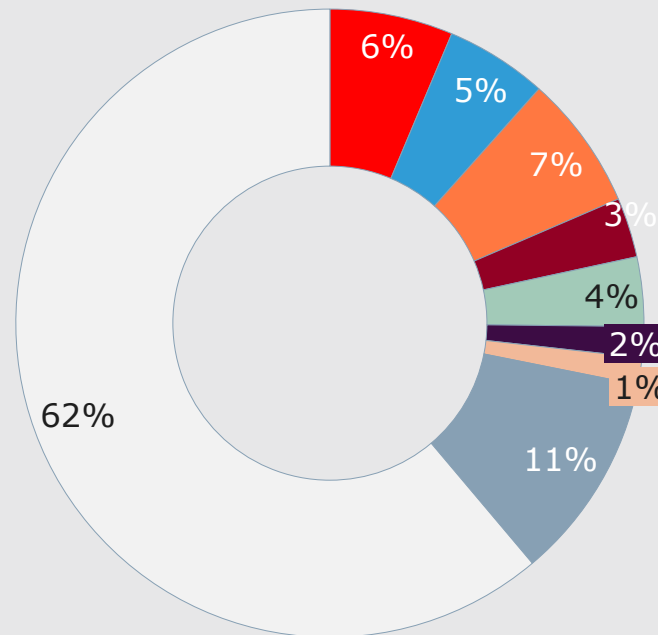
Transdev has a strong position in the German regional rail market

Regional railway market Germany

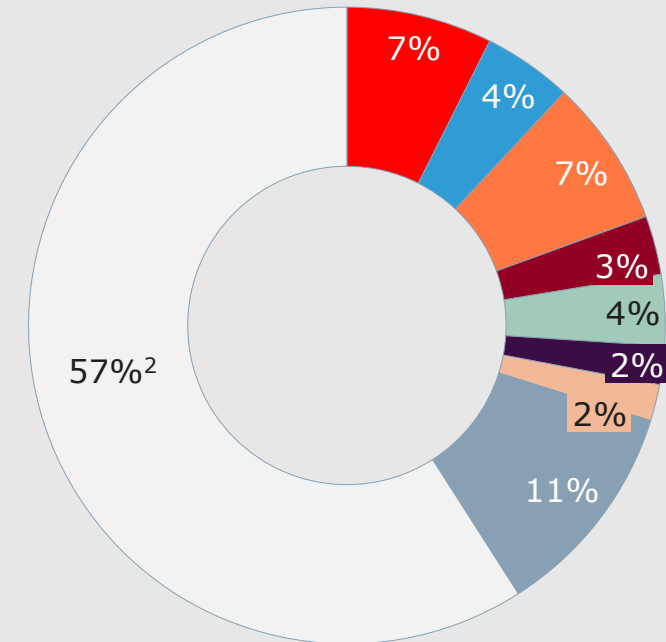
2018 (based on train km)



2020 prognosis



2022 prognosis



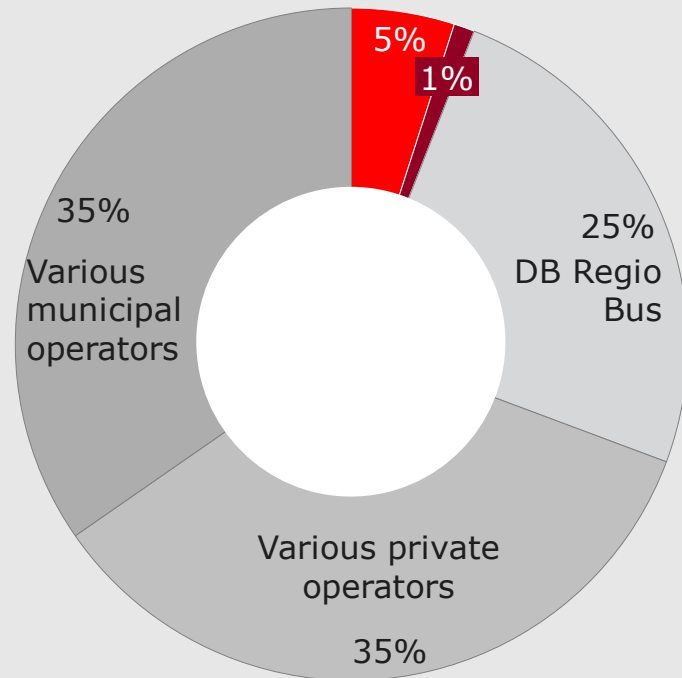
Legend: Transdev (red), Abellio (orange), Keolis (green), Go Ahead (light orange), DB (light grey), Netinera (blue), Benex (dark red), National Express (dark blue), Others¹ (dark blue-grey).

1) HLB, AVG, NEB, Erfurter Bahn (2) Assumption: DB defends S-Bahn Munich contract
Source: Mofair, NEE, VPI: Wettbewerber-Report Eisenbahn 2017/18, own estimations

Today Transdev covers ca. 5% of the German regional bus market

Regional bus market Germany¹

Market shares (based on bus km)



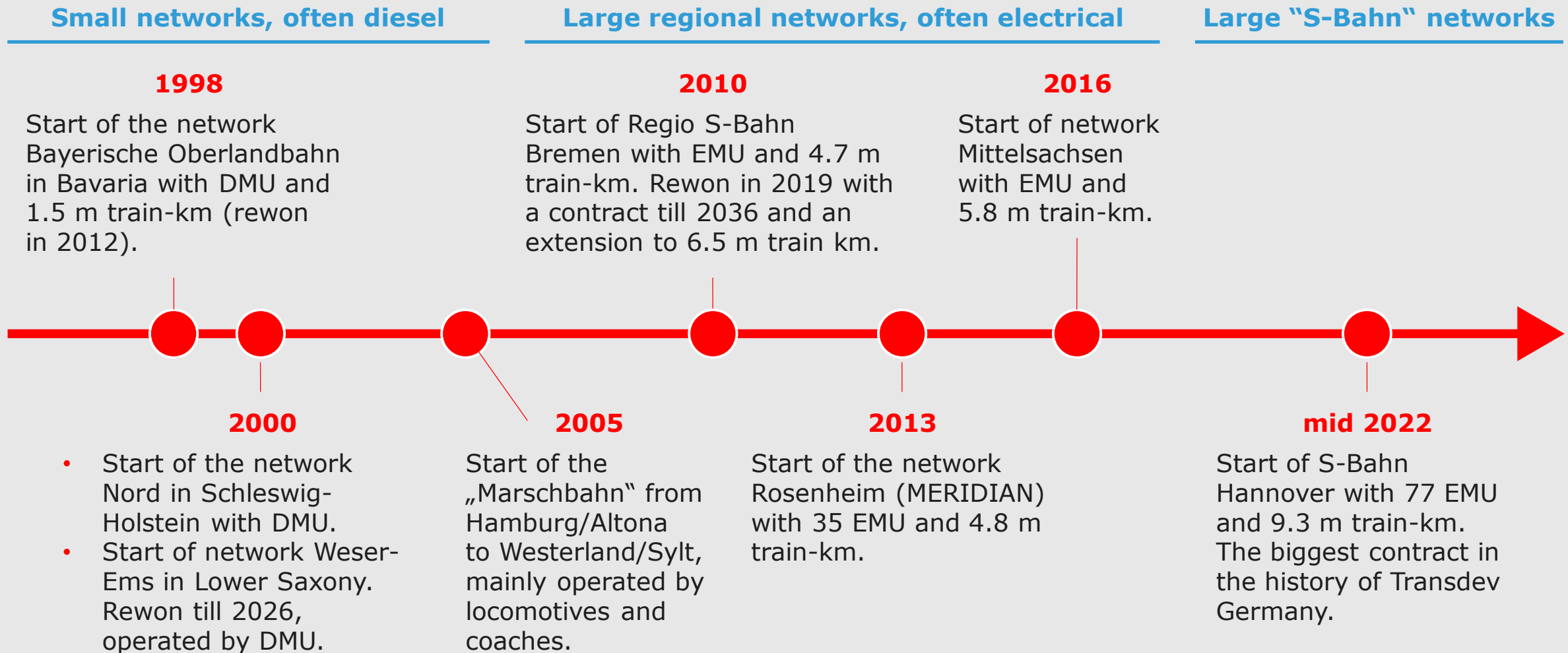
■ Transdev ■ Netinera

Outlook

- Increasing number of bus tenders, tendency towards smaller lots
- Strong tendency towards **re-municipalisation** of public transit bus contracts
- Trends towards digitalization
- **New players / competitors** venturing into core business models and into new mobility services
 - Start-Ups / new players: e.g. Door2Door
 - OEMs / industry players: e.g. VW (Moia), Jurbey
 - Incumbents: e.g. DB (ioki)
- Intense public discussion regarding CO2 emission reduction ("Dieselfahrverbot")
- Increased cost pressure

1) Relevant regional bus market here = open regional bus traffic + open municipal bus traffic; Transdev incl. former Rhenus Veniro bus business

From small diesel networks to heavily used electrical networks in large regional and urban transport.



Note: All train-km values in volume per year. Chart does not show all Transdev contracts.

Competition also takes care of small lines and the liberalisation helped to retain and to restore small operations.



Schönbuchbahn

- c. 24 minutes travel time
- c. 17 km network length
- Transdev maintains the infrastructure



Strohgäubahn

- c. 22 minutes travel time
- c. 22 km network length
- Transdev owns and maintains the infrastructure



Tälesbahn

- c. 12 minutes travel time
- c. 9 km network length
- Transdev owns and maintains the infrastructure



Wieslaftalbahnhof

- c. 20 minutes travel time
- c. 11 km network length
- Transdev maintains the infrastructure



Hunsrückbahn

- c. 30 minutes travel time
- c. 15 km network length



Moselweinhahn

- c. 18 minutes travel time
- c. 13 km network length



Freiberger Muldentahbahn

- c. 40 minutes travel time
- c. 31 km network length



Chiemgau-Berchtesgaden

- up to c. 80 minutes travel time
- c. 76 km network length

Start of
operation
Dec. 2021

S-Bahn Hannover as the biggest contract of Transdev Germany.

Contract details

- Gross contract
- June 2022 till December 2034
- c. 9.3 m train-km
- 10 lines on a network of c. 385 km
- c. 280 drivers and conductors plus c. 45 overhead

Fleet

- 64 new Stadler Flirt 3carXL
- 13 used Siemens/Bombardier/DWA ET425.5

Services

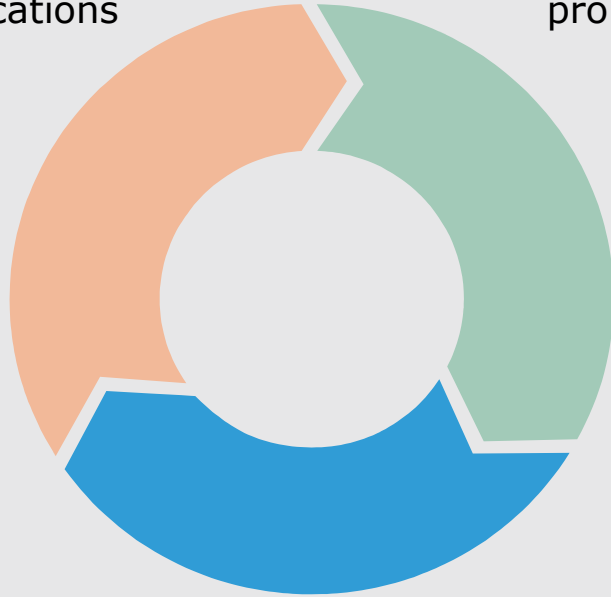
- c. 140 ticket vending machines
- 9 local service centers, of which 4 are video-stations
- WLAN on the trains, body Cams for Conductors (voluntary), Mobile App



Understanding our clients and customers is one of our key goals.

Engage proactively in regular fruitful communications

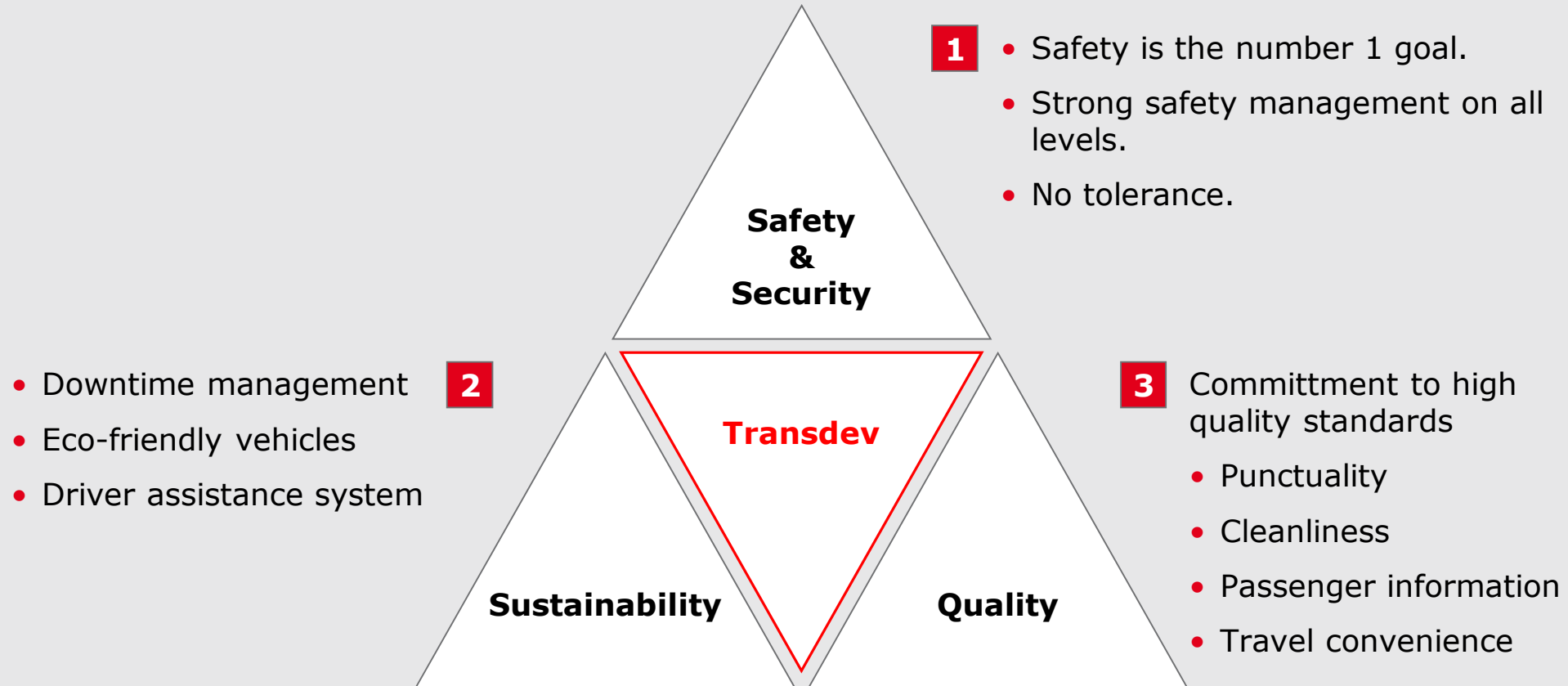
Be recognized as a trusted partner (open-transparent-problem-solver)



Understand and satisfy stakeholders' needs and expectations (measure and act)

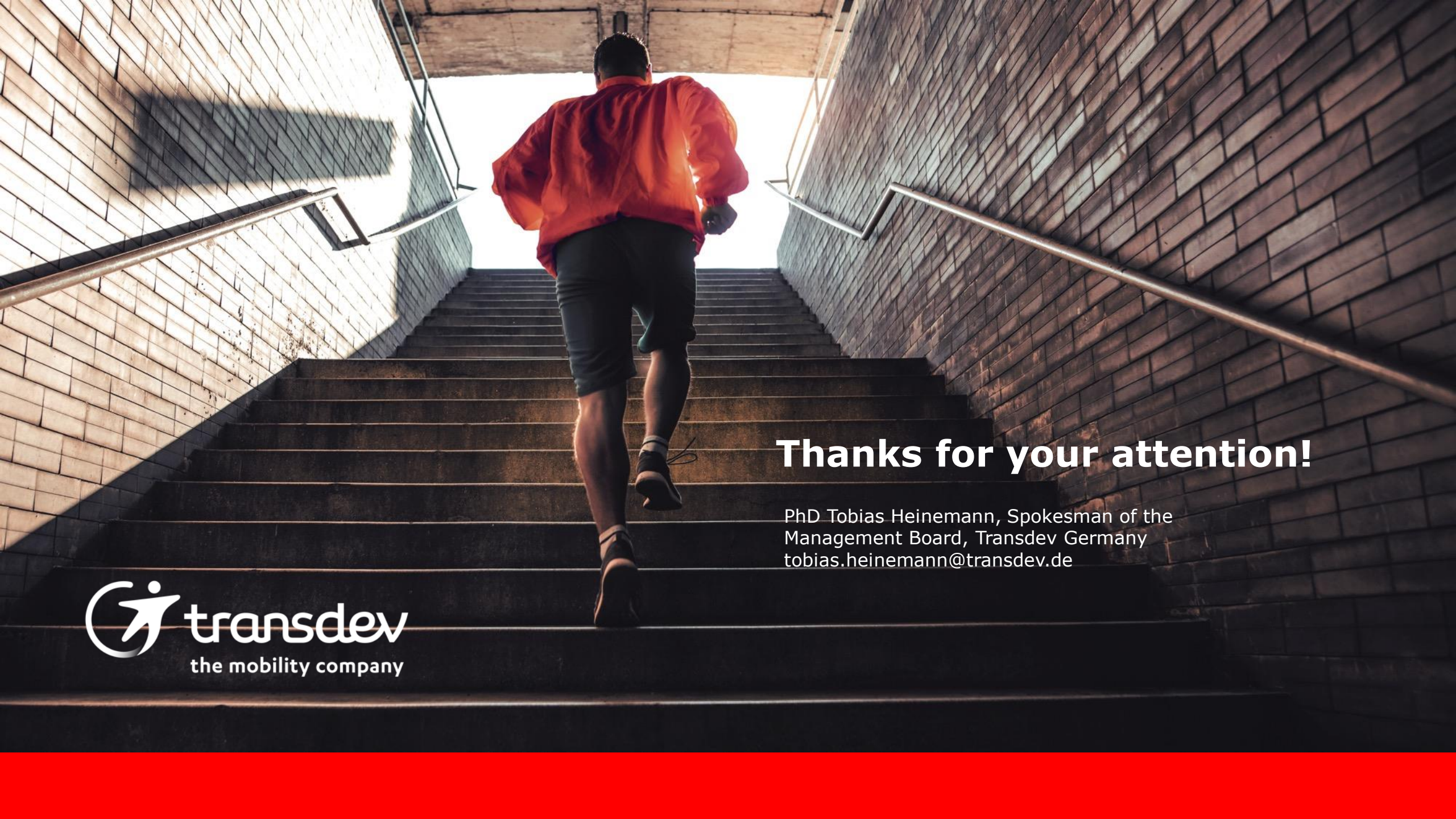


Transdev aims for the highest standards in safety, quality and sustainability.



Questions?





Thanks for your attention!

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