

Redgy Deschacht, Business Adviser Keolis

Keolis: an international leader in passenger transport



French
Company



15
countries



60,000
employees



3
billion
passengers



1.3
billion
railway passengers



5,-
billion
revenue

Keolis **operates and maintains**
public transport networks
in total safety

TOWARDS INTELLIGENT MOBILITY

Better use of space

Expert operating all transport modes



5,754 km lines
1,300 trains
12 networks
125M train km
627M psgrs/year



660 km lines
1,121 trams
16 networks
65 lines
660M psgrs/year



240 km lines
489 metros
5 networks
19 lines
925M psgrs/year



25,300 buses, coaches
and BRTs
1,600 buses using
alternative fuels



18 cities with bike sharing schemes

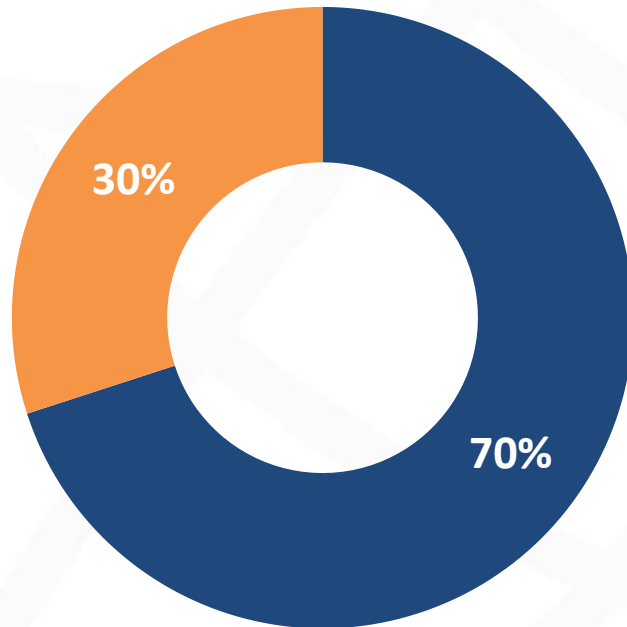


300 car parks and 138,000 spaces

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Better use of space

Keolis' shareholder structure



- 70% SNCF Participations
 - A long-term shareholder (15 years)
 - An industrial partner
- 30% Caisse de Dépôt et Placement du Québec (CDPQ)
 - A long-term shareholder (8 years)
 - Canadian pension fund focused on financial efficiency and stability

A long-term shareholding structure that supports Keolis' growth ambitions

Keolis in 2015

Revenue reaching 5 billion € (+ 12,2%)

In **USA, UK, Germany and Sweden** :
extention and consolidation in rail and light rail

In Sweden : new bus contracts (fleet 100% fossil free)

Multimodal player

in Australia (Melbourne & Gold Coast tramways + ATE)
and Denmark (tram-train contract)

In France : key player in multimodality transport and car parking (EFFIA)

KISIO : New solutions and service devision
=> PlanBookTicket via smartphone

Keolis in 2016 : evolution towards a full supplier of complete transport systems.

First phase of METRO HYDERABAD => showcase for other Indian megacities

Diversification of activities across all transport modes in EU, North America and Aurstalia

Develop strategic partnerships in the Middle East

France : - consolidation in the interurban market
- EFFIA : first implementation in Benelux

New Mobility solutions : strategic partnerships with LeCab & Navya

- **Public transport is a key component of Smart Cities**
- **Encouraging the use of public transport transforms cities into more « liveable » cities**

Keolis and smart mobility: energy

- **Use of alternative fuels**

- Largest fleet of « environmentally friendly » vehicles in Europe
- Largest fleet of hybrid vehicles in France
- Active participation in experiments: new, fully electric vehicles in Gothenburg
- The use of electricity: in Lyon 75% of travelers use electric powered vehicles

Keolis optimises energy savings

=> less pollution, less noise, an attractive public transport offer = more liveable cities

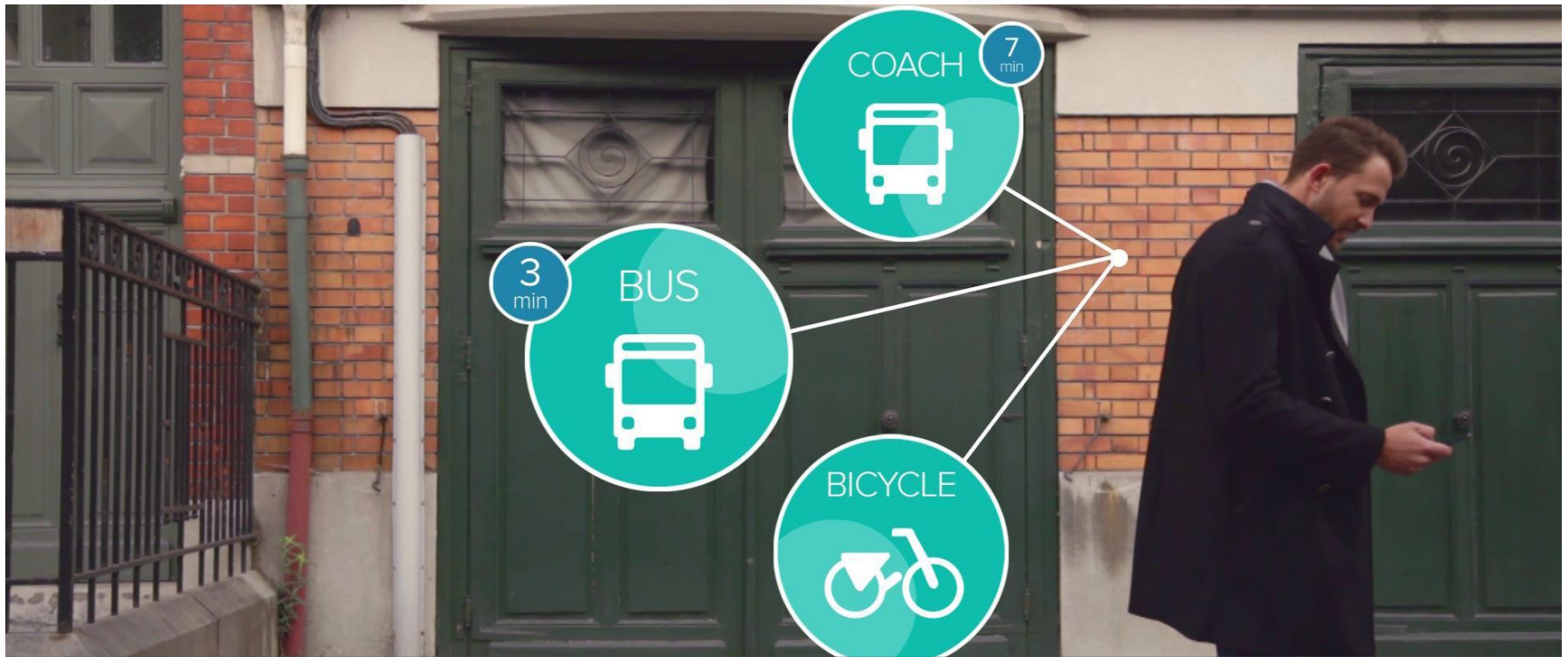


TOWARDS INTELLIGENT MOBILITY

Better use of space

Keolis and smart mobility: digital solutions

New mobility needs for a new passenger experience



Beyond multimodality,
need for simplification, innovation and customisation

TOWARDS INTELLIGENT MOBILITY

Better use of space

« Plan, book, ticket » platform: Keolis develops one unique solution for connected mobility



An end-to-end solution, with all journey-related services on one unique application, available on all mobile devices.

The plan-book-ticket platform



Passenger information as a priority

1. **Push Alerts** and **alternative itinerary** in case of disruption
2. **Multimodal itineraries**, combining all modes including cars, walking, parking, shared transport
3. **Customisation of the criteria** in the search engine of the trip planning solution



A distribution & purchasing solution adapted to PT needs

1. **100% online** distribution
2. An e and **m-commerce** solution providing an **intuitive** customer experience
3. A solution **compliant** with all PTA networks and **adaptable** to every local ticketing system



M-Ticket for a 100% online experience

1. One solution combining **NFC + CB2D**
2. A solution compliant with **all smartphones**

Intelligent solutions: why? for who?

- **To answer to citizen's new needs**
 - « be connected »
 - Social responsibility
- **To improve the passenger experience**
 - Comfort, cleanliness, real time information
 - Integrated journeys
- **To increase the use of public transport:**

=> It is important to find the right balance between anticipating emerging trends and launching solutions that nobody wants

Developing intelligent solutions in a « smart » way

- **Thinking like a passenger**

- This is part of Keolis' DNA. We place the customer, PTA or passengers, at the heart of our approach
- We innovate, in partnership with PTAs, towards a common goal: increase the use of Public transport and deliver service excellence to passengers.

What impact does ITS have on the PT sector?

- **We work differently**
 - Collaboration with start ups: Masabi (ticketing), Moovit (maps), Tripndrive (carsharing), LeCab(taxi), Navya, etc.
- **We share our data**
 - Real time information
 - Open Data

Thank you for your attention

Q & A