

**DB Reise&Touristik**  
**Zentrale**  
**Stephensonstraße 1**  
**D – 60326 Frankfurt am Main**  
**Germany**

**ARRIVA Nederland**  
**Trambaan 3**  
**Postbus 626**  
**8440 AP Heerenveen**  
**The Netherlands**

Project Organisation HSL-Zuid,  
Regus, Amsterdam Teleport Towers (5<sup>th</sup>. Floor ),  
Kingsfordweg 151,  
1043 GR Amsterdam,  
The Netherlands.

For the attention of Mr. Roel Testroote

2<sup>nd</sup>. May, 2001

Dear Mr. Testroote,

**Reference: Proposal for HSL-Zuid Transport Contract**

We refer to your letter dated 11<sup>th</sup>. December, 2000 inviting us to submit a bid in respect of the above project.

Having invested a considerable amount of resource into developing our proposal, we regret to have to advise you that the consortium is not in a position to make a compliant submission.

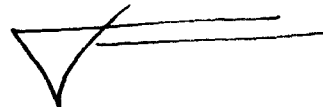
Notwithstanding this, we have pleasure in enclosing a substantial, costed alternative concept, which whilst being neither a bid nor binding, does demonstrate the serious nature of our interest.

We remain available to discuss our position, together with the innovative ideas we have with you and would welcome the opportunity to work in partnership with your goodselves.

Yours sincerely,



Werner Lubberink,  
Director of Marketing,  
International Passenger Services,  
For and on behalf of  
DB Reise&Touristik.



Anne Hettinga,  
Finance Director,

For and on behalf of:  
ARRIVA Nederland.



Ingolf Plaß,  
Consortium Bid Director

**Proposal for HSL-Zuid Transport contract**

**submitted by**

**ARRIVA Nederland / DB Reise&Touristik**

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