

STS market radar 2019



STS	Total					ON in % 30.06.
	30.06.2017	30.06.2018	30.06.2019	Diff. 18/19	in %	
Australia	1 120 605	1 225 336	1 428 107	202 771	16.5	6.6
Brazil	953 533	949 021	1 110 715	161 694	17.0	1.3
Germany	1 887 935	1 724 033	1 864 943	140 910	8.2	-0.7
France	194 421	180 187	1 788 018	1 607 831	correction tbd	1.7
Greater China	8 180 975	8 787 574	12 176 814	3 389 240	38.6	12.5
India	9 384 491	11 130 590	11 390 322	259 732	2.3	-1.8
Italy	72 557	87 666	101 511	13 845	15.8	-1.4
Japan	1 745 025	1 700 313	2 018 944	318 630	18.7	4.9
Canada	831 947	896 687	960 372	63 686	6.8	4.1
Malaysia	644 140	812 156	1 150 009	337 853	41.6	8.5
Netherlands	527 096	624 612	562 109	-62 503	-10.0	1.0
Austria	197 358	181 393	263 408	82 015	45.2	-2.0
Russia	392 069	392 128	327 505	-64 623	-16.5	-2.9
Singapore	1 000 715	1 115 735	1 499 288	383 553	34.4	5.6
Spain	282 716	279 191	263 676	-15 515	-5.6	-3.7
South Korea	8 923 214	8 235 003	8 617 556	382 553	4.6	-7.3
Thailand	3 275 989	3 088 768	3 353 697	264 929	8.6	-1.4
United Kingdom	5 769 462	6 332 526	5 439 897	-892 629	-14.1	-1.3
United States	7 695 526	8 318 196	8 671 928	353 732	4.3	10.4
UAE	479 866	419 874	344 405	-75 469	-18.0	-5.7
Switzerland Incoming	5 068 273	5 017 977	4 221 393	-796 584	-15.9	1.1
Total	58 627 911	61 498 963	67 554 618	6 055 654	9.9	
Other countries	4 113 644	4 366 463	4 484 669	118 206	2.6	
Overall result	62 741 556	65 865 426	72 039 287	6 173 861	9.4	1.8

Distribution channels of "Total Swiss Travel System" turnover:

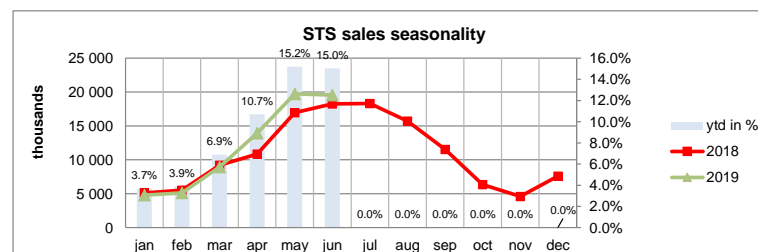
Prisma - POS railway stations, AgentClient / SBB Web Service, sbb.ch, B2B interim solutions)

Railticking - Incoming agents in Europe and Switzerland

Euronet - Rail Europe in overseas

Third parties - national rail companies such as DB, ÖBB, SNCF, Trenitalia

	2018	2019	Diff 18/19	in %
Swiss Travel System Prisma	37 081 955	46 599 423	9 517 468	25.7%
POS railway stations	14 065 336	13 341 794	-723 542	-5.1%
AgentClient / SBB WebService	0	13 018 792	13 018 792	
sbb.ch	4 620 878	4 255 170	-365 708	-7.9%
B2B interim solution Euronet	9 045 126	10 677 043	1 631 917	18.0%
B2B interim solution RT	9 350 615	5 306 624	-4 043 991	-43.2%
Swiss Travel System Railticking	10 709 134	9 975 051	-734 083	-6.9%
Swiss Travel System Euronet	17 292 312	14 661 367	-2 630 945	-15.2%
Swiss Travel System third parties	782 649	803 446	20 797	2.7
Total Swiss Travel System	65 866 050	72 039 287	6 173 237	9.4



Channel / market comments STS revenue (also see Market Radar development below incl. "RT/AC/WS others"):

Largest STS market volumes: 1. Greater China 2. India. 3. USA

Largest STS increase in CHF: 1. Greater China. Singapore 3. South Korea

Various ongoing channel and product shifts with substantial influence on market figures (Euronet/Railticking paper tickets to new AC/WS e-tickets, "New Global Partners" with point-to-point sales only, abolishment of STT eff. 01.01.2019).

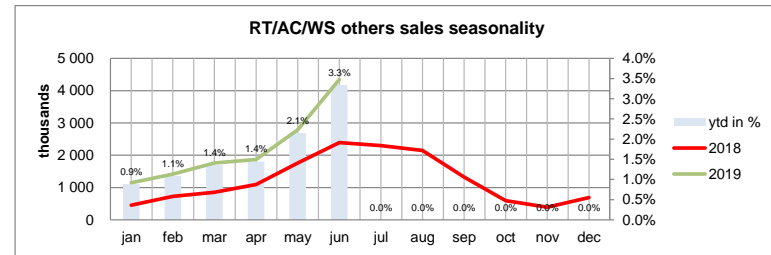
Mind France figures currently still with big question mark (tbd/correction with Jul/Aug figures). Main reason for negative figures of largest European STS market UK is strong winter impact of STT abolishment (also other European markets concerned).

Switzerland Incoming represents paper ticket sales of Switzerland based agents and tourist offices.

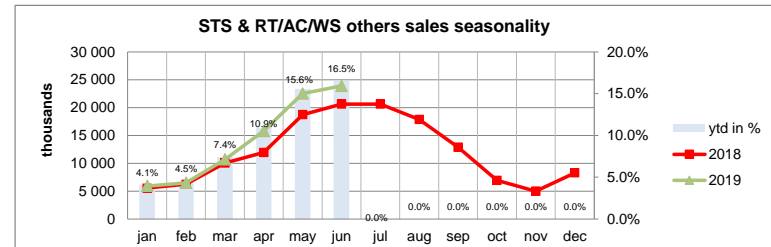
RT/AC/WS others	Total				in %	ON in % 30.06.
	30.06.2017	30.06.2018	30.06.2019	Diff. 18/19		
Germany	1 034 981	604 815	727 337	122 521	20.3	-0.7
Italy	1 001 373	1 124 843	1 282 636	157 793	14.0	-1.4
Netherlands	93 312	115 240	237 677	122 437	106.2	1.0
Austria	130 266	136 051	254 272	118 221	86.9	-2.0
Russia	11 195	6 590	12 807	6 217	94.3	-2.9
Switzerland Incoming	3 800 168	3 673 121	4 047 177	374 056	10.2	
Spain	15 818	2 499	3 771	1 273	50.9	-3.7
United Kingdom	2 079 333	1 731 800	2 056 578	324 778	18.8	-1.3
New Global Partners			4 292 805	4 292 805		
Total	8 166 446	7 394 959	12 915 060	5 520 101	74.6	
Other countries	18 862	128 007	415 815	287 808	19.4	
Overall result	8 185 308	7 522 966	13 330 875	5 807 909	77.2	1.8

Composition of "RT/AC/WS others":

Railticketing - Incoming agents in Europe and Switzerland
Point to point, groups, regional passes, reservations etc.



STS + RT/AC/WS others	Total				in %	ON in % 30.06.
	30.06.2017	30.06.2018	30.06.2019	Diff. 18/19		
Australia	1 120 605	1 225 336	1 428 107	202 771	16.5	6.6
Brazil	953 533	949 021	1 110 715	161 694	17.0	1.3
Germany	2 922 916	2 328 848	2 592 280	263 432	11.3	-0.7
France	194 421	180 187	1 788 018	1 607 831	correction tbd	1.7
Greater China	8 180 975	8 787 574	12 176 814	3 389 240	38.6	12.5
India	9 384 491	11 130 590	11 390 322	259 732	2.3	-1.8
Italy	1 073 930	1 212 509	1 384 147	171 639	14.2	-1.4
Japan	1 745 025	1 700 313	2 018 944	318 630	18.7	4.9
Canada	831 947	896 687	960 372	63 686	7.1	4.1
Malaysia	644 140	812 156	1 150 009	337 853	41.6	8.5
Netherlands	620 408	739 852	799 786	59 934	8.1	1.0
Austria	327 624	317 445	517 680	200 236	63.1	-2.0
Russia	403 264	398 718	340 312	-58 406	-14.6	-2.9
Singapore	1 000 715	1 115 735	1 499 288	383 553	34.4	5.6
Spain	298 534	281 690	267 447	-14 242	-5.1	-3.7
South Korea	8 923 214	8 235 003	8 617 556	382 553	4.6	-7.3
Thailand	3 275 989	3 088 768	3 353 697	264 929	8.6	-1.4
United Kingdom	7 848 794	8 064 326	7 496 475	-567 850	-7.0	-1.3
United States	7 695 526	8 318 196	8 671 928	353 732	4.3	10.4
UAE	479 866	419 874	344 405	-75 469	-18.0	-5.7
New Global Partners	0	0	4 292 805	4 292 805		
Switzerland Incoming	8 868 441	8 691 098	8 268 571	-422 527	-4.9	
Total	66 794 357	68 893 922	80 469 678	11 575 755	16.8	
Other countries	4 132 506	4 494 470	4 900 484	406 015	9.0	
Overall result	70 926 864	73 388 392	85 370 162	11 981 770	16.3	1.8



KPI reporting 30.06.2019:

	2018	2019	Diff 18/19	in %
Total sales STS product range	65 866 050	72 039 287	6 173 237	9.4%
RT/AC/WS others	7 282 571	13 071 869	440 428	6.0%
B2B Interim solution others	240 395	259 006	18 612	7.7%
Euronet NRT Overseas	2 675 035	2 898 506	223 471	835.4%
Eurail / Interrail (CH revenue share)	5 606 487	5 579 148	-27 339	-0.5%
Total KPI STS AG	81 670 538	93 847 816	12 177 278	14.9