

FAMOCO and Keolis develop a strategic partnership to accelerate the digitization of transport ticketing

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Digitizing the traveler journey is key to improving urban mobility worldwide. To better meet its customers' expectations, Keolis, a world leader in shared mobility and a pioneer in the development of public transport, announces a strategic partnership with FAMOCO, the leader in secure professional devices, to design the next generation ticket validator.

A partnership to accelerate Mobile Ticketing

By 2020, nearly 23 billion transport tickets will be purchased via mobile handsets, according to Juniper Research¹. By entering into this partnership, FAMOCO, the leader in secure professional terminals, and Keolis, a world leader in shared mobility and pioneer in the development of public transport, aim to accelerate the digitization of transport tickets and mobile ticketing.

This strategic partnership will focus on the development of a new generation of ticket validator. This new tool, more cost-effective and easier to install, will be able to read any dematerialized ticket on a smartphone via barcodes or NFC² technology, and to validate the transport cards currently in use. The result will be a significant reduction in operational costs and greater ease of use.

A first use case in France in the city of Orléans

This new ticket validator is in pilot phase on the public transport network of Orléans Métropole, in collaboration with Keolis Orléans Val de Loire in France and Masabi, a UK based partner of Keolis on 2D barcode technology. General rollout is planned for the first half of 2018.

Laurent Kocher, Executive Director of Marketing, Innovation and Services at Keolis declared: *"Our partnership with FAMOCO is an important milestone in our «PlanBookTicket » digital strategy, supported by our subsidiary Kisio Digital. The aim is to give each traveler the best route information, with multimodal route options, and the possibility of purchasing and validating tickets in a totally dematerialized way on their mobile. Thanks to FAMOCO and*

¹ Mobile ticket purchase to more than double to 23 billion annually by 2020, Juniper research

² Near-Field Communication

Masabi, members of our start-up partners ecosystem, we offer innovative, robust and very competitive solutions to our customers, Transportation Authorities, enabling them to deploy mobile ticketing across the whole transportation network."

Lionel Baraban, Co-Founder and CEO FAMOCO said : *"This new generation of ticket validator improves the travel experience and lowers operational costs in a highly secure environment. Our partnership combines the market knowledge and transport ecosystem of Keolis with our technological expertise and agility. For us, it is a major opportunity to accelerate the deployment of our technology in the transportation market. "*

About Keolis

Keolis is the world leader in shared mobility and a pioneer in the development of public transport. Internationally recognised as the leading operator of automatic metros and trams, Keolis also operates multimodal transport modes that include: trains, buses, cars, trolleybuses, shared private hire vehicles, river shuttles, ferries, cycles, car sharing services, electric autonomous vehicles and urban cable cars. In France, Keolis is the leader in medical transport services through the creation of Keolis Santé in July 2017 and positioned as the number two car park operator, through its subsidiary EFFIA. The company is 70% owned by SNCF and 30% by the Caisse de dépôt et placement du Québec (CDPQ). Keolis employs 58,300 people in 16 countries and recorded a turnover of 5.1 billion euros in 2016. Today, over 3 billion passengers worldwide have used one of the shared mobility services offered by Keolis.

*Historically based in France, Keolis has expanded its operations in Germany, Australia, Belgium, Canada, China, Denmark, the United Arab Emirates, the USA, India, Luxembourg, Norway, the Netherlands, Portugal, the UK and Sweden.

About Kisio Digital

Kisio Digital is Keolis' digital subsidiary and the French leader in connected mobility solutions (mobile applications, API, SDK, real-time passenger information, multimodal itinerary planner and mobile ticketing).

About FAMOCO

FAMOCO is the leader of secure professional Android devices. Established in 2010, FAMOCO targets the transportation, cashless payment, logistics and access control markets to equip mobile agents. With their range of secure and remotely managed devices, FAMOCO has developed the first Android business-ready solution that can be adapted to all needs and markets. Today FAMOCO is expanding worldwide and has deployed more than 150,000 devices in over 30 countries in just 2 ½ years. Among its customers it counts prestigious companies such as Google, Gemalto, Alipay, Orange, ONET, Atalan and Airtel. Member of The Hub by BPIFrance, FAMOCO has 4 offices worldwide: Paris, Brussels, New Delhi and Singapore. Find out more at www.famoco.com

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