



# Press Release

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## **NS opens the public transport market to new entrants**

A fuel card that is also valid on the train, a hotel booking with a train ticket, or a lease car including the option to travel by train? That would be completely normal if it were up to NS. NS is the first train carrier in Europe that is making it possible for businesses outside the public transport sector to sell train journeys and their own public transport tickets directly to consumers. It will be possible for every new entrant to do this on equal terms. NS expects a great deal from this measure, which is intended to lead to an open and growing public transport market with low thresholds that fits in with the new mobility market.

At the moment public transport products for consumers are created and sold only by carriers. NS intends to open up the public transport market to new entrants, so that passengers, in particular flex passengers, will have a wider choice. In this way public transport can merge with the mobility market for shared cars, shared bicycles and other transport modalities.

Tjalling Smit, member of the NS Executive Board, calls it a major step in a new, flexible public transport market: "NS has changed in recent years from a traditional train company to a modern mobility business. This is shown by the success of the OV Fiets and the NS Business Card. Our traditional way of thinking was based on the train, with other forms of transport being supplementary to it. Other parties can offer public transport as a supplement to the services they provide, for example as part of a bundle. If a fuel card allows customers to give access to the train, shared bicycle and shared car, some families probably wouldn't need a second car. That would save them money and benefit the environment.

We don't have to do it all ourselves. By giving partners more opportunities to sell train tickets, NS believes, public transport will be more attractive to larger groups of passengers by offering a better choice. For passengers who don't use public transport readily – for example drivers of lease cars – the train could become a logical choice thanks to a new provider. There are many challenges for keeping the Netherlands accessible, with towns and cities becoming more congested and rural areas having less public transport. NS wants to contribute to accessibility in its role as a business in the community."

New entrants can all use these new opportunities on the same terms, which are intended to ensure that passengers receive a reliable product. New providers will have access to a separate NS module that allows them to configure tickets and offer public transport products themselves. Providers can then decide for themselves what the terms and conditions for the products will be towards customers, including the price. At the same time, the carrier's conditions of transport will equally apply for tickets sold by providers.

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