

# Rethinking night bus travel

A new mobility solution for Europe.  
Starting in 2024.

People want to travel without harming the environment.

Flying is a main driver of climate change, and green flying is decades away.

Traveling by night bus is a solution if the trip is comfortable and affordable.

Then we will change our behavior.

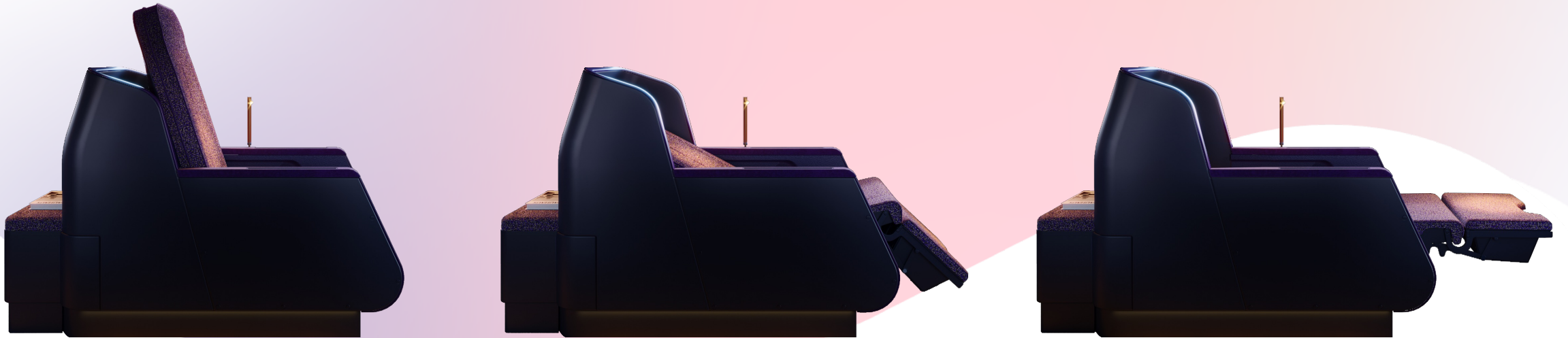
This is what we and our partners believe.

# The Twiliner magic

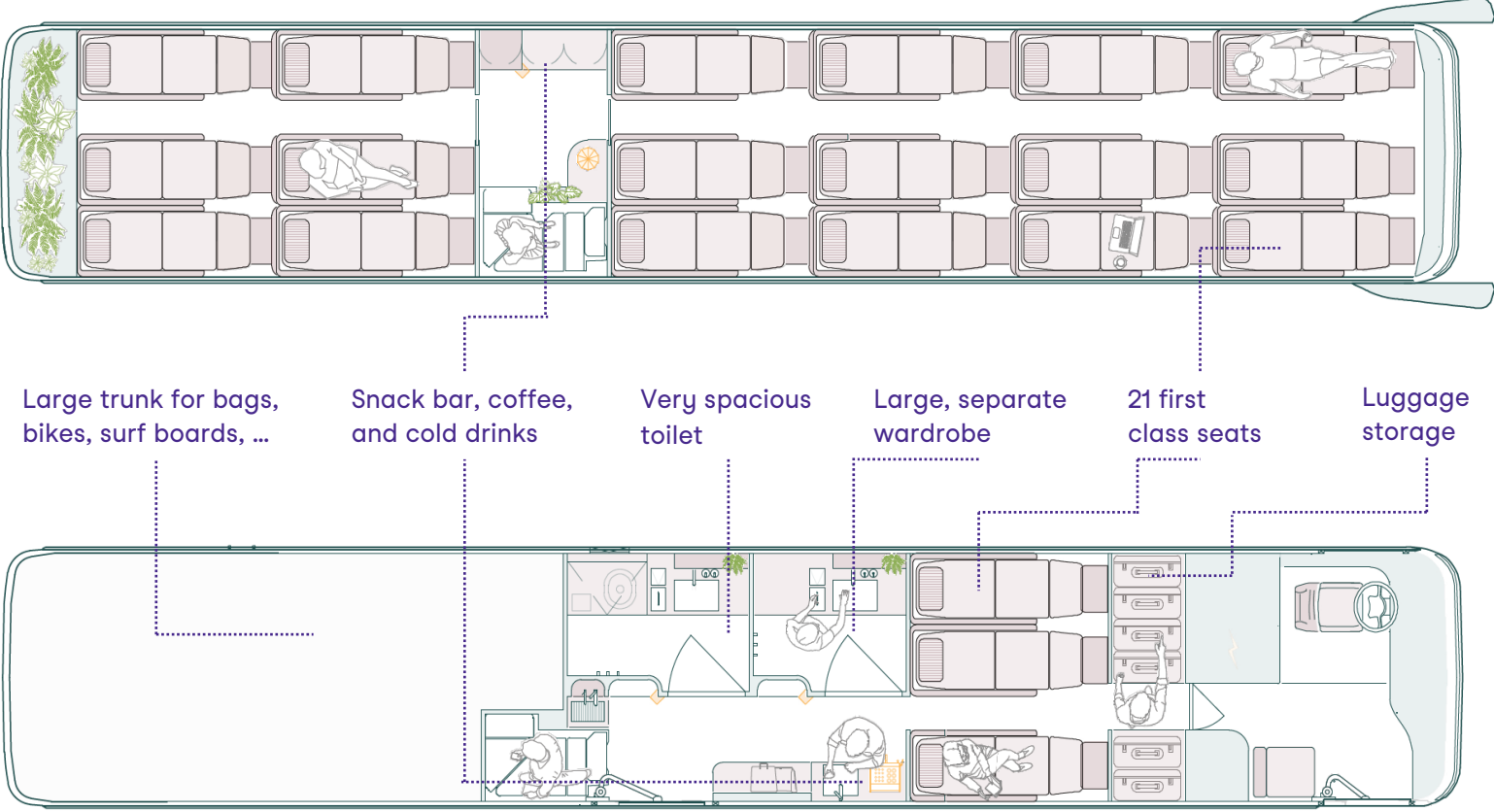
Twiliner has designed the first and only bus seat that can be transformed into a comfortable bed at the push of a button and is safe in the lie-flat position.

A patent application for the innovative safety system was filed in Dec 2022.

It enables a new way to travel in Europe. It's our unique competitive advantage.



# A bus designed for overnight travel



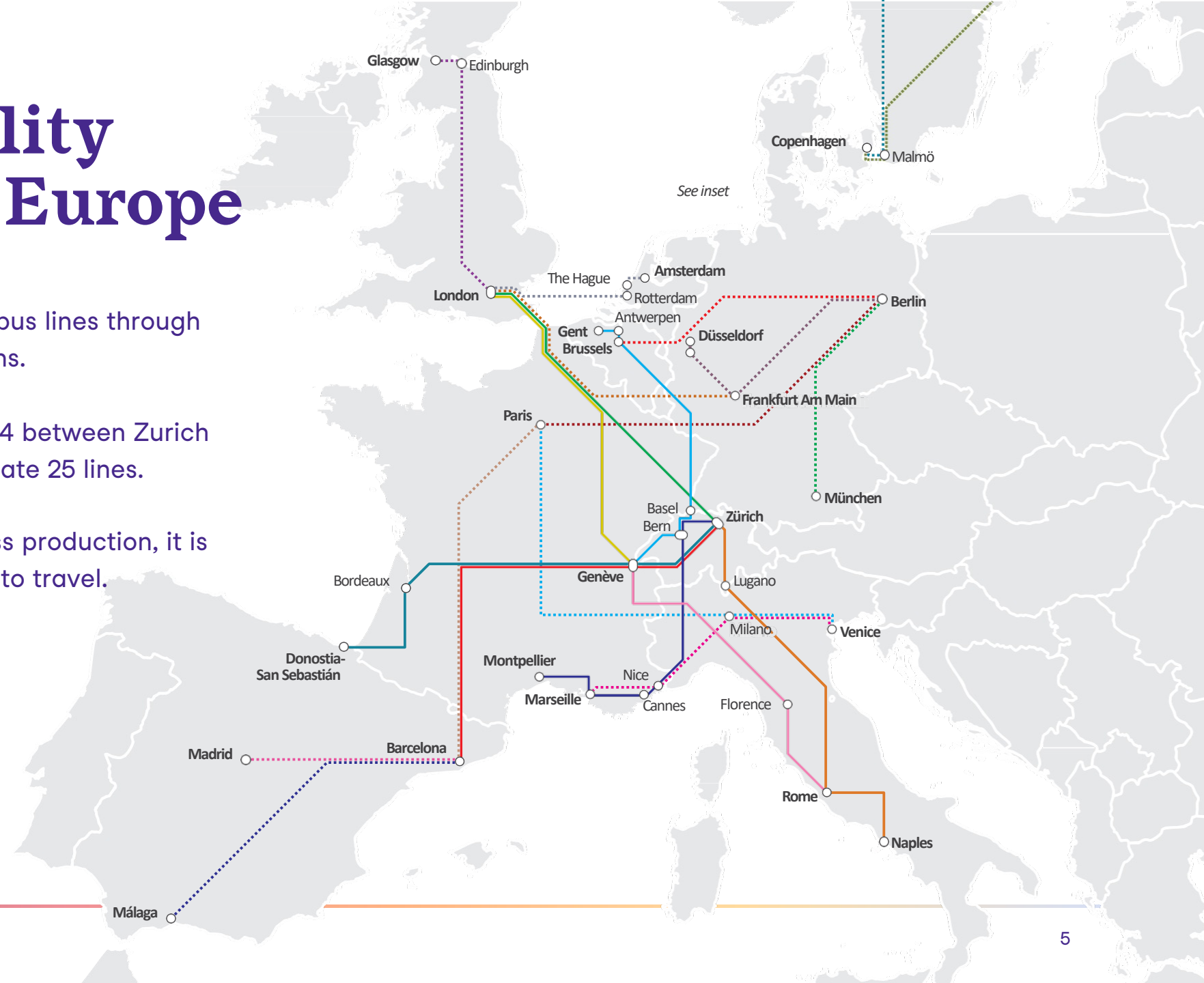
Bus model:  
Volvo 9700 double decker.  
Interior design by Twiliner.

# A new mobility solution for Europe

Twiliner offers a network of night bus lines through Europe, complementing night trains.

The first line goes live in early 2024 between Zurich and Barcelona. By 2026 we'll operate 25 lines.

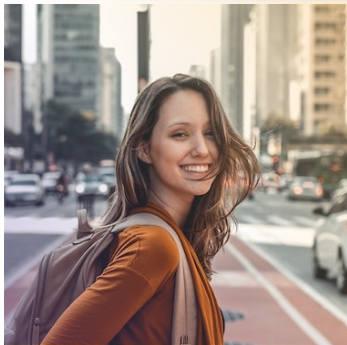
Operated with biodiesel from Swiss production, it is one of the most sustainable ways to travel.



# Customer segments

70% of travelers want to travel more sustainably.  
15% of people are afraid of flying. Twiliner solves the problems of many customer segments.

## Mindful optimists



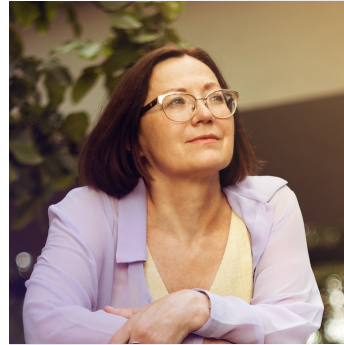
“I love to travel, but I don’t want to fly short distance anymore.”

## Business travelers



“My company aims to reduce the CO2-footprint from travel.”

## Hotel on wheels



“I like to travel overnight to save hotel costs.”

## Fear of flying



“I’m afraid of flying. I prefer to travel on the ground.”

# Scalable business model

## Asset light for rapid growth and limited risk

Buses are leased by operators who perform driving services. Buses can be used flexibly on best performing lines and attractive dates.

## Scalable with each line

Break-even is reached with 6 buses. Each additional bus generates additional profit, starting from CHF 70'000/bus/year and increasing.



# Validation

## Confirmed industry partnerships

Leading Belgium-based bus operator Staf Cars has agreed to buy the first buses and operate the first lines. Coach manufacturer Volvo invests into the design and builds the Twiliner buses.



## Customer research with three market tests

Two market tests in Mai 2021 and June 2022 (online ads, survey, interviews) and one in January 2023 with the Swiss Federal Railways SBB (ads, survey) showed consistent results:

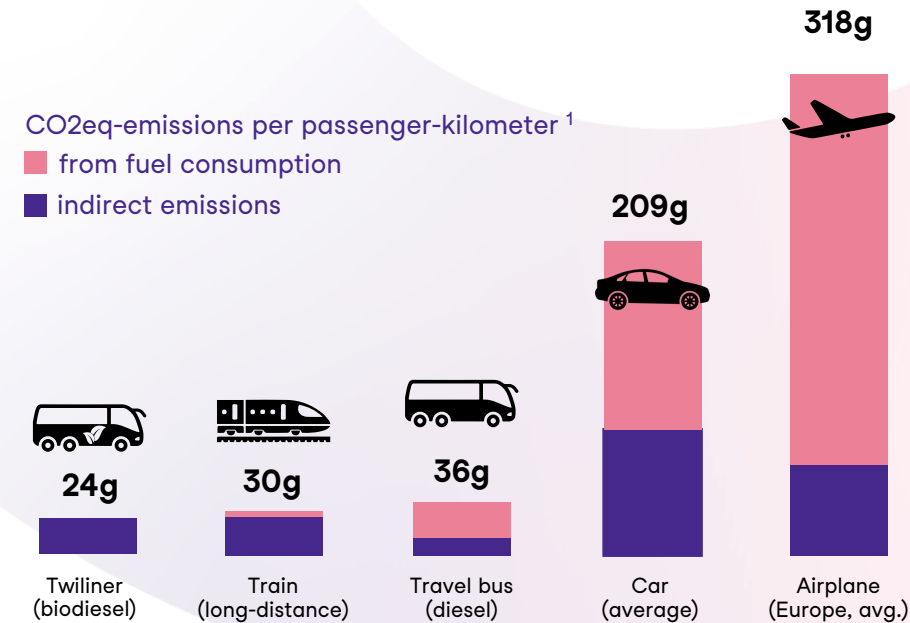
<b>Click rate:</b>	1%-5% 4 – 10 times industry average
<b>Interest:</b>	65% - 75% would book or are willing to book Twiliner offer
<b>Willingness to pay:</b>	> CHF 200



# Environmental impact

## Most sustainable mode of transport

Using biodiesel from waste oil, CO<sub>2</sub>-emissions per passenger-kilometer are lowest with Twiliner.



## CO<sub>2</sub>eq emission reduction

Per trip and per passenger:  
**450 kg** <sup>2</sup>

By Twiliner and per year:  
**90'000 tons** <sup>3</sup>

<sup>1</sup> Numbers based on mobitool.com. Emissions for trains is an average for CH, D, I, F, and A. For Twiliner, we assume an occupancy ratio of 81%

<sup>2</sup> For a passenger traveling from Zurich to London and back, compared to a flight.

<sup>3</sup> By 2030, assuming that 2/3 of passengers switch from flying to Twiliner

# Team and partners

## Team



**Luca Bortolani**

Co-founder & CEO, board member  
Experienced entrepreneur with a  
Master in Economics HSG



**Joël Bela Bourgeois**

R&D and Design  
Transport and seat designer with a  
B.A in Industrial Design ZHdK



**Claudia Dettwiler**

Finances and Investor Relations  
Financial market expert with a  
Master in Banking and Finance HSG



**Ivan Mele**

Experience Design & Communication  
Innovation expert and experience  
designer, M.A. in Design FHNW

## Board



**Elisabeth Frey**

Co-founder and board member



**Sabine Löttscher**

Board member

## Advisory Board



**Heinrich Marti**

CEO Ernst Marti AG and Vice  
President Int. Bustouristik Verband



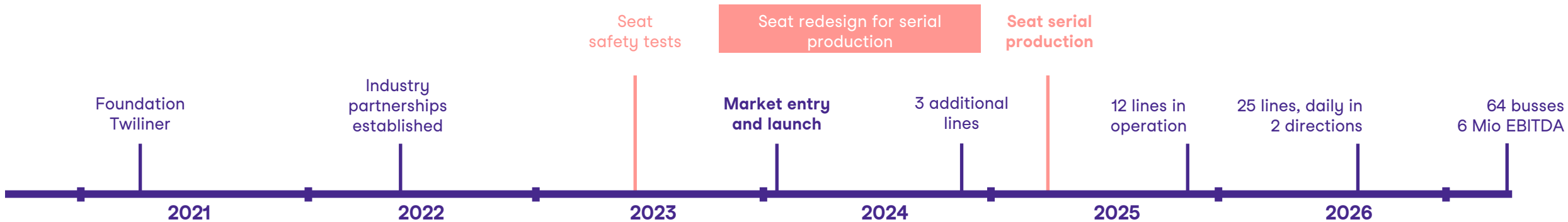
**Urs Rickenbacher**

CEO Lantal Textiles AG

## Partners



# Progress and outlook



Phase 1 – Feasibility and R&D		Phase 2 – Prepare for scale up	Phase 3 – Scale up
<p><b>Feasibility studies</b></p> <ul style="list-style-type: none"> <li>✓ Regulatory assessment seat</li> <li>✓ Legal assessments road authorities</li> <li>✓ Economic viability study</li> </ul>	<p><b>Seat development</b></p> <ul style="list-style-type: none"> <li>✓ Simplified crash tests</li> <li>✓ Seat development &amp; virtual test</li> <li>▪ Prototypes and crash tests (May 2023)</li> <li>▪ Homologation (June 2023)</li> </ul>	<p><b>Production</b></p> <ul style="list-style-type: none"> <li>O-series comfort seats</li> <li>Bus production</li> </ul>	<p><b>Production</b></p> <ul style="list-style-type: none"> <li>Seat serial production</li> </ul>
<p><b>Consumer research</b></p> <ul style="list-style-type: none"> <li>✓ Market research</li> <li>✓ Customer testing</li> </ul>	<p><b>Partnerships</b></p> <ul style="list-style-type: none"> <li>✓ ASI as seat manufacturer</li> <li>✓ Volvo as bus manufacturer</li> <li>✓ Staf Cars as operator</li> </ul>	<p><b>Market entry</b></p> <ul style="list-style-type: none"> <li>Booking tool</li> <li>Distribution partnership</li> <li>Market entry soft launch</li> <li>Market entry launch</li> <li>Lines 2-4</li> </ul>	<p><b>Growth</b></p> <ul style="list-style-type: none"> <li>Rapid growth of lines</li> <li>International partnerships for distribution and operation</li> </ul>
<p><b>Financing</b></p> <ul style="list-style-type: none"> <li>✓ Startup financing</li> <li>✓ Innosuisse innovation project</li> <li>▪ Funding round for phase 2 (ongoing)</li> </ul>	<p><b>Design</b></p> <ul style="list-style-type: none"> <li>✓ Bus concept and visualizations</li> <li>✓ Branding</li> </ul>	<p><b>Seat development</b></p> <ul style="list-style-type: none"> <li>Design iteration for serial production (cost reduction, durability, comfort)</li> </ul>	<p><b>Explore new business models</b></p> <ul style="list-style-type: none"> <li>Seat sales to bus operators worldwide</li> <li>New use cases (chartering, events, sport clubs, round trips)</li> </ul>

Join us on our journey and invest in a new mobility solution that solves a pressing issue of our generation.

We look forward to your call or e-mail.

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