

# BlaBlaCar

“The go-to  
marketplace for  
shared travel”

90 million  
members



85 million  
Passengers  
per year pre-Covid

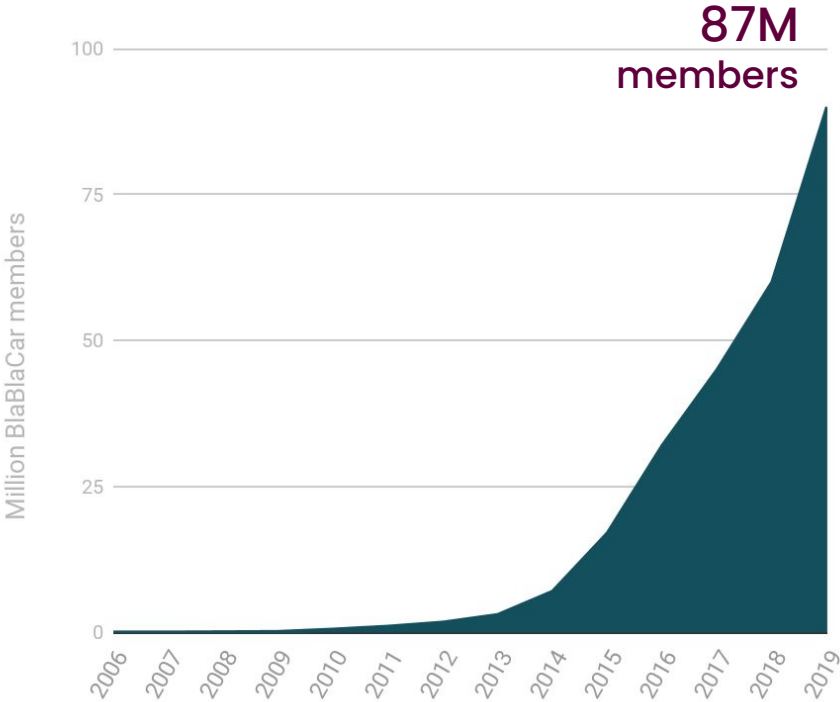


BlaBlaCar



BlaBlaBus

# Key phases on BlaBlaCar's history



2006-2011

Convince

8 employees

2011-2016

Hypergrowth

500

2016-2017

Growth pains

330

2018

New bets (smart match & multimodal)

400

2019

Acquisitions (Ouibus & Busfor)

740

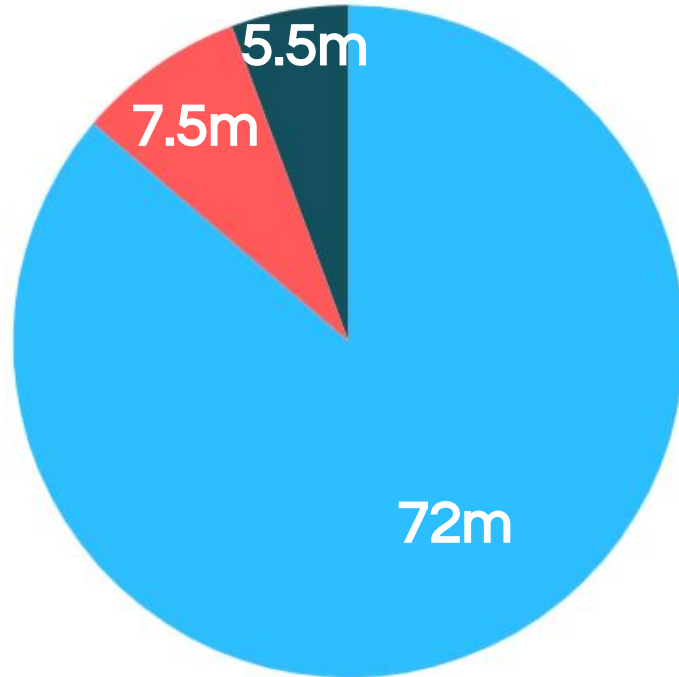
2020

Covid-19

# BlaBlaCar currently aggregates carpooling and buses

85m yearly passengers (in millions)

57% yoy growth pre-Covid\*



**Carpooling**  
C2C Marketplace



**BlaBlaBus**  
Contracted inventory



**Bus Marketplace**  
Bus OTA/GDS

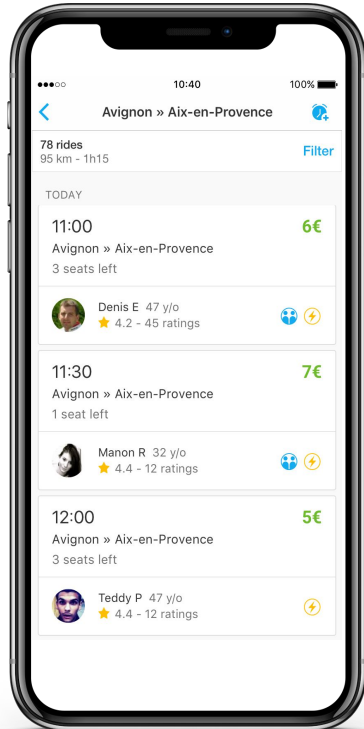


Why go  
multimodal for  
BlaBlaCar ?

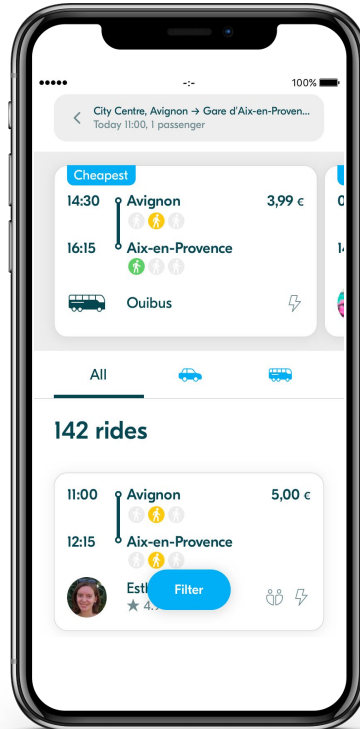


# By enriching our offer, we attract more demand, which in turn attracts more supply

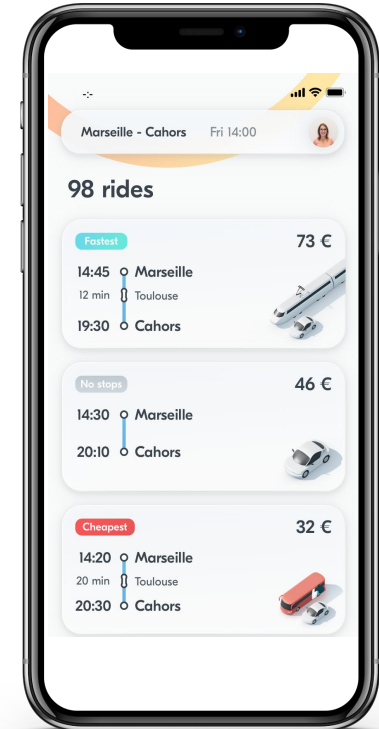
## Carpooling only 2012-2018



## Carpool + Bus 2019-2020



## Carpool + Bus + Rail 2021 onwards



# We create complementary networks with unmatched coverage

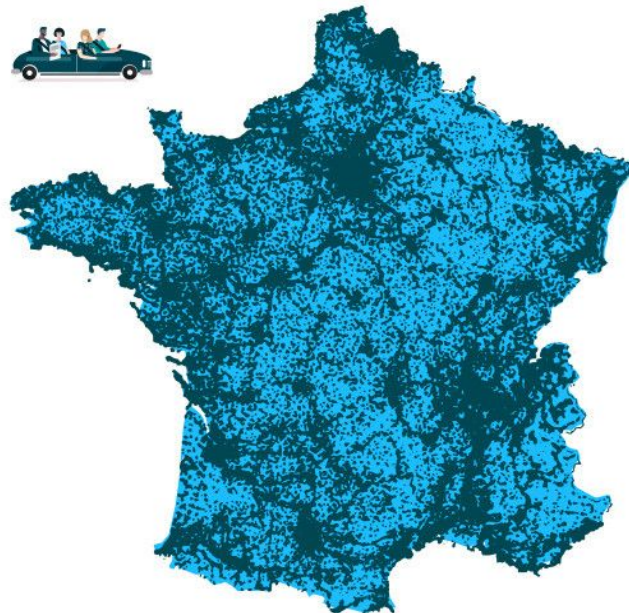
Growing the pie, no cannibalization

## Meeting points in France



200

bus stations



250 000

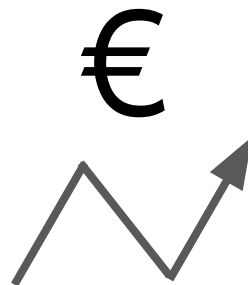
carpooling pick-up / drop-offs

Meanwhile, we build smarter carpool matching algorithms,  
multiplying our matching capability

...by getting closer and closer to member  
**actual travel intent & market conditions** on:



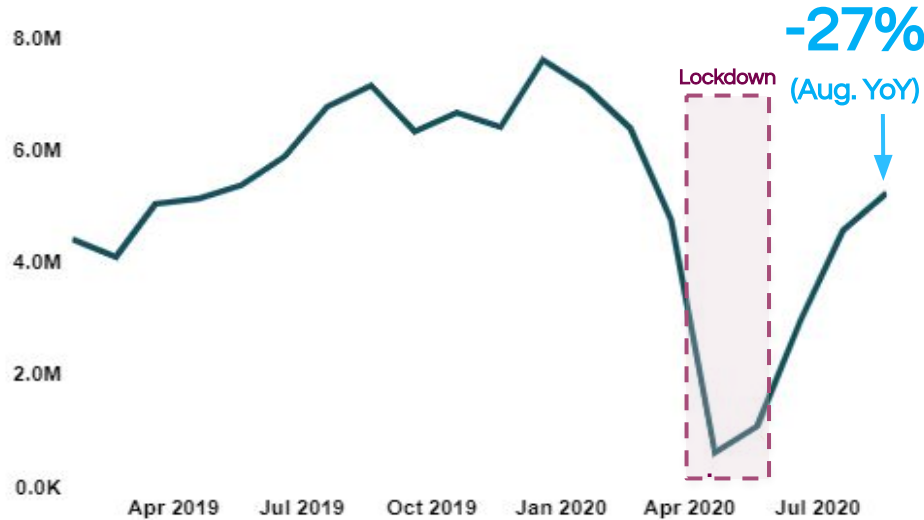
**Geography**



**Price**

# Covid-19: We have been hit by the pandemic but our business has recovered much faster than the rest of the industry

## Passengers on BlaBlaCar



## Recovery & growth expectations

We recovered faster since Carpool is:

- **Safer** than buses & trains in a Covid context
- Based on a **trusted community**
- Not relying on **international & business trips**

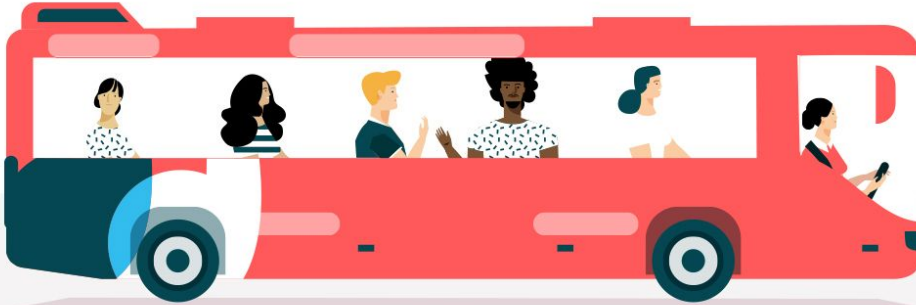
*Market proxies:*

- *European bus passengers in August: ~ -50%*
- *International tourist arrivals in August: ~ -70%*



# BlaBlaCar reduces the carbon footprint of the mobility sector

1.6 million tonnes of CO<sub>2</sub> saved in a year



That's the equivalent of Paris' yearly road traffic!



#ZeroEmptySeats