



Building a Night Train Network

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European Sleeper

- Dedicated to **night trains**
- Founded in 2021
- Community-owned
- First train in **May 2023**
- Second train: **Brussels-Venice**

- Build a European night train network from the Netherlands and Belgium
 - Extend the new winter Venice train pilot
 - Amsterdam-Barcelona route
 - New destinations: Milan, Copenhagen, Warsaw

Our
ambitions



european
sleeper 

Our strategy

1. Focus on night trains 1200-1500 km
2. Create new coalitions, partnerships, and collaborations
3. Get sufficient carriages
 - a) Rental
 - b) Refurbished
 - c) New



Results so far

>425

Train runs
until now

>125,000

Passengers from
2023 until now

>450

Average number of
passengers per train
(Prague)



>2,500

Bikes transported

90%

Punctuality
(<60 mins.)

3.2/5 on Trustpilot

= 2   above the rating of
other railway companies

80,000

Newsletter
subscribers

60,000

Social following
(approx.)

€100

Average
ticket price

€13 million

Total ticket sales

80 sales partners

Including Belgian Railways,
Czech Railways, Google and
many more

What makes our night train attractive

- Crew
- Bistro car
- Bike carriage
- Women-only
- Better for the planet



The role of night trains in meeting climate goals

- Extends the radius of train distance
- Fills a gap where high speed is absent or saturated
- Facilitates the transition from plane
- Promotes human connection and inclusiveness
- Ideal for business trips, no more red-eye flights
- Combines night + day train travel solutions





What are the challenges?

- Rolling stock
 - Available rolling stock for rent or refurbishment
 - Financing (risks and guarantees)
 - Reliability and maintenance
- Timetables
 - Coordination
 - Long term path availability
 - Track works
- Partner dependencies
 - Shunting, parking
 - Railway undertakings
 - Stewards and cleaning



Income vs Cost

- 0.5 returns per day
- Less capacity per carriage
- More crew (night hours)
- Bedding and catering are expensive
- Delays 25%-50% refund
- Willingness to pay = price of a flight
- Seasonality



The key to success

- Team!
- Our investors
- The wider community



Our Night Train future

- Not just a niche market, but a missing link
- Demand is there, we need to tell the story
- Explain how it works: *what is a couchette?*
- Simply good (accessible, inclusive offer)
- Make booking easy
- Horizon 2030 : Plan to open one new line per year
- Horizon 2035: Plan to develop a network around 5 hubs – up to 40 lines / 20-35k passengers per day



Welcome aboard The Good Night Train



Thank you



