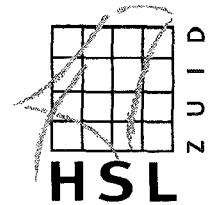


Subject
Clarification HSL-Zuid Transport Contracts



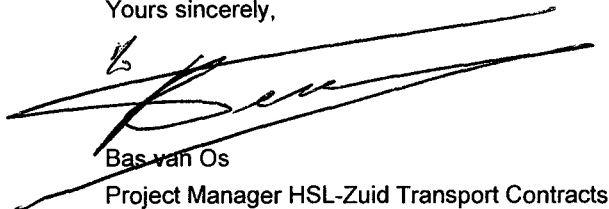
NS – KLM
Attn. Maarten Spaargaren
PO Box 2025
3500 HA Utrecht

Dear Mr. Spaargaren,

With regard to your Bid for the HSL-Zuid Transport contracts (1 May 2001), we have some requests for clarification (see Annex).

The requested information should be submitted to us before Tuesday 22 May 2001 17.00 hrs (Dutch time).

Yours sincerely,


Bas van Os
Project Manager HSL-Zuid Transport Contracts

Annex: Request for Clarification 1

Date
16 May 2001
Your reference
-
Our reference
HSL-Zuid 212778
Contact person
Roel Testroote
Extension
0031 30 2728 751
E-mail
roel.testroote@hslzuid
.com

Projectorganisatie
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Documents

Could you please provide us with the following documents, mentioned in your Bid:

- Page 19: '*Second opinion vervoersvraag HSL-Zuid*', Goudappel Coffeng, 2001.
- Page 20: '*Research on quality of service*', Centrum voor Marketing Analyse, 2001.
- Page 20: '*IC+ reports*'.
- Page 20: '*Methodology and assumptions*', Intraplan.
- Page 32: '*Hoge snelheid: van deur tot deur*', GVB Amsterdam.

1. Mission and objectives

- 1.1 Page 5: HSL (international) services will be included as virtual flights in KLM reservation system. Luggage will not be transferred on the train automatically, does this have an effect on the total amount of transfer passengers on Schiphol, as this is less convenient?

2. The passengers

- 2.1 Page 11 and 12: From your Bid we understand that you do not foresee a huge market for the Amsterdam – Paris service (utilisation of 8 to 11% during concession time). Currently we have asked a 16/16 split for trains to Brussels and Paris, what would be the effect of an 18/14 or 20/12 split (indicatively)?
- 2.2 Page 23: Can you elaborate your vision on the substitution between the air market and the HSL with respect to the Antwerp, Brussels and Paris destinations? In your Bid you seem to address this as a huge potential, but in the figures this only represents 15% (6,8 mio in 2020 vs. 5,8 mio in 2010).

3. Service offer

- 3.1 Could you please indicate the effect of a shift in time of the utilisation of the track to 1 June 2006 on your rolling stock.
- 3.2 Page 27: Could you please provide us some assurance that the 220 kph material can meet the required travel time to Brussels, (via a diagram). Would longer trains still be able to make the journey time? What would be the approximate impact if 300 kph rolling stock were used to Brussels in the Base Case and in Variant 5?
- 3.3 Page 27: You state that the train concept is modular. This implies that seat capacity can increase in case the demand is growing. What is the maximum capacity a single train can offer, since your Business Model indicates you do not use coupled trains?
- 3.4 Page 28: 25% of the seats will be Business Class, so 75 % will be Economy Class.
A. Does this distinction apply to both domestic and international services?
B. And how do airline seats fit in these figures?
- 3.5 Page 30: How does your train concept facilitate the access and egress of people in wheel chairs and their use of provisions and amenities on board?

4. Pricing and yield management

- 4.1 How does your yield management system for the international services compare to current Thalys practices during the peak.
- 4.2 Can you confirm that the increases in the average ticket price will be conform CPI in 2006-2009 and CPI+1% in 2010-2020?
- 4.3 Page 32: To which extent did you use your proposed yield segmentation in your business model calculations? Can you please give further insights in the price and conditions of the discount card.

6. Organisation

- 6.1 Page 64: Does National Express fully underwrite this business plan and would they and NS/KLM, under the assumption of the conditions described in the ITT, envisage an equity share? If so, would that be a small share (less than 10%), or a more significant share (10% or more)?

6.2 Page 65: Does the organisational structure imply that domestic and international operations are operated and managed by the same people and with the same focus? Do you believe different focus is needed and if so, how do you achieve this?

6.3 Page 67: Please provide us with the diagram and calculation leading to the number of drivers.

8. Financing and risks

8.1 Page 78/103: NSFS has calculated without residual value support. What is the effect on the lease costs if this would be included along the lines of the ITT?

9. Key quality aspects

9.1 Page 88/89: Do the capacity-demand figures represent an average train within the time periods and is this an average for both directions or only the busiest direction?

9.2 Page 88/89: Capacity-demand patterns are indicated. Looking at the peak hours the demand does not seem to rise above capacity. Is 100% the limit to capacity, since you have stated that it might be possible in the peak hours on the busiest direction to have undercapacity?

9.3 Page 88/89: How are the capacity-demand figures related to the occupancy rate figures in the Business Model sheet? Can you explain how to make these comparable?

9.4 Page 92: Are domestic passengers allowed to board international services, without reservation? To what extend are there open access places available then?

9.5 Page 93/94/95: Can you give us a breakdown of the foreseen tariffs for the Base Case and Variant 6.

Ticket prices second class / economy class in Euros (Euro value in 2000)		Amsterdam – Rotterdam		Schiphol – Rotterdam	
		2010	2020	2010	2020
Conventional train Ams/Sch-Rott full fare					
Conventional train Ams/Sch-Rott dalurenkaart					
Off peak	Base Case discount card				
	Base Case full fare				
	Variant 6 discount card				
	Variant 6 full fare				
Shoulder	Base Case discount card				
	Base Case full fare				
	Variant 6 discount card				
	Variant 6 full fare				
Peak	Base Case discount card				
	Base Case full fare				
	Variant 6 discount card				
	Variant 6 full fare				
High Peak	Base Case discount card				
	Base Case full fare				
	Variant 6 discount card				
	Variant 6 full fare				

9.6 What would, approximately, be the effects (on revenues, passenger volumes, rolling stock requirements, seat chances and/or concession fee), if second class / economy class fares were capped at 130% of conventional train full fare:

- a) With the same deployment of rolling stock.
- b) if in the peak additional capacity were included to maintain the seat-chance at the levels foreseen in the business plan.
- c) Please describe the effects also for Variant 6.

9.7 Page 94: Can you give an indication of the number or percentage of low-fare tickets available in the different market segments (leisure A/B/C) of international transport for 2010 and 2020 per day on the Brussels trains and the Paris trains?

Part B: Base Case Business Model

B.1 Page 3: Only one class is indicated, this does not match with the Business Plan, where two classes are introduced, so is this table filled in correctly (also in sheet C).

B.2 Page 4: What are the units of the values for seat capacity shown in section 3.5 of Part B2?

B.3 Page 8: You mention that your rolling stock for international Paris services is single deck, with 518 seats and a length of 200 to 235 meters.

A: Is it true that this is a single-deck which has 518 seats and if yes, how is this train set configured?

B: A length longer than 200 metres conflicts with international TSI-rules and the requirement that 2 sets can be coupled south of Brussels (maximum length 400 metres). Please clarify the 235 metres.

B.4 Page 12: With respect to the performance bond you decided to treat is as equity. Do you see alternatives which provide the State with the same guarantee but at a lower cost?

Part C: Variants Business Plan

C.1 Page 9: Variant 6. Are six train paths per hour per direction used immediately from the start of operation?

Part D: International and domestic services separately

D.1 Please recalculate with the assumptions that (net) revenues from domestic passengers are split according to way they are distributed over domestic and international trains.

Other

O.1 What do you believe are the main areas for discussion with SNCB and SNCF and how could these improve or reduce your Bid (indicatively)?

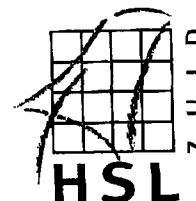
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VERZENDING OK

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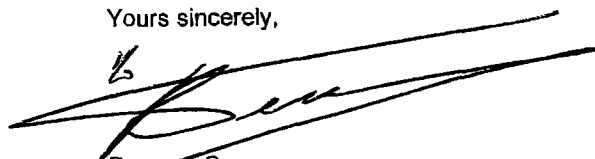
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Contact person

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