

## PRESS RELEASE

### **From startup to Europe's number one provider**

**++ FlixBus acquires Megabus (Stagecoach Group plc) ++ BritlN: six times per day from the Continent to the UK ++ Customers benefit from a larger network and green service quality ++ Network expansion and new target groups: FlixBus expects 50% passenger volume growth in 2016 ++ New routes and domestic network in CEE ++**

**Munich/Berlin/London, 30/06/2016** – [FlixBus](#) is taking over Megabus' retailing business in the Continental Europe. The FlixBus management announced more details about the acquisition at today's press conference in Berlin.

Launched in 2013 as a startup in Germany, FlixBus now offers the most extensive bus network in Europe with 100,000 daily connections to 20 countries. In addition, FlixBus operates domestic networks in Germany, Austria, France, Italy and the Netherlands.

Megabus is part of Stagecoach Group plc and operates long-distance buses in the UK and North America. In 2013, the British group launched first cross-border routes from London to Paris, Amsterdam or Barcelona. In 2014 and 2015, Megabus added domestic networks in Germany, France and Italy.

### **BritlN – six times per day connecting the UK to the Continent**

The acquisition was signed on 28 June and includes the Megabus retailing business in Germany, Italy, France, Spain and Benelux as well as cross-border services to London. In a first step tickets for the Megabus-connections will be available via FlixBus online ticket shop and app. Megabus will continue to operate as a FlixBus contractor. Therefore, the number of rides between London and the Continental Europe will increase up to six times per day. André Schwämmlein, FlixBus founder and managing director: „Our aim is to integrate existing Megabus-routes into our network until the end of this summer. Our customers will then have easy access to an even better offer. “

### **Megabus-customer to benefit from „green service quality“**

Regarding the service, the green terms and conditions will be acquired. André Schwämmlein: „Booking fees will be dropped, travellers will benefit from the green and high-quality service.“

#### **Press Contact**

Bettina Engert (FlixBus, Head of Corporate Communications)  
Birketweg 33 – 80639 Munich - Germany  
press@flixbus.com // tel: +49 89 235 135 132

Cancellation or rebooking on the FlixBus website is free of charge and possible up to 15 minutes before departure. With the FlixBus mobile app, customers can check travel information, book their ticket and use the navigation tool to find their bus stop. The paperless check-in is possible via QR code.

### **FlixBus expects 50% passenger volume growth in 2016**

In 2015, the newly introduced long-distance buses in Germany transported more passengers than domestic flights for the first time ever. Jochen Engert, FlixBus founder and managing director: “Not only by expanding our network all over Europe, but also by improving our green product, we develop new target groups. In 2016, we expect 50% growth of the last year’s passenger volume. The European mobility market is still highly competitive, but FlixBus has already changed the way people travel.”

### **FlixBus goes east – new routes connecting CEE countries**

At the beginning of this year, FlixBus announced its expansion towards Central and Eastern Europe (CEE region). A few weeks ago, the startup launched its first connections in Croatia and Slovenia. From today, the new green FlixBuses are also going to link Romania’s capital Bucharest. Therefore, FlixBus extends its network and now offers daily connections to 900 destinations in 20 countries. André Schwämmlein: “Next step in the CEE region will be to add more destinations to our international network as well as domestic services in Croatia.”

### **Challenge startup spirit**

Founded as three man operation, the FlixTeam now consists of 1,000 employees at offices in Berlin, Munich, Paris, Milan and Zagreb. As a combination of a tech-startup, e-commerce-platform and transportation company, FlixBus was able to disrupt the European travel market and beat even global players on their home turf. Jochen Engert: „Our major challenge will now be to maintain our green startup spirit, despite the actual size of the company. It is the motivation of our team to make it all happen.”

#### **Press Contact**

Bettina Engert (FlixMobility, Head of Corporate Communications)  
Birketweg 33 – 80639 Munich - Germany  
press@flixbus.com // tel: +49 89 235 135 132

Corporate news and images - free to download and publish - in the [FlixBus newsroom](#).



[Image download "New brand for Europe"](#)



[Image download "FlixBus green mobility"](#)

### About

**FlixBus** is a young European long-distance mobility provider. Since 2013 it has been offering an alternative, comfortable and green way to travel, which suits every budget. Thanks to smart network planning and a state-of-the-art backend-system, FlixBus provides Europe's largest intercity bus network with **100.000 daily connections** to **900 destinations** in **20 countries**.

Founded and launched in Germany, the former start-up embodied the experience and quality by working closely together with the regional SME industry. From the headquarters in Berlin, Munich, Paris, Zagreb and Milan, the FlixBus team handles network planning, customer service, quality management, marketing & sales as well as business and technological development. Regional bus partners – frequently family-run companies built on generations of success – are responsible for the day-to-day running of routes and a fleet of green buses, all with the emphasis on the highest comfort and safety standards. Therefore, innovation, entrepreneurial spirit and a powerful international mobility brand go hand in hand with the experience and quality of a traditional mid-tier industry. By means of this internationally unique business model, the green FlixBuses have transported millions of customers all over Europe and created thousands of new jobs in the industry.

[www.flixbus.com](http://www.flixbus.com)

### Press Contact

Bettina Engert (FlixBus, Head of Corporate Communications)  
Birketweg 33 – 80639 Munich - Germany  
press@flixbus.com // tel: +49 89 235 135 132