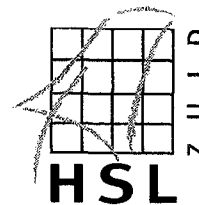


Subject  
Negotiations with NS/KLM



NMBS  
Attn L. Pardon  
Frankrijkstraat 54  
1060 Brussels  
Belgium

Dear Mr. Pardon,

During the informal, technical meeting of 27 July 2001, at which the Dutch State agreed to be present as an observer, both SNCB and SNCF requested confirmation of the role of NS/KLM and the nature of the negotiations.

I herewith confirm that NS/KLM have been appointed as preferred tenderer and have been invited for exclusive and direct negotiations with the State. For further details I refer to the 'Invitation to Direct Negotiations' (dated 15 June 2001), that was handed to Mr. Desnyder on 20 June 2001.

In response to your e-mail of 26 July 2001, I would like to stress that NS/KLM have unconditionally accepted Annex A2 of the Invitation to Tender as part of their Bid.

I agree with you to meet as soon as possible to discuss the role of the various parties in this phase.

Kind regards,

A handwritten signature in black ink, appearing to read 'Bas van Os', is written over a horizontal line.

Bas van Os  
Project Manager HSL-Zuid Transport

Date  
10 August 2001  
Our reference  
HSL-Zuid 227518  
Your reference  
-  
Contact person  
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