

Kinetic expands into Sydney with major new acquisition

21 November 2019

Melbourne, Australia - Australia's leading mass transit operator Kinetic has signaled its expansion into Australasia's largest mass transit market with the acquisition of the Sydney-based bus and coach charter company Telford's.

With a 46-year track record, Telford's operates one of Sydney's largest charter fleets with over 100 buses and coaches providing several charter services such as general charter, contracted corporate and school services and rail replacement services from two depots.

Importantly, the historic and well-known Telford's brand will be retained on all existing and future vehicles in the fleet.

The acquisition of Telford's continues the strong growth story for Kinetic following its acquisition of the Queensland and northern New South Wales operator Transit Australia Group (TAG), which made headlines earlier this year as Australia's largest private bus transaction.

Telford's now joins a growing stable of leading and iconic brands being operated by Kinetic throughout New South Wales, Victoria, Queensland, Tasmania and Auckland, New Zealand, including SkyBus, Sunbus and Surfside Buslines.

Kinetic continues to look for growth opportunities as it brings its commitment to customer-first, world class standards to all its services, whether it is airport transit, commuter routes, school services, or special charter services.

Kinetic Co-CEO Michael Swards said: "It has been a year of remarkable growth for Kinetic and so it's only fitting to end the year with the exciting addition of Telford's to the group, which helps us bring our values-based approach to Australasia's biggest market - Sydney.

"Kinetic is passionate about moving people through awesome experiences and we could not be more delighted with the opportunity this acquisition provides us to bring our unwavering passion and commitment to delivering awesome experiences to millions of customers in Sydney," Mr Swards said.

Kinetic Co-CEO Adam Begg said: "Entry into Sydney has been the highest strategic priority for Kinetic given the city is Australasia's most populous urban area, it has the highest rate of public transport adoption, and is home to both Australia's biggest and its newest planned airport.

"The acquisition of Telford's, with its sophisticated and proven charter booking systems and know-how, further offers potential for Kinetic to realise new charter opportunities which will provide even more mass transit options for people in Sydney to move around.

"We look forward to moving people in Sydney, just as we have moved 35 million people on 178 services throughout Australia and New Zealand in the past year," Mr Begg said.

Telford's CEO and owner Scott Dunn said: "Telford's is a great business with great people, I am proud of what we have achieved over the last 5 years and this could never have been achieved without the people within the business. I believe the time is right for the business to have new leadership for its next stage of success".

At this stage, it is expected the transaction will complete by early December 2019.

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