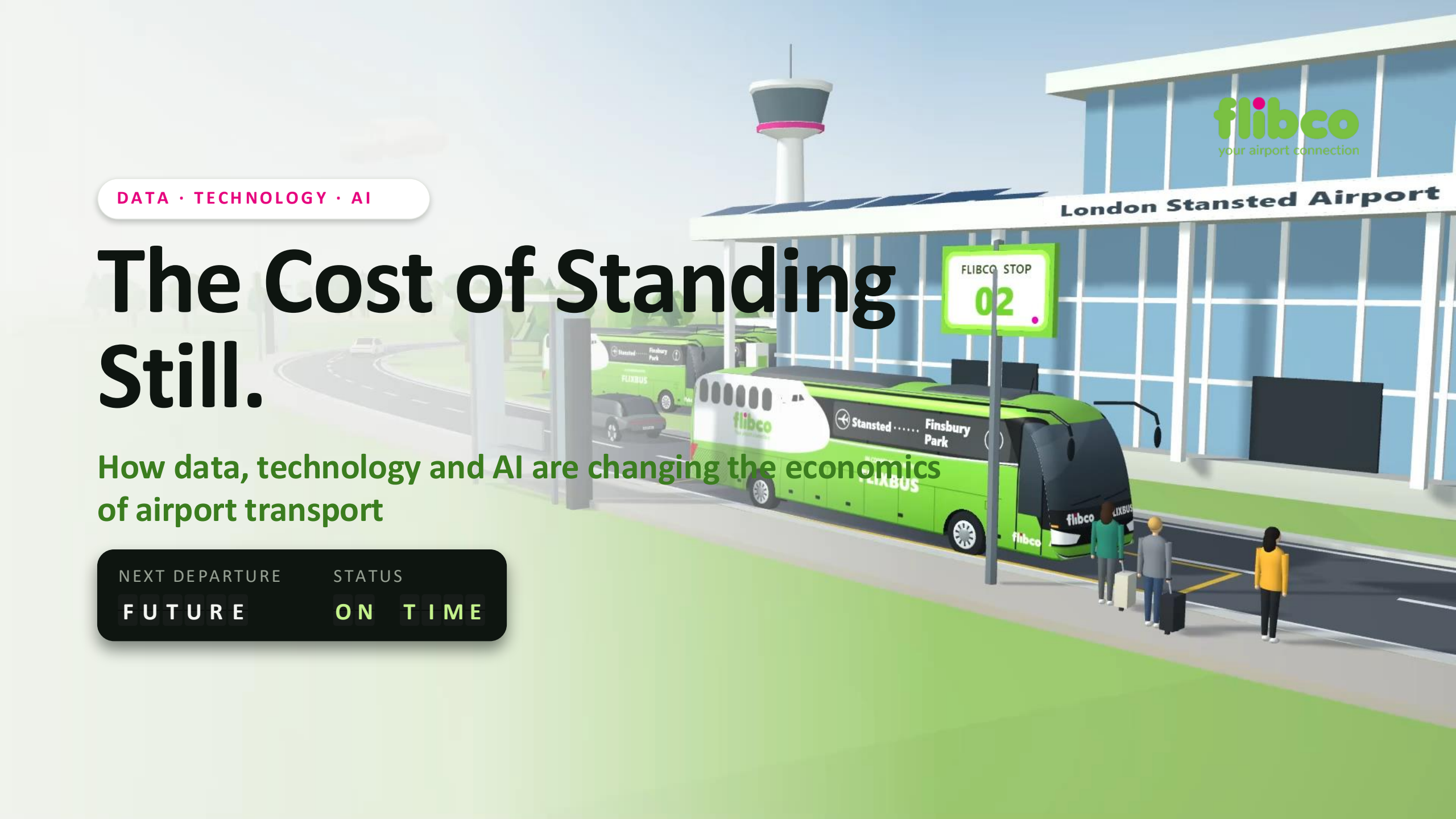
DATA · TECHNOLOGY · AI

The Cost of Standing Still.

How data, technology and AI are changing the economics of airport transport

NEXT DEPARTURE FUTURE

STATUS ON TIME



FOR THOSE WHO HAVE NEVER HEARD OF FLIBCO

The new kid on the block. You can’t miss us – we’re very green.

A European transport operator, based in Luxembourg.

WHERE WE OPERATE

- Luxembourg
- Belgium
- Italy
- UK
- Germany · new

The Flibco group in passengers

4.8M
passengers in 2025

6.6M
forecast for 2026 – 5.5M already by October

591k passengers in July 2026 – nearly **20,000 airport passengers a day**

FLIBCO UK

From one line to two airports.

APRIL 2025

Liverpool Street

Our first UK line, from London Stansted via Stratford.

APRIL 2026

Redbridge added

Already selling as much as Stratford.

APRIL 2026

Finsbury Park

A second line, via Wood Green and Enfield – direct, where it used to take 3 buses or at least 2 trains.

NOVEMBER 2026

London Luton

New partnership with Arriva for the Green Line.

WHAT MAKES US DIFFERENT?

We only operate at airports. We understand airports and airlines.

01

Local partners

We work with local coach operating partners, and we bring the airport, sales and technology expertise.

02

Airport partnerships

Working closely with airport teams to help deliver their modal share ambitions that underpin their passenger growth targets.

03

FlixBus partnership

The same operating model: they do long distance, we do airport shuttles. Flix's investment in Flibco funds us to invest with airports in better surface access and a bigger share for coach.

But never have times been so uncertain…



EVERY EMPTY SEAT HAS A COST
EVERY MISSED PASSENGER HAS A VALUE

ILLUSTRATIVE DATA

TODAY'S ROUTE · THREE STOPS

flibco
your airport connection

Three ways we're changing the economics of airport transport



Stop 01

Predict

Demand, and optimise capacity.

Stop 02

Connect

Technology tells us what is happening.

Stop 03

Sell

Digital commerce turns demand into revenue.

Predictive modelling helps us make better decisions across all three.



Predict demand

Data inputs drive smarter network planning and capacity optimisation.

STOP 01 · PREDICT

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your airport connection

Predict demand. Don’t just follow it.

DATA INPUTS

- Flight schedules
- Airport peak analysis
- Demand forecasting

ENGINE

Smarter network planning and capacity optimisation

ROUTES · TIMETABLES · COACH ROTATIONS

OUTCOMES

- Passenger demand
- Vehicle occupancy
- Time to departure

Sustainable. The right capacity, at the right time, at the right price.



Connect the network

Technology tells us what is happening, as it happens.

STOP 02 · CONNECT

See the network. Respond in real time.

01 **Connected**

Operations and vehicle technology, linked end to end.

02 **Greater visibility**

Of vehicle locations and on-time performance.

03 **Better responses**

During disruption: adjusted departure times across services, existing reservations retained and easy passenger notification.



Result: efficient operations, reduced disruption friction and improved passenger confidence.



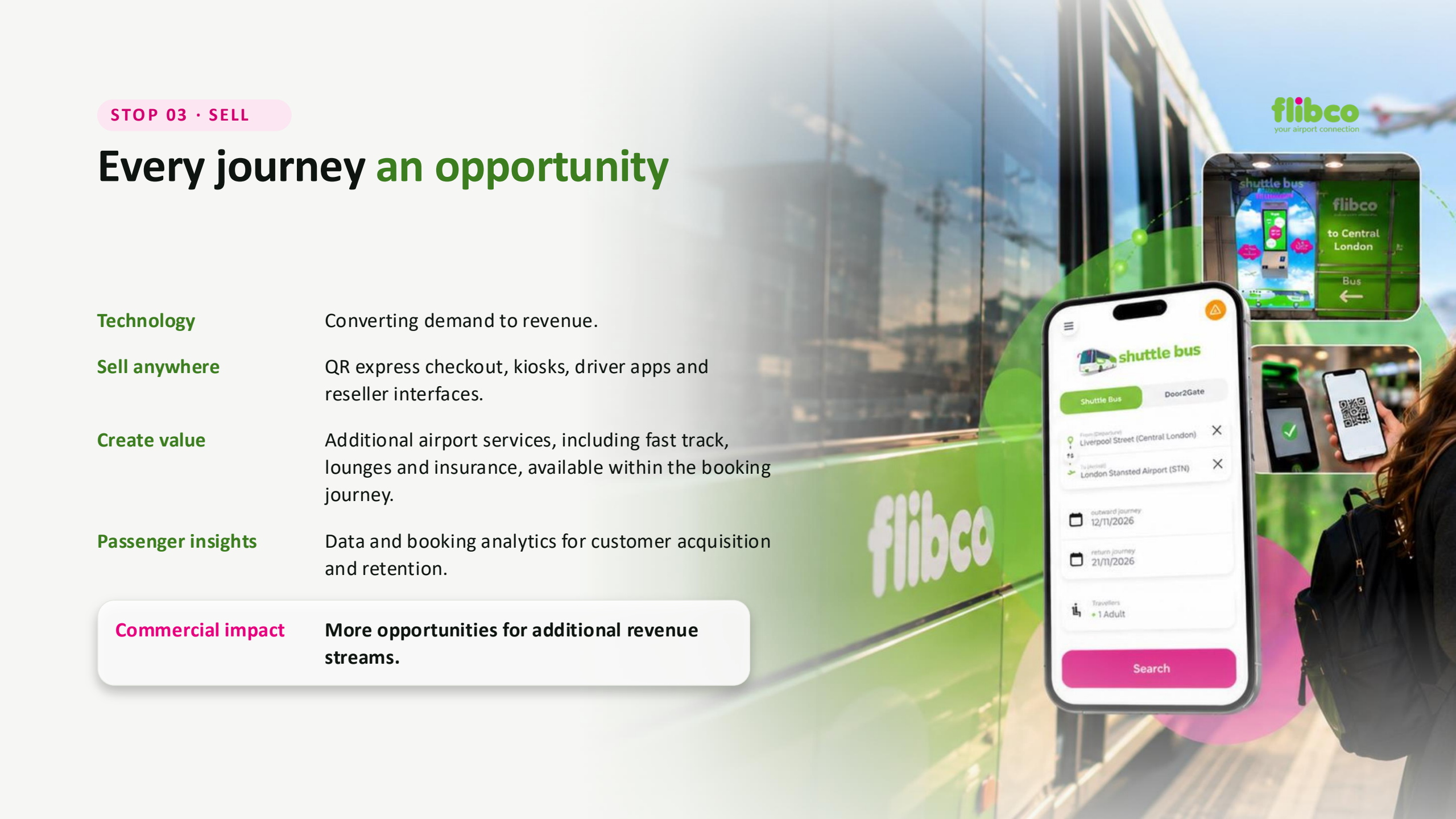
Sell every journey

Digital commerce turns demand into revenue.

STOP 03 · SELL

Every journey an opportunity

Technology	Converting demand to revenue.
Sell anywhere	QR express checkout, kiosks, driver apps and reseller interfaces.
Create value	Additional airport services, including fast track, lounges and insurance, available within the booking journey.
Passenger insights	Data and booking analytics for customer acquisition and retention.
Commercial impact	**More opportunities for additional revenue streams.**



OUTLOOK

The future isn’t just AI. It’s the data behind it.



01

NEXT GEN

Building the future of airport transport.

02

CONNECTED DATA

Consistent metrics to support better decisions.

03

PREDICTIVE INTELLIGENCE

Investing in machine learning to anticipate demand and optimise network planning.

04

HUMAN INTELLIGENCE

Combining technology with expertise to improve performance and passenger experience.

OUTLOOK

What this means for airports



Smarter networks

Stronger connectivity. Greater resilience.

Extend reach

Through better planned connections.

Align capacity

With flight schedules and traveller demand.

Manage disruption

Responding more effectively to disruption.

Sustained growth

Through effective use of transport capacity.

THE COST OF STANDING STILL

The future of airports won’t be defined by how many coaches we have.

But by how intelligently we operate them.

flibco
your airport connection

Smarter networks.
Stronger connectivity.
Greater resilience.
Thank you.

