

# SCI VERKEHR - NAVIGATOR FOR DECISIONS

MARIA LEENEN, ALEXANDER HERBERMANN, NICOLAS WILLE – HAMBURG, SEPTEMBER 2016



## STRATEGIC CONSULTANCY



**SCI VERKEHR is an independent consultancy company specialized in the transport sector**



**SCI VERKEHR is focused on strategic advice regarding assets, markets and strategies**

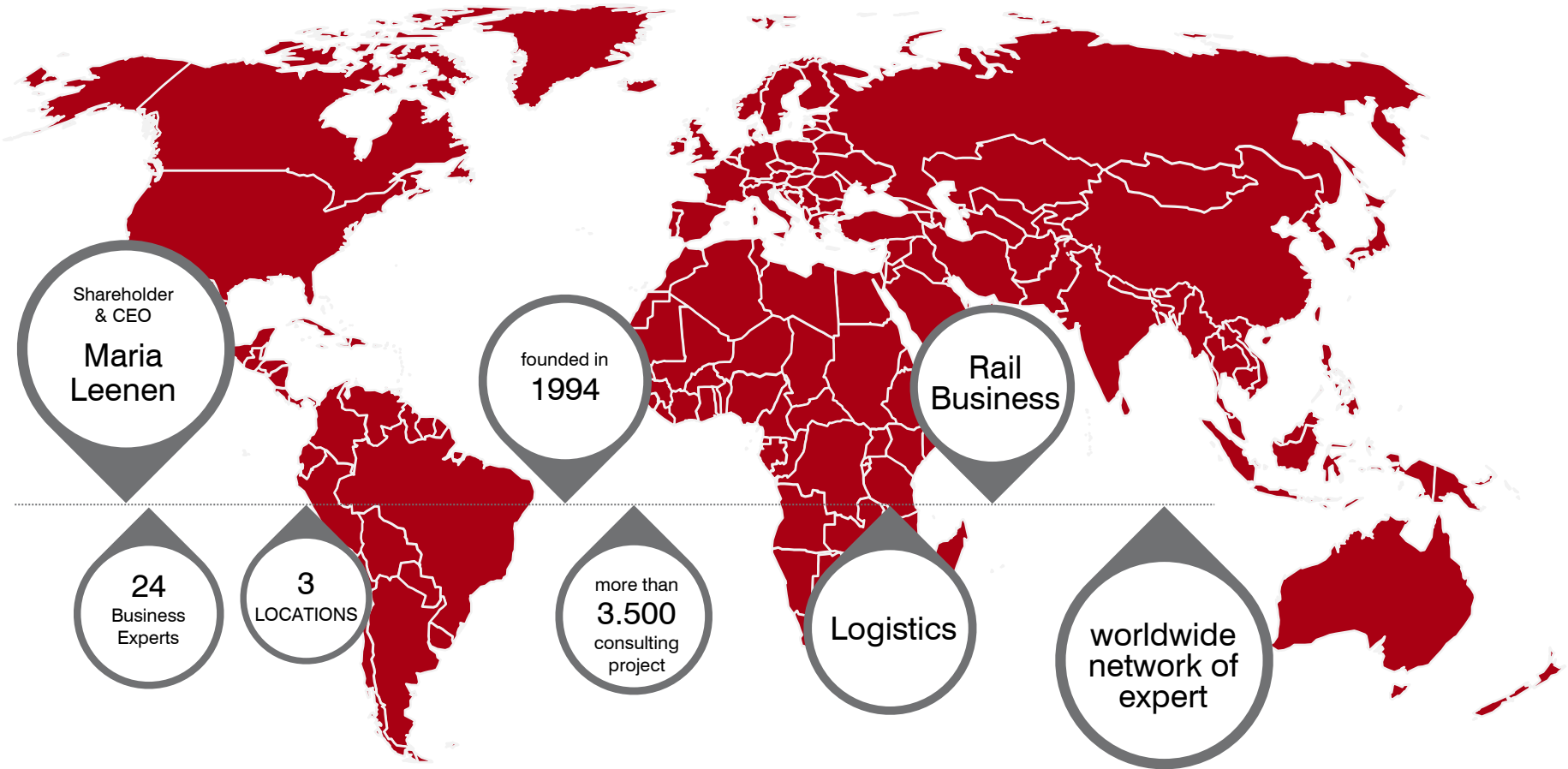


**SCI VERKEHR supports industrial players, operators, investors, banks, and public bodies in their strategic decisions**

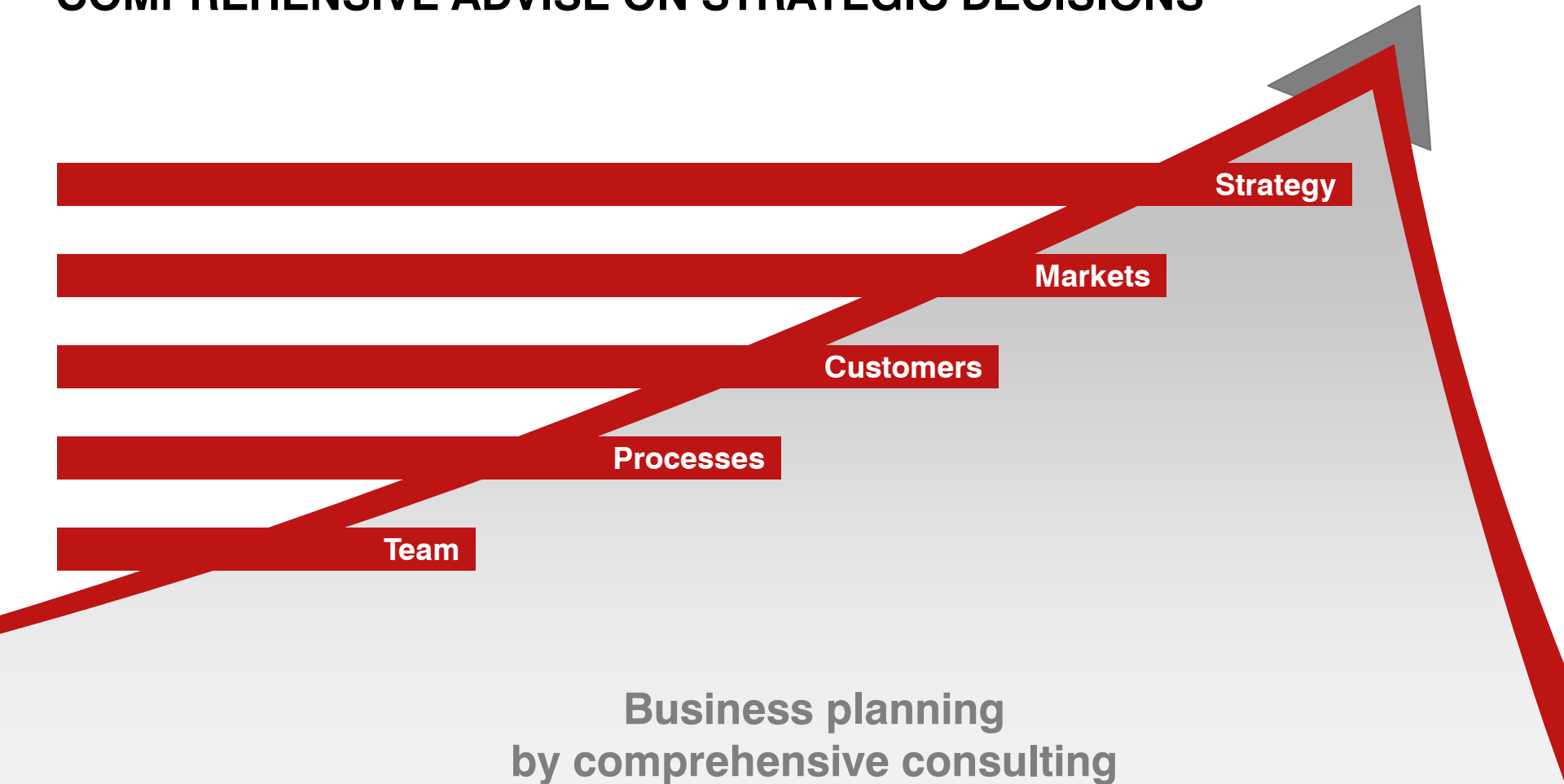
## WORLDWIDE RANGE OF CUSTOMERS

Akiem • Allco Leasing GmbH • Allianz pro Schiene • **Alpha Trains** • **Alstom S.A.** • Amphenol Air LB • **AmstedRail** • Ansaldo Signal N.V. • AnsaldoBreda S.p.A. • Arriva International • Ascendos Rail Leasing • Axis Communications AB • **Axtone Sp. z o.o.** • AZ Espana S.A. • Balfour Beatty Rail GmbH • BASF SE • Bayer MaterialScience AG • BBSR • Beacon Rail Leasing Limited • Berliner Verkehrsbetriebe • BNP Paribas • Bochumer Verein Verkehrstechnik GmbH • **Bombardier Transportation** • Bonatrans a.s. • Brunel GmbH • Bundesverkehrsministerium • **Captrain Deutschland GmbH** • Capvis Equity Partners AG • Caterpillar Inc. • China CNR Corporation Limited • **China Railway Rolling Stock Corporation** • CIT Group Inc. • CKD Vagonka • Coca-Cola Erfrischungsgetränke AG • Commerz Real AG • Commonwealth Bank • Contitech Luftfedersysteme GmbH • CSR Corp. Ltd. • Danish State Railways • **DB Cargo AG** • DB Fahrzeuginstandhaltung GmbH • DB Regio AG • Dellner Kupplungen GmbH • Deutsche Bank AG • Deutsche Beteiligungs AG • Deutsche Leasing Finance GmbH • Deutz AG • DHL Management • Duisport AG • Durtrack AG • ELIN EBG traction GmbH • Eurofima • Euromaint Rail GmbH • Europorte SAS • Extel Systems Wedel • **Faiveley Transport SA** • Firema Transporti S.p.A. • Freudenberg Schwab GmbH • Funkwerk • Furrer+Frey AG • GE Transportation • Getzner Werkstoffe GmbH • **Greenbrier Germany GmbH** • **Groupe Ermewa SA** • GSI Fonds GmbH & Co. KG • Gutehoffnungshütte Radsatz GmbH • Hamburger Sparkasse AG • Hanning & Kahl GmbH • **Hitachi Ltd.** • HSH Nordbank AG • Huawei Technologies Co., Ltd. • Hübner GmbH • **Hyundai Rotem** • IG Metall • Industrierwaggon GmbH • Interfleet Technology Ltd. • Interpipe • IVECO • Kapsch CarrierCom AG • Keolis Deutschland GmbH & Co. KG • KfW IPEX-Bank GmbH • Klepe Elektrik GmbH • **Knorr-Bremse AG** • Knürr AG • Korea Railroad Research Institut • Kummeler&Matter AG • Leonhard Moll Betonwerke • Letsema • Liebherr Transportation Systems GmbH • Lloyds Banking Group • Logistik Initiative Hamburg e.V. • LOGISTIK.NRW • Macquarie Rail • MAN AG • McKinsey & Company, Inc. • Melecs MWW GmbH & Co. KG • Metzeler Schaum GmbH • Microelettrica Scientifica Spa • Mitsubishi Heavy Industries • Mitsui Rail Capital Europe B.V. • Morgan Stanley • **MTU Friedrichshafen** • Nanjing Kangni Mechanical & Electrical C. Ltd. • National Australia Bank Limited • Norgren Ltd., UK • NS Reizigers B.V. • **ÖBB AG** • Paribus-SK-Rail Management GmbH • Patentos Talgo S.A. • PE Arriva AG • Penn Machine Company • **PESA Bydgoszcz SA** • Pintsch Bamag GmbH • PKP • Plasser & Theurer • PORR AG • Postbank Leasing GmbH • Powerlines Group GmbH • Progress Rail Services • Prysmian Spa • RAIL ONE GmbH • Railpool • Rose Systemtechnik GmbH • Royal Bank of Scotland • SBB • Schaeffler Technologies GmbH & Co. KG • **Schaltbau AG** • Scheidt & Bachmann GmbH • Schwab Verkehrstechnik AG • Schweizer Electronic AG • Secheron Ltd. • Selectron Systems AG • Siemens AG • Sika Schweiz AG • Societe General Group • SOLARIS Bus & Coach S.A. • Stadler Rail AG • Stemmann-Technik GmbH • Südleasing GmbH • Sumitomo • Thales • Thermo King • Thyssen Krupp • GfT Gleistechnik GmbH • Tiefenbach GmbH • **Toshiba Corporation** • Toyo Engineering Corporation • Traktionssysteme Austria GmbH • **Transmashholding** • Trinity Rail GmbH • TÜV Süd • UGL Rail • US Government • VAE GmbH • Veolia Transport • Verband der Bahnindustrie • Voestalpine Bahnsysteme GmbH • Voith Turbo • Vossloh AG • VR Leasing AG • VTG Aktiengesellschaft • **Wabtech Corporation** • Wascosa AG • Webasto AG • ZELISKO Ges.m.b.H. • ZF Friedrichshafen AG

# WORLDWIDE EXPERIENCE IN YOUR BUSINESS



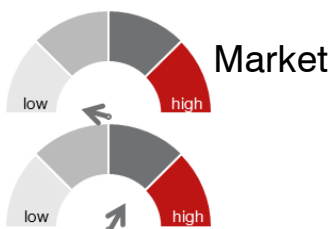
## DETAILED ANALYSIS BUILDS THE BASIS FOR A PROFOUND AND COMPREHENSIVE ADVISE ON STRATEGIC DECISIONS



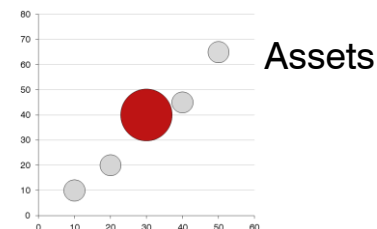
## WORKING CENTRED ON CUSTOMERS NEEDS



- Mergers & acquisitions
- Process optimization
- Business plan
- Portfolio assessment
- Public strategic advice



- Market entry strategies
- Competition analyses
- Geographical assessment
- Sector analysis



- Asset valuation (IFRS conform)
- Benchmarking
- Product analyses

# CONSULTING PRODUCTS OF SCI VERKEHR

**Strategic  
Consulting**



**MARKETMONITORING**



**MULTICLIENTSTUDIES**

**Aggregation of  
Information**



**MARKETFORECASTS**



**RAILINDEX**



**LOGISTIKBAROMETER**

**Data Analysis &  
Evaluation**



**DATABASE**

**SCI**



**RAILDATA**

**Permanent Market  
Monitoring**

## CONTACT

**Nicolas Wille**  
**SCI Verkehr GmbH**

Vor den Siebenburgen 2  
50676 Köln

Tel: +49 (221) 93178-0  
Fax: +49 (221) 93178-78  
Email: [n.wille@sci.de](mailto:n.wille@sci.de)

**Maria Leenen**  
**SCI Verkehr GmbH**

Schanzenstraße 117  
20357 Hamburg

Tel: +49 (40) 507197-0  
Fax: +49 (40) 507197-20  
Email: [m.leenen@sci.de](mailto:m.leenen@sci.de)

**Alexander Herbermann**  
**SCI Verkehr GmbH**

Wilhelmine-Gemberg-Weg 6  
Eingang 1  
10115 Berlin

Tel: +49 (30) 284454-0  
Fax: +49 (30) 284454-20  
Email: [a.herbermann@sci.de](mailto:a.herbermann@sci.de)



# SCI VERKEHR...

## OVERVIEW OF SCI VERKEHR'S IN-HOUSE PRODUCTS



### Permanent market monitoring

- Monitoring of **projects** (rolling stock and infrastructure) in press releases and journals for the SCI DATABASE
- Monitoring of **relevant business news** the weekly published SCI RAILDATA

### Project based research and market analysis

- Relevant **project results** and research outputs are entered into the SCI DATABASE and the SCI RAILDATA
- **Stakeholder surveys and expert knowledge** is published in the SCI RAILINDEX and the SCI LOGISTICSBAROMETER

### Strategic consulting

- All products are deployed as **essential input for strategic consulting**
- **Results of broader interest** are collected and published in SCI MULTICLIENTSTUDIES

## SCI/DATABASE



- Systematic preparation, analysis and updating of all relevant information on players and assets in the sector
- Valid information on each product segment concerning series, fleet sizes, market shares, infrastructures and developments
- Fast and flexible assessment and analysis of key information on the railway industry
- Additional project database on new development and upgrade projects as well as public investment and financing plans

## SCI/RAILDATA



- Comprehensive knowledge management system with a user-oriented and systematic overview of the current global railway technology market
- Daily analysis of specialist information from 70 countries in 15 languages
- Publication of the current economic, technical and project data and tenders
- Exclusive access for clients to online database with more than 110,000 articles
- Weekly email newsletter in German and/or English

## SCI/RAILINDEX



- warning system for trends relevant to the sector:
  - Early identification of trends relevant to the sector
  - Evaluation of changes to conditions in a national and international context
  - Strategic recommendations for the railway sector
- Survey: a survey is carried out quarterly of the decision makers in the railway industry who, in key positions, steer the fates of their companies and also possess an overview of the situation in the sector.
  - Structure of questionnaire:
  - Evaluation of the current situation of the company
  - Plans and expectations in the next six months
  - Situation in the sector
  - Special questions on the current topics in the railway industry
- Publication on

## SCI/LOGISTICS BAROMETER



- Indicator for economic developments in the transport and logistics sector
- Continuous observation of prices and capacities as well as current trends and developments
- Regular survey of 200 decision makers from the sector and analysis of the results using the Ifo business climate index
- Publication of the results in transport newspaper Deutsche Verkehrs-Zeitung (DVZ)

## SCI/MULTICLIENT-STUDIES



- Systematic market observation with harmonised view and definition
- Processing of data on current stocks and forecast data, documentation of trends and detailed information on market and sector developments
- Complement available market data and reduce clients' need to compile their own data
- Basis for decisions and information for the development of individual consulting requirements
- Available in German and English

## SCI/MARKET FORECASTS



- A standardised depiction of the current and future market volumes for products and services in the railway market
- The foundation for fact-based consulting and therefore complementary to qualitative trend statements and top-down analyses
- Attractive basis for decisions for strategic recommendations as trends and market developments can be recognised early on and backed up with concrete numerical data
- Based on actual projects in the vehicle and infrastructure market, integrating medium- and long-term development drivers in the national and transport markets
- Achieve a high-quality result thanks to the combination of top-down and bottom-up analyses in the form of continuous market observation and validation of the results

## SCI/MARKETMONITORING



- Knowledge & Transparency more than 1,000 rolling stock projects up to the year 2025
- Speed & Precision Early market overview, world-wide scanning and continuous online-access on the internet
- Individuality & Flexibility Client-specific adaption of the database
- Control & Security Fast communication, privacy and high security standards
- Simplicity & High performance
- Simple interfaces and easy handling
- Efficiency & Cost awareness Increasing efficiency of market analyses as well as distribution activities