



OUIGO— MORE TRAVEL FOR ONE AND ALL



HIGH-SPEED RAIL AT SNCF

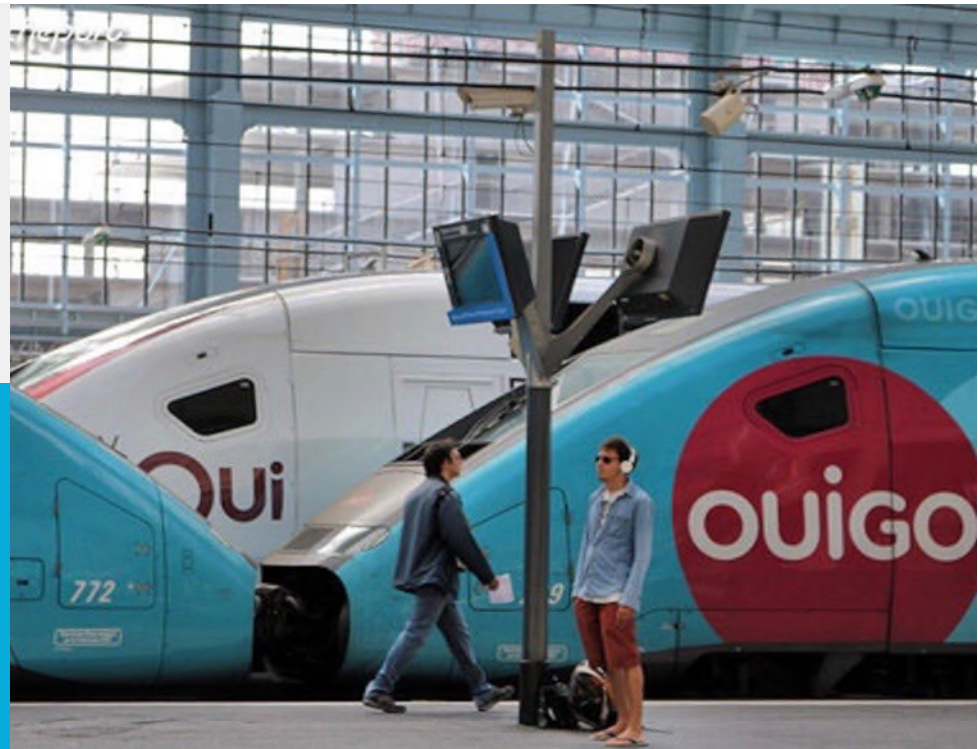
2 COMPLEMENTARY OFFERINGS

TGV
!nOui

**DELIVERING
A PERSONALIZED
& CONNECTED
TRAVEL
EXPERIENCE**

OUIGO

**HIGH-SPEED RAIL,
ACCESSIBLE FOR
ONE AND ALL**



AN ALL-NEW BUSINESS MODEL

LOWER PRODUCTION COSTS = LOWER FARES

MAXIMIZED ROLLING STOCK ROTATION

ALL MAINTENANCE CARRIED OUT AT NIGHT

INCREASED TRAIN CAPACITY

TICKETS SOLD EXCLUSIVELY ONLINE

+25%

more seats than a TGV Duplex

1,268

passengers per train

EQUAL TO

5 AIRBUS A320s



ouigo



OUIGO'S MAGIC FORMULA

REDUCED COSTS X HIGH-SPEED RAIL = MORE LOW-COST TRAVEL FOR EVERYONE, ALL YEAR LONG!

1. SIMPLE, ACCESSIBLE PRICING

Different prices for different stations of departure

- **€10** - Suburban stations
- **€16** - Paris-Montparnasse and Paris-Est stations
- **€19** - Paris-Lyon station



For children up to age 12:

- One price—**€8**—for all trains departing stations in central Paris
- And just **€5** for all other trains



2. EARLYBIRDS BENEFIT

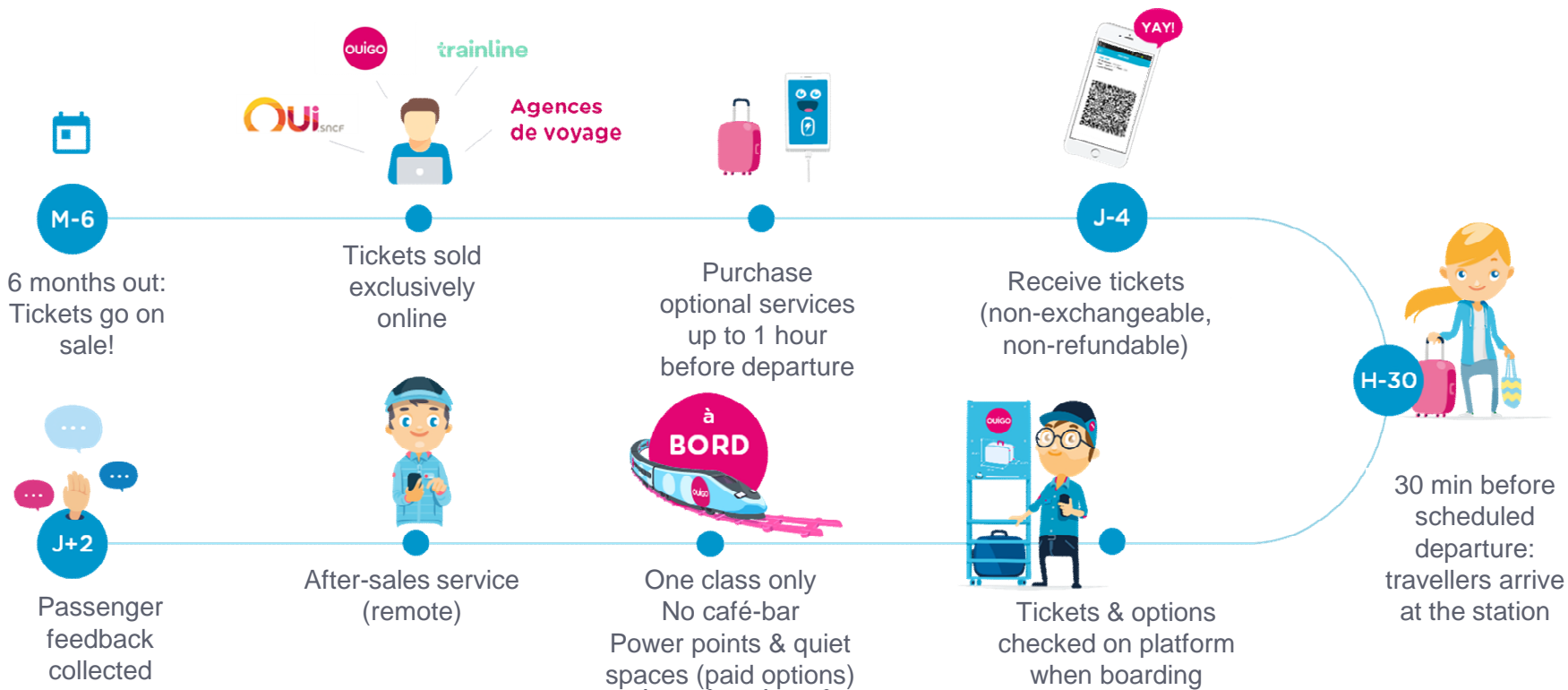
The earlier you buy your tickets, the lower the price

3. À LA CARTE OPTIONS

Simple, functional, low-cost options

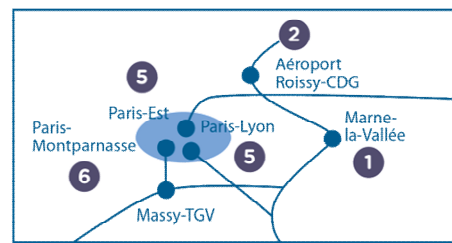
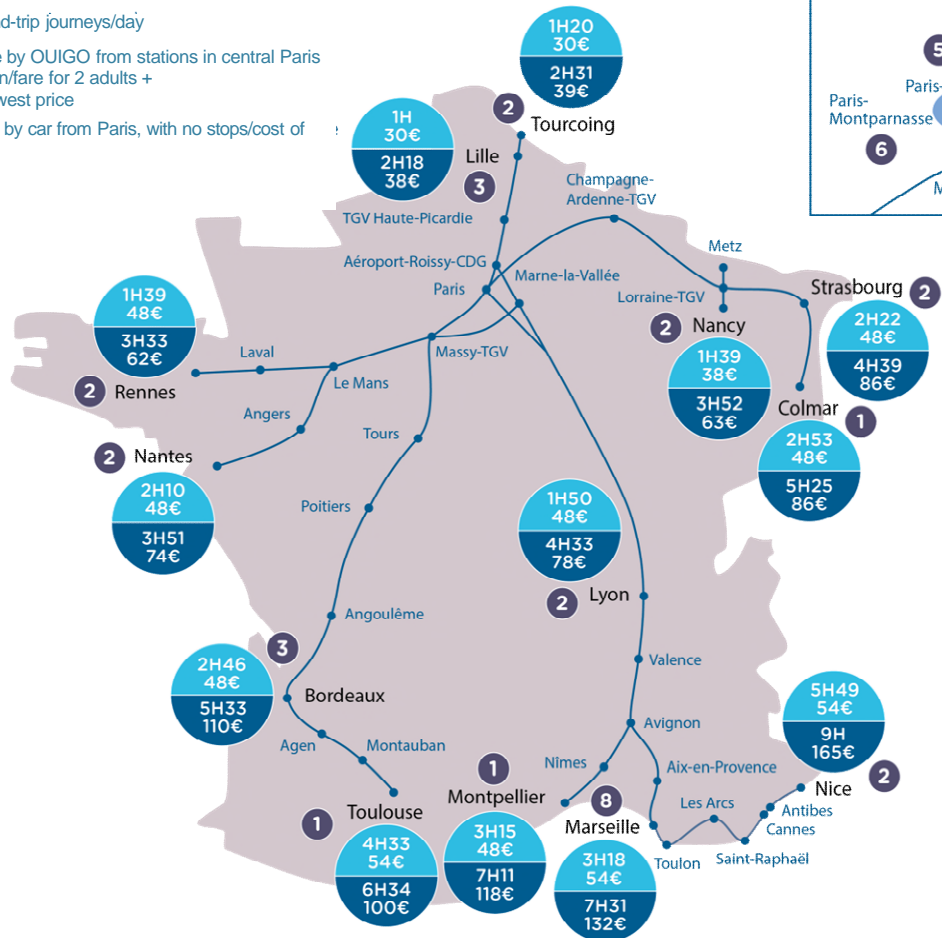
- Power point at seat **+€2**
- Quiet space with power points booked in advance for ages 12 and up **+€5**
- Large or additional luggage items **+€5**
- Travel info updates by SMS **+€1**

CUSTOMER COUNTDOWN—STEP BY STEP



OUIGO vs AUTOMOBILES

- Number of round-trip journeys/day
- Best travel time by OUIGO from stations in central Paris and Paris region/fare for 2 adults + 2 children at lowest price
- Best travel time by car from Paris, with no stops/cost of fuel and tolls





52

DAILY TRAINS
(OUT- &
INBOUND)



40

DESTINATIONS



1100

≅ passengers
per train



2

million

≅ children / year



RESULTS AT YEAR-END 2019



17%

OF HIGH-SPEED
RAIL TRAFFIC



17.5M

TRAVELLERS



40+

DESTINATIONS



52

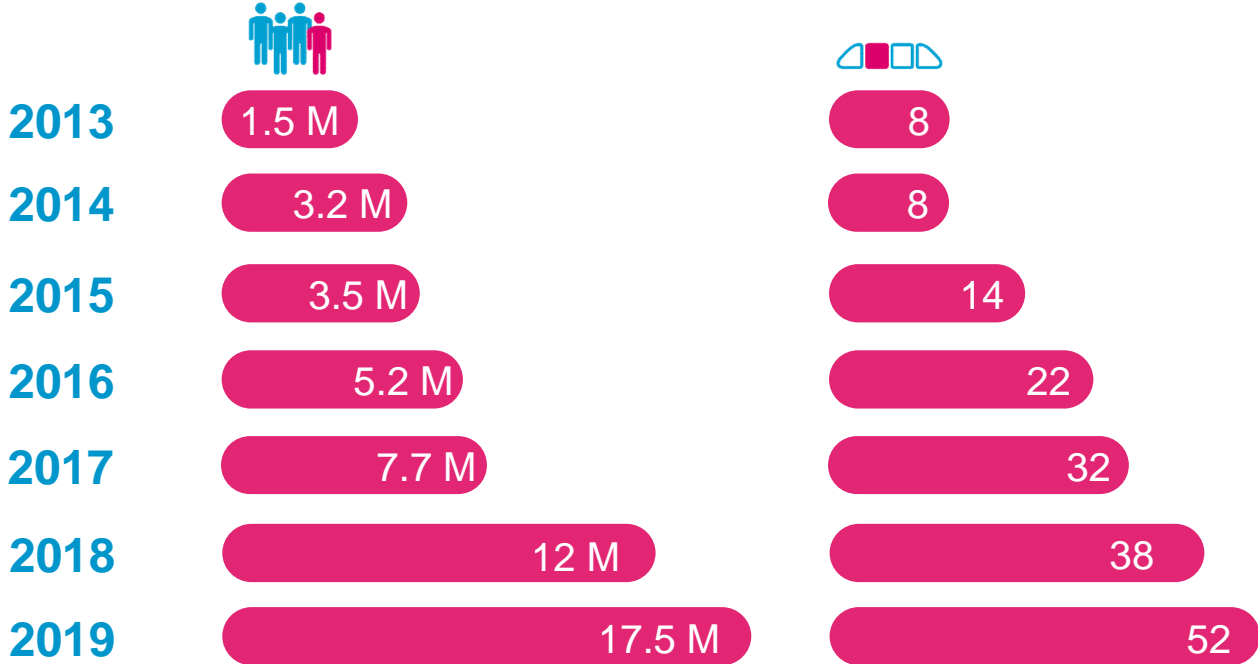
DAILY OUT- AND
INBOUND TRAINS



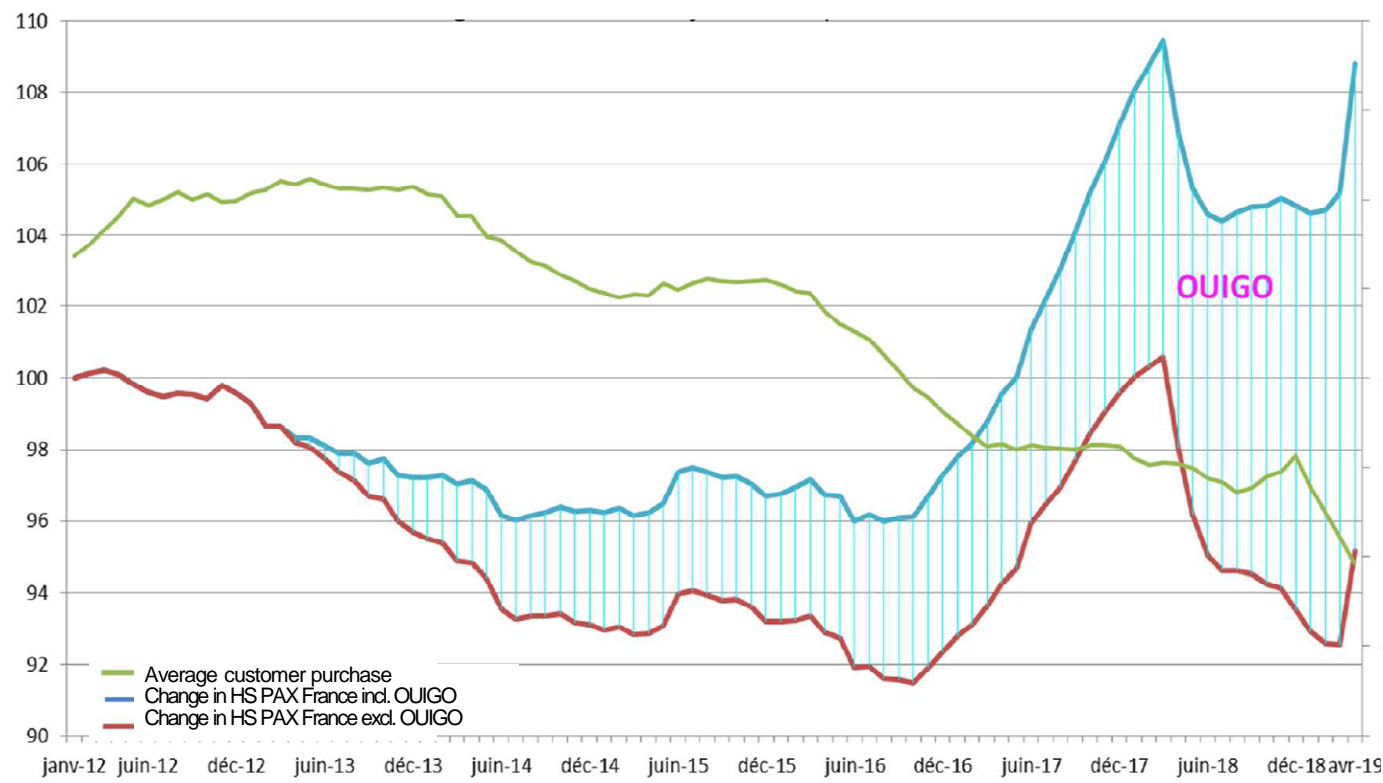
SCALING UP HIGH-SPEED RAIL—5 YEARS ON

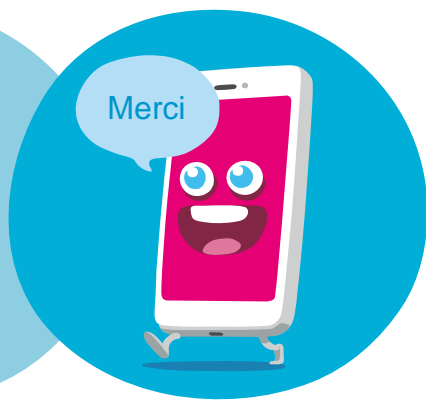
NUMBER OF TRAVELLERS

NUMBER OF TRAINS



HIGH-SPEED RAIL FOR ONE AND ALL





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SNCF VOYAGES - DIRECTION OUIGO

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LET'S GO!