

COMFORTDELGRO WINS NEW SOUTH WALES OUTER METROPOLITAN BUS TENDER WORTH OVER A\$200 MILLION

4 July 2023 – ComfortDelGro Corporation Limited (ComfortDelGro) through its indirect subsidiary, CDC NSW Pty Ltd (CDC NSW), has been awarded an outer metropolitan bus contract in NSW worth over A\$200 million. This comes hot on the heels of three other successful tenders awarded by the NSW Government resulting in two contracts for Sydney metropolitan Region 4, and combined Regions 12 and 14 just seven months earlier. Combined, the three contracts are worth more than A\$1.9 billion.

This latest award is the Outer Metropolitan Bus Service Contract for Region 7, which covers the NSW Central Coast, including The Entrance, Gosford, Wyong and the surrounding areas. The contract, which will commence services in July 2024 and run for eight years, has been awarded by the NSW Government to Red Bus CDC NSW – a 50:50 joint venture (JV) company between CDC NSW and Red Bus Services.

Red Bus Services is an established NSW bus operator with more than 80 years of experience in serving the Central Coast community. It has teamed up with CDC NSW for Region 7 tender to deliver better value based on their combined strengths, expertise and resources to serve the more than two million passengers expected each year.

ComfortDelGro Managing Director and Group CEO, Mr Cheng Siak Kian, said: “We have been operating in Australia for 18 years now and continually aim to do better in our service offerings and delivery. This is because Australia is and continues to be a significant part of our business. We have significantly enhanced our tendering resourcing and capability in recent years and achieved multiple contract tender successes in Australia and New Zealand.

“Indeed, we are extremely delighted to have been awarded this contract so soon after being awarded the Sydney metropolitan contracts for regions 4 and 14, as it demonstrates the confidence of Transport for NSW in our competency to deliver quality bus services. Our strong background in bus operations coupled with our best practices, processes and use of technology in Singapore and the United Kingdom as well as in Australia enable us to deliver best-in-class service and we are proud to be serving this new region with Red Bus,” he added.

Red Bus Services Managing Director Mr John Shore said: “We have a proud history of service to our community and we are so thrilled to continue the Red Bus legacy by joining with CDC NSW. We are better together and importantly, this JV allows us to honour our 80-plus-year history by continuing to provide our community with safe and reliable transport solutions well into the future.”

More than just providing bus services to the community in Region 7, the contract will also create employment opportunities as CDC NSW expands its operations. It expects to have a workforce of over 2,500 across NSW, which will be an increase of 150 employees from its current strength.

With this win, CDC NSW operates four bus service contracts in the Outer Metropolitan areas in Regions 2, 7, 8 and 11. It also operates two contracts in Metropolitan Sydney in Regions 4 and 14.

ComfortDelGro first began operations Down Under through the acquisition of Western Sydney bus operator, the Westbus Group, in 2005. Since then, the Group, through its wholly-owned subsidiary, ComfortDelGro Corporation Australia Pty Ltd (CDC) has grown significantly – both organically and inorganically – and now operates in six states and territories – NSW, Victoria, Queensland, Western Australia, Australian Capital Territory and Northern Territory – with a total fleet of over 4,000 vehicles. In addition to running vehicles, CDC also offers outdoor advertising services.

With a total investment of S\$1.2 billion to-date, Australia is now the Group's single largest overseas investment destination. It is one of the largest public scheduled bus operators in Australia, and also provides non-scheduled bus services such as school and corporate charters. For the year ended 31 December 2022, the Australian businesses chalked up a revenue of S\$690.1 million.

Background

About ComfortDelGro Corporation Limited

ComfortDelGro is one of the world's largest land transport companies with a total fleet size of about 34,000 buses, taxis, and rental vehicles. We also run 177km of light and heavy rail networks in Singapore and New Zealand. Our global operations span seven countries – Singapore, Australia, the United Kingdom, New Zealand, China, Ireland and Malaysia.

About Red Bus Services

Founded in 1923, the Company started operations as 'The Red Bus Company - Tuggerah Lakes Motors' and underwent several name changes over the years. Most recently named 'Red Bus Services', the company employs over 160 staff and operates a fleet of 106 modern buses and 10 coaches. Red Bus Services service a large area of the Central Coast bounded by Gosford in the South to Lakehaven in the North, Bateau Bay in the East to Ourimbah and Wyong in the West.