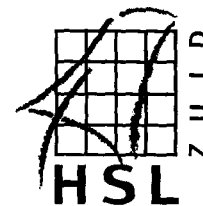


VenW/D&MCO-2009/4015



## Fax

To NS Groep N.V.  
attn. Piet Geurts

Copy -

Fax number [31] (30) 2358042

Subject Fax geregistreerde partijen

Number of pages 1

Beste Piet,

Hierbij ontvang je een kopie van de fax zoals die naar de overige geregistreerde partijen is gegaan. Gezien de mogelijkheid dat partijen het nieuws over deze kabinetsbeslissing onjuist of ongunstig zouden kunnen interpreteren, hebben we besloten om een korte fax te sturen en vervolgens het één en ander persoonlijk uit te leggen zodra duidelijk is geworden wat jullie gaan doen.

Met vriendelijke groet,

Bas van Os

Date  
15-11-99

Our reference

File

Your reference  
-

Contact person  
Bas van Os

Extension  
0031 30 2728701

Projectorganisatie  
Hogesnelheidslijn-Zuid  
Address:  
P.O. Box 43  
3500 AA Utrecht  
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Catharijnesingel 33  
Tel. +31 30 - 2728 400  
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**NS Reizigers**

Ven W/DG/REG-2009/4815.01

**Directie**

Postbus 2025  
3500 HA Utrecht

Mr M. Wiedenhof  
Ministry of Transport, Public Works and  
Water Management  
Project Organisation HSL  
PO Box 43  
3500 AA Utrecht  
The Netherlands

Uw kenmerk  
Ons kenmerk NSR/LS/Corr.99.041  
Onderwerp Registration of interest;  
HSL-Zuid transport contracts

Telefoon 030 - 235 35 63  
Telefax 030 - 235 83 42

Utrecht, 28 July 1999


Dear Mr Wiedenhof,

Please find enclosed our registration form, based on Appendix A of the "Registration Document HSL-Zuid transport contracts", dated 10 June 1999, and our answers to the questions as requested under section III of Appendix A.

Our registration and replies to the questions are made in good faith but cannot be regarded as legally or contractually binding.

We hope to be given the chance to carry out our plans for rail services on the HSL-Zuid.

With kind regards,

  
drs. ir. J.W. Huisinga  
Managing Director

**Registration of interest for HSL-Zuid transport contracts****I. Details of Company**

Name: NS Reizigers B.V.  
Current trading name: NS Reizigers  
Previous trading names (if different): n.a.  
Principal address: Laan van Puntenburg 100, 3511 ER Utrecht  
Name of contact person: Ir. P.H.J. Geurts  
Telephone: 030 - 2354483  
Facsimile: 030 - 2358012  
E-mail: pgeurts@ns.nl  
Type of organisation: Railway company (passenger transport)  
Country of Registration: The Netherlands  
Registration number: 30124362  
Year of registration: 1995

Describe the nature of the business and the services the company provides:

Rail passenger transport and related services

Is the company a subsidiary of another organisation: Yes  
Name of the parent company: NS Groep N.V.  
What interest does the parent company have in the company? 100% shareholder

**II. Type of contracts**

International transport contracts yes  
Domestic transport contracts yes  
The combination of the two yes

**III. Expertise**

1. NS Reizigers B.V. ("NSR") has very considerable experience and wide expertise in the (rail)transport of large flows of passengers on a very complex rail network and heavily utilised infrastructure in (and to and from) the Netherlands.

NSR has shown since 1995 (the starting year of the process towards becoming an independent state-owned company) its ability to increase passenger numbers on the domestic network while keeping prices stable in real terms. The recent ('98/'99) timetable changes showed that NSR was even able to increase traffic by 5% on a very busy infrastructure. NSR has also gained considerable experience and expertise in services related to transport of passengers. Examples are the Traintaxi concept of Transvision, OVR (travel information) etc.

NSR has also proved that it can develop a high-speed train product. Thalys Nederland N.V. (until recently N.V. HST-VEM) has been the partner since 1993 of the SNCF and SNCB for the development, introduction and operation of the Thalys high speed train services on the Amsterdam - Paris route. From its introduction in 1996 it has been an operating railway with all the responsibilities involved, but under the supervision of NSR. Thalys has been successful from the start. By 1998 traffic had already been increased by 22%, and 82% of the Dutch population were already familiar with the Thalys brand and product. A survey 5 months after the introduction indicated that 20% of Thalys passengers would have taken the car if Thalys had not been available and 19 % would have taken the plane. The market that was lost between 1991 and 1995 (about 0.5 million pass/yr) has been more than recovered in the three years since. Of our passengers 81% are satisfied, and 96 % would recommend a Thalys trip to friends and relatives.



2. Transport services of NS Reizigers B.V.:

- Mode of transport: train
- Volume of traffic in 1998: 312 million trips and 14,879 million passenger kilometres.
- Type of involvement: train operator (including on board catering services), rolling stock management, ticketing and distribution, many associated customer services.
- Annual turnover of passenger transport: Euro 1,285 million (1998)
- Relevance to/lessons learnt for HSL Zuid: a balanced timetable with high frequencies, combined with good on board service, travel information, combined with seamless transport before and after the train journey to provide the best value for both domestic and international passengers.

Experience with implementation and operation of high speed train services:

- Number of international passengers on the Thalys : 900.000 in 1998
- Turnover Amsterdam - Brussels - Paris in Thalys trains exceeds Euro 50 million annually.
- As from September 1999 we will also accommodate domestic passengers in Thalys trains (i.e. without reservation). This has become possible after a modification of the international reservation system proposed by us.
- Employees of Thalys Nederland N.V. have cooperated with the Projectbureau HSL-Zuid and Rail Infrabeheer (RIB) from 1993 to 1996 in the preparation of the HSL Nota and the Coopers and Lybrand 'Studie HSL Brussel - Amsterdam' which was the basis for the agreement between the Netherlands and Belgium for the construction of the HSL.

3. We intend to seek cooperation with a number of partners in order to generate the best value from the HSL Zuid. Amongst others, these partners will be: (international) transport companies, station and real estate development companies within the NS Groep, KLM, Amsterdam Airport Schiphol, etcetera).

Thalys Nederland N.V is already part of an international railway grouping (together with SNCF, SNCB and DB) for the Thalys services.

### III. Consultation questions - HSL Zuid transport contracts

#### Tender process

1. The Ministry of Transport is familiar with the NSR point of view on this subject.
2. If an interested party is not awarded a contract, the Government should in our opinion consider compensating the pre-agreed and audited costs that these parties incur during the tender and contracting process in preparing for the procurement of the rolling stock (from our experience we know that even the preparation can be a very expensive process). Furthermore, the Government should clarify the exact specifications of the infrastructure which are of relevance for the rolling stock (including relevant infrastructure outside the Netherlands).

#### Objectives

3. We are of the opinion that integration with the existing trunk rail network in the Netherlands is the key to success. As a result of a combination of reduced travel times, high train frequency, balanced timetabling and reliable performance, we expect passengers growth to be substantial.

Of course, with regard to aspects that are not directly under the control of operators (for example adequate parking facilities at HSL stations, extensive connecting services, etcetera), Government can and should play an important role to facilitate appropriate developments.



**Contracts on offer**

4. We have a strong preference for a contract length of more than 15 years, this in relation to the life expectancy of the rolling stock. We are of the opinion that to be economically viable, 15 years is too short. If a concession contract is given for 15 years or less, Government will have to ensure that the risk concerning the residual value of the rolling stock should be borne by the subsequent operator or the Government itself.
  
- 5, 6, and 7. We think that the answers to question 5, 6 and 7 are strongly interrelated. We agree with the Government, (see page 14 of the Registration Document: "In section 3 the contracts for domestic and international HS-services were presented separately..... There is however a strong case for integration of the offer to domestic passengers..." ), that the best value can be offered by integration of domestic and international rail services on the HSL-Zuid.
  
8. We are of the opinion that allowing voluntary cooperation between operators of domestic and international train services will provide the best value for both domestic and international passengers. With a creative and powerful combination of relevant parties this will be feasible. We would like to extend the current situation with regard to the domestic and international services on the HSL-Zuid. That is to say NSR would operate domestic services on and to/from the HSL, and would operate in an international partnership in the operation of international services.
  
9. We refer with respect to this question to the remarks made above.