



# Rail Europe

2023

# Rail Europe is the world's No. 1 distributor of train tickets and passes

Rail Europe is a global travel tech company and the reference brand for European train booking.

We have been the trusted partner of the travel industry and train operators for 90 years. Our rail experts provide technology service solutions to over 15,000 travel professionals in 70 countries. International travellers can book their European train travel directly on our state-of-the-art booking website and app. We sell around 2.5 million European train tickets a year.

Our catalogue of products features more than 100 brands such as SNCF, SBB, Eurostar, Thalys, Trenitalia, Italo, DB, Renfe, ÖBB, SNCB, NS, OUIGO Spain and National Rail, and rail passes including the Swiss Travel Pass and Eurail Passes. Rail Europe has collaborators worldwide and is headquartered in Paris.

**Unparalleled access** to a wide range of rail products from over 100 European brands

**Catering to travellers** from all over the world

**Seamless rail** travel planning and booking

Multiple payment options in different currencies

**Providing expert service** to 5.5 million travellers a year before, during and after their journeys

# Our story

**1932**

Founded in New York to promote Paris to Lyon

**1946**

Offering expands to full range of SNCF products

**1990**

Rail Europe, Inc. is established in New York. Euronet launches

**2002**

Rail Europe Inc. acquires DER Travel Services in Chicago

**2006**

First booking on RE4A website

**2015**

Rai Europe Inc. and Rail Europe A4 converge into a single business unit: Rail Europe

**2018**

B2B booking system is replatformed (Easy Rail Access)

**2020**

Rail Europe SAS, North America, UK and Australasia become a single commercial entity



**1959**

Sales of Eurail passes begin

**1995**

Rail Europe Australasia is established in Paris

**1996**

First online booking is made on raileurope.com

**2003**

Rail Europe Australasia representation expands to include South America and Africa, establishing RailEurope 4A

**2010**

Customer Care Centre opened in Mumbai

**2016**

Rail Europe acquires Rail Plus in Australia and New Zealand

**2019**

Loco2 rebrands and becomes Rail Europe

**2022**

Hivest Capital Partner acquires Rail Europe

**2023**

Rail Europe rebrands

# A global footprint



# Key figures

Around **200 Rail Europe staff members** worldwide

**Headquartered in** Paris, France

**€418 million** in business volume in 2019

**Teams based in** France, Australia, India, China, and the US

**Sales** in more than 70 countries

**Internal Customer Care Centres** in Mumbai and Paris

**More than 15,000** travel agencies work with us



**A unique local presence**



# Travellers we serve



## Families

“Travelling by train with our children allows us to spend quality time together as a family.”



## Couples

“There's nothing more romantic than sitting back with your sweetheart and watching the scenery go by.”



## Seniors

“Now that we're retired, we love taking advantage of slow & sustainable travel.”



## Youth

“It's a great way for my friends and I to explore Europe on a student budget without sacrificing comfort and convenience.”



## Business

“Sustainability is one of our company's core values. Train travel is green, comfortable, and gives me the freedom to work on the way.”

# Rail passes



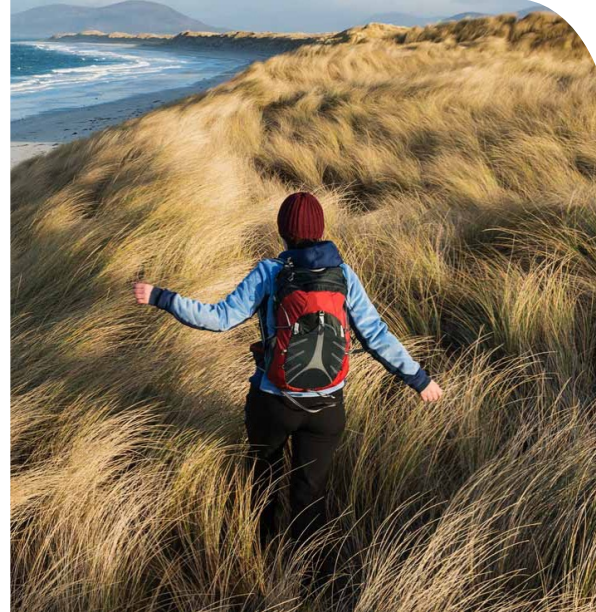
## Eurail One Country Mobile pass

- Travel in one of 33 countries
- Consecutive & Flexipass options
- Up to two children under 11 travel **FREE** with an adult
- **NEW:** Scandinavia & Benelux



## Swiss Travel Pass (E-pass)

- Travel by train, boat & bus in Switzerland
- Consecutive & Flexipass options
- Discounts on mountain excursions
- **FREE** Museum Pass (over 500 museums)
- Children travel **FREE** with an adult



## BritRail England Pass

- Travel throughout England
- Consecutive & Flexipass options
- Mobile pass available
- Children travel **FREE** with an adult



## Passholder fare

- Rail passes offer the ultimate freedom of multi-journey travel in Europe. In 2023, Rail Europe is adding Passholder fare to its catalogue, so you can book both your passes and your journeys with us. Coming soon!

# Why travel by train?

01

## Central

Unlike airports, train stations are located in city centres, so travellers can begin exploring on foot or via public transportation.

02

## Comfortable

Trains are comfortable with spacious seating, ample legroom, and designated areas for luggage.

03

## Eco-friendly

Trains are an eco-friendly form of travel with a small carbon footprint. And high-speed trains are 3x more energy efficient than regional trains.

04

## Experience

Enjoy diverse experiences. Watch rolling landscapes pass by, stretch your legs as you walk through the train and chat with locals and other travellers.

05

## Economic

There is a product at every price point—from basic to luxury. Rail passes and train tickets fit the needs and budgets of all different kinds of travellers: adults, seniors, youth, children, groups, and families.



# Why choose us?

With over 90 years of experience, we have an in-depth knowledge of rail products and train operator technologies.

- Get easy access to **user-friendly booking systems** and API connections
- We have **a strong network** of key accounts & travel agents across the globe.
- We are **specialized in B2B distribution** and have the biggest market share in the industry.
- We have **a stellar reputation and a wealth of experience** in the travel industry, which means key insights and expert staff.
- We offer **allowances** for key accounts.
- We offer **support in local languages**, including business development, marketing, training, fam trips, incentives, brochures, and train itineraries.



# Focus: consumer website

The screenshot shows the Rail Europe website interface. At the top left is the Rail Europe logo. The top navigation bar includes links for 'Discover', 'About Rail Europe', 'Travel agencies', and 'Help', along with language and currency dropdowns for 'English' and 'EUR', and a 'Log in / Register' link. The main content area is split into two sections. On the left is a search widget with tabs for 'Train & bus tickets' and 'Rail passes'. The search form includes 'From' and 'To' input fields, a 'Departing' date selector set to 'Today, Now', and a 'Passengers' section with 'Adult (26-59yr)' and a count of '1'. There are also checkboxes for 'Add railcard' and 'Show more bus results', and a 'Search' button. On the right is a large promotional banner with the headline 'Buy European train tickets, the safe and simple way'. Below the headline are three key selling points: 'Easy, fast and cheap', 'Pay in EUR, GBP, USD, CAD or AUD', and a 4.5-star rating based on 66,834 reviews. At the bottom of the banner are 'GET IT ON Google Play' and 'Download on the App Store' buttons. The background of the banner is a scenic view of the Tower Bridge in London.

## Discover Europe by train



10% off Eurail & Interrail Passes for a



Springtime in Paris and beyond



The Rugby World Cup comes to France

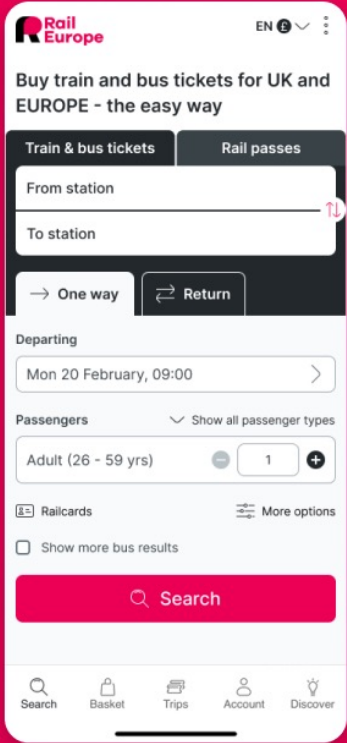
# Focus: consumer app - Get an M ticket



**Great value train and bus fares in UK and Europe**

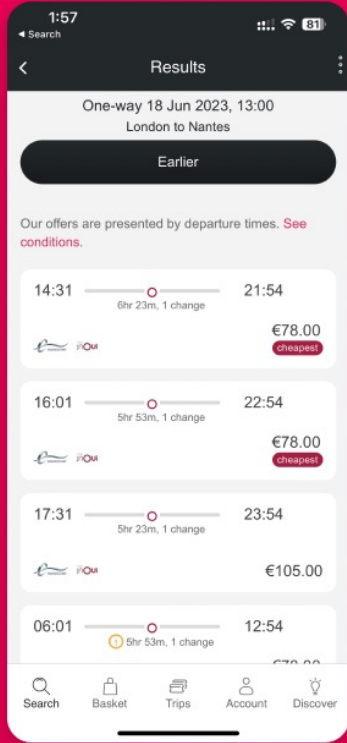


### Buy tickets across the EU in one transaction



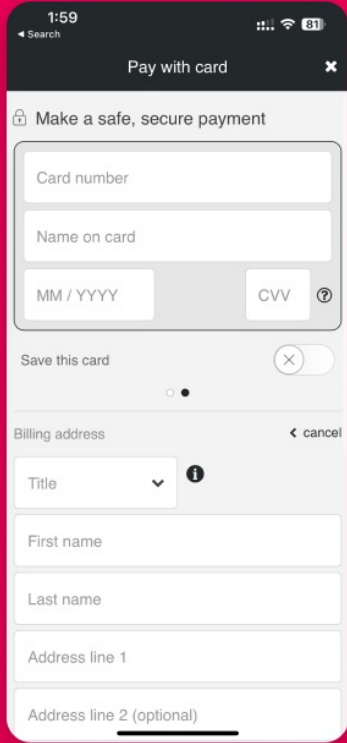
The screenshot shows the search interface with fields for 'From station', 'To station', and 'Departing' (Mon 20 February, 09:00). It also shows 'Passengers' (Adult 26-59 yrs, 1) and a 'Search' button.

### Get cheap fares with booking alerts



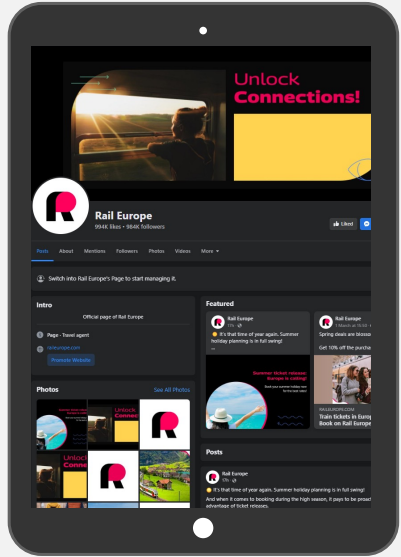
The screenshot shows search results for 'One-way 18 Jun 2023, 13:00 London to Nantes'. It lists several train options with departure and arrival times and prices, such as 14:31 to 21:54 for €78.00 (cheapest).

### Pay in Euros, GBP or USD

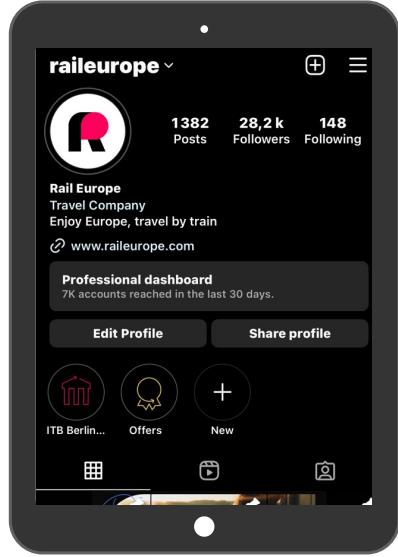


The screenshot shows the 'Pay with card' screen with fields for 'Card number', 'Name on card', 'MM / YYYY', and 'CVV'. It also includes a 'Billing address' section with fields for 'Title', 'First name', 'Last name', 'Address line 1', and 'Address line 2 (optional)'.

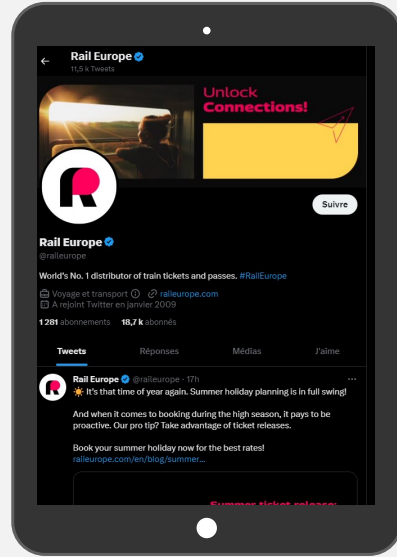
# Our social media accounts



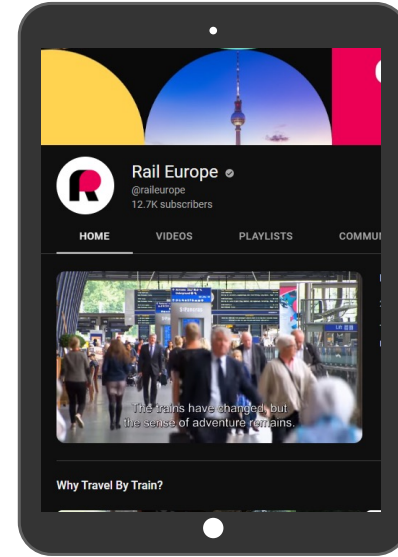
 **Facebook**  
985K followers



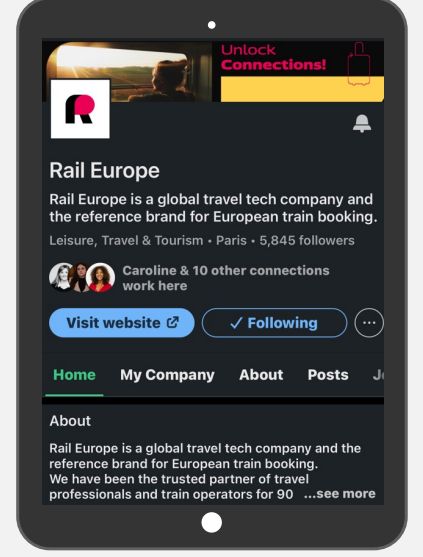
 **Instagram**  
28.2K followers



 **Twitter**  
18.7K followers



 **YouTube**  
12.7K subscribers



 **LinkedIn**  
5.8K followers



**Thank you!**

