



# FLIXBUS



## Disrupting Transportation

June 2016



# Bringing Bus Service & Mobility Services to the 21st Century

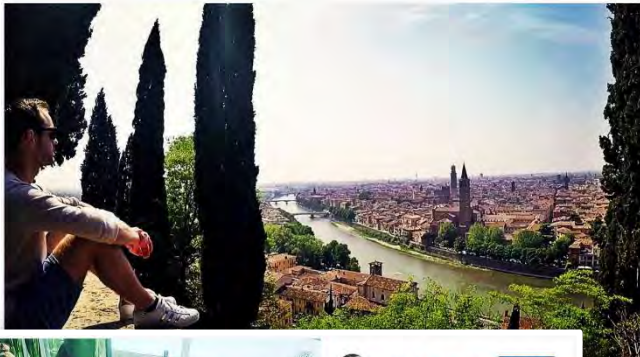
### The Past

A vertical collage of images representing traditional bus services. From top to bottom: a vintage white bus, a Wi-Fi icon with a slash through it, a white bus with dollar signs, a bus with passengers, a location pin icon with a slash through it, and a bus terminal.

### Today: FlixBus – The New Mobility Experience

A central diagram illustrating the modern FlixBus experience. A central FlixBus is surrounded by icons for Wi-Fi, a driver, passengers, food/drink, and charging. Below are images of a smartphone, a laptop, and a tablet displaying the FlixBus app. To the right is a map of Europe and a photo of a person using a QR code.

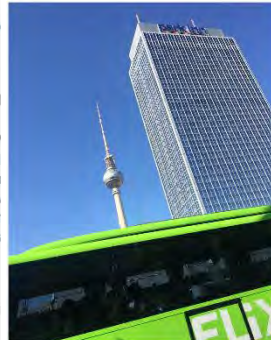
# Our customers love #flixbus @instagram



Gefällt 14 Mal

ianwhoehoe  
#romeoandju  
#schattigebru  
#skyline #viel  
#blueskies #f  
#fierljeppeng

♥ Füge ei



Gefällt 42 Mal

open\_minded\_tour Another beautif  
Safe Travels | #traveling #münchen  
#reise #traveler #spontaneous #be  
#deutschland #amieflixbus #fibus  
#busday #beautiful #weekend #f  
#parkin #alexanderplatz #farnst  
#picureoftheday #photooftheday  
reisen\_exklusiv 🌟🌟🌟

♥ #



FOLGEN

Gefällt 35 Mal

4Tage

katherine\_korot Bye @lerakim23 , bis bald  
💕💕💕  
#freundschaft#bisbald#freunde#erfurt#ver  
missen#bahnhof#flixbus#bye#freundin#tra  
urig#weinen#

♥ Füge einen Kommentar hinzu ...



Gefällt 70 Mal

world\_of\_uta\_model Forever fixing  
wow, I'm freaking busy since I came bac  
from south East Asia only a few days ag  
private banking conference in munich, t  
shooting in cologne and now I'm on my  
to Leipzig with @flixbus to rock OT Wor  
tradeshaw... Keep on moving 🚗 #trave  
#job #work #business #hostess  
#lovelyjob #flixbus #ontheroad #selfie  
#blonde #glasses #keepgoing #wande  
#nomad #busy #kingoftheroad #münch  
#munich #leipzig #green #bus  
flixbus @world\_of\_uta\_model we wish  
you a pleasant trip with FlixBus! Cheers  
Claudia from FlixBus

danny\_ghd Du bist o worst in Köln ?  
world\_of\_uta\_model Thanks Claudia  
@flixbus - everything perfect so far, our  
driver rainer is the coolest 🌟  
world\_of\_uta\_model @danny\_ghd : jaes

♥ Füge einen Kommentar hinzu ...

#travelmoments #happy  
#beautifulday  
#wanderlust  
#thanksofthememories  
#happiness #goodtime  
#bestfriends #memoriesforever



sofia\_schmidberger This perfect little trip  
to Heidelberg last year made me realise  
that you don't need to go far away to make  
beautiful memories. There is beauty in  
every place if you take the right people  
with you 🌟🌟🌟  
#theworldisabeautifulplace #throwbackto  
#heidelberg #holiday #castlegardens  
#waterfountain #flixbus  
#thanksofthememories #girlstrip  
#loveyouguys

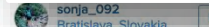
♥ Füge einen Kommentar hinzu ...



Gefällt 21 Mal

angelica\_dic #ROMA #rome #capitale  
#fontanaditrevi #viaggilowcost #flixbus #E  
#coinquiline #brasile&italia #happiness

♥ Füge einen Kommentar hinzu ...



Gefällt 40 Mal

sonja\_092 #bratislava #partyslava  
#gratistalava #escalava #weekend #f  
#friends #sunny #travelling #Vacati  
#welcomeshot #timeout #whogirls  
#goodtime #selfie #flixbus #yoio  
travel.mike Best party crew 🌟  
partyhard.sk 🌟🌟🌟

♥ Füge einen Kommentar hinzu ...



FOLGEN

Gefällt 15 Mal

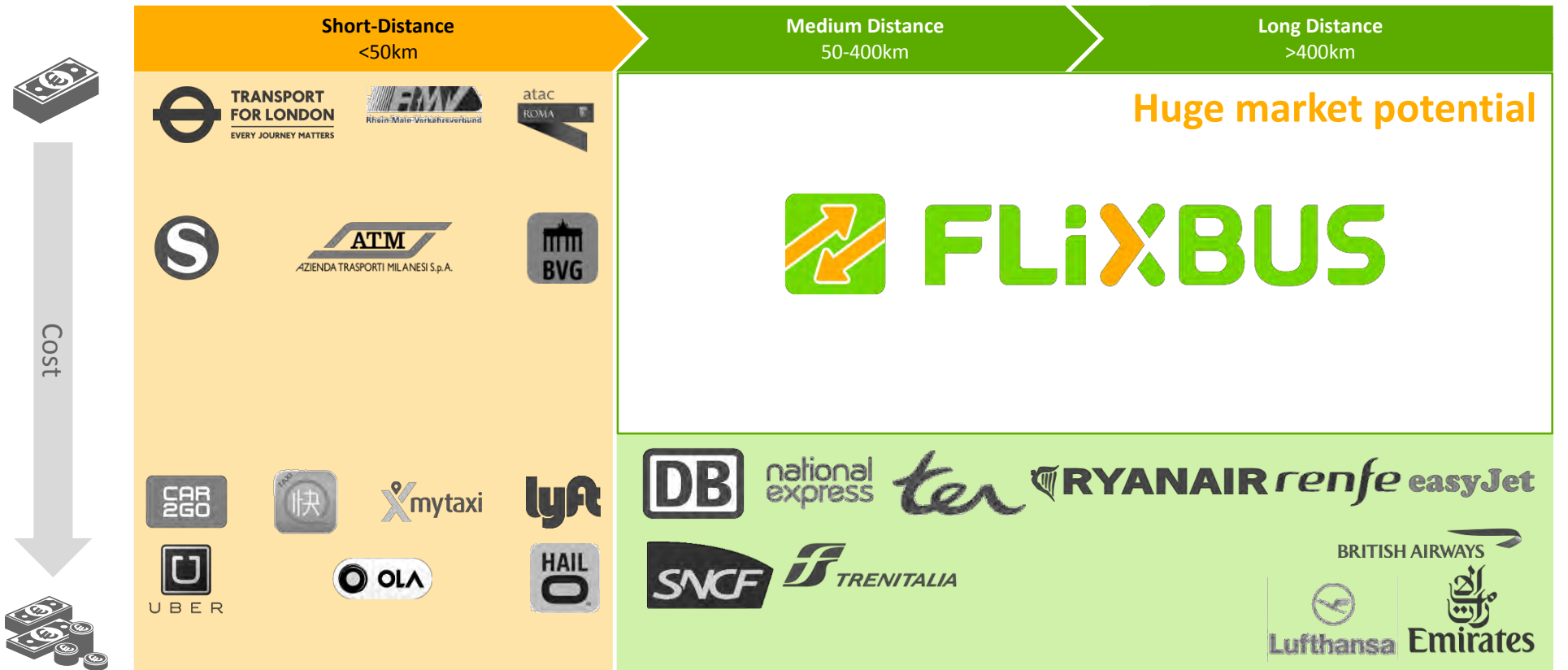
23561

anrichstindorthea Unvergessliche Tour!  
Tak! 🌟 #fliegenwärezuersch #flixbus  
#amsterdam #goodtimes  
#memoriesforever  
hanschi8 Heb dich lieb 🌟

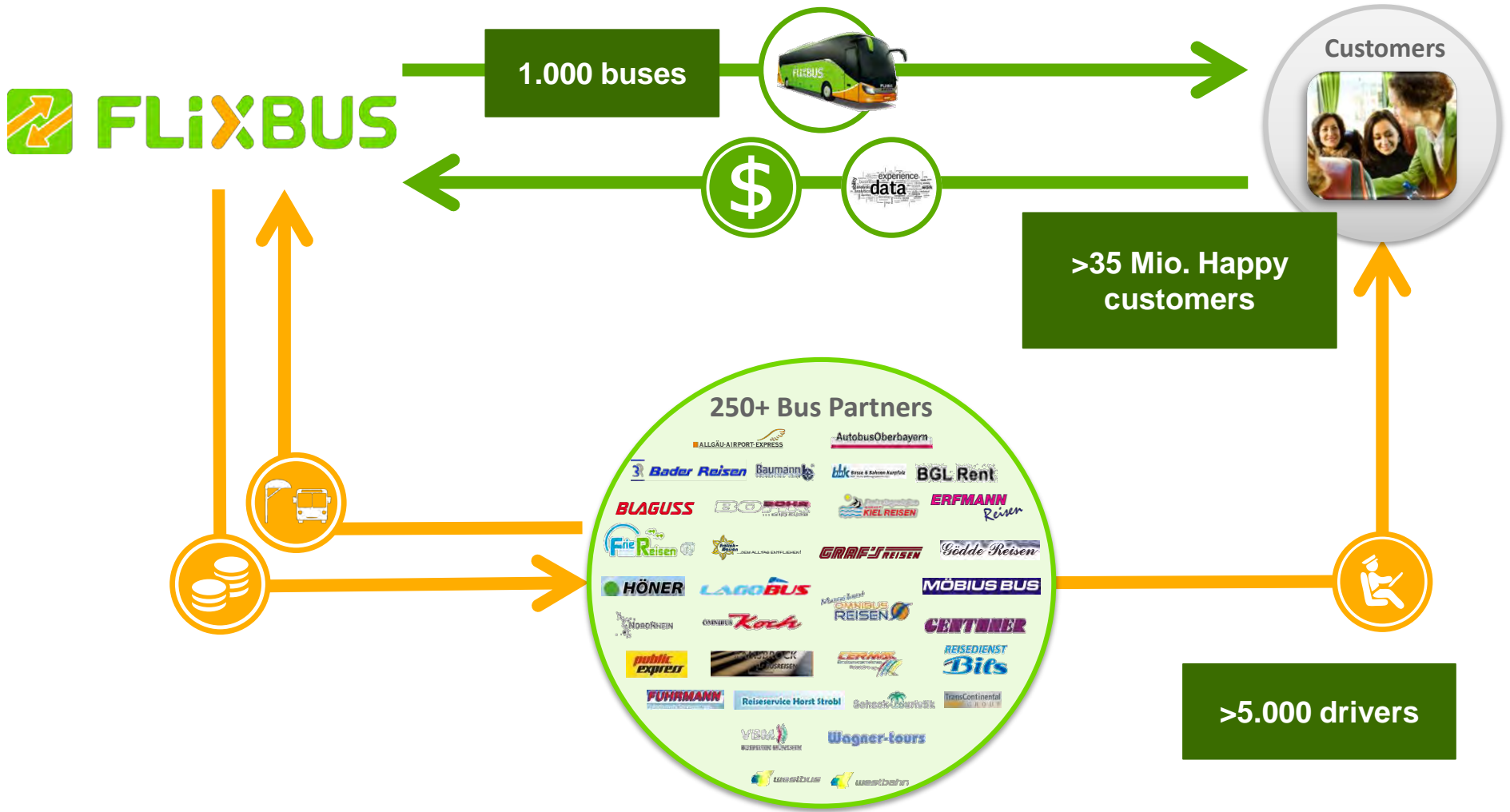
♥ Füge einen Kommentar hinzu ...



# Unlocking a New Global Opportunity



# How FlixBus Works



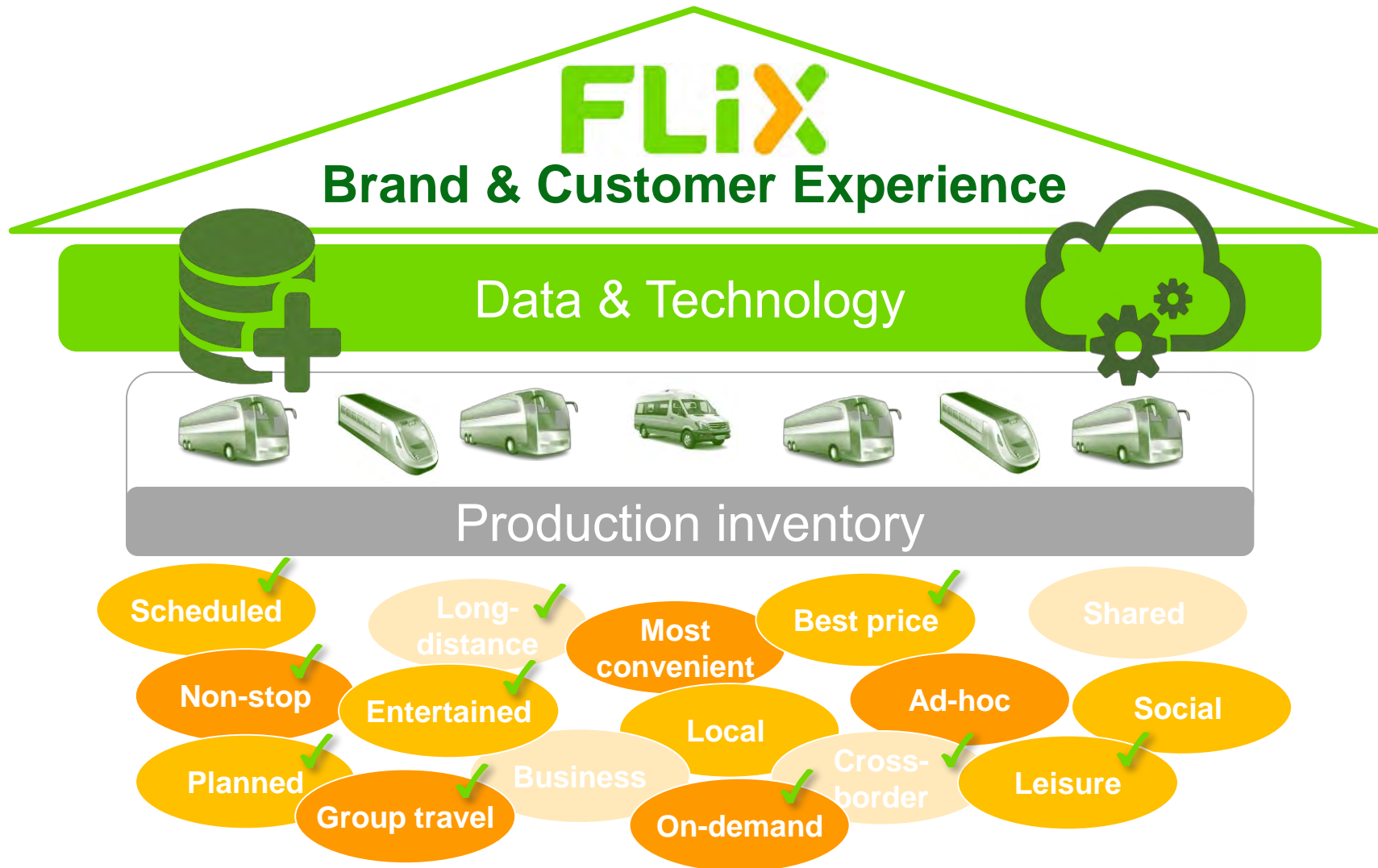
# Superior asset-light Business Model for fast scale-up



<p>Operating partner</p>			<p>&gt;300M€ asset invest 5.000+ drivers</p>

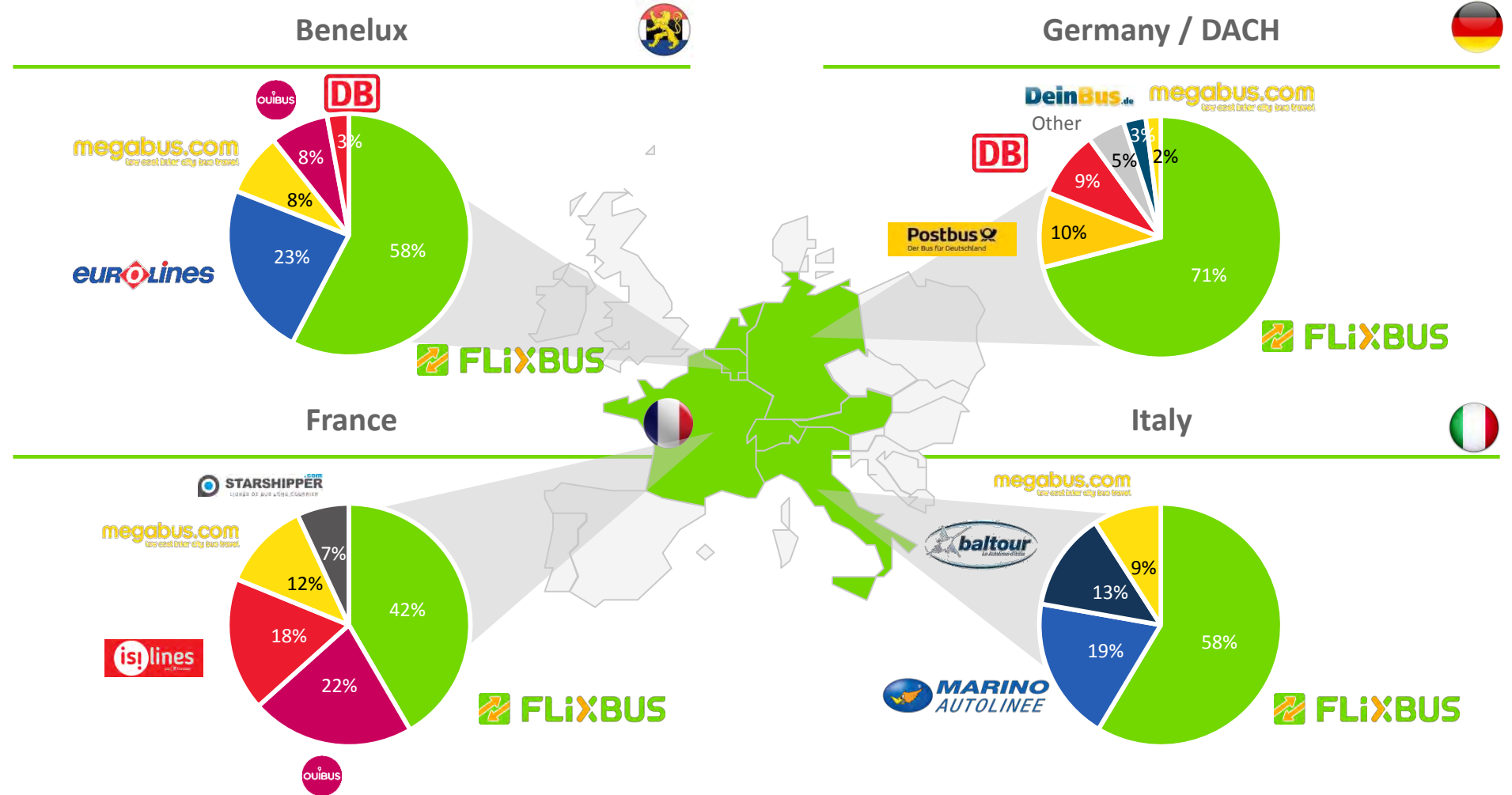


# Platform built on Tech and superior Customer Experience



# Strong Market Position across all major European Markets

Market Shares by Production Capacity in Driven Km<sup>(1)</sup>

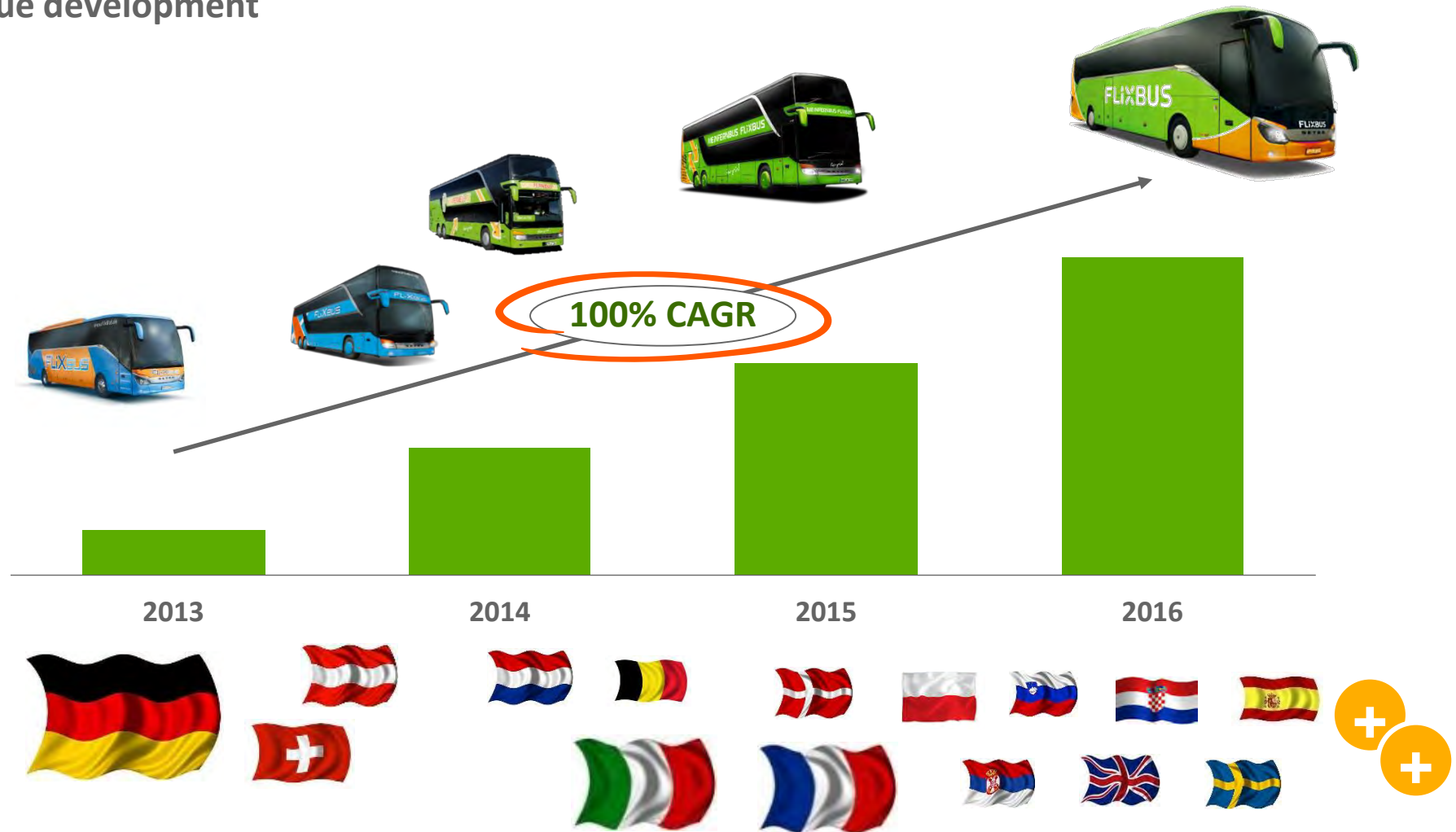


Note: 1) Estimated market shares for July 2016; Pure airport shuttles not included  
Sources: FlixBus network planning data; analysis of competitor timetables



# Unprecedented Growth alongside strong Internationalization

## Revenue development



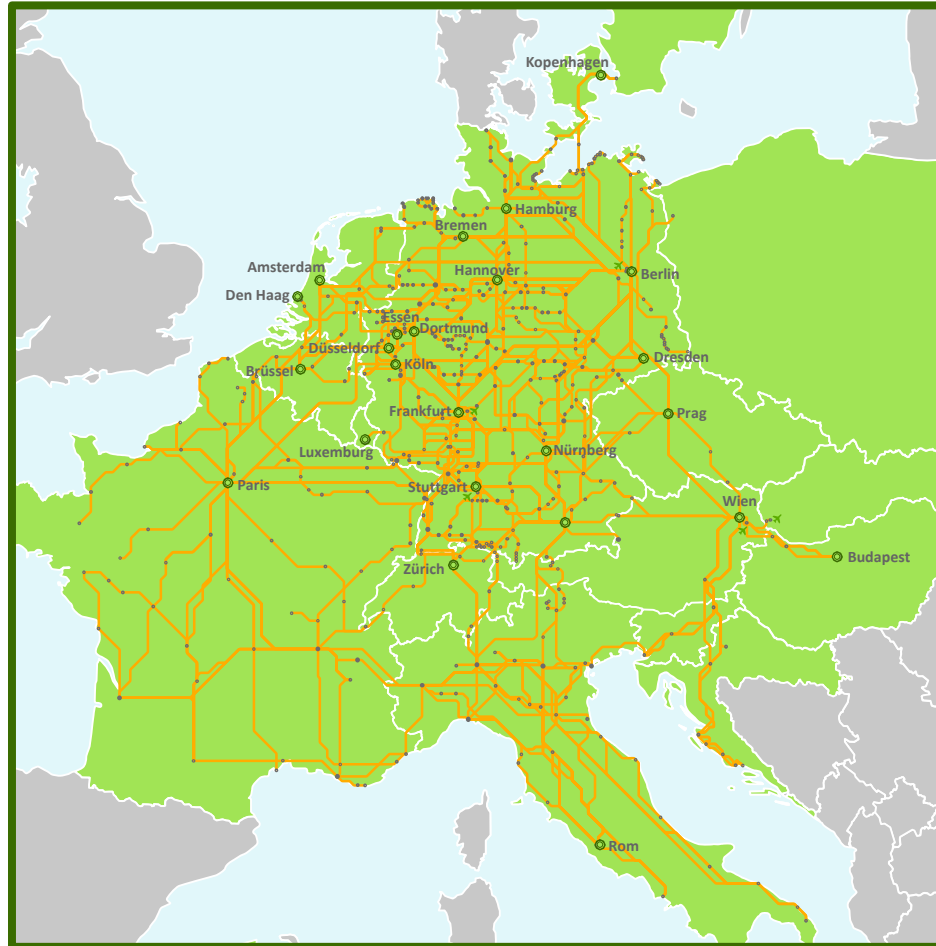
# Best-in-Class Network and Scale Effects

>100,000



Connections

1,000+



700+



Destinations

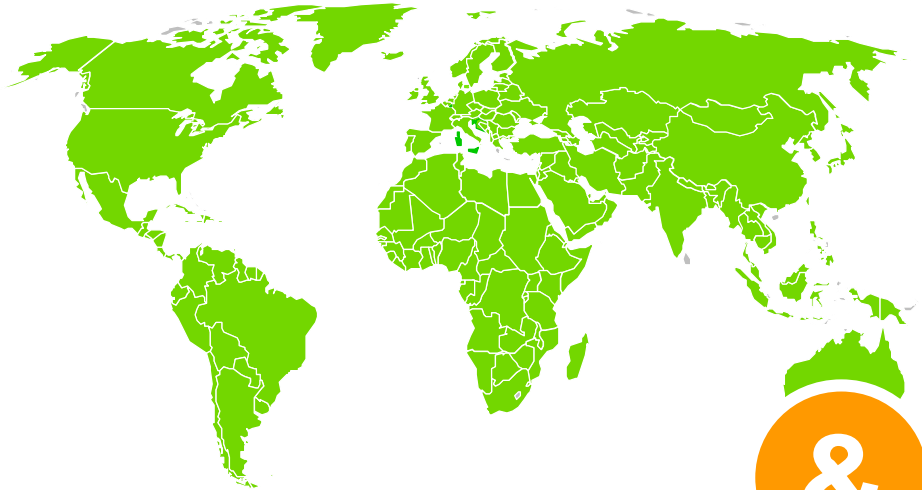
>40Mio



Happy  
customers

# What's next?

Make the world green!



Dominate the bus market