

OV-fiets (Bike/chain management) Pascal VAN HOUTEN NS OV-fiets

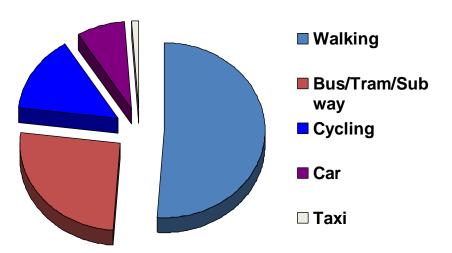
Marketing Manager







Reaching and leaving the station by bike



Current share of the different modality's leaving the station:

- To reach the railway station 40% comes by bike...
- Most people don't have a bike (or other individual mode of transport) on the station of their destination...
- ...so they have to buy a second bike for this reason...
- ..or rent a bike in the traditional way; with deposit and lots of paperwork



Leaving the station by OV-fiets



- Identification only once at subscription via internet.
- Subscription fee equals €10,- a year
- Hiring costs bike €3,- a day
- Monthly payment by direct debit
- Rental service at bike shelters at train
 stations and Self-service rental at
 bike lockers





Customer appreciation is rising



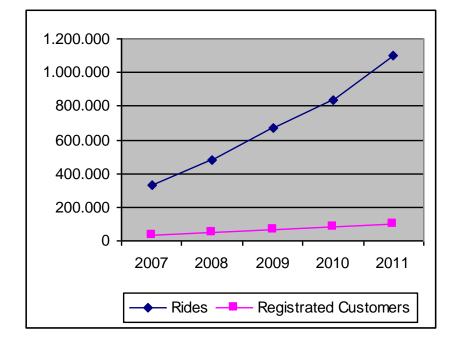
<u>Research shows that OV-fiets creates</u> <u>a modal shift:</u>

- 50% travels by train more often
- Almost 10% exchanged their car journey for the OV-fiets and train combination





Growth OV-fiets rides & registrated customers



Year	Rides	Registrated Customers
2007	330.000	34.000
2008	482.000	50.000
2009	670.000	66.000
2010	835.000	85.000
2011	1.100.000	100.000





Questions?

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