



Renfe will launch the tender before the end of this year

**Renfe expects to obtain up to 156 EUR millions and to achieve in the first 5 years more than 1.800.000 new train journeys with RaaS platform**  
**Renfe wants to develop a new mobility platform door to door with all modes of transport integrated in order to improve daily live in Spain.**

- **RaaS aims to become an end to end mobility platform, integrating all modes of transport in only one payment**
- **It is planned to be ready by the end 2021. Sales would increase about 3% - 4% in the main corridors**
- **The maximum amount of the tender will be 39,4 EUR millions**
- Madrid, 30/11/2020 (Renfe). The Board of Directors of Renfe Operadora has approved today the tender to begin with the development of RaaS platform. Renfe expects to obtain 650.000 active customers in the platform for the fifth year of implementation and a sales increase about 3% - 4% in the main corridors.

The maximum amount of the tender will be 39.4 EUR millions for the first 5 years, including the investments in the platform construction, expenses and incentives by objectives.

RaaS is a digital platform that will offer an end-to-end mobility solution to citizens, planning trips since the customers go out of the door until they reach their final destination, permitting a wide range of complementary services during the trip until they arrive to their destination.

It will be an open and inclusive platform and it will include the different operators of the new mobility ecosystem.



# Press Release

Aligned with the objectives of the Strategy Plan of Renfe and with the Mobility Strategy approved by the Ministry of Transport, Mobility and Urban Agenda (MITMA).

Thus, Renfe wants to be not only the leading Railway Company but also an end-to-end mobility operator, going together with the customer during the whole trip.

With this new platform, customers will be able to plan a door-to-door trip but they will also have Access to maps, guidance messages, routes recommendation, etc.

Renfe will publish the tender in the coming days to seek for a technology and commercial partner to develop RaaS, working with a model that includes a fixed cost and variable payment depending on the Project success. This success model assures the commitment of the contractor in the development of the Project.

The objective of this platform is not only a mere technology implementation. The aim is to design, build, commercialize and scale a new business model based on a digital platform that will provide a new experience in mobility services.

Renfe expects that this new platform will provide a unique and personalized user experience and could be launched to market at the end of 2021. Renfe will obtain additional incomes of 38 and 156 EUR million in the next five years.

*Renfe as a Service* will integrate in the same platform different modes of transport (train, bike, metro, bus, car sharing, scooter, etc.) providing a first and last mile solution that will allow the planning of trips from beginning to end, through a single payment and a single app.

RaaS will be a platform that will add the widest possible offer of public and private transport. For that purpose, RaaS will seek for agreements with public transport and micro mobility companies but also with car sharing platforms, technology providers and payment systems.