

**HT****CAPITAL ADVISORS, LLC**

## **HT Capital Advises RATP Dev USA on its Acquisition of California based Roadrunner Management Services**

**New York, NY – May 21, 2018.** HT Capital Advisors is pleased to announce its role in the acquisition by RATP Dev USA of California based Roadrunner Management Services.

*This announcement appears as a matter of public record only*



Roadrunner Management Services, an operator of over 100 ground transportation programs throughout Southern California: airport shuttles, charters, non-emergency medical, school bus, dial-a-ride, commuter shuttles, and fixed-route service

has been acquired by



RATP Dev operates and maintains urban transportation systems in 14 countries on four continents. In North America RATP Dev employs over 3,800 team members transporting more than 78 million passengers in 18 states and operates a wide range of services.

*The undersigned initiated this transaction and acted as exclusive advisor to RATP Dev*

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RATP Dev USA, a national leader in public transit, announced today that it has acquired Roadrunner Management Services, a provider of transportation services in the Southern & Central California markets. RATP Dev USA will assume the operations of all Roadrunner transit services including fixed-route, paratransit, airport shuttles, charter and black car services.

Roadrunner maintains a fleet of more than 200 vehicles and more than 350 drivers, transporting more than 10,000 passengers daily. “We are excited to be part of RATP Dev USA, which has established great relationships with transit agencies nationwide,” said Brick Conners, CEO of Roadrunner. “RATP Dev USA has a proven track record of successfully building and maintaining transit systems, and will enable us to expand our service offerings throughout the western United States.”

The acquisition further expands RATP Dev USA’s footprint in the California marketplace.

“Our acquisition of Roadrunner complements our overall transit offerings and significantly expands our capacity and geographic presence in California,” said Blaine Rigler, President of

RATP Dev USA. “Roadrunner is a strong regional brand with over 27 years of proven excellence in public transit operations. We are excited to add the entire Roadrunner team to the RATP Dev USA family and continuing to provide superior transportation options to their growing customer base.”

### **About RATP Dev**

Founded in 2002, RATP Dev operates and maintains urban transportation systems in 14 countries on four continents (United Kingdom, France, Italy, Switzerland, Algeria, Morocco, South Africa, Saudi Arabia, Qatar, India, China, South Korea, the Philippines, and the United States of America). With more than 1.5 billion passengers travelling on its networks every year, RATP Dev demonstrates every day its extensive and renowned expertise in a wide range of mobility services, ranging from rail, regional express rail, tramway, to bus, cable car and sightseeing activities. RATP Dev leverages in France, outside of Paris, and across international markets the technical expertise and experience of RATP Group, the leader in driverless and tramway operations and operator

of the Paris network, one of the largest public transportation networks in the world. In North America RATP Dev employs over 3,800 team members transporting more than 78 million passengers in 18 states and operates a wide range of services.

**About Roadrunner**

For more than 27 years, Roadrunner has provided inspired service to the Southern California Community. Roadrunner consistently performs as an industry leader in meeting and exceeding client expectations. Initially focused on door-to-door rideshare connecting to the major area airports, 24 hours a day and 365 days a year, Roadrunner now operates over 100 ground transportation programs throughout Southern California: airport shuttles, charters, non-emergency medical, school bus, dial-a-ride, commuter shuttles, and fixed-route service. In managing a wide variety of transportation programs, Roadrunner has further developed the personnel and technical support of all operations in-house. Roadrunner is based in Camarillo, California with multiple operations in Los Angeles.

HT Capital was retained by RATP DEV to identify opportunities in the United States that fit their strategic criteria as well as advise them on the many facets of the acquisition evaluation and execution process.

HT Capital initiated and served as exclusive financial advisor to RATP Dev on this transaction.

**About HT Capital Advisors:**

HT Capital Advisors is a private investment-banking firm based in New York City with representation in Cleveland, OH and Boca Raton, FL. The firm specializes in domestic and cross border middle market mergers and acquisitions, recapitalizations, corporate valuations and other financial advisory services.

For further information about HT Capital's merger & acquisition advisory services, please contact Jean-Damien Perrier, Managing Director, at (212) 759-9293 or [jdperrier@htcapital.com](mailto:jdperrier@htcapital.com), or Eric Lomas, President, at (212) 759-9108 or [elomas@htcapital.com](mailto:elomas@htcapital.com).

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