

PRESS RELEASE 08/01/2015

MeinFernbus and FlixBus Become One with the Aim Being to Establish a Europe-Wide Bus Network

++ Two German success stories set their sights on Europe ++ MeinFernbus FlixBus: "1.000 green buses at the end of the year" ++ Unique Startup-Strategy based traditional mid-tier industry ++ 10.000 new Jobs since liberalization of the German market ++ New growth investor General Atlantic ++

Berlin/Munich, January 8, 2015 – [FlixBus](#) and MeinFernbus become one. Germany's two largest bus service start-ups plan to pool their strengths to build a pan-European bus network. Over the next few months, Berlin-based MeinFernbus and Munich-based FlixBus will be connecting their national networks to create a comprehensive range of routes. Together with their 170 bus partners both companies aim to take Europe by storm.

Jochen Engert, co-founder of FlixBus: ***"We are pooling our strengths to achieve a shared aim and have our sights firmly fixed on Europe."***

Torben Greve, founder of MeinFernbus: ***"Buses will soon be running more frequently, journey times will reduce, and tickets will still be the same great value. All thanks to what will soon become Europe's best bus network. In the next months, we will connect new destinations in Europe, such as Brussels and Paris. Additionally, new nightlines will connect all the main axes and the largest European cities. This way our passengers can reach their destination safe and sound asleep. "***

While they each bring different strengths to the table, the success of the two start-ups is based on a similar business model: they both combine innovation with the experience and quality of their bus partners.

André Schwämmlein, co-founder FlixBus said: ***"Right from the start, the founders of both companies have aimed for rapid growth, a comprehensive route network, and partners instead of simple subcontractors. Therefore, innovation, entrepreneurial spirit and a***

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powerful European mobility brand come together with the experience and quality of a traditional mid-tier industry. Instead of working against each other our SME partners can now work together.”

Besides a new way to travel, the liberalization of the German market and the boom of long-distance buses promoted middle and small economies all over the country. The success story “Made in Germany” is born from small and medium sized enterprises and created about 10.000 new employments in the last three years. Besides the two startups established new travel comfort standards and a powerful international mobility brand.

André Schwämmlein: ***„Our strategy and our close cooperation with other businesses is internationally unique. Through two years of tough competition, we have made each other strong. Now we can use this experience from the German market to compete internationally. Our mutual aim is 1,000 green long-distance buses by the end of the year.”***

An investment by global growth investor General Atlantic will enable the newly combined company to expand its network across Europe. Jörn Nikolay, Head of General Atlantic in Germany: **“Bus travel is a dynamic industry and has an enormous growth potential in Europe. Since the market opened up in early 2013, bus travel has grown tremendously – and is poised to grow even further. As a growth investor, General Atlantic is supporting a merger between two leading players. In doing so, we are strengthening the equity base of the resulting company and supporting the founders of MeinFernbus and FlixBus in their European expansion efforts.”**

Alongside General Atlantic, current FlixBus shareholders Holtzbrinck Ventures and UnternehmerTUM are also providing the new company with financial backing.

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MeinFernbus and FlixBus – Two German Success Stories set their sights on Europe

About MFB MeinFernbus GmbH

Torben Greve and Panya Putsathit founded MeinFernbus GmbH in Berlin in 2011. Both CEOs are experienced travel and transport experts who gained their knowledge while working for established corporations such as Deutsche Bahn AG in the fields of network planning, sales and distribution, and service. With 320 buses serving 241 destinations over 88 routes, MeinFernbus operates independently of large travel and transportation corporations. The company's first green bus took to the road in April 2012, serving four destinations on a route through southern Germany. At the end of 2013, one year after the lifting of Deutsche Bahn's monopoly on the industry, MeinFernbus launched 40 routes and 135 destinations in Germany and became clear Leader of the German market.

About FlixBus

Jochen Engert, André Schwämmlein and Daniel Krauss founded FlixBus in Munich in 2011 with the aim of offering a great-value, comfortable, and sustainable alternative in the long distance travel industry. On February 13 2013, FlixBus was the first company to operate a route under the new legislation and by the end of the year was the first bus company with a Germany-wide city network. Thanks to its "excellent value for money," high standards of comfort, and transparency throughout the booking process, FlixBus came out on top in a study carried out by Stiftung Warentest. Furthermore, FlixBus was named as Best Start-Up 2014 at the Bayerischer Gründerpreis (Bavarian New Business Awards). For more information, please visit www.flixbus.com/company/about-flixbus.

From the very beginning both start-ups have embodied the experience and quality of working hand in hand with German, Swiss and Austrian bus companies. The teams in Berlin and Munich will be handling network planning, customer service, marketing, ticketing, pricing, and sales – thus establishing the two largest bus networks and two strong, nationwide bus brands. Regional bus partners will be responsible for the day-to-day running of both the routes themselves, and a fleet of buses with consistent levels of comfort based on the highest quality and safety standards. Therefore, innovation and entrepreneurial spirit will continue to harmonize with the experience of these two traditional bus companies. Passengers will benefit from a comfortable, sustainable, and great-value travel alternative from two nationwide networks. The aim is now to firmly establish the new company at a European level.

About General Atlantic

General Atlantic is a leading global growth equity firm providing capital and strategic support for growth companies. General Atlantic combines its collaborative global approach, sector specific expertise, a long-term investment horizon and a deep understanding of growth drivers to partner with great management and build exceptional businesses worldwide. Established in 1980, General Atlantic has approximately \$20 billion in assets under management and more than 95 investment professionals based in New York, Greenwich, Palo Alto, Sao Paulo, London, Munich, Amsterdam, Beijing, Hong Kong, Mumbai and Singapore. For more information, please visit www.generalatlantic.com.

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