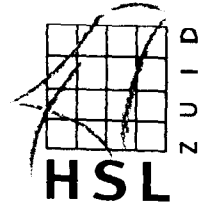


VenW/DG/NO-2009/4966

Subject:  
Registration Document HSL-Zuid



Richard Goldson, Esq.  
Director, Commercial Development  
NEG Trains  
National Express Group  
Midland House  
Nelson Street  
Derby DE1 2SA  
United Kingdom

Dear Mr Goldson,

Please find enclosed the Registration Document for High Speed Line-Zuid (HSL) train operations in the Netherlands.

The Registration Document summarises the current proposals for train operations on the HSL and invites you to comment on the opportunities being created and to register an interest in the contracts on offer. We are particularly interested in your views in the light of National Express' broad transport experience and especially Gatwick Express, Eurostar UK and Eurolines coach services, each of which may have important elements in common with the HSL project.

In June 1998 a Consultation Document was distributed to a wide business audience, including National Express, requesting the views of respondents on the proposed opportunities for partnership between the public and private sectors in the creation of a high-speed rail business in the Netherlands. Your responses at that time helped to shape the current proposals, including the separation of infrastructure from train operations and the nature of the concession rights on offer.

Following that consultation, the pre-qualification procedure to design, construct, maintain and finance the systems infrastructure started in February 1999, and the selected consortia are now responding to the tender documentation.

The publication of this document marks the start of the tender procedure for train operations. Separate contracts for domestic and international operations will be tendered and the Cabinet has clearly expressed its intent to attract competitive offers from potential operators for these contracts. International train services will be put out to public tender and the final tender procedure for domestic high speed services will be decided by the Cabinet in November 1999 following further investigation. The Registration Document explains this process in detail.

We would welcome the opportunity for the Train Operations Project Leader, Jeroen Kok, to arrange a meeting with you in the next two months to discuss the best way to involve operators such as National Express in the project.

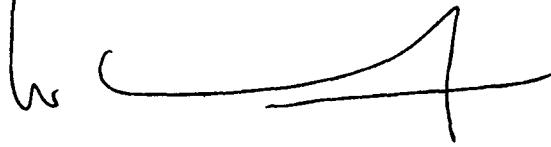
Date  
9<sup>th</sup> June 1999  
Our reference  
HSL/U199901778  
Contact person  
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DG/NO-2009/4966

I hope you will be able to give this document careful consideration and will be able to respond.

Yours sincerely,



Wim Korf  
Project Director



cc: Richard Brown, Chief Executive – Trains Division,

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