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To whom it may concern

24. März 2010
FE/ko

CONFIRMATION

As client we hereby confirm the successful completion of the following project(s) by Wagener & Herbst:

- Delphi Study: Public Passenger Transport Market of the future

Yours sincerely

24.3.10

Date



Klingelhöferstraße 7 · 10785 Berlin
Signature



PRÄSIDIUM

Detthold Aden, Dr. Klaus Baur, Ulrich Klaus Becker, Prof. Dr. Wilhelm Bender, Dr. Olaf Berlien, Hans-Georg Brinkmann, Dr. Uwe Franke,
Dr. Rüdiger Grube, Dr. Hans-Jörg Grundmann, Ulrich Homburg, Wolfgang Mayrhuber, Dr. Jörg Mosolf, Klaus-Peter Müller (Vorsitzender),
Dr. Peter Noé, Andreas Renschler, Norbert Schußler, Dieter Schweer, Hermann Ude, Matthias Wissmann, Prof. Dr.-Ing. Gerhard Zeidler
Ehrenvorsitzender: Dr. Heinz Durr

Ref 15		Project title					Delphi Study: Public Passenger Transport Market of the future				
Name of legal entity	Country	Overall project value (EUR)	Proportion carried out by legal entity (%)	No of staff provided	Name of client	Origin of funding	Dates (start/end)	Name of partners if any			
Wagener & Herbst Management Consultants GmbH	Germany	100,000	60	2	The German Transport Forum (Deutsches Verkehrsforum e.V.), Federal Ministry of Education and Research (BMBF)	The German Transport Forum (Deutsches Verkehrsforum e.V.), Federal Ministry of Education and Research (BMBF)	2004 – 2005	Technical University of Dresden			
Detailed description of project											
<p>Analysis of the development of the German Public Passenger Transport Market within the period until 2015</p> <p>Design of questionnaires, Interviews of experts, Evaluation workshops with representatives of German government, administrations, associations, and companies, Analyses and compilation of the study</p> <p>Results on the topics of: Market entry in PPT, Shareholders' structure, Technology and infrastructure, Controlling instruments in the competition, Financing and profitability, marketing and sales, Tariff design and yield management, Legal framework</p> <p>Deduction of effects on individual market participants and thereby support in strategic enterprise planning</p>											
Type of services provided											
<p>Questionnaires design and experts' interviews</p> <p>Concept and moderation of high level evaluation workshops</p> <p>Analyses and study compilation</p>											

Date:

26.3.10



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Signature: