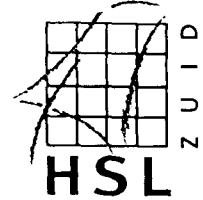


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Subject  
Qualification HSL-Zuid Transport Contracts



Deutsche Bahn A.G.  
Attn. Mr. M. Meier (*Internationale Beziehungen*)  
Potsdamer Platz 2  
D-10785 Berlin  
Germany

Dear Mr. Meier,

Thank you for returning the Request for Qualification. Parts A, B, C1-3 of the Request for Qualification provided by you and your partners, will be evaluated during the next weeks. Parts C4, D and E will be assessed after 2 October 2000. The assessment will be done by a number of teams from the Ministries of Transport and Finance and other external experts. These teams will advise both the Ministers of Transport and Finance.

We would like you that we have received a total of 4 applications:

1. Arriva Nederland – Deutsche Bahn Reise & Touristik AG;
2. ConneXXion – SJ International – CGEA Connex;
3. Stagecoach Holdings Plc<sup>1</sup>;
4. NS Reizigers BV – KLM (Royal Dutch Airlines)<sup>2</sup>.

On the 27th of October we will announce the consortia that have been qualified. The Invitation to Tender will be send to you in November 2000.

Yours sincerely,

Bas van Os  
Project Manager HSL-Zuid Transport Contracts

<sup>1</sup> In the cover letter of the Request for Qualification it was mentioned that: "We are currently exploring the possibility of adding a minority partner to our bidding team from one of the Dutch bus companies ...".

<sup>2</sup> In the cover letter of NS to the Request for Qualification it was mentioned that: "...NS Reizigers and KLM have agreed on a Memorandum of Understanding with National Express Group PLC.".

Date  
25 September 2000  
Your reference  
-  
Our reference  
HSL-Zuid U-129601  
Contactperson  
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0031 30 2728 751  
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roel.testroote@hslzuid.com

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