

## To whom it may concern

### Re : Reference Letter for GBP International

This is to confirm that we have appointed the consulting and interim management company GBP International Sdn. Bhd. (GBP) to manage our Car Fleet in Indonesia in July 2007 onwards . At the start of the project the total car fleet comprised around 1.300 vehicles and 800 drivers.

The scope of services of the consultants of GBP was as follows:

- Streamline processes and approval procedures for car requirements, fuel claims and vehicle usage
- Prepare weekly management reports and reviews
- Create and maintain central database for car fleet
- Reduce operational cars wherever possible in order to reduce overhead costs
- Introduce taxi systems, shuttle bus services and pool car solutions progressively
- Check and consolidate leasing/driver contracts and reduce numbers of leased cars progressively
- Question and control fuel/driver costs – cap overtime claims
- Introduce incentive programs for drivers

This project was introduced shortly after the merger of Siemens Communications and Nokia Networks into Nokia Siemens Networks (NSN). The overhead cost on the total car fleet was reduced massively in a very short time without jeopardizing the mobility of NSN staff.

The GBP team at our office Jakarta was headed by the project director Mr Klaus Kretzschmar and supervised by Mr Volker U. Friedrich.

At all times the team was very professional, dedicated and efficient. Immediately after the start of the project results were visible and accountable. The management and staff of NSN were motivated and eager to work together with the team despite the inherent difficulties of the task and the different cultural backgrounds. The GBP Team introduced cost effective measures which had direct impact on the cash flow and the overall balance sheet.

As a result of the excellent work in Jakarta GBP was requested to assess the car fleet of NSN also in India and Thailand. We highly appreciated the work of the GBP team and would like recommend their services to any firm seeking sound and professional hands on support in their operations.

Thanking you,

Yours sincerely,



**Dieter Klein**  
*President Director*

**Nokia Siemens  
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