

Berlin, October 2022

To whom it may concern,

Mr. Diego Hitzges has developed a software that was used for our business purposes. This reference is provided upon Mr. Hitzges request, which I follow sincerely.

In September 2022, Mr. Hitzges software has found usage in our department to conduct crucial comparisons on our existing contractual agreements with providers in the business travel industry. Our departments business is shaped by contracting service providers in the field of business travel. The categories air, hotel, railway, and car hire fall under our responsibility and to provide the most economic and efficient product for our business travelers, analyzing data of current contracts and within the open market is a very important step.

Specifically for our contracted railway providers, Mr. Hitzges tool has caught my attention for executing the above task. The tool has been a major asset in uploading, cleaning, comparing, and calculating data based on current sales reports for future negotiations.

All business needs have been surpassed by the product that Mr. Hitzges designed, as he enabled us to not only draw profound conclusions based on our current data but also provided us with the ability to replicate the research when necessary.

Furthermore, the product Mr. Hitzges has developed is designed to include changes to all variables when needed. This is a significant asset in an industry that is constantly changing and aids with regular re-evaluations of existing contractual agreements.

The product that Mr. Hitzges designed is shaped by a great reliability of correct results, replicability for future changes of scopes, partners or parameters and a maximized usability allowing a fast and handy procedure.

Working with Mr. Hitzges can be described as very goal- and client-orientated. Mr. Hitzges designed his project to be extremely user friendly and provided instructions and material to use it in advance. Communicating with Mr. Hitzges has throughout the collaboration been very easy, fast, and professional.

For any further questions regarding working with Mr. Hitzges, do not hesitate to contact me.

Mit freundlichen Grüßen / Best regards

**Can-Luca Soyak**

Indirect Procurement - Global Procurement of Travel Services

Mobile: +49 151 21093941, Email: can-luca.soyak@basf.com

Postal Address: BASF SE, GPI/DB - Q920, Carl-Bosch-Strasse 38, 67056 Ludwigshafen am Rhein, Germany



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